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Financial Results Presentation 1H FY26

4 FEBRUARY 2026

Vitrafy Life Sciences Limited (ASX: VFY)
ACN 622 720 254

vitrafy.com
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Today's Presenters

Brent Owens
Managing Director and Chief Executive Officer

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Simon Martin
Chief Financial Officer

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1H FY26 Outlook Recap

Vitrafy outlined a clear execution plan at the Company's FY25 results presentation.

Market development

Capture global commercial animal reproduction opportunities - DELIVERED

Expand paid human health collaborations – **PROGRESSING OPPORTUNITIES**

Complete Phase 2 blood platelets study; progress to commercialisation- **ON TRACK**

Aggressively scale U.S. operations and team development – **U.S. footprint established and outbound marketing launched.**

Technology development

Unregulated product launch H1 FY26 – DELIVERED

Medical Device product launch H2 FY26 – **EXPECTED Q1 FY27**

Build supply chain and manufacturing capability and capacity – **ON TRACK**

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1H FY26 Continued Delivery on IPO Commitments

Operational Highlights

Market development

- Strategic **commercial agreement executed** with IMV Technologies
- **Phase 2 U.S. platelet study commenced**; strong commercial interest emerging
- **U.S. operations established**; first Guardion device deployed
- **Pipeline expanded** across blood, cell and gene therapy

Technology development

- Guardion and LifeChain **delivered on time and on budget**
- Guardion FDA registration **commenced.**
- Commercial Guardion **unit builds to support demand** commenced
- **U.S. manufacturing establishment** underway, targeting 2H FY26

Financial position

$22.8m

Total cash and liquid assets.

Up to $0.9m revenue flowing from commercial contract with IMV over the term of the Agreement.

Further **$1.6m of grant funding** to come over the balance of calendar 2026.

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1 Results and Operational Overview

H1 Achievement Summary

Strategic commercial agreement executed with a global leader in animal health and assisted reproductive technologies.

Phase 1 blood platelet trials completed with the U.S. Military generating commercial interest for civilian applications.

Guardion cryopreservation freezer unit arrived in U.S. and to be used for customer demonstrations.

U.S. go-to-market commercialisation footprint expanded with headcount growth and office opening.

Operational Highlights – Animal Health Commercialisation

Strategic commercial agreement executed with a global leader in animal health and assisted reproductive technologies.

Animal Commercialisation Strategy

- Partnership with global leader for the highly concentrated animal reproduction space.
- Develop a combined market offering that aids market adoption and scale.
- Long-term commercial agreement with the potential to deliver revenue to Vitrafy via a partnership model.
- Focus direct-to-market activities on human health.

Commercialisation Strategy Execution

- 12-month, revenue generating commercial agreement with IMV Technologies.
- With ~50% market share, IMV has a track record of commercialising innovative technology.
- Contract term to develop combined, go-to-market product offering
- Clear pathway to both immediate and long-term revenue.

Operational Highlights – Animal Health Commercialisation

12-month partnership to co-develop a commercial value proposition and go-to-market plan.

The Agreement

- 12-month exclusive, strategic collaboration to co-develop a market-ready solution that leverages strengths.
- Revenue generative – up to $0.9 million across the 12-month term
- Exclusive for farm animal and aquaculture[1]
- Pathway to a long-term, commercial agreement between IMV and Vitrafy.

Workstreams

- During the 12-month term, Vitrafy and IMV will undertake:
  - development and go-to-market testing
  - integration of the two product suites
  - detailed commercial analysis to take the product to market
- Deployment of 2 cryopreservation solutions for go-to-market testing.

Commercialisation Milestones

- **Bovine**: Go-to-market testing and on-farm trial.
- **Aquaculture**: Commercial market planning and product integration.
- **Commercial**: Business model development and go-to-market plan – resulting in a long-term commercial agreement.

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1. All existing Vitrafy aquaculture agreements are excluded from the Agreement

Operational Highlights – Blood & Blood Products

Phase 1 blood platelet trials completed with the U.S. Military generating interest for civilian applications.

