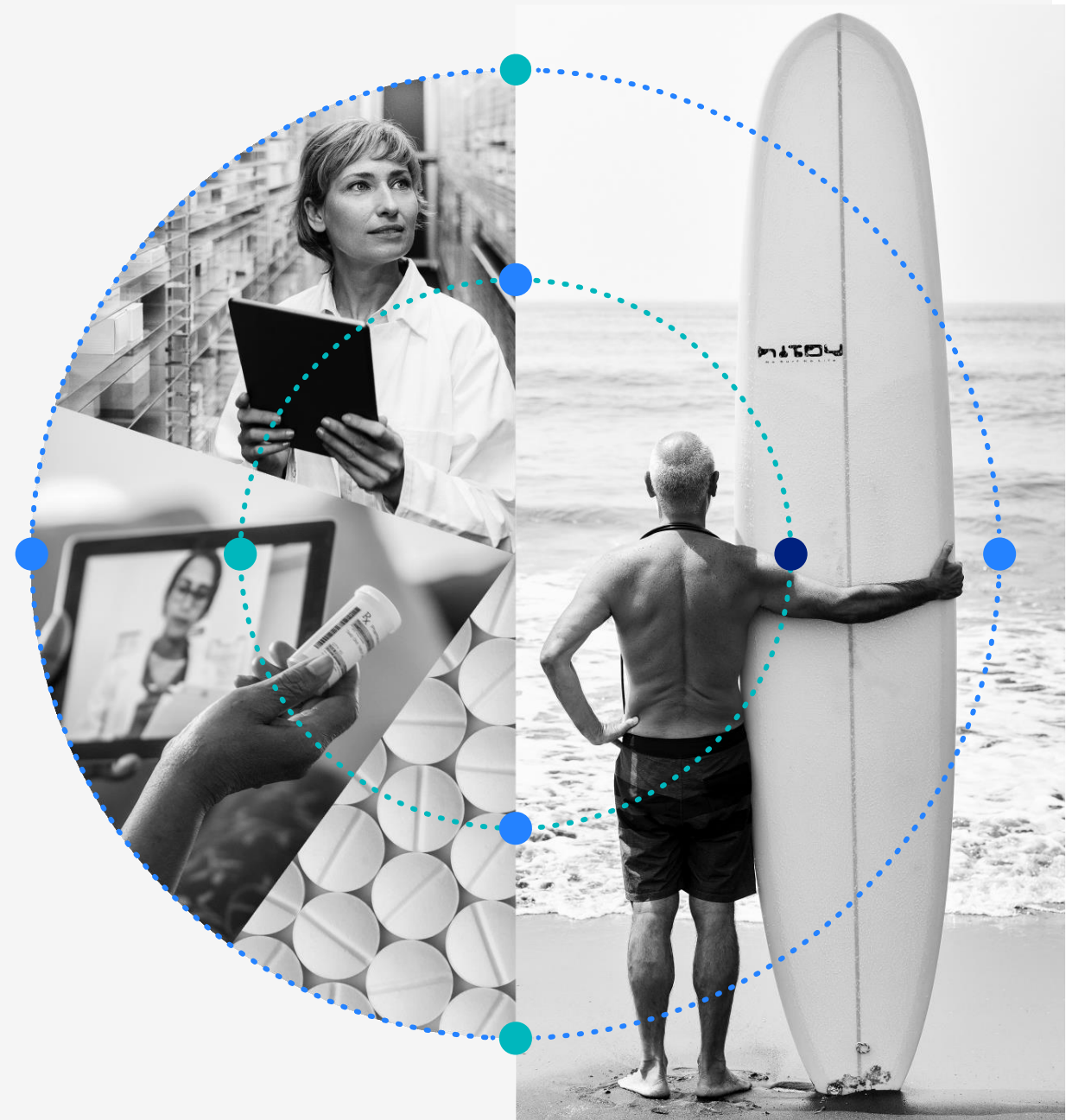


MedAdvisor Solutions™

2023 Annual General Meeting

**A global leader in
personalised medication
management**

28 November 2023



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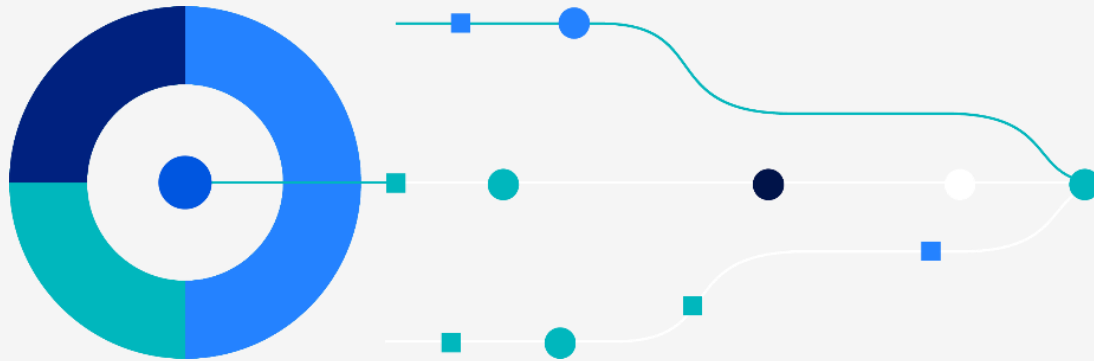
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How to cast a vote online

- 1 When the poll is open, select the vote icon at the top of the screen
- 2A To vote, select either 'For', 'Against' or 'Abstain'
- 2B You will see a vote confirmation
- 3 To change or cancel your vote "click here to change your vote" at any time until the poll is closed



