

ASX ANNOUNCEMENT

FY2025 financial results Investor webinar and presentation

27 AUGUST 2025

Melbourne, Australia – Vitura Health Limited (ASX: VIT) (**Vitura** and **Company**), a leading digital health business, is pleased to confirm details of the investor webinar that will be held later today at which the Company's 2025 financial results will be presented.

The attached presentation will be used in the webinar.

Time and date: **Wednesday, 27 August 2025 at 10.00 am** (Melbourne time)

Registration is available via: <https://loghic.eventsair.com/931785/125702/Site/Register>

**** ENDS ****

VITURA HEALTH LIMITED

ASX : VIT

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Victoria 3141, Australia

[VITURA.COM.AU](https://vitura.com.au)

BHC'S
CANVIEW

CDA
CLINICS

CORTEXA

cannadoc

About Vitura Health Limited (ASX: VIT)

www.vitura.com.au

Vitura Health Limited is diversified digital health business listed on the ASX (ASX: VIT) and, via its wholly owned subsidiaries, operates the following businesses:

- www.burleighheadscannabis.com

Burleigh Heads Cannabis operates the market leading prescriber, patient, pharmacy, and supplier online ecosystem, Canview, which sells and distributes almost 650 therapeutic product and device SKUs within Australia from roughly 65 international and domestic brands.

- www.canview.com.au

Canview is being developed to be a complete end-to-end healthcare ecosystem designed to provide doctors, pharmacists, and patients with a simple and cost-effective way to facilitate the treatment of patients with increased efficiency and compliance. The Canview system is based on a medicines wholesaling platform which seamlessly brings together several disparate SAAS (software-as-a-service) providers including inventory control, invoicing, customer management, reporting and analytics, all linked together through customised integration from third party providers. Underpinning the suite of SAAS elements are several bespoke, internally generated operating procedures and intellectual property assets, supported by the Canview customer support and infield customer engagement teams. Through the integration of the different elements which together make up Canview, the platform provides the best user experience in the industry.

Through the Company's relationships with third party integrators, Canview provides Australian doctors with the ability to integrate their patient management systems directly with the platform and to use their patient information to generate electronic prescriptions within the Canview platform, without the need to input the patient's details. Prescriptions are then sent directly to the Canview patient app where patients can manage their treatment and submit the prescription and subsequent repeats to one of the roughly 4,700 Australian pharmacies with accounts on Canview for dispensing.

While the Company's current operations focus on the sale and distribution of medicinal cannabis products, Vitura is fully licensed and equipped, via its two state-of-the-art distribution centres in Melbourne and the Gold Coast, to distribute all products under Schedules 2, 3, 4, 8 and 9. The establishment during the year of the Company's joint venture to distribute psychedelic products, including MDMA and Psilocybin, is a timely example of the many opportunities that the Company believes can be seamlessly integrated into its existing digital health platform business.

- www.doctorsondemand.com.au

The Company owns Doctors on Demand Pty Ltd, a nationwide 24/7 x 365 telehealth platform business that provide innovative primary health solutions to hundreds of thousands of B2C and B2B patients annually. Services include general medical consults, urgent care, medical certificates, pathology referrals, specialist referrals, men's health, women's health, medicated weight loss and smoking cessation.

- www.cortexa.com.au

The Company owns 50% of Cortexa Pty Ltd, an incorporated joint venture with Canadian-based PharmAla Biotech (CSE: MDMA). Cortexa aims to be the leading supplier of psychedelics, GMP MDMA and GMP psilocybin, for research and therapeutic use in Australia.

- www.candor.com.au

The Company owns Candor Medical that undertakes nationwide telehealth consultations with patients seeking access to medicinal cannabis and other speciality products and services.

- www.releaf.com.au

The Company owns a 50% equity interest in Flora Holdings Pty Ltd, a joint venture that owns and operates a series of medicinal cannabis clinics operating under the Releaf brand.