- Following on from the successful Phase I trials with the U.S. Army Institute of Surgical Research, Phase II studies of blood platelet freezing was commenced during the half.
- Joint development of the statement of works for the testing program with testing commenced – **initial results from phase II studies expected in 2H FY26**
- Vitrafy and the USAISR co-presented the Phase 1 study results at the Association for the Advancement of Blood & Biotherapies ("**AABB**") 2025 Annual Meeting in San Diego, USA in late October.
- Significant civilian blood network **commercial interest** generated as a result of U.S. Military work

Upcoming Milestone

2H FY26: Phase II studies initial data results from expanded testing program

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Operational Highlights – Product Delivery

Vitrafy delivered its go-to-market Guardion freezer unit.

- Major operational milestone achieved with first operational Guardion device delivery.
- Hardware and software projects on-time and budget.
- Build out of first batch of 4 devices for commercial use completed.
- First Guardion device shipped and commissioned in the U.S.
- Commenced FDA device registration workstreams.
- Device manufacturing to ramp up across 2H FY26.

Guardion (formerly VCU2)

Operational Highlights – U.S. Operational

U.S. go-to-market commercialisation footprint expanded

- Key sales, marketing and commercial operations people appointments.
- US headquarters in Irvine California provides U.S. team with a venue to conduct in-person demos.
- Guardion freezer unit in market.

Upcoming Milestone

Q3 FY26: Integrated PR, digital and conference campaign program to create brand awareness and generate leads for the Sales team.

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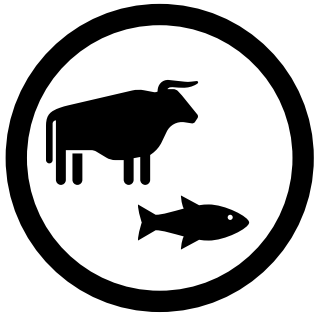
2 Vitrafy Ecosystem, Market and Customer Proposition

One Solution, Multiple Go-to-Market Applications

Vitrafy's cryopreservation ecosystem has broad applicability across biological materials.



Animal Reproduction

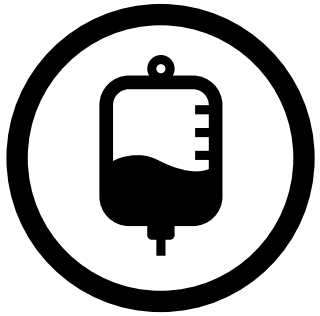
Why

Global Scale

Critical for food availability

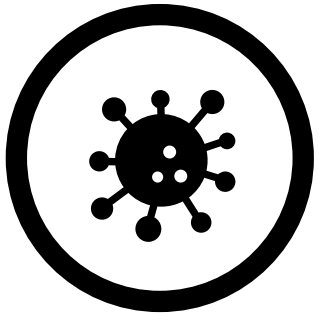
Commercial Agreement in place

Globally, **>2,200 collection sites** across aquaculture, bovine and porcine.



Blood & Blood Products

Critical & growing **need**
Global Scale



Cell & Gene Therapies

Rapid **growth**
Needs solutions
Global Scale

~ 8,000 points (collection, manufacturing, storage and points-of-care) across the blood cryopreservation supply chain that underpin blood and cell & gene therapy products.

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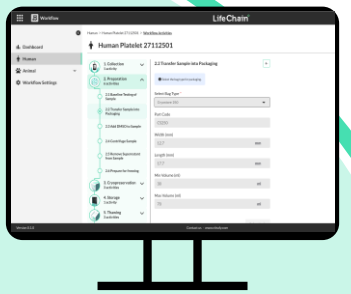
Vitrafy cryopreservation ecosystem delivers customer value at the solution level.

