

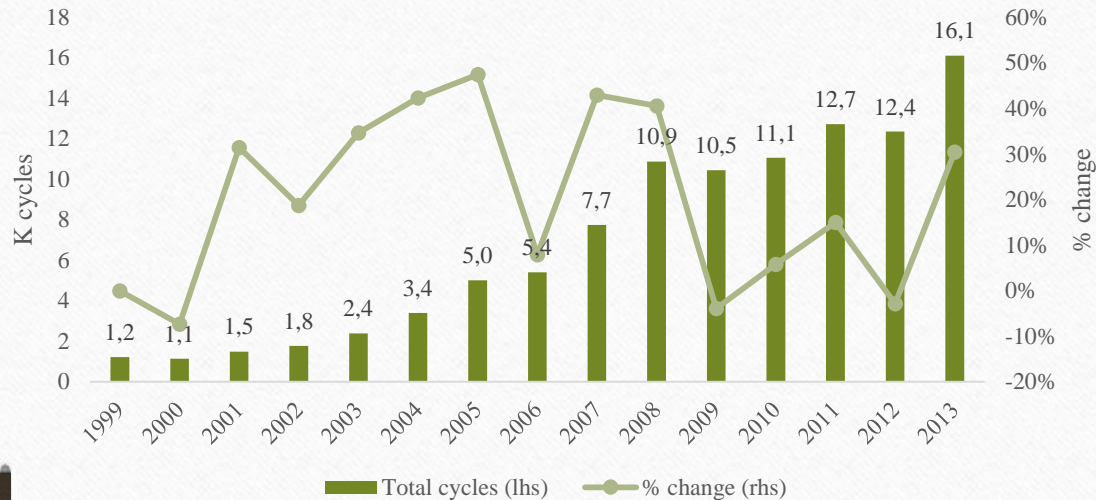
Clinic of Reproductive Medicine “Nadiya”



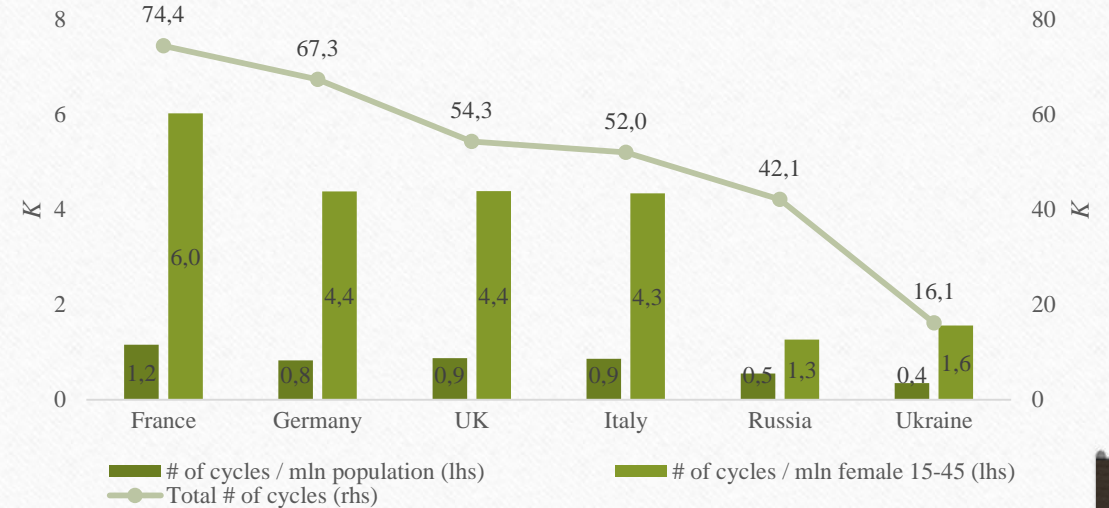
Kyiv, Ukraine, 2015

ART market in Ukraine

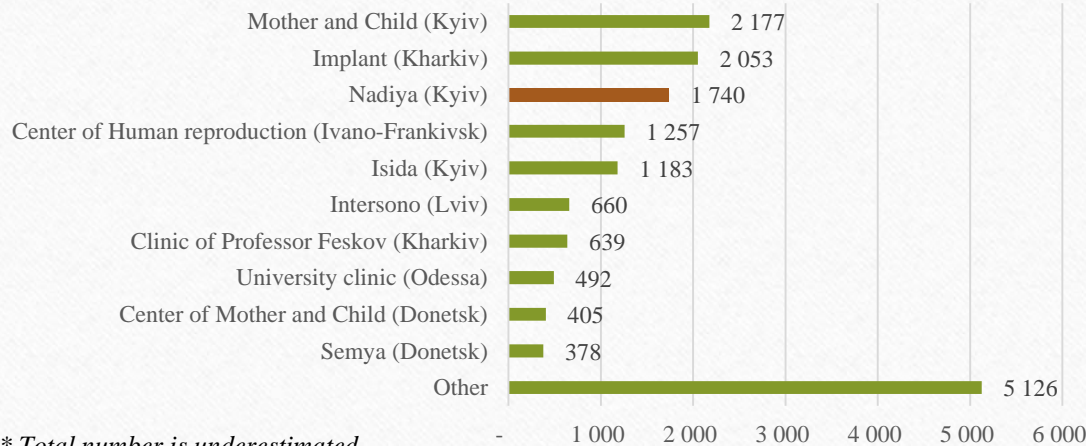
Dynamics of cycles started in Ukraine (1999-2013)



