

Q4 FY25 Results Presentation

Visionflex Group Ltd (ASX:VFX) (“VFX” or the “Company”), a leader in virtual healthcare technology, is pleased to announce that it is holding an investor webinar today which will follow the release of the Q4 FY25 financial results this morning.

Webinar Details: 12pm AEST, Thursday 17 July 2025.

Link to register to attend the presentation: <https://zoom.us/meeting/register/AS8y0bi5Q9moRbq67psmQQ>

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.

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

For more information:

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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

Visionflex Group

ASX:VFX

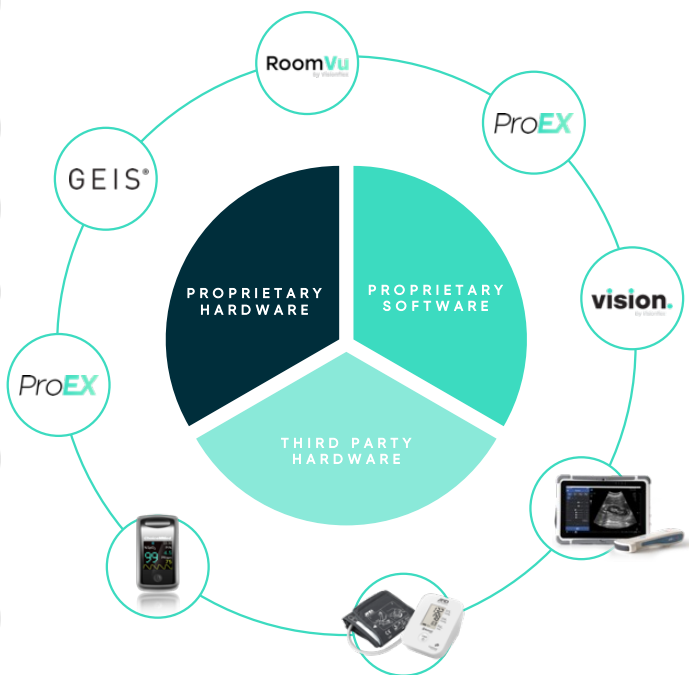
Q4 FY25 Results

17 JULY 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.

Q4 FY25 Highlights



\$2.0M Revenue

~19% from recurring software & support
148% up on Q3 FY25 and 14% on pcp



\$1.9M ARR*

Up 14% from Q3 FY25 and 49% on pcp



\$2.1M Cash Receipts

Up 136% from Q3 FY25 and 2% down on pcp



\$0.3M Operating Cash Inflow

Compared with \$0.9M cash outflow
(excluding \$0.4m interest payments) in Q3
FY25



Several Key Contracts Secured

Amplar Health partnership, leading ASX
mining company, Central & Eastern Sydney
PHN expansion, Healthy North Coast PHN
expansion



