

## Q2 FY25 Quarterly Webinar Presentation

Visionflex Group Ltd (ASX:VFX) (“Visionflex Group” or “The Company”), a leader in virtual diagnostic healthcare technology solutions, is pleased to advise that CEO Joshua Munday will today deliver the latest investor presentation as part of an investor webinar, to be held at 12pm.

Shareholders, investors and interested parties are encouraged to register to attend the webinar:

**Webinar Details:** 12pm AEDT, Monday 3 February 2025.

**Link to register to attend the presentation:** <https://zoom.us/meeting/register/jJZTHEScRuyMolUYTMcUJw>

A copy of the presentation is attached to this announcement and a replay of the webinar will be available at the above-mentioned link shortly following the conclusion of the live session.

-- END --

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

### For more information:

Joe Durak  
Lynx Advisors  
[joe@lynxadvisors.com.au](mailto:joe@lynxadvisors.com.au)

Joshua Munday  
CEO, Visionflex Group  
[jmunday@visionflex.com](mailto:jmunday@visionflex.com)

### About Visionflex Group

At Visionflex, we believe that healthcare should be accessible, efficient, and connected. Our integrated hardware and software platform allows healthcare providers to deliver comprehensive, collaborative care in real time, no matter the location. From metropolitan health networks to community-based care, Visionflex is reshaping how healthcare is delivered by connecting healthcare teams with the tools and technology needed to provide effective, efficient, and high-quality care.

For more information, visit [vfx-group.com](http://vfx-group.com)

Visionflex Group

ASX:VFX

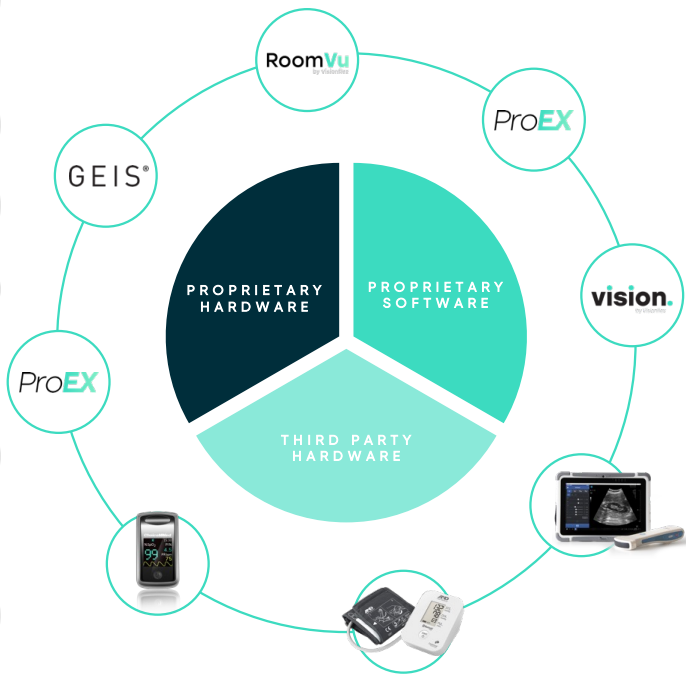
Q2 FY25 Results

FEBRUARY 2025



# The Visionflex mission

Empowering health practitioners globally with cutting edge technologies to elevate patient outcomes.



Visionflex Group



Visionflex proprietary hardware and software connect a range of third-party medical devices to empower practitioners to deliver world class virtual care.

# Hardware

Visionflex hardware enables health practitioners to virtually conduct medical examinations with confidence and serves as a foundational step for establishing long term software subscriptions.

## PERIPHERALS + SOFTWARE



GEIS® Camera and peripheral devices integrated with Visionflex software, to deliver clinical consultations virtually.

\$5K-\$10K HARDWARE PER UNIT

## DEVICE + PERIPHERALS + SOFTWARE



Mobile solution, including tablet/laptop, GEIS® Camera and peripherals, integrated with Visionflex software, to deliver clinical consultations virtually.

\$10K-\$15K HARDWARE PER UNIT

## MEDICAL CART + PERIPHERALS + SOFTWARE



Medical cart, all-in-one computer, PTZ and GEIS® Camera, peripherals, integrated with Visionflex software, to deliver clinical consultations virtually in healthcare setting.

