

ASX:VIT

ASX ANNOUNCEMENT INVESTOR WEBINAR

13 FEBRUARY 2023

Melbourne, Australia - Vitura Health Limited (ASX: VIT) (Vitura and Company) is pleased to provide details of an investor webinar that will be held at the time and date set out below at which the Company's 2023 half-year results will be presented. The attached presentation will be used in the webinar.

Time and date: Wednesday, 15 February 2023 at 10.00 am (Melbourne time)

Link: https://kapara.rdbk.com.au/landers/d8edad.html

** ENDS **









About Vitura Health Limited

Vitura Health Limited (formerly Cronos Australia Limited) is listed on the ASX.

- The Company's wholly owned subsidiary, CDA Health Pty Ltd, operates the following businesses:
 - o Burleigh Heads Cannabis operates the market leading prescriber, patient, pharmacy and supplier online platform, CanView, which sells and distributes 200 product SKUs within Australia from 30 international and domestic medicinal cannabis producers
 - o CDA Clinics undertakes nationwide telehealth consultations with patients seeking access to medicinal cannabis
- The Company owns 75.5% of Cannadoc Health Pty Ltd, a medicinal cannabis clinic business that undertakes nationwide telehealth consultations with patients seeking access to medicinal cannabis.
- See:

www.vitura.com.au www.canview.com.au www.cdaclinics.com.au www.burleighheadscannabis.com www.cannadoc.com.au

Authorised by

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Forward-looking statements

This announcement may include forward-looking statements. These forward-looking statements are based on the Company's expectations and beliefs concerning future events. Forward-looking statements are necessarily subject to risks, uncertainties and other factors, many of which are outside the control of the Company, which could cause actual results to differ materially from such statements. The Company makes no undertaking to update or revise the forward-looking statements made in this announcement to reflect any change in circumstances or events after the date of this announcement.



ASX APPENDIX 4D AND FINANCIAL REPORT H1 FY2023 INVESTOR PRESENTATION

13 FEBRUARY 2023

Vitura Health's CanView platform facilitates medicinal cannabis prescription, sales, and distribution for doctors, pharmacies and patients throughout Australia

WE ARE NOW





Investment Highlights - H1 FY2023

Outstanding growth in H1 FY2023, extremely well positioned for the remainder of FY2023

Market leading, profitable and rapidly growing healthcare company with a deep moat around the CanView platform

Profitable, highly cash generative, dividend paid

- o Outstanding growth in the H1 FY2023 half year
- o H1 FY2023 **Gross revenue \$57.64m** (111% growth on pcp)
- o H1 FY2023 Net profit after tax \$7.66m (127% growth on pcp)
- o H1 FY2023 Cash at bank \$14.82m (15% growth on pcp)
- o H1 FY2023 Units sold 450,000 (130% growth on pcp)
- o 1c fully franked dividend paid 11OCT22 and DRP established

CanView - Market leading medicinal cannabis platform

- CanView enables the regulatory compliant prescription, sale and distribution of medicinal cannabis products through its automated, Al enabled and scalable technology platform
- Launched in 2020 the CanView platform is becoming the industry standard for patients, prescribers, pharmacies and suppliers

Strong market growth continuing

- Active medicinal cannabis patients have grown from near zero in 2018 to over 100,000 in 2022¹
- Australian medicinal cannabis market was forecasted to exceed \$400m by end CY22 (up from \$230m in CY21)¹

Operational leverage demonstrated

- o Comparing the half year of FY2023 to the full year of FY2022
- o H1 FY2023 Gross revenue \$57.64m (86% of entire FY2022 at \$67.00m)
- o H1 FY2023 EBITDA \$11.84m (113% of entire FY2022 at \$10.46)
- o H1 FY2023 Net profit after tax \$7.66m (127% of entire FY2022 at \$6.01m)
- o H1 FY2023 Units sold 450,000 (93% of entire FY2022 at 486,000 units)

