Visionflex Group

ASX:VFX

Investor Presentation Capital Raise

NOVEMBER 2024

This announcement was approved for release by the Board of Directors.



The Visionflex mission

Empowering health practitioners globally with cutting edge technologies to elevate patient outcomes.





Visionflex proprietary hardware and software connect a range of third-party medical devices to empower practitioners to deliver world class virtual care.

Executive Summary



Need for Virtual Care

- Progressive rise in chronic conditions & aged care driving significant supply shortage of doctors.
- Doctor costs a barrier for many to employ full-time 'onsite' dedicated resource.
- Significant investment and market need - Global Virtual Care Market Size To Worth USD 79.9 Billion By 2032 with Compound Annual Growth Rate (CAGR) of 25.41%4.



Flaaship customer sales & momentum

- WA PHA¹ (Aged Care): Flagship contract across 180 sites.
- QLD PHN² (Aged Care): Contract across 36 sites.
- Woodside Energy (Resources): initial 7 offshore platforms.
- In-trial with Royal Flying Doctor Service (RFDS) Victoria
- International distributor agreements in place across key jurisdictions
- Ability for further site expansion across all key customers



In-demand product suite

- Early entry benefit across customer segments -aged care, primary care, hospitals, indigenous healthcare, resource sector and correctional facilities.
- Visionflex has combined hardware & software platform connecting a range of peripheral medical devices allowing practitioners to virtually examine, diagnose, monitor and treat patients.
- · Hardware and software products applicable for use in majority of global jurisdictions.



Accelerating growth in ARR

- \$1.5m in ARR (30 Sept 2024)³ up from \$0.3m (Jun-23)
- Historically upfront hardware with limited software sales however transitioned over last 12 months to combining upfront hardware with ~\$5k annual software licence.
- Importance of hardware sales reduces as Annual Recurring Revenue (ARR) grows over time.



A clear pathway to profitability

- FY24 Revenue of \$7.0m⁵ up 169% pcp.
- FY24 underlying EBTIDA loss of \$0.7m⁵ compared to a \$3.2m⁵ loss in FY23.
- Qualified pipeline >\$25m of combined hardware and annual recurring software revenue; significant portion to progress to selection stage during Q2'25 and Q3'25
- Targeting EBITDA profitability in FY25, driven by accelerating large enterprise new sales & ARR

- WA Primary Health Alliance
 Northern Queensland Primary Health Network
- 3. Recognised as revenue over the contracted period

Structural Problems Driving a Shift to Virtual Care

THE PROBLEM

Globally, healthcare is experiencing:

CONSTRAINED CAPACITIES



SURGE IN EXPENDITURE



THE SOLUTION

Adoption of virtual care enables health care providers to deliver:

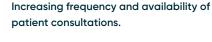


Healthcare globally experiencing increased demand & constrained supply

- Global shortage of over 10M healthcare workers expected by 2030.1
- · Healthcare payers driving the adaption to optimise resources to meet the rising demand.

Efficient and sustainable solutions to minimise wasteful spending.

- Healthcare spend is rising (at 10%) faster than GDP (7%) in OECD countries.1
- 20% of global healthcare expense (US\$1.8T) estimated to be wasteful today.1



- Aligns with cost-saving strategies for governments & enterprise, curbing the forecasted surge in healthcare expenditure.
- Reduces costs associated with physical facilities, staff, and related expenses.

Increasing efficiency and reducing strain on healthcare system.

- Cost-effective alternative enabling efficient allocation of healthcare personnel.
- Reduces the need for patients to physically see healthcare practitioners.6

EVOLVING EXPECTATIONS



INEQUITABLE ACCESS







Virtual care increasingly providing an accepted alternative.7

· Consumers demand convenient, timely care and are open to virtual consultations with unfamiliar medical providers to fulfill this need.2

Accessibility issues faced by mobility or geographic limitations.

- Poor accessibility to care for under served populations & remote areas.
- Low success rate⁵ of current strategies to mitigate rural labour shortages.

