VITROLIFE GROUP™

Vitrolife AB (publ)

Pre-silent call prior to Q2 2026

Pär Ihrskog, CFO

Key factors to consider in Q2 2026 – Market update

- EMEA:
  - European cycle activity at normal levels.
  - Middle East Crisis: Impacting IVF cycles significantly in the region. We do not see distributors restocking at this time.
- **China:** IVF cycles are declining year over year; this trend is expected to continue in the coming years based on population demographics.
- **US:** Cycle activity continuing to normalise and expected to reach mid single digits towards the end of the year.
- **Aggressive price competition** from new entrants but also from traditional competitors seeking to take share quickly.

Key factors to consider in Q2 2026 – Vitrolife Group update

- **Restructuring program** to rationalise the portfolio and exit low profit markets is **on track.**
- We are **proactively exiting low price/low margin markets** in all regions.
- As communicated in December the **topline impact of these exits of 2-3%.**
- We are starting to see this to materialise in Q2.
- Portfolio and market streamlining will lead to **improved margin performance** in the latter half of the year.

Key factors to consider in Q2 2026 – Organisational update

- **CEO transition:** Well-managed and orderly transition underway. Recruitment has commenced and Bronwyn Brophy will remain in place for up to 12 months, ensuring strategic continuity and operational stability while the succession process progresses.
- **Leadership strengthening:** Appointment of new COO (see next slide) with broad operational experience to accelerate efficiency gains in manufacturing, supply chain and procurement.

New Chief Operating Officer

- Olivier Desmarets appointed as new Chief Operations Officer (COO) following Ermanno Sironi's retirement.
- Responsible for leading the company's global operations, including Manufacturing, Labs, Supply chain & Procurement, Quality and IT.
- More than 20 years of international leadership experience within MedTech and diagnostics companies across Americas, APAC and EMEA.
- Previous assignments: Global VP Operations at miDiagnostics, Sr.Director Global External Manufacturing and Director Global Supply Chain at Ortho Clinical Diagnostics, senior operational roles at Johnson & Johnson.

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