

ASX Release

14 October 2026

Q1 FY27 Presentation

Please find attached the Pharmx Technologies Limited (ASX: PHX) presentation that will be delivered at the webinar being held today.

The webinar details are as follows:

Date and Time: Wednesday 14th October 2026 at 11.30am AEST

Webinar Link: https://us02web.zoom.us/webinar/register/WN_PSHfIEp8QYOqhaNgripalQ

ENDS

This announcement has been authorised for lodgement by the CEO

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



The Pharmacy Infrastructure and Order Platform

Simply Pharmx It

FY27 Q1 Update

October 2026

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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%

of ANZ pharmacies on the network network

A\$26bn

of annual network volume flow

500m+

document lines a year

120,000

active SKUs

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 strategy, and advance platform capabilities

Today

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

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 2% improvement on FY25	FY26 \$1.1 m ▲ Positive EBITDA \$0.5m decrease compared with FY25	JUNE 2026 \$2.6 m ▲ Strong Cash position Positive operating cashflows

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



Q1 Key Highlights

FINANCIALS

- Revenue 9% up PCP.
- 24% of recurring revenue YTD generated from volumes based (FY26 20% PCP).

PLATFORM

- Marketplace GTV reached \$6.9 million in September, up approximately 150% on the prior quarter and 45% on prior month
- Gateway number of orders transmitted up +12% on pcp. Total pharmacy to supplier account connections up 3% YTD, active accounts up 4% YTD.
- Pharmx's vertically integrated EDI solution (Relay EDI) to support Sigma Healthcare's new South Auckland distribution centre went operational. The first agreed work item under the multi-year Strategic Alliance.

SUPPLIERS

- New supplier signings included, Homart NZ, Pacific Optics, Coolkidz, Equipmed and X Zone, expanding the Marketplace catalogue and supporting and supporting continued GTV growth. Addition of Paragon Exclusive Promotions (to go live in November)
- 12 EDI Relay customers integrated into the Pharmx Relay solution

PARTNERSHIPS

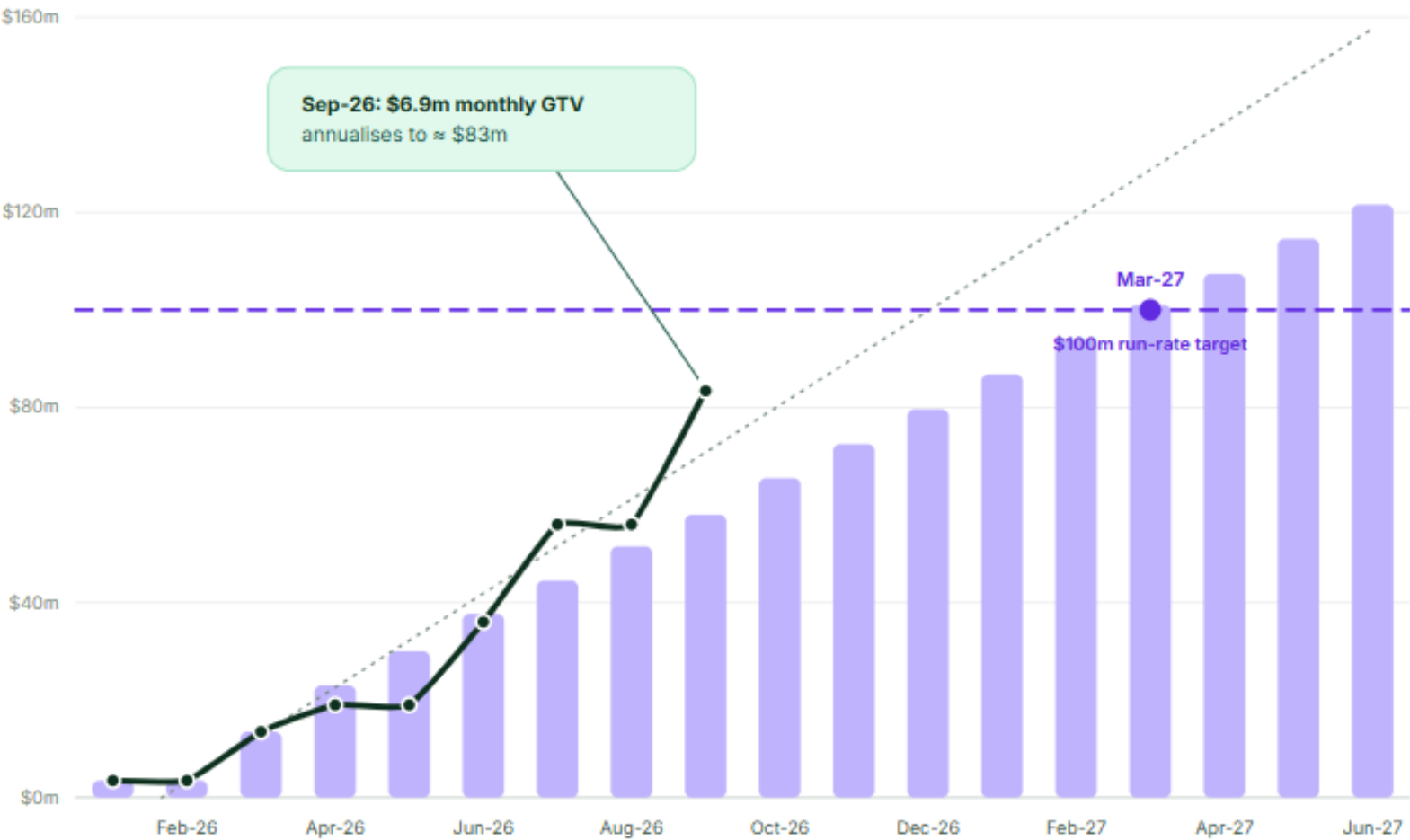
- Formed a commercial strategic collaboration with IQVIA, a leading global provider of advanced analytics, and Hypercube Scientific, a leading data science, advance analytics, and technology company. We will be working together to bring differentiated solutions to Suppliers and Retailers across the Australian and New Zealand Pharmacy industries. These combined solutions will be primarily focussed on supply chain optimisation and automation.



