

## Q2 FY25 Quarterly Webinar Presentation

Visionflex Group Ltd (ASX:VFX) (“Visionflex Group” or “The Company”), a leader in virtual diagnostic healthcare technology solutions, is pleased to advise that CEO Joshua Munday will today deliver the latest investor presentation as part of an investor webinar, to be held at 12pm.

Shareholders, investors and interested parties are encouraged to register to attend the webinar:

**Webinar Details:** 12pm AEDT, Monday 3 February 2025.

**Link to register to attend the presentation:** <https://zoom.us/meeting/register/jjZTHEScRuyMolUYTMcUJw>

A copy of the presentation is attached to this announcement and a replay of the webinar will be available at the above-mentioned link shortly following the conclusion of the live session.

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

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### About Visionflex Group

At Visionflex, we believe that healthcare should be accessible, efficient, and connected. Our integrated hardware and software platform allows healthcare providers to deliver comprehensive, collaborative care in real time, no matter the location. From metropolitan health networks to community-based care, Visionflex is reshaping how healthcare is delivered by connecting healthcare teams with the tools and technology needed to provide effective, efficient, and high-quality care.

For more information, visit [vfx-group.com](https://vfx-group.com)

Visionflex Group

ASX:VFX

# Q2 FY25 Results

FEBRUARY 2025

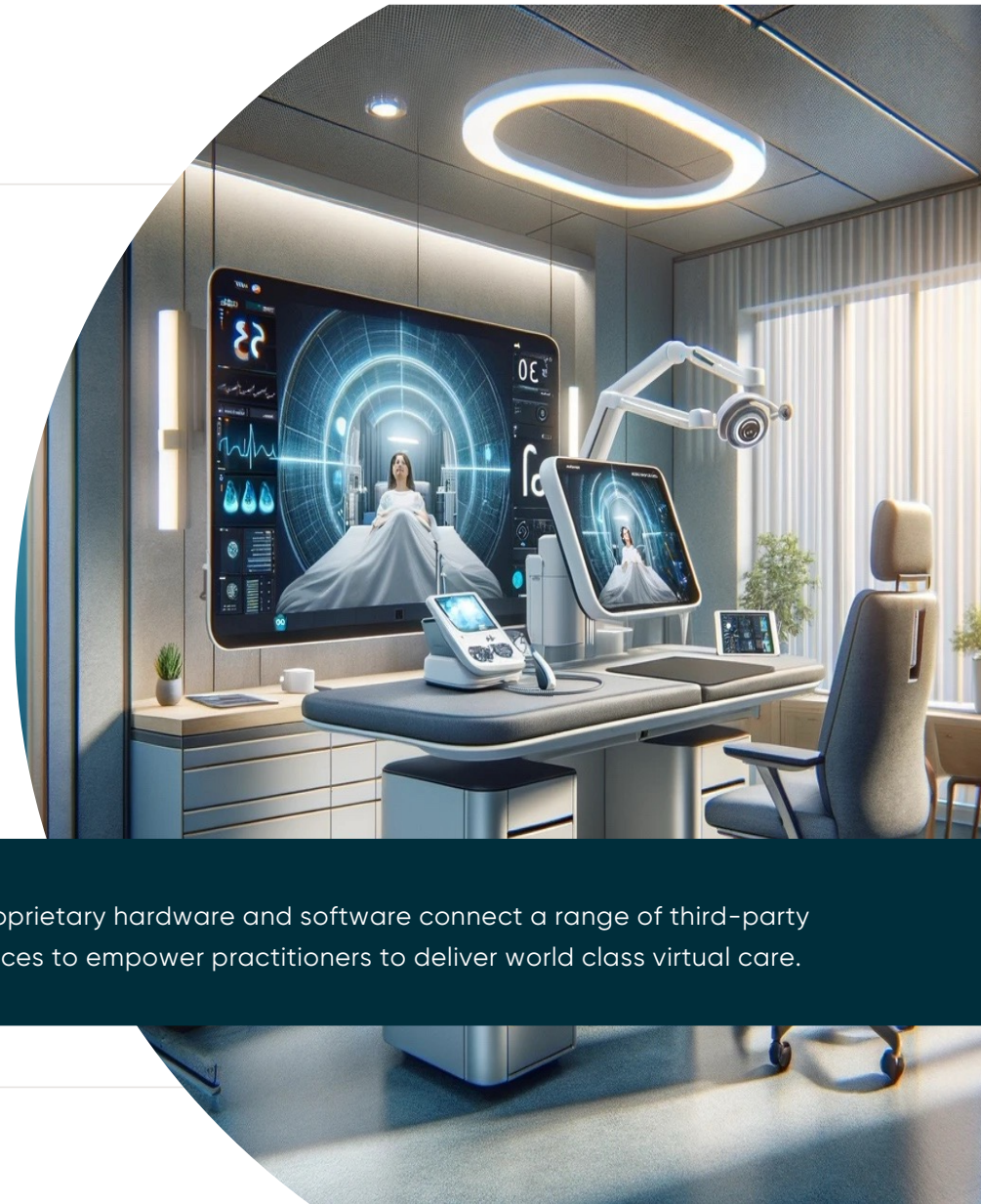


# The Visionflex mission

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






Visionflex Group



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

# 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.

PERIPHERALS + SOFTWARE	DEVICE + PERIPHERALS + SOFTWARE	MEDICAL CART + PERIPHERALS + SOFTWARE
		
GEIS® Camera and peripheral devices integrated with Visionflex software, to deliver clinical consultations virtually.	Mobile solution, including tablet/laptop, GEIS® Camera and peripherals, integrated with Visionflex software, to deliver clinical consultations virtually.	Medical cart, all-in-one computer, PTZ and GEIS® Camera, peripherals, integrated with Visionflex software, to deliver clinical consultations virtually in healthcare setting.
