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ASX RELEASE (ASX: MDR)

MedAdvisor undertakes strategic review, identifies significant operational cost savings and provides FY23 Trading Update

Key highlights:

- **GuildLink integration successfully completed on schedule and below budget, with initial strategic benefits realised**
- **Strategic review of Australian operations completed following the GuildLink acquisition, with 20% headcount reduction underpinning \$2 million of annualised savings from FY24**
- **Significant progress to profitability in FY24 through restructuring, cloud migration, and Group strategic initiatives undertaken in FY23 to create a “One MedAdvisor” business.**

FY 23 Trading Update

- Revenue expected to be in the range of \$95 million to \$97 million, up between 40% and 43% (FY22: \$67.8 million)
- EBITDA expected to be in the range (\$3.5) million to (\$3.0) million, an improvement of between \$7.8 million and \$8.3 million (FY22: (\$11.3) million)

Melbourne, Australia, 22 May 2023 - Medtech company, MedAdvisor Limited (**the Company**) (**ASX: MDR**) has completed a strategic review of its operations following the successful acquisition and integration of GuildLink. The review identified significant operational cost savings, allowing the Company to streamline its Australian operations and focus on its core businesses and to position the business for profitability in FY24.

As part of the cost-saving measures, MedAdvisor plans to reduce its Australian headcount by approximately 20% by the end of June 2023. The reduction in headcount underpins annual cost savings of circa \$2 million for FY24 (with the associated restructuring and redundancy costs included in FY23).

The Company's completion of the GuildLink integration on schedule and below budget, coupled with the initial realisation of strategic benefits, marks a significant achievement for MedAdvisor. The Company is committed to building upon this foundation and leveraging the combined businesses to create enhanced value for all stakeholders.

Significant progress has been made on MedAdvisor's Pathway to Profitability through its strategic initiatives across the Group. The organisation has undertaken a restructuring effort that is focused on investing in key areas of the business to drive operational efficiencies. One notable endeavour is the Company's investment in cloud migration of the US products, which has resulted in lower operational expenses, improved scalability, and increased operational agility. This move is the material step in a broader plan to modernise the US technology to optimise processes and lay a foundation for product innovation.

By consolidating resources and leveraging synergies, MedAdvisor has positioned itself for profitability in FY24. Moreover, the Company's current US pipeline is materially above the previous corresponding period. This growth is attributed to the diversification from traditional to digital revenue streams, placing the Company in a strong position to capitalise during key selling periods of Q1 and Q2 FY24.

These advancements underscore the Company's commitment to driving financial performance and delivering sustainable growth company-wide.

MedAdvisor provides a positive trading update for FY23, with expected revenue in the range of \$95 million to \$97 million, reflecting an increase of 40% to 43% compared to FY22 (\$67.8 million). Additionally, the Company anticipates significant improvement in EBITDA, with expected results ranging from (\$3.5) million to (\$3) million. This marks an improvement of \$7.8 million to \$8.3 million compared to FY22 ((\$11.3) million). These results highlight MedAdvisor's strong growth trajectory and demonstrate the effectiveness of its strategic initiatives in driving both revenue growth and enhanced profitability.

Commenting on the strategic review, cost-saving initiatives, and revenue guidance, CEO Rick Ratliff said: "Through our strategic review, we have identified significant operational cost savings that will allow us to streamline operations and focus on our core businesses. These measures, along with the reduction in headcount and successful acquisition and integration progress, position us for near-term profitability and long-term success. We are also pleased to provide revenue guidance for FY23, expecting it to be at least 40% up, in the range of \$95 million to \$97 million. We remain committed to delivering value to our shareholders."

- ENDS -

This announcement has been authorised for release by the Board of MedAdvisor Limited.

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About MedAdvisor

MedAdvisor is a world-class medication management platform that empowers patients to more simply manage their medication and improve adherence. MedAdvisor's highly automated and intuitive software system connects patients to tools and education materials from their preferred pharmacy. MedAdvisor works with 32,000 pharmacies in the US to deliver programs to help patients take their medication safely and effectively. In Australia, MedAdvisor has connected over 3.1 million patients through more than 90% of Australian pharmacies. MedAdvisor is on track to become one of the largest players in the global digital adherence market. In 2018 and 2020, MedAdvisor was recognised in the AFR Fast 100 and in 2022 and 2023 Adheris Health, a MedAdvisor company, received the Retail Excellence Award (REX) for Technology & Automation from Drug Store News. Visit: <https://www.mymedadvisor.com/>