- www.cdaclinics.com.au

The Company owns CDA Clinics that undertakes nationwide telehealth consultations with patients seeking access to medicinal cannabis.

- www.cannadoc.com.au

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.

Authorised by

Robert Iervasi, Chair and Non-Executive Director

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Forward-looking statements

This announcement includes forward-looking statements which may be identified by words such as 'anticipates', 'believes', 'expects', 'intends', 'may', 'will', 'could', or 'should' and other similar words that involve risks and uncertainties. These forward-looking statements are based on the Company's expectations and beliefs concerning future events as at the date of this announcement. 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.



**FY2025 RESULTS
INVESTOR WEBINAR
27 AUGUST 2025**

**GEOFF COCKERILL, CEO
TOM HOWITT, CFO**



AGENDA

- Updated Vision and Mission
- Company Overview
- FY2025 Highlights, Leadership and Strategy Update
- Operational Overview
- Financial Overview
- Outlook



Vitura has Updated its Vision and Mission ahead of FY2026

- Recognising the continuing evolution of Vitura, in conjunction with the EBITDA growth reported in FY2025, the business has updated its guiding Vision and Mission for FY2026.
- Together, these important statements define where we're going, how we'll get there and grounds us in purpose and commercial execution.
- Importantly, it will unite the team under a common culture to drive engagement and performance

Vision //

To lead the future of healthcare access in specialty and emerging therapies.

Mission //

Build a connected ecosystem of patients, clinicians, pharmacies and suppliers through a seamless platform that delivers trusted access to specialty and emerging therapies.

COMPANY OVERVIEW



Vitura's unique digital health ecosystem

- Fully integrated end-to-end digital health platform with services at every step of the patient journey from GP consulting to medication dispensing.
- Distribution, logistics and route to market services for licensed wholesale supply of products including:
 - Medicinal Cannabis
 - Therapeutic Nicotine Vaping Products
 - MDMA and Psilocybin
- All managed via centralised Canview platform, accessing more than 4,800 Australian pharmacies, being the majority of all pharmacies dispensing alternative therapies.



Vitura captures value at multiple points, supporting sustainable business growth.

Vitura Overview - Our Growing Portfolio of Interconnected Brands



Vitura Overview – Operational Segmentation

Vitura's operations are divided into five interrelated segments enabling it to participate in each step of the doctor, patient, pharmacist and supplier ecosystem.

General Practice Clinic



Products



Specialty Clinics



Joint Venture Clinics



Marketplace



Company Information (as at 25 August 2025)

Shares On Issue	662,254,856
Market Capitalisation (at 7.0 cents)	\$46.4M
Substantial Shareholders	Charlie Shahin AO (17.29%) Guy Headley (15.07%) Sarah Jansen (12.93%) Cronos Group Inc. (8.33%) Matua Jansen (5.45%)
Board of Directors	Robert Iervasi (Chair) Daniel Birch (NED) Gerard Fogarty AO (NED) Rebecca Wilson (NED) Shane Tanner (NED)



FY2025 FINANCIAL HIGHLIGHTS



FY2025 Financial Results - Summary

A\$M	FY2025	FY2024	YOY CHANGE (%)
Operating revenue	124.04	123.87	↑ 0.14
EBITDA	7.63	6.18	↑ 23.5
Normalised EBITDA	8.81	8.38	↑ 5.1
NPAT	3.06	3.25	↓ 5.8
Normalised NPAT	3.88	4.77	↓ 18.6
Normalised earnings per share (cents)	0.64	0.84	↓ 23.8

Notes:

- Normalised results exclude acquisition-related expenses, legal settlement costs with Code4 Cannabis and TGA actions, and the write-off of certain capitalised software. These adjustments provide a clearer view of underlying performance.
- Normalised NPAT result reflects industry-wide price and margin compression in medicinal cannabis, higher amortisation and interest costs, and increased income tax expense due to capitalised IT costs.