\$15K-\$30K HARDWARE PER UNIT

## Software licensing fee ~\$5k per annum

Clients that have existing medical devices and require virtual clinical consultation capability in any setting.

Clients that require mobile devices to deliver virtual clinical consultations (i.e., in-home care, out-patient services, rural health care and GP clinics ).

Clients that are in physical healthcare settings that require virtual clinical consultation capabilities (i.e., hospitals, aged care and correctional facilities, rural health care and GP clinics).

# Proprietary Software (Virtual Care Platform)

A virtual healthcare platform allowing practitioners to virtually examine, diagnose, monitor, and treat patients.

## ProEX Software

Perform collaborative, clinical, evidence-based consultations between clinicians and patients in any location.



**Clinical grade consultations:** Perform in-depth clinical consultations on any internet connected device.



**Real time clinical data:** Connectivity with a multitude of peripheral diagnostic devices providing real time clinical data.



**Connect multiple cameras:** Simultaneously include feeds from multiple medical cameras within the consultation.



**Secure patient data:** Capture and securely transfer sensitive patient data of video, images and information into electronic health records.



A user-friendly video conferencing platform that delivers health services and medical expertise to patients via internet connected devices.



**Enhanced video conferencing:** Delivers diagnostic-quality video and audio, with high-speed data transmission and end-to-end encryption.



**Real time data access:** Integrates seamlessly with ProEX Software, allowing patient health data to be collected, viewed, and shared real time.



**Stethoscope audio transition:** Digitally transmits stethoscope audio unattainable through conventional video conferencing platforms due to its unique frequency type.



**Image capture and sharing:** Capture, annotate and instantly share clinical images while conducting video consultations for live discussion and collaboration.

# Revenue Model

personal use only  
 Visionflex Group  
 Repeat Revenue  
 GP margin  
 Revenue Streams  
 Key Product/ Services  
 Core Offering

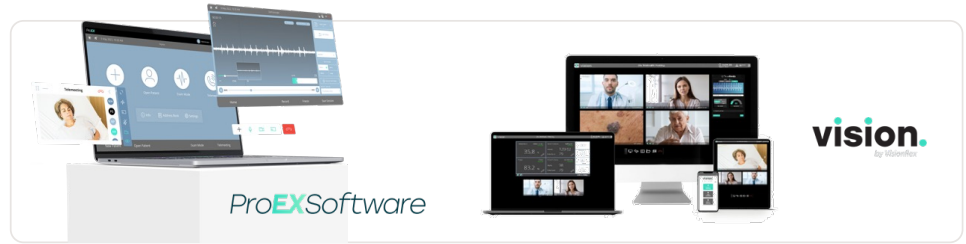
## HARDWARE



UPFRONT / ONE-OFF  
 \$5k – \$30k per unit depending on solution

60-65% GP margin

## SOFTWARE



RECURRING REVENUE  
 ~\$5k per annum for annual software license

90-95% GP margin

Each new software license typically sold with hardware solution

# Q2 FY25 Highlights



## \$0.9m Revenue

~37% from recurring software & support  
12% down on Q1 FY25 and 47% on the pcip



## \$1.6M ARR\*

Up 8% from Q1 FY25 and 114% on the pcip



## \$0.8M Cash Receipts

Up 3% on Q1 FY25 and down 60% on the pcip



## (\$0.5M) Operating Cash Outflow

Material improvement of \$1.1m  
vs Q1 FY25 (\$1.6m) and 15% improvement on  
the pcip



