



## PRESS RELEASE

### Alpha IVF Group aims to penetrate Muslim market segment for reproductive care with new centre Alhaya-KL

- *Alhaya IVF & Women's Specialists KL to be attached to KPJ Damansara Specialist Hospital 2, set to commence operation soon*
- *Lists on ACE Market of Bursa Malaysia Securities Berhad*

**KUALA LUMPUR, Malaysia, 22 March 2024** - Fertility care specialist, Alpha IVF Group Berhad ("Alpha IVF Group"; Bursa Ticker: 0303) and its subsidiaries (collectively referred to as "the Group" or "阿儿法国际辅助生殖集团") aim to target the Muslim market segment both domestically and internationally through the upcoming launch of its fourth specialist centre, Alhaya IVF & Women's Specialists-KL ("Alhaya-KL").

Speaking at the Group's listing ceremony on the ACE Market of Bursa Malaysia Securities Berhad ("Bursa Malaysia") today, Alpha IVF Group's Group Managing Director, Dato' Dr Colin Lee, emphasized leveraging on the Group's heightened visibility as a publicly listed entity to create awareness of its high In-vitro Fertilisation ("IVF") success rates to the largely untapped market segment of Muslim patients.

The establishment of Alhaya-KL is one of Alpha IVF Group's expansion strategies in the local market. The Muslim-friendly Alhaya-KL will be strategically attached to KPJ Damansara Specialist Hospital 2 and aims to leverage on KPJ's position as a leading healthcare provider in Malaysia to reach KPJ's strong customer base of Muslim patients.

"I am excited to see our newest specialist centre set up in a leading hospital in Klang Valley. Not only do we have access to the facilities in KPJ's state-of-the-art hospital, the icing on the cake is that we are able to bring our IVF successes to even more patients through KPJ, especially the Muslim market.

We are pleased with this exciting opportunity, and hope that the strategic approach will allow us to effectively target the substantial Muslim market segment locally and internationally, which will underpin one of our key prongs of growth."

**Dato' Dr Colin Lee Soon Soo (拿督李顺树医生)**  
**Group Managing Director, Alpha IVF**

In addition to Alhaya-KL, Alpha IVF Group plans to use part of the IPO proceeds to set up two more IVF specialist centres in Malaysia and is currently in the process of finding suitable locations. One centre is expected to be completed by the end of the financial year ending 31 May 2025, and another by the end of the financial year ending 31 May 2026.

For regional expansion, the Group intends to expand its geographical footprint by establishing one specialist centre and four satellite clinics in Indonesia. Moreover, Alpha IVF Group aims to further



extend its reach by establishing another specialist centre elsewhere in Southeast Asia and opening two sales representative offices in China.

The Group posted a net profit of RM25.3 million on group revenue of RM80.1 million for the six months ended 30 November 2023. The favourable performance was driven by higher demand for IVF treatments, as well as medical tourists who sought fertility treatment at our centres. Due to the Group only listing its shares on ACE Market today, there is no comparison to the previous year's six-month period.

Meanwhile, in the previous financial year ended 31 May 2023, the Group recorded RM137.5 million in revenue and RM53.2 million net profit, which included a one-off gain of RM11.3 million in fair value gain.

Alpha IVF Group's IPO on the ACE Market of Bursa Malaysia entailed the public issue of 364.5 million new shares and 1,093.5 million offer-for-sale shares, at an issue price of 0.32 sen per share, representing 30.0% of the enlarged share capital.

The overall value of the IPO is worth RM466.6 million, with Alpha IVF Group receiving RM116.6 million and the offerors receiving the remaining RM349.9 million. Out of the total proceeds of RM116.6 million, RM72.8 million will be utilised to develop new specialist centres, satellite clinics, and sales representative offices as part of their domestic and global expansion strategy.

A further RM15.7 million will be allocated for expansion and upgrade of existing specialist centres, facilities, and corporate office; RM2.2 million for research and development (R&D), as well as the remaining RM25.9 million for general working capital, general corporate purposes, and defraying of listing expenses.

AmlInvestment Bank Berhad serves as the principal adviser, sponsor, lead bookrunner, and sole underwriter for the Group's IPO exercise.

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## **About Alpha IVF Group Berhad ("Alpha IVF Group")**

Alpha IVF Group is one of the largest fertility care specialists, currently operating in Malaysia and Singapore. The group primarily focuses on Assisted Reproductive Services (ARS), with a strong emphasis on In-vitro Fertilisation (IVF). Presently, the group operates two specialist centres in Malaysia - Alpha International Women's Specialists Sdn Bhd ("Alpha KL") in Kuala Lumpur and Genesis Specialists Sdn Bhd ("Genesis") in Penang - and one in Singapore known as Alpha International Women's Specialists (Singapore) Pte Ltd ("Alpha Singapore").

In addition to IVF, Alpha IVF Group provides various assisted reproductive procedures, including intracytoplasmic sperm injection, intrauterine insemination, diagnostics, testing, screening procedures, and cryopreservation of eggs, sperms, and embryos.

Since its inception in 2011, Alpha IVF Group has earned a strong reputation, with its brand synonymous with exceptional success rates in IVF. The high pregnancy rates are attributed to the group's robust foundation, known as the "system of systems," and its five strategic pillars: leading



medical specialists, highly skilled embryologists, continuous research and development, innovative techniques, and cutting-edge laboratory equipment.

Alpha IVF Group's operations have provided IVF services to international patients from Indonesia, China, Singapore, Australia, and other countries. The group has also pioneered numerous innovations leading to improved pregnancy rates and is actively involved in utilizing Artificial Intelligence technology to enhance embryo selection for higher IVF success rates.

**Issued for and on behalf of ALPHA IVF GROUP BERHAD by Aquilas Advisory (Malaysia) Sdn Bhd.  
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