

ASX RELEASE (ASX: MDR)

## MedAdvisor Solutions Set to Achieve Record FY24 Performance with Inaugural EBITDA and NPAT Profit

### Key Highlights

- **Strong Momentum Across Key Markets:** Continued growth in both the United States and Australian business units into 4Q FY24.
- **Historic Profit Milestone:** set to achieve inaugural full-year EBITDA and NPAT profit.
- **FY24 Financial Guidance:**
  - Revenue \$120M – \$123M up between \$22m and \$25m on FY23
  - EBITDA \$6.8M – \$7.6M up between \$9.8m and \$10.6m on FY23
  - NPAT \$0.5M – \$0.8M up between \$11.8m and \$12.1m on FY23
- **Key Growth Drivers:** Significant contributions from THRiV in the US and increased transaction fees in Australia.
- **Promising Outlook for FY25:** Anticipated continued growth driven by the increasing adoption of omni-channel solutions and the rollout of innovative new service offerings.

Melbourne, Australia, 22 May 2024 – World-class medication management platform, MedAdvisor Limited (**MedAdvisor Solutions** or the **Company**) is pleased to provide financial guidance for the full year ended 30 June 2024.

As highlighted at the time of the 3Q FY24 Appendix 4C release (23 April 2024), the Company had contracted 100% of US projected 4Q FY24 revenue by 31 March 2024. Strong trading conditions have continued into 4Q FY24, with THRIV programs driving improved profit in the United States. In Australia, transaction fees, introduced on the MedAdvisor Solutions platform on 1 March, continue to build momentum.

Based on the strong 4Q FY24 start and anticipated activity levels over the remainder of this quarter, the Company expects to deliver positive Revenue, EBITDA and NPAT for FY24 as follows:

Year ended	30 June 2024	30 June 2023	Change
Revenue	\$120m - \$123m	\$98.0m	\$22m - \$25m
EBITDA	\$6.8m - \$7.6m	(\$3.0m)	\$9.8m - \$10.6m
NPAT	\$0.5m - \$0.8m	(\$11.3m)	\$11.8m - \$12.1m

Commenting on the market update, MedAdvisor Solutions CEO, Rick Ratliff said:

We are delighted with the robust momentum our business has demonstrated this year. This strong performance reaffirms the essential role of our innovative solutions for clients across the United States, Australia, and New Zealand. A primary objective for this year was to achieve profitable EBITDA growth, and I am proud to announce that our team has successfully met this goal.

Looking ahead to FY25, we anticipate continued growth driven by the increasing adoption of our omni-channel solutions and the introduction of new and innovative service offerings.

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

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**About MedAdvisor Solutions**

*MedAdvisor Solutions (ASX: MDR) 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](http://medadvisorsolutions.com/investors).*