



MedAdvisor Solutions Overview | ASX:MDR

2Q FY25 Update

30 January 2025

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2Q FY25 business summary

Business affected by headwinds in 2Q and set to take advantage of tailwinds

Group

AUD (\$m)	2Q FY25	2Q FY24	Change
Revenue	\$30.8m	\$50.2m	-38.6%
Gross Profit	\$19.6m	\$27.7m	-29.2%
Gross Margin	63.6%	55.2%	+8.4ppts

- Transformation 360° on track.
- January 2025 restructure - expected net savings of \$1.4m in FY25.
- Strategic review in progress.

US

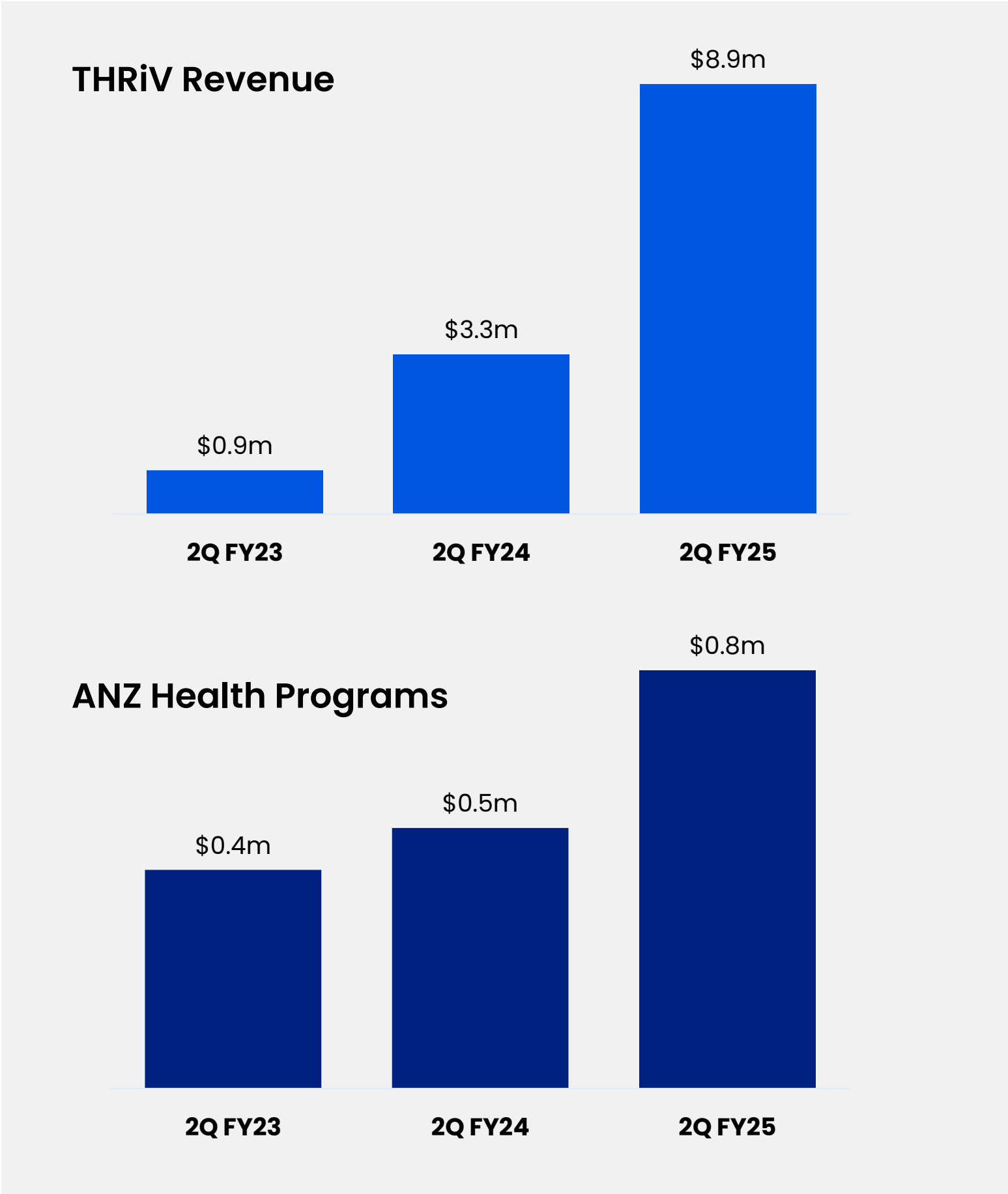
AUD (\$m)	2Q FY25	2Q FY24	Change
Revenue	\$25.3m	\$44.9m	-43.7%
Gross Profit	\$15.3m	\$23.2m	-34.1%
Gross Margin	60.5%	51.7%	+8.8 ppts

- Lower vaccination rates led to a deferral of spend on vaccine related health programs.
- Vaccine related revenue is 64% of 2Q FY25 revenue (2Q FY24: 59%).