Key Points

- **Strong EBITDA growth and dividend**
 - EBITDA \$7.63 million (FY2024: \$6.18 million) - **UP 23.5%**
 - Normalised EBITDA \$8.81 million (FY2024: \$8.38 million) - **UP 5.1%**
 - Operating expenses reduced by \$640,000
 - Fully franked dividend of 0.2 cents per share declared for FY2025
- **Strategic acquisitions and expanding patient reach**
 - Acquired assets of **Releaf Group** (Nov 2024) - via Flora Holdings JV giving access to up to 30,000 additional patients
 - Acquired **Candor Medical** (Feb 2025) - added up to 15,000 new patients
 - Acquired assets of **Heyday Medical** (May 2025) - also via Flora Holdings JV - driving further growth in patient numbers



Key Points

- **Doctors on Demand growth continues**
 - Annualised revenue for July 2025 exceeded \$32 M – **UP 26% vs PCP**
- **Strategic investment by Professor Khalil (Charlie) Shahin AO**
 - Initial \$5.1M investment (Feb 2025) and further share purchases (Aug 2025) make the prominent Australian businessman Vitura's largest shareholder
- **Technology development and risk reduction**
 - Canview platform copy acquired delivering enhanced patient–script–medication connectivity
 - All material legacy legal and regulatory disputes now settled, significantly reducing legal costs and management distraction



New Senior Appointments – Focus on Execution

New Directors



Daniel Birch, Independent Non-Executive Director

- Appointed 27 November 2024



Gerard Fogarty AO, Independent Non-Executive Director

- Appointed 27 November 2024



Rebecca Wilson, Independent Non-Executive Director

- Appointed 27 November 2024



Shane Tanner, Independent Non-Executive Director

- Appointed 27 November 2024

New Executives



Geoffrey Cockerill, Chief Executive Officer

- Commenced 25 November 2024



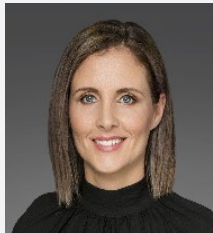
Nicola Swarbrick, Chief Operating Officer

- Commenced 26 August 2024



Dr Stefan Schmidt, Chief Technology Officer

- Commenced 9 September 2024



Toni Cohen, Chief Marketing Officer

- Commenced 6 January 2025

Strategy Reset – Now Executing



STRENGTHEN MARKET POSITION

- Market leadership in MC, nicotine vaping and psychedelic products
- Establish competitive differentiation
- Leverage vertical integration of products and services to provide Australia's leading patient-centric platform



EXPAND CUSTOMER AND MARKET BASE

- Increase customer retention and acquisition through expansion of doctor and clinic networks
- Extend offerings through new verticals and B2B partnerships



TECHNOLOGY ENHANCEMENT

- Enhance and expand Doctors On Demand and Canview platforms to provide a best-in-class digital healthcare experience for patients and partners



FINANCIAL IMPROVEMENT

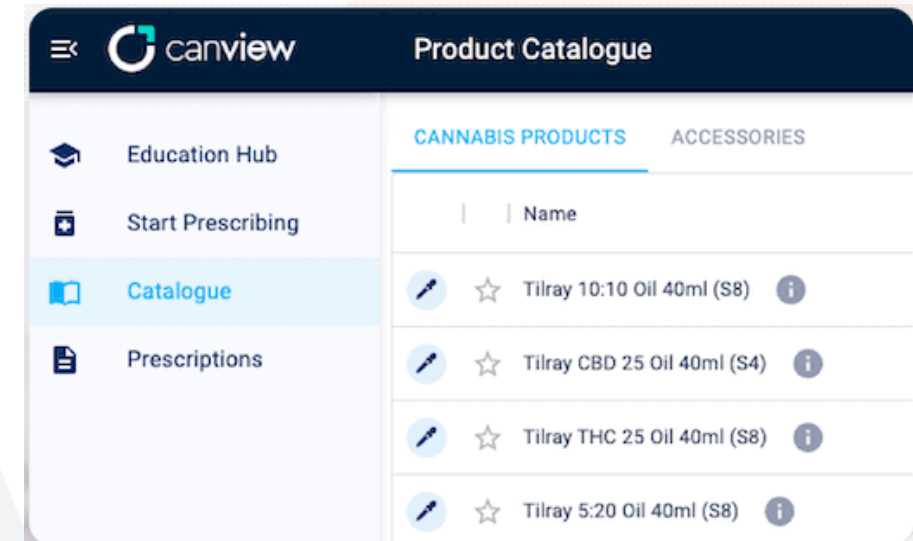
- Disciplined approach to costs and a commitment to growing multiple revenue streams, each designed to support margin enhancement and improved both top and bottom-line performance

