



Creating a Legacy in Fertility Care: Your Path to a Thriving IVF Venture

Science of IVF Business

Shivani Scientific-

Your Partner in IVF Success



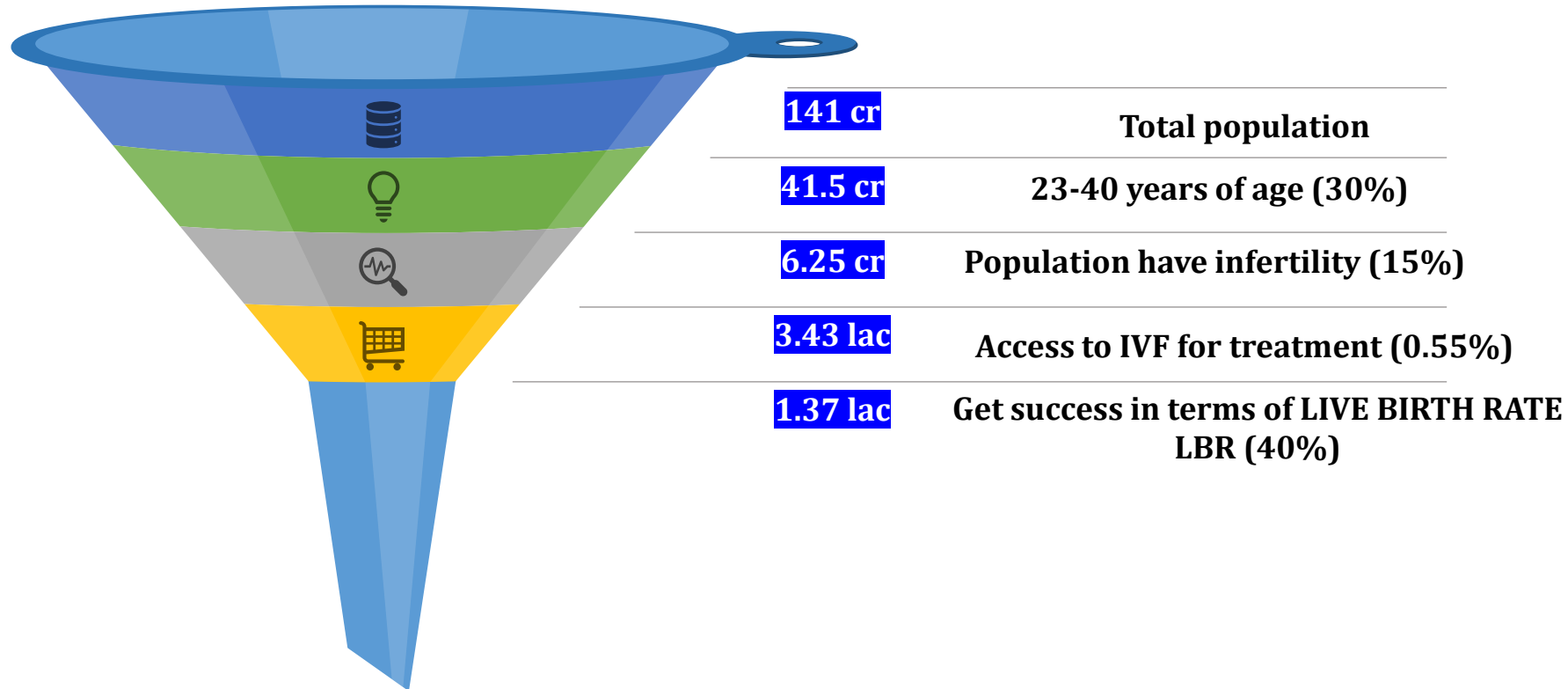
Comprehensive Solutions: Turnkey IVF lab setups, equipment, consumables, service, and training.

Expertise: Over 30+ years of experience in the IVF industry.

Key Offerings:

- Advanced technology and products.
- Compliance with the latest ART regulations.
- Post-installation handholding and operational guidance.
- **Vision:** To co-create successful IVF centers focusing on profitability and higher success rates.

IVF Business Landscape



Data References

- <https://health.economictimes.indiatimes.com/news/industry/indian-fertility-industry-to-witness-huge-growth-in-coming-years/91487508>
- <https://www.financialexpress.com/lifestyle/health/fertility-segment-in-india-to-see-quick-growth-onus-on-healthcare-providers-to-make-it-accessible-and-affordable/2213070/>
- <https://www.techsciresearch.com/report/india-in-vitro-fertilization-market/4533.html>
- <https://www.marketsandmarkets.com/Market-Reports/in-vitro-fertilization-market-89198891.html>

Future imperatives for assisted reproductive treatment delivery

Indian Fertility Industry to witness huge growth in coming years

The Indian IVF industry is a potential USD 12 billion market that is growing at a steady CAGR of 20% Year on Year. The country currently sees about 337,000 IVF cycles in a year.

