



PRESS RELEASE

Alpha IVF Group achieves record PATMI of RM52.9 million in FY2024

- *Higher local and foreign demand for IVF services in Malaysia leads to stronger top line and bottom line growth*
- *China patients' contributions gradually recovering as borders reopen*

KUALA LUMPUR, Malaysia, 17 July 2024 - Leading fertility care specialist, Alpha IVF Group Berhad (“Alpha IVF Group”, “the Group”, “阿儿法国际辅助生殖集团”, Bloomberg: ALPHA MK, Bursa Ticker: 0303) achieved a record high net profit attributable to shareholders (PATMI) of RM52.9 million in the financial year ended 31 May 2024 (FY2024), 26.3% higher than the previous year’s core PATMI of RM41.9 million, which excluded a one-off fair value gain of RM11.3 million.

The Group’s PATMI for FY2024 included one-off listing expenses of RM2.4 million in conjunction with its Initial Public Offering exercise recently. Without the one-off expenses, the adjusted PATMI for FY2024 would amount to RM55.3 million.

At the same time, group revenue grew by 21.9% to RM167.6 million in FY2024 from RM137.5 million previously. The growth in both top and bottom lines were mainly driven by increased local and foreign demand for In-Vitro Fertilisation (IVF) services in Malaysia’s operations, which grew 26.6% year-on-year, while Singapore’s operations expanded 5.5% compared to the prior year.

For the fourth quarter ended 31 May 2024 (4Q24), the Group reported revenue and PATMI of RM46.7 million and RM14.0 million respectively. As Alpha IVF Group was listed on the ACE Market of Bursa Malaysia Securities Berhad on 22 March 2024, no comparison with the previous corresponding quarter or period is available.

Dato’ Dr Colin Lee Soon Soo (拿督 李顺树医生), Group Managing Director of Alpha IVF Group Berhad said:

“We ended FY2024 on a high note, achieving record revenue and net profit, reflecting the growing demand for our IVF services from both local and foreign patients.

We saw a big improvement in our China patients’ contribution in FY2024, and we expect the number to return to pre-pandemic levels or higher in FY2025. We have several initiatives in place to enhance the revenue contribution from China patients, including establishment of two sales and marketing offices in China. By establishing a direct presence there, we aim to attract even more patients from China, driving further revenue growth.

Looking forward, we are confident in our ability to sustain growth, buoyed by continued demand for IVF treatments in the region. We aim to capitalise on these opportunities by accelerating our expansion efforts.”

