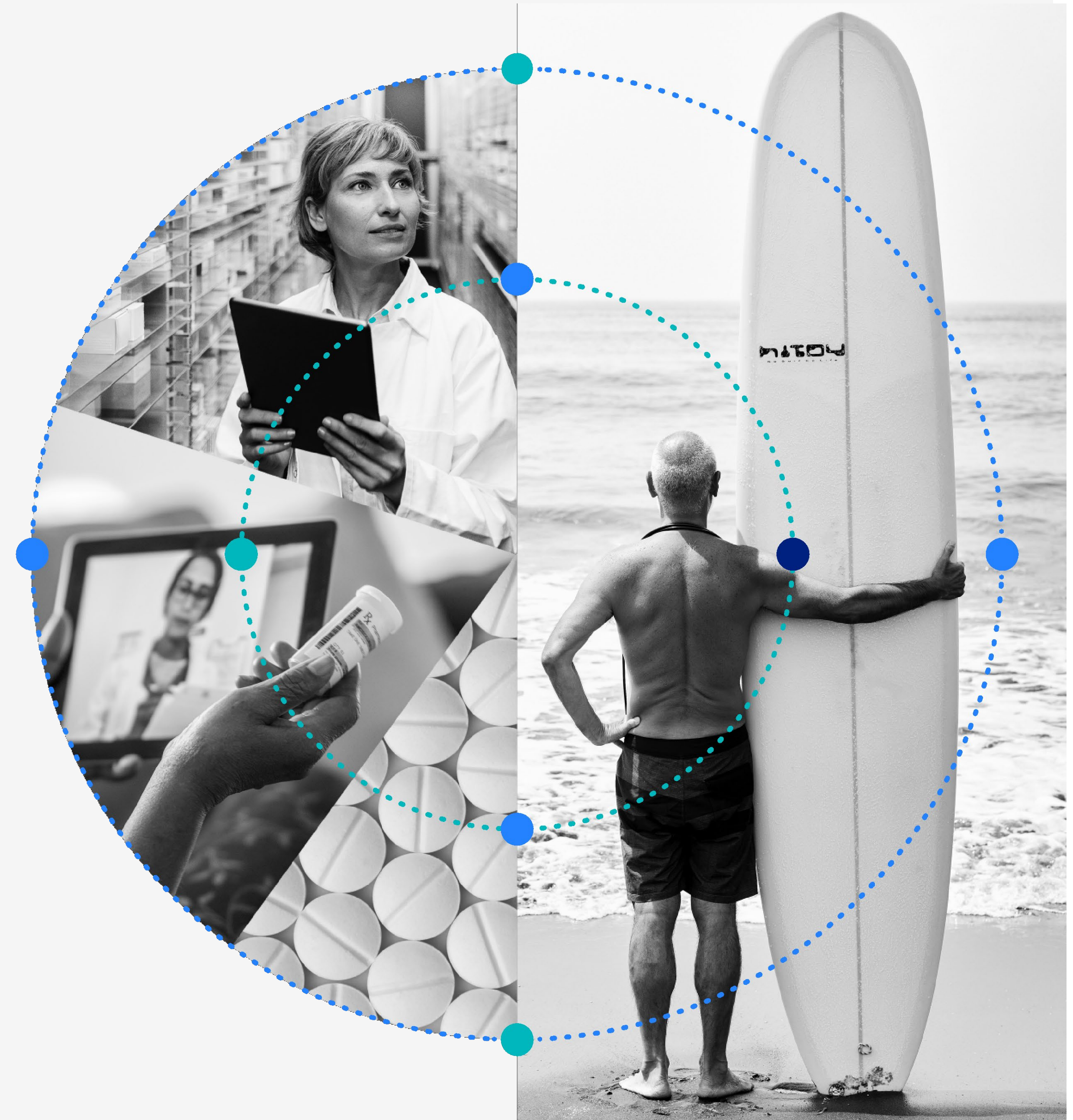


MedAdvisor Solutions™

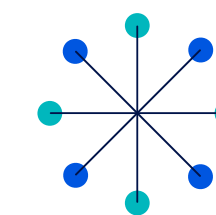
FY23 Full Year Results | ASX:MDR

Shaping the future **now**

7 September 2023



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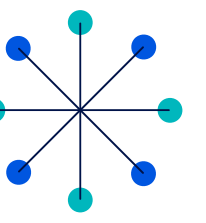
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Agenda



- 1 Doing what we said we would do
- 2 Driving solid financial results
- 3 Delivering real progress in ANZ¹ and US
- 4 A new company emerges
- 5 Shaping the future
- 6 FY24 outlook
- 7 Q&A

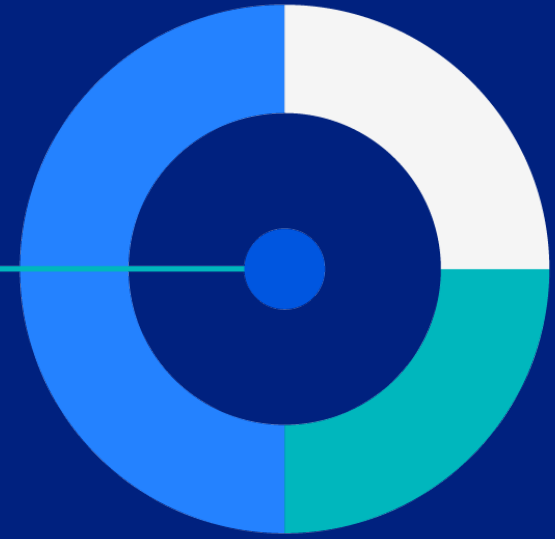


Rick Ratliff
CEO & Managing Director



Ancila Desai
Global Chief Financial Officer
and Company Secretary

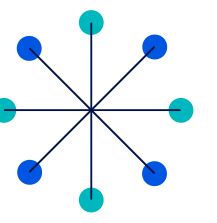
¹ ANZ – Australia and New Zealand



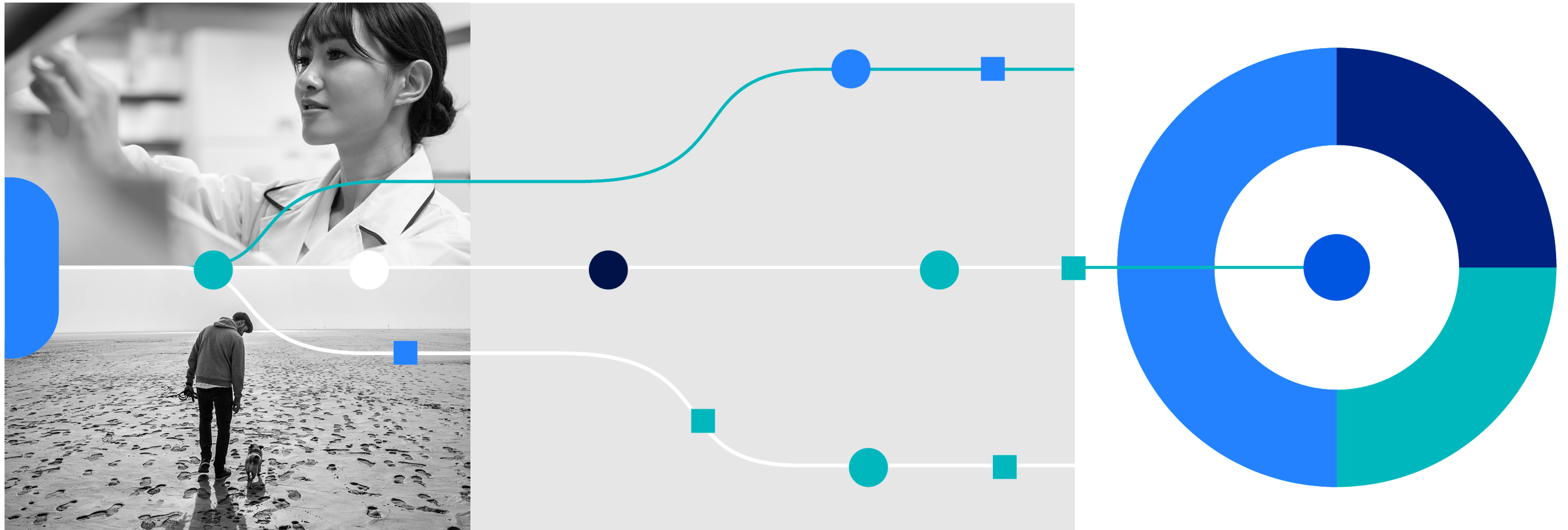
Our future is in our hands, as we work to achieve enduring profitable growth. Our singular purpose is to deliver innovative, data-driven, omni-channel personalised solutions intended to simplify people's medication journey and empower the pharmacy of the future.



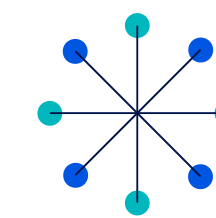
Rick Ratliff
CEO & Managing Director



Doing what we said we would do



Positioned for profitability in FY24



In FY23, our **Pathway to Profitability** initiative fortified our global platform, improved our cost base, and sparked the engine for sustained profitable growth.

