



ASX ANNOUNCEMENT

7 October 2026

Investor Roadshow Presentation

Vitrafy Life Sciences Ltd (“**Vitrafy**” or “**the Company**”) (ASX: **VFY**) advises that its Managing Director and CEO, Brent Owens, and Chief Financial Officer, Simon Martin, will undertake a non-deal investor roadshow Sydney and Melbourne from 7 October 2026 to 9 October 2026.

- ENDS -

This announcement is authorised by the Board of Vitrafy Life Sciences Limited.

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About Vitrafy

Vitrafy has developed a proprietary cryopreservation ecosystem including the Guardion cryopreservation freezing unit and LifeChain™, a cloud-based software platform. The ecosystem is designed to support the collection, cryopreservation, storage and delivery of sensitive biological materials.

Vitrafy is headquartered in Melbourne, Australia and is listed on the Australian Securities Exchange (ASX: VFY).

For more information visit [vitrafy.com](https://www.vitrafy.com).

Vitrafy Life Sciences

Pioneering Technology, *Preserving Life.*

Building the foundational infrastructure for the global biologics economy.

October 2026 Investor Roadshow

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Company Highlights

Foundational infrastructure for the global biologics economy.

Cryopreservation-as-an-Ecosystem

- **End-to-end** cryopreservation solution
- **IP-protected** hardware and software
- Competitive moat **deepens once installed**

Step-Change in Scientific Outcomes

- **Exceeds** several existing guidance standards
- 94% post-thaw platelet recovery
- **Proven outcomes** across several biological materials.

Critical Market Need

- **End-of-life products** driving replacement across the U.S. blood network
- One platform, **multiple markets**
- **Priority market:** blood, animal reproduction, cell & gene therapy

Significant Validation & Commercial Adoption

- **U.S. Army** studies I & II complete
- **Vitalant, Hoxworth & Versiti:** three U.S. civilian blood partners
- **IMV Technologies:** pathway to global scale in animal reproduction

High-Margin Business Model

- **Monthly recurring fee** covering device, software and service
- Consumables scale with volume
- Customer-centric, outcome-focused

Upcoming Catalysts

- FDA **medical device listing** - 510(k) exempt
- Civilian blood **partner deployment**
- Human health commercialisation
- U.S. operations scale-up (including CEO relocation)

Execution of Key Milestones

Vitrafy has executed across product, market development and operations since listing.

Market

Commercial Partnerships

Delivered

USAISR Platelets Study

Delivered

U.S. Market Foundation & Establishment

Delivered

Product

Guardion & LifeChain

Delivered

Guardion Device Fleet Build-out

Commenced

Guardion FDA Regulatory Approval

Commenced

Financial

\$41.2m

Total cash and term deposits as at 30 June 2026

Successful Capital Raise

Delivered

Strong YoY Revenue Growth

Delivered

HIGHLIGHTS

Scientific Validation, Commercial Momentum

A year of scientific validation converted into partnerships, revenue and developing capacity.

●

94.4%

Post-thaw platelet recovery —
USAISR Study II

●

7

Partnerships signed across three
sectors

●

~179

U.S. blood collection sites, exposure
via partnership

●

10

First Guardian units built; fleet
scale-up through FY27

Partnerships signed:



●

~\$1.0m

Contracted revenue across FY26 & FY27

●

159%

FY26 animal revenue growth, year-on-
year to \$169k

●

7

U.S. headcount added; significant
growth planned in FY27

Operational Progress



Blood: Validation & Commercial Traction



USAISR-validated performance converted into first civilian blood-network agreement.

USAISR

94.4%

Mean post-thaw, no-wash platelet recovery —
USAISR Study II

vs. USA fresh guideline	75%
vs. European standard	50%

Best-in-class recovery, exceeding both benchmarks.

Q1 FY26

Blood validation expanded

Study I results co-presented at AABB Conference;
U.S. Study II platelet program commenced.

Q2 FY26

U.S. platform established

North American blood-market expertise added;
U.S. operations established for customer demonstrations and conference presentation.

Q3 FY26

Civilian demand signal

USAISR Study II platelet program completed at 94.4% mean post-thaw, no-wash recovery.
Civilian blood networks began direct engagement as the legacy RBC cryopreservation issue emerged.

Q4 FY26

Commercial conversion

Agreements entered into with key blood collection organisations Vitalant and Hoxworth;
Significant recognition from industry bodies as Vitrafy as potential next-generation solution.