More regular, timely and personalised access to healthcare.²

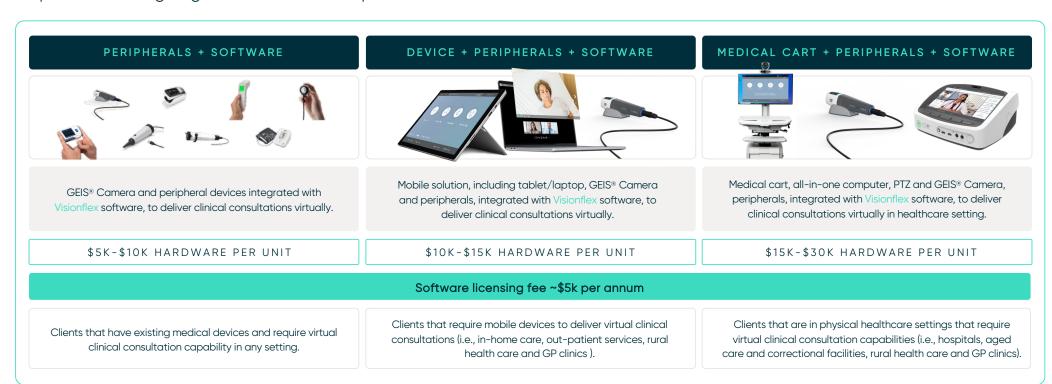
- · Allows for the early detection, treatment of prevention of chronic conditions.
- Patient-centered care fosters active participation, leading to stronger engagement and improved treatment outcomes.

Increasing access for people in regional areas.

- Reducing burden of travel and associated costs to access healthcare in regional areas.³
- · Reduces need to attract healthcare practitioners to rural and regional areas.4

Hardware

Visionflex hardware enables health practitioners to virtually conduct medical examinations with confidence and serves as a foundational step for establishing long term software subscriptions.



Proprietary Software (Virtual Care Platform)

A virtual healthcare platform allowing practitioners to virtually examine, diagnose, monitor, and treat patients.



Perform collaborative, clinical, evidence-based consultations between clinicians and patients in any location.



Clinical grade consultations: Perform in-depth clinical consultations on any internet connected device.



Real time clinical data: Connectivity with a multitude of peripheral diagnostic devices providing real time clinical data.



Connect multiple cameras: Simultaneously include feeds from multiple medical cameras within the consultation.



Secure patient data: Capture and securely transfer sensitive patient data of video, images and information into electronic health records.



A user-friendly video conferencing platform that delivers health services and medical expertise to patients via internet connected devices.



Enhanced video conferencing: Delivers diagnostic-quality video and audio, with high-speed data transmission and end-to-end encryption.



Real time data access: Integrates seamlessly with ProEX Software, allowing patient health data to be collected, viewed, and shared real time.

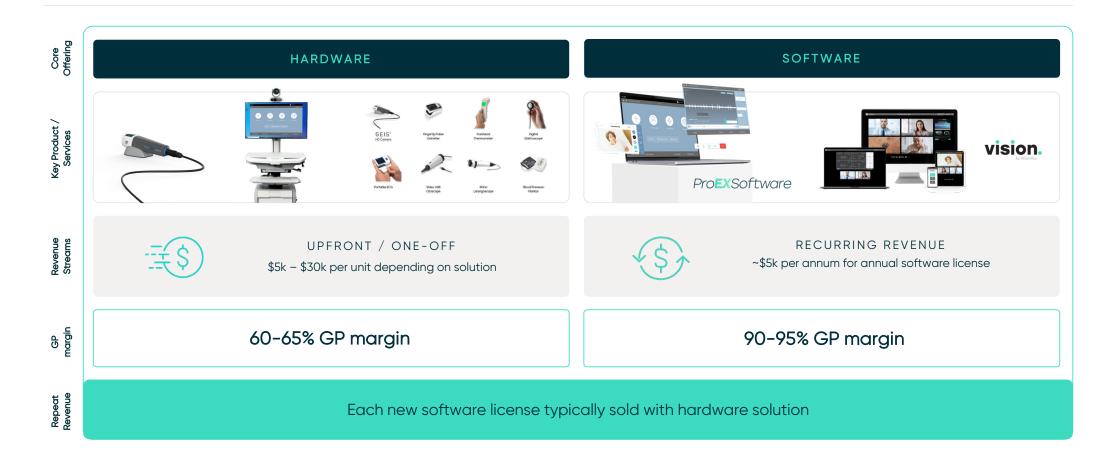


Stethoscope audio transition: Digitally transmits stethoscope audio unattainable through conventional video conferencing platforms due to its unique frequency type.