Guardion Cryopreservation Freezer Unit



LifeChain Software Orchestration Platform

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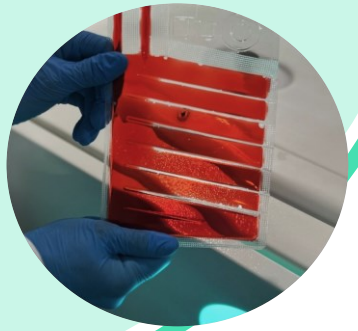
Vitrafy Thawing Units

Vitrafy Smart Consumables

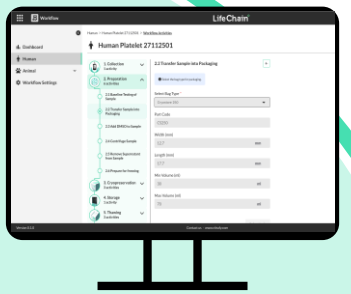


Vitrafy cryopreservation ecosystem delivers customer value at the solution level.

Legacy cryopreservation technology:

- **Isolated Technology**: Stand alone cryopreservation unit is the current standard.
- **No intelligence or insight**: Data capture and analytics to support GMP compliance and FDA approvals uncommon.
- **Damaging**: use of liquid nitrogen and harmful toxins mandatory throughout process.
- **Expensive**: hidden costs and impacts on the sample costing users time, quality and money.

Guardion Cryopreservation Freezer Unit



LifeChain Software Orchestration Platform

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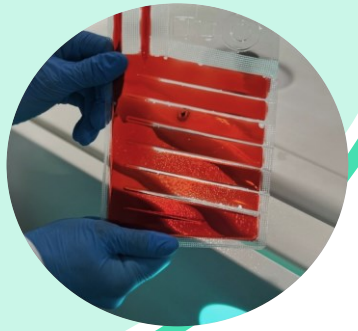

The Vitrafy cryopreservation ecosystem:

- **Connected**: end-to-end ecosystem connection.
- **Intelligent**: Data capture and analytics empowering intelligent decision making.
- **Quality**: every step designed to preserve medical grade quality and hygiene.
- **Value Generative**: hidden savings and improved performance, saving time, improving quality and providing a better post thaw product – ultimately, preserving life.

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Product – Guardion Value Proposition

Legacy Hardware

- Manual, operator dependent
- Limited intelligence
- Limited throughput
- Slow and inconsistent freeze cycles (hours)
- Energy Inefficient
- Use of unsafe materials such as liquid nitrogen (LN2)
- Limited portability

Vitrafy Guardion

- Controlled & tailored cryopreservation
- Automated & Intelligence
- Continuous Throughput
- Rapid processing times <5 min
- Low Power requirement
- Liquid Nitrogen Free
- Integration with LifeChain™

Controlled | Intelligent |LN2 Free

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Product – LifeChain Value Proposition

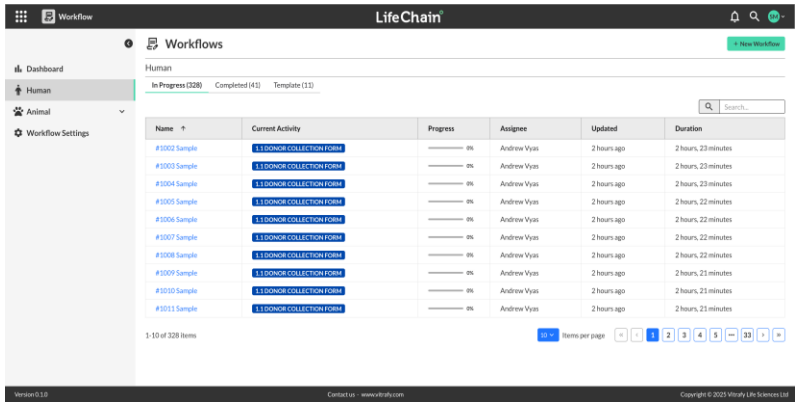
LifeChain delivers quality control across the pre-clinical, clinical and commercial supply chain to support GMP compliance and FDA submission data sets.

Standardisation: Facilitates the standardisation of quality outcomes ensuring consistency across multiple sites.

Auditability: Chain of command functionality ensures workflows are traceable.

Digitisation: Digitising paper workflows to create a single, central source of truth.

Connectivity: IoT connectivity allowing third-party device outcomes to be monitored via the ecosystem.