OPERATIONAL OVERVIEW



Canview – a recognised leader in the Market

- Vitura's centralised technology platform is Canview
- Full acquisition of Canview platform copy completed in February 2025 delivering enhanced patient-script-medication connectivity
- Canview continues to gain traction, with over 907,000 medicinal cannabis units distributed in FY2025
- Annualised run rate in July 2025 now exceeding 1.2 million units
- Around 600 product SKUs and 70 brands now available on Canview
- More than 500 new doctors registered on the platform, taking the total number to more than 2,700 nationally
- Canview's patient app added 5,000 new users to reach 18,000 overall
- Registered pharmacy accounts on Canview now represent nearly all pharmacies in Australia actively dispensing medicinal cannabis



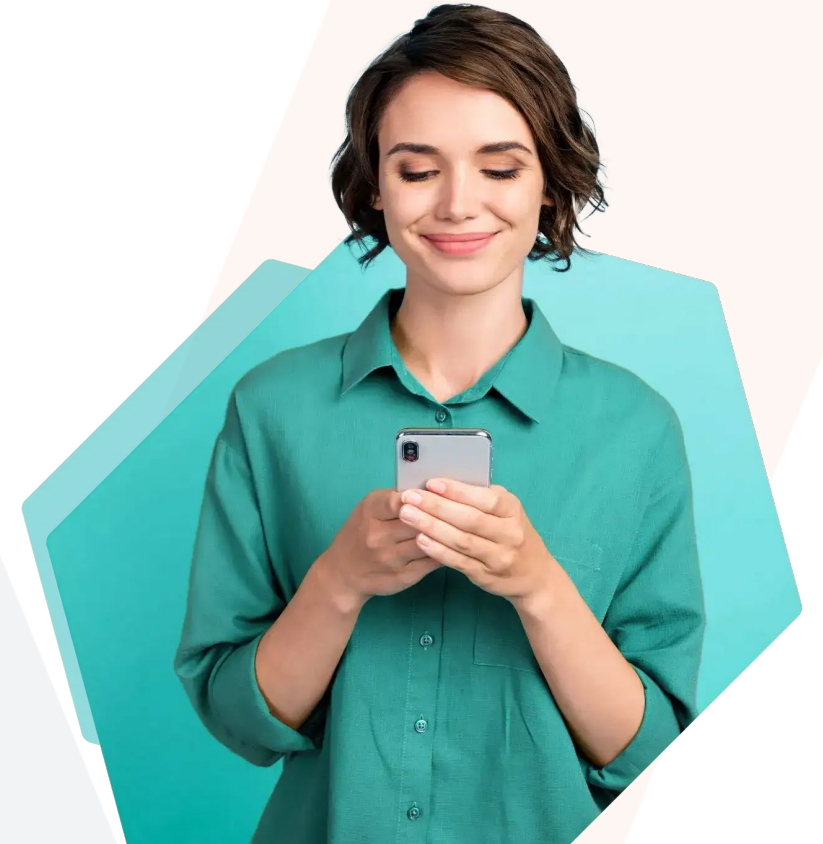
Doctors on Demand – a leader in Australian telehealth