Image capture and sharing: Capture, annotate and instantly share clinical images while conducting video consultations for live discussion and collaboration.

Visionflex Revenue Model





Strong momentum in key industry verticals































PRIMARY HEALTH NETWORKS

















AGED CARE



INDIGENOUS HEALTH & OTHER HEALTH BODIES





RESOURCE SECTOR









INTERNATIONAL

Recent client wins in key industry verticals

Flagship customers highlighting 'land and expand' opportunity.

CLIENT	CONTRACT	VALUE	IMPACT	OPPORTUNITY
WA Primary Health Alliance Batter health, together	 180 licences (sites) across WA. Expanded from a trial roll-out, 75 sites, 150 sites and now 180 sites. 	 \$2.3m of upfront hardware. \$0.4m of contracted ARR. 	 Flagship contract highlight's ability to win large scale, multi-site government contracts. Improves access, patient outcomes, and clinician support while reducing costs for aged care facilities.¹ 	 Given referenceability with flagship WA PHN, ability to expand into other LHDs in WA and other PHNs across Australia. Expansion opportunity to further WA PHA network.
PARTHERN QUEENSLAND An Australian Government Initiative	 Initial 33 licences (sites) across aged care facilities in North QLD Further 3 sites signed in Q4 FY24 	\$0.4m of upfront hardware.\$0.2m of contracted ARR.	 GPs and health care providers provide timely, high-quality care remotely to rural facilities, resulting in better health outcomes for residents. Residents receive regular, timely and improved quality of care without the stress and burden of travelling to the GP clinic, specialists and hospital. 	 Successful initial roll-out could see roll-out to further aged care facilities in 1H FY25. Additional flagship PHN providing referenceability and future site cross and upsell.
Woodside Energy	 Visionflex software platform across an initial 7 offshore sites. Woodside to use Visionflex hardware and peripherals. 	<\$0.1m of contracted ARR.	 Further validates use case of Visionflex hardware and software in the global resources sector. Ensures immediate access to medical professionals for Woodside's remote workforce, enhancing operational efficiencies by minimising the need for medical evacuations. 	 Successful initial roll-out could see roll-out to all of Woodside's offshore sites globally. Given referenceabilty with one of the largest resource sector companies in Australia, ability to expand into other large resource sector companies and similar private companies.
Kha Loc Medical	 Initial HW & SW units shipped for 12-month trial 	N/A - material upside post trial period	Distribution agreement covers Vietnam, a population of 100+ million people with increasingly access to technology	 Potential for further shipments and increased volumes based on initial trial results Highlights application of VFX into international markets

https://news.wapha.ora.au/telehealth-rollout-to-residential-aged-care-homes-in-wa/

Opportunities to expand in key industry verticals



INDIGENOUS HEALTH

- NACCHO is the national peak body representing 145 Aboriginal Health Organisations delivering healthcare to First Nations people right across the country.1
- Government funding of over circa \$1B per annum.2
- Visionflex collaborates with 20+ organisations in the Indigenous Health sector fostering impactful healthcare solutions.

AGED/HOME CARE

- Residential Aged Care: There are 886 organisations operating 2,695 residential aged care services as at 30 June 2018.3
- Home Care Services: There are 873 organisations operating 2,599 home care services as at 30 June 2018.3
- Home Support Outlets: 1,456 organization's operating 3,542 home support outlets as at 30 June 2018.3
- The aged care sector received \$2.2bn in Australian government funding in 2024-2025.5

RESOURCE SECTOR

- Global operations in remote and challenging environments where workforce health and well-being is critical to operations.6
- Significant employee healthcare management programs in place to manage staff health & productivity and costly evacuations.
- After successful trials with ExxonMobil, virtual care services were implemented across Melbourne, the Longford Gas Plant, and offshore platforms in Bass Strait.