\$5K-\$10K HARDWARE PER UNIT	\$10K-\$15K HARDWARE PER UNIT	\$15K-\$30K HARDWARE PER UNIT
Software licensing fee ~\$5k per annum		
Clients that have existing medical devices and require virtual clinical consultation capability in any setting.	Clients that require mobile devices to deliver virtual clinical consultations (i.e., in-home care, out-patient services, rural health care and GP clinics ).	Clients that are in physical healthcare settings that require virtual clinical consultation capabilities (i.e., hospitals, aged care and correctional facilities, rural health care and GP clinics).

# Proprietary Software (Virtual Care Platform)

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

## ProEX Software

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.




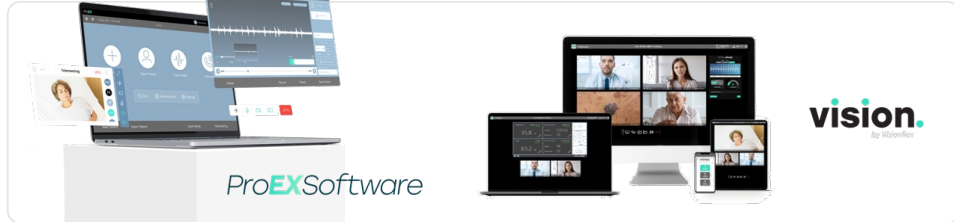


**Stethoscope audio transition:** Digitally transmits stethoscope audio unattainable through conventional video conferencing platforms due to its unique frequency type.



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



# Revenue Model

Core Offering	HARDWARE		SOFTWARE	
Key Product / Services				
Revenue Streams	 <div>UPFRONT / ONE-OFF \$5k – \$30k per unit depending on solution</div>		 <div>RECURRING REVENUE ~\$5k per annum for annual software license</div>	
GP margin	60–65% GP margin		90–95% GP margin	
Repeat Revenue	Each new software license typically sold with hardware solution			

# Q2 FY25 Highlights

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## **\$0.9m Revenue**

~37% from recurring software & support  
12% down on Q1 FY25 and 47% on the pcip



## **\$1.6M ARR\***

Up 8% from Q1 FY25 and 114% on the pcip



## **\$0.8M Cash Receipts**

Up 3% on Q1 FY25 and down 60% on the pcip



## **(\$0.5M) Operating Cash Outflow**

Material improvement of \$1.1m  
vs Q1 FY25 (\$1.6m) and 15% improvement on  
the pcip



## **Several Key Contracts Secured**

BUPA, Spark Health (NZ), Darling Downs  
Indigenous Wellness Connect



## **\$2.4M Cash Balance**

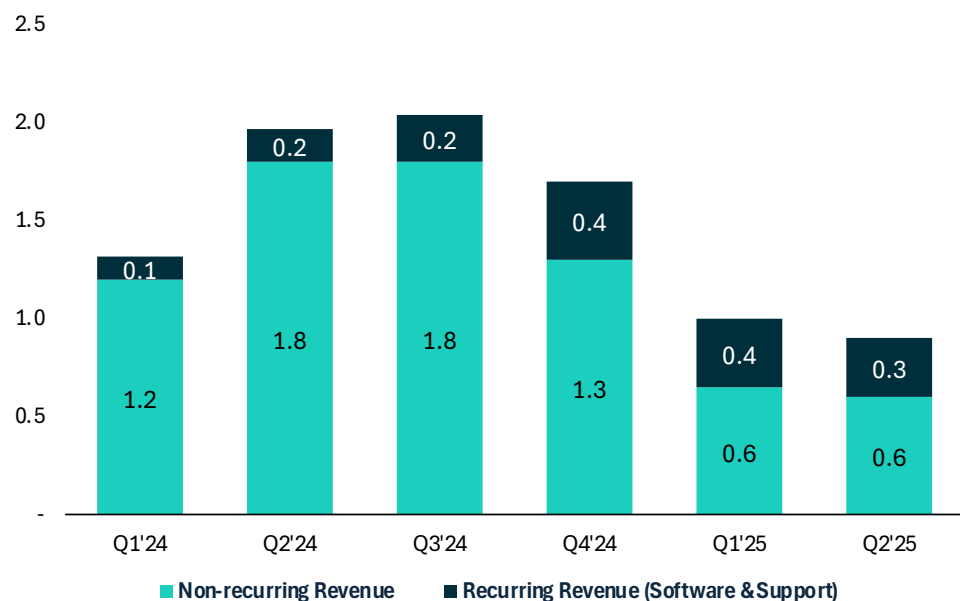
Additional debt headroom available. Up 450% on  
Q1 FY25 and 38% on the pcip