CGT: Pipeline Development

From market launch to an advancing pipeline - approaching with first partnership secured.

1

Building the pipeline

Ongoing

CGT prioritised for U.S. launch; business development and prospective partner conversations well advanced.

2

Launch to market

FY26 milestone

First public exhibition at Phacilitate (Advanced Therapies Week); CDMOs and therapy developers engaged.

3

First CGT agreement partnership secured

Q1 FY27 milestone

Partnership with Charter Medical for use in cell & gene therapy

U.S. Cell & Gene Therapy Market

U.S. CGT market opportunity

- ~1,800 manufacturers¹ in North America
- ~300 CDMOs² operating in the space
- Focussed on T-cell therapies and PBMCs

Vitrafy expects to build out CGT deployments across FY27.

1. kenresearch.com, U.S. healthcare contract development & manufacturing market. 2. pfizercentreone.com, CDMO market trends & dynamics.

Animal Reproduction

FY26 saw continued validation across new and existing partners in animal reproduction.

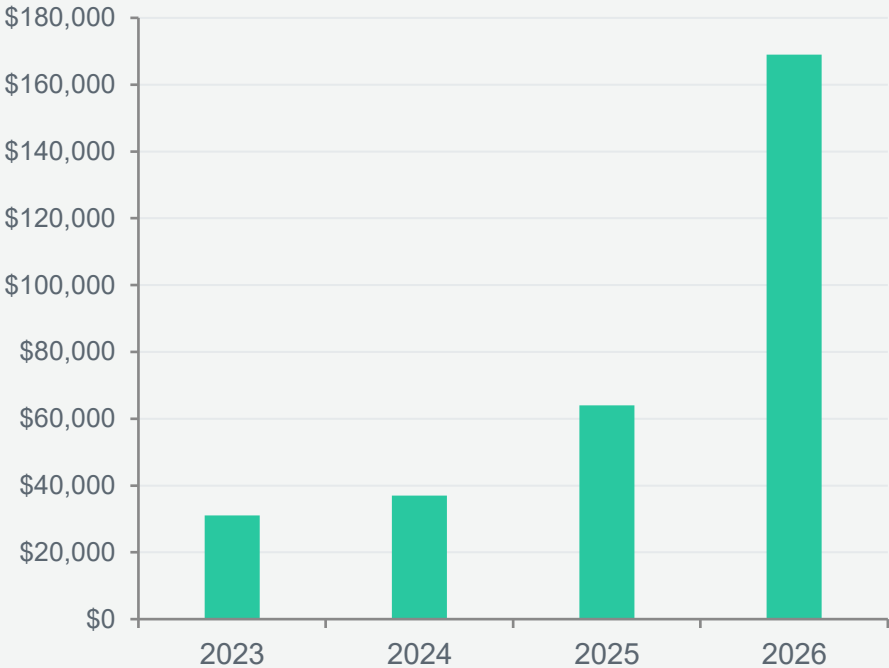
Commercial growth

- Global partnership secured with IMV Technologies to co-develop a global go-to-market offering.
- In aquaculture, continued validation of the market opportunity with existing-partner growth.
- FY27 will see ongoing bovine and aquaculture work with IMV and existing domestic aquaculture partners.

Partners



Animal health revenue (A\$)



The Company's ability to generate revenue pre-commercialisation and pre-scale is viewed as important commercial de-risking.

Product: Delivery

Guardion freezing device and LifeChain software delivered in FY26, with key regulatory milestone work commenced.

Guardion freezing device

- Successful transition from design concept into Research Use Only (RUO) device manufacturing.
- First manufactured units delivered in Q2 2026.
- RUO status unlocking the initial commercial market opportunity.

