

**ASX RELEASE (ASX: AHE)****Adheris Health Non-Deal Roadshow Presentation and Operating Cost Update**

**Melbourne, Australia, 02 February 2026** – Adheris Health Limited (ASX: AHE) (“Adheris Health” or “the Company”) is pleased to provide its latest non-deal roadshow presentation, which has been released to the market today.

The presentation includes an update on the Company’s operating cost-out program. Adheris Health advises that previously announced initiatives targeting operating cost savings of approximately 15%<sup>+</sup> in FY26 over FY25<sup>1</sup>, have now been extended through FY27. As a result of these expanded initiatives, the Company now expects to achieve total operating cost savings in excess of 30% over the two-year period.

These savings are expected to be delivered through a combination of organisational efficiencies and process optimisation, delivered from the implementation of the new tech platform, while maintaining the Company’s strategic priorities and service delivery capabilities.

- ENDS -

*This document has been authorised for release by the Board of Adheris Health.*

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<sup>1</sup> Provided at 2025 Annual General Meeting on 26 November 2025.

## About Adheris Health

Adheris Health (ASX: AHE) is a leader of pharmacy-driven patient engagement solutions that provide personalised patient experiences to help simplify the patient medication journey. Leveraging THRiV, a cloud-based, AI enabled platform, Adheris Health empowers the pharmacy of the future through improved pharmacy workflow and patient engagement solutions. Adheris Health works with over 25,000 pharmacies across the US with reach to over half of the population. For more information, please visit: [investors.adherishealth.com](http://investors.adherishealth.com).

## Forward looking statements

*This announcement contains certain forward-looking statements, including statements in relation to expectations, intentions, estimates, targets, and indications of, and guidance on, future outcomes, earnings, future financial position and performance and the implementation of Adheris Health's strategy. The words "expect", "would", "could", "potential", "may", "intend", "will", "believe", "estimate", "aim", "target" and "forecast" and other similar expressions are intended to identify forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company, its officers and employees. There can be no assurance that actual outcomes will not differ materially from these statements. There can be differences between forecast and actual results because events and actual circumstances frequently do not occur as forecast and their differences may be material. Undue reliance should not be placed on forward-looking statements. Adheris Health disclaims any responsibility to update or revise any forward-looking statement to reflect any change in Adheris Health's financial condition, status or affairs or any change in the events, conditions or circumstances on which a statement is based, except to the extent required by law. Additionally, to the maximum extent permitted by law, Adheris Health and its affiliates, directors, officers, partners, employees, agents and advisers disclaim any responsibility for the accuracy or completeness of any forward-looking statements whether as a result of new information, future events or results or otherwise.*

# New Team, New Focus, Large Opportunity

2-5 February 2026  
Roadshow Presentation

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John Ciccio – CEO & Managing Director  
Sean Slattery – CFO/Executive Director



# Leader in pharmacy-led patient engagement solutions

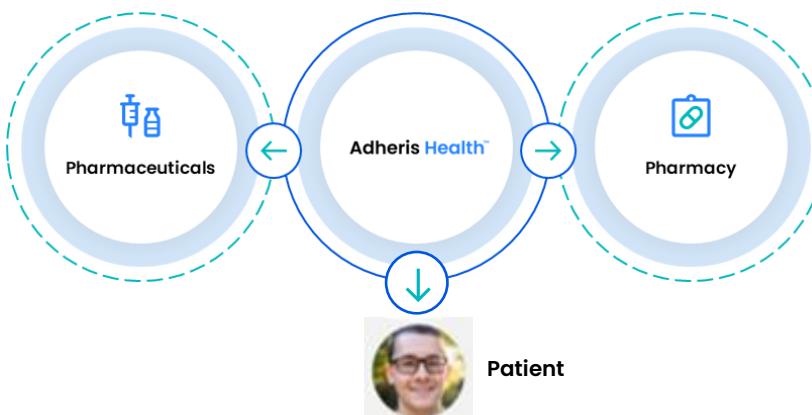
## Overview

Partnering with global pharma and U.S. based pharmacies to enable a personalised medication journey to help remove barriers of care