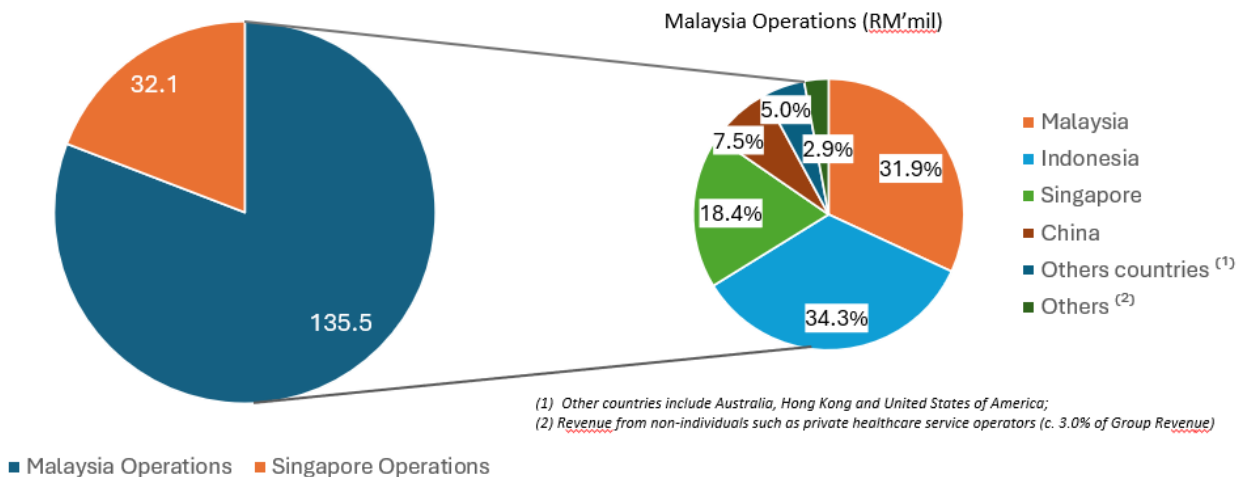


For FY2024, Chinese patients contributed RM12.6 million or 9.3% of Malaysia’s operations revenue, compared to RM3.3 million or 3.1% in the prior year. The Group has observed a steady rise in medical tourism from Chinese patients visiting Malaysia. Before the Covid-19 pandemic, Chinese patients contributed RM12.8 million or 21.0% to Malaysia’s operations revenue. During the pandemic, this figure experienced a decline; however, with the reopening of China’s borders, the numbers are beginning to rebound.

Nevertheless, the contributions from foreign patients were predominantly driven by Indonesian patients, who generated RM57.4 million, accounting for 42.4% of the revenue from Malaysia’s operations. Recognising the potential of the Indonesian market, Alpha IVF Group is actively working on establishing four satellite clinics in Indonesia to facilitate Indonesian patients for IVF treatments in Malaysia and Singapore.

Malaysia’s operations accounted for 80.9% or RM135.5 million of Alpha IVF Group revenue in FY2024, with the remainder coming from Singapore’s operations. Foreign patients from Indonesia, China, Singapore, and other countries contributed 60.4% of Malaysia’s operations revenue in FY2024, up from 50.9% in the previous year.

Revenue Mix in FY2024 (RM’mil)



On the domestic expansion update, Alhaya Fertility Centre-KL (Alhaya KL), a Muslim-friendly facility achieved profitability within its first three months of operations since commencing on 8 April 2024. Alhaya KL is poised to make a full contribution in the upcoming financial year FY2025, anticipating a positive impact on earnings.

In response to the growing demand for IVF services, the Group is in the midst of setting up new IVF centres both locally and throughout the Southeast Asia region, strategically targeting areas with high potential patient loads.

In addition to its robust financial performance, Alpha IVF Group has also announced that it is rewarding shareholders with a first interim dividend after its listing on the ACE Market of Bursa Malaysia in March 2024. The interim dividend amounts to 0.45 sen per share, or RM21.9 million in



respect of FY2024. The dividend entitlement date is 31 July 2024, with payment scheduled for 15 August 2024.

Alpha IVF Group has committed to a dividend policy which aims to distribute at least 60% of the annual PATMI to reward its shareholders.

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 three specialist centres in Malaysia - Alpha International Women’s Specialists Sdn Bhd (“Alpha KL”), Alhaya International Women’s Specialists Sdn Bhd (“Alhaya”) 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 Cyrotec® cryopreservation of eggs, sperm, and embryos.

Since its inception in 2011, Alpha IVF Group has earned a strong reputation with a branding synonymous with exceptional success rates among regional peers 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 hailing from Indonesia, China, Singapore, the Middle East, and various other countries. The Group has also pioneered numerous innovations leading to improved pregnancy rates and is actively involved in utilising advanced Artificial Intelligence technology to enhance embryo selection for higher IVF success rates.

Alpha IVF Group was recognised by Newsweek magazine as the Leading Fertility Centre in Asia 2024 and by Healthcare Asia, with Alpha IVF Group Berhad securing the Technology Innovation of the Year Award - Malaysia. These accolades underscore the Group’s commitment to research and development, as well as its innovative use of advanced technologies.

Issued for and on behalf of ALPHA IVF GROUP BERHAD by Aquilas Advisory (Malaysia) Sdn Bhd. For media enquiries, please contact:

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