ASX:VIT

ASX ANNOUNCEMENT

27 NOVEMBER 2026

Vitura provides guidance on key FY27 metrics and announces new three horizon strategic plan at 2026 Annual General Meeting

Melbourne, Australia – Vitura Health Limited (ASX: VIT) (**Vitura** or the **Company**) announced today that the Company's five key FY27 metrics were all expected to improve on FY26 performance.

Making the announcement at its 2026 Annual General Meeting, Vitura CEO Justin James projected improvement in the priority areas of gross margin, free cash flow, earnings per share, management expense ratio reduction and normalised EBITDA.

FY27 Guidance*

- **Gross Margin** - FY26 actual was 21.69%, while FY27 guidance is plus 1.5 to 3.0 points.
- **Free Cash Flow -** FY26 actual was ($3.0m), while FY27 guidance is plus $3M to $5M.
- **Earnings Per Share** - FY26 actual was (0.66) cents, while FY27 guidance is plus 0.6 to 0.8 cents.
- **Management Expense Ratio** - FY26 actual was 20.3%, while FY27 guidance is minus 0.5 to minus 0.1 points.
- **Normalised EBITDA -** FY26 actual was $3.0m, while FY27 guidance is plus 50% to plus 60%.

New Three Horizon Strategic Plan

Mr James also outlined Vitura's new Three Horizon Strategic Plan to investors for the first time.

He said the strategic plan's foundation was built on the Company's purpose – *"To create positive health outcomes for every person we interact with"***.**

Mr James also outlined the Company's vision – *"To lead the future of healthcare across both mainstream and emerging therapies"* – and success would be judged by profitability, stakeholder confidence and excellent patient outcomes.

Vitura's three strategic pillars are:

- **Operational excellence:** Simplifying processes, systems and ecosystem so clinics perform better and patients get easier access to care.
- **Modernise platforms and data:** Restoring platform performance for patients, pharmacies and suppliers, and letting data drive decisions.
- **Unlock people potential:** Attracting, developing and keeping the right talent to deliver excellent care.

The Company's pillars rest on financial sustainability, strong clinical governance and industry leadership, and are guided by its values of ethics, always being focussed on patient care, being tenacious, pursuing excellence and being "Team Vitura" - one team with aligned objectives.

Horizon 1 – H1 FY27 Key Priorities and Progress

Mr James said that in the first half of FY27, Vitura's focus was on five key priority areas. They are:

- **Protecting and stabilising margin** – through stronger supplier partnerships, better clinic performance, growth in direct-to-patient channels and faster access to medicines. Medical cannabis margins are stabilising, dispensing volumes are up and contracting reviews are underway.
- **Technology and AI** – modernising platforms so Vitura can scale, adopting AI where it genuinely improves speed and quality, with strong governance. The Company's platforms are currently being enhanced and Doctors on Demand infrastructure is more aligned to volumes.
- **Delivery** – a single enterprise roadmap that ties strategy to investment and the discipline to focus on what matters most. The new Three Horizon Strategic Plan is now established with Board-endorsement, and early delivery is on