healius

2026 Annual General Meeting

Thursday, 22 October 2026
Swissotel, Sydney

Forward-looking statements

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CEO Presentation

Paul Anderson

Healius Managing Director & Chief Executive Officer

Pathology is the quiet engine of evidence-based care

Pathology enables early diagnosis and timely intervention

70% of medical treatment decisions and 100% of cancer diagnoses rely on pathology

Pathology data can provide unparalleled insights into the nation's health

T27 Scorecard – Performance Update FY26

Our aim is to deliver mid-to-high single-digit EBIT margins by December 2028

✓ Delivery complete ▶ Partially delivered > On track

Customer Service

- ✓ Collections: >80% of ACC episodes now processed through Medway Collections
- ▶ Enhanced CX: 220k patient appointments booked (new capability from Aug 25)
- ▶ Core growth: ~1,500 new referrers added in 2H26
- ▶ Collections: New HubSpot CRM capability implemented to improve service for referrers
- ▶ Enhanced CX: FY26 Contact Centre response times improved 1.9x vs pcp
- ▶ Core growth: FY26 average fee growth of 4.0% over FY25

Laboratory Modernisation

- ✓ Lab: Regional lab optimisation with 24.3% reduction in FTEs vs FY25
- ✓ Lab: Productivity gain from main lab optimisation with 1.6% less FTEs vs 4Q25
- ▶ Consumables spend: 15.3% as % of revenue vs pcp of 16.2%
- ▶ Lab: Laverty Microbiology automation setup, validation in progress
- > Lab: Pathway LIS being implemented across all disciplines
- ▶ Logistics: 100% of metro courier runs digitised, 33% reduction overtime vs pcp

Emerging Diagnostics

- ▶ Genomics: Revenue up 16.9% in FY26 vs pcp
- ▶ Vetnostics: Digital courier, consumables ordering in place (100% take-up), full digital solution in build
- ✓ B2B: Full year benefit from new commercial contracts
- ▶ Genomics: 15 new products launched in FY26, focus on hereditary cancer detection
- ▶ Vetnostics: FY26 revenues up 3.4% over pcp
- ▶ B2B: Clinical Trials FY26 revenue up 92.9% vs pcp

Digital Technologies

- ✓ Medway: New Diabetes Audit functionality in market with ~1k referrers onboarded
- ▶ Medway: eReferral growth continues – FY26 volumes 39.7% higher vs pcp
- ▶ Digital AP: Majority of inter-state AP work digitised, new scanners fully embedded
- ▶ Medway: New Patient App in “soft-live” across internal users, go live in 1H27
- ▶ Pathway: High volume Genetics workflows (Reproductive & Oncology) built & in roll out
- ▶ Digital AP: IBEX AI enabled cancer detection extended to new tissue types

People & Ways of Working

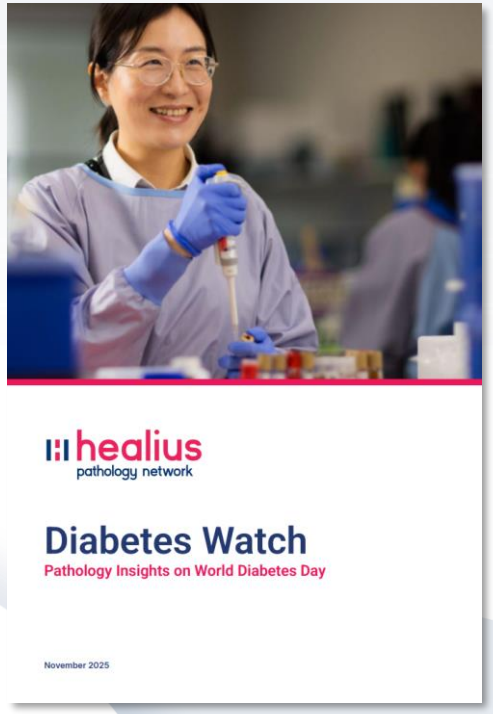
- ✓ Corporate costs: Total of $24.4m (annualised) cost savings delivered
- ✓ New National Collector Training Academy operational: 600+ collectors graduated
- ▶ FY26 labour costs: Flat on FY25 despite FWC decision, now 49.7% (as % of revenue)
- ✓ AI workers: Reva AI and Melinda AI – working on high volume finance transactions
- ✓ AI workers: Julie AI and Oscar AI – working on workforce planning
- ▶ AI workers: Additional digital co-workers being developed in priority operational areas

The role of pathology in prevention

We believe we have a broader role to play in supporting better health outcomes for Australians through information and awareness

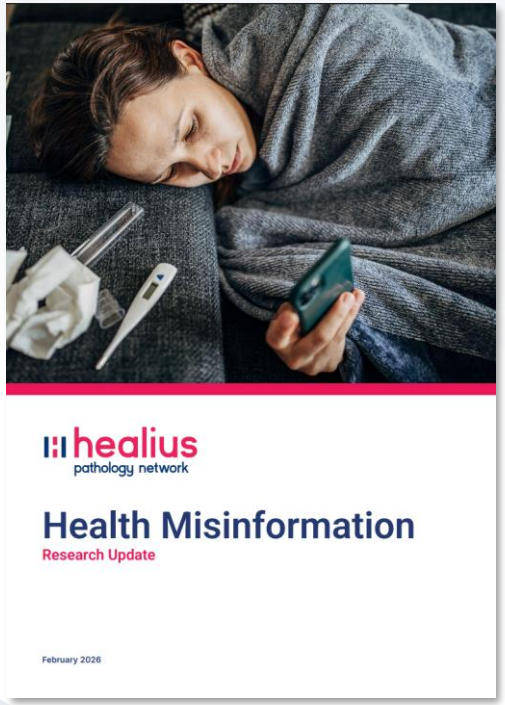
Diabetes Watch Report

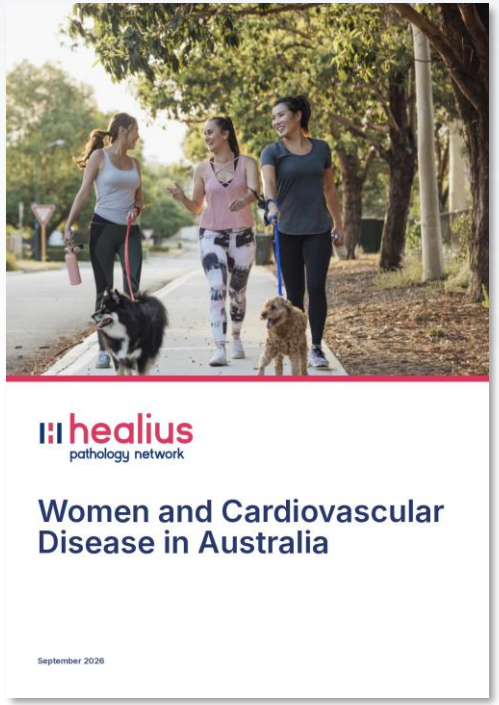
November 2025



Health Misinformation Research Update

February 2026



Women & Cardiovascular Disease in Australia

September 2026