Deep competitive advantages

- CanView's competitive advantages include -
 - 920+ registered prescribers
 - 7,700+ registered patients
 - 3,300+ pharmacies (60%+ of all pharmacies nationally)
 - o 200 branded products from nearly 30 leading suppliers

Substantial growth opportunity, clear strategy

- Growth Strategy -
- Phase 1 (Complete) National footprint of registered prescribers, pharmacies, patients established on CanView platform
- Phase 2 (FY2023 & beyond) Vitura's expanding team of medical science liaisons to target prescribers across Australia for onboarding, based on data
- o M&A, if shareholder value accretive and synergies exist with business model

1. FreshLeaf Analytics

Financial Highlights - H1 FY2023

A record half year, with Gross Revenue annualizing at \$115m+ and NPAT at \$15m+

Triple digit growth on all financial metrics in H1 FY2023 compared to H1 FY2022

Gross Revenue	
EBITDA	
Net Profit After Tax	
Cash at Bank	
Units Sold via CanView	

H1 FY2023
\$57.64m
\$11.84m
\$7.66m
\$14.82m
450,000 units

Movement
111%
128% 🛕
127%
15%
130%

H1 FY2022
\$27.38
\$5.19m
\$3.38m
\$12.94m
196,000 units

Operational leverage with more EBITDA and NPAT achieved in H1 FY2023, compared the full 12 months of

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Gross Revenue
EBITDA
Net Profit After Tax
Cash at Bank
Units Sold via CanView

H1 FY2023
\$57.64m
\$11.84m
\$7.66m
\$14.82m
450,000 units

% of FY2022
86%
113%
127%
92%
93%

FY2022		
\$67.00m		
\$10.46m		
\$6.01m		
\$16.08m		
486,000 units		

Record months within the record half year of FY2023

An example of a record month in the half year is November 2022 with gross revenue of nearly \$11m

While we saw growth in the half year, significant growth was seen MoM in November when we achieved an annual run rate of \$130m+ in revenue and 1m+ unit sales

\$10.98m

\$11.56m

86,190 UNITS

Record Gross Revenue

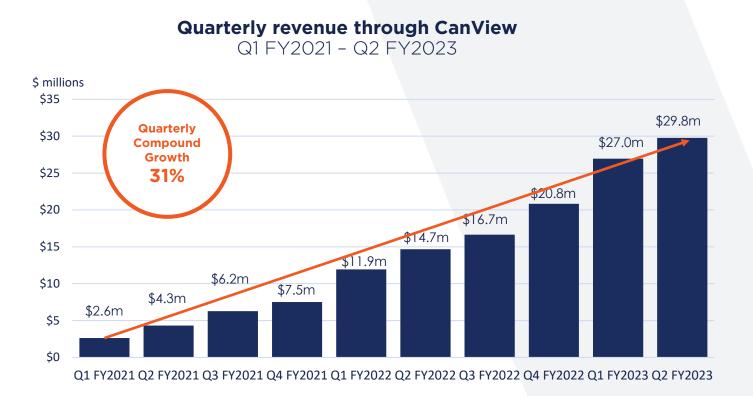
November 2022 Annualised Run Rate: \$131.76m **Record Cash Receipts**

from Customers November 2022 **Record Units Sold**

November 2022 Annualised Run Rate: 1,034,280 units

Significant revenue growth continued over the half year

Record Revenue for Q2 FY2023 of \$29.8m for CanView, an uplift of 10% QoQ, which has resulted in a quarterly compound growth rate of 31% over the previous 10 quarters



- Sales continue to grow as more prescribers and suppliers are onboarded driving volumes through the CanView platform
- This growth is driven by both the increase in size of the medicinal cannabis market, but importantly more volume of prescriptions being directed through CanView by prescribers and pharmacies
- The network effect on the platform compounds as more users are onboarded, which we expect to accelerate with the full roll out of the CanView 2.0 functionality
- This revenue is being achieved with an estimated 3% of all Australian GPs on the CanView platform