Global platform



- Migration of 1,414 GuildLink pharmacies to the MedAdvisor Plus One platform
- Completion of majority of technology migration in the US to the cloud
- Global pharmacy network grew by over 40% to 37,000 locations
- Digital patient reach more than doubled to over 90M people
- MedAdvisor, Adheris Health, and GuildLink become MedAdvisor Solutions

Business operations

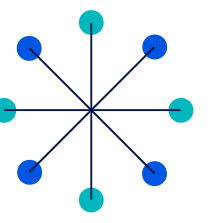


- In AU, completed restructuring following headcount reduction of 20%, which will result in \$2M annualised savings
- In the US, initial savings of \$2.75M with partial reinvestment in the business
- Restructured commercial operations in ANZ and the US under a President in each market
- Launched search for a global Chief Operating Officer (COO) based in the US

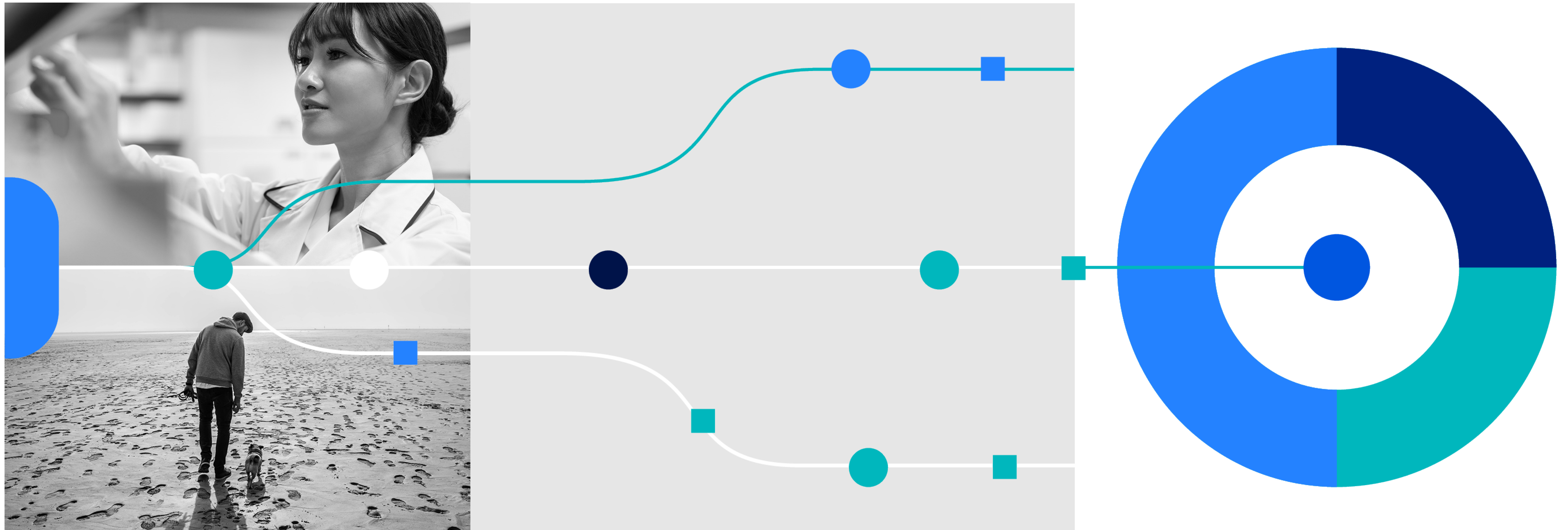
Product innovation

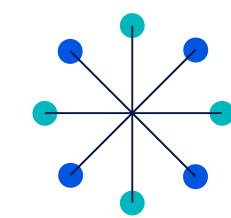


- Launched urinary tract infection (UTI) programs in Australia
- Hired product and analytics leadership in the US
- In the US, successful omni-channel intelligent patient engagement programs (THRiV™) are driving momentum into FY24
- Completion of the initial phase of a 5-year strategy



Driving solid financial results





Continued momentum on our **Pathway to Profitability.**

FY23 revenue of



FY23 gross margin of



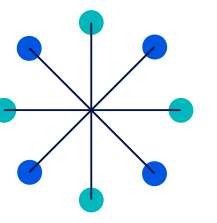
EBITDA of (\$3.0M) improved by



Strong cash position of



All financials are in AUD, unless stated otherwise.



Revenue

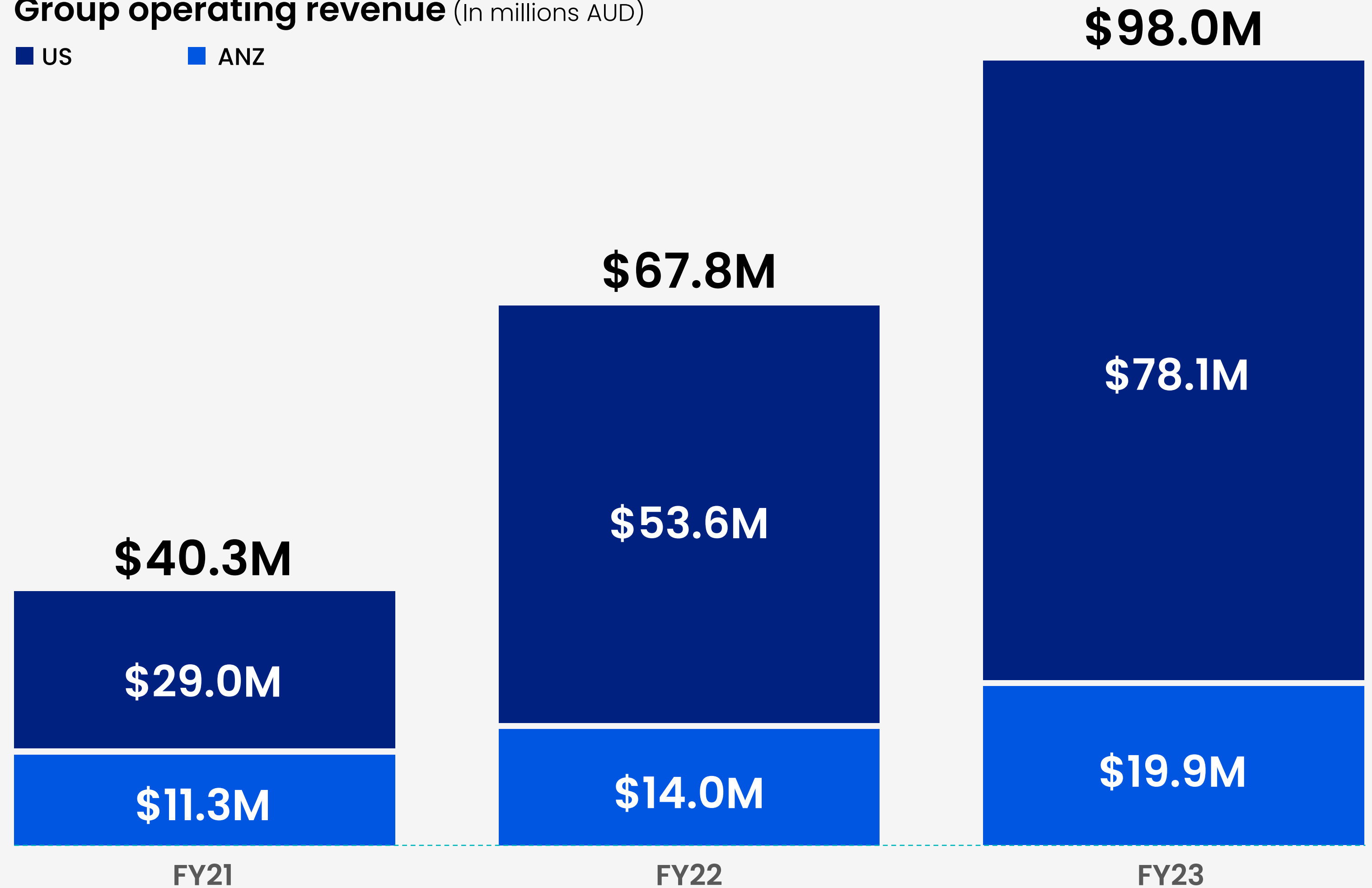
showing strong momentum YOY.

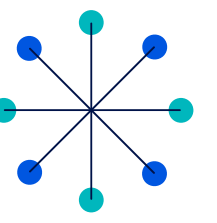
MedAdvisor Solutions delivered strong financial results in FY23, with group level revenue of \$98.0 million, representing a 44.6% increase over FY22, supported by growth in both Australia and the US.

Group operating revenue (In millions AUD)