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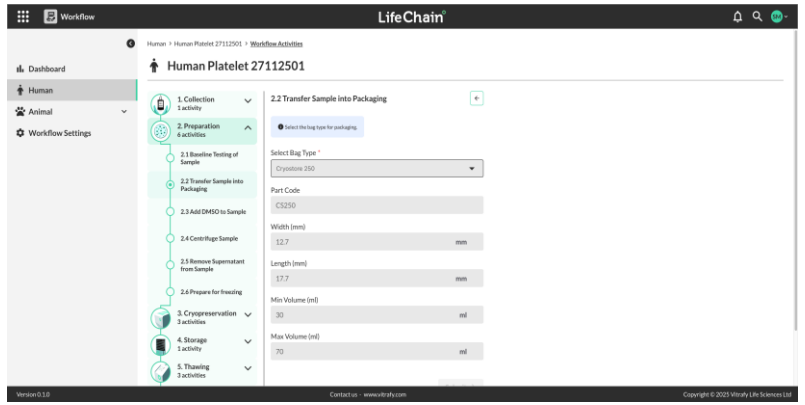

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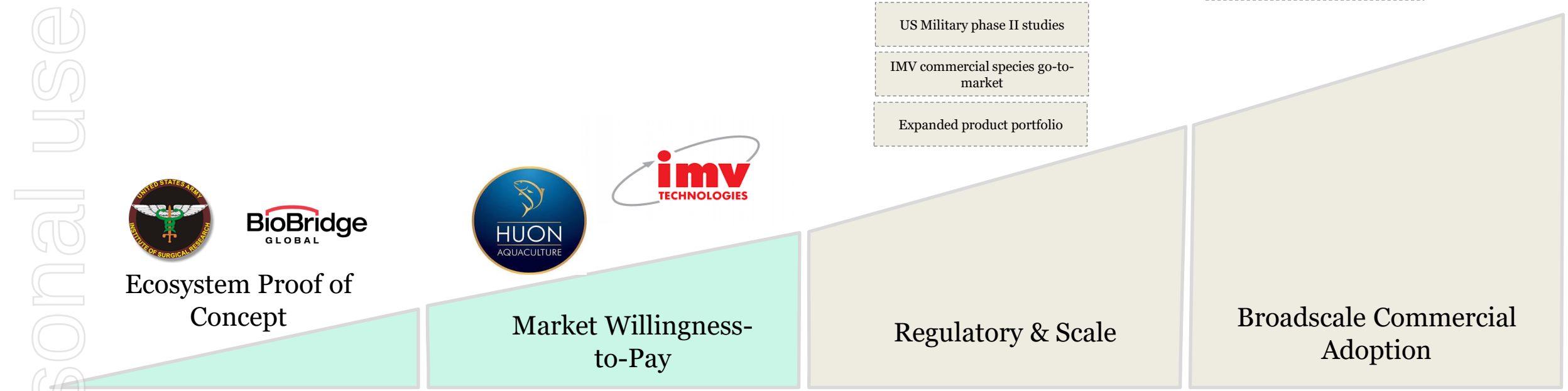
3 Commercialisation

Value creation

Across FY26, Vitrafy has a clear, milestone-driven roadmap to unlock and accelerate commercial adoption across unregulated and regulated markets