Key operational milestones achieved during the half year

CanView 2.0 rollout progress and Melbourne Distribution Centre commissioning

Significant progress being made operationally to continue to scale the business profitably and sustainably

CanView 2.0 Rollout Progress

STAGE 1	Distribution	(DELIVERED)

STAGE 2 Pharmacy (DELIVERED)

STAGE 3 Prescriber and patient mobile app (DELIVERED)

STAGE 4 Supplier (IN PROGRESS)

STAGE 5 Prescriber marketplace and patient onboarding

STAGE 6 Patient treatment tracker

It is anticipated that Stage Five (prescriber marketplace and patient onboarding) and Stage Six (patient treatment tracker) will be completed and rolled out later in FY2023

Melbourne Distribution Centre commissioned

- Secured Victorian Government licences to enable the operation of newlycommissioned Melbourne Distribution Centre ("MDC")
- The two licences permit the supply of Schedule 2 (all products), Schedule 3 (all products), Schedule 4 (all products) and Schedule 8 (cannabis, THC products) products to pharmacies from the MDC
- The MDC facility supports the CanView platform and can facilitate a significant uplift of the Company's medicinal cannabis sales volume
- The MDC puts products closer to pharmacies and patients and will cover distribution in VIC, parts of NSW, SA, WA, TAS. The existing Gold Coast facility will cover the remainder of NSW, QLD, NT, ACT
- o This will result in quicker delivery times to patients, with some pharmacies in Melbourne receiving orders on the same day
- o MDC operation underpins business continuity contingency planning

The Strategic Priorities in FY2023 to deliver growth

Leveraging a successful FY2022 and H1 FY2023, the Team has clear strategic priorities for execution to deliver growth in the scope and scale of Vitura's performance and drive financial results

Growth Strategy Phase 1 - FY2022

ACHIEVED 3,300+ pharmacies (60%+ of all pharmacies) in Australia are registered on CanView

ACHIEVED 920+ prescribers or 2.6%1 of all GPs in Australia are registered on CanView

ACHIEVED 7,700+ patients are registered on CanView

ACHIEVED FY2022 \$67.0m revenue FY2022 \$10.5m EBITDA and FY2022 \$6.0m NPAT

ACHIEVED Proven team of 10 MSLs to deliver growth

ACHIEVED Strong balance sheet as at 30 June 2022

Growth Strategy Phase 2 - FY2023

Primary targets for FY2023

- o Onboarding prescribers against ambitious targets still 97% of GPs still to be potentially onboarded and a significant number of specialists¹
- Vitura's 10 MSLs located across the country will target individual GPs and clinic group to drive prescriber numbers
- o Plans to increase team by up to 50% to drive growth

Data driven sales and engagement strategy

- Developed for FY23 which targets areas of opportunity to onboard prescribers
 - Underserved areas identified in capitals and regions
 - Engagement will also include online and face to face education events
- o Onboarding of prescribers will drive patient and product sales growth

M&A, if shareholder value accretive and synergies exist with business model

1. 31k GPs and 36k specialists in Australia https://www.health.gov.au/health-topics/doctors-and-specialists/in-australia

We are an Australian market leader

Backed by a market leading business model, financial strength and a large addressable market, Vitura is well positioned for further growth in the remainder of FY2023 and beyond

- o Vitura Health has delivered outstanding, profitable growth in FH1 FY2023 with \$57.64 of gross revenue that generated \$7.66m in NPAT
- o Growth continues within the half year, with record months such as **November 2022 with \$10.98m in gross revenue and 86,000 products** sold through the CanView platform
- We operate in a large and rapidly growing Australian medicinal cannabis market, with sales of medicinal cannabis products market forecast to exceed \$400m by end CY2022¹
- We operate a market leading tech platform, CanView, with an ambitious FY2023 growth strategy to onboard more prescribers from a relatively untouched market to drive further growth
- o Our nationwide telehealth clinic businesses, CDA Clinics and Cannadoc, integrate with, and support, CanView to onboard additional patients to the platform
- o There is a deep competitive moat around our business model, with a dominant market position, 920+ prescribers, 3,300+ pharmacies and 7,700+ patients onboarded to CanView with 200 branded products from nearly 30 leading suppliers
- We have an aligned board and management, with proven execution capability to delivery on the strategy