■ US

■ ANZ



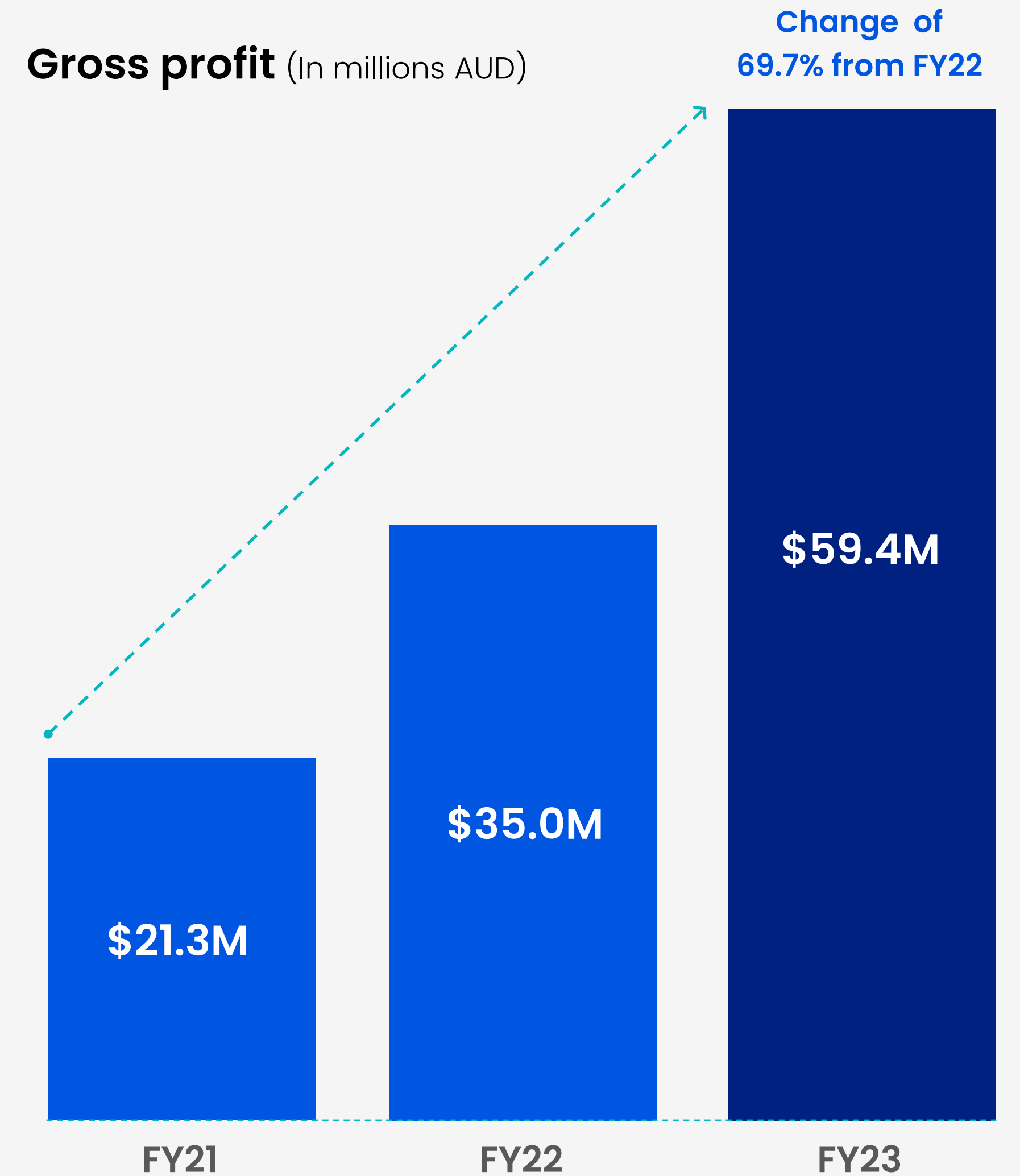
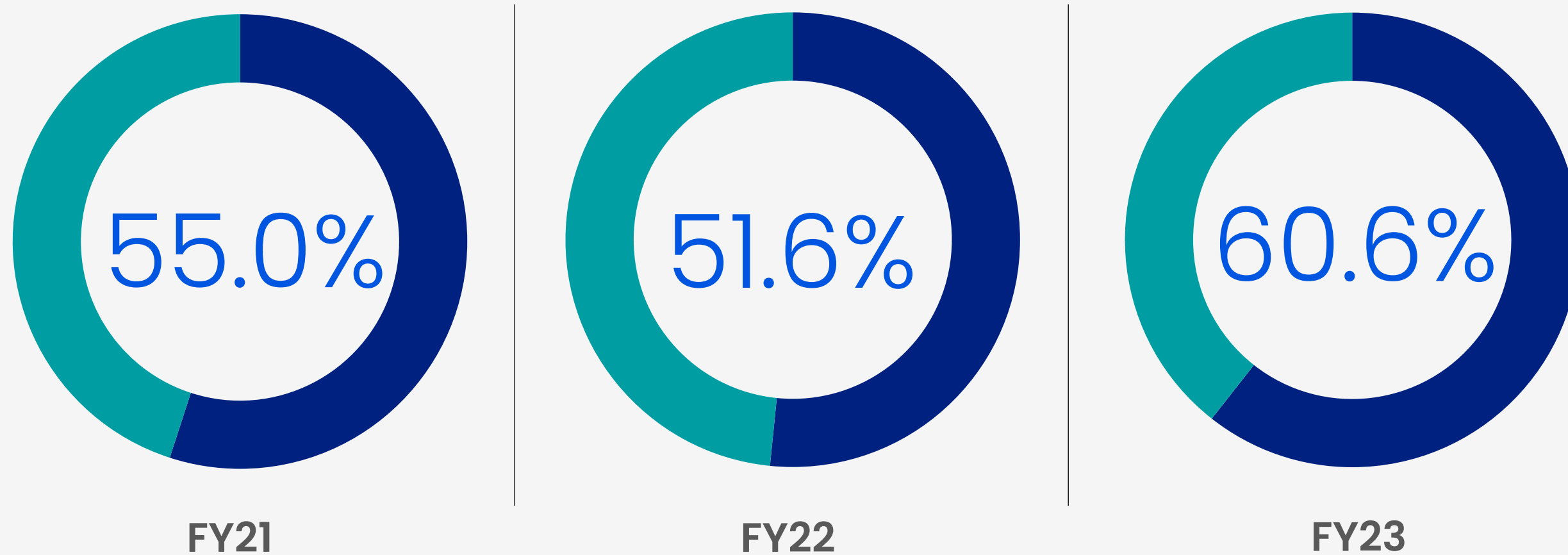


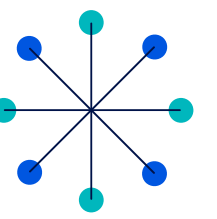
Progressing towards profitability

Gross profit showing strong momentum YOY.

Gross profit rose by 69.7% to \$59.4 million and gross margin improved by 9.0 percentage points to 60.6%, driven by shift in product mix to digital medication awareness and adherence programs supported by a significant expansion in digital patient reach.

Gross margin (In %)





EBITDA improvement driving towards profitability in FY24.

Revenue and margin uplift: Improvement due to shift in product mix to digital medication awareness and adherence programs.

Performance-based remuneration: Directly attributable to revenue and margin uplift).

Product innovation: Investment in product innovation capability to strengthen MedAdvisor's core products while planning for future growth.

One MedAdvisor Solutions: One-company initiative focused on global platform planning and enterprise branding.

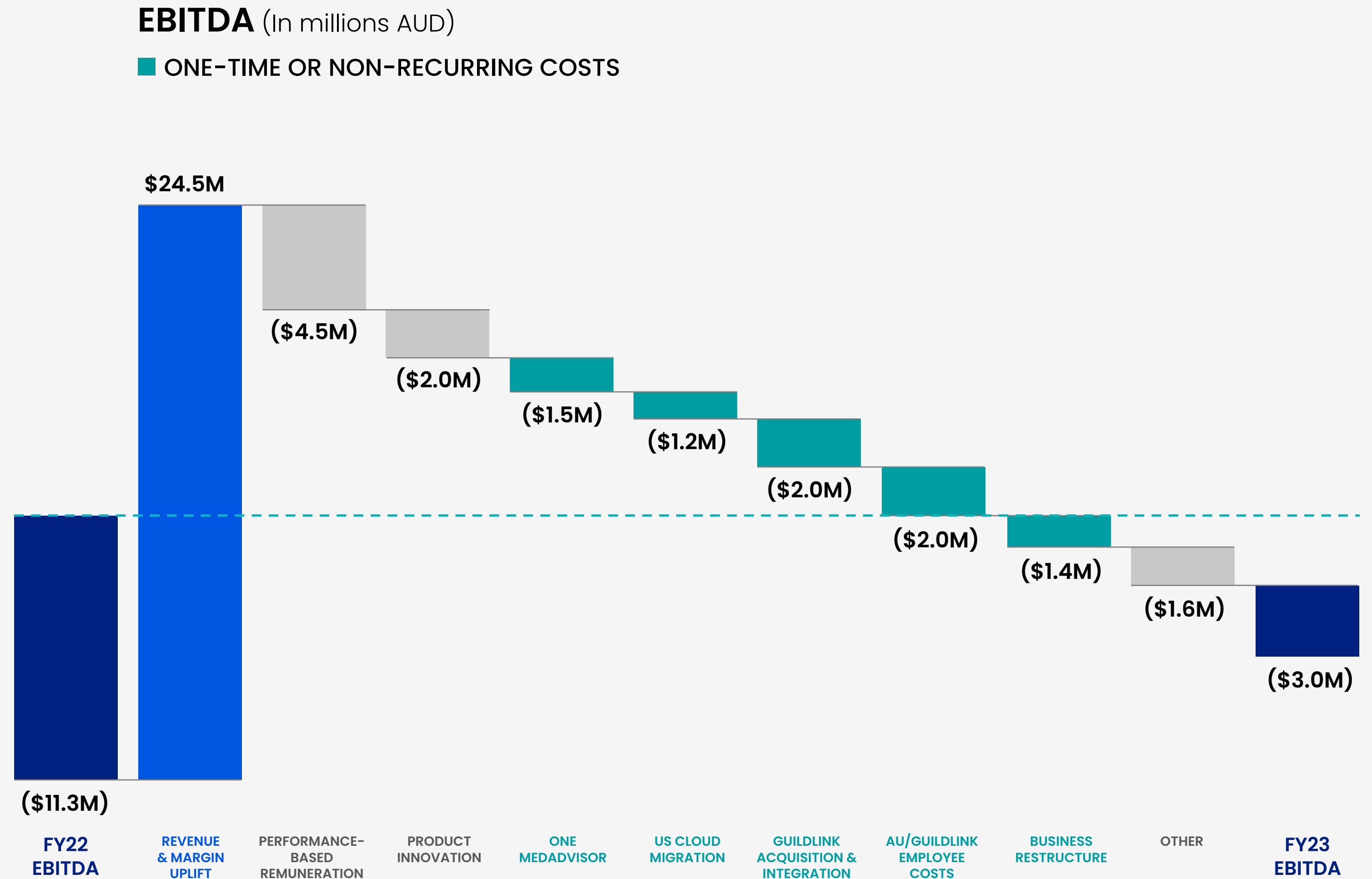
US cloud migration: Initial phases of US cloud migration project.

