

### ASX ANNOUNCEMENT

29 April 2016

### **Quarterly Activities Report and Appendix 4C**

**Melbourne, 29 April 2016:** MedAdvisor Limited (**ASX:MDR**) an Australian software developer focused on improving health outcomes by placing patients at the centre of connected health platforms, has today released its Quarterly Activities Report and Appendix 4C for the quarter ended 31 March 2016.

MedAdvisor is pleased to note the following milestone announcements that were made during the period:

- 1. Accelerated patient growth, lifting patient numbers by ~20% during the quarter. New patient growth continues to strengthen.
- 2. Completion and launch of GPLink technology, a first-in-kind program designed to enhance doctor-patient interaction, that creates a connected health platform for patients, linking them with their doctor and pharmacy of choice. The first beta phase of the program will allow MedAdvisor to gather data and feedback from doctors as they test the two main functionalities: patient adherence tracking and remote prescription re-issue. The second providing a new transactional revenue stream for MedAdvisor.
- 3. MOU with Arrow Pharmaceuticals, one of Australia's largest generic pharmaceuticals manufacturers. The proposed arrangement will see Arrow Pharmaceuticals' 30-person sales team marketing the MedAdvisor platform directly to its first-line customers which includes pharmacies and allied medical professionals.
- 4. Launch of Epilepsy Queensland partnership at the annual APP conference. The partnership will involve Epilepsy Queensland directly marketing MedAdvisor to its members, to help improve personal medication management for people with epilepsy.
- 5. Strategic Board and Advisory Board appointments, including Ms Sandra Hook as Non-Executive Director, and Mr Kos Sclavos (VP, Pharmacy Guild of Australia (Qld)), Mr Arthur Charlaftis (Chief Operating Officer of REA Group), Mr Mike da Gama (ex GSK and Arrow Pharmaceuticals) and Mr Nick England (former Divisional CEO, Alliance UniChem (now Boots Walgreens Alliance) to the Advisory Board.
- 6. More than 1.3 million prescriptions filled in Australia via MedAdvisor's Tap-to-Refill feature, approximating \$53 million in pharmacy sales.

Mr Robert Read, CEO of MedAdvisor, said: "It has been a strong quarter for MedAdvisor as we have built vital foundations that will power the Company's growth and ensure MedAdvisor becomes an integral requirement for efficient chronic health management. We were delighted



with the calibre of directors we attracted to our Board and Advisory Board and we are confident the company will derive significant benefit from their collective expertise."

"We are also excited to have the technology built and to be launching the first phase of GPLink, allowing us to test and refine the program in the market. We expect to provide further updates about MedAdvisor's proposed sales and marketing partnership with Arrow Pharmaceuticals to the market in due course."

#### **4C Cashflow Statement**

- Total cash receipts for the quarter were \$271,000
- Cash outflow for the quarter was \$788,000
- Cash balance as of 31 March 2016 was \$3.89 million

Receipts for the quarter were \$271,000, varying from the previous quarter due in part to the timing of a number of upfront annual payments to the Company.

Cash outflow during the quarter was lower than expected, at \$788,000, and the Company's cash balance was \$3.89 million.

-ENDS-

#### **About MedAdvisor**

MedAdvisor is an Australian software systems developer focused on addressing gaps in personal medication adherence. MedAdvisor's free app connects to pharmacy dispensing systems to automatically retrieve medication records and drive an intelligent training, information and reminder system to ensure correct and reliable medication use. It was the most downloaded pharmacy or medication-related app in Apple and Android stores in Australia in 2014 and 2015, and is being used by more than 140,000 Australians. A quarter of all Australian pharmacies subscribe to the MedAdvisor software platform. MedAdvisor's convenient Tap-to-Refill feature had resulted in more than 1.3 million prescription refills by Australian consumers.

MedAdvisor has established sales and marketing partnerships with private health insurer, BUPA, and has training and service contracts with top tier global pharmaceutical companies, including GSK, AstraZeneca, UCB, Apotex and Arrow Pharmaceuticals. MedAdvisor has a Health Association Partnership with Epilepsy Queensland.