Broadcast **Vote** Q & A Documents

Items of Business

2A Re-elect Mr. Sam Sample as a Director

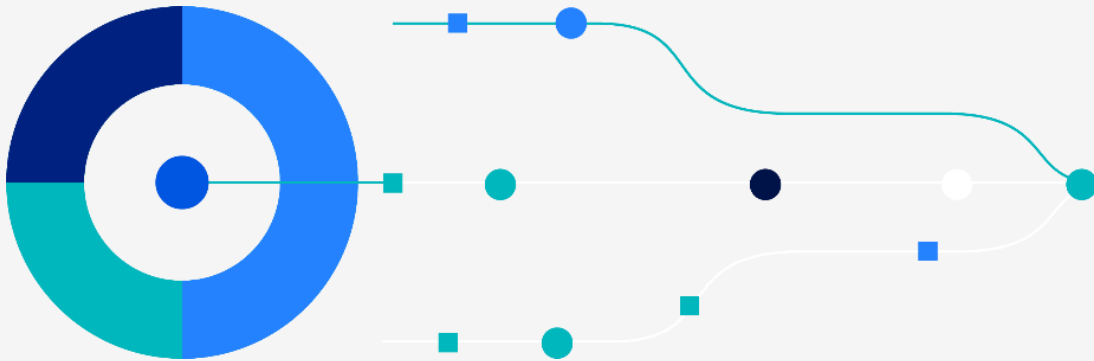
FOR AGAINST ABSTAIN

2B Re-elect Ms Jane Citizen as a Director

3 We have received your vote **For**
Click here to change your vote.

How to ask a question

- 1 To ask a written question select the Q & A icon
- 2 Select the topic your question relates to from the drop-down list
- 3 Type your question in the text box and press the send button
- 4 To ask a verbal question follow the instructions below the broadcast window



4 Broadcast Vote 1 Q & A Documents

Your question(s)

3

You may enter a question using the field below.

2 Select Topic ▼

Questions are limited to 2000 characters.

Send

0 character(s)

Agenda

1 Chair's Address

2 CEO's Address

3 Resolutions & Voting

4 Q & A



Chair's Address

FY23 marked a period of transition as the company continued to bolster its capabilities on its pathway to profitable growth. We are delighted with outcomes of the significant changes implemented, the strategies enacted, and the advancements achieved during this pivotal phase of strategic transformation at MedAdvisor Solutions.



Linda Jenkinson
Chair



Board of Directors



Linda Jenkinson
Non-Executive Chair



Rick Ratliff
CEO & Managing Director



Jim Xenos
Non-Executive Director



Sandra Hook
Non-Executive Director



Anthony Tassone
Non-Executive Director



Brett Magun
Non-Executive Director



Lucas Merrow
Non-Executive Director



Kevin Hutchinson
Non-Executive Director



Kate Hill
Non-Executive Director

CEO's Address

Our future is in our hands, as we work to achieve enduring profitable growth. Our singular purpose is to deliver innovative, data-driven, omni-channel personalised solutions intended to simplify people's medication journey and empower the pharmacy of the future.



Rick Ratliff
CEO



Executive Management Team



Rick Ratliff

CEO & Managing Director



Ancila Desai

CFO, Chief Administrative Officer and Company Secretary



Vinod Subramanian

Chief Operating Officer



Jim Rotsart

President — US



Brian Peterson

Chief Strategy Officer — US

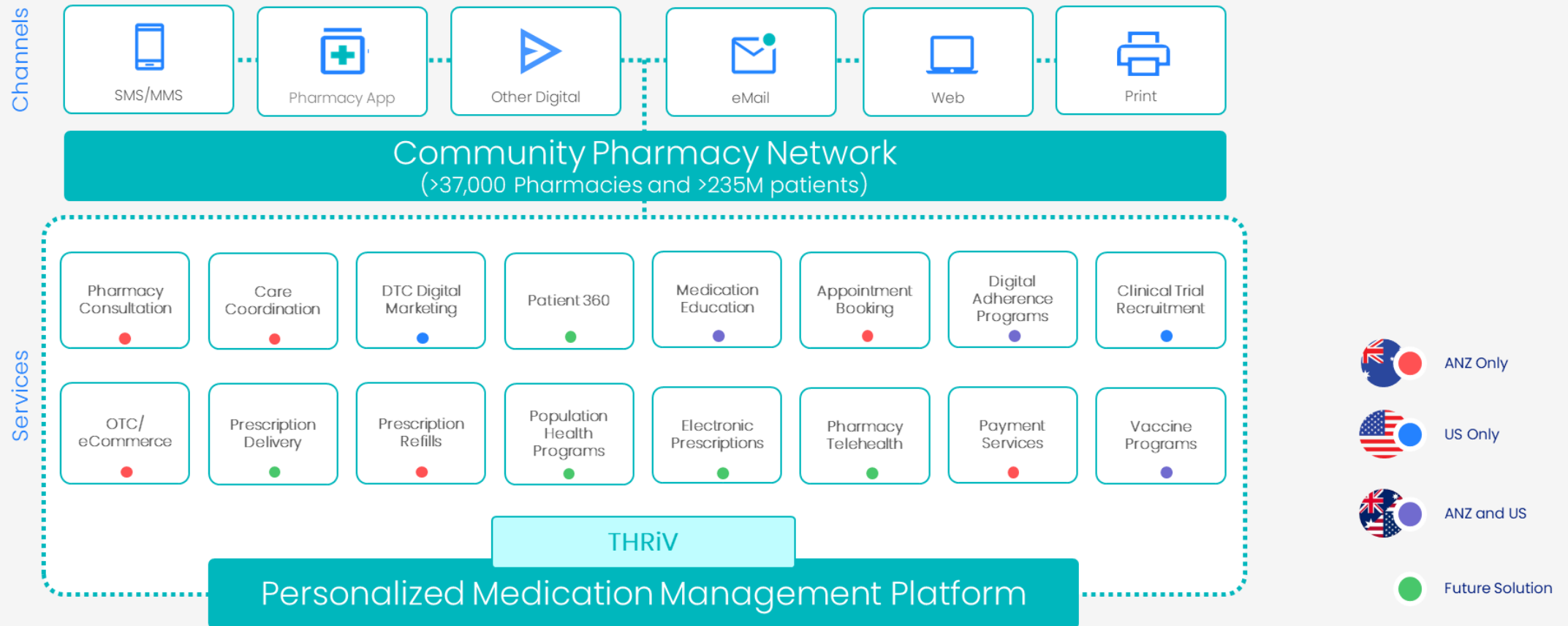


Wayne Marinoff

President — ANZ

MedAdvisor Solutions personalised medication management platform

Delivering **individualised** patient engagement solutions that **simplify** the patients medication journey and **power** the pharmacy of the future.



