

## **Memphasys Secures A\$430K Exclusive Thailand Commercialisation Agreement for Felix™**

### **Highlights**

- **Memphasys has executed an exclusive three-year commercial distribution agreement with IVF Envimed Co., Ltd. for the Felix™ sperm separation system across Thailand - a market of 110 registered IVF clinics conducting 20,000–30,000 cycles annually**
- **Total minimum contracted value of approximately A\$430,500 over three years**
- **An initial order of 100 Felix™ cartridges and 3 consoles has been received, to support pre-launch marketing and clinical education activities ahead of regulatory approval**
- **Revenue will commence upon receipt of Thai FDA regulatory approval - anticipated within approximately three to six months**
- **Thailand agreement lifts Memphasys' minimum contracted South-East Asian revenue to approximately A\$1.0 million across Vietnam and Thailand**
- **Total FY2026 Felix™ contracted revenues now approximately A\$3.0M**
- **IVF Envimed has established relationships with all 110 registered IVF clinics in Thailand and over 15 years of exclusive IVF distribution experience**

Memphasys Limited (ASX: MEM) (“Memphasys” or “the Company”) is pleased to announce it has executed an exclusive three-year commercial distribution agreement with IVF Envimed Co., Ltd. (“IVF Envimed”) for the sale and distribution of the Felix™ sperm separation system across Thailand.

The agreement is the Company’s second commercial distribution partnership in South-East Asia, following the recently announced exclusive agreement with TMSC Viet Nam Medical Technology Company Limited (TMSC Vietnam). Together, the two agreements are worth a minimum value approaching \$1,000,000 over the contract life and deliver meaningful commercialisation coverage across two of South-East Asia’s most active IVF markets and reflect Memphasys’ deliberate strategy of building a contracted, geographically diversified revenue base for Felix™. Total contracted sales for FY2026 have now reached approximately A\$3.0M, exceeding the stated corporate goal of A\$2.0M

Felix™ commercial agreements are now in place across Australia, Europe, United Kingdom, the Middle East and North Africa, India, Japan, Vietnam and Thailand.

### **Thailand IVF Market**

Thailand is one of South-East Asia’s largest assisted reproductive technology (ART) markets, conducting an estimated 20,000 to 30,000 IVF cycles annually across 110 registered IVF clinics

nationwide. Over 95% of those cycles involve ICSI (intracytoplasmic sperm injection), underpinning strong structural demand for advanced sperm selection devices such as Felix™.

#### **Distribution Partner - IVF Envimed Co., Ltd.**

IVF Envimed is a Bangkok-based IVF market specialist with more than 15 years of experience serving the Thai reproductive medicine sector. The company is the exclusive Thai distributor of leading IVF consumables brands including Life Global, Fertipro and Gynetic, and currently supplies media products to all 110 registered IVF clinics in Thailand.

IVF Envimed operates a six-person field sales team conducting monthly clinic visits across Thailand, cold chain logistics with data logger monitoring, two service engineers for console support and technical assistance, and established clinical education programs delivered in collaboration with Siriraj and Ramathibodi medical schools. This infrastructure provides immediate sales, distribution and clinical engagement capability for Felix™ across Thailand's entire IVF clinic network.

#### **Agreement Structure**

The agreement is structured as an exclusive three-year arrangement commencing on the Trigger Date, defined as the date on which Thai FDA / Medical Device Control Division regulatory approval is received for the commercial sale and distribution of the Felix™ System. Memphasys anticipates Thai FDA approval within approximately three to six months.

IVF Envimed is required to meet minimum purchase quantities (MPQ) across each Agreement Year, with minimum volumes structured to increase progressively as market penetration broadens.

An initial order of 100 Felix™ cartridges and Felix™ consoles has been received upon execution of the agreement to support pre-launch marketing and clinical education activities. Revenue from the agreement will commence upon receipt of Thai FDA regulatory approval expected in Q4 CY2026.