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(\*) Annual Recurring Revenue (ARR) is recognised as revenue over the contracted period.

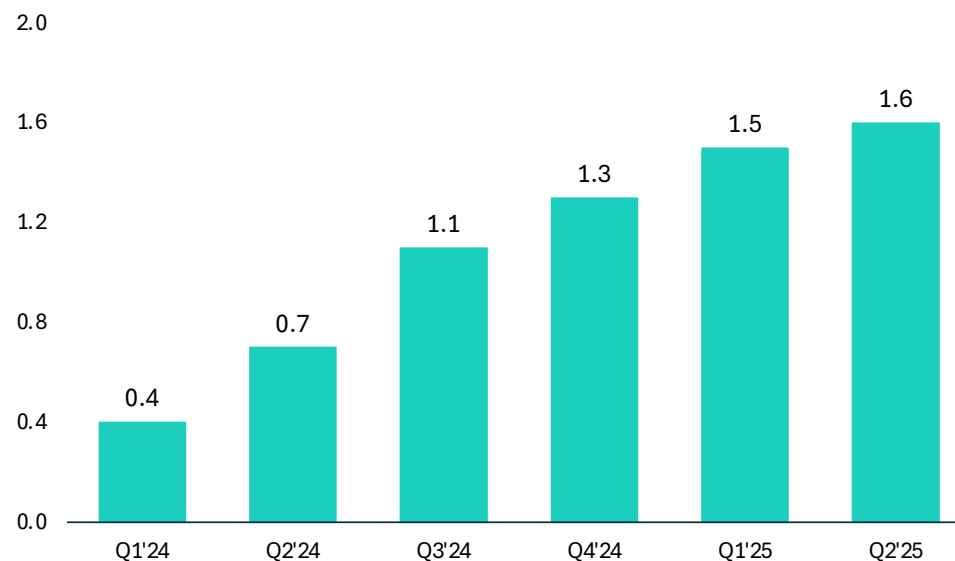
## Q2 FY25 Financial Trends

REVENUE (\$m)



- Q2 FY25 revenue of **\$0.9m**, with **~37%** from recurring software & support.
- Revenue lower than pcip as large enterprise sales won in FY24 – WA PHA (Aged Care) and Qld PHN – were implemented during that period.

ARR (\$m)

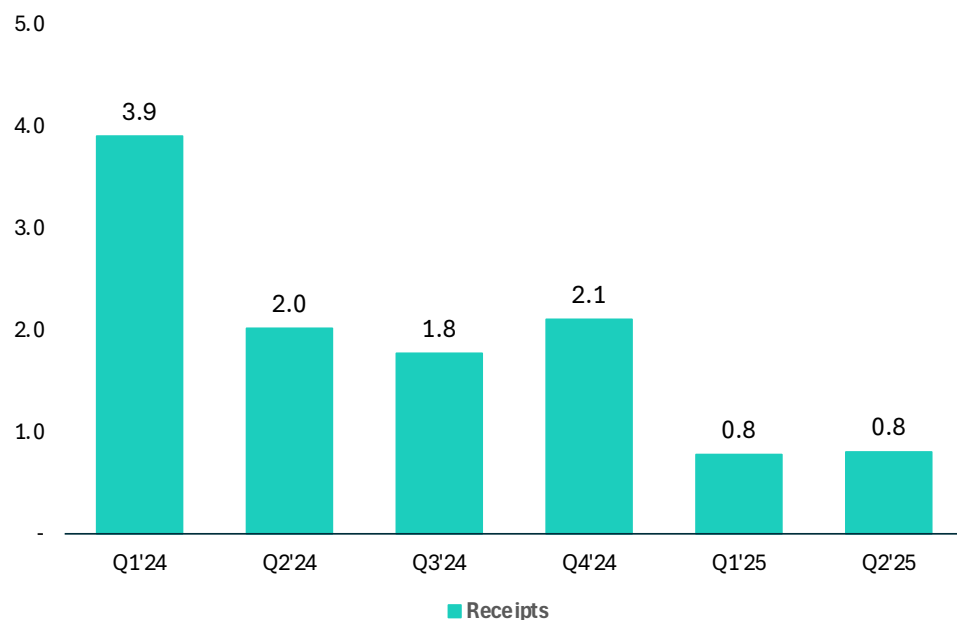


- Contracted ARR of **\$1.6m**, with \$0.1 million of new contracted ARR sold in Q2 FY25, **up 8%** from Q1 FY25 and 114% on the pcip.