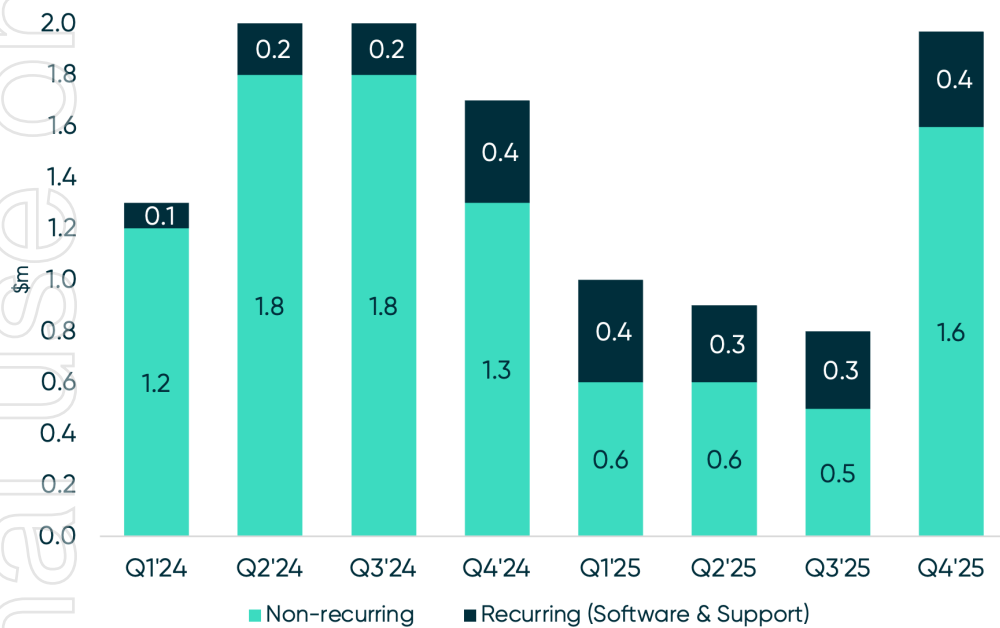
\$1.9M Cash Balance

Additional debt headroom available of \$1.5m

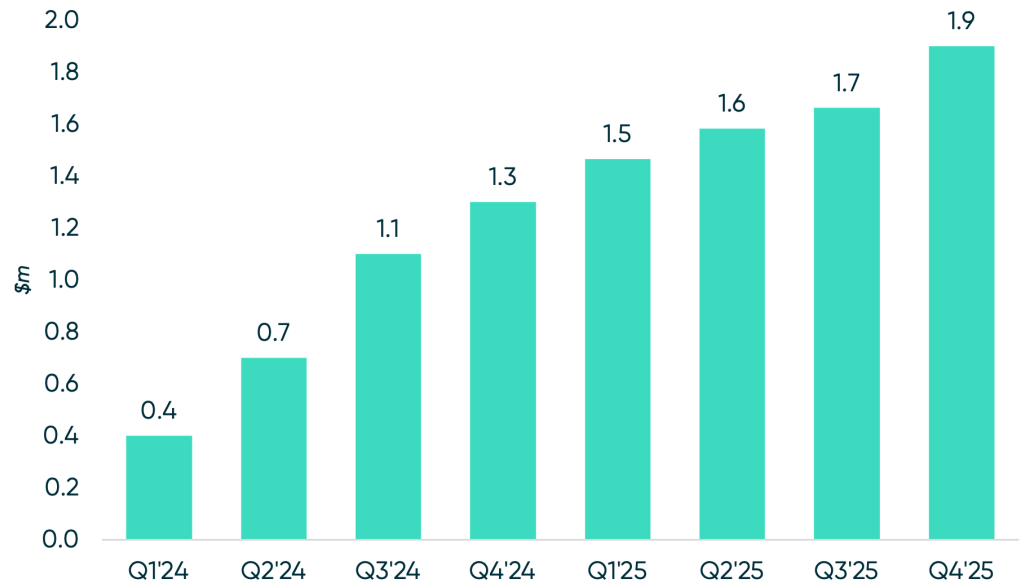
(* Annual Recurring Revenue (ARR) is recognised as revenue over the contracted period.

Q4 FY25 Financial Trends

REVENUE (\$m)



ARR (\$m)

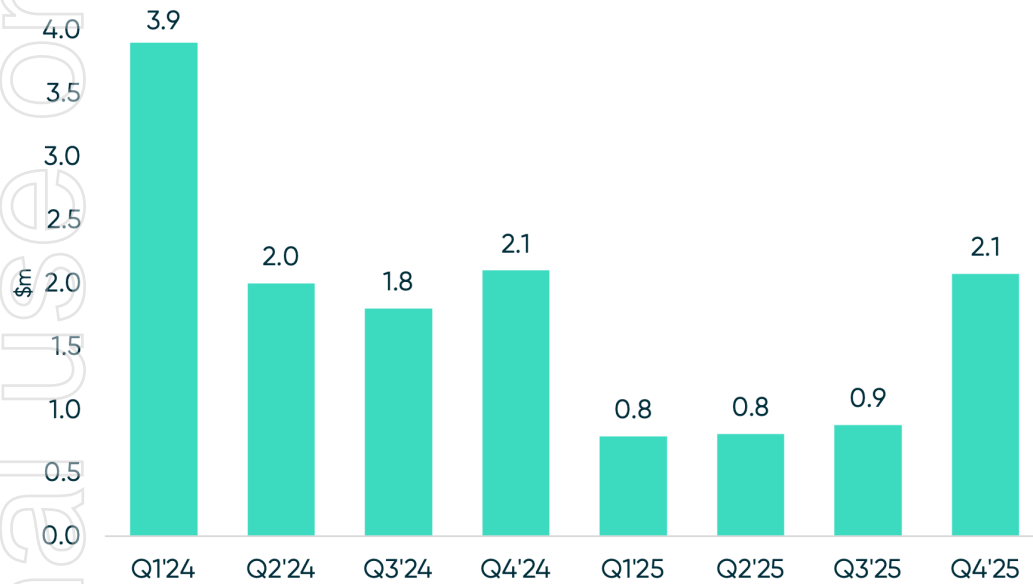


- Q4 FY25 revenue of **\$2.0m**, with **~19%** from recurring software & support.
- 148% up on Q3 FY25 and 14% on pcp

- Contracted ARR of **\$1.9m**, up **14%** from Q3 FY25 and 49% on the pcp.
- \$0.4m contracted ARR sold in Q4 FY25.

Q4 FY25 Financial Trends cont.