### For more information

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Rule 4.7B

### **Appendix 4C**

## Quarterly report for entities admitted on the basis of commitments

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10

Name of entity

ABN

### **MEDADVISOR LIMITED**

Quarter ended ("current quarter")

17 145 327 617

31-March-2016

### Consolidated statement of cash flows

		Current quarter	Year to date ( 9 months)
Cash flows related to operating activities		\$A'000	\$A'000
1.1	Receipts from customers (1)	271	1,314
1.2	Payments for :		
	(a) staff costs - R&D	(200)	(493)
	(b) staff costs - other	(373)	(882)
	(c) advertising and marketing	(172)	(419)
	(d) research and development	-	(9)
	(e) leased assets	-	-
	(f) other working capital	(310)	(1,095)
1.3	Dividends received	-	-
1.4	Interest and other items of a similar nature received	-	8
1.5	Interest and other costs of finance paid	25	25
1.6	Income taxes paid	-	-
1.7	Other (provide details if material)	_	-
	Net operating cash flows	(759)	(1,551)

<sup>(1)</sup> Includes \$281K from R&D Tax Concession received in the current quarter

# Appendix 4C Quarterly report for entities admitted on the basis of commitments

		Current quarter	Year to date ( 9 months)
		\$A'000	\$A'000
1.8	Net operating cash flows (carried forward)	(759)	(1,551)
	Cash flows related to investing activities		
1.9	Payment for acquisition of:		
1.5	(a) businesses (item 5)	_	_
	(b) equity investments	_	-
	(c) intellectual property	-	-
	(d) physical non-current assets	(29)	(194)
	(e) other non-current assets	-	-
1.1	Proceeds from disposal of:	_	_
	(a) businesses (item 5)	_	_
	(b) equity investments	-	-
	(c) intellectual property	-	-
	(d) physical non-current assets	-	-
	(e) other non-current assets	-	-
1.11	Loans to other entities		-
1.12	Loans repaid by other entities		_
1.13	Other (provide details if material)	_	_
1.13	Net investing cash flows	(29)	(194)
1.14	Total operating and investing cash flows	(788)	(1,745)
		(1.32)	(=,-:=,
	Cash flows related to financing activities		
1.15	Proceeds from issues of shares, options, etc.	-	5,100
1.16	Proceeds from sale of forfeited shares	-	-
1.17	Proceeds from borrowings	-	597
1.18	Repayment of borrowings	-	-
1.19	Dividends paid	-	-
1.2	Other (provide details if material)	-	(655)
	Net financing cash flows	-	5,042
	Net increase (decrease) in cash held	(788)	3,297
1.21 (a)	Cash at beginning of quarter/year to date	4,680	571
1.21 (b)	Cash acquired on reverse takeover of parent	-	24
1.22	Exchange rate adjustments to item 1.20	-	-
1.23	Cash at end of quarter	3,892	3,892

<sup>+</sup>See chapter 19 for defined terms.

### Payments to directors of the entity and associates of the directors Payments to related entities of the entity and associates of the related entities

		Current quarter
		\$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	163
1.25	Aggregate amount of loans to the parties included in item 1.11	-

1.26 Explanation necessary for an understanding of the transactions

N/A	
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### Non-cash financing and investing activities

2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

N/A			

### Financing facilities available

Add notes as necessary for an understanding of the position.

		Amount available	Amount Used
		\$A'000	\$A'000
3.1	Loan facilities	•	-
3.2	Credit standby arrangements	-	-

### **Reconciliation of cash**

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.		Current quarter \$A'000	Previous quarter \$A'000
4.1	Cash on hand and at bank	3,838	4,625
4.2	Deposits at call	54	55
4.3	Bank overdraft	-	-
4.4	Other (provide details)	-	-
Total: cash at end of quarter (item 1.23)		3,892	4,680

<sup>+</sup>See chapter 19 for defined terms.

### admitted on the basis of commitments

### Acquisitions and disposals of business entities

5.1	Name of entity
5.2	Place of incorporation or registration
5.3	Consideration for acquisition or disposal
5.4	Total net assets
5.5	Nature of business

Acquisitions	Disposals
(Item 1.9(a))	(Item 1.10(a))
N/A	N/A

### **Compliance statement**

- This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Date:

29-Apr-16

(Company secretary)

Print name: Carlo Campiciano

### **Notes**

- The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
- The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
- Accounting Standards. ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.