We have built this global platform over time



FY23 Group Highlights

Continued momentum on our **Pathway-to-Profitability**.

FY23 revenue of



up 44.6% YOY

FY23 gross margin of



up from 51.6% FY22

EBITDA of (\$3.0M) improved by



Strong cash position of



All financials are in AUD, unless stated otherwise.

FY23 Highlights—ANZ & US

Achieved strong YOY growth as the **pharmacy network expanded** in ANZ and the US.


ANZ FY23 revenue of (including GuildLink acquisition)

\$19.9M up 41.9% YOY 

ANZ FY23 gross profit of

\$16.7M up from \$11.7M FY22 

ANZ FY23 gross margin of

84.5% up from 83.3% FY22 

All financials are in AUD, unless stated otherwise.


US FY23 revenue of

\$78.1M up 45.5% YOY 

US FY23 gross profit of

\$42.6M up from \$23.2M FY22 

US FY23 gross margin of

54.6% up from 43.3% FY22 

FY23 Pathway-to-Profitability progress

In FY23, our **Pathway-to-Profitability** initiative fortified our global platform, improved our cost base, and sparked the engine for sustained profitable growth.



Global Platform

- Migration of **1,414 GuildLink pharmacies**
- US pharmacy **network ↑ 10K locations**
- Completion of initial **cloud migration** in the US
- Global **ISO 27001** re-certification
- **Digital** patient reach more than doubled to **>90M people**



Business Operations

- Restructuring in ANZ resulting in **\$2M annualised savings**
- **Initial savings of \$2.8M** in the US partially reinvested into business
- Restructured commercial operations in ANZ and the US
- **ESG framework planning** underway



Product Innovation

- Launched **urinary tract infection (UTI) programs** in AU
- Hired product and analytics leadership in the US
- **Successful intelligent patient engagement programs (THRiV™)** driving momentum into FY24
- Completion of the initial phase of a 5-year strategy

FY24 Pathway-to-Profitability continues



Continued focus on **profitable growth.**



Global platform

Continued development of personalized medication management platform

ANZ Priorities

- Finalize move of **Plus One** to the cloud
- Move data platform to the cloud

US Priorities

- Complete cloud optimisation
- Move data platform to the cloud
- Grow pharmacy network by **10%**



Business operations

Design and implement global shared services structure (tech, analytics & product)

- Improve digital reach to **over 4.5m**
- Grow health programs
- Launch transaction services

- Increase digital reach to **over 100m**
- Expand commercial organization



Product innovation

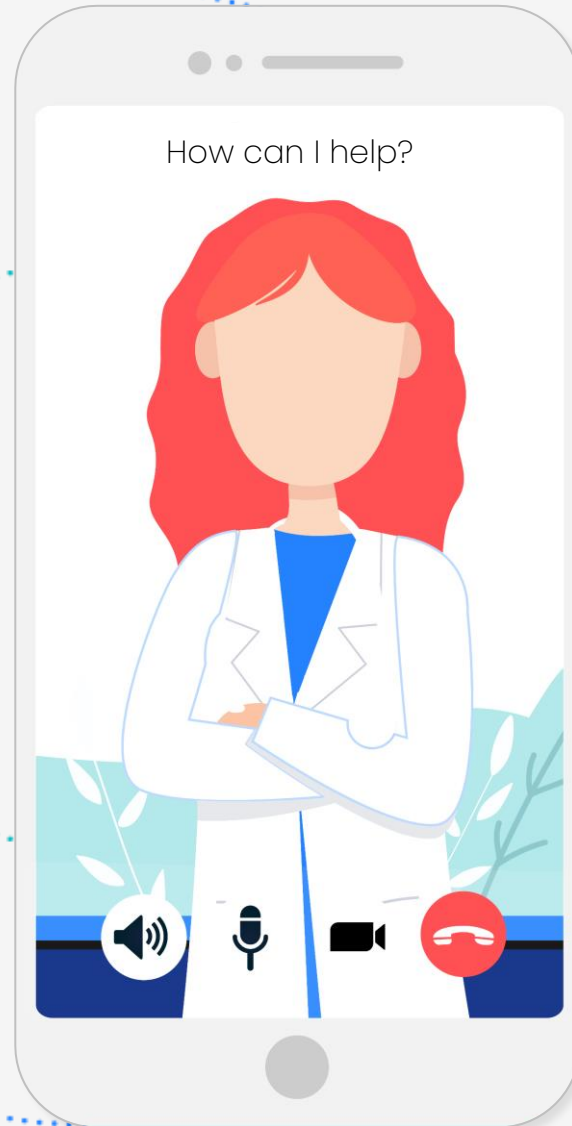
Develop global product vision / roadmap

- Deploy **Mobile App v7**
- Launch ecommerce and telehealth services
- Execution of full scope of practice pilot

- Deliver **THRiV 2.0**
- Launch specialty medication product
- Expand digital pharmacy solutions
- Introduce AI proof of concept

Launching AI in the US (Proof of concept)