CASH RECEIPTS (\$m)



- Q4 FY25 cash receipts of **\$2.1m** up 136% from Q3 FY25 and 2% down on pcp

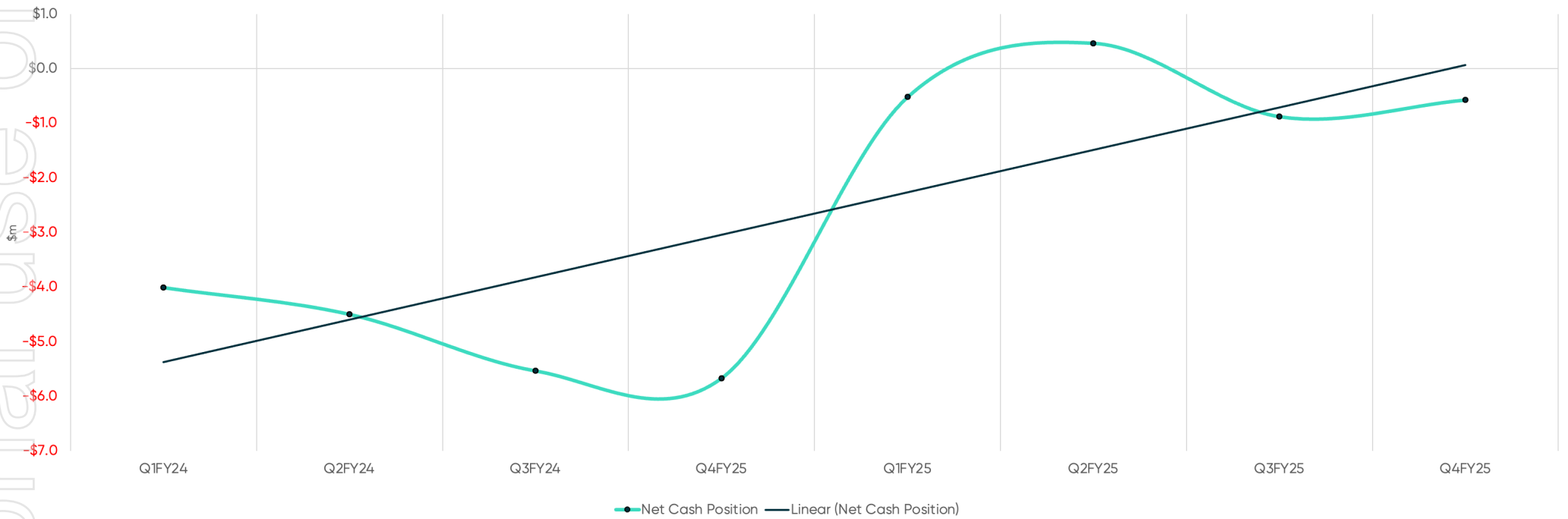
NET OPERATING CASH FLOW (\$m)



- Q4 FY25 net operating cash inflow of **\$0.3m** compared with \$0.9M cash outflow (excluding \$0.4m interest payments) in Q3 FY25

Q4 FY25 Financial Trends cont.

NET CASH POSITION (\$m)



- Net cash position is defined as total cash less borrowings from DFA holders.

Business Update

Key contracts secured during Q4 FY25 included:



Amplar Health (Aus), the health services division of Medibank

- Deploy VFX solution in a transformative Aust gov't funded virtual nursing pilot across up to 30 residential aged care sites facilities.
- 15-month phased rollout with TCV of ~\$1.0m, split into ~\$0.7m of upfront hardware sales & \$0.14m of ARR upon full roll-out.



A leading ASX mining company

- Deploy VFX solution across 13 medical centres and one Helicopter Emergency Medical Service aircraft to deliver enhanced access to medical services.
- TCV of ~\$0.4m, split into ~\$0.3m of upfront hardware sales & \$0.1m of ARR upon full roll-out.

Business Update cont.

Key contracts secured during Q4 FY25 included:



Central and Eastern Sydney PHN

- Expanded to 10 additional facilities and added peripherals (combined \$0.2m), taking Visionflex technology deployed sites to 52.



Healthy North Coast PHN

- Expanded to 7 additional facilities and added peripherals (combined \$0.2m), taking Visionflex technology deployed sites to 18.

Outlook – Q4 FY25 & Beyond



Strategic plan to deliver profitable growth

- Positive momentum – operating cashflow positive (\$0.3m) in Q4 FY25.
- Targeted growth verticals – key industry verticals: aged care, home care, Indigenous health, and resources.
- Quality revenue – Continued emphasis on high-margin, recurring revenue streams.
- Scalable growth – Leveraging strategic partnerships and international opportunities.



Transitioning to recurring revenue via SaaS

- Transition to SaaS pricing delivering growth in annual recurring revenue (ARR) with 49% growth on the pcp.
- ARR of \$1.9m as of 30 June 2025.

Outlook – Q4 FY25 & Beyond cont.



Expanding pipeline of customers

- 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;
 - indigenous health;
 - resources sector.



Product Innovation

- New market-ready solution – Launch software tailored for the In-Home Care sector, targeting the 900+ providers delivering home care through 2,300+ services nationally.
- Enhanced interoperability – Strengthening third-party integrations to streamline clinical workflows.
- Customer-led development – Prioritising features driven by feedback from aged care and Indigenous health providers.

Important notices

This results presentation (Presentation) has been prepared by Visionflex Group Limited ACN 138 897 533 (ASX:VFX) (**Company**) and is dated 17 July 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.

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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 or www.visionflex.com.au

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

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