ASX Release

22 September 2026

Pharmx to present at Coffee Microcaps Sydney Conference

Pharmx Technologies Limited (ASX: PHX) (Pharmx Technologies) today announces it is presenting at the Coffee Microcaps Sydney Conference on Tuesday 22 September 2026 from 10.00am AEST.

Pharmx CEO Tom Culver will present the financial and commercial highlights from FY26 and an overview of how the company is progressing and delivering on its growth strategy.

Pharmx will be presenting at 10.30am.

Further details of the conference can be found here: https://events.humanitix.com/coffee-microcaps-conference-sydney-22nd-september-2026

The presentation that will be given is attached below.

ENDS

This announcement has been authorised for lodgement by the CEO

For further information contact:

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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, eInvoicing, 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, and advanced data capabilities to unlock new revenue opportunities and enhance healthcare outcomes across Australia and New Zealand.

pharmx

The Pharmacy Infrastructure and Order Platform

Simply Pharmx It

PHARMX TECHNOLOGIES LIMITED (ASX:PHX)
September 2026

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PHARMX OVERVIEW

Pharmx Technologies

One platform running the connective infrastructure of ANZ pharmacy

Relay Launched Sep '26

01

Relay + Gateway EDI

The truth layer for ANZ pharmacy

Volume + Fixed fees

Launched Nov '25

02

Marketplace

Engine of revenue diversification

Invoice-linked revenue

03

Data and analytics

Delivering supply chain intelligence

Subscription + usage fees

99%	A$26bn	500m+	120,000
of ANZ pharmacies on the network	of network volume flow	document lines a year	active SKUs

PHARMX STRATEGY

Network Plus

SINGLE PLATFORM

01 Ambition

Primary pharmacy ordering platform

02 Ambition

Full vertical EDI solution for pharmacy

03 Ambition

Most impactful data solution in the market

ENABLERS **Partnerships** with Sigma, and IQVIA etc as accelerators · **AI** to maintain a low-cost base, accelerate engineering, marketing, CS and strategy, and advance platform capabilities

Today

80% ARR generated via a flat account fee per Pharmacy - Supplier connection (average $15p.m fee). Revenue is decoupled from volume.

Network Plus

Ordering Marketplace Data

Revenues generated on volume across Relay and Marketplace where revenue grows with the network. Analytics on DaaS subscriptions

FY26 HIGHLIGHTS

Financial update

Total revenue increased to $7.74m, 3% above FY25. Positive result in line with expectations. Underpinned by strong platform growth in line with strategy.

FY26
8 % ▲
Gateway Revenue
Gateway recurring revenue increase compared to FY25 (1)

FY26
73 % ▲
Marketplace Revenue
Increase in marketplace recurring revenue compared to FY25

FY26
67 % ▲
NZ Revenue
Increase in New Zealand recurring revenue compared to FY25

FY26
84 % ▲
Gross Margin
Base Business EBITDA margin grew to over 40%

FY26
$1.1 m ▲
Positive EBITDA
Base business for FY26 delivered ~$3.6m EBITDA, 21% improvement on PY

JUNE 2026
$2.6 m ▲
Strong Cash position
The business is cash generative, any capital needs is for acceleration

(1) Excluding market structural change. Change in distribution model for two major suppliers (for example through wholesaler instead of direct to store).

FY26 HIGHLIGHTS

Growing value delivery and strong strategy execution

VOLUME GROWTH

11% ▲
Total GTV
YoY change

11% ▲
Number of Orders
YoY change (Single Platform)

20% ▲
Volume based ARR
20% FY25, 16% FY24

ARPU

+10% ▲
ARPU, Gateway
June YoY change

+69% ▲
ARPU, Marketplace
June YoY change

+12% ▲
ARPU, Analytics
June YoY change

SUPPLIER TRANSITION

13% improvement YoY in transition of suppliers to Single Platform

115 · 64%
Marketplace or full Single Platform

64 · 36%
Gateway only

102 · 60%
Marketplace or full Single Platform

68 · 40%
Gateway only

Sigma (ASX:SIG) Strategic Alliance

What we agreed

A multi-year strategic partnership with Sigma | Chemist Warehouse

Why we did it

Opportunity to materially change the profile of the business – aligned to existing strategy

Why it matters

Accelerates pathway to strong revenue increase, business model change and entrance to new opportunity spaces

Equity position

Sigma hold a 10% equity position in Pharmx

Sigma appointed a Pharmx Board representative

Secures and expands the core

Major customer locked in; ANZ footprint strengthened

Embedded solutions across the supply chain

Ambition: Generate circa $9m new revenues under Part A

Pathway to 19.9%

Agreed percentage of Part B revenue to be used to acquire additional ownership, once per year at then market price.