## Approach

Plug and play solutions that help stakeholders improve patient experiences and outcomes

- Strong relationships with pharma and pharmacy, based on **30+ years** focused on driving patient engagement
- National footprint: **170M+ patients, 25K+ pharmacies**
- Tech-forward approach, leveraging AI to revolutionise **patient engagement, simplify medication management, and reduce pharmacist burden**



Relationships with leading global **pharma**, for an average of 15+ years:

**sanofi**

**GILEAD**

**GSK**

**Johnson&Johnson**

**Lilly**

**Takeda**

**novo nordisk**

**Pfizer**

Partnership with 9 of 10 leading U.S. **pharmacy** chains for an average of 20+ years:

**Albertsons**

**COSTCO WHOLESALE**

**giant eagle**

**H-E-B**

**Kroger**

**meijer**

**Publix**

**Walgreens**

**Walmart**

# Agenda

1. Operating Model & Cost Discipline
2. Commercial Realignment
3. Solidifying Our Relationships
4. Product Suite Improvements

# **Operating Model & Cost Discipline**

# Rebased Cost Structure & Renewed Operating Discipline

Substantial cost-out program and new tech platform to improve scalability and enable faster path to profitability

## New Tech Platform Launched (Dec 2025)

- Provides more efficient omnichannel program delivery
- Enables scalable growth
- Additional features / functionality coming in Q3 FY26
- Efficiencies expected to increase as platform usage ramps
  - Smaller hosting footprint
  - Lower offshore tech spend

## Labor Cost Normalization

- Lower labor run rate
- Full benefits of cost-out program anticipated to be realised in Q4 FY26

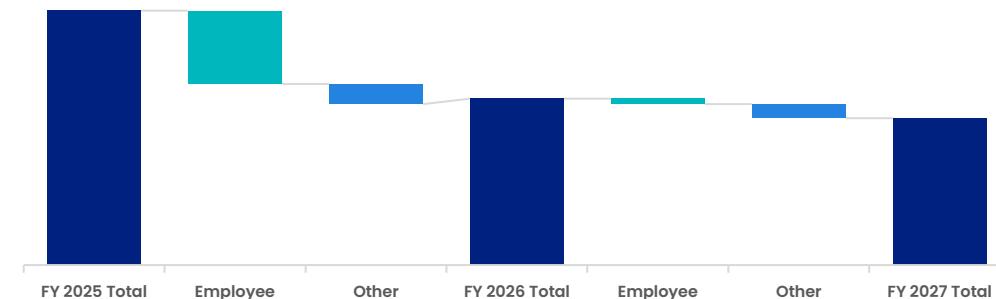
## Leadership Incentive Alignment

- Performance-based executive compensation philosophy
- Emphasis on equity upside vs. high fixed salaries and cash bonuses
- Alignment between leadership outcomes and shareholder value

## Productivity Gains: Internal AI Enablement

- Internal pilot/launch of AI-powered productivity tools (i.e. ChatGPT, Gamma, Copilot)
- Focus: faster execution, reduced manual effort, higher output per FTE

Targeting in Excess of 30% OPEX Reduction from FY25 to FY27



# Commercial Realignment



# Sharpened Commercial Focus

## Focusing where growth is the strongest



### Vaccines: Reduced Reliance Given Low Volume

- Continued decline in vaccine administrations & revenue (FY23 - 48% to FY25 - 23% of total)
- Represent a smaller portion of future mix

### Pipeline Diversification: Toward High-Growth Categories

- Increased focus on:
  - Immunology
  - Respiratory
  - Diabetes
  - Complex specialty conditions