LifeChain software

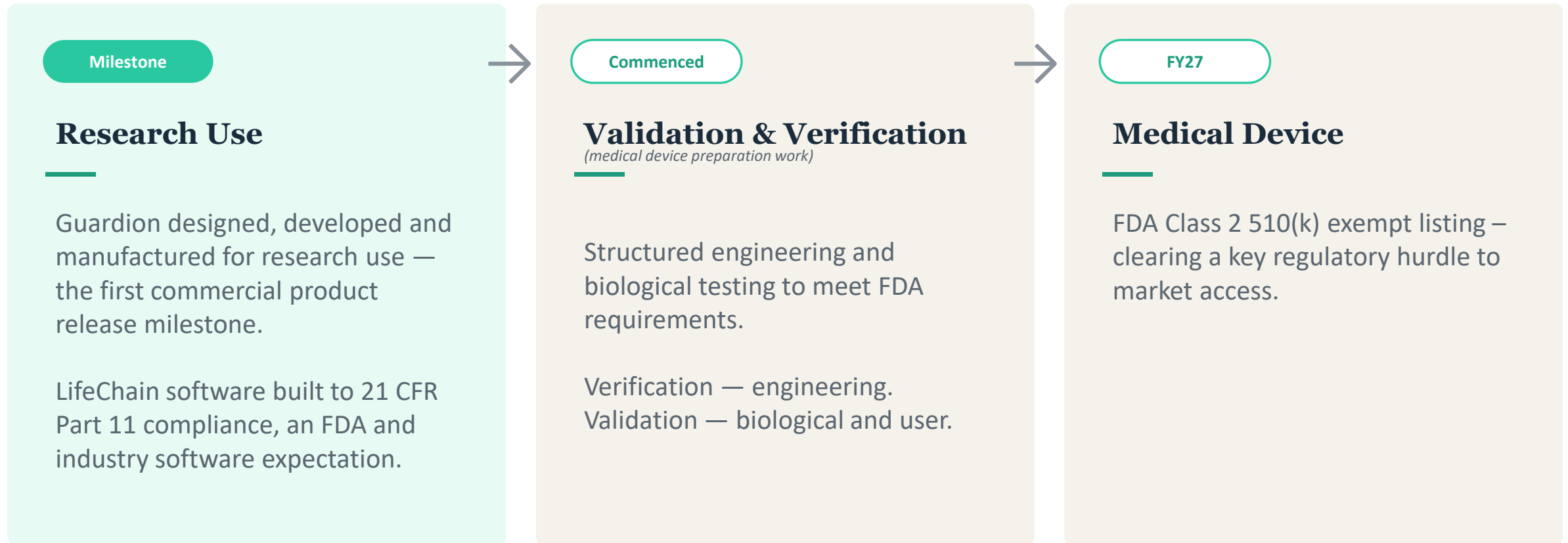
- Enterprise cloud platform released alongside Guardion.
- Enables integrated device control and workflow orchestration.
- Built to 21 CFR Part 11 compliance.



Product: Regulatory Approval



Guardion and LifeChain have achieved significant development milestones, with FDA Medical Device listing expected 1H FY27.



