

IMV Strategic Partnership

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Overview

Vitrafy has entered into a strategic, commercial agreement to work with global leader, IMV, on animal reproduction cryopreservation



Strategic Commercial Agreement

With global, animal reproduction leader, IMV Technologies ("IMV").



Revenue Generative

Vitrafy will receive up to A\$480k in monthly fees over the 12-month term, plus milestone payments of up to A\$450k.



Product Alignment

Partnership to integrate Vitrafy's cryopreservation technology with IMV's global product suite.



Market Leading Partner

Partnering with the market leader in a highly concentrated animal reproduction market.



Growth Catalyst

Accelerated access to the animal market at scale, for Vitrafy's entire product suite via a trusted partner.



Strategy Execution

In line with Vitrafy's strategy to scale the animal reproduction market. Enabling Vitrafy to focus directly on the human health market in the USA.

Introduction to IMV

IMV is the market leader in animal reproduction market.

Established Market Leader

- Founded in 1963
- Experts in artificial insemination, semen preservation, and reproductive diagnostics
- Proven commercialisation track record

Trusted Partner

- Involved in half a billion artificial insemination processes each year
- Global footprint with significant market share across multiple species
- Conglomerate operating across 4 continents and a presence in 128 countries

Growth Focused

- Culture of product leadership in market
- Disciplined, growth-focused commercial execution
- Revenue growth opportunities across large existing customer base

The Agreement

Combining Vitrafy's next-generation cryopreservation technology with IMV's globally recognised platform to set a new industry benchmark.

- Exclusive, 12-month strategic collaboration to co-develop a solution that brings the strengths of both organisations - expertise, product portfolios and scientific innovation.
- Pathway to a long-term, commercial agreement between IMV and Vitrafy.
- During the 12-month term, Vitrafy and IMV will undertake:
 - development and validation testing across aquaculture, bovine and porcine
 - integration of the two product suites
 - detailed commercial analysis to take the product to market
- Vitrafy will receive a recurring monthly fee for the provision of its cryopreservation technology, totalling up to ~A\$480k over the 12-month term. Further payments for the successful achievement of pre-determined milestones of up to ~A\$450K.
- The Agreement may be extended for a further 6 months.

In summary

- **Validates** the use of Vitrafy's technology in a commercial setting
- **Leverages IMV's significant expertise** in this market
- Provides **access to a significant share** of the animal reproduction market
- Allows Vitrafy to focus on the high growth **human health market** in the US

Q&A