CORRECTIONAL FACILITIES

- There are 116 custodial correctional facilities across Australia4 which ensure that inmates are supervised and managed in a secure, safe and humane manner.4
- Correctional facilities are often located in remote areas, with reduced access to hospitals, physicians and medical personnel.
- · Justice Health is a key customer of Visionflex.

ora.au/, accessed on 30 May 2024

Based on 2022-2023 budgeted levels, see

health.gov.au/sites/default/files, accessed on 30 May 2024

//www.aph.gov.gu/About_Parliament, based on service levels in 2018- 6. https://maintenanceandcure.com/maritime-blog/, accessed on 30 May 2019, accessed on 30 May 2024

https://www.aihw.aov.au/reports/australias-welfare/adults-in-prison

accessed 30 May 2024

https://www.health.gov.gu/sites/default/files/2024-05/budget-2024-25

auality-aged-care.pdf accessed on 30 May 2024

International expansion – a near growth driver



Visionflex products have generated over \$1m in revenue in the past from Americas, Europe and Asia.

\$0.3m of sales to customers in 6 overseas countries in FY24.

Untapped growth opportunities through strategic distribution partnerships.

Initial focus on accelerating growth in the Americas, Europe and Asia.

Currently in the process of establishing agency partnerships.

Intention to Establish Agency Partnerships.

Currently in the process of establishing agency partnerships.



FY24 Financial Dashboard



Profit & Loss

Strong Visionflex revenue growth while tightly managing the cost base to drive near-term profitability

Note: Presented below is the Visionflex division P&L (including corporate costs), which provides a better representation of the underlying business moving forward. For a detailed group statuary Profit and Loss (including exit businesses during the year), refer to the Appendix 4E & FY24 Unaudited Preliminary Financial Report – 30 June 2024.

Visionflex P&L - 30 June Y/E (\$000)		FY23	FY24	% Var
Subscription (software & support)	1	226	677	199%
Hardware		2,285	5,977	162%
Other		72	298	313%
Total Revenue		2,584	6,952	169%
cogs		(1,063)	(2,715)	155%
Gross profit		1,521	4,238	179%
Gross profit margin %	2	58.9%	61.0%	
Staff costs	3	(2,667)	(3,342)	25%
Operating costs		(2,070)	(1,563)	-24%
Total Operating costs	4	(4,737)	(4,905)	4%
Underlying EBITDA	5	(3,217)	(668)	-79%
Share based payments		113	(638)	na
Other non operating costs		(20)	(15)	-26%
EBITDA		(3,124)	(1,320)	-58%
Depreciation and amortisation		(38)	(19)	-49%
Interest revenue		1	4	na
Finance costs	6	(304)	(811)	166%
Profit before tax (PBT)		(3,464)	(2,147)	-38%

- Subscription recurring revenue of \$0.7m, 199% uplift on pcp;
 - Expected to increase >100% in FY25 based on current ARR.
- 2 Gross profit margin increased to 61%, up 2% on the pcp with further upside forecast as higher margin (90%+) recurring software revenue becomes an increasingly higher percentage of total revenue.
- 3 Staff costs increased 25% on pcp, reflecting expanded management team along with additional expertise across key functions.
- R&D costs expensed as incurred and included in staff and other expenses. A portion of these costs are eligible for a refundable R&D tax refund.
- EBITDA loss of \$0.7m, improvement on the \$3.2m in FY23.
- Finance (interest) costs are expected to materially decrease in FY25, following the reduction in debt post capital raise (with borrowings decreasing from \$6.8m to \$1m).