Medication Advisor



A Better Patient Experience

- Patient support 24/7
- Communications tailored to meet patient's unique preferences and needs
- Reduced pharmacist burden
- Ability to provide better support due to "Virtual confidant phenomenon"
- Continuous data insights

Expanded scope of practice in Australia

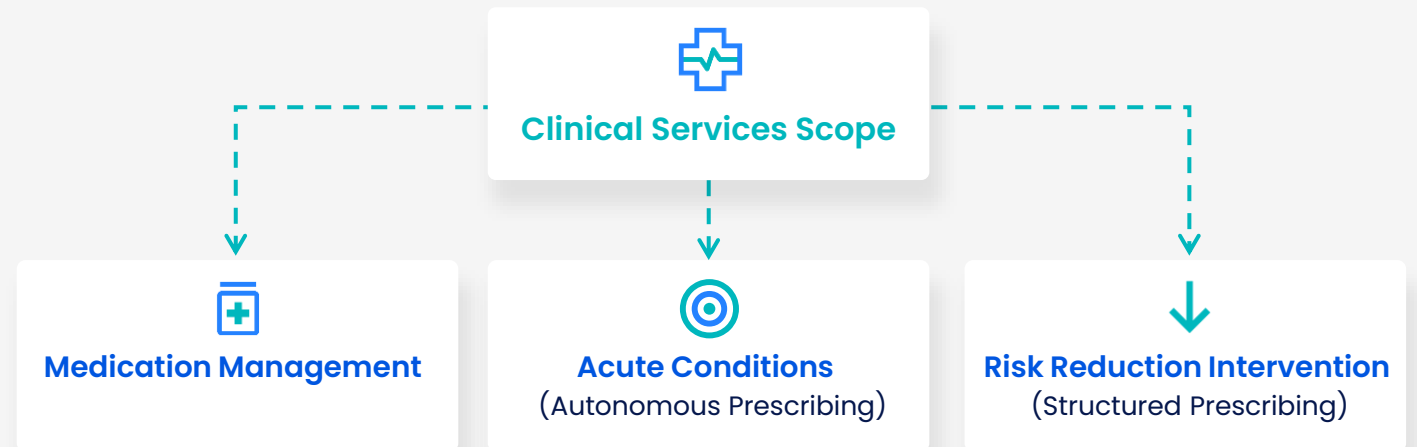
MedAdvisor Solutions has been selected as the **preferred software provider** to support the 2024 – 2025 **expanded scope of practice pilot**.

Pilot Scope (1 February, 2024 Launch):

- Pharmacists will be able to diagnose and treat **up to 23 everyday health conditions**
- **135 community pharmacies** in the North Queensland have registered to participate in the pilot
- Pharmacies will charge patients based on a timed consultation schedule

MedAdvisor Solutions Role:

- Development of enhancements to the Plus One platform and integration with partners consisting of a patient portal, clinical information system, prescribing functionality, secure communications, and data analytics
- This includes integration with national digital health infrastructure
- The cost of delivering the program will be partially funded by the Pharmacy Guild of Australia



UK strategy is taking shape

We will maintain a position in the UK while lowering costs, shifting focus and creating options for expansion.



Strategic Investment

- Strategic investment up to £1m in a UK business, Charac Limited
- Transitioning the MedAdvisor Solutions UK business to Charac over the next 60-90 days
- MedAdvisor Solutions CEO, Rick Ratliff will be nominated to the Charac board
- MedAdvisor Solutions will have an exclusive right to license specific Charac solutions for deployment in Australia, New Zealand and the US



Strategic Rationale

- MedAdvisor Solutions and Charac are both focused on pharmacy enabled patient engagement
- UK pharmacy owners and the National Pharmacy Association (NPA) are strong supporters of Charac
- Charac solutions such as prescription delivery, telehealth and OTC/ecommerce are expected to accelerate MedAdvisor Solutions product roadmap



Charac has developed an app specifically designed to relieve time pressure, increase efficiency, and help drive the growth of community pharmacies. This innovative solution has rapidly gained substantial traction, with agreements already established with approximately 450 pharmacies in the UK and an expected additional 500 in the near future.