Comparison of the cycles conducted in the selected countries



of started ART cycles in Ukraine (2013 - official data)*



* Total number is underestimated since not all clinics provide data

- ART market in Ukraine has a significant potential to increase: actual market size is only 25%-30% out of the potential market size.
- Despite falling around 20%-30% in 2014 the market is expected to continue growing.
- Nadiya is one of the largest and most recognized ART clinic in Ukraine.

“Nadiya” summary

Key indicators

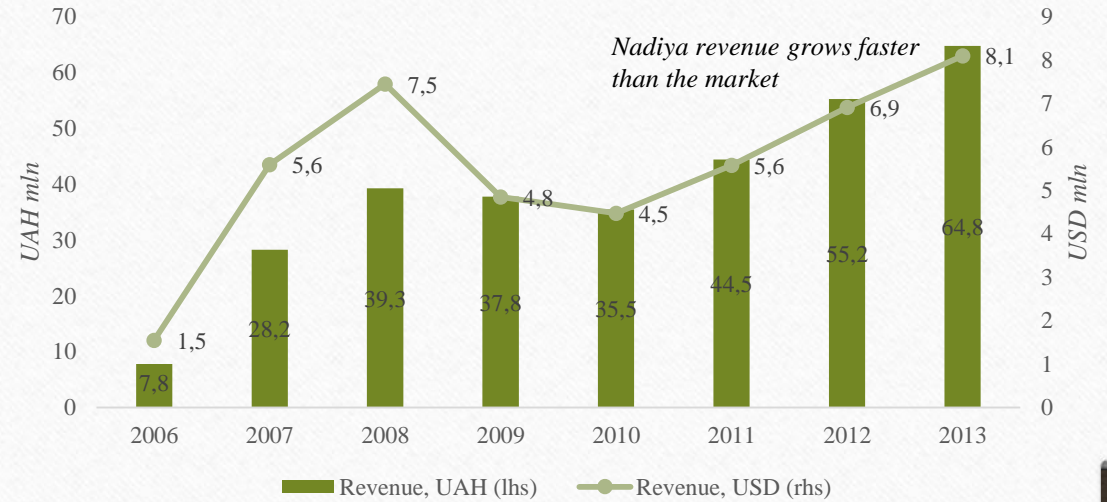
Facility area 1400 m²

of personnel >100

Annual # of ART cycles 1500-2000

Expected revenue in 2015 > USD 8 mln

Nadiya revenue dynamics

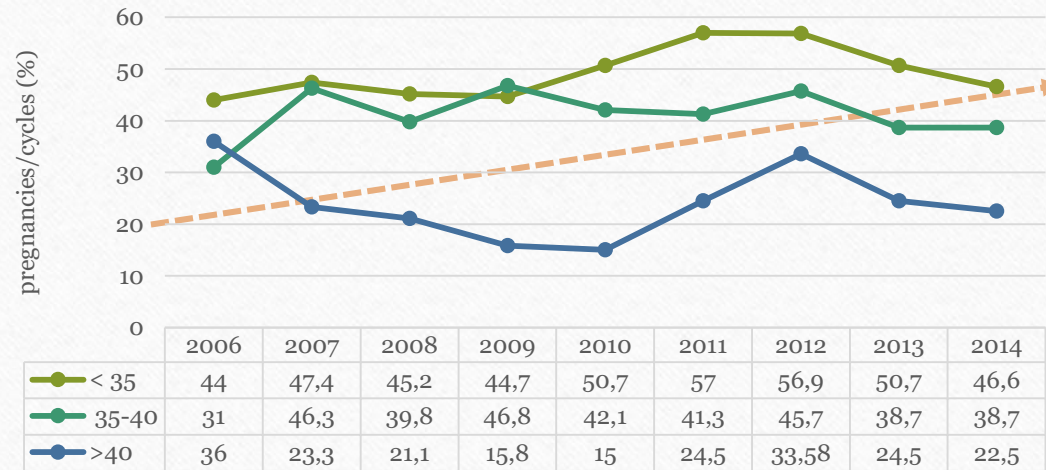


Innovations in “Nadiya”