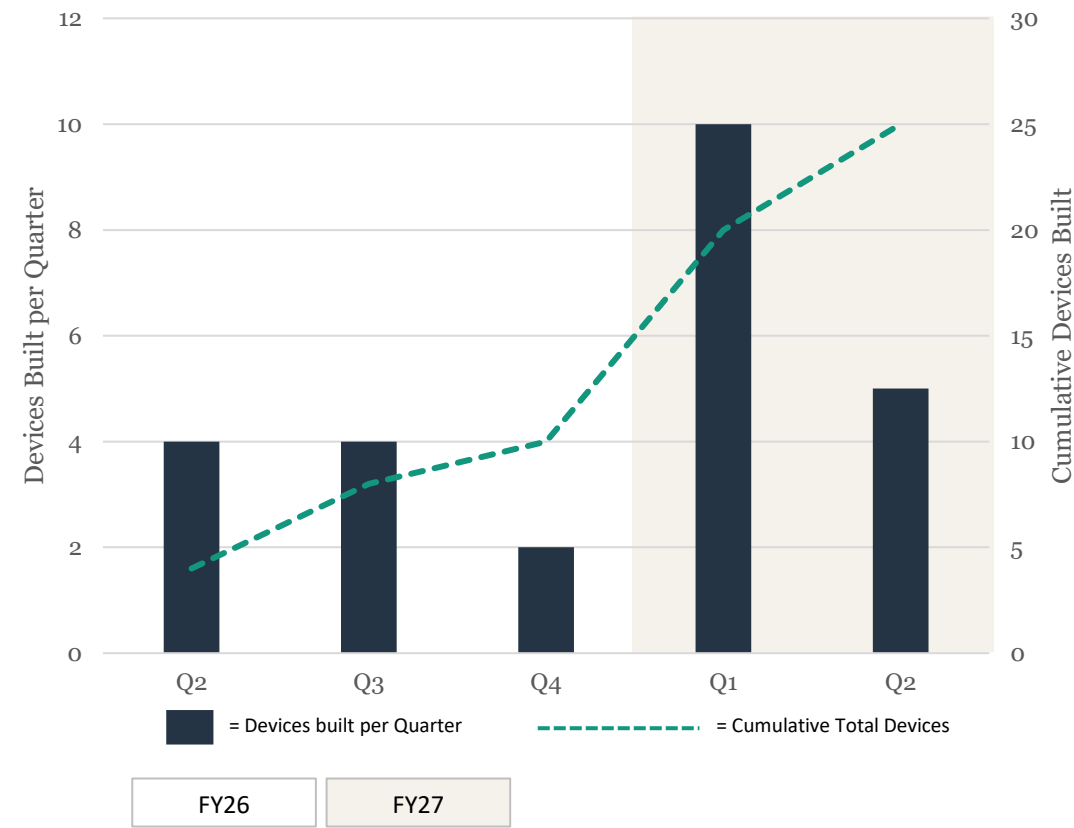
Product: Manufacturing

Scaling manufacturing ahead of commercial adoption and regulatory approval.

Fleet & device builds

- 10 units built across FY26 — used in testing, deployed to IMV and to support U.S. sales activities.
- A further 15 units scheduled across 1H FY27, for commercial and medical-device use.
- U.S. manufacturing operations commence 1H FY27, scaling capacity to supply announced partnerships and future commercial demand.

Guardion Manufacturing Schedule



U.S. Operations



U.S. foundations have been established to support growth into FY27.

- U.S. customer demonstration site active
- Key leadership hires across commercial and scientific functions
- First product reveal at a U.S. conference
- Onboarding, training and customer success programs active
- COO (U.S. based) hired in Q1 FY27
- CEO relocating to U.S. in 1H FY27



MARKET CONTEXT

Critical Market: Blood

Two critical structural problems, demanding immediate market change.



Rising Demand, Constrained Supply

Demand is rising and supply is tightening. The gap is structural, not cyclical.



Supply Constrained

Declining Donation Rate

40% decline over last 20 years

Shrinking, Ageing Donor Base

~3% of eligible population donates blood annually
Majority of donors > 50 years old

Product Expires Before Use

Short shelf-life drives wastage



Demand Rising

Ageing Population

More transfusions per patient

Increased event driven volatility

Surge capacity required on demand

New Therapies

Personalised products – such as Blood for Cell & Gene Therapies

A Blood Crisis

American Red Cross declared a blood “crisis” due to lack of supply – the second time this has occurred in its 150-year history – July 2026

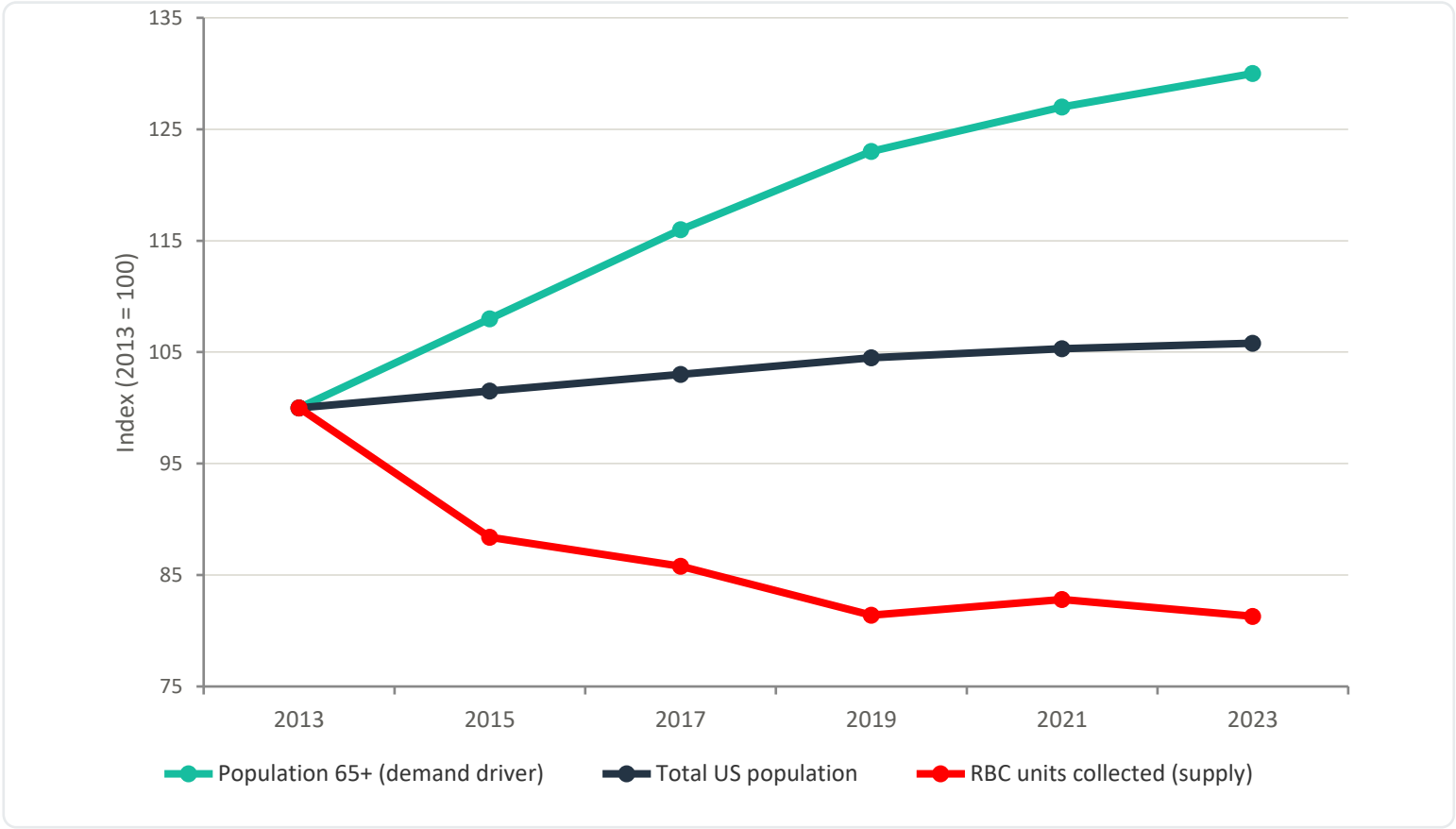
American Red Cross Declares Second-Ever National Blood Supply Crisis, Urges Immediate Blood Donations