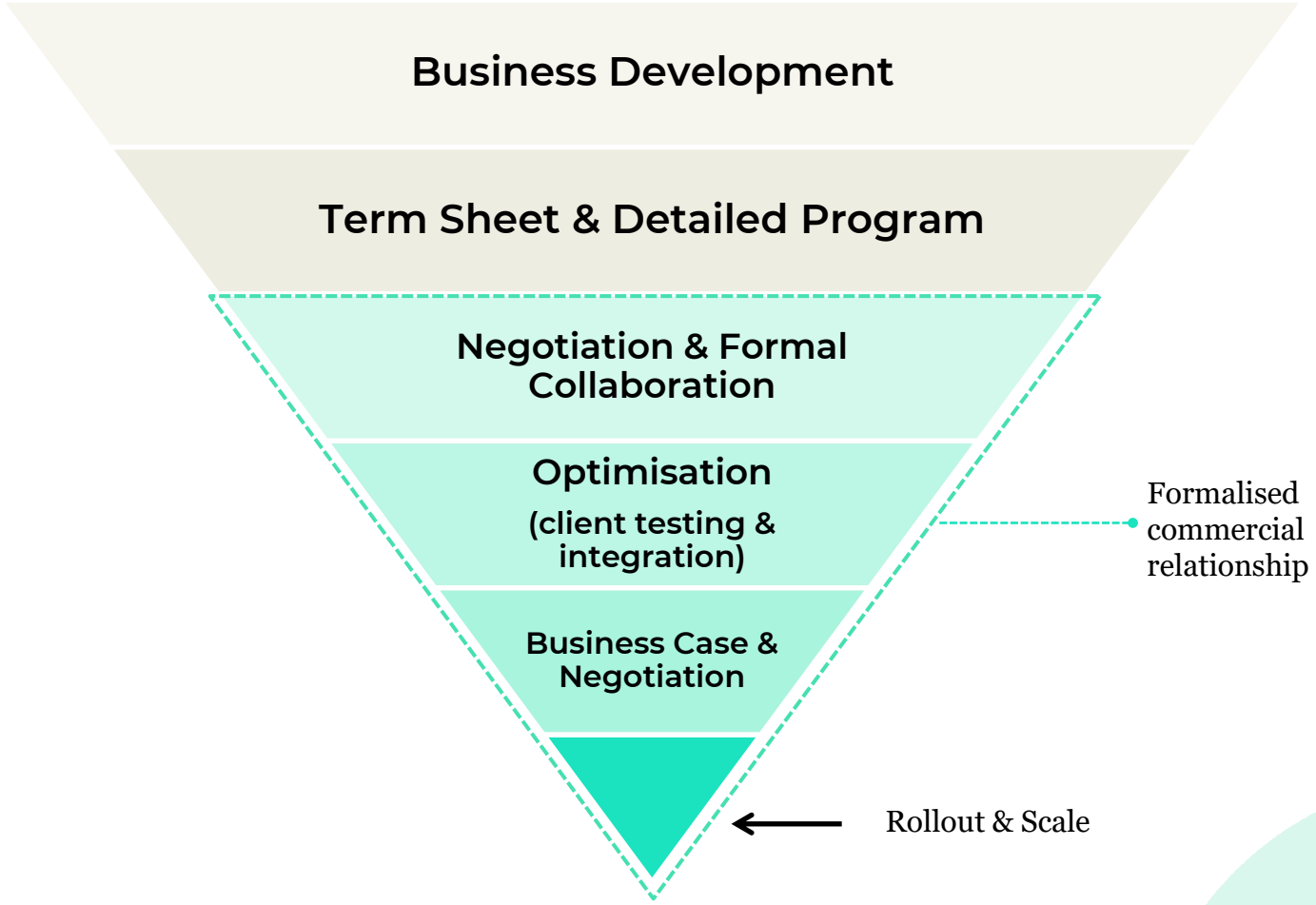
- Product launch
- Guardion arrives in the U.S.
- FDA device registration
- Further device supply
- Human health partnerships
- US Military phase II studies
- IMV commercial species go-to-market
- Expanded product portfolio

- First batch of 4 commercial units delivered
- Outbound Sales & Marketing Program
- U.S. manufacturing transfer
- Multiple active deployments of the ecosystem
- Long term commercial agreement for Animal Health



Commercialisation Approach Reminder

Vitrafy has adopted a staged pipeline to progress its innovative technology with partners to the point of commercialisation.



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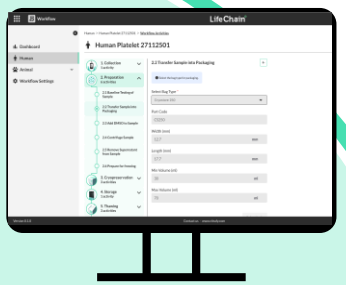
Commercialisation – Business Model

Managed service model supporting LifeChain and customer education captures value beyond individual units.

