VITURA

# FULL-YEAR FY2026 RESULTS INVESTOR WEBINAR

WEDNESDAY, 26 AUGUST 2026
10.00AM (AEST)

Justin James – Chief Executive Officer
Tom Howitt – Interim Chief Financial Officer

# Introductions

**Justin James**

CEO

**Tom Howitt**

Interim CFO

# AGENDA

- Company Overview
- FY2026 Highlights, Financials & Leadership Update
- The Path Forward: Immediate Priorities
- Conclusion / Questions

# COMPANY OVERVIEW

## Vision //

To lead the future of healthcare access in specialty and emerging therapies.

## Mission //

Build a connected ecosystem of patients, clinicians, pharmacies and suppliers through a seamless platform that delivers trusted access to specialty and emerging therapies.

# Vitura's unique digital health ecosystem

- Fully integrated end-to-end digital health platform.
- Distribution, logistics and route-to-market services for licensed wholesale supply of products including:
  - Medicinal Cannabis
  - Therapeutic Nicotine Vaping Products
  - MDMA and Psilocybin
- All managed via our centralised Canview platform.
- Of the total pharmacies that actively distribute medicinal cannabis in Australia, we distribute to 4 out of 5 of them.


Vitura captures value at multiple points, supporting sustainable business growth.

# Vitura Overview – Operational Segmentation

## General Practice Clinic

Doctors on Demand

## Products

BHC
EST. 2016

CORTEXA

## Specialty Clinics

candor

Releaf

HEYDAY®

ANANDA CLINICS

## Marketplace

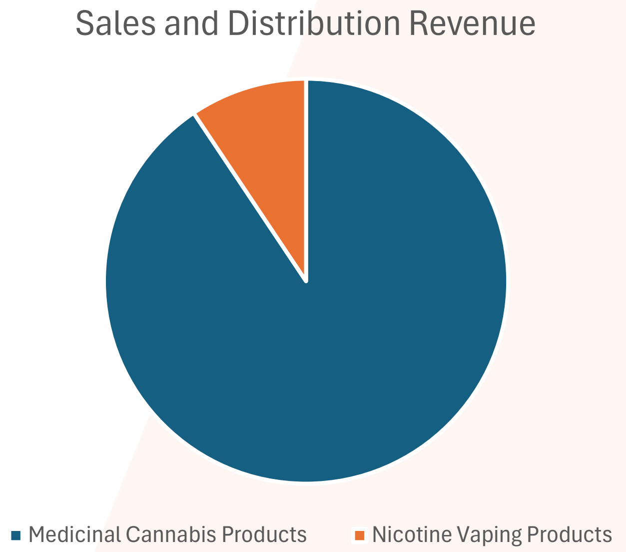
canview

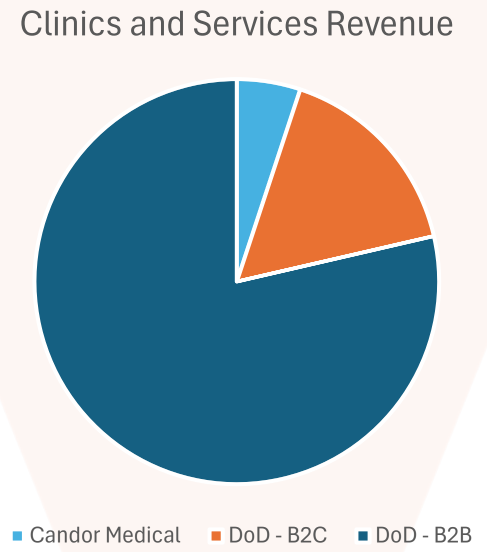
# FY2026 Highlights, Financials & Leadership Update

# Full-Year FY2026 revenue

**Total revenue for FY2026 of $131.2M - UP 5.7% YOY**

- Sales and distribution: **$100.4M – UP 4.2% YOY**
- Clinics and services: **$30.8M – UP 11.3% YOY**