Balance Sheet

Improved balance sheet provides operating flexibility to pursue growth opportunities; proforma net assets (post raise) of ~\$(1.0m)

Balance Sheet - 30 June Y/E (\$000)		FY23	FY24
Cash and cash equivalents	1	1,443	1,161
Inventories		602	648
Income tax refund	2	588	550
Other current assets		694	466
Total current assets		3,327	2,825
Non-current assets		29	57
Total assets		3,356	2,882
Trade creditors		1,050	465
Accrued expenses and other payables		1,665	1,509
Accrued interest	3	187	441
Customer deposits		728	-
Contract liabilities	4	252	1,411
Employee provisions		135	184
Total current liabilities		4,017	4,010
Borrowings	5	6,050	6,825
Contract liabilities		-	144
Employee provisions		29	10
Total liabilities		10,096	10,989
Net Assets		(6,740)	(8,107)

Removed as of Jul-24 (refer comment below)

Reduced to ~\$1.3m as of Jul-24 (refer RHS comment)

- 1) \$1.2m cash at bank with further \$1.0m received post capital raise (net of debt repayments and Offer costs).
- 2 Income tax refund (R&D tax receivable) expected to be received in Q2 FY25.
- Accrued interest related to borrowings which was removed post completion of capital raise in July 2024.
- Contract liabilities relates to unearned revenue for which the related service has yet to be delivered; increased in FY24 in-line with growth in ARR.
- Borrowings (convertible notes) of \$6.8m (\$7.2m including capitalised interest), reduced to \$1m post capital raise (\$1.3m including capitalised interest) in July 2024.

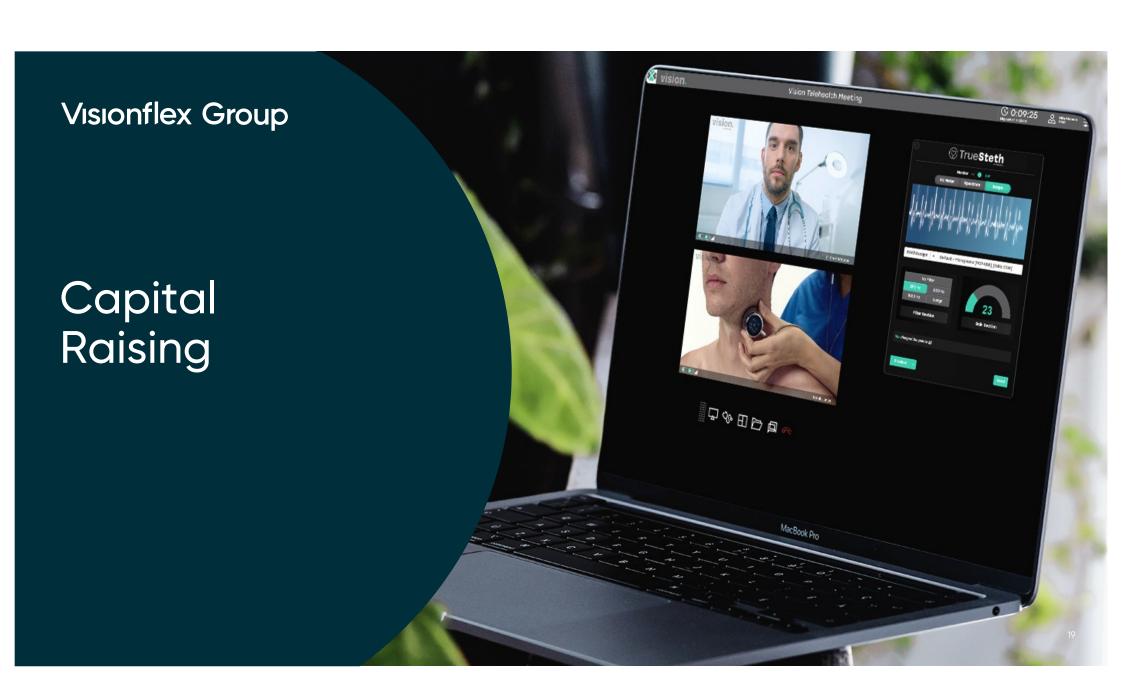


Summary - Next chapter in Visionflex Journey

- 1 Clear strategic plan to deliver profitable growth:
 - On track to be EBITDA positive in FY25, after investment in key growth areas in 1H FY25 and an increasing contribution from SaaS contracts.
 - Qualified pipeline >\$25m of combined hardware and annual recurring software revenue; significant portion to progress to selection stage during Q2'25 and Q3'25
- Transitioning to recurring revenue via SaaS:
 - Transition to SaaS pricing delivering growth in annual recurring revenue (ARR).
 - ARR of \$1.5m as of 30 September 2024.
 - Increasing ARR SaaS contribution helps underpins future growth profile and expectation of near-term profitability