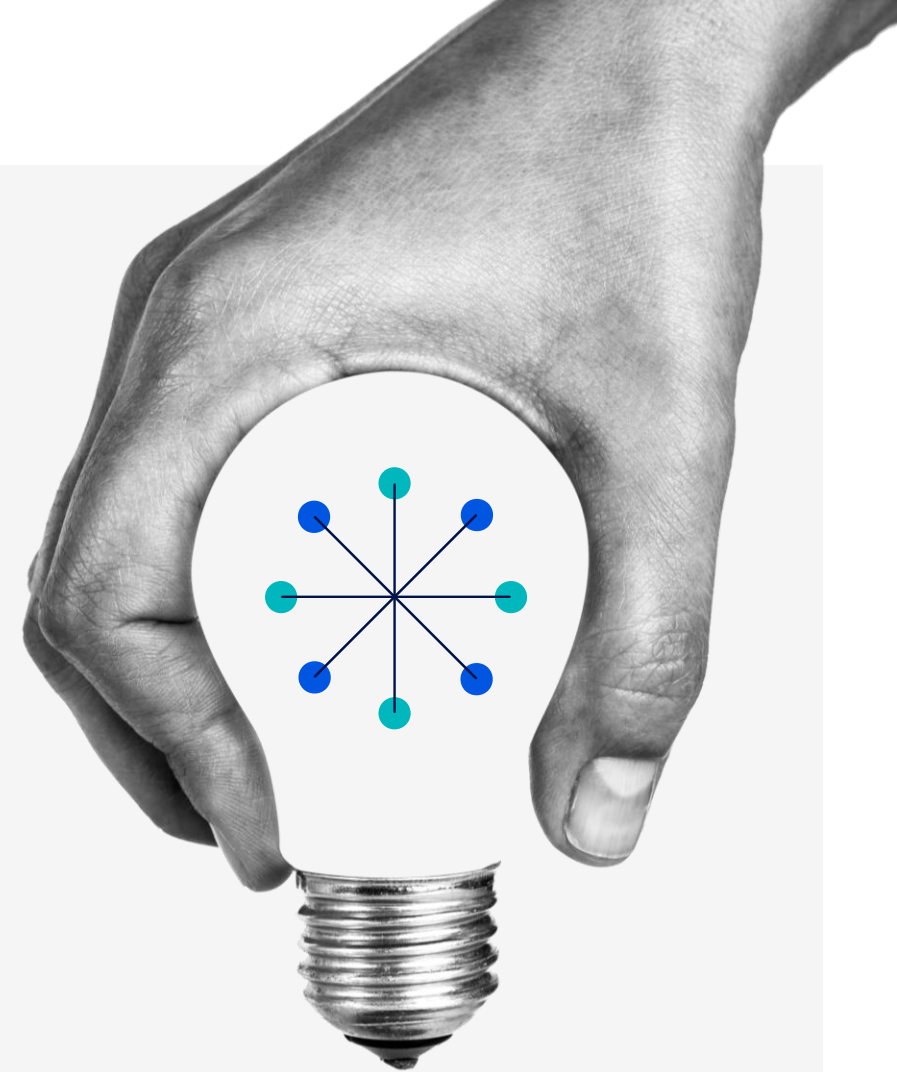
Our strategy going forward

Our initial **5-year strategy**, developed in FY23 identified a core set of initiatives with a total addressable market of **over \$20B**.

These initiatives will be steered by the following key drivers:

- Increasing patient reach and engagement
- Strengthening and expanding core solutions
- Entering new adjacent markets and product white spaces
- Moving towards a unified global platform and modern tech stack
- Building one team with a common high-performance culture

We are now further analysing the identified initiatives to determine opportunities for initial expansion, the level of investment and timelines required for execution of each initiative.



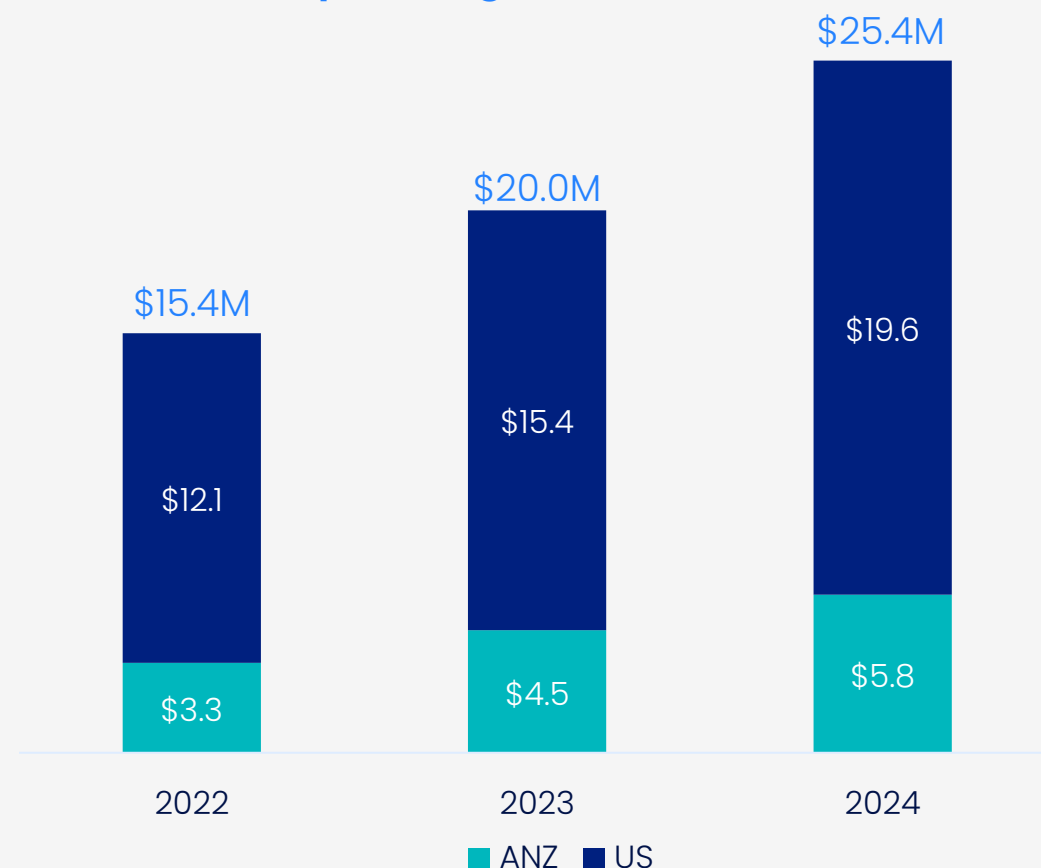
Strong start to FY24

In 1Q FY24, we delivered a **27% year-over-year increase** in operating revenue.

1Q FY24 Highlights

- 1Q group gross profit was **up 30.8% to \$15.7M** (1Q FY23: \$12.0M)
- **1Q revenues increased** in ANZ as new subscriptions from GuildLink pharmacies and the FY23 price increase showed full impact
- In the quarter, ANZ **health programs** increased **50% on pcp**
- Demand for **digital solutions** in the US continued, representing **40% of revenue** (1Q FY23: 35%)
- Diversified **vaccine** related revenue represented **46% of 1Q revenue** (1Q FY23: 51%)

1Q Operating Revenue (\$M)



FY24 outlook and beyond

Continued momentum from 1Q to 2Q is expected to result in 1H FY24 revenue increasing by 10–15% versus a very strong 1H FY23.