# Full-Year FY2026 Financial Results – Revenue Growth

## Key Points

canview

- **Revenue growth continued**
  - Full-year FY2026 revenue of $131.2m - **UP 5.7% vs PCP,** driven from sales and distribution of medicinal cannabis and Nicotine Vaping Products (NVPs) and further growth in DoD revenue.
  - Burleigh Heads Cannabis (BHC) sold a total of 1.133 million units of MC and NVP products via the Canview platform **– UP 17% vs PCP.**
  - NVP revenue **more than doubled YOY** to **$11.5M.**
  - However, **margins (particularly on MC) were compressed due to competition and price discounting**, strongly impacting gross profit.

# Full-Year FY2026 Financial Results - Revenue Growth

## Key Points

- **Doctors on Demand growth**
  - **13% growth** in revenue compared to PCP.
  - Total consultation numbers **up 11% YOY to 420,000+.**

- **Candor adds to patient numbers / reduces waiting times**
  - Added value by providing access to **15,000 more patients** through a fully integrated digital platform.
  - Significantly reduced waiting times and improved overall patient care.
  - CDA and Cannadoc clinics now integrated under Candor – more modern and consistent patient experience under Specialty Clinics banner.

- **Releaf consultations increase**
  - Re-engagement of Releaf's **30,000 patient base** and recruitment of new doctors and staff has resulted in business growth.

Doctors on Demand

candor

Releaf

# Leadership Transition in FY26

## Key Points

- Leadership transition occurred in January 2026, with the departure of previous CEO.
- Chief Revenue Officer (Ryan Tattle) assumed responsibility for day-to-day management, supported by Non-Executive Director (Shane Tanner) to provide extra support and focus.
- CFO and CRO departed late in FY2026. Leadership changes impacted momentum.
- New CEO, Justin James, appointed in April 2026, started 1 June 2026.
- New leaner management structure announced in July 2026. More detail in next section.

# Full-Year FY2026 Financial Results – Overall Summary

| A$M | FY2026 | FY2025 |
|---|---|---|
| **Operating revenue** | **131.2** | **124.0** |
| **Normalised EBITDA** note | **3.0** | **8.9** |
| **Net Profit/(Loss) After Tax (NPAT)** | **(4.4)** | **3.1** |
| **Normalised NPAT** | **0.1** | **3.9** |
| **Normalised Earnings Per Share (cents)** | **0.02** | **0.64** |

*Note:* Normalised for costs relating to impairment charges, redundancies, acquisition costs and other one-off expenses.

# Full-Year FY2026 Financial Results – Overall Summary

## Key Points

- Challenging FY26 environment in the marketplace and internally.
- Revenue increase was offset by MC pricing compression and competition.
- Overall consolidated loss – 4.4M.
- Immediate action already taken to improve FY27 result and beyond.

# THE PATH FORWARD AND IMMEDIATE PRIORITIES

# Accelerated Execution of Strategy and Focus

- STRENGTHEN TEAM AND COMPANY CULTURE
- STRENGTHEN MARKET POSITION
- EXPAND CUSTOMER AND MARKET BASE
- TECHNOLOGY ENHANCEMENT
- FINANCIAL IMPROVEMENT

# Focus on Accelerated Execution and Improved Results.

## Key Points

- Justin James started as Vitura CEO on 1 June 2026.

- New streamlined leadership team, structural savings, focus and energy.
  - New CFO, James Frayne – starting 1 October 2026;
  - New EGM Strategy, Technology & Risk, Trudy Adams – already started;
  - Reduced layers between senior leadership and patient outcomes.

- Make the shift from a start-up mindset to a more mature and disciplined company.

- Prioritising earnings quality, sustainable value creation and a fair value exchange for services.

