



PRESS RELEASE

Alpha IVF Group sets foot in Indonesia with first satellite clinic

- *Aiming to significantly boost patient flow from Indonesia to Group's Malaysian centres*
- *Marks Group's first footprint in Indonesia*

KUALA LUMPUR, Malaysia, 17 October 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) is on a back-to-back geographical expansion, with the latest development of setting foot in the Group's largest revenue contribution foreign market of Indonesia by establishing the first satellite clinic in an upmarket district in Jakarta.

The Group recently established presence in the Philippines and China, as part of its regional growth strategy. With Indonesia being the fastest-growing market for In-Vitro Fertilisation (IVF) services, the Group's expansion to the country would be timely to tap into this burgeoning demand.

The Indonesia satellite clinic aims to increase patient growth from Indonesia to Alpha IVF Group's Malaysian centres by streamlining logistics and providing a seamless treatment experience. More importantly, the presence in Jakarta allows for the Group to market directly to the Indonesia market, creating awareness of Alpha IVF Group's IVF services and success rates. Operations are set to commence in early 2025 after the signing of a tenancy agreement today.

The Group's revenue from Indonesian patients has grown tremendously over the years and is currently the major contributor to the Group's Malaysia operations in the financial year ended 31 May 2024 (FY2024). Contributions from Indonesian patients to the Group's Malaysia operations revenue increased from 21.5% in FY2020 to 42.4% in FY2024, demonstrating the vital role of the Indonesian market in the Group's long-term growth.



“We take pride in the fact that a majority of IVF babies born in Indonesia are the results of our IVF treatment services over the last two decades. It is encouraging to see this number grow significantly over the years, reflecting our high success rates as we commit to supporting families in Indonesia seeking fertility treatment. In fact these successful families will serve as a powerful word of mouth recommendation for more Indonesians to seek treatment with Alpha IVF Group.

The opening of our first satellite clinic in Indonesia is part of our broader strategy to provide localized support for Indonesian patients while driving growth at our Malaysian centres. We see Indonesia as the world’s fastest-growing IVF market, and this satellite clinic allows us to capitalise on this expanding opportunity.

Even without the presence of satellite clinics, we have already seen double-digit growth in contributions from Indonesian patients. The news of our set up has drawn interested patients to enquire about our services even before the satellite clinic is set up. A fast growing number of Indonesian patients currently receiving treatment at our Malaysia centres are expected to continue their follow-ups at the satellite clinic once it begins operations.

With that, we are confident it will further accelerate the influx of Indonesian patients seeking treatment at our Malaysian centre, ultimately enhancing our financial performance.”

Dato’ Dr Colin Lee Soon Soo (拿督 李顺树医生)

The new satellite clinic will be situated in North Jakarta’s vibrant Pantai Indah Kapuk and will occupy a premises of 6,887 square feet. The clinic’s operations will be managed by a dedicated team comprising an obstetrician-gynecologist, a general practitioner, a nurse, a pharmacist, and administrative and marketing professionals.

In addition to the first satellite clinic, Alpha IVF Group has outlined plans for three more satellite clinics across Indonesia, all expected to be operational by the end of FY2026. These upcoming facilities will further strengthen patient access to the Group’s services, providing a robust network of support for Indonesian couples.

Group Managing Director, Dato’ Dr Colin added, “With Indonesia’s large and underserved population, there is tremendous potential for growth. By establishing a direct presence here, we are devoted to expanding access to our services for a greater number of Indonesian patients.”



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.
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