## Several Key Contracts Secured

BUPA, Spark Health (NZ), Darling Downs  
Indigenous Wellness Connect



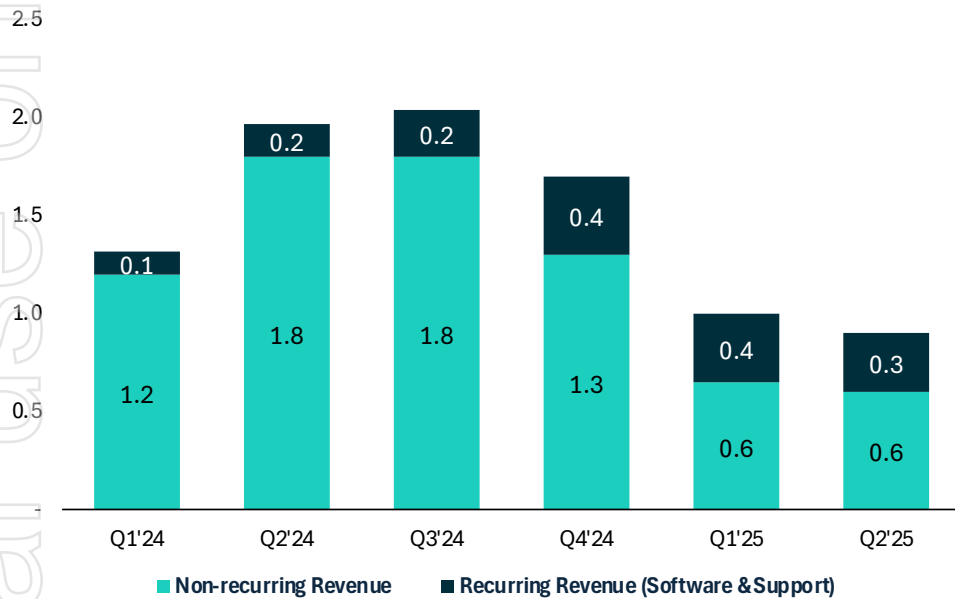
## \$2.4M Cash Balance

Additional debt headroom available. Up 450% on  
Q1 FY25 and 38% on the pcip

(\*) Annual Recurring Revenue (ARR) is recognised as revenue over the contracted period.

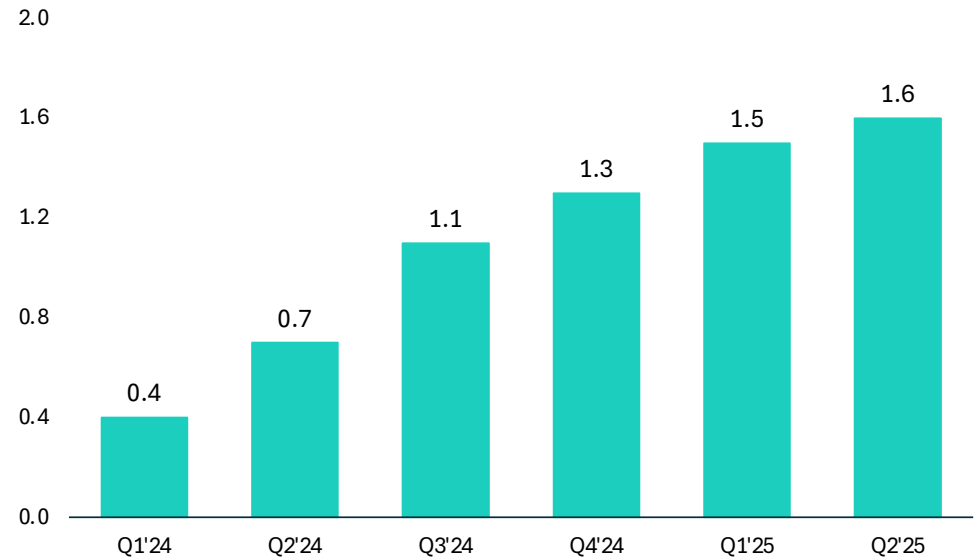
# Q2 FY25 Financial Trends

## REVENUE (\$m)



- Q2 FY25 revenue of **\$0.9m**, with **~37%** from recurring software & support.
- Revenue lower than pcp as large enterprise sales won in FY24 - WA PHA (Aged Care) and Qld PHN - were implemented during that period.