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Report 2022

The future looks bright as the Indian fertility Industry was **valued at \$746 million in 2021** and is expected to reach **\$1,453 million by 2027** with a **potential of doing 5-6 lakhs IVF cycles.**

Types of ART Practices as per Assisted Reproductive Technology (Regulation) Act, 2021

Types of Clinics:

- ☐ Level 1: Basic infertility services.
- ☐ Level 2: Full-fledged IVF services with embryology.
- ☐ Level 3: Advanced centers with cryopreservation and genetic services.

Mandatory Compliance:

- ☐ Registration under the **Assisted Reproductive Technology (Regulation) Act, 2021**

Phases of IVF Lab Setup and Growth

Phase 1: Decision to Setup (90 Days)

- ☐ Initial Consultation
- ☐ Feasibility Studies
- ☐ Budget planning
- ☐ Site Visit
- ☐ Custom Lab Design Proposal

Phase 2: Planning & Execution (120 Days)

- ☐ Equipment Procurement & Installation
- ☐ Infrastructure Setup
- ☐ Staff training & Operational Preparation

Phase 3: Growth Plan (1000 Days Projection)

- ☐ Comprehensive Support for Lab Operation
- ☐ Preventive & Breakdown Maintenance
- ☐ Clinical & Embryology Support
- ☐ Strategic Planning for Growth & Scaling

Unveiling the Truth: Debunking Common Myths About Starting an IVF Center

MYTHS

- The market is overcrowded- there is no room for me
- IVF is not profitable, and breakdown takes forever
- Regulations make it too complicated
- Patient acquisition is a huge challenge
- Success rates are too low

REALITY

- IVF Demand continues to soar, with immense potential in emerging cities.
- New technologies make profitability achievable faster than ever.
- With expert Guidance, compliance can be seamless
- Strategic branding and partnership make patient inflow simpler than you think.
- Modern advancements have dramatically improved IVF Success rates

Embracing the fact that you have it....

- ✓ You currently manage a busy OPD with **25–30 patients daily**, diagnosing approximately **2 infertility cases every day**.
- ✓ Every month, you are **referring 7–8 patients** for IUI and IVF procedures to other centers.
- ✓ With a carpet **area of 750–2500 sq. ft.**, your clinic has the space to set up an advanced IVF lab.
- ✓ An investment of **₹1.00–1.25 Cr** can transform your clinic into a comprehensive fertility care center, allowing you to **retain referrals** and **offer a wider range of services**.
- ✓ Your existing patient base and referrals show clear potential for growth with the addition of fertility services.

Challenges and Solutions

Challenges:

- ART Act compliance.
- Technical and business expertise.
- Regulatory hurdles and patient awareness.
- Capital investment.