- Doctors on Demand (DoD) acquired by Vitura in October 2023
- Offers 24/7 nationwide general practice telehealth services, 365 days a year
- More than 350 doctors providing consultation services to DoD
- Continued strong growth in FY2025:
 - Annualised revenue for July 2025 of \$32 million **UP 26% vs PCP**
 - Total consultation numbers **UP 25% YOY**
 - Record of almost 377,000 consultations conducted in FY2025
 - Daily record of 1,563 consultations achieved in June 2025
- B2B revenue growth continued **UP 37% YOY**



Acquisitions Driving Growth – Candor and Releaf

- Vitura acquired **Candor Medical**, one of Australia’s leading medicinal cannabis clinics, in February 2025
 - Acquisition brings up to an additional 15,000 patients through a fully integrated digital platform
 - Candor now forms the centrepiece of Vitura’s new and growing “Specialty Clinics” division
-
- Vitura’s 42.5% JV company - Flora Holdings Pty Ltd - acquired the majority of the assets of **Releaf Group Limited** in November 2024
 - Up to 30,000 additional patients registered with Releaf’s clinics when acquired by Flora
 - Patient base actively re-engaged and new medical staff onboarded driving increasing numbers of consultations and revenue



Synergies continue to be realised

- Vitura's **CDA Clinics** and **Cannadoc Health** businesses now successfully migrated to Candor's fully integrated platform
- Ensures patients receive a consistent, modern and expanded telehealth service, with improved patient care
- Assets of **Heyday Medical** acquired in May 2025 by Flora Holdings JV, further increasing the scale of the JV's operations
- Broadens Vitura's clinic footprint and adds experienced personnel to accelerate further growth across all clinic business operations

CDA
CLINICS

 **cannadoc**

 **HEYDAY**®



FY2025 DETAILED FINANCIALS



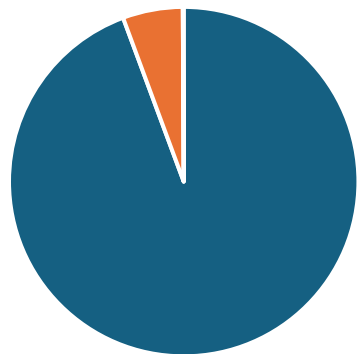
FY2025 revenue and earnings

Total revenue for FY2025 of \$124.0M

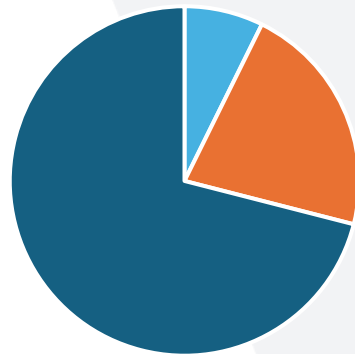
Comprising:

- Sales and distribution: **\$96.3M**
- Consulting and service fees: **\$27.7M**

Sales and Distribution Revenue



Clinics and Services Revenue



■ Medicinal Cannabis Products ■ Nicotine Vaping Products ■ Other ■ Candor Medical ■ DoD - B2C ■ DoD - B2B

- Revenue for FY2025 up slightly by 0.14%
- Consulting and service fees rose strongly by 80%
- Recently acquired businesses (Candor, Releaf and Heyday) continue to diversify revenue streams
- Clinic growth helps offset price compression and competition in medicinal cannabis business
- Strong focus on margin improvement, product mix and disciplined OPEX control across all businesses
- All material legacy legal and regulatory disputes settled in FY2025, reducing legal costs and management distraction, enabling focus on core operations

Cashflow and net cash

	Notes	30 June 2025 \$	30 June 2024 \$
Cash flows from/(used in) operating activities			
Receipts from customers		134,783,876	131,914,007
Payments made to suppliers and employees		(131,886,943)	(122,793,824)
Income tax refund received		1,064,621	-
Interest received		396,925	721,722
Income tax paid		(1,007,096)	(2,534,022)
Interest and other finance charges paid		(683,706)	(310,482)
Net cash flows from/(used in) operating activities	30	2,667,677	6,997,401