Guardion Cryopreservation Freezer Unit



LifeChain Software Orchestration Platform

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Vitrafy Thawing Units

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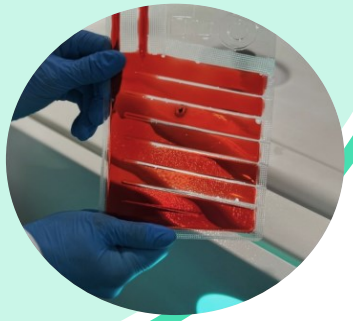


For a **recurring monthly fee**, users get access to the Vitrafy ecosystem:

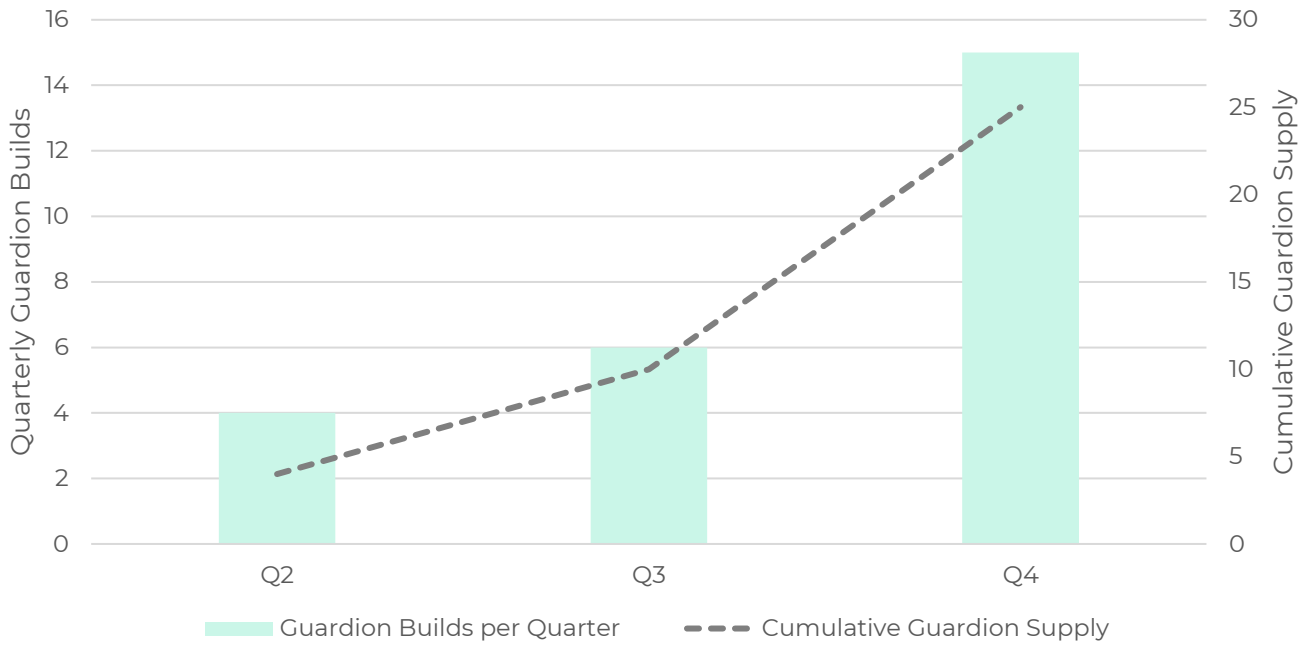
- Hardware
- Software
- Support

With the Vitrafy, committed to helping their customers realise **quality, cryopreservation outcomes**

Consumable will be sold separately.

Commercialisation – Device Supply

Investing in a small production batch of Guardion freezer units to enable early commercial deployments, in partnership with Planet Innovation.



Device builds underway in line with expected demand

Units to be allocated to near-term commercial opportunities (e.g. IMV)

Build costs in forecasts supporting CY2027 cash runway

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Commercialisation – Manufacturing Capability

With our partner, Planet Innovation, Vitrafy is investing in an outsourced, commercial manufacturing capability to deliver supply of the Guardion device

- U.S manufacturing line currently being established.
  - Cost reduction benefits associated with in-country manufacturing.
    - Economies of scale and sub-assembly to realise further savings.

