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ASX Announcement – 24 October 2024

Visionflex Group Limited (ASX: VFX)

Chair and CEO Addresses – 2024 Annual General Meeting

Chair's Address – Christopher Whitehead

Good morning, I am pleased to present the Chair Address for the past 12 months, a year marked by transformative change, robust growth, and significant achievements for Visionflex. Through the careful execution of strategic initiatives, we have set the foundation for sustainable, long-term success. A key highlight was the successful rebranding of the Group to Visionflex, a move that symbolises our focused vision for the future.

Over the past 12 months we have completed the divestment of the MyHealth1st Business and closed down the legacy poorly performing 1ST Group Pet Yeti and GoBookings businesses. We can therefore focus all our resources on the significant opportunities in digital health.

This increased focus has resulted in several significant enterprise digital health contract wins, establishing a strong foundation of referenceability for future growth. Notably, the contracts secured with WA Primary Health Alliance, Woodside Energy, and Kha Loc Medical, our first contract in Vietnam, have been particularly key.

One of the most important aspects of this transformation has been an increased focus on developing and selling our proprietary software solutions. We recognise the critical importance of recurring SAAS contracts in ensuring a profitable future, and this focus will continue to be a driving force for our growth.

The capital raise completed in July 2024, injected new funds and improved our balance sheet, which previously held over \$6 million in debt, reducing interest costs and allowing us to further invest in key growth opportunities.

With a more solid foundation in place, we are increasingly confident in our ability to grow our business and expand our global presence. We remain focused on innovation, operational excellence, and maintaining a culture that fosters creativity and high performance.

It is often said that a company is only as strong as its people. At Visionflex, this rings especially true. While the financial and operational transformations have been well-documented, the passion and dedication of our people has been critical to creation of the opportunities now apparent.

The leadership team, headed up by our CEO, Josh Munday, has navigated Visionflex through this period of intense change with agility, focus, and innovation. The commitment to fostering an inclusive, customer-centric, and high-performance culture has empowered our team to take ownership of their roles and drive our success.

We are determined to establish a world-class team that is well-equipped to execute on our ambitious growth plans. I want to extend my gratitude to Josh and the entire Visionflex team for their dedication and hard work throughout this year of change.

I would also like to thank my fellow Directors for their application in strengthening our strategy, supporting our leaders in execution and in improving our governance.

Today Visionflex is uniquely positioned to capitalise on emerging virtual care trends, and we are committed to delivering increasing value to our shareholders, customers, and partners.

In finishing, I would like to again thank our shareholders—particularly Adcock Private Equity and John Plummer—for their unwavering support, which has been critical to our success.

Thank you all for your trust and confidence in the evolution of Visionflex. The past two years since I joined the Board have been challenging, however I am confident that our opportunities are brighter and more promising than ever before.

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CEO's Business Update – Joshua Munday

Dear Shareholders,

Good morning. It is my pleasure to present Visionflex's achievements over the past 12 months—a transformative year that has positioned us as a leader in the virtual healthcare industry.

In FY24, we successfully executed a complex transition by exiting our legacy businesses (My Health 1st, GoBookings.com, and PetYeti) to focus entirely on Visionflex. This decision has strengthened our focus and placed us in an excellent position to capitalise on emerging opportunities in virtual healthcare, both in Australia and globally. We have not only navigated this shift but have also made substantial progress toward our strategic objectives, securing new partnerships, expanding our market presence, and significantly improving our financial performance.

Expanding Our Market Presence at Home

At Visionflex, we believe that healthcare should be accessible, efficient, and connected. Our integrated hardware and software platform empowers healthcare providers to deliver comprehensive, real time collaborative care, regardless of the location. This model has driven rapid expansion across Australia, enabling us to provide innovative healthcare services to metropolitan and regional communities alike.

Over the past year, we have secured new private and public partnerships across aged care, hospitals, and primary care sectors, positioning Visionflex for continued market share growth in FY25.

Leading the Way in Aged Care

With legislative reforms now in place, there is significant government and private investment in the aged care sector, focusing on technology to deliver efficient, connected care. Visionflex is the market leader in this space, with our virtual care infrastructure now deployed in over 500 residential aged care facilities, providing essential care to residents across the country. In FY25, our focus will be on strengthening existing partnerships while pursuing new opportunities across both the public and private sectors.