Estimated $30-$50m new revenues* required for additional 9.9%. **No increase expected in FY27.**

* Estimates based on current revenue-to-market-cap ratio maintained, staged revenue growth and a 25% standard rebate amount

EDI GATEWAY AND RELAY

Order flow across the pharmacy supply chain

New

EDI Relay

UPSTREAM

Volumes based fee

+$20bn GTV TAM

Manufacturer & supplier

Purchase orders, ASN & invoices

Distribution centre

Horizontal expansion

New

Hospital ordering

Orders, invoices, delivery visibility

Pharmacy & store

EDI Gateway

DOWNSTREAM

Fixed and variable based fee

$26bn network flow

ONE PLATFORM ACROSS THE SPINE OF THE SUPPLY CHAIN · SINGLE DATA & ANALYTICS LAYER

FY27 FOCUS

- Supplier scaling
- NZ rollout supporting Sigma Distribution Centre
- AU customer proposition rollout

FY27 FOCUS

- Supplier scaling
- Gateway 5 + AI innovations
- Supplier migration to single platform; higher-value services and new revenue models

PHARMX OVERVIEW

Relay and Gateway EDI

Gateway

Modernised EDI: up to 18% lower cost, new messaging and data capabilities

EDI Relay

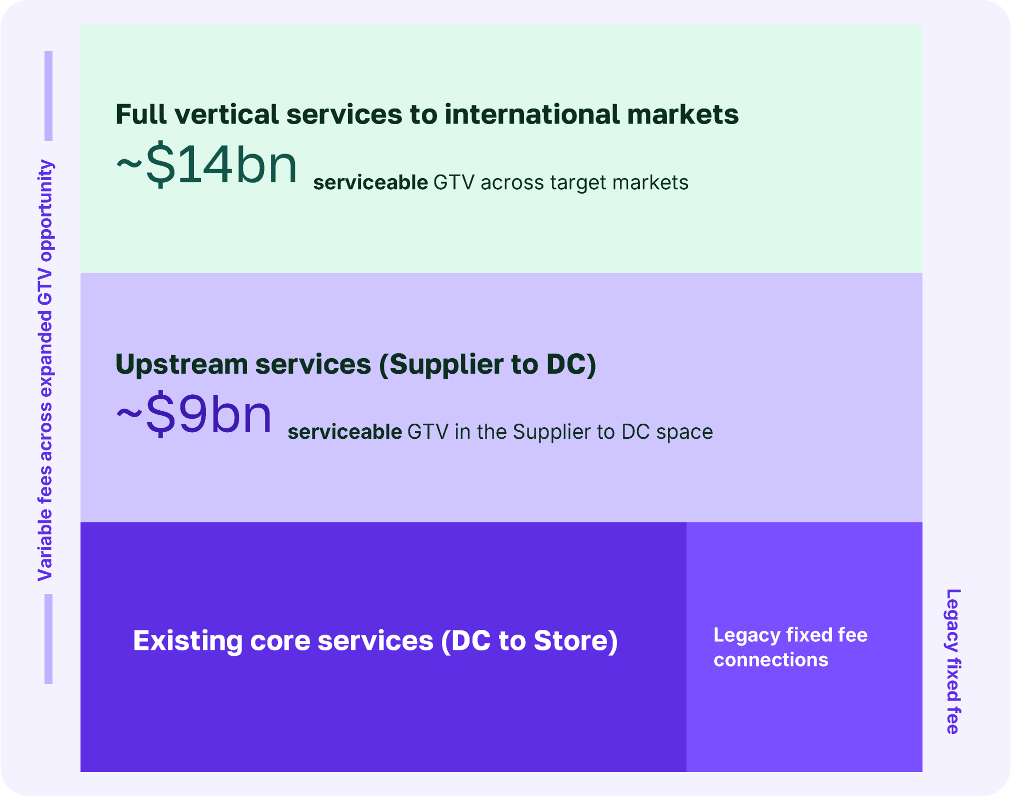
Gateway extended upstream into Distribution Centres, with Sigma NZ

Unique

We move up the value chain; upstream competitors cannot move down

AI-native

Supplier onboarding from weeks to hours. Any format in; queryable data out



PHARMX MARKETPLACE

One cart across every supplier

Supplier & wholesaler

100+ suppliers

Live stock, pricing, promotions & catalogue feeds

New

Pharmx Marketplace

50,000+

SKUs, incl. full Paragon Care range

Multi-supplier orders on the pharmacy's own account & terms

Pharmacy

2,000

registered in 10 months

FOR SUPPLIERS

- Whole-of-network reach
- Exclusive promotions & terms
- Rep ordering portal
- Sales & share analytics