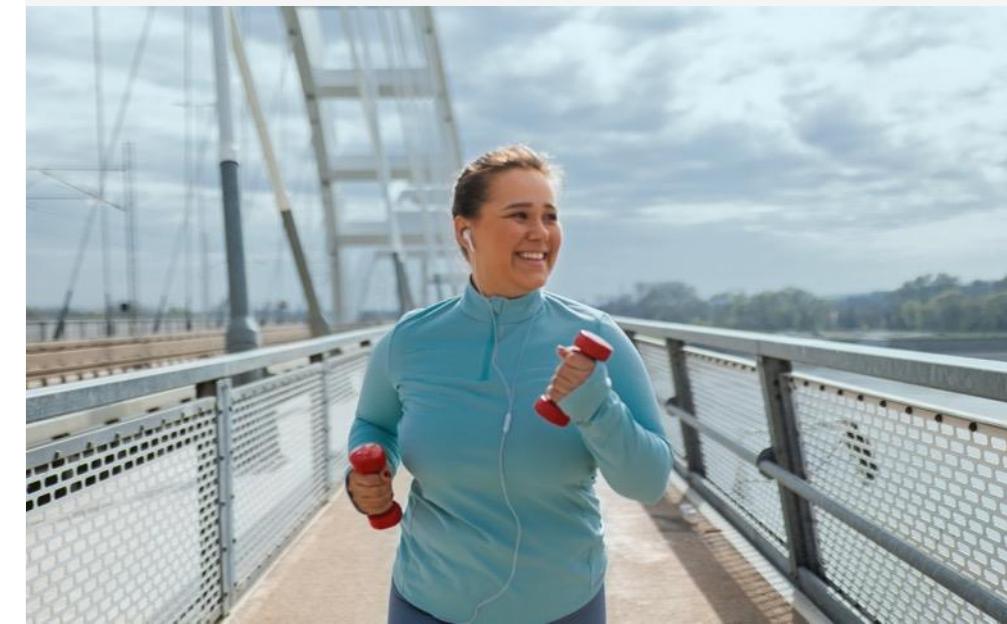
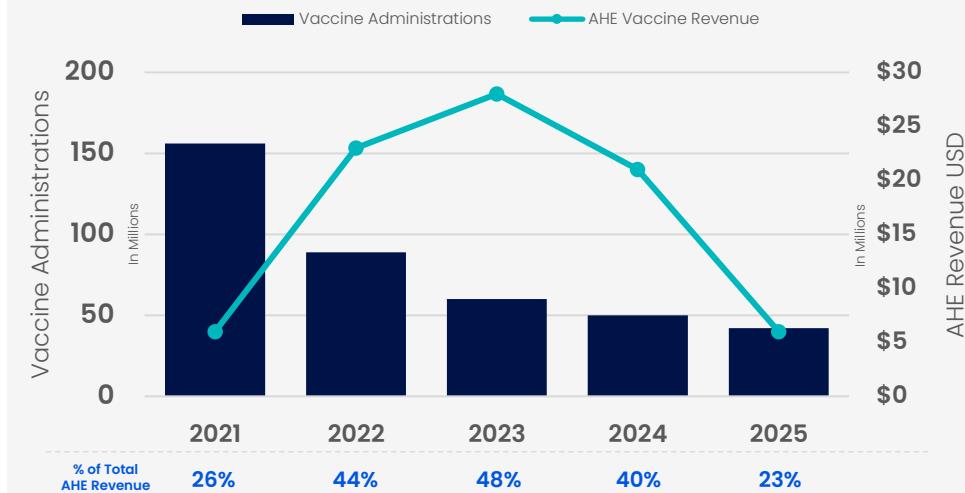
### GLP-1/Obesity: A Core Growth Engine

- Large and expanding market opportunity
- US ~\$50B sales in 2025
- ~15% CAGR projected over next three years

### BD Re-focus: Optimising Mix Toward Higher-Margin Solutions

- Efforts are being re-focused towards higher margin solutions (THRiV, digital messaging)
- Will result in more favourable revenue mix

Vaccine Administrations vs. AHE Revenue (CY)



# **Solidifying Our Relationships**



# Strengthening Our Core Relationships

## Rebuilding momentum with pharma and chain pharmacy partners

### REACTIVATING PHARMA ENGAGEMENT

- **Re-engaging Lost Brands:** productive conversations underway with previously lost brands
  - ~\$25M of win-back opportunities in pipeline
- **Adding New Brands:** actively adding net new brands to client portfolio
  - 7 new brands added last quarter
- **Expanding presence** across growth categories