Blood donations have fallen to a four-year summer low, worsening the emergency shortage and threatening patient care



Demand Rising

Demographics are pulling demand up as supply flatlines — the case for preservation, yield and inventory.



+30%
Increase in population aged 65+ since 2013

+6%
Gross U.S. population increase since 2013

-19%
Decline in RBC units collected since 2013

Source: NBCUS, 2013–2023 (collections); U.S. Census Bureau (population). A demographic demand driver, not measured transfusion demand.

Supply Constrained

Two structural blood-market failures pose significant risk to supply as demand increases.

PROBLEM 1

Chronic Platelets Shortages

- Short shelf life leads to significant wastage - the US loses ~US\$250m in wastage annually.
- No FDA-approved cryopreserved platelet products is available on market

<7 days

platelet shelf life at room temperature

PROBLEM 2

End-of-Life Technology

- The sole legacy RBC cryopreservation method is being discontinued
- No approved replacement exists
- THE U.S. BLOOD Network must adapt

2027

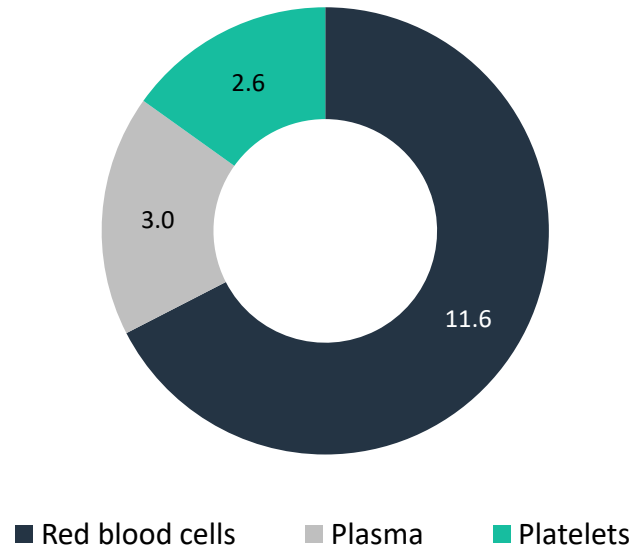
DEADLINE Legacy cryopreservation method phase-out

Solving Increasing Supply Issues

The goal: turn blood from an on-demand perishable product into a stable, consistent inventory asset.

TODAY: A Perishable Supply Chain

U.S. annual collection volume — units
(millions)



THE GOAL: An Inventory System

Wastage recovered

~US\$250m of platelets expire before use each year.

