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FY26 Results – Pharmx delivers strong momentum

Pharmx Technologies Limited (ASX: PHX) ('Pharmx' or 'the Company') today announced results for the year ended 30 June 2026. Delivering strong momentum, anchored by Marketplace and transformational Sigma Strategic Alliance.

- FY26 total revenue of $7.7 million, up 3% on the previous corresponding period (PCP)
- Marketplace recurring revenue up 73% and Analytics revenue up 25% on FY25; Gateway revenue up 8% on a like-for-like basis, excluding the impact of a change in distribution arrangements for two suppliers
- EBITDA of $1.1 million (FY25: $1.6 million), reflecting planned investment in the Marketplace launch, sales and marketing, and costs associated with the Sigma Strategic Alliance
- Increased Gross Margin to 84% (FY25: 82%)
- Closing cash position of $2.6 million
- Transformational multi-year Strategic Alliance with Sigma Healthcare Limited (ASX: SIG) executed, with Sigma now holding 10% of Pharmx and a seat on the Pharmx Board
- Marketplace delivered successive record months through the year, reaching GTV of $2.9 million in June 2026, with Q4 GTV up 261% on Q3
- Modernization and expansion of the Single Platform, supporting vertical expansion of services and expected 18% cloud platform cost reduction going forward with efficiencies gained
- Renewal of long-standing National Diabetes Services Scheme (NDSS) agreement

Key highlights

Sigma Strategic Alliance
In February 2026, Pharmx formed a strategic alliance with Sigma Healthcare Limited (Sigma). Sigma is one of Australia's leading pharmaceutical wholesalers and retail pharmacy operators. This alliance positions Pharmx as a core technology infrastructure partner, where Pharmx becomes the preferred EDI provider to Sigma and the Chemist Warehouse network in Australia and New Zealand. In addition, Pharmx has the opportunity to expand our scope of services and access additional international markets. As part of the Strategic Alliance, Sigma subscribed for shares in the Company equivalent to 10% of the issued share capital.

Pharmx will continue to operate as an independent, whole-of-market solutions provider for the ANZ pharmacy sector, working across all major wholesalers, suppliers, vendors and pharmacies.

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Marketplace

The year reflected a significant transition from the Company's legacy marketplace (PharmXchange) to the new Pharmx Marketplace platform. Since the launch in November 2025, we have seen positive traction and accelerating growth in leading performance indicators which is converting into revenue growth. The most recent quarter has demonstrated significant improvements in volume and usage metrics:

Metric	Target Cohort[1]	Total Customers[2]
Growth in Active Users[3] (Q4 FY26 vs Q3 FY26)	+200%	+57%
Monthly Purchase Frequency[4] (avg for Qtr)	17.7x, up 2% vs previous Qtr	7.6x, up 69% vs previous Qtr
Pharmacy Spend growth[5] (Q4 FY26 vs Q3 FY26)	+71%	+152%
Change in GTV[6] (Q4 FY26 vs Q3 FY26)	+340%	+261%
Average Monthly Spend[7]	~$47,000	~$18,000

Core platform modernisation and expansion

Throughout the year Pharmx has modernised the platform to enable it to support Sigma's new distribution centre in New Zealand, marking the launch of Pharmx's first vertically integrated EDI solution, a significant evolution of Pharmx's role as a network provider to the pharmacy industry. This utilises Pharmx's technology to expand from connecting wholesalers and direct suppliers to pharmacies, to also connect manufacturers through to wholesalers. Integrating analytics capabilities, gives end to end supply chain visibility to Sigma to drive enhanced supply chain efficiency whilst creating a repeatable model that can be used in other markets.

Suppliers

Pharmx increased the number of supplier partners by 5% during the year, and importantly increased the number of suppliers using the full single platform offering by 13%. This expansion delivered an uplift in recurring revenue, positioning the business for continued growth.

[1] Primary target cohort; key targeted attributes, and who based on our current contracted suppliers, can order a minimum of 90% of their usual orders via our Pharmx Marketplace. Initial cohort target is 250 stores.
[2] All customers registered on the Pharmx Marketplace since launch in November 2025.
[3] Trading customers.
[4] Number of times a customer orders on the platform, on average, per month.
[5] Change in the monthly average spend per customer for the quarter, compared to the previous quarter.
[6] Change in the total amount spent by Marketplace customers, compared to the previous quarter.
[7] Average monthly spend per customer in Q4 2026.

New partners include Kenvue (Johnson & Johnson Pacific), Essity, Kimberly Clark NZ, Boody, and Kind Brands in addition to expanded services with a number of existing partners.

CEO commentary

Pharmx CEO, Tom Culver, said:

"FY26 was a transformational year for Pharmx. We completed one of the most significant strategic transactions in the Company's history, our alliance with Sigma, while successfully launching our new Marketplace platform, which finished the year with growing momentum, and successfully modernising the platform to deliver a vertically integrated EDI solution.

The Sigma alliance has moved from agreement to execution, with Sigma now holding 10% of Pharmx, a seat on our Board, and our first confirmed project being delivered to support their new South Auckland distribution centre. Wd have significantly strengthened our leadership team with the appointments of Vaughan Ryan as our first Chief Revenue Officer and Taufiq Khan as Chief Product Officer which reflects our intent to convert this platform advantage into durable, diversified revenue, underpinned by disciplined execution on cost as we scale.

Looking ahead to FY27, our priorities are clear: continue to scale Marketplace volumes and supplier growth, expand margins through supplier migration and improved commission mix, maximise the opportunities available under our Strategic Alliance with Sigma, and further build out our data and analytics capabilities. We enter FY27 with strong commercial momentum, a strengthened leadership team, and a clear strategy to build long-term value for all of our stakeholders."

ENDS

This announcement has been authorised for lodgement by the Board

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About Pharmx Technologies Limited

Pharmx is ANZ's leading pharmacy ordering platform, providing essential infrastructure for seamless ordering and inventory management. By connecting the largest network of pharmacies, suppliers, and technology vendors, Pharmx facilitates over $20 billion in transactions annually through its robust, high-availability technology platform – driving efficient operations, seamless connectivity, and valuable insights across its ordering, e-invoicing, and analytics solutions.

Operating in a dynamic and evolving market, Pharmx is positioned for sustained growth, driven by population growth, demographic shifts, and regulatory changes. With a strategic focus on expanding its addressable market, Pharmx leverages its extensive network, proprietary pharma-tech solutions, and advanced data capabilities to unlock new revenue opportunities and enhance healthcare outcomes across Australia and New Zealand.