GuildLink acquisition & integration: GuildLink acquisition and integration costs in ANZ.

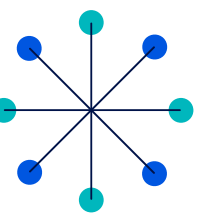
ANZ/GuildLink employee costs: Restructure employee costs.

Business restructure: ANZ and US redundancy costs.

Other: CPI increases and other general expenses.

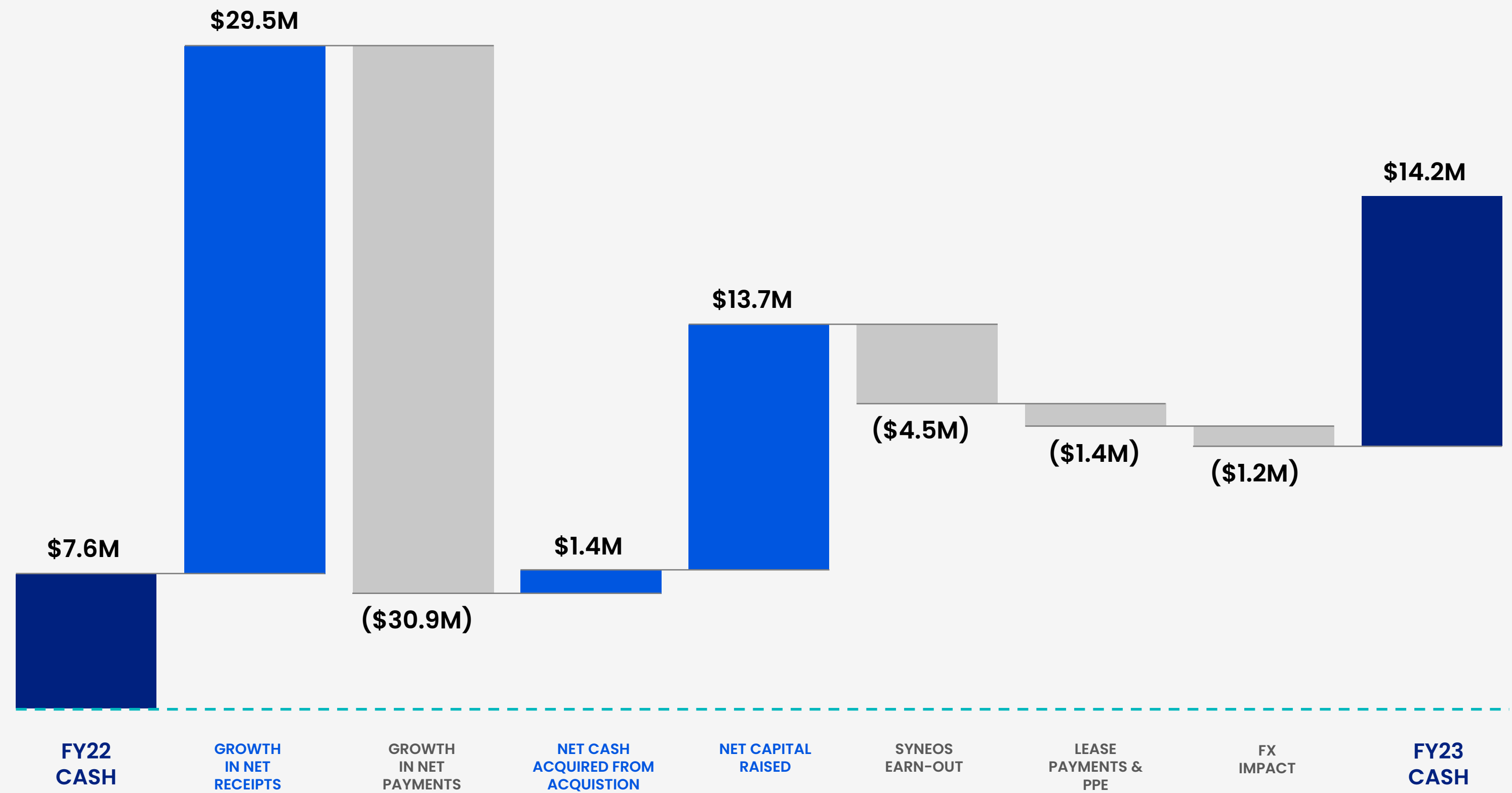


Progressing towards profitability



Reported **cash flow** = strong cash position.

Cash flow (In millions AUD)



Net receipts and payments: Strong customer receipt growth from both the US and AU, and disciplined working capital management.

Net cash acquired from acquisition: Net cash acquired as part of the GuildLink acquisition.

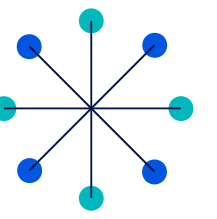
Net capital raised: \$14.6M capital raise funding and (\$0.9M) capital raise expenses.

Syneos earn-out: Syneos final earn-out payment.

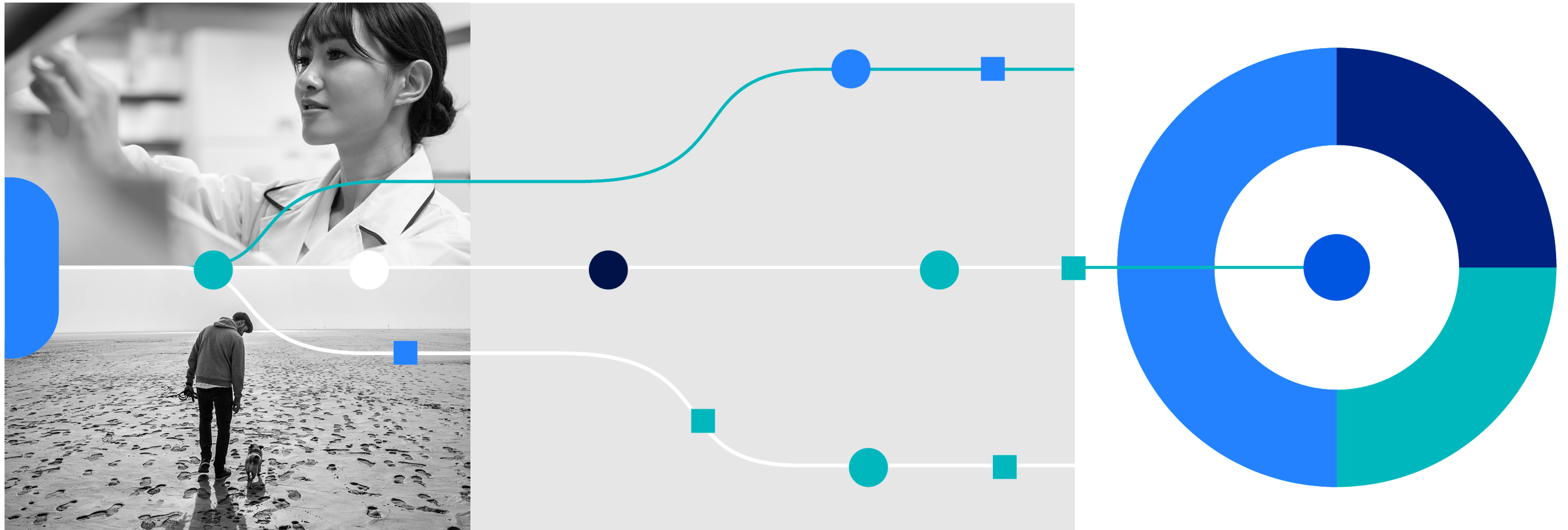
Lease payments & PPE: \$1.2M lease payments and \$.02M PPE expenses.

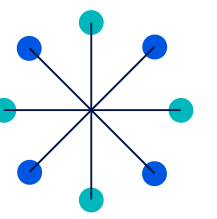
FX impact: FX impact of conversion from USD to AUD.

30 June 2023 - Cash position (net of borrowings) \$2.15M.



Delivering real progress in ANZ and US





In ANZ, we achieved strong YOY growth as the **pharmacy network expanded** through acquisition and partnering.