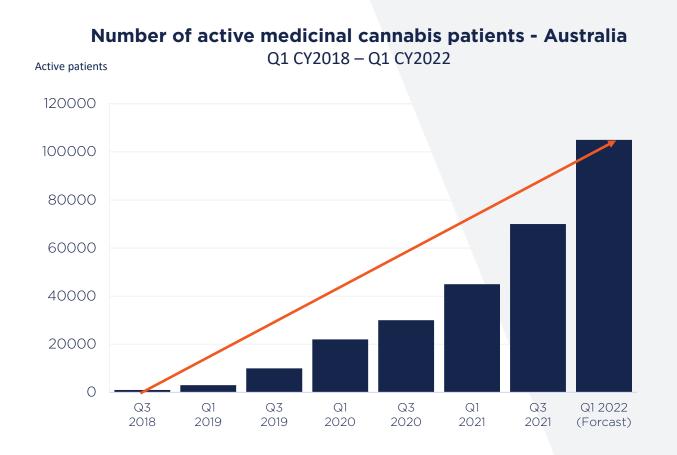
CDACLINICS

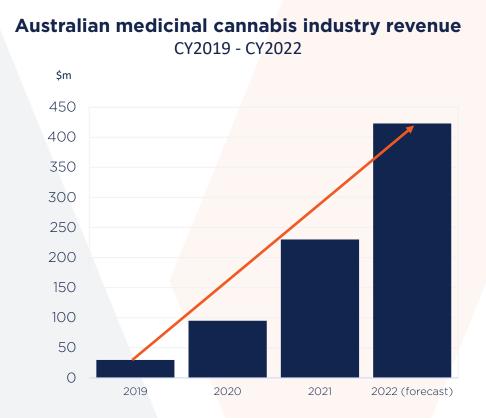




The market we operate in is large and growing rapidly

The medicinal cannabis market continues to grow rapidly in Australia, as cannabinoid therapies become mainstream for patients, prescribers and pharmacists





l. FreshLeaf Analytics Australian Industry Model 2. FreshLeaf Analytics Priding & Patient Model 3. www.tga.gov.au/medicinal-cannabis-role-tga

We operate at the downstream end of the value chain

Vitura is focused on the high value, downstream end of the value chain for sustainable long-term growth and profitability



Challenges of being upstream in the value chain

- Many participants in a crowded market
- Large CAPEX and OPEX spends required to operate and scale upstream business models
- Significant execution risk
- Pricing pressure from low cost jurisdictions globally
- Aggressive competition putting pressure on margins

Benefit of being downstream in the value chain

- Asset light business model
- o Proprietary tech that can be scaled significantly
- Relatively low CAPEX and OPEX cost to scale
- Model can be exported and used for other products
- Highly cash generative business

What we do - a clear focus

Laser focused on the CanView platform, products and our clinic businesses

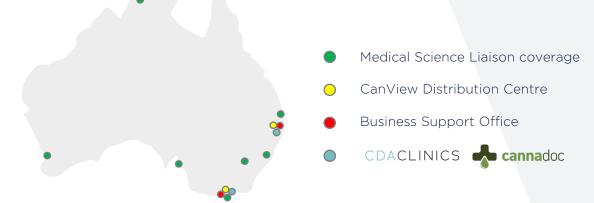
Vitura Health delivers medicinal cannabis prescription, sales and distribution services for doctors, pharmacies and patients throughout Australia