IVF Envimed is responsible for obtaining Thai FDA regulatory approval at its own cost, with Memphasys providing all required technical, regulatory and quality documentation.

#### **South-East Asian Commercialisation Strategy**

The Thailand agreement builds on the Company's recently announced exclusive distribution agreement with TMSC Vietnam - a Hanoi-based reproductive health Medtech company with established male fertility diagnostics distribution experience - which carries a total minimum contracted value of A\$530,200 over two years.

Together, the two South-East Asian agreements represent total minimum contracted value of approximately A\$1.0 million across Vietnam and Thailand, adding to the Company's growing international distribution network, which also includes its established MENA partnership with

International Technical Legacy (ITL), its European agreement with CFA Italia, its supply agreement with Andrology Center / Andro Diagnostics across India, and its national supply agreement with Monash IVF Group in Australia.

Marjan Mikel, Non-Executive Director and Chair of the Commercialisation Committee, said:

*"Thailand represents another important milestone in the commercialisation of Felix™ and demonstrates the continued execution of our global growth strategy. With minimum contracted revenue across South-East Asia now approaching A\$1.0 million, we are building a growing international network of leading IVF partners and a scalable recurring revenue business underpinned by our proprietary single-use Felix cartridge model."*

Adul Vangtal, Managing Director, IVF Envimed said:

*"IVF Envimed has spent more than 15 years building trusted relationships across Thailand's IVF sector, and we believe Felix is a technology that clinicians will want to use to improve patients' outcomes and workflow efficiencies. We look forward to leveraging our nationwide commercial network and clinical support infrastructure to accelerate adoption and establish Felix as an important innovation in sperm preparation for IVF laboratories across Thailand."*

## **Outlook**

Memphasys will progress the Thai FDA regulatory approval process alongside IVF Envimed, with commercial revenues targeted to commence within approximately three to six months. The Company will provide further updates to the market as material milestones are achieved, including confirmation of regulatory approval and placement of the first commercial purchase order under the agreement.

The Company continues to pursue additional commercial distribution partnerships across South-East Asia, Europe, UK and the MENA region as part of its global commercialisation strategy. Memphasys has an active pipeline of advanced commercial opportunities and will keep the market informed of material developments in accordance with its continuous disclosure obligations.

**Authorised by the Board of Memphasys Limited.**

**Ends**

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## About Memphasys

Memphasys Limited (ASX: MEM) is an Australian-based reproductive biotechnology company commercialising the Felix™ System, a patented bio separation technology that isolates the most viable sperm cells for human assisted reproduction.

By combining electrophoresis and size-exclusion membranes, Felix™ delivers a fast, gentle and standardised sperm selection process that enhances sperm quality and reduces laboratory time. The system replaces traditional centrifugation, which can cause cellular stress and DNA damage, offering clinicians a superior, repeatable alternative.

Memphasys' commercial strategy focuses on building contracted sales through direct and distribution-led channels, scaling production to improve margins, and establishing Felix™ as a new global standard in sperm preparation for ART procedures.

Website: [www.memphasys.com](http://www.memphasys.com)

*The Felix™ System is a registered trademark of Memphasys Limited. All rights reserved.*

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## Forward Looking Statements

Certain statements made in this announcement are forward-looking statements. These forward-looking statements are not historical facts but rather are based on Memphasys' current expectations, estimates and projections about the industry in which Memphasys operates, and its beliefs and assumptions. Words such as "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," "guidance" and similar expressions are intended to identify forward looking statements and should be considered an at-risk statement. Such statements are subject to certain risks and uncertainties, particularly those risks or uncertainties inherent in the process of developing technology and in the endeavour of building a business around such products and services. These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond the control of Memphasys, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. Memphasys cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Memphasys only as of the date of this release. The forward-looking statements made in this announcement relate only to events as of the date on which the statements are made. Memphasys will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this announcement except as required by law or by any appropriate regulatory authority.