Surge readiness

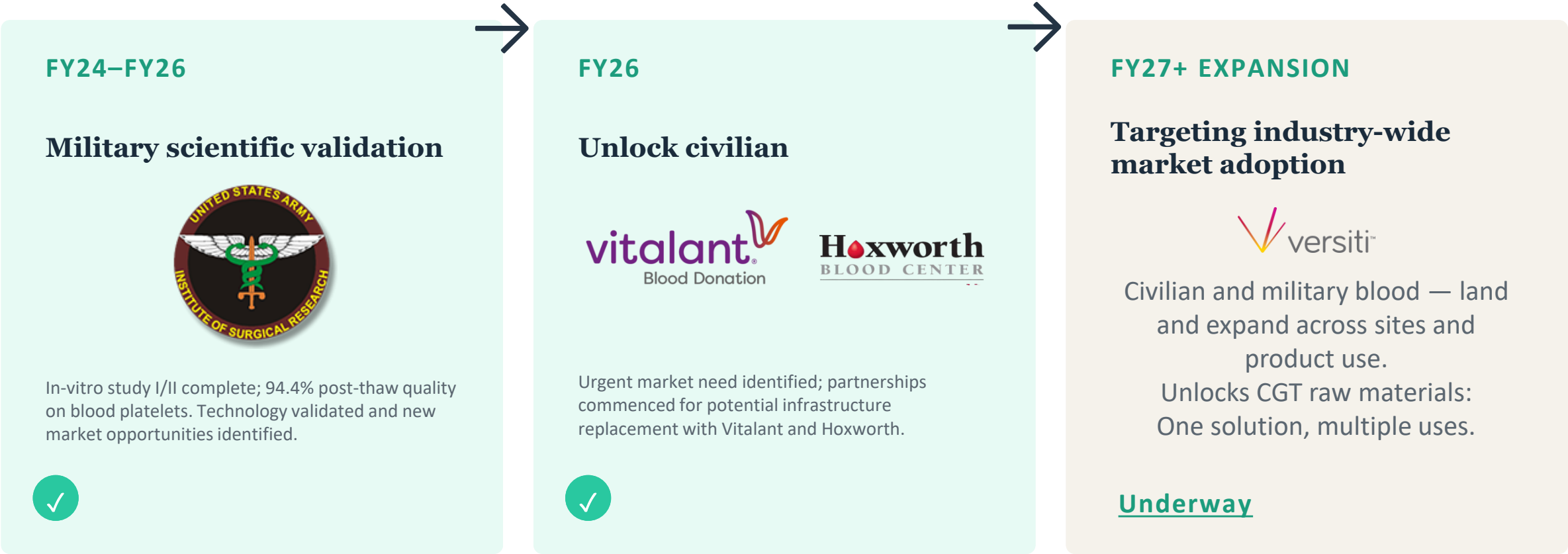
Mass-casualty preparedness without experiencing variation in supply.

Expanded reach

Serving rural, remote and forward-deployed settings.

Vitrafy Market Strategy

A deliberate and targeted market entry strategy to unlock both military and civilian markets.



The U.S. Blood Collection Network

Concentrated blood supply networks, with a small number representing a material market opportunity.



Blood network concentration

Over 1,000 fixed collection sites operate across the U.S. Examples of key blood network leaders:

Independent Collection Centers



Blood Centers of America members

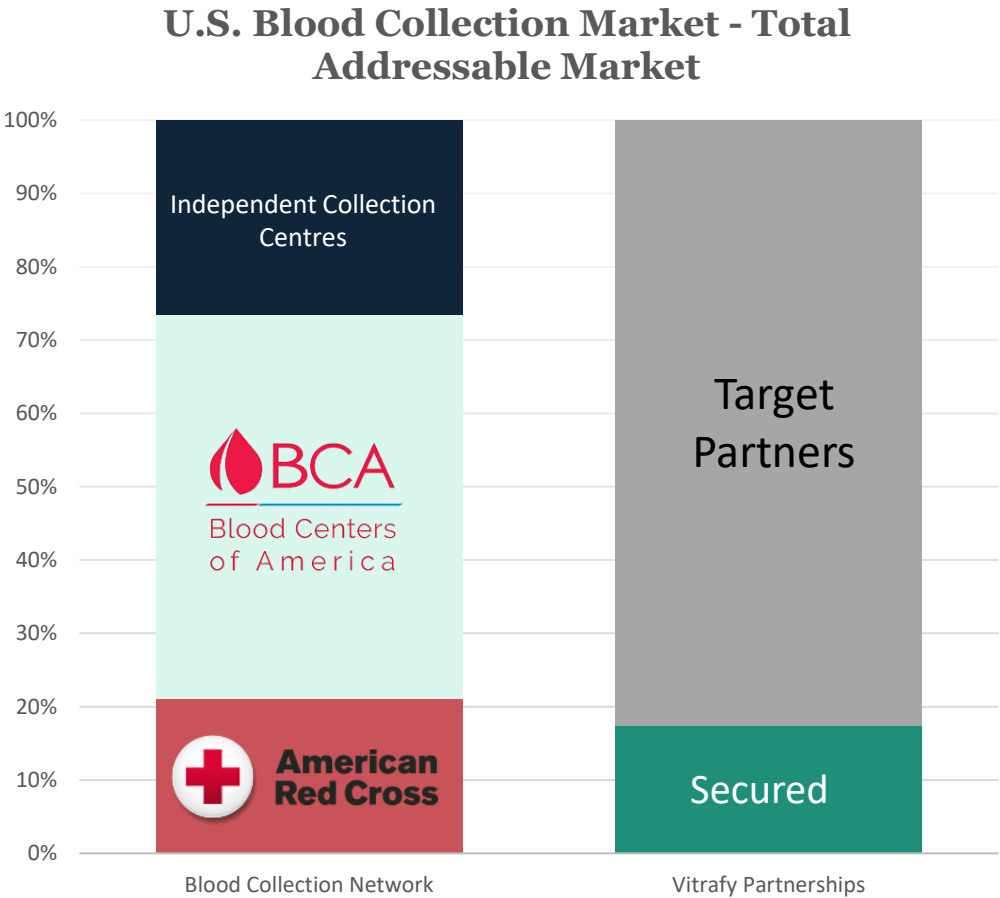


Note: industry names are illustrative of network scale and do not represent in-place agreements, except for Vitalant and Hoxworth.

** Fixed sites only — excludes mobile collection centres used as part of market collections.*

Establishing a Commercial Beachhead

Moving into FY27, Vitrafy has established a commercial beachhead it is looking to scale.



Blood network partnerships secured



- Exposure to ~17% of blood collection center sites¹ in the U.S. via executed partnerships
- ~179 fixed-point collection sites covered by existing partnerships
- Annual blood collections of ~2.4m² units across those sites
- Focused on red blood cell and platelet products
- 4 units to be deployed in FY27

1. 13% exposure is based on 179 combined fixed sites across Hoxworth, Vitalant and Versiti, against ~1,090 registered sites nationally. 2. Vitalant collects ~1.6m units p.a.; Hoxworth ~100,000 units p.a.

Outlook

Multiple, upcoming value inflection points.



Value Creation Roadmap

Milestone-driven value creation across FY27, with near-term catalysts in both regulated and unregulated markets.

COMPLETE

Ecosystem validated

- Product launch and U.S. arrival
- USAISR Study II — 94.4% recovery
- Civilian blood entry — Vitalant & Hoxworth
- Human health partnerships secured

Market willingness to pay

- First 4 commercial units delivered
- IMV Technologies global partnership
- Animal revenue generating today

FY27 — CLEAR MILESTONES AHEAD

FDA approvals · land & expand · broad-scale adoption

- FDA Guardian device listing (510K exempt)
- Civilian & military blood market development
- Red cell and platelet biologics milestones
- U.S. commercial pipeline conversion across blood & CGT
- Guardian device manufacturing in the US — at scale
- Full U.S. customer-facing operation
- IMV partnership growth
- U.S. staff scale-up and CEO relocation to the US

ASX: VFY | THE WINDOW IS NOW

Cryopreservation is broken.

Vitrafy is the fix.

Validated technology

94.4% post-thaw recovery, best-in-class — a competitive advantage and moat.

Clear market need

A forcing event: no approved alternative, ahead of the 2027 deadline.

Tailwind: growth in personalised medicine in CGT

Commercial ready

Revenue generating today; scaling animal reproduction and human health.

Deliver value

Improving customer and patient outcomes through better-preserved materials.



Appendix

Essential Science, Ageing Infrastructure

Cryopreserving biological materials underpins modern healthcare —current market technology has largely unchanged since the 1960s.

WHAT IT IS

Holding biology at ultra-low temperature

The science of preserving cells, tissue and blood at ultra-low temperatures so they remain viable for later clinical or commercial use.