FY23 revenue (including GuildLink acquisition) of

\$19.9M up 41.9% YOY

FY23 gross profit of

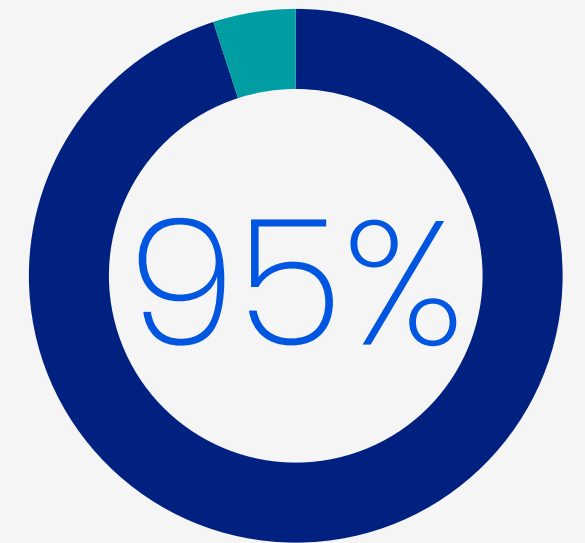
\$16.7M up from \$11.7M FY22

FY23 gross margin of

84.5% up from 83.3% FY22

GuildLink integration completed on time and under budget, adding 1,414 pharmacies to our network in Australia

Serving over 95% of Australian pharmacies



Green Cross Health signed onto our pharmacy network

216+
pharmacies added in NZ

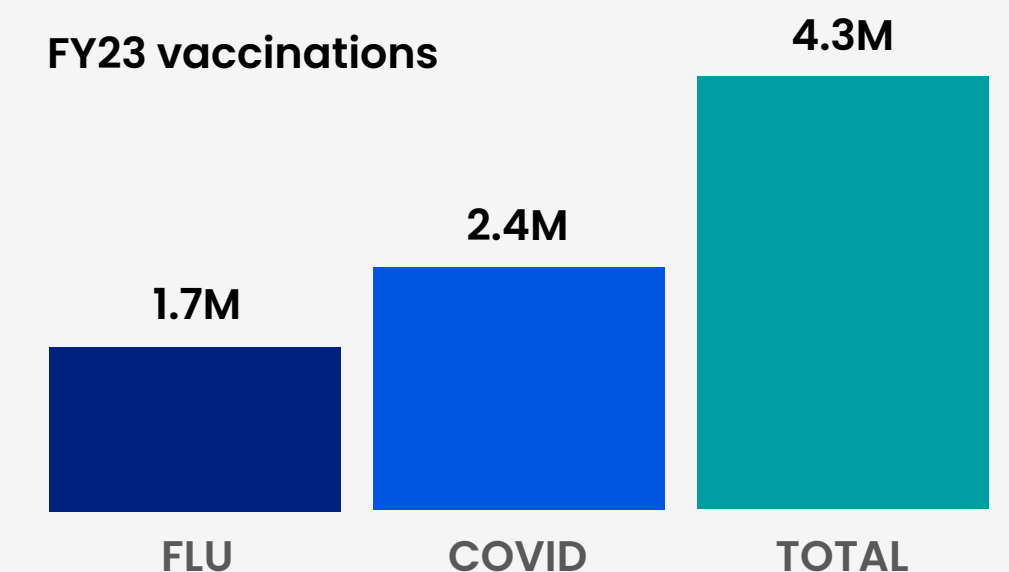
Restructuring in Australia resulted in annualised savings of

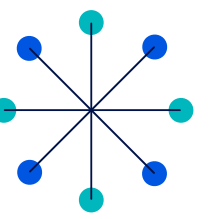
\$2M

Average script uplift from AU adherence programs

~32%

Delivered 4.3 M vaccinations via PlusOne in FY23 included 1.7M for flu, and 2.4M for COVID





MedAdvisor Solution's Plus One software supports an *extended scope of practice* for Australian pharmacists with a UTI recording form.

In 2020, the state of Queensland launched a **Urinary Tract Infection Pilot Program** which resulted in an **Extended Practice Authority for Queensland pharmacists in 2023, inclusive of prescribing rights for UTI antibiotic medications.**

During this service, pharmacists:

- Gather patient medical information;
- Perform a clinical risk assessment;
- Make clinical decisions,
- May prescribe antibiotics; and
- Communicate with the patient's general practitioner.

In 2023, the state of New South Wales undertook a replicate UTI Pilot. MedAdvisor Solutions was chosen by university researchers as the software provider of choice.

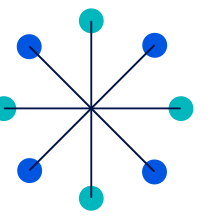
1,000+ NSW pharmacies

now offer this prescribing service. Western Australian pharmacists were given UTI prescribing rights in August 2023.

2,400+ pharmacies

currently can use our software for UTI clinical recording and prescribing across four states. Victorian pharmacists will begin offering a UTI prescribing service in the latter half of the year.





In the US, we **achieved strong YOY growth** as a seasonal business, with bulk of revenue booked in the first half of each financial year.

FY23 revenue of

\$78.1M up 45.5% YOY



FY23 gross profit of

\$42.6M up from \$23.2M FY22



FY23 gross margin of

54.6% up from 43.3% FY22



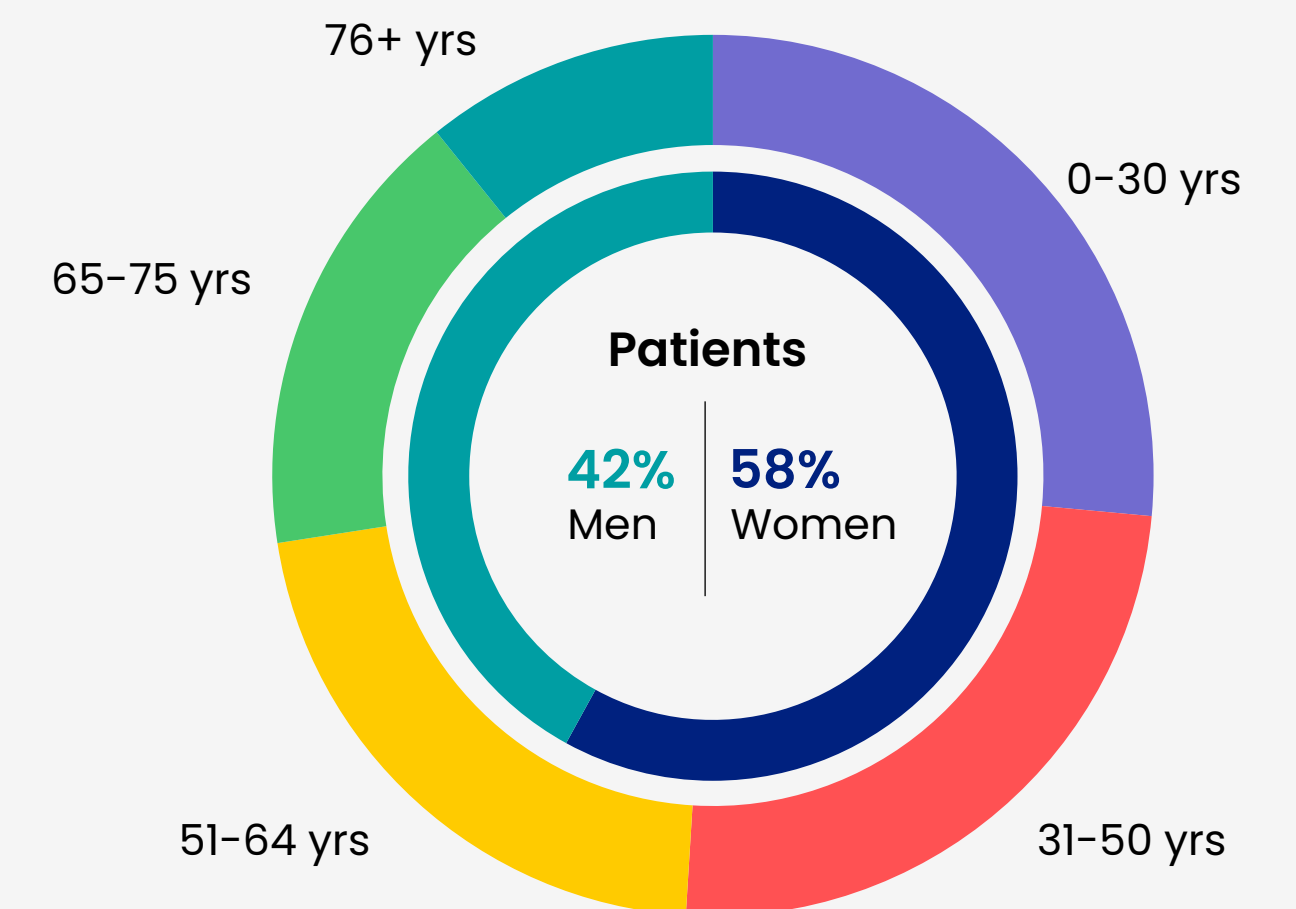
We continued to expand our pharmacy network and patient reach across the US.