Expanding into the Hospital Network

As public and private hospitals increasingly invest in Hospital In the Home (HITH) services, Visionflex is well-positioned to play a key role in reducing hospital admissions and improving care outcomes. With HITH trials already underway in metropolitan Sydney and regional NSW, we expect to expand our presence in both public and private hospitals across Australia in the second half of FY25.

Addressing Healthcare Gaps in Regional Communities

In regional Australia, the shortage of healthcare professionals has created an urgent need for virtual care solutions. In the past year, we partnered with the Queensland Primary Health Network to deploy our platform in GP clinics across the Darling Downs region. This model has proven successful, increasing patient consultations, and expanded Visionflex's presence. We are now pursuing additional strategic partnerships in the primary care sector to further strengthen our reach.

Strengthening Our Presence in International Markets

Our success in Australia has opened doors for further international expansion. We are now leveraging strategic partnerships to grow our market presence without requiring significant capital outlay. Recent agreements in New Zealand and Vietnam, along with ongoing efforts in India, Europe and the Americas, are strategically positioning us to extend our domestic success on a global scale.

In FY25, our focus will remain on building strategic distribution partnerships, particularly in New Zealand, Asia, and the Americas. Our goal is to grow international revenue in the second half of FY25, while commencing further trial deployments in key regions.

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Financial Performance and Growth

Our financial performance over the past 12 months is a testament to our ability to execute on our strategy. In FY24, Visionflex delivered a 169% increase in revenue, from \$2.6 million to \$6.95 million, and reduced our EBITDA loss by 79%, from \$3.2 million to \$0.7 million. This progress brings us closer to profitability and demonstrates our focus on balancing growth with operational discipline.

A highlight of our financial performance has been the shift to recurring subscription revenue, with our software license income growing by 199% in FY24, expanding our contract portfolio ARR from \$0.3 million to \$1.3 million. This shift to recurring revenue saw a 2% increase in gross profit margins, which was 61% in FY24. We expect this trend to continue as we look to further increase our mix of recurring revenue.

We remain focused on managing costs responsibly. Our operating costs increased by just 4% in FY24, as we strategically invested in areas essential for future growth, including sales, production, and customer success. These investments in talent and infrastructure are already yielding positive results, enabling us to scale operations effectively. Notably, we saw a 24% reduction in other operational costs, including administration and IT, ensuring we are operating efficiently as we grow.

A Focus on Innovation

Innovation remains at the core of Visionflex's strategy. In FY24, we enhanced our platform's clinical decision-making capabilities, providing healthcare providers with more powerful tools to deliver high-quality care. Our focus for FY25 is advancing care model partnerships, which have the potential to drive further product revenue and adoption.

Looking Ahead

Looking forward, our focus remains on four clear objectives:

- 1. Achieve profitability** – Our top priority is to achieve sustained profitability.
- 2. Grow software revenue** – We will continue expanding our recurring revenue base, focusing on increasing margins through recurring income.
- 3. Expand market share at home** – We will continue to expand our presence in the Aged Care, Primary Care, and Hospital sectors in both metropolitan and regional communities.
- 4. Strengthen our international presence** – We will drive international growth through strategic partnerships, with a focus on increasing international revenue in the second half of FY25.

Conclusion

In closing, I would like to extend my sincere thanks to our incredible team, our loyal customers, partners, and, of course, our shareholders. Visionflex is well-positioned to build on the strong foundation we have laid. From metropolitan health networks to community-based care, Visionflex is transforming healthcare delivery by connecting healthcare teams with the tools and technology needed to provide effective, efficient, and high-quality care.

Together, we are poised to transform healthcare delivery, both locally and globally, and ensure that high-quality care is accessible to all.

Thank you.

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This announcement was approved for release by the Board of Directors.

Visionflex Overview

Visionflex is a global virtual healthcare platform that enables medical professionals to diagnose, monitor and treat patients over a secure, private network. To date, Visionflex has advanced the care of patients in segments including the primary healthcare networks, aged care, aboriginal health organisations, hospitals, corrective services, and the resource sectors.