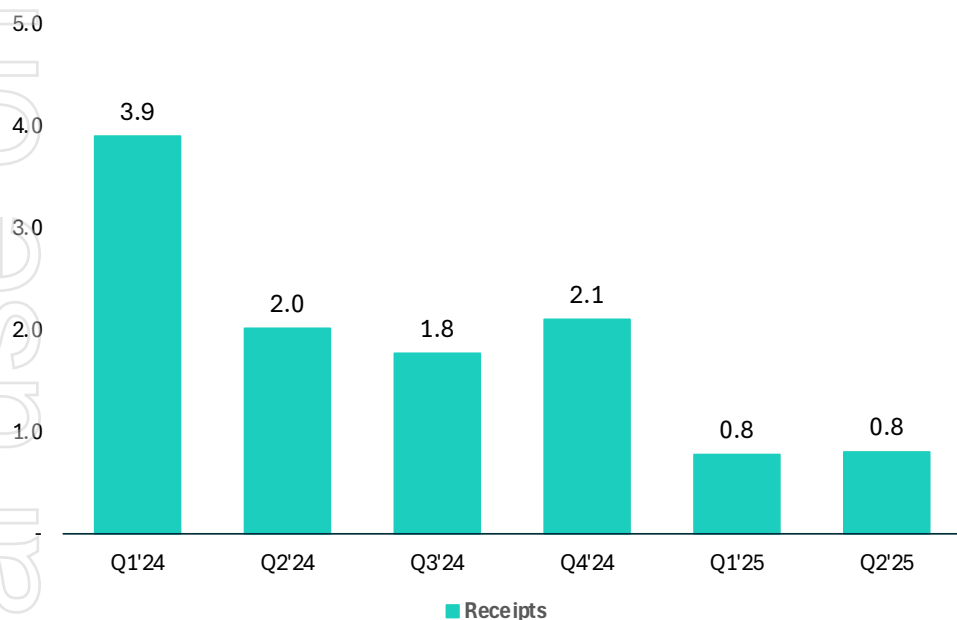
## ARR (\$m)



- Contracted ARR of **\$1.6m**, with \$0.1 million of new contracted ARR sold in Q2 FY25, **up 8%** from Q1 FY25 and 114% on the pcp.

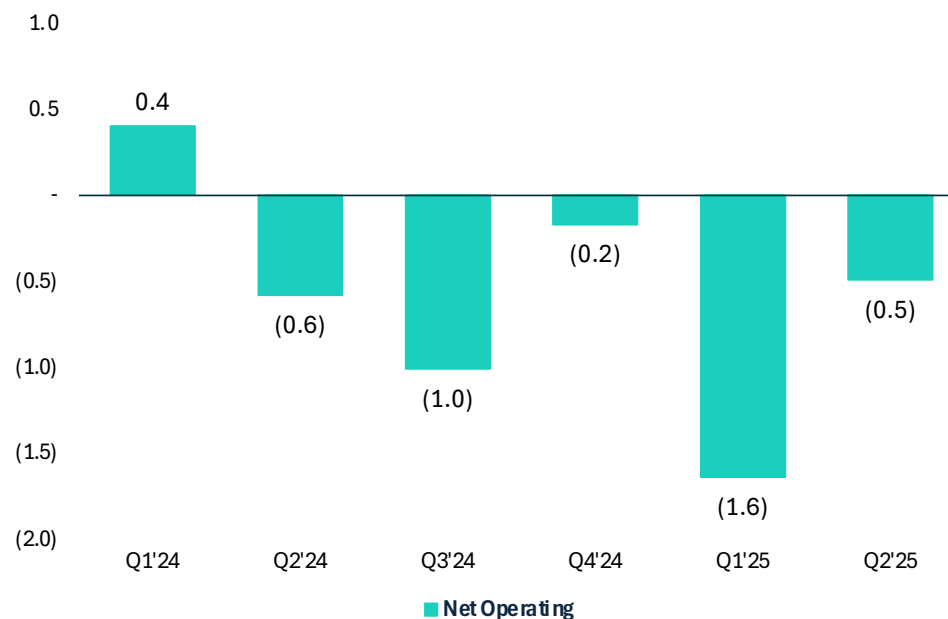
# Q2 FY25 Financial Trends

## CASH RECEIPTS (\$m)



- Q2 FY25 cash receipts of **\$0.8m, up 3%** on Q1 FY25 receipts down 60% on the pcip.