PRIORITY MARKETS

Cell & gene therapies

Blood products

Animal reproduction

THE CURRENT STATE

Isolated

The stand-alone freezer is still the gold standard — disconnected from the workflow around it.

Blind

Little or no data capture to evidence GMP compliance or support FDA submissions.

Damaging

Liquid nitrogen and toxic cryoprotectants are mandatory from freeze through to thaw.

Costly

Lost viability, manual handling and wasted product erode quality, time and margin.

Cryopreservation-as-an-Ecosystem

One integrated platform — hardware, software and consumables — that embeds, then expands.

QUALITY DRIVER

Guardion

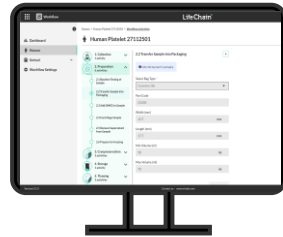
LN2-free controlled-rate freezer — the entry point that embeds Vitrafy in the customer workflow.



DATA MOAT

LifeChain

Cloud orchestration built to 21 CFR Part 11. Data compounds with every cycle.



ECOSYSTEM CONNECTION

Thawing

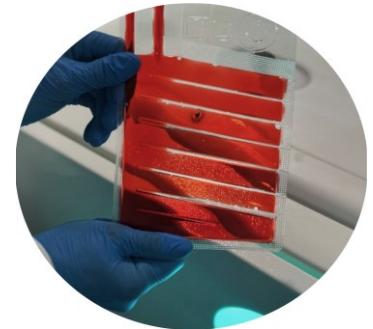
Precision thawing to transfusion-ready temperature in minutes, beyond specialist labs.



REVENUE DRIVER

Consumables

Single-use consumables — per-unit economics that scale with throughput.



Initial Commercial Products

Future Product Releases

Recurring Revenue Model

Recurring managed-service economics that compound with every installed device.

Installed Device Count > Recurring Monthly Service Fee + Consumable fee

01

Managed Service

HARDWARE + SOFTWARE + SERVICE

- Guardion freezer access
- LifeChain Software & service support
- Thawing units included
- Open-source use on all approved applications

02

Smart Consumables

PER-CYCLE REVENUE

- Single-use consumables across Animal & Human
- Sold separately to managed service
- Compounding upside on base fee

03

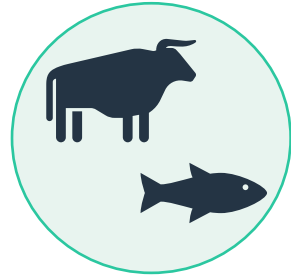
Compounding Moat

SWITCHING COST

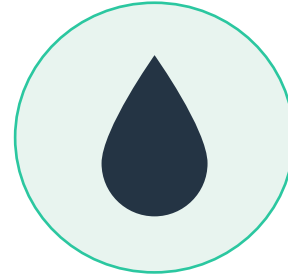
- LifeChain data enables continuous improvement
- Outcomes intelligence hardens lock-in
- Strengthen competitive moat

Priority Verticals Strategies and Catalysts

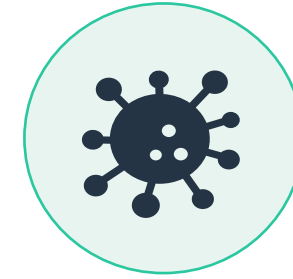
One solution, multiple go-to-market applications. Vitrafy has prioritised three areas.



Animal Reproduction



Blood



Cell & Gene Therapy

Growth Catalysts

- Food security and production
- Increased beef & fish consumption
- Population growth

- Technology obsolescence
- Structural supply shortages
- Global instability & disaster events
- Preparedness events (Olympics)

- Requires standardisation
- More Cells = More Value
- Cost prohibitive therapies limiting scale

GTM Strategy

- Highly concentrated market share
- Global partnership with industry leader

- Military into civilian
- Multi-use solution across various Blood components

- Drug Manufacturer collaboration
- Target pre or early clinical trials
- End-user driven adoption

Traction

- First Customer: **Huon Aquaculture**
- Secured Global Partner:
 - **IMV Technologies**

- Government & Industry bodies
- Civilian & Military Blood collection
- **Secured partnership with Vitalant, Hoxworth and Versiti**

- Drug Contract Development & Manufacturing Organizations (CDMO)
- Civilian Blood Collection
- **Secured partnership with Charter Medical**