Scaling marketplace growth

~2,000 ▲
Registered

~10k ▲
Number of Orders



Annualised Marketplace GTV

A\$, run rate

— Actual ■ Forecast — \$100m target — Current trajectory

Q1 FY27 vs Q4 FY26	TARGET COHORT	TOTAL
Average Monthly Active Users*	9%	12%
Monthly Repeat Purchase Rate*	91%	66%
Monthly Purchase Frequency*	24.6	13.9
	+39% Q1 FY27 vs Q4 FY26	+83% Q1 FY27 vs Q4 FY26
Growth in Total GTV	+84%	+148%
Monthly spend per pharmacy*	+58%	+122%
Monthly spend per pharmacy pharmacy (Sep 26)	~\$102,000	~\$50,000

*Q1 FY27 average

Marketplace

~\$12bn

Serviceable Addressable Market

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

\$1bn

Emerging pathway to \$1bn GTV

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

Supplier growth

Margin expansion, more manufacturers and distributors distributors

Pharmacy growth

More stores and higher monthly monthly spend across all cohorts cohorts

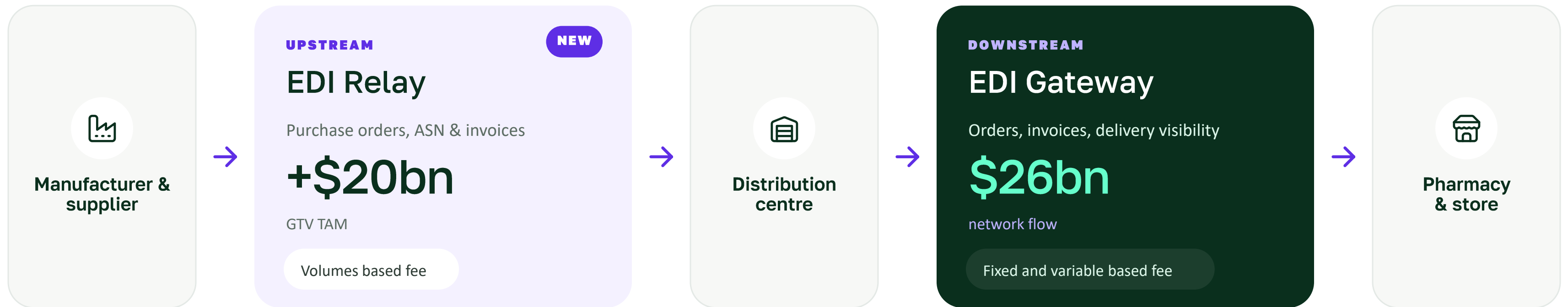
New revenue

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

Order management across the pharmacy supply chain



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

RELAY FY27 FOCUS

- Supplier scaling
- NZ rollout supporting Sigma Distribution Centre
- Commence rollout of proposition in AU.

