

# ASX Appendix 4E

For the year ended 30 June 2024

1. The reporting period covers the year ended 30 June 2024.  
The previous reporting period covers the year ended 30 June 2023.
2. Results for announcement to the Market

	30 June 2024 \$	30 June 2023 \$	Increase/ (decrease) \$	Increase/ (decrease) %
2.1 Total revenues from ordinary activities	123,870,868	117,343,633	6,527,235	5.6%
2.2 The profit from ordinary activities after tax attributable to Members	3,512,378	13,809,389	(10,297,011)	(74.6)%
2.3 The net profit attributable to Members	3,512,378	13,809,389	(10,297,011)	(74.6)%
<p>2.4 On 23 August 2023, the Directors of Vitura declared a dividend of one cent per ordinary share franked as to 100% in respect of the year ended 30 June 2023. The Record Date for the dividend was 5 September 2023 and the payment of the dividend and allotment of shares issued under the Company's Dividend Reinvestment Plan ("DRP") occurred on 28 September 2023. A total of \$5,438,321 was paid in cash and \$142,000 in respect of the above dividend was settled via the issue of 461,294 shares in the Company under the DRP.</p> <p>In view of the Company's performance in 2024 and its strategy to drive stronger EBITDA margins and return the business to growth in 2025 in order to create a diverse and resilient digital health business, in the best interests of the Company, the Directors have resolved not to pay a dividend in respect of the year ended 30 June 2024.</p>				
2.5 Not applicable.				
<p>2.6 Current period commentary</p> <p><b>Statement of Comprehensive Income</b></p> <p>During the year ended 30 June 2024, the Company generated a consolidated profit after income tax of \$3,250,203 (2023: \$13,750,318), a decrease of 76% over the figure for the prior corresponding period, due largely to a decline in the average selling price of products sold through the Canview platform and gross margin pressures experienced industry wide resulting from increased competition. In addition, the Company incurred material one-off costs relating to its acquisition of Doctors on Demand, which was completed in October 2023, significant costs in relation to several legal disputes (which the Company expects to conclude soon), and costs relating to the employee restructure undertaken as part of Vitura's Strategy Reset to right size the Company's cost base to deliver improved efficiencies and financial performance in the 2025 financial year.</p> <p>Revenues generated during the year ended 30 June 2024 totalled \$123,870,868, an increase of almost 6% over the figure for the prior corresponding period. The current year figure comprised the sale and distribution of products (\$108,489,676) and medical consultation and service fees (\$15,381,192), the latter of which included eight months of revenue from the Doctors on Demand business that the Company acquired in late October 2023.</p> <p>Revenue from the sale and distribution of products through Canview fell from the prior corresponding period by 6%, despite the number of units sold through the platform increasing by 7% during the same period. During the 2024 financial year, the Australian medicinal cannabis industry experienced considerable average selling price compression across all SKUs due to increased competition, price discounting and the addition of new suppliers bringing with them a marked increase in the number of medicinal cannabis products sold in the Australian market. Rebates offered by the Company as a percentage of gross sales also increased by nearly 1%, again due to pressure from competing distribution platforms in order to maintain and grow business with the Company's significant pharmacy base.</p>				

Revenues from the provision of clinical consulting and other services increased sharply from the prior corresponding period by \$13,802,451, or 874%, largely due to the acquisition of Doctors on Demand Pty Ltd which was completed on 26 October 2023. Doctors on Demand has increased the numbers of telehealth consultations in both its B2C and B2B service lines, with the volume of monthly consultations having increased by 28% since Vitura acquired the business.

The average gross margin achieved across the Group from the sale of products during the year ended 30 June 2024 was 26.5%, being a decline of about 6% from the prior corresponding period. As noted above, the medicinal cannabis industry has experienced market-wide compression in the average selling price of SKUs offered on Canview, falling from \$124 to \$113, and putting considerable pressure on gross margins. These pressures are partially offset by the Company's clinic operations achieving a gross margin of approximately 36%. It is expected that the margins generated by this business unit will have a positive impact on the Group's overall margin in 2025.

Expenses incurred during the year under review totalled \$30,399,993, an increase of \$10,349,131, or nearly 52%, from the prior corresponding period. A material factor contributing to this increase was the acquisition of Doctors on Demand which included significant one-off transaction and integration costs, legal costs relating to the ongoing litigation matters which are expected to decrease in 2025, and employee restructuring costs incurred in 2024 to right size the Company's cost base as the Company heads into 2025. From November 2023, the Company absorbed the cost base of the Doctors on Demand business which included both headcount and material marketing costs to run the platform. As this business grows, Vitura expects to realise leverage and synergies in the acquired operating expenditure, translating into improved EBITDA in the 2025 financial year.