Upcoming Milestone

Q4 FY26: Establishment of U.S. manufacturing capability

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4 Financial Results 1H FY26

Consolidated Statement of Profit & Loss

Summary	31 December 2025	31 December 2024
Sales revenue	8,868	7,704
Other income	1,975,542	680,000
Total income	**1,984,410**	**687,704**
Product management	(5,053,798)	(2,383,908)
Sales & marketing	(767,770)	(84,910)
Operations	(1,302,801)	(847,156)
General & administration	(2,366,909)	(4,190,088)
Loss before financing and income tax expense	**(7,506,868)**	**(6,818,358)**
Interest income	392,447	49,805
Finance costs	(10,046)	(6,481,057)
Fair value (lost) on embedded derivative	-	(12,433,898)
Loss after income tax expense	**(7,124,467)**	**(25,683,508)**
Other comprehensive losses for the half	(94,973)	-
Total comprehensive loss for the half	**(7,219,440)**	**(25,683,508)**

Commentary:

- **Sales revenue**, driven by expansion of Huon fertilisation program.
- **~$1.9m IGP grant earned**, $1.9m recorded as revenue associated with Industry Growth Program Grant. Cash received during the period of $750k (plus GST)
- **R&D tax incentive**, extra R&D grant revenue of ~$38k from FY25. No R&D expected to be claimed in FY26.
- **Product Management,** consultancy and employee costs of the Guardion device and LifeChain developments. Current approach is to expense all development spend – this will be reviewed as customers come on line in current half
- **Sales & Marketing,** growth reflecting the establishment of U.S. operations and sales function

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Consolidated Statement of Financial Position

Summary	31 December 2025	30 June 2025
Cash and term deposits	22,798,717	29,595,467
Receivables & prepayments	355,875	672,632
R&D receivable	-	982,639
Current assets	**23,154,592**	**31,250,738**
Non-current assets	**527,28**	**593,327**
Payables & accrued expenses	1,109,628	774,949
Deferred income	239,071	1,427,668
Lease liability	93,566	89,784
Employee Benefits	276,317	431,723
Current liabilities	**1,718,582**	**2,724,124**
Non-current liabilities	**312,793**	**352,129**
Net assets	**21,650,425**	**28,767,812**
Issued capital	89,685,360	89,685,360
Reserves	2,457,826	2,450,746
Accumulated losses	(70,492,761)	(63,368,294)
Equity	**21,650,425**	**28,767,812**

Commentary:

- **$22.8m cash and liquid assets** on hand, including $10.1m in term deposits.
- **Cash runway forecast through to CY2027** with elevated expenditure in 2H FY26.
- **Deferred Income** reflects the movement in grant revenue earned during the period net of the grant received during the 1H of $750k

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Cash Flow

Summary	31 December 2025	30 December 2024
Receipts from customers and other income	57,553	41,163
Payments to suppliers and employees	(9,185,153)	(6,122,800)
Net interest received	625,466	37,502
R&D tax incentive received	1,021,529	2,022,825
Government grant received	821,341	-
Operating cash flow	**(6,659,264)**	**(4,021,310)**
Investments in term deposits	(10,000,000)	(20,000,000)
Payments for property, plant and equipment	-	(1,854)
Proceeds from disposal of property, plant and equipment	1,381	-
Proceeds from term deposits	10,000,000	-
Investing cash flow	**1,381**	**(20,001,854)**
Proceeds from issue of shares	-	35,000,002
Share issue transaction costs	-	(3,215,683)
Exercise of options	-	317,308
Repayment of lease liabilities	(43,894)	(40,343)
Financing cash flow	**(43,894)**	**32,061,284**
Net cash flow		
Closing cash	12,723,717	14,450,782
Term deposits	10,075,000	20,075,000
Cash & Liquid Assets*	**22,798,717**	**34,525,782**

** - Cash and Liquid Assets refers to cash on hand and term deposits held by the Company*

Commentary:

- **Receipts from customers** relates to the aquaculture work completed as part of the May 2025 cryopreservation process conducted in Tasmania
- **Supplier & Employee payments** increased driven by the Product Development project costs, U.S. operational establishment and general overhead expansion

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5 Outlook

Outlook

Vitrafy remains focussed on executing commercialisation agreements in our target market of North America and with our partner in the animal reproduction application, IMV Technologies.