ANZ

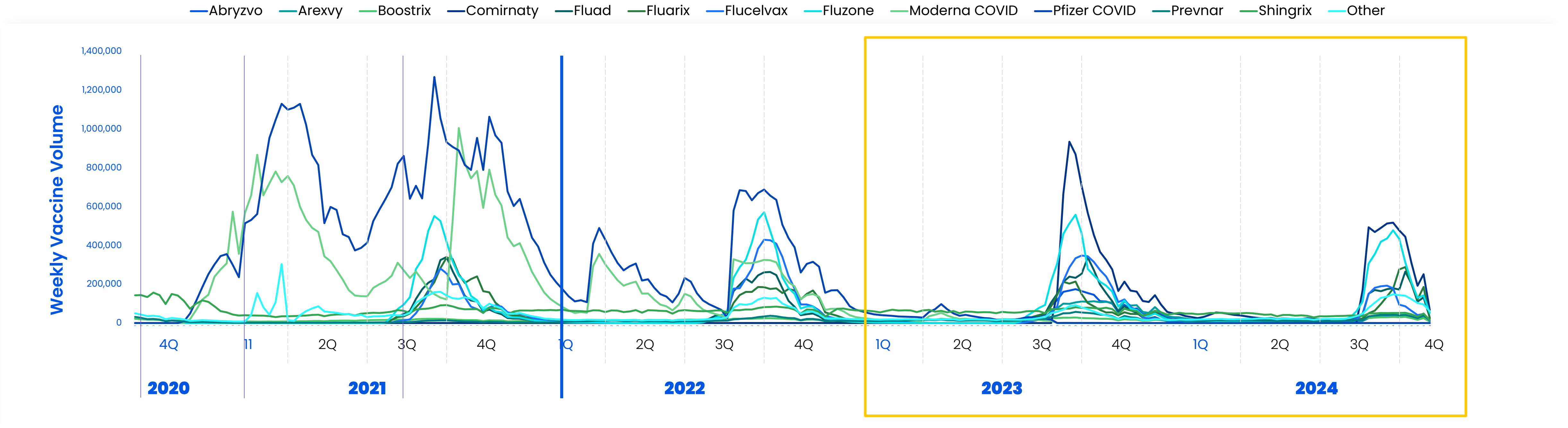
AUD (\$m)	2Q FY25	2Q FY24	Change
Revenue	\$5.4m	\$5.3m	+1.9%
Gross Profit	\$4.3m	\$4.4m	-2.3%
Gross Margin	79.6%	86.2%	-6.6 ppts

- MedAdvisor for Pharmacy cloud migration is progressing according to plan.
- Health programs saw a growth of over 60% in revenue for 2Q FY25 vs. 2Q FY24.



US: Vaccine market

Increased number and concentration of vaccines leading to an opportunity to spread vaccines across the year