Platform and Products - CanView

- We operate Australia's largest medicinal cannabis marketplace, CanView, which is an online ecosystem for prescribing, ordering, dispensing and education
- Nearly 30 suppliers and brands trust CanView for the prescription, sale and distribution of their products, with over 1.2m units being sold through CanView to date
- We sell 200 branded products, including medicinal cannabis oil and whole flower products

Clinics - CDA Clinics and Cannadoc

 We operate CDA Clinics and Cannadoc that offers nationwide telehealth services for patients seeking to access medicinal cannabis



920+ Prescribers Nationwide in all states and territories
3,300+ Pharmacies Nationwide in all states and territories
100+ team members, right sized to enable growth
Medical Science Liaison coverage Nationwide in all states and territories

The CanView platform

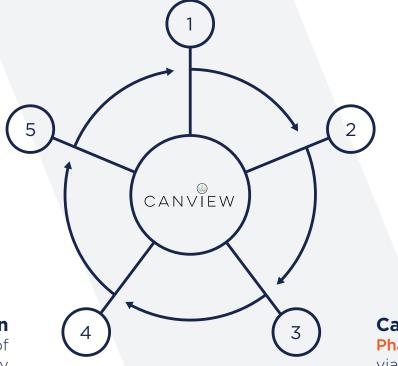
The CanView platform facilitates all aspects of the medicinal cannabis ecosystem for patients, prescribers, pharmacists and suppliers – with a clear Network Effect

Referred Patient

Patient books a Prescriber appointment via CanView in person or via Telehealth

Cannabis Product

Treatment commences, and patient books follow up consultation via CanView



CanView Registered Doctor

Doctor sends prescription, via CanView to any of CanView's 3000+ pharmacies

CanView Distribution

CanView platform facilitates delivery of medicinal cannabis **product** to pharmacy

CanView Registered Pharmacy

Pharmacy orders prescribed product via CanView platform

CanView for Patients

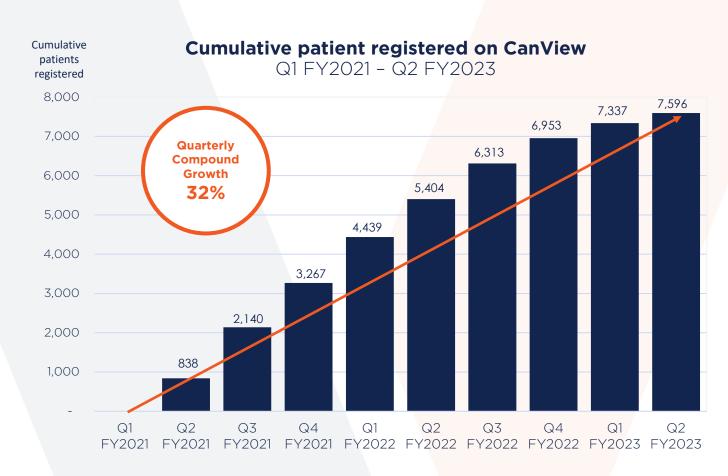


CanView solves multiple problems for patients that were previously impossible, or very difficult to achieve, without the platform

The number of Patients on CanView has grown significantly with 32% quarterly compound growth

CanView provides patients with solutions

- Feedback from Patients has focussed on the disjointed, slow nature of obtaining medicinal cannabis
- Lack of transparency and information has hampered patients in their journey to obtain products
- Patients can use the portal or app to order repeats, track product deliveries and provide clinical feedback



