

# VITROLIFE GROUP™

**Vitrolife AB (publ)**

Pre-silent call prior to Q1 2026

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# Key factors to consider in Q1 2026

1. **The North America Market:** IVF cycle volumes are normalising following the White House announcement in October. We expect cycle growth to be back to 2024 levels by mid year.
2. **Middle East Crisis:** The crisis in the Middle East remains a top priority for us, there is currently no disruption to our business operations. However, IVF cycles have been impacted across the Middle East and are below 2025 levels.
3. **OPEX:** Strategic investments in sales and marketing capabilities in US have now been completed. We will continue to invest in IT infrastructure and capabilities to increase operational efficiency and improve the customer experience.
4. **Currency:** Expect continues negative currency effects in Q1 2026.
5. **Restructuring program:** More on next slide.
6. **IVF cycle growth 2026:** Our current outlook assumes that underlying IVF cycle growth will gradually recover. We expect a steady progression toward mid single-digit growth, in line with historical trends.

# Status Update: Genetic Services Restructuring

Vitrolife has completed a strategic review of its genetic services portfolio to enhance focus and profitability.

## Discontinued Test Lines:

- GPDx and NACE fully discontinued by end of March 2026

## Restructuring Measures:

- Exit from low-profit markets
- Affects approximately 6% of workforce (estimated time to fully execute equals three quarters)
- Discontinued business represents 2–3% of annual revenue

## Financial Impact:

- Targeting annualized savings of SEK 65 million (full effect by Q3 2026)
- Restructuring costs of SEK 55 million was booked in Q4 2025
- SEK 5.4 billion goodwill impairment (IFRS) relating to Igenomix was recognised in Q4 2025

## Limited Q1 Impact:

- Expect minor savings in Q1, majority of employees being exited are European based
- Main savings will start to materialize in Q2 with full effect in Q3 (costs related to personnel is fixed until April 1)

A photograph of a woman with long dark hair, wearing a light-colored knit sweater, kissing a young child on the cheek. The child is smiling and looking towards the camera. The background is a soft-focus outdoor setting with trees and a bright sky.

## Reasons to invest in Vitrolife AB (publ)

Underlying resilient market growth

High quality portfolio linked with outstanding service and support

Proven track record of profitable growth

Innovation and technology leader within fertility

Ambitious strategy and long-term objectives

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