## NET OPERATING CASH FLOW (\$m)



- Q2 FY25 net operating cash outflow of **\$0.5m** (assisted by one-off \$0.5m government grant during the period), an **improvement of \$1.1m** on Q1 FY25 (\$1.6m) and \$0.1m on the pcip.

# Business Update

---

Key contracts secured during Q2 FY25 included:

## 1 Spark Health (NZ), subsidiary of one of NZ's largest Telco companies:

- Reseller agreement to deliver virtual care solutions in NZ.
- First contract secured in November 2024 worth approx. \$0.1m which was deployed in December 2024.

## 2 BUPA:

- Agreement to supply Visionflex GEIS cameras to all 57 of BUPA's aged homes supporting over 5,000 residents.
- Initial contract signed worth approx. \$0.2m which was deployed in December 2024.
- Expansion into the private health insurance industry.

## 3 Darling Downs Government Indigenous "Wellness Connect Initiative":

- Trial involves multiple LHD's and Aboriginal Community Controlled Health organisations to deliver new models of care.
- Initial contract signed was worth approx. \$0.1m in hardware and recurring software which was deployed in November 2024.

# Outlook – H2 FY25 & Beyond

## 1 Strategic plan to deliver profitable growth:

- Targeting to be run-rate EBITDA positive in Q4 FY25.
- Qualified pipeline >\$25m.

## 3 Expanding on established pipeline of clients:

- Multiple government funded customers across Primary Health Networks and Local Health Districts.
- Growth in other key industry verticals including:
  - aged/home care; regional primary care;
  - resources sector; indigenous health.

## 2 Transitioning to recurring revenue via SaaS:

- Transition to SaaS pricing delivering growth in annual recurring revenue (ARR) with 114% growth since the pcip.
- ARR of \$1.6m as of 31 December 2024.

## 4 Seizing opportunities in overseas markets:

- Generated >\$1m in revenue from Americas, Europe & Asia with customers in 9 overseas countries.
- 1st units shipped to new Vietnamese distributor and signed reseller agreement with Spark Health.
- Several larger international distribution agreements are progressing with international revenue expected to increase in 2H FY25.

# Important notices

This results presentation (Presentation) has been prepared by Visionflex Group Limited ACN 138 897 533 (ASX:VFX) (**Company**) and is dated 3 February 2025.

## Acceptance

The information in this Presentation remains subject to change without notice. By accepting this Presentation, you agree to be bound by the following limitations and conditions.

## Summary information

This Presentation contains summary information about the Company, its subsidiaries and their activities which is current as at the date of this Presentation (unless otherwise noted) and the information in this Presentation remains subject to change without notice. The information in this Presentation is of a general nature and does not purport to be complete nor does it contain all the information which a prospective investor may require in evaluating a possible investment in the Company or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the *Corporations Act 2001 (Cth)* or the securities laws of any other jurisdiction.

This Presentation should be read in conjunction with the Company's other periodic and continuous disclosure announcements lodged on the Australian Securities Exchange (ASX) which are available at [www.asx.com.au](http://www.asx.com.au) or [www.visionflex.com.au](http://www.visionflex.com.au)

## Not an offer

This Presentation is not a prospectus, product disclosure document or other offering document in relation to securities under Australian law. It has not been and will not be filed with or approved by any regulatory authority in Australia, including the Australian Securities and Investments Commission (ASIC), or any other jurisdiction. This Presentation does not constitute and should not be considered as an offer, invitation or recommendation to subscribe for or purchase any security in the Company in any jurisdiction. The distribution of this document in jurisdictions outside Australia may be restricted by law. If you are outside Australia, you may not be a person to whom an offer of securities in the Company may lawfully be made under the applicable laws in the jurisdiction in which you are situated without registration, lodgement or approval of a formal disclosure document or other filing in accordance with the laws of that foreign jurisdiction. Any such restrictions should be observed.