### Statement of Financial Position

During the year ended 30 June 2024, the Group's cash and cash equivalents decreased by \$7,501,163, or 40%, to \$11,347,887 (2023: \$18,849,050). The main drivers of the decrease were the net payment of \$12,114,124 as part consideration for the acquisition of Doctors on Demand Pty Ltd, the payment of the Company's second consecutive dividend of \$5,438,321 and the payment of \$2,534,188 in income tax, partially offset by \$6,250,000 in loan funds received from ANZ Bank and profits after tax of \$3,250,203 generated during the financial year.

Trade receivables increased by \$2,534,638, or 27%, from the prior year. Of the total balance of trade receivables as at 30 June 2024, the Company notes that one material debtor is overdue (refer Note 3(b) for further details). Other receivables included \$1,094,591 due from the Australian Taxation Office, which the Company will receive following the lodgement of its 2024 income tax return, and an amount of \$489,988 in respect of legal expenses which the Company expects to recover under insurance claims.

The balance of inventories held by the Group at balance date was \$5,010,671, down \$1,898,199, or 27%, from the prior corresponding period. While the total number of discrete SKUs (products) sold through the Canview platform now exceeds 450, a larger proportion of the SKUs are now held by the Company on a consignment basis, meaning that fewer products are initially owned by the Company which, in turn, delivers improvements in its working capital position, as the products are only acquired by the Company prior to the eventual sale. An increase in the provision for obsolete stock of \$136,144, relating to a handful of slow-moving SKUs, was raised at balance date. Plans are underway to sell this inventory above cost prior to their respective expiry dates. It is also noted that the provision is immaterial as a percentage of the value of total inventory on hand.

Intangible assets and goodwill increased materially from the prior corresponding period by \$24,133,143, or 340%, due largely to the assets acquired as part of the acquisition of Doctors on Demand. With the assistance of an independent expert, Management identified the various intangible assets that were acquired and undertook a detailed valuation of these identified assets.

Total liabilities for the Group increased by \$20,844,712, or 174%, as compared to the balance at 30 June 2023. This material increase is principally attributable to the addition of \$6,250,000 in debt financing from the ANZ Bank (partially offset by repayments made during the year of \$900,000) and a further \$6,250,000 in deferred consideration as part of the acquisition of Doctors on Demand. The balance of trade and other payables also now contains supplier and employee payables for the Doctors on Demand business that were not present at the end of the corresponding prior period.

As detailed in the Company's 2023 Annual Report, Vitura signed a new lease agreement during the year in respect of its larger Gold Coast office, which significantly increased its interest-bearing liabilities at balance date, together with a corresponding increase in its right-of-use assets.

## Statement of Cash Flows

During the year ended 30 June 2024, cash receipts from customers (including GST) were \$131,914,007, representing an increase of \$8,256,111, or nearly 7%, on the prior corresponding period. Net cash flows from operations decreased by 28% during the year, due to the 14% increase in payments to suppliers and employees, in line with the increased expenses mentioned above and a \$500,106 increase in interest and other finance charges paid due to eight months of debt financing from the ANZ Bank. This has been partially offset by a decrease in tax payments made of \$4,253,491, reflecting the decline in the Group's profitability.

As at 30 June 2024, an amount of \$1,094,591 is recorded in the Company's balance sheet in relation to tax paid that should be refunded following the lodgement of the Group's 2024 income tax return.

Cash outflows from investing activities increased significantly from the prior corresponding period due primarily to the acquisition of Doctors on Demand Pty Ltd. As mentioned above, approximately half of the acquisition price (\$12,114,124) was funded by the Company with cash. Net cashflows from financing activities improved materially from a net outflow of \$6,098,590 in the prior period to a net outflow of \$1,295,111. The payment of a second one cent dividend to Vitura shareholders (\$5,438,321) was offset by proceeds from the ANZ Bank loan of \$6,250,000 and the proceeds from the exercise of 1,500,000 options (\$405,000).

3. The audited Consolidated Statement of Comprehensive Income for the Group covering the Reporting Period and the Previous Period is provided on page 43 of the Company's 2024 Financial Report (the "Report"). Notes to the Statement are provided from page 47 to page 85 of the Report.
4. The audited Consolidated Statement of Financial Position for the Group covering the Reporting Period and the Previous Period is provided on page 44 of the Report. Notes to the Statement are provided from page 47 to page 85 of the Report.
5. The audited Consolidated Statement of Cash Flows for the Group covering the Reporting Period and the Previous Period is provided on page 46 of the Report. Notes to the Statement are provided from page 47 to page 85 of the Report and Note 29 on page 72 of the Report, in particular.
6. The audited Consolidated Statement of Changes in Equity covering the Reporting Period and the Previous Period is provided on page 45 of the Report. Notes to the Statement are provided from page 47 to page 85 of the Report and a statement of retained earnings covering the same periods is included as Note 26 on page 70 of the Report.
7. On 23 August 2023, the Directors resolved to pay a further dividend of one cent per ordinary share franked as to 100% in respect of the year ended 30 June 2023. It is anticipated that the Record Date for the dividend will be on, or around, 5 September 2023 and that the payment of the dividend and allotment of any shares issued under the Company's Dividend Reinvestment Plan will occur on, or around, 28 September 2023.