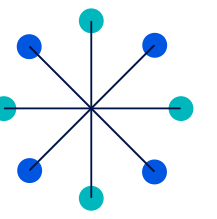
US pharmacy network expanded by +10K to

32K locations

Digital patient reach via our pharmacy network more than doubled to

>90M





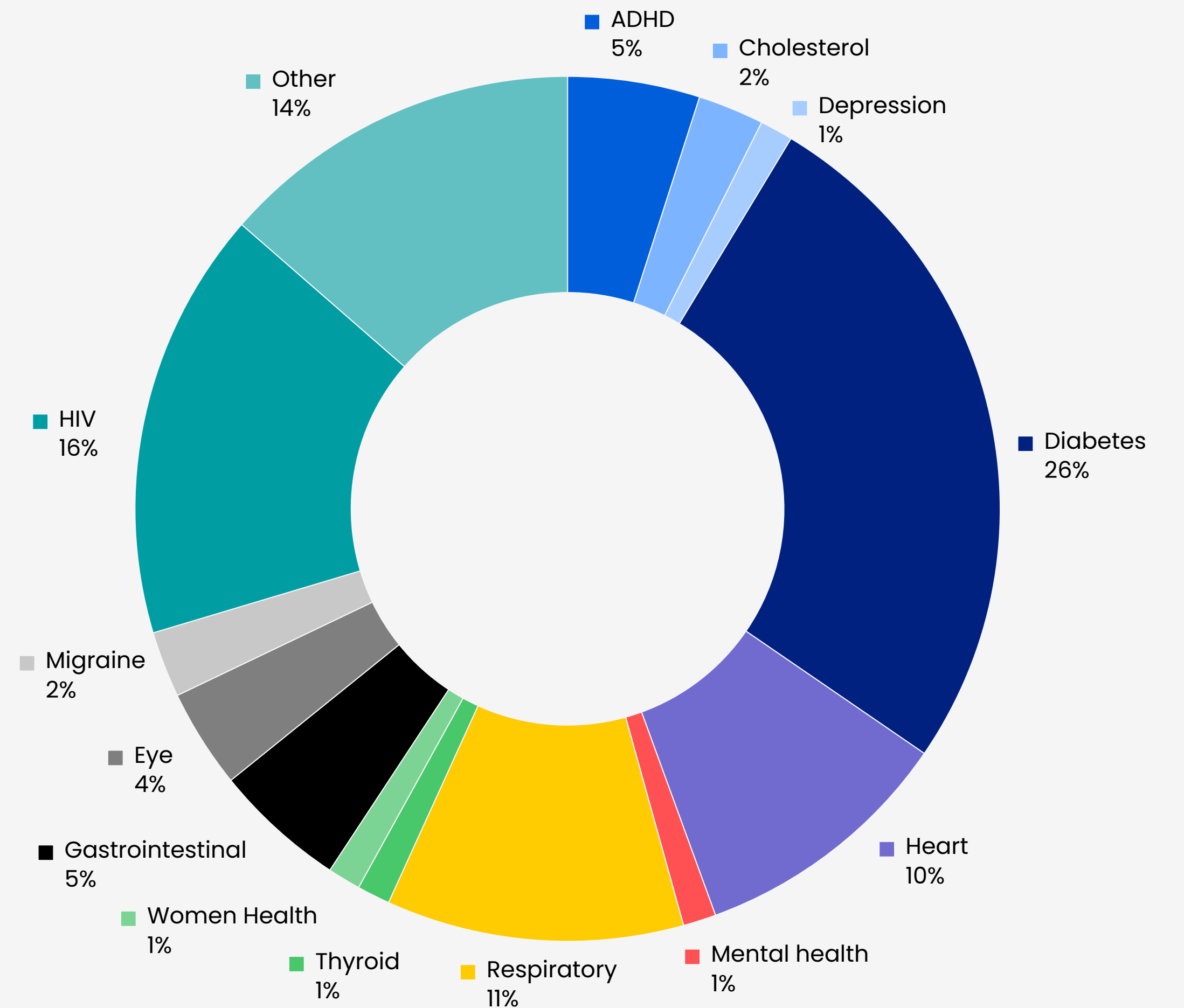
Our pharma-sponsored programs continued to **deliver value** to patients.

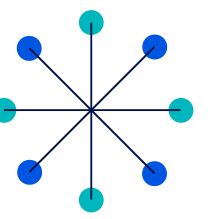
Vaccine programs were over 40% of FY23 US revenue, accelerated the growth of digital revenue, and contributed significantly to FY23 profit.

One of the digital vaccine awareness programs reached over 8M patients and generated 10.8% click-through rates.



Therapeutic categories for pharma-sponsored programs in the US (Non-vaccine as a percentage of total FY23 programs)





MedAdvisor Solution's THRiV™ omni-channel intelligent patient management platform solves for supporting new-to-brand patients.



A leading life sciences brand in the cholesterol category was experiencing the following pain points:

- High void rate—18% of new patients did not pick up the first fill
- One-and-done patients—23.4% of new patients dropped off after the first fill
- Average length of therapy for new patients 60–70 days fewer than that of experienced patients

We deployed our **THRiV™** omni-channel intelligent patient management platform which uses predictive modeling and machine learning to individualise patient engagement to ensure communications are highly relevant, timely, and optimised.

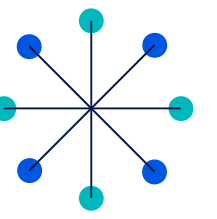
Results

40K patients reached

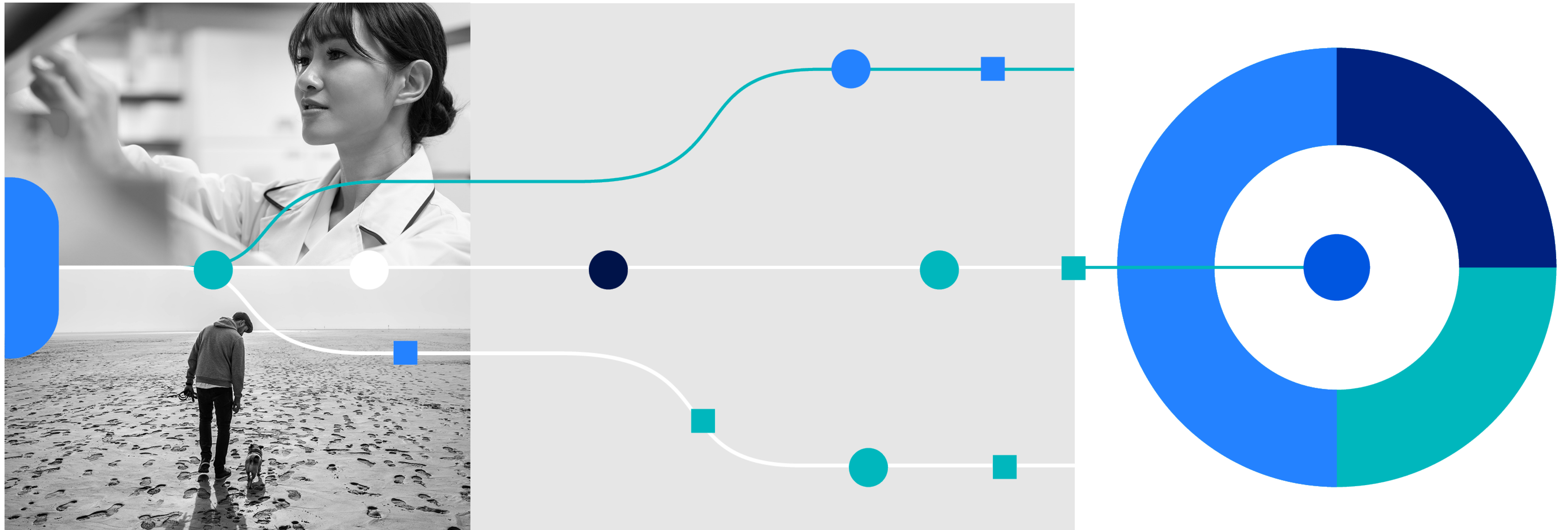
54K incremental injections generated

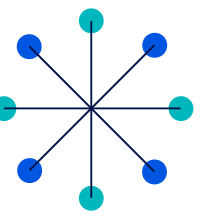
27K incremental prescriptions generated

15.5% relative incremental lift over control



A new company emerges

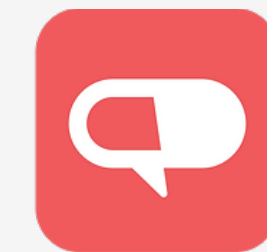




Combining the best of MedAdvisor, Adheris Health, and GuildLink to create a global force in patient engagement and community pharmacy impact.

Committed to a unified approach as “One MedAdvisor Solutions.”

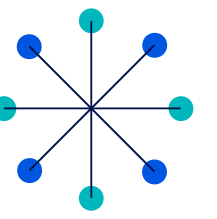
MedAdvisor Solutions™



MedAdvisor

AdherisHealth®

guildlink



In FY23, as **MedAdvisor Solutions**, we put all our people on the same page worldwide.



One Vision To inspire lasting behaviour change by simplifying people's medication journey.



One Mission We empower the pharmacy of the future to help people manage their healthcare, one prescription at a time.

Our Values

Operate with integrity At our core, we believe in doing what's right even when no one is watching.

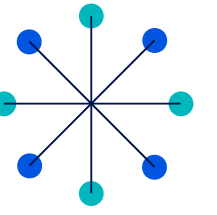
Innovate with passion We believe in the power of innovation to create positive change.

Seek to solve We are proactive problem solvers who believe in tackling challenges head-on.

Commit to continuous improvement We are committed to constantly raising the bar and challenging ourselves to be better every day.

Leverage collective strengths We believe that working together as a team and fostering open and transparent communication are the foundation of success.