## Not investment advice

This Presentation does not constitute investment or financial product advice (nor tax, accounting or legal advice) or any recommendation to acquire any securities in the Company. Neither this Presentation nor anything contained in it forms the basis of any contract or commitment and no agreement to subscribe for securities will be entered into on the basis of this Presentation. This Presentation does not take into account any recipient's individual investment objectives, financial situation or particular needs. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own investment objectives, financial situation and needs and seek legal, accounting and taxation advice appropriate to their jurisdiction. An investment in the Company is considered speculative in nature and is subject to known and unknown risks, some of which are beyond the control of the Company. Before making any investment decision in connection with the acquisition of securities in the Company, investors should consult their own legal, tax, and/or financial advisers in relation to the information in, and action taken on the basis of, this Presentation and the Company more generally. The Company does not guarantee any particular rate of return or the performance of the Company, or the repayment of capital and nor does it guarantee any particular tax treatment.

## Financial information

The historical financial information in this Presentation is, or is based upon, information that has been lodged with the Australian Securities Exchange (ASX). This Presentation should be read in conjunction with the Company's 3Q FY24 4C Appendix and its accompanying notes.

In this Presentation, all dollar values are in Australian dollars (A\$), unless otherwise stated.

A number of figures, amounts, percentages, estimates, calculations of values and fractions in this Presentation are subject to the effect of rounding. Accordingly, the actual calculations of these figures may differ from the figures set out in this Presentation.

## Past performance

Statements about past performance in this presentation is given for illustrative purposes only and cannot be relied upon as an indicator of, and provides no guidance as to, future performance of the Company.

## Forward-looking statements

This Presentation may contain certain forward-looking statements and comments about future events, including the outcome and effects. Forward-looking statements can generally be identified by the use of words such as 'project', 'foresee', 'plan', 'expect', 'aim', 'intend', 'anticipate', 'believe', 'estimate', 'may', 'should', 'will' or similar expressions. Forward-looking statements involve known and unknown risks, significant uncertainties, assumptions, contingencies, and other factors, many of which are outside the control of the Company, are subject to change without notice, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct, and which may cause the actual results or performance of the Company to be materially different from any results or performance expressed or implied by such forward-looking statements. Such forward-looking statements speak only as of the date of this Presentation. Forward looking statements should not be relied on as an indication or guarantee of future performance.

No representation, warranty or undertaking is made that any projection, forecast, assumption or estimate contained in this Presentation should or will be achieved. Recipients of this Presentation must conduct their own independent investigation, evaluation and analysis of the matters and data set out in this Presentation and other publicly available information about the Company, and rely entirely on such investigation and analysis.

## Disclaimer

To the maximum extent permitted by law, no representation, warranty or undertaking (express or implied) is made, and no responsibility is accepted by the Company or any of its affiliates, related bodies corporate, partners, shareholders, directors, officers, employees, representatives, consultants or advisers or any other person (Parties) as to the adequacy, accuracy, completeness or reasonableness of any statement or any of the information contained in or referred to in this Presentation or as to any other related matter. To the maximum extent permitted by law, none of the Parties takes any responsibility for any loss, damage or cost suffered as a result of any inadequacy, incompleteness or inaccuracy in any such statement or information.

Except as required by law or regulation (including the ASX Listing Rules), the Company does not undertake to provide any additional or updated information, whether as a result of new information, future events, results or otherwise, in relation to any information in this Presentation, including any forward-looking statement.

To the maximum extent permitted by law, the Parties do not accept any liability to any person for any direct, indirect or consequential loss, damage or cost arising from the use of this material. This Presentation is not a recommendation by any of the Parties that any recipient invest in the Company.

## Photographs and Diagrams

Photographs used in this Presentation which do not have descriptions are for illustration only and should not be interpreted to mean that any person shown endorses this Presentation or its contents or that the assets shown in them are owned by the Company. The photographs contained in this Presentation are the property of or are licensed to the Company and are protected under copyright laws. No permission is granted for the reproduction of these photographs outside of their appearance in this Presentation. Diagrams in this Presentation have been prepared by the Company and are illustrative only and may not be drawn to scale. Unless otherwise stated, all data contained in charts, graphs and tables is based on information available at the date of this Presentation.

# Visionflex Group

Visionflex Group Limited  
Unit 1, 8 Prosperity Parade,  
Warriewood NSW 2102

[VISIONFLEX.COM.AU](http://VISIONFLEX.COM.AU)

Joshua Munday

CHIEF EXECUTIVE OFFICER

E: [jmunday@visionflex.com](mailto:jmunday@visionflex.com)