In view of the Company's performance in 2024 and its strategy to drive stronger EBITDA margins and return the business to growth in 2025 in order to create a diverse and resilient digital health business, in the best interests of the Company, the Directors have resolved not to pay a dividend in respect of the year ended 30 June 2024.

8. During the year ended 30 June 2024, a total of \$142,000 was settled via the issue of 461,294 shares in the Company under the Company's Dividend Reinvestment Plan. The Record Date for the relevant dividend was 5 September 2023.
9. Net tangible assets per ordinary share as at 30 June 2024 were 1.26 cents.

Net tangible assets per ordinary share as at 30 June 2023, being the previous corresponding balance date, were 4.99 cents.

10. During the year ended 30 June 2024, the Company gained or lost control over the following entities:

<b>Name of entity</b>	Doctors on Demand Pty Ltd
<b>Control gained or lost</b>	Gained
<b>Type of transaction</b>	Acquisition of 100% of the equity of Doctors on Demand Pty Ltd for a total consideration of \$24,513,943
<b>Date of change</b>	26 October 2023
<b>Financial impact</b>	During the period from the date of acquisition to 30 June 2024, Doctors on Demand Pty Ltd contributed a profit of \$945,084 to the consolidated result of the Company.

<b>Name of entity</b>	Prominent Brands Pty Ltd
<b>Control gained or lost</b>	Lost
<b>Type of transaction</b>	Deregistration
<b>Date of change</b>	2 December 2023
<b>Financial impact</b>	Loss for the period ended 2 December 2023 was \$3,111

<b>Name of entity</b>	Personal Care Asia Limited
<b>Control gained or lost</b>	Lost
<b>Type of transaction</b>	Deregistration
<b>Date of change</b>	26 April 2024
<b>Financial impact</b>	Profit for the period ended 26 April 2024 was \$Nil

<b>Name of entity</b>	Canview Dispensary Queensland Pty Ltd
<b>Control gained or lost</b>	Lost
<b>Type of transaction</b>	Deregistration
<b>Date of change</b>	2 December 2023
<b>Financial impact</b>	Profit for the period ended 2 December 2023 was \$Nil

<b>Name of entity</b>	NRT Australia Pty Ltd
<b>Control gained or lost</b>	Lost
<b>Type of transaction</b>	Deregistration
<b>Date of change</b>	2 December 2023
<b>Financial impact</b>	Profit for the period ended 2 December 2023 was \$Nil

<b>Name of entity</b>	CDA Pharmaceuticals Pty Ltd
<b>Control gained or lost</b>	Lost
<b>Type of transaction</b>	Deregistration
<b>Date of change</b>	27 December 2023
<b>Financial impact</b>	Profit for the period ended 27 December 2023 was \$Nil

<b>Name of entity</b>	Cannabis Doctors Aotearoa Limited
<b>Control gained or lost</b>	Lost
<b>Type of transaction</b>	Deregistration
<b>Date of change</b>	22 February 2024
<b>Financial impact</b>	Loss for the period ended 22 February 2024 was \$Nil

11. As at 30 June 2024, the Company held a 50 percent interest in an incorporated joint venture with PharmAla Biotech Holdings Inc. called Cortexa Pty Ltd. A loss of \$230,056 was incurred by the Company from this joint venture during the year ended 30 June 2024.

Also as at 30 June 2024, the Company held a 50 percent interest in an unincorporated joint venture with Releaf Group Limited. There were no material profits or losses generated by the joint venture during the year ended 30 June 2024.

12. Apart from the information contained in the Report and elsewhere in this Appendix 4E, there is no other significant information needed by an investor to make an informed assessment of the Company's financial performance and financial position as at the Reporting Date.
13. The audited consolidated financial statements that are contained in the Report have been prepared in accordance with International Financial Reporting Standards.
14. A commentary on the Company's results for the Reporting Period has been provided in the Financial Analysis section and other sections contained in the Directors' Report which forms part of the Report. Details pertaining to the Group's operating segments are contained in Note 35 on pages 78 to 79 of the Report.
15. The consolidated financial statements for the Group covering the Reporting Period and the Previous Period have been audited by the Company's auditor, Pilot Partners.
16. Not applicable.
17. The Financial Report for the year ended 30 June 2024 was audited by the Company's auditor, Pilot Partners. The audit report provided by Pilot Partners does not contain any modified opinion or emphasis of matter.

Signed on behalf of Vitura Health Limited



**ROBERT IERVASI**

Chair

Dated this 29th day of August, 2024