Current adult vaccination coverage is 25%



Adult vaccines in market increased by ~25% from 2022 - 2023



The FDA and CDC offered conflicting RSV guidelines

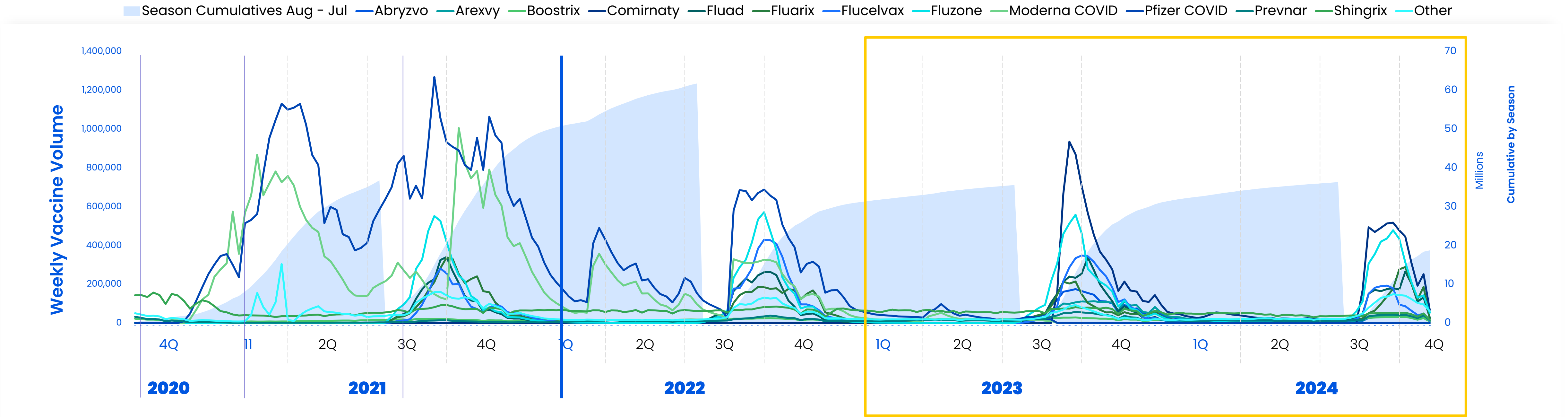


~76% of adults 60+ are still not vaccinated for RSV

US: Vaccine market

Driving vaccine messaging and delivery across the year

Increasing uptake and improving public health



Deliver educational messaging supporting a healthy vaccine journey across the year



Promote Shingles and other non-seasonal vaccines during off-peak times



Promote seasonal vaccines like flu during peak seasons



Increase uptake and public health

Business summary

Business set to take advantage of tailwinds

The global vaccine market is strong and growing

- **\$69B** Value of global vaccine market by 2025
- **6%** Expected annual growth rate (CAGR 2025-2029) ¹

Pharma is investing substantially in vaccines

- **\$1B** Value of 2024 Novavax and Sanofi Partnership: related to vaccines²
- **\$5B** Moderna's projected investment in vaccine initiatives³
- **\$5B** Blackstone Life Sciences fund targeting investments for healthcare and vaccines ⁴

Vast majority of vaccinations delivered in pharmacy ⁵

- **90%** Americans living within 5 miles of a community pharmacy ⁵
- **33%** Americans visiting a pharmacy at least once/week ⁶

Our vaccine programs deliver results

- **50%** higher vaccination rate across all Covid programs
- **40%** higher vaccination rate across all RSV programs
- **25%** higher vaccination rate across all vaccine programs



¹ [Staista, Vaccines Worldwide](#)

² [Iqvia, Trends in Vaccine Administration in the US, 13/01/2023](#)

³ [Jl of the American Pharmacists Assn, Access to community pharmacies: A nationwide geographic information systems cross-sectional analysis, 22/12/2022](#)

⁴ [CVS Health, The Rx Report: The future of community pharmacy opens doors to healthier communities, 2024](#)

⁵ https://www.business-standard.com/world-news/novavax-signs-covid-19-license-deal-with-sanofi-secures-business-viability-124051000593_1.html

⁶ <https://investors.modernatx.com/news/news-details/2024/Moderna-RD-Day-Highlights-Progress-and-Strategic-Priorities/default.aspx>

⁷ https://www.wsj.com/articles/blackstone-eyes-5-billion-for-life-sciences-investments-124b0f22?utm_source=chatgpt.com

Australia Progress: Cloud migration and expanded scope of practice pilots

MedAdvisor for Pharmacy Cloud Migration

The cloud migration began in September 2024 and focused on migrating 95% of pharmacies to the cloud to enhance services, reduce burden and deliver anytime, anywhere access to MedAdvisor for Pharmacy, allowing pharmacists as they take on expanded roles.

90%

Pharmacies transitioned to stage 2 of a three stage migration

100%

Pharmacies expected to be migrated to the cloud by March 2025



Expanded Scope of Practice

Expanded Scope of Practice programs and pilots are designed to address regional demand for healthcare, based on the needs of individual states and territories.

MedAdvisor Solutions has been selected as the preferred ESoP software provider to support a growing list of ESoP programs, including UTI, oral contraceptives, skin conditions, vaccinations, dermatology and more.



3,800

Pharmacies participating in ESoP across 7 states and territories

113,000

Patients received services

121,000

Services completed

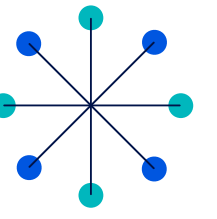


Progress related to cloud migration and ESOP as at 28 January 2025

2H FY25 half outlook



- **2H FY25 Revenue Uplift:** US revenue recovery driven by diversified pipeline and deferred vaccine programs.
- **ANZ Stability:** Steady performance supported by cloud migration and expanded health programs.
- **Cost Savings:** Business restructuring to save \$5M annually from FY26.
- **Strategic Options:** Evaluating options to address valuation gaps while progressing business plans.
- **Innovation Focus:** Advancing AI and platform upgrades to boost efficiency and profitability.



Thank You