GATEWAY FY27 FOCUS

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



Pharmx EDI platforms

Gateway

+12%

Orders vs pcp

+3%

Total pharmacy to supplier accounts YTD,
YTD, with Active accounts +4% YTD

+15%

GTV vs pcp

3

New Gateway suppliers signed

Relay pipeline update

Live

Sigma South Auckland DC

10

in process

140

Target suppliers

12

Supplier integration

40

in pipeline over FY27

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 weeks to hours. Any format in; queryable data out

Full vertical services to international markets

~\$14bn

serviceable GTV across target markets

Upstream services (Supplier to DC)

~\$9bn

serviceable GTV in the Supplier to DC space

Existing core services (DC to Store)

+20bn

serviceable GTV

Legacy fixed fee connections

Variable fees across expanded GTV opportunity

Legacy fixed fee

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Q&A



Thank you

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Appendix



Sigma (ASX:SIG) Strategic Alliance

What we agreed

A multi-year strategic partnership with Sigma |
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
Estimated \$30-\$50m new revenues* required for additional 9.9%.
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

Platform insights



GLP-1 shows strong growth

Now 11.8% of trade, from 7.5%. Mounjaro rose from 31% to 53% of the category.

50.8% of FY26 growth

Up 75% to \$2.5bn.

The rest is growing

Outside GLP-1, trade grew on volume, with average value per unit flat.

5.8% growth excluding GLP-1

Specialty products

Ten specialty products across five therapy areas added \$470M.

45% of growth outside GLP-1 came from ten products

Immunology, heart, eye, cancer, bone health.

Personal care

Personal care added \$267M, with units up 10.1%.

16.5% growth in personal care

\$1.6bn to \$1.9bn.

Beauty

Beauty was the fastest-growing large category.

22.9% growth in beauty

\$292M to \$359M.

Medicinal cannabis

Growth came from more volume and a wider range of products.

33.4% growth in medicinal cannabis

Now \$65M of trade.

Single Platform Solution

Connecting manufacturers, distributors, suppliers
suppliers and pharmacies across ANZ

Relay NEW

Supplier to DC

Connects manufacturers to distribution centres

PHARMACIES CONNECTED

Currently via Sigma NZ DC

SUPPLIERS PIPELINE

140+

PRODUCT RANGE

Manufacturer range

ANNUAL VOLUME

Live from Sept 2026

REVENUE MODEL

Volume fee on GTV

Gateway

Supplier to Pharmacy

Connects supplier systems to every pharmacy POS

PHARMACIES CONNECTED

~7,000 (99% ANZ)

SUPPLIERS CONNECTED

~150

PRODUCT RANGE

120,000+ SKUs

ANNUAL VOLUME

\$26bn GTV, 500m lines

REVENUE MODEL

Account + volume

Marketplace NEW

Pharmacy ordering

One cart for the whole market

PHARMACIES CONNECTED

2,000+ registered

SUPPLIERS CONNECTED

~100

PRODUCT RANGE

70,000+ SKUs

ANNUAL VOLUME

GTV +304% FY26

REVENUE MODEL

Commission on GTV

ANALYTICS All products are supported by and feed into the Pharmx analytics solutions

Shared services and stand-alone capabilities

	Relay	Gateway	Marketplace
SHARED SERVICES			
Single platform: one login, one integration	✔	✔	✔
Supplier, category and demand analytics	✔	✔	✔
Self-service onboarding	✔	✔	✔
Secure, high-availability infrastructure and support	✔	✔	✔
INTEGRATION AND EDI			
Supplier to Distribution Centre EDI	✔		
Distribution Centre to Pharmacy EDI		✔	
Enterprise ERP integration: full ERP-to-retail retail EDI		✔	
Robo dispense integration		✔	
CSO wholesaler integration		✔	
CRM integration		✔	

	Relay	Gateway	Marketplace
ORDERING AND STOCK			
Orders, acknowledgements, out-of-stock and dispatch advice	✔	✔	
Real-time order processing		✔	✔
Pharmacy Portal, Stockview and predictive stock		✔	✔
Multi-supplier cart, bulk orders and order templates			✔
Rep ordering portal for in-store supplier orders			✔
Planogram ordering and on-shelf compliance compliance			✔
INVOICING AND COMPLIANCE			
Invoices sync to POS: eg FRED, Minfos, Z		✔	✔
E-invoicing and compliance		✔	✔
Receipt, reconciliation and three-way matching	✔		
PRICING AND PROMOTIONS			
Smart price visibility: last price paid			✔
Promotions hub, exclusive deals and trade marketing			✔