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## ASX ANNOUNCEMENT

20 May 2019

### **MedAdvisor & Zuellig Pharma JV signs its first customer - MedExpress pharmacy chain in the Philippines**

1.5 Million Patients in Asia to be the first to experience MedAdvisor's medication management technology

#### **Key Highlights:**

- MedAdvisor's Joint Venture with Zuellig Pharma (ZP MedAdvisor Pte Ltd, "ZPM") has signed its first customer in Asia - MedExpress Drugstores in the Philippines.
- MedExpress Drugstores is the leading hospital outpatient pharmacy in the Philippines serving 1.5m customers across 50 hospitals nationwide.
- ZP MedAdvisor will provide Digital Medication Adherence Programs leveraging the US investment in the global platform to MedExpress' customers under the MedExpress brand.
- Revenue from this initial agreement is expected to commence in H1 FY20.

**MedAdvisor Limited** (ASX: MDR, the **Company**), Australia's leading digital medication management company, is pleased to announce that its Singapore based 50:50 Joint Venture with US\$13B Zuellig Pharma (ZP MedAdvisor Pte Ltd, "ZPM") has signed as its first customer, MedExpress Drugstores, the leading hospital outpatient pharmacy chain in the Philippines.

#### **MedExpress Drugstores in the Philippines**

MedExpress is the leading hospital outpatient pharmacy chain in the Philippines serving 1.5 million customers in 50 key hospitals nationwide. In addition, MedExpress is also the leading delivery service drugstore in the Philippines.

The agreement with MedExpress is for ZPM to provide a digital adherence programs to its customers via SMS as well as a "MedExpress" white labelled mobile medication management app to help customers track their medication and order refills from MedExpress.

The agreement is for an initial 18-month term commencing from the date of deployment of the MedAdvisor app at the first MedExpress drugstore. The contract is to be renewed for further 24-month extensions thereafter. ZPM will receive an agreed share of the revenue from orders processed, and services provided via the MedExpress app.



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The commercial terms with MedExpress remain confidential, however MedExpress will be paying fixed and variable amounts for access to the Software which will be immaterial to MedAdvisor's revenue in FY20. Potential revenue from pharma manufacturers is unknown at this stage.

All conditions precedent have been met and all material terms disclosed. These Agreements are ongoing as disclosed above with standard termination provisions for material breach or non-performance.

**Robert Read, CEO of MedAdvisor commented:** "I am delighted to have MedExpress Drugstores join us as our first customer in Asia. MedExpress is a highly innovative and reputed business in the Philippines, and we look forward to helping them deliver unprecedented service and convenience to their customers with the MedAdvisor platform".

**Robert Lim, CEO of MedExpress Drugstore commented:** "Partnering with ZP MedAdvisor provides us with an outstanding opportunity to elevate the professional services we provide our customers especially in the area of patient medication adherence. We believe this partnership will further cement our status as the leading innovator in the pharmacy industry in the Philippines".

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**For more information:**

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**About MedAdvisor**

MedAdvisor is a world class medication management platform focused on addressing the gap and burden of medication adherence. Founded with a desire to simplify medication management, the highly automated and intuitive Australian software system connects patients to tools and education materials through their community pharmacy. Available free on mobile and internet devices, the platform also incorporates a variety of valuable and convenient features including reminders, pre-ordering of medications and medicines information, which together improves adherence to chronic medications by over 20%.



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Since launching in 2013, MedAdvisor has connected over one million users through ~55% of Australian pharmacies and a network of thousands of GPs across Australia and in 2018, was recognised in the AFR Fast 100.

### **About MedExpress Drugstores**

MedExpress first started its operation in 2006 and it is the leading Delivery Service Drugstore in the country. It is unique from other retail drugstores because it provides the Patient Medication Safety, Delivery Convenience, & Competitive pricing.

In 2010, MedExpress evolved to a new business model where it partnered with key hospitals to establish and manage a Hospital Outpatient Pharmacy located in the premises of the hospital.

The new business model proved to be very successful because MedExpress is now operating the hospital outpatient pharmacy of the top 50 hospitals in the Philippines with a customer base of 1.5 million patients.

MedExpress also prides itself as the country's leading innovator, with price-match guarantees, unique price discounting approaches and convenient service features such as home delivery, all underpinned by state-of-the-art information technology.