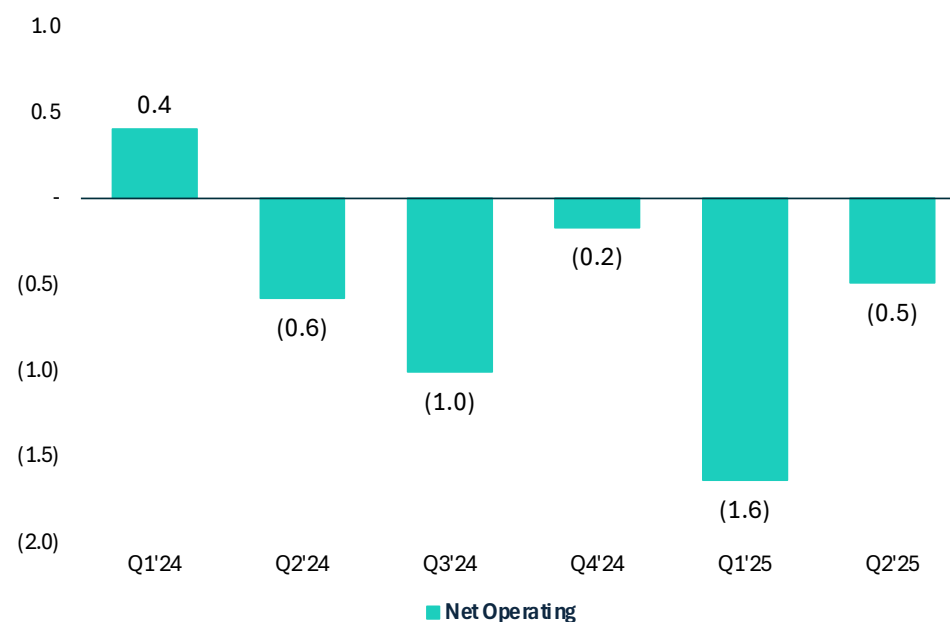
## Q2 FY25 Financial Trends

### CASH RECEIPTS (\$m)



- Q2 FY25 cash receipts of **\$0.8m, up 3%** on Q1 FY25 receipts down 60% on the pcip.

### NET OPERATING CASH FLOW (\$m)



- Q2 FY25 net operating cash outflow of **\$0.5m** (assisted by one-off \$0.5m government grant during the period), an **improvement of \$1.1m** on Q1 FY25 (\$1.6m) and \$0.1m on the pcip.

# Business Update

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Key contracts secured during Q2 FY25 included:

## 1 Spark Health (NZ), subsidiary of one of NZ's largest Telco companies:

- Reseller agreement to deliver virtual care solutions in NZ.
- First contract secured in November 2024 worth approx. \$0.1m which was deployed in December 2024.

## 2 BUPA:

- Agreement to supply Visionflex GEIS cameras to all 57 of BUPA's aged homes supporting over 5,000 residents.
- Initial contract signed worth approx. \$0.2m which was deployed in December 2024.
- Expansion into the private health insurance industry.

## 3 Darling Downs Government Indigenous "Wellness Connect Initiative":

- Trial involves multiple LHD's and Aboriginal Community Controlled Health organisations to deliver new models of care.
- Initial contract signed was worth approx. \$0.1m in hardware and recurring software which was deployed in November 2024.

# Outlook – H2 FY25 & Beyond

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## 1 Strategic plan to deliver profitable growth:

- Targeting to be run-rate EBITDA positive in Q4 FY25.
- Qualified pipeline >\$25m.

## 2 Transitioning to recurring revenue via SaaS:

- Transition to SaaS pricing delivering growth in annual recurring revenue (ARR) with 114% growth since the pcg.
- ARR of \$1.6m as of 31 December 2024.

## 3 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; regional primary care;
  - resources sector; indigenous health.

## 4 Seizing opportunities in overseas markets:

- Generated >\$1m in revenue from Americas, Europe & Asia with customers in 9 overseas countries.
- 1st units shipped to new Vietnamese distributor and signed reseller agreement with Spark Health.
- Several larger international distribution agreements are progressing with international revenue expected to increase in 2H FY25.

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