- Expanding on established pipeline of clients:
 - Multiple government funded customers across Primary Health Networks and Local Health Districts.
 - Growth in other key industry verticals including aged/home care, correctional facilities, the resources sector and indigenous health.
 - Estimated \$112bn in government funding for healthcare in 2024-2025.
 - \$1.2m in recent orders from aged care providers and order from Woodside to deliver virtual care to an initial 7 offshore platforms.

- Seizing opportunities in overseas markets:
 - Visionflex products have generated over \$1m in revenue in the past from Americas, Europe and Asia.
 - 1st units shipped to new Vietnamese distributor and signed reseller agreement with major NZ health group
 - Several larger distribution agreements in India, Europe and the Americas are progressing with international revenue expected to increase in 2H'25



Capital Raise – Key Details

Offer Type	• Placement to raise \$1.75m, via the issue of approximately 437.5 million fully paid ordinary under the Company's existing Placement capacity pe ASX Listing Rules 7.1 (collectively, the 'Offer')			
	All shares under the Offer will be issued at a fixed price of \$0.0040 per new share, representing a discount of:			
Offer Dries	 20.0% to the last closing price of Visionflex shares on 8 November 2024 per share on \$0.0050; 			
Offer Price	• 25.2% to the 15-day trading VWAP of \$0.0054 per share; and			
	• 25.4% to the 30-day trading VWAP of \$0.0054 per share.			
Ranking	All new shares issued under the Offer will rank equally with existing Visionflex shares from the date of issue			
	 Participating shareholders will receive 1 free attaching option for every 3 new shares subscribed under the Offer (Options) 			
Options	 Options will have an exercise price of \$0.010 and will expire 24 months from the date of issue 			
	Options will not be listed on the ASX and will be subject to shareholder approval at an EGM (expected to be on or around 9 January 2025)			
Use of Funds	Inventory build, expanded sales and marketing capacity, and provide working capital flexibility			
	Henslow Pty Ltd & Lynx Advisors Pty Ltd			

Capital Raise – Indicative Timetable^{1,2}

KEY EVENT	DATE
Trading Halt commences	Monday 11 November 2024
Announcement of Placement and Trading Halt ceases	Wednesday 13 November 2024
Settlement of New Shares issued under the Placement	Wednesday 20 November 2024
Allotment of New Shares issued under the Placement	Thursday 21 November 2024
EGM to approve the issue of Placement Options	Thursday 9 January 2025
Allotment of Placement Options	Friday 10 January 2025

^{1.} This timetable is indicative only and is subject to change. Visionflex Group may alter the dates above, to withdraw or vary the Offer, in each case in Visionflex Group' absolute discretion, subject to the ASX Listing Rules and the Corporations Act

^{2.} All references to time are to Sydney time (AEDT)



Board and Executive Management Team



Joshua Mundey CHIEF EXECUTIVE OFFICER

- Former Co-Founder & Chief Growth Officer at Credabl, growing company to 100 staff and \$2b in originations in 4 years.
- 15+ years' experience with domain expertise across key health verticals with proven success in healthcare at Credabl & Investec Bank.



EXECUTIVE LEADERSHIP TEAM

CHIEF OPERATING OFFICER

Michael Kafrouni

- 15+ years' experience as a senior executive for multinational organisations in health, pharmaceutical, legal and accounting sectors including Althea Group Holdings Limited (ASX:AGH) and CPA Australia Ltd.
- Qualified lawyer with extensive multi-jurisdictional experience with startups and listed entities, including at DLA Piper LLC.



James Aulsebrook CHIEF FINANCIAL OFFICER

- CA with 10+ years' experience transforming financial operations for ASX-listed companies.
- Former CFO of Jourve Solutions Limited (ASX: JCS), overseeing the expansion of SaaS contract portfolio, multiple acquisitions and international expansion.