CanView for Prescribers

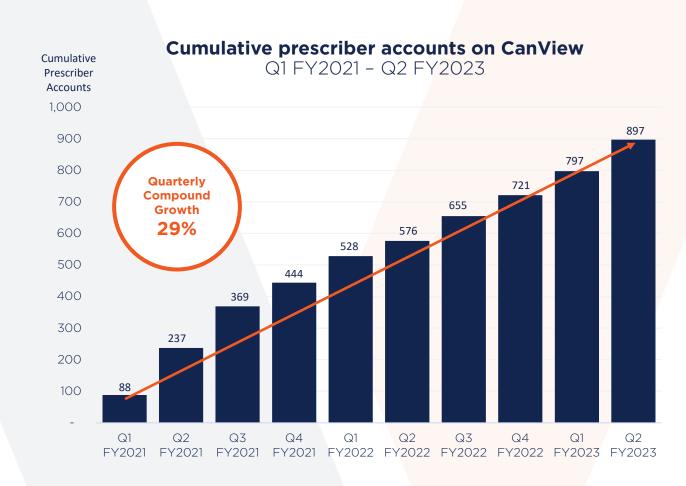


Based on feedback, CanView makes prescribing for medical practitioners streamlined and underpins their compliance obligations for regulators, including AHPRA and the TGA

Quarter on quarter the number of Prescribers grew at a compound rate of 29% to 920+ (only 3% of the total number of GPs in Australia)

CanView provides Prescribers with solutions

- Compliance is a key issue for prescribers they are regulated by AHPRA and the TGA
- CanView underpins efficiency of the prescribing process to deliver optimal patient outcomes
- CanView retains the prescribing documents for compliance purposes while integrating to all major practice management software systems
- Prescribers can generate scripts/escripts within CanView



CanView for Pharmacies

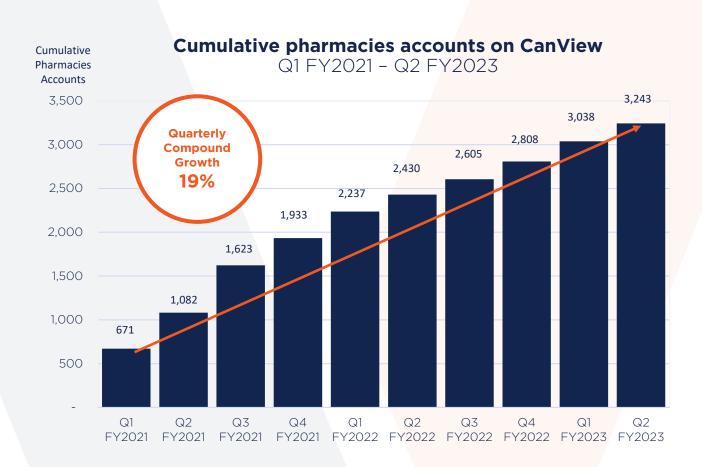


CanView has integrated significant feedback from pharmacies, which saves them time, delivers on compliance and makes dispensing extremely efficient

CanView has onboarded more than 3,300+ Pharmacies in Australia or 60%+ of the market

CanView provides pharmacies with solutions

- Compliance is a key issue for pharmacies as dispensing is completed on approval paperwork that can be retained in the platform dispensing and repeats
- CanView integrates with major dispensing software systems for efficient operation within busy pharmacies
- Real time inventory insight is available for pharmacies
- Using CanView, pharmacies can dispense more products, in a shorter time with compliance confidence







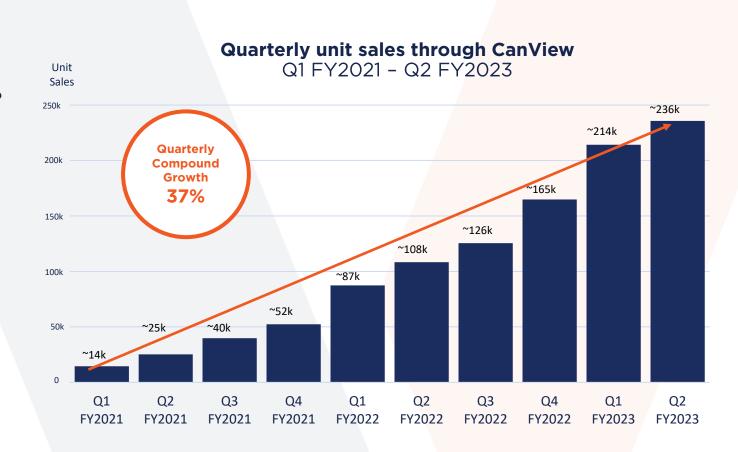
Rather than waiting for monthly updates, CanView provides suppliers with real time data, transparency and forecasting insight