FY24 Market Dynamics



Increased focus on vaccines during the flu season



Pharmacies are facing headwinds in the US and ANZ



Role of the pharmacist in the healthcare system is evolving



Staffing shortage putting pressure on community pharmacies



Disruptive services creating competition to pharmacy in the US



Aging population is putting a strain on the healthcare system

Implications

Pharma continues to invest in awareness programs to encourage vaccinations
Emphasis on co-administration of vaccines creates opportunities across other vaccine categories such as RSV, flu, shingles and pneumonia

While economic issues are a distraction for the largest corporate pharmacies in the US, pharmacies will continue to look at opportunities to drive traffic into their store locations
The new 60 day dispense regulations in AU have a limited impact on revenue and open opportunities for vaccines in the flu season and growth of health programs

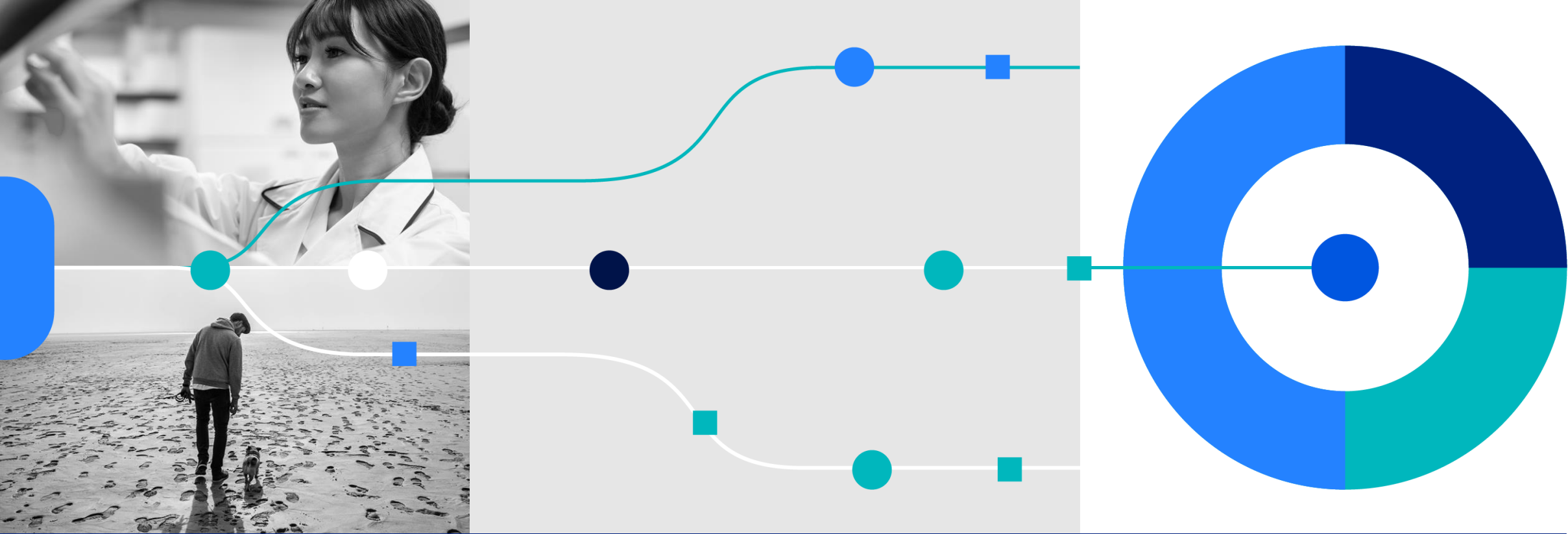
The launch of initial services such as UTI, oral contraceptives and skin care in Australia will have a limited impact on revenue in FY24 with expected increases in FY25

Creates opportunities for lower cost, higher impact technology solutions to support pharmacists

Community pharmacies will leverage technology to improve customer engagement and convenience

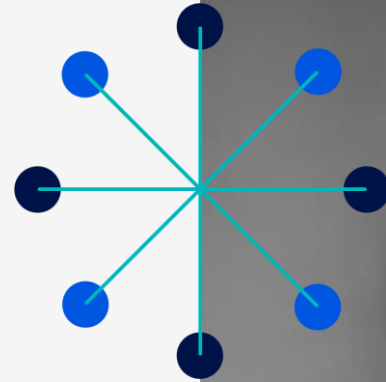
This creates an opportunity for expansion of services across community pharmacies

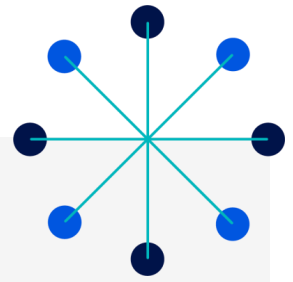
Voting



Notice of Meeting & Voting

Notice of meeting
released on 27 September 2023
and is available at
<https://www.medadvisorsolutions.com/en-au/investor>