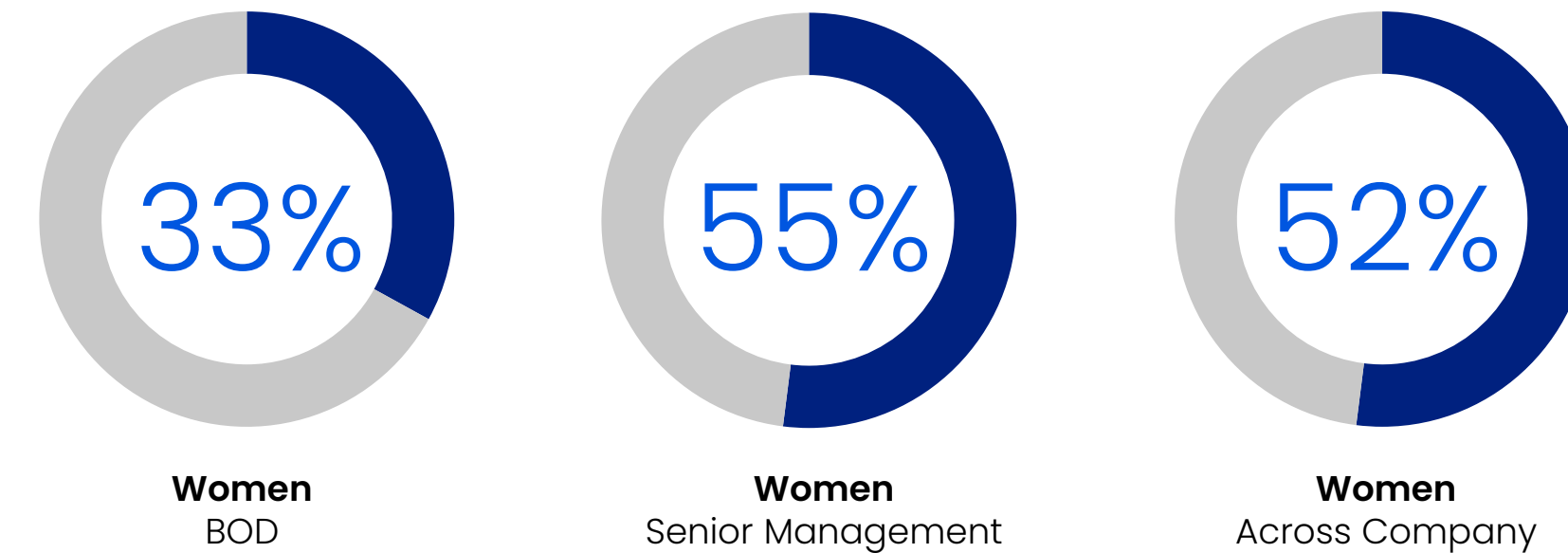
Our social responsibility journey



We are proud to highlight our unwavering commitment to delivering innovative patient engagement solutions while maintaining a keen awareness of our **environmental, social, and governance** responsibility.

MedAdvisor Solutions is in the early phase of determining an appropriate strategy for identifying and managing our ESG risks, including a formal governance model.

Diversity and MedAdvisor Solutions (% of women)



Engagement Initiatives

We showcase initiatives that raise awareness and support vital causes, actively propelling positive change by empowering causes through social media advocacy.



Environmental Stewardship



MedAdvisor Solutions does not own or control any buildings or vehicles, and therefore does not produce Scope 1 or 2 emissions. The Company plans to conduct a preliminary assessment of its supply chain to determine any environmental or risk issues, and develop an appropriate management plan.

Social

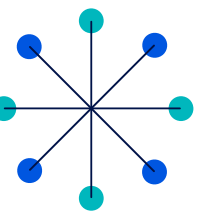


We actively seek and work with partners who share our environmental values, collectively recognising the importance of safeguarding the planet for future generations.

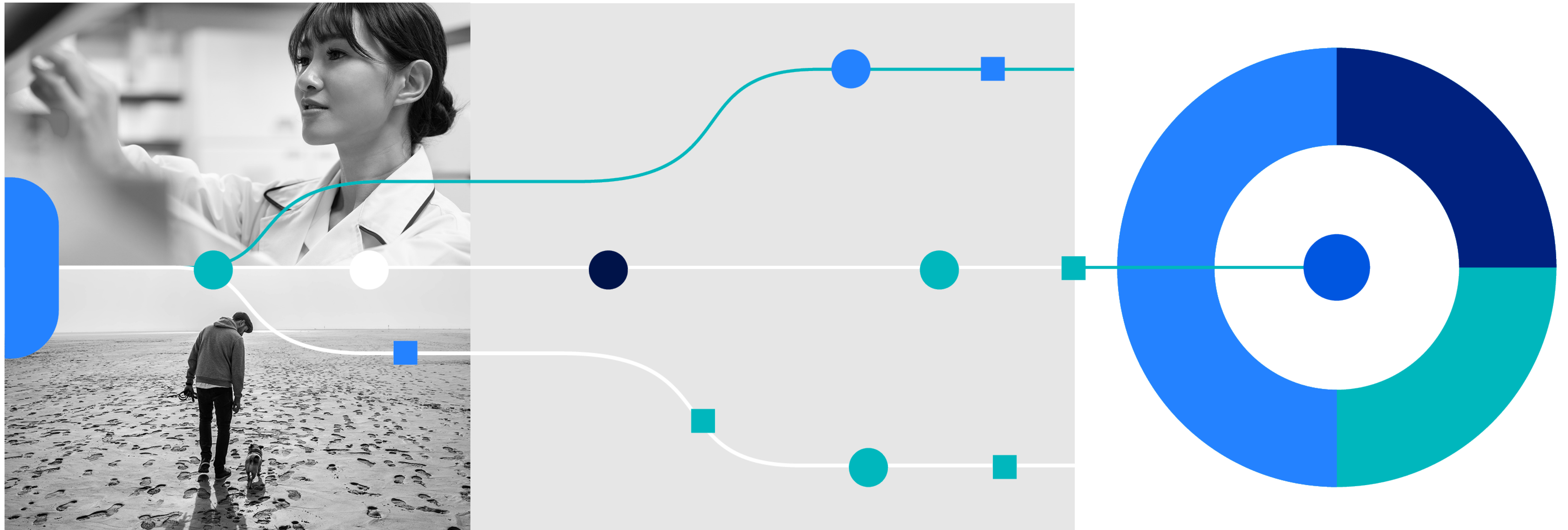
Governance



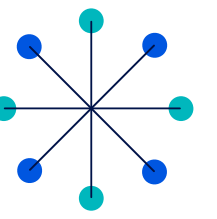
We're committed to the highest standard of honesty and integrity in all of our interactions. Our commitment to the highest ethical standards includes strict compliance with applicable anti-bribery and corruption laws in Australia and overseas.



Shaping the future



Growth drivers

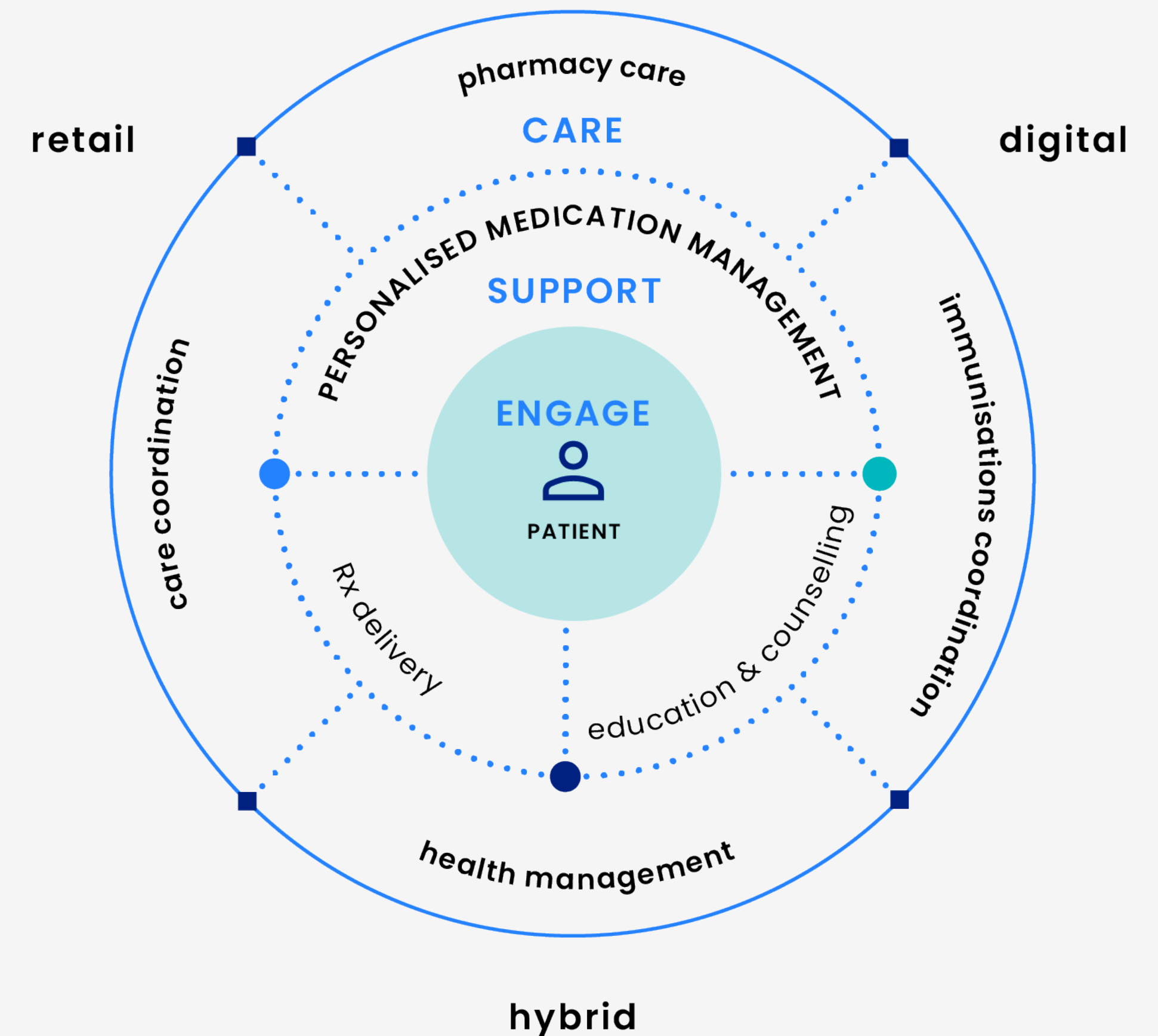


The future we are building today is **aligned** with and shaped by the essential drivers **propelling** our industry forward.

