

ASX RELEASE (ASX: MDR)

Trading update – MedAdvisor Solutions to Deliver Strong 1H Trading Performance

- 1H FY24 group operating revenue expected to increase by 10-15% on pcp, with revenue growth expected across ANZ and US
- Solid pipeline for FY24 in the US with current contracted revenue exceeding 90% of projected US revenue
- Cash position at 31 December is expected to be approximately \$20m
- On track to deliver profitable growth in FY24

Melbourne, Australia, 27 November 2023 – World-class medication management platform provider, MedAdvisor Limited (**MedAdvisor Solutions** or the **Company**) is pleased to provide a trading update to the market. For 1H FY24, the Company expects that group revenue will increase by 10-15% on the same period last year, representing a range of \$70.5 million – \$73.5 million.

In the US, 1Q FY24 momentum has continued into 2Q FY24, assisted by strong support across vaccine and chronic medication health programs, with COVID vaccines contributing less than 20% of projected 1H FY24 revenue (40% pcp). 1H FY24 US operating revenue is expected to increase by approximately 8-13% on the pcp. Current contracted revenue for FY24 exceeds 90% of projected revenue.

Assisted by the benefits of the Guildlink integration, SaaS fee increases and growth in health programs, ANZ revenue is expected to increase by over 15% on the pcp.

Benefiting from strong revenue growth and cash collections during the period, and modest cost increases, the cash position at 31 December 2023 is projected to be approximately \$20m, up from \$9.8m reported at 31 September 2023.

MedAdvisor Solutions re-iterates its guidance for profitable growth being achieved in FY24.

Following the completion of a detailed review of the UK pharmacy landscape, the Company expects to announce its plans for its UK strategy shortly.

Commenting on the update, CEO, Rick Ratliff said, "I am so proud of the results that the team is delivering. Customer support is growing across our US adherence and awareness health programs, and ANZ continues to deliver growth from new initiatives. Most pleasing is that our 2Q FY24 revenue will exceed the exceptionally strong 2Q FY23 results. We are entering 2H FY24 with a solidly contracted and diversified revenue base."

"It is also pleasing to see the growth reflected in our cash position, which increased strongly over the quarter."

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This document has been authorised for release by the Board of MedAdvisor Limited.

For more information please contact:

Company

Ancila Desai

Chief Financial Officer and Company Secretary

corporate@medadvisor.com.au

+61 3 9095 3036

Investor Relations

George Kopsiaftis

IR Department

george.kopsiaftis@irdepartment.com.au

+61 409 392 687

About MedAdvisor Solutions

MedAdvisor Solutions is a global leader of pharmacy-driven patient engagement solutions that provide individualized patient experiences to help remove barriers of care. Their solutions are paired with an individualized approach, data-driven insights and innovative, patient-centric digital offerings that simplify the patient medication journey through the pharmacy to empower better health. MedAdvisor Solutions works with over 33,500 pharmacies in the US to deliver programs to help patients take their medication safely and effectively. In Australia, MedAdvisor Solutions has connected over 3.7 million patients through more than 95% of Australian pharmacies. MedAdvisor Solutions is on track to become one of the largest players to aid in the global transformation of the pharmacy of the future through digital patient engagement solutions. In 2018 and 2020, MedAdvisor Solutions was recognized in the AFR Fast 100 and in both 2022 and 2023, received the Retail Excellence Award (REX) for Technology & Automation from Drug Store News. Visit: medadvisorsolutions.com/investors.