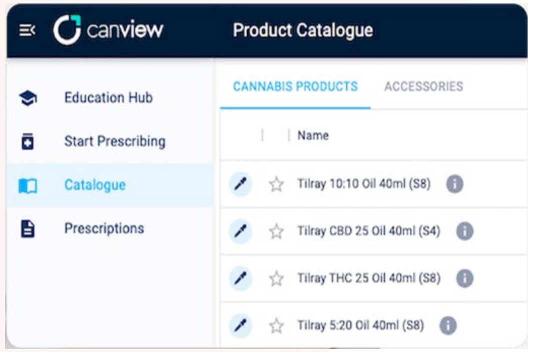
# Emerging Opportunities & The Path Forward

- Leaner leadership structure and Q4 efficiencies already delivered circa $1M annually in savings.
- Future overall cost base to be better aligned with Vitura's operations.
- Comprehensive strategic business review also underway.
- Clear focus on improving earnings quality, execution, more disciplined capital allocation and sustainably profitable growth.

# Emerging Opportunities and The Path Forward

- Improve the balance between volume and profitability on medicinal cannabis sales by driving more value over volume.
- Deepen industry partnerships to continue growth in medicinal NVPs for smoking cessation.
- Grow supply of MDMA-assisted treatments, particularly for growing patient mental health needs (Cortexa).
- Tech upgrade – introduction of Canview V5 for improved platform capability and user experience.

canview



# Conclusion

- Create positive patient experiences and receive a fairer value exchange for the products and services we offer.
- Emphasis on returning to sustainable profitability from FY2027 onwards.
- Demonstrated cost control to continue.
- New leaner leadership team with clear focus and energy to deliver on agreed priorities.

# Disclaimer applying to this Presentation

## The following disclaimer applies to this presentation **(Presentation)**

You are therefore advised to read this disclaimer carefully before reading or making any other use of this Presentation or any information contained in this Presentation. This Presentation has been prepared by Vitura Health Limited (Vitura or Company).

**Not investment advice**
The information contained in this Presentation is not investment or financial product advice or any recommendation to acquire Shares. This Presentation does not and will not form any part of any contract for the acquisition of Shares. Each recipient of this Presentation should make its own enquiries and investigations regarding all information in this Presentation.

**Future performance**
This Presentation contains forward looking statements and comments about future events, including Vitura’s expectations about the performance of its business. Forward looking statements can generally be identified by the use of forward-looking words such as, “expect”, “anticipate”, “likely”, “intend”, “should”, “could”, “may”, “predict”, “plan”, “propose”, “will”, “believe”, “forecast”, “estimate”, “target” and other similar expressions.

You are cautioned not to place undue reliance on any forward-looking statement. While due care and attention has been used in the preparation of forward-looking statements, forward looking statements, opinions and estimates provided in this Presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends which are based on interpretations of current market conditions. Forward looking statements should not be relied upon as an indication or guarantee of future performance and may involve known and unknown risks, uncertainties and other factors, many of which are outside the control of Vitura.

A number of important factors could cause the actual conduct, results, performance or achievement of Vitura to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements. Actual results, performance or achievements may vary materially from any forward-looking statements and the assumptions on which statements are based. Vitura disclaims any intent or obligation to update publicly any forward-looking statements, whether as a result of new information, future events or results or otherwise.

The forward-looking statements are based on information available to Vitura as at the date of this Presentation. Except as required by law or regulation, Vitura undertakes no obligation to provide any additional or updated information whether as a result of new information, future events or results or otherwise.

**Summary information**
This Presentation contains summary information about Vitura and its activities which is current only as at the date of this Presentation. 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 Vitura or that would be required in a prospectus or other disclosure document prepared in accordance with the requirements of the Corporations Act 2001 (Cth.) (Corporations Act).

Certain market and industry data used in connection with this Presentation may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. Neither Vitura nor its representatives have independently verified any such market or industry data provided by third parties or industry or general publications and no representation or warranty, express or implied, is made as to its fairness, accuracy, correctness, completeness or adequacy.

**Not an offer**
This Presentation is not a prospectus or other disclosure document under the Corporations Act and will not be lodged with the Australian Securities and Investments Commission. This Presentation is for information purposes only and is not an invitation or offer of securities for subscription, purchase or sale in any jurisdiction.

# Q & A