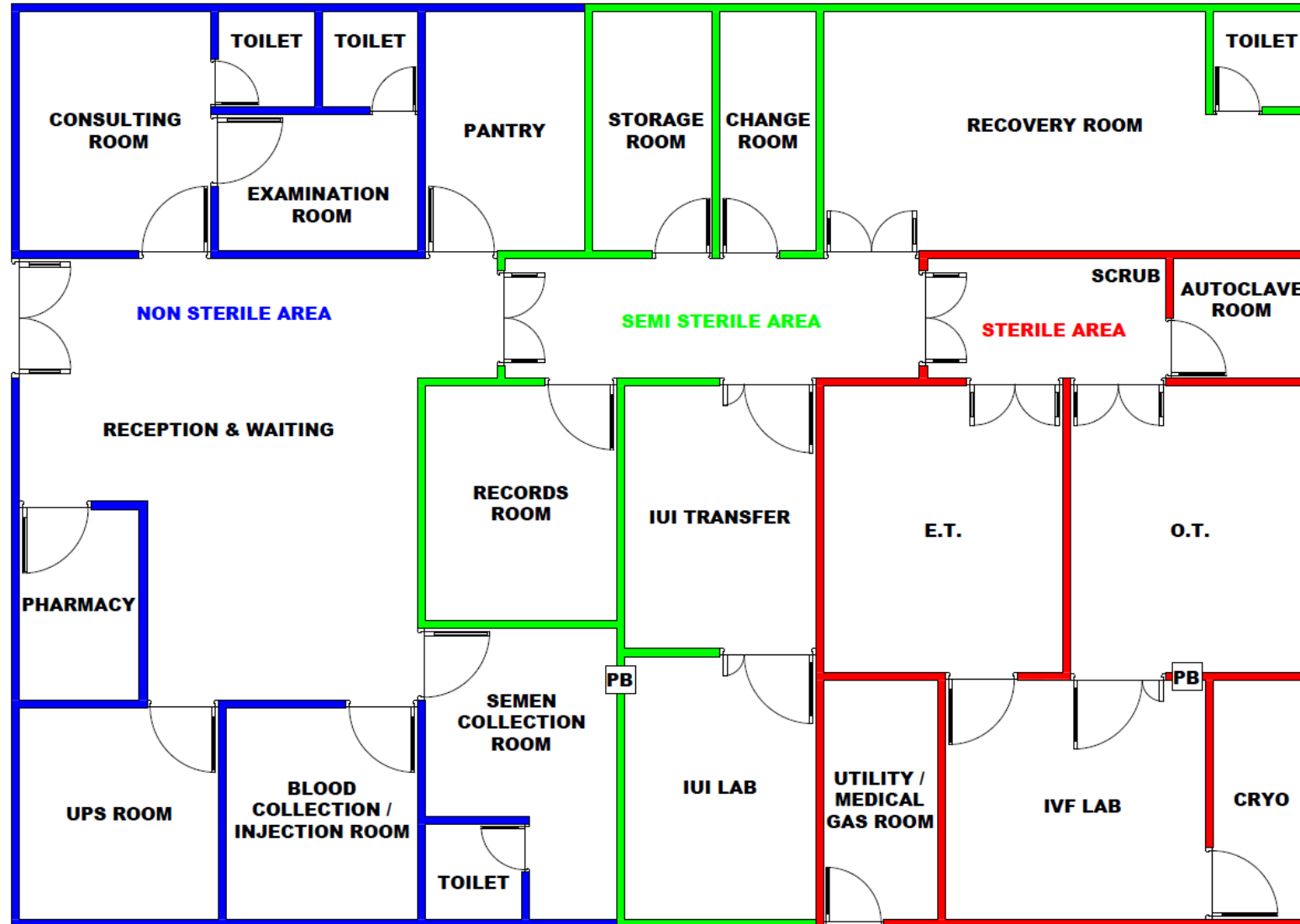
Solution: Shivani as a partner to navigate challenges and ensure success.

We are Shivani

Pioneers of IVF in India Since 1993

- ✓ **A Legacy of Compassion and Expertise:** For over **30 years**, we've dedicated ourselves to fulfilling the dream of parenthood, supporting **1400+ IVF centers** across **35+ countries**.
- ✓ **A Team of Global Leaders:** Our esteemed **panel** of experienced **national** and **international IVF clinicians** and **embryologists** provides unparalleled guidance and support.
- ✓ **A Comprehensive Approach:** From **feasibility studies** and center **setup** to **comprehensive training** and ongoing **support**, we are with you every step of the way.
- ✓ **Patient-Centric at Our Core:** We believe in co-creating IVF success, ensuring patient well-being remains paramount throughout the journey.

Ideal IVF Centre Layout Plan



Government Project



**KGMC,
LUCKNOW**



**Maulana Azad
Medical College
MAMC, New Delhi**



**शरीरमाद्यं खलु धर्मसाधनम्
AIIMS, NEW DELHI**



Standalone IVF Clinics

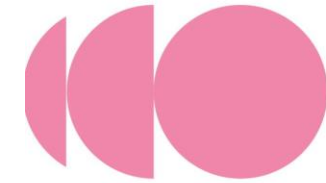


Corporate IVF chains & Pvt. Medical Hospital

INDIRA IVF
FERTILITY & IVF CENTRE
INDIRA IVF
Fertility & Ivf Centre

**NOVA
IVF**
FERTILITY
NOVA IVF FERTILITY

Apollo
Cradle
FOR WOMEN & CHILDREN



**Birla
Fertility
& IVF**

PFRC
PRASHANTH FERTILITY
RESEARCH CENTRE

oasis
— FERTILITY —

**ankura
hospital**
for women & children

9M
by ankura hospital
Birth & beyond

**DPU
IVF**
ENDOSCOPY CENTER, PUNE
DPU IVF
Endoscopy center, Pune

Apollo Fertility

NEELKANTH
Infertility & I.V.F Hospital

Thank
You

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