- During FY2025, cash receipts from customers (including GST) were \$134.8M
- This represented an increase of \$2.9M (or just over 2%) on the PCP
- Net cash flows from operations decreased by more than 62% during the year, due to the 7% increase in payments to suppliers and employees which, in turn, adversely impacted average gross margins

FY2025 Balance Sheet

	Notes	30 June 2025 \$	30 June 2024 \$
Assets			
Current Assets			
Cash and cash equivalents	10	7,579,097	11,347,887
Trade and other receivables	11	10,530,873	13,736,288
Inventories	12	5,977,807	5,010,671
Other assets	13	1,629,735	877,724
Total Current Assets		25,717,512	30,972,570
Non-Current Assets			
Property, plant and equipment	14	928,150	1,207,719
Right-of-use assets	15	2,231,197	5,260,851
Intangible assets and goodwill	16	40,243,138	31,236,536
Investments in associates using the equity method	17	3,888,686	-
Deferred tax assets	9(e)	1,163,113	1,833,227
Other assets	18	1,322,391	772,564
Total Non-Current Assets		49,776,675	40,310,897
Total Assets		75,494,187	71,283,467
Liabilities			
Current Liabilities			
Trade and other payables	19	13,347,237	14,600,279
Interest-bearing liabilities	20	3,118,921	1,726,376
Employee benefit provisions	21	882,336	774,879
Other liabilities	22	1,487,481	6,257,222
Total Current Liabilities		18,835,975	23,358,756
Non-Current Liabilities			
Interest-bearing liabilities	23	8,849,465	9,295,441
Employee benefit provisions	24	207,972	184,962
Total Non-Current Liabilities		9,057,437	9,480,403
Total Liabilities		27,893,412	32,839,159
Net Assets		47,600,775	38,444,308

- Cash and cash equivalents decreased by \$3.77M, or 33% compared to PCP
- Main drivers included:
 - \$6.25M final payment for Doctors on Demand
 - \$3.11M net acquisition cost of Candor Medical
 - \$4.43M investment in net intangible assets
- Offset by:
 - \$5.17M in capital raised
 - \$3.89M in net loan drawdowns from ANZ Bank
 - \$2.67M in net cashflows from operations
- Total Group liabilities decreased by \$4.95M, or 15%, compared to PCP

FY2025 Growth Preparing Vitura for Strong FY2026

- In FY2025, Vitura achieved growth in revenue, EBITDA margin and OPEX efficiency, with EBITDA up 23.5% year-on-year and total OPEX falling by \$640,000, despite several key acquisitions made during the year.
- In FY2026, Vitura is targeting continued revenue growth, driven by the full integration of recent acquisitions and continued scaling of its current business operations. Management is targeting further EBITDA growth, underpinned by operational efficiencies, acquisition synergies, and a continuing focus on innovation. The Company is committed to NPAT growth and maintaining a robust risk management posture following the resolution of all material legal and regulatory issues.
- More specific guidance will be considered for the Company's 2025 Annual General Meeting.
- With the month of July 2025 now complete, it was pleasing to record total revenue of \$12.3M, being a record for the Company, setting it up well for a return to strong revenue growth in FY2026.

Investment thesis remains strong

- New leadership team executing well against strategic reset
- Proven delivery of initiatives and execution in the marketplace
- New acquisitions integrating well for consistent patient experience
- Medical consulting numbers and service fees rising strongly
- Quality clinical care a benchmark for telehealth service delivery (genuine care rather than just issuing scripts)
- New verticals launched enhancing the healthcare experience and offerings to existing and prospective patients
- Improved financial performance with growth in revenue and EBITDA and demonstrated control of cost base



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