- Driving vaccine and chronic medication awareness and adherence through the community pharmacy
- Expansion of individualised patient medication awareness and adherence programs using AI
- Evolution of pharmacy capabilities to support the expanding role of the pharmacist in healthcare
- The increasing adoption of specialty and rare disease medications
- The growing emphasis on health equity

MedAdvisor Solutions is positioned as a preferred digital innovation partner to empower the pharmacy of the future and help simplify people's medication journey.

The Pharmacy of the Future



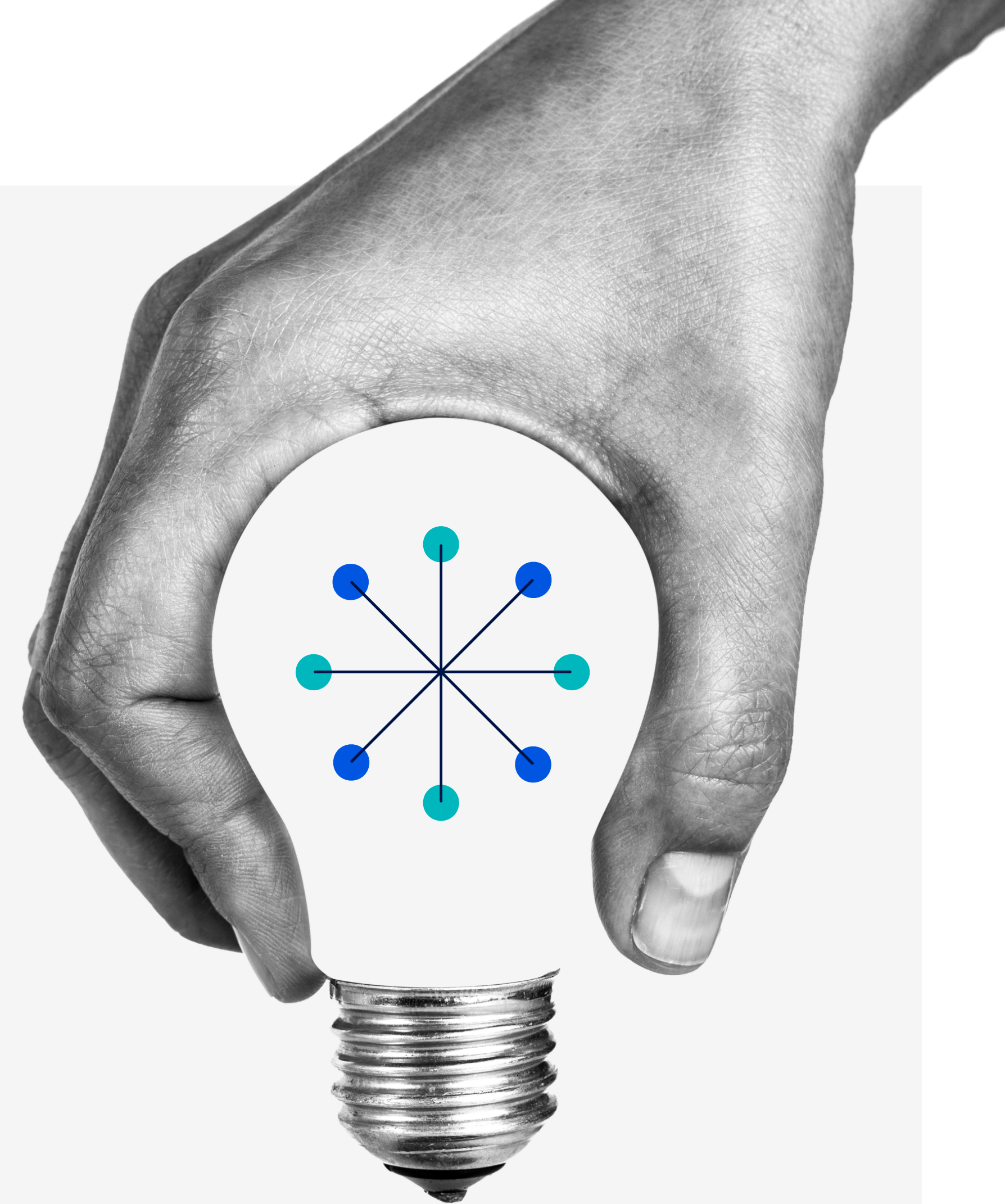
Our strategy going forward

Our initial **5-year strategy**, developed in FY23, has identified a core set of initiatives with a total addressable market of **over \$20B**.

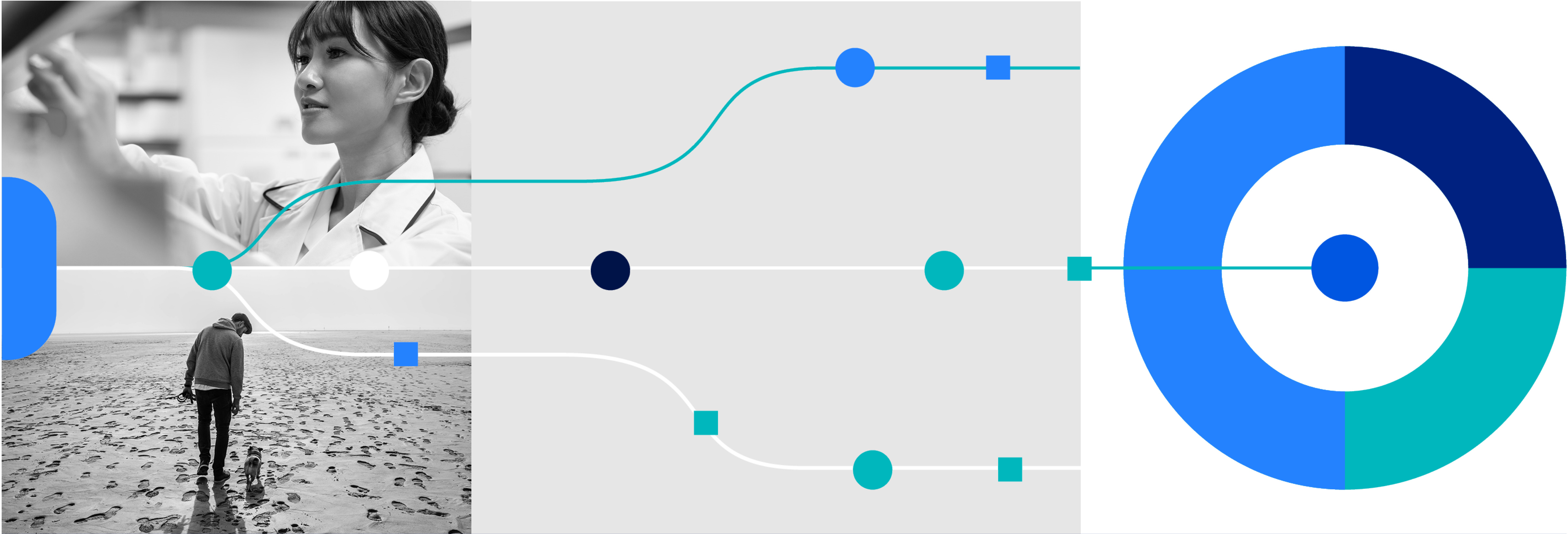
These initiatives will be steered by the following key drivers:

- Increasing patient reach and engagement
- Strengthening and expanding core solutions
- Entering new adjacent markets and product white spaces
- Moving towards a unified global platform and modern tech stack
- Building one team with a common high-performance culture

We are now further analysing the identified initiatives to determine opportunities for initial expansion, the level of investment and timelines required for execution of each initiative.



FY24 outlook



Our immediate focus

We seek sustained profitability, driving growth with efficiency and discipline as a **unified global leader** in personalised medication management.

1 Continuing rollout of our single global platform while enhancing functionality and “cloud-first” automation—facilitating regional expansion at reduced cost by:



Continue modernization and selective integration of ANZ and US technology platforms



Increased focus on data science and use of AI for internal operations and product innovation



Strengthening our local pharmacy networks across ANZ and US



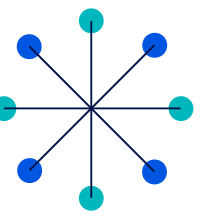
Our plans for the UK are under review

2 Optimising business operations, continuing to find efficiencies as we execute regional and global plans to reduce operational expenses

3 Establishing a global product innovation structure, as we evolve towards earning recognition as a digital product leader and innovator for **the pharmacy of the future**



Going into FY24 with strong momentum



Given our strong performance in FY23, we expect **continued growth in revenue** and **solid improvement in profitability** in FY24. We will continue to build on key themes of vaccines, digitalisation, and helping to expand pharmacy scope of practice.



Solid pipeline in US

Going into FY24, our US pipeline is significantly stronger than in the prior corresponding period.

>65%

of projected F24 US revenue currently contracted vs. less than 35% at this time one year ago



Momentum behind vaccines

In the US, we have contracts in place for vaccine awareness programs across multiple categories including COVID, RSV, pneumococcal, shingles, HPV, hepatitis, and flu. We also see continued growth in ANZ as our role in helping pharmacies with vaccine administration increases.



Continued growth in digital reach

We expect our digital reach in the US to exceed 120 million people in FY24. Our THRiV™ programs in the US continue to gather momentum and based on current contractual commitments and pipeline, we expect over 40% of FY24 revenue to come from digital medication awareness and adherence programs.



ANZ business strong, stable, and growing

Growth in our ANZ business will stem from health programs and expected synergies with our US business. We expect to continue to build on our initial efforts to support the expansion of scope of pharmacy practice in AU.

Shaping the future **now**: Q&A