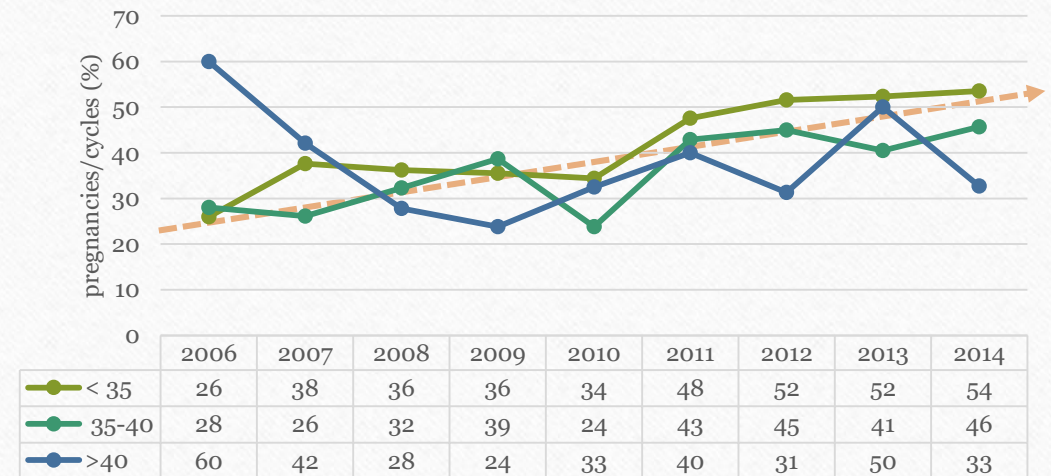
Innovation	Year	Description
Embryoscopy	2015	Due to the high load of the 1 st embryoscope Nadiya purchases the 2 nd device of the next generation. Still there are no clinics in Ukraine having it.
TV show	2014	In order to increase the population knowledge about infertility treatment “Nadiya” launched the reality show at prime time on “Inter” (one of the top TV channels in Ukraine). This was a new idea for TV shows in Ukraine.
Loans for ART cycles	2013	“Nadiya” launched the loan program for ART cycles with “Delta Bank”.
Embryoscopy	2012	“Nadiya” purchased the first embryoscope in the CIS. As of July 2014 this embryoscope is the only one in the CIS.
PGD-CGH	2010	“Nadiya” was the first in the CIS to use this method. The first baby in the world was born after PGD-CHG in 2009 in the UK, in Ukraine – in 2011.
IMSI	2007	“Nadiya” pioneered IMSI in the CIS. Later on a lot of clinics has started to provide IMSI as well.
“Money back” program	2006	“Nadiya” made its patients a unique offer right after the clinic was launched. The “money back” programs for infertility treatment allowed the patients to return money in case the treatment was unsuccessful. Such programs are economically feasible due to high level of the technology used.

Effectiveness of ART cycles in “Nadiya”

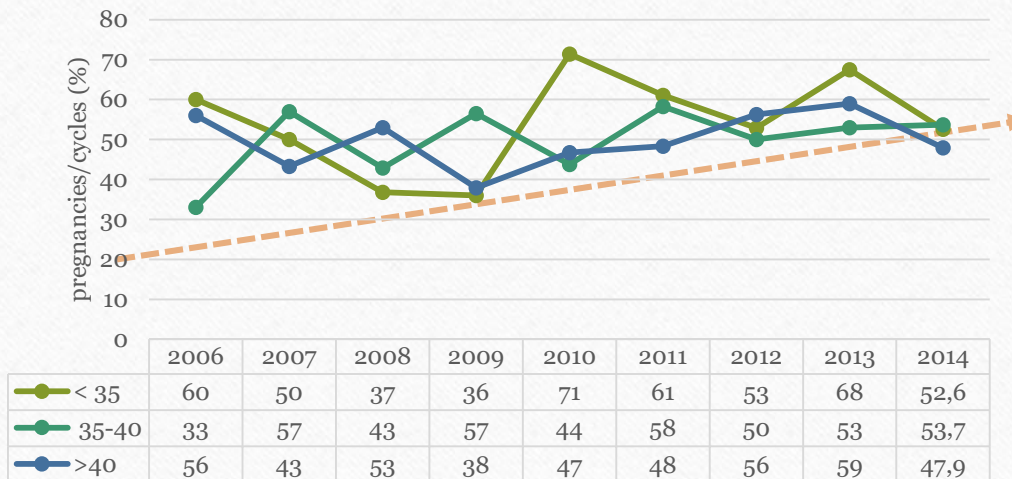
Results of IVF cycles in Nadiya



Results of cryo cycles in Nadiya



Results of oocyte donation cycles in Nadiya



- “Nadiya” results are comparable to the best world ART centers.
- Constant innovations might decrease the growing of the effectiveness, since the innovations attract a lot the patients with difficult forms of infertility.
- The clinic never makes selection of the patients with higher chances of successful treatment.

Management Team

Name	Education	Experience	Position
Valery Zukin	MD, PHD, MBA	> 24 years in private healthcare market.	Chief Executive Officer
Kyrylo Alpatov	MBA	>12 years in private healthcare management	Vice Director
Liudmyla Masliy	MBA	> 24 years in the financial departments of IVF clinics	CFO
Vadym Zukin	MSc, MBF (2016)	> 2 years in various health care projects in Ukraine	Development Manager
Viktor Veselovsky	MD	> 24 years of experience in reproductive medicine	Medical Director
Iryna Sudoma	MD, PHD	> 20 years of experience in reproductive medicine, > 25 scientific publications	Scientific Director

Questions?