BOARD OF DIRECTORS



Chris Whitehead CHAIRMAN

corporates to start-ups.

and ranging from significant national



20 years' experience as a Board Director across a wide range of business sectors

Brook Adcock NON-EXECUTIVE DIRECTOR

Brook is a leading Entrepreneur and Private Investor in Australia, as **Executive Chairman of Adcock** Private Equity.



John Nantes NON-EXECUTIVE DIRECTOR

25+ years' experience in Financial Services, Private Equity, Tax and Accounting, Corporate Finance, Capital Markets, M&A and tech-based companies.



Geoff Neate NON-EXECUTIVE DIRECTOR

30+ years' experience in the telecommunications industry after leading Spirit telecom (ASX: ST1) for 15 years as the industry transformed.

Corporate history

- Incorporation of Visionflex Pty Ltd (2014)
- R&D and patents related to ISO 14971 Medical Device Risk Management (2015–2016)
- GEIS® camera launch (2016)
- Vision Video Conferencing Software and ProEX hardware development (2020)
- Launch ProEX Software (2022)

- Reinstatement to ASX and company renamed to Visionflex Group Limited
- Accelerated growth of Visionflex
- MyHealth1st (MH1) divested (2023)
- Strategic restructure & cost reduction (2023)
- Exited GoBookings and PetYeti (2024)

PRE-MERGER (2014-2022)

MERGER WITH 1ST GROUP (2022)

RE-LISTED (2023+)

- 1st Group Established (2009)
- Listed on ASX (2015)
- Merger with Visionflex (2022)
- New Board and Management

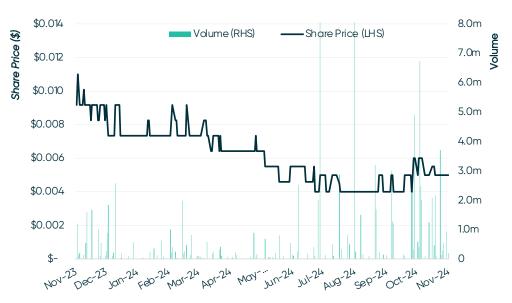
Capital structure

COMPANY PROFILE	AS AT 8 NOVEMBER 2024*
Shares on Issue	2,917,824,527
Share Price	\$0.005
Market capitalisation	\$14.6m
Options on Issue (unlisted, various ex prices)	1,320,000
Options on Issue (expiring Jan-26, ex \$0.007)	506,999,999
Performance Rights on Issue	250,296,749

KEY SHAREHOLDERS	UNITS (m)	% HELD
John Charles Plummer	1,129.6	38.7%
Brook Adcock (Adcock Private Equity Pty Ltd)	851.4	29.2%
Michael John Harman and Elke Christine Harman	197.6	6.8%

VISIONFLEX GROUP (VFX) STOCK CHART

(November 2023 to November 2024)



(*) As at 8 November 2024, unless otherwise outlined.

Important notices

This Investor Presentation (Presentation) has been prepared by Visionflex Group Limited ACN 138 897 533 (ASX:VFX) (Company) and is dated 8

Acceptance

The information in this Presentation remains subject to change without notice. By accepting this Presentation, you agree to be bound by the following limitations and conditions.

Summary information

This Presentation contains summary information about the Company, its subsidiaries and their activities which is current as at the date of this Presentation (unless otherwise noted) and the information in this Presentation remains subject to change without notice. The information in this Presentation is of a general nature and does not purport to be complete nor does it contain all the information which a prospective investor may require in evaluating a possible investment in the Company or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act 2001 (Cth) or the securities laws of any other jurisdiction.

This Presentation should be read in conjunction with the Company's other periodic and continuous disclosure announcements lodged on the Australian Securities Exchange (ASX) which are available at www.usx.com.au or www.usx.com.au or ww

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In this Presentation, all dollar values are in Australian dollars (A\$), unless otherwise stated.

A number of figures, amounts, percentages, estimates, calculations of values and fractions in this Presentation are subject to the effect of

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