Nearly 30 of the leading suppliers are onboarded on CanView, with unit sales growing at a quarterly compound rate of 37%

 To date over 1.2m units have been sold through CanView, with over 236k in the most recent quarter

CanView provides suppliers with solutions

- Transparency of inventory and sales insight is a key issue that suppliers have struggled with
- CanView provides real time inventory and sales data that is actionable insight for forecasting and manufacturing
- Numerous suppliers on CanView have seen a significant increase in unit sales based on the platform's network effect



Australia's leading suppliers have partnered with CanView

CanView is trusted by Australia's leading suppliers to sell and distribute the widest range of medicinal cannabis products available

















































ANTG





Highly rigorous process to select and onboard suppliers onto the platform, the criteria assessed includes -

Consistency and continuity of product supply

Investment in medical science liaison teams

Strict product quality standards

Dedicated help desk in supplier company

The Team

Strategy and execution focused

We have assembled an experienced, commercially-focused team to execute on the strategy and create sustainable shareholder value over the long term. Experienced **Board** combining deep business development, sales, distribution, branding and regulatory expertise in the healthcare and medicinal cannabis industry. Commercial, execution-focused **management team** to deliver the strategy and create value for shareholders.



Dr Marcia Walker *Interim Chairperson Independent Non- Executive Director*

AUCKLAND

- General PracticeDoctor
- Board member of the New Zealand Medical Association
- Co-Founder of numerous medical clinic businesses



Dr Simone Scovell
Independent
Non-Executive
Director

SYDNEY

- Leader in digital health, med tech
- Founder and CEO of **TOTIUM**
- Director on Federal Government and corporate boards



Jenelle Frewen Independent Non-Executive Director

CANBERRA

- Government relations expert
- Deep policy and engagement experience
- Principal consultant
 Precision Public
 Affairs



Rodney Cocks CSM
Executive Director &
Chief Executive
Officer

MELBOURNE

- Co-Founder of VIT
- Former roles in PE, Linfox, Boston Consulting Group
- Former Victorian
 Australian of the
 Year and
 Harvard Fellow



Guy Headley
Executive Director &
Chief Commercial
Officer

GOLD COAST

- Co-Founder of VIT
- Significant commercial and distribution experience
- Chair of industry body Emerging Therapeutics Association of Australia



Tom HowittChief Financial
Officer & Company
Secretary

MELBOURNE

- Former CFO of Global Kinetics Corporation, Genetic Technologies & Intermoco
- Chartered
 Accountant and former EY
 Manager



Jessimine Jansen Chief Operating Officer

GOLD COAST

- Co-Founder of VIT
- Former Business
 Analyst & Project
 Manager at EY
 London
- Background in managing complex multi-disciplined programmes globally



Appendix 1 - CanView Overview and Benefits

CanView overview and benefits

CanView delivers medicinal cannabis prescription, sales and distribution services for doctors, pharmacies and patients throughout Australia



Free to use | The platform is free for all users to register and use

Compliance | Built in compliance processes for all prescribers, pharmacies and supppliers to fulfil their obligations with regulatory agencies

Education | Free 2.5-hour confident cannabis prescriber proprietary course available on the platform

Free Express Shipping | Same day dispatch if ordered before 1pm from Melbourne or Gold Coast DC

200 Products | CanView has the largest product range in Australia

Live Support | Dedicated and experienced Australian based customer support team for patients, prescribers, pharmacists and suppliers

Business Continuity | Suppliers have stock held in two locations

Al | Enabled to underpin user experience and compliance

Distribution Coverage | All states and territories in Australia

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