FOR PHARMACIES

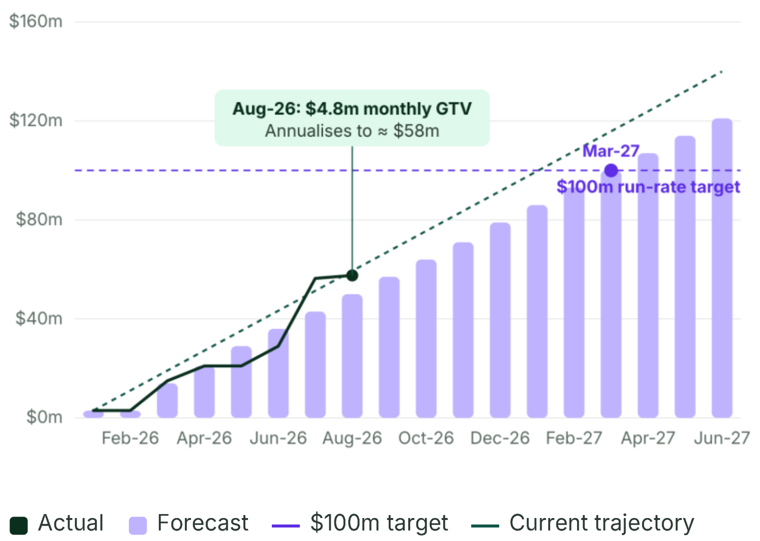
- Live stock availability
- Price visibility
- Multi-supplier checkout
- Order templates
- Spend goals & rebate tracking

FY26 HIGLIGHTS

Scaling marketplace growth

Annualised Marketplace GTV

A$, run rate



Q4 vs Q3 FY26

	TARGET COHORT	TOTAL
Growth in Active Users	+200%	+57%
Monthly Repeat Purchase Rate*	77%	49%
Monthly Purchase Frequency*	17.7 +2% Q4 vs Q3 FY26	7.6 +69% Q4 vs Q3 FY26
Growth in Total GTV	+340%	+261%
Monthly spend per pharmacy*	+71%	+152%
Monthly spend per pharmacy (Aug 26)	~$57,000	~$40,000

*Q4 average

Marketplace

Supplier growth

Margin expansion, more manufacturers and distributors

Pharmacy growth

More stores and higher monthly spend across all cohorts

New revenue

Marketing and advertising in platform

Product innovation – FY27 focus areas

Order Automation – Launch of **Smart Cart**
Order facilitation - mobile and at-shelf ordering
Group controls - head office and rep controls

~$12bn
Serviceable Addressable Market

Marketplace remains our principal long term growth engine and represents a large opportunity

$1bn
Emerging pathway to $1bn GTV

- ~500 primary customers at ~40% of current spend *(within 25% of this spend amount)*
- ~1,500 non-primary customers at ~15% of current *(over this spend amount)*
- Supported by current reported metrics trajectory

PHARMX FY27 FOCUS

FY27: A year of growth

Ambition: double-digit revenue growth in FY27 at cashflow breakeven. 88% of FY27 revenue recurring or contracted, +19 suppliers signed and not yet live.

SUPPLIER GROWTH OBJECTIVES

EDI Relay NZ rollout and AU launch
$700k ARR in year 3 – opens $6bn servable GTV, volumes-based

Expanded services
Target: Migrate $200m/$600m GTV to volume terms*

Increasing supplier outcomes
+ Suppliers & manufacturers increasing sales MoM; +40 suppliers ANZ (target). Additional wholesaler as accelerator

Added growth services
Advertising Platform SOM $1.2m ARR scaling through FY27.

Analytics solutions take up
Supplier and retail analytics. YoY growth of 25%, targeting similar FY27+

Continue New Zealand expansion
Bargain Chemist and TONIQ, plus Relay in partnership with Sigma. YoY growth of +60%, targeting similar FY27+

PHARMACY GROWTH OBJECTIVES

Scale Marketplace
~$120m annualised GTV run rate (target). Targeting 1-2% blended take rate. Pathway to $1bn emerging

Accounts
Target: 3,000 net new EDI Gateway accounts

Pharmacy tools
Order management, head office, replenishment & payments

Hospital distribution
SOM of $200k ARR (H2 rollout)

*Current revenue is ~0.04% of GTV; each basis point of blended take-rate on existing flow is ~$2m of revenue.

Thank you

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