- **The Company will be focussed on**:
  - Expand and converting new & existing customer pipeline opportunities in Human Health;
  - Successfully complete the phase II studies with the USAISR;
  - Commencing work under the agreement with IMV Technologies and scaling existing aquaculture clients;
  - Commencing and Securing medical device registration to expand the addressable market in the U.S.
  - Building manufacturing capacity in the US and a supply of devices in advance of market demand.

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Appendix

Market – Blood Platelets Use Case

Vitrafy's cryopreservation ecosystem proposition is specifically designed to rectify real world problems and realise value for users of the ecosystem.

The need:

Blood platelets play a vital role in stopping bleeding and with high quality, available supply to platelets essential in life-saving trauma situations.

Legacy cryopreservation technology:

Poor Patient Outcomes

Lack of supply and quality of blood products resulting in poor patient outcomes – ***90% of preventable deaths*** in trauma settings result from haemorrhage.

- **Short Shelf Life** : shelf life limited to 5-7 days post collection.
- **Poor Quality**: 20%-30% of blood platelet quality deteriorates post collection, pre-patient transfusion.
- **Transfusion Risks**: fresh blood products at risk of developing bacteria – increasing the risk to patients of blood transfusion transmitted infections.
- **Critical Shortages**: inability to effectively bio-bank supply, resulting in critical shortages.

The Vitrafy cryopreservation ecosystem:

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- **Extended Shelf**: shelf life extended via effective cryopreservation freezing and thawing enabling long-term storage.
- **High-Quality**: consistent post thaw recovery and functionality resulting high-quality blood products for transfusion.
- **Limited Transfusion Risks**: point of collection cryopreservation retaining biological materials in steady-state, reducing the need for pathogen reduction additives and limiting risk of transfusion-based infection.
- **Inventory Flexibility**: ability to effectively bio-bank blood products mitigating demand and supply impacts on the provision of critical care.

High Quality Patient Outcomes

Market – Blood Platelets Use Case

The USAISR phase 1 study not only exceeded all regulatory and industry standards but highlighted the game-changing market opportunity.

Problem
Current industry standards

>50 %
Post-thaw platelet recoveries standard

25 mins
Wash step
No Rapid Response
With toxic Cryoprotectants

5 days
Shelf life

Poor Patient Outcomes

Vitrafy solution
Game changing outcomes

>88 %
Post-thaw platelet recoveries

2 mins
No Wash
Rapid Response Ready to Use product
No toxic cryoprotectants

>2 years
Shelf life

High Quality Patient Outcomes

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Market – Cell and Gene


Clinical Trials Arena

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News

FDA increases manufacturing flexibility for cell and gene therapies

Clinical and commercial quality controls are eased as the FDA looks to expedite therapy approvals in areas of unmet need.

Frankie Fattorini | January 12, 2026


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MEMBERS ONLY CELL THERAPIES

Unlocking Regenerative Medicine Through Cell Cryopreservation

The need:

Patient recovery time is required between cell collection and treatment due to the extraction burden.

Legacy cryopreservation technology:

Inherent consistency and scalability limitations undermine reliable cell and gene manufacturing.

- **Operator-dependent variability** undermines batch-to-batch consistency required for GMP manufacturing.
- **Minimal data capture** limits traceability and the generation of robust datasets to support regulatory submissions.
- **Lower post-thaw viability** increases batch failure risk and complicates GMP release criteria.
- **Poor scalability** from research protocols to a clear, consistent GMP manufacturing pathway

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- **Standardised, automated processes** that improve batch-to-batch consistency for GMP manufacturing.
- **End-to-end data capture and traceability** to generate robust datasets that support regulatory submissions.
- **Improved post-thaw viability** to reduce batch failure risk and simplify GMP release criteria.
- **A scalable pathway** from research through to clinical and commercial GMP manufacturing.
- **Optimised efficiency and transparency** across the freeze–store–thaw lifecycle, reducing waste and accelerating delivery

High Quality Patient Outcomes

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