~Last 12 Months



+7

New brands added last QTR



+\$25M

Win-back opportunities in pipeline

### DIGITAL NETWORK GROWTH

- Digital network **footprint is expanding** over H2 FY26 (expect 40%+ growth in patient reach)
- Two **regional chains under contract and currently onboarding** (Q3 FY26)
- Two national chains will enable **new program types and upsell potential**

### CHANNEL EXPANSION OPPORTUNITY

- Current large partner adding **in-pharmacy and digital capabilities**
- **Grow product offering** beyond direct mail
- **Meaningful scale and incremental revenue** opportunity

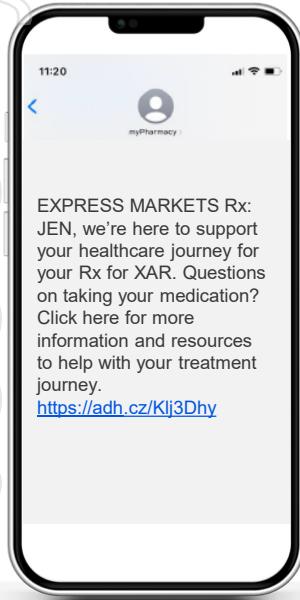


# Product Suite Improvements



# Leveling Up the Business: Digital Innovation

Upgraded digital engagement suite will provide next-gen personalisation at scale

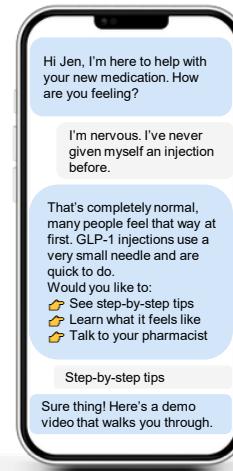


New digital experiences launched via text



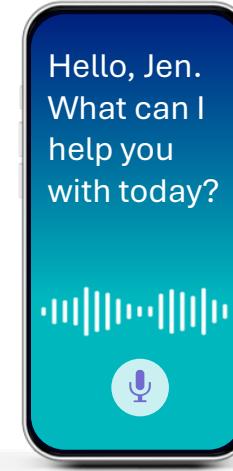
## Mobile web experience

Optimized mobile web experience to meet evolving patient expectations



## Interactive Chat

AI-powered chat enables secure, two-way digital conversations that guide patients through their therapy journey in real time



## Interactive Voice

AI-powered voice solutions deliver two-way, conversational outreach that feels human while operating at scale



Adheris Health's digital innovation strategy leverages richer content, agentic AI and deeper pharmacy integration ensuring differentiation, efficiency, and long-term growth while maximizing behavioural impact

# Data-Driven Engagement: THRIV Intelligent Patient Management Platform

Engage the right patient, at the right time, with the right message

## Unparalleled Experience

- Pioneered “direct-to-patient” communications
- 30+ years of expertise in designing personalized patient engagement solutions
- Developed an evidence-based approach to program design, enabling continual learning and improvement
- Established the “gold standard” in real world measurement methodology and analytics



## AI-Enabled & Advanced Predictive Modeling

- Proprietary AI-enabled engine
- Complex algorithms
- Precise segmentation
- Predictive intelligence
- Individualised patient experiences
- Optimise client spend / maximise ROI



# Key Short-term Priorities

## Build Scalable Operation

- Continue to optimize our cost base as we expand the use and capabilities of our new technology platform
- Staff costs expected to drop to approximately \$3.6m in Q4 FY26

## Diversify Pipeline

- Reduce dependence on vaccine revenue
- Focus on high-growth categories like obesity (including GLP-1 medications), immunology, diabetes, respiratory, and complex specialty conditions

## Seek Higher-margin Solutions

- Refocus our business development efforts toward higher-margin solutions like THRIV and digital messaging, resulting in a more favourable revenue mix

## Expand Pharmacy Network

- Increase the breadth and scale of our pharmacy network by onboarding new partners and expanding channels across our existing footprint

## Enhance Digital Engagement

- Level up our digital engagement suite, incorporating richer content, AI agents, and deeper pharmacy integration to maximize behavioural impact

*“The business is now better positioned for improved performance and the eventual return to profitability”*