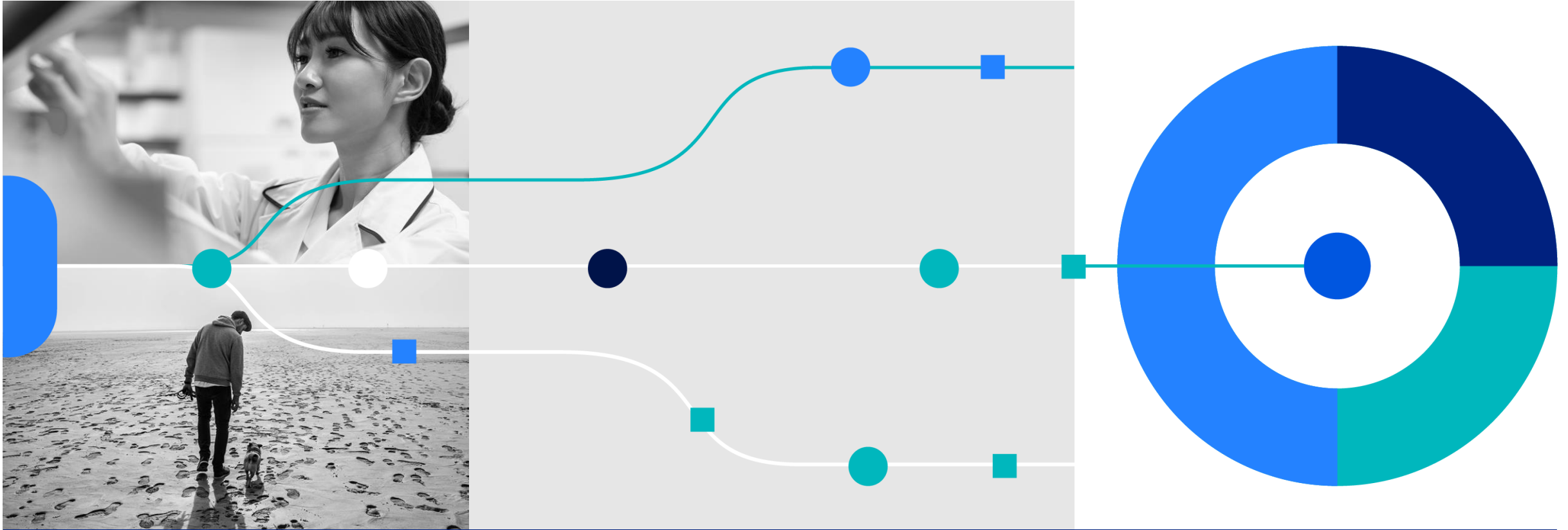


The Annual Report including the Financial Statements for the year ended 30 June 2023 and the Reports of the Directors and Auditors thereon is tabled for consideration by members.

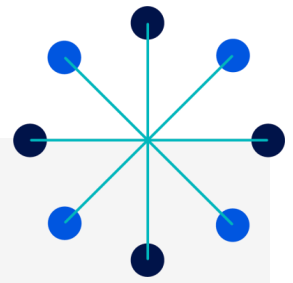
Members should note that the Financial Statements and Reports are not tabled for approval but simply discussion.

A representative from our auditors, RSM Australia, is in attendance to answer any questions relevant to the conduct of the audit and the preparation and content of the independent auditor's report.

Resolutions



Resolution 1



ADOPTION OF REMUNERATION REPORT

“That, for the purposes of section 250R(2) of the Corporations Act and for all other purposes, approval is given for the adoption of the remuneration report as contained in the Company’s annual report for the financial year ended 30 June 2023.”

Please note that the Voting Exclusion for this resolution is as disclosed in the Notice of Meeting.

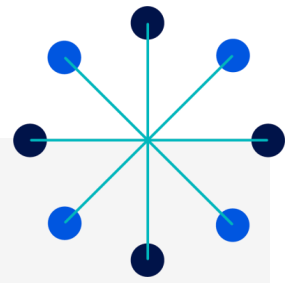
Proxies:

Of the proxies received:

- 172,019,182 (88.79%) vote for resolution 1
- 21,576,682 (11.14%) vote against resolution 1
- 142,059 (0.07%) vote at the proxy’s discretion for resolution 1*

*122,059 of which are held by the Chair of the meeting who intends to vote in favour of the resolution

Resolution 2



RE-ELECTION OF DIRECTOR – MR LUCAS MERROW

“That, for the purpose of clause 14.2 of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Mr Lucas Merrow, a Director, retires by rotation, and being eligible, is re-elected as a Director.”

Please note that the Voting Exclusion for this resolution is as disclosed in the Notice of Meeting.

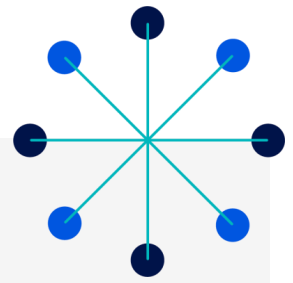
Proxies:

Of the proxies received:

- 192,657,795 (99.37%) vote for resolution 2
- 1,076,020 (0.56%) vote against resolution 2
- 142,059 (0.07%) vote at the proxy’s discretion for resolution 2*

*122,059 of which are held by the Chair of the meeting who intends to vote in favour of the resolution

Resolution 3



RE-ELECTION OF DIRECTOR – MS SANDRA HOOK

“That, for the purpose of clause 14.2 of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Ms Sandra Hook, a Director, retires by rotation, and being eligible, is re-elected as a Director.”

Please note that the Voting Exclusion for this resolution is as disclosed in the Notice of Meeting.

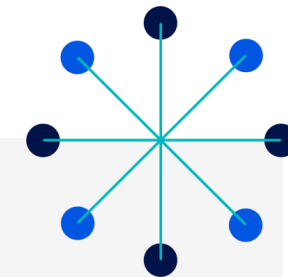
Proxies:

Of the proxies received:

- 188,842,948 (97.41%) vote for resolution 3
- 4,890,867 (2.52%) vote against resolution 3
- 142,059 (0.07%) vote at the proxy’s discretion for resolution 3*

*122,059 of which are held by the Chair of the meeting who intends to vote in favour of the resolution

Resolution 4



RE-ELECTION OF DIRECTOR – MS KATE HILL

“That, for the purpose of clause 14.4 of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Ms Kate Hill, who was appointed as a Director on 24 May 2023, retires, and being eligible, is re-elected as a Director.”

Please note that the Voting Exclusion for this resolution is as disclosed in the Notice of Meeting.

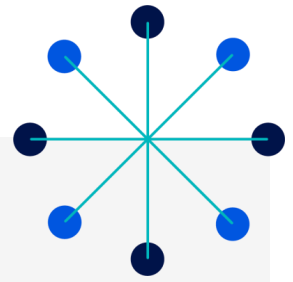
Proxies:

Of the proxies received:

- 176,218,998 (90.89%) vote for resolution 4
- 17,504,171 (9.03%) vote against resolution 4
- 152,705 (0.08%) vote at the proxy’s discretion for resolution 4*

*132,705 of which are held by the Chair of the meeting who intends to vote in favour of the resolution

Resolution 5



RE-ELECTION OF DIRECTOR – MR BRETT MAGUN

“That, for the purpose of clause 14.4 of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Mr Brett Magun, who was appointed as a Director on 24 May 2023, retires, and being eligible, is re-elected as a Director.”

Please note that the Voting Exclusion for this resolution is as disclosed in the Notice of Meeting.

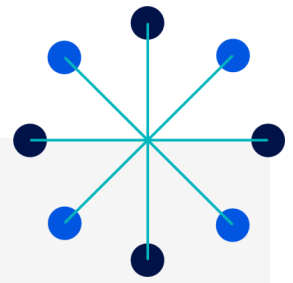
Proxies:

Of the proxies received:

- 148,655,405 (99.19%) vote for resolution 5
- 1,078,411 (0.72%) vote against resolution 5
- 142,059 (0.09%) vote at the proxy’s discretion for resolution 5*

*122,059 of which are held by the Chair of the meeting who intends to vote in favour of the resolution

Resolution 6



APPROVAL OF LONG TERM INCENTIVE PLAN

"That for the purpose of Listing Rule 7.2, exception 13 and for all other purposes, the Company approves the Company's Long Term incentive Plan (LTIP) and for the issue of up to 27,330,646 securities under that LTIP during a three-year period from the date of the Meeting, the terms and conditions of which are summarised in the Explanatory Statement."

Please note that the Voting Exclusion for this resolution is as disclosed in the Notice of Meeting.

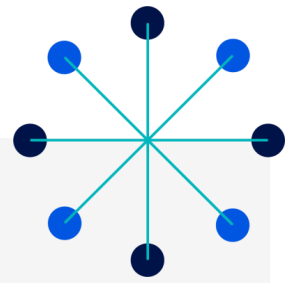
Proxies:

Of the proxies received:

- 172,143,965 (88.77%) vote for resolution 6
- 21,642,470 (11.16%) vote against resolution 6
- 142,059 (0.07%) vote at the proxy's discretion for resolution 6*

*122,059 of which are held by the Chair of the meeting who intends to vote in favour of the resolution

Resolution 7



ISSUE OF OPTIONS TO MS KATE HILL

"That, for the purposes of ASX Listing Rule 10.11 and for all other purposes, approval is given for the Company to issue to Ms Kate Hill, 1,000,000 options exercisable on or before 31 December 2031 on the terms and conditions set out in the Explanatory Statement."

Please note that the Voting Exclusion for this resolution is as disclosed in the Notice of Meeting.

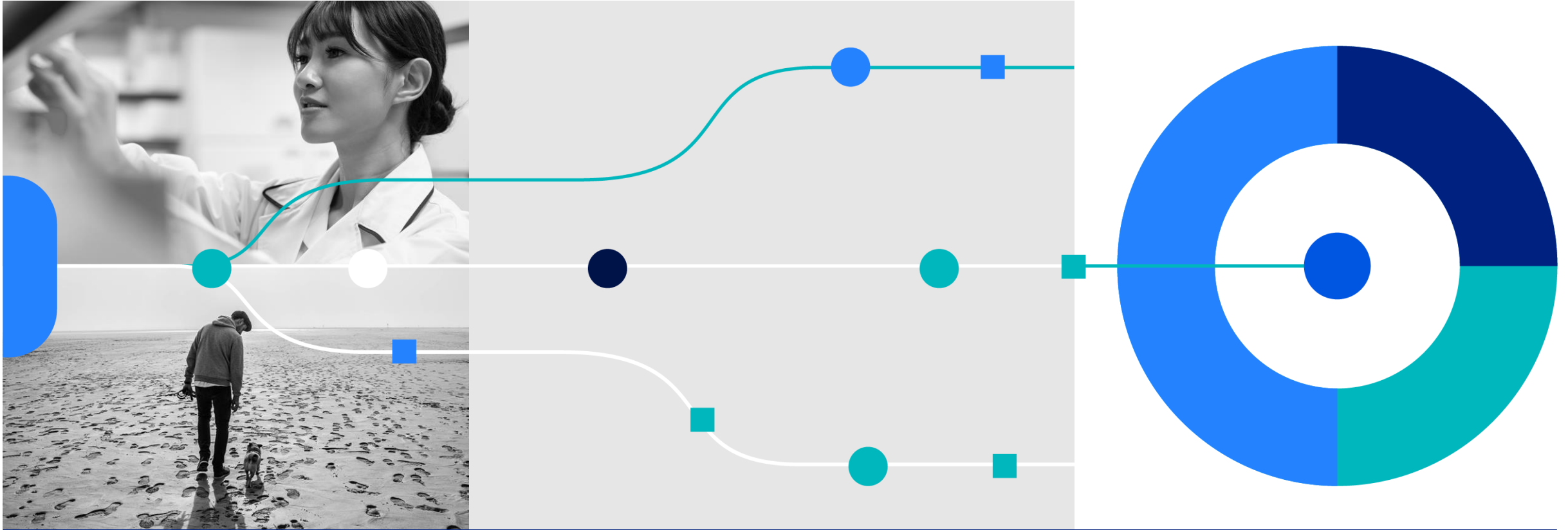
Proxies:

Of the proxies received:

- 188,397,484 (97.15%) vote for resolution 7
- 5,388,951 (2.78%) vote against resolution 7
- 142,059 (0.07%) vote at the proxy's discretion for resolution 7*

*122,059 of which are held by the Chair of the meeting who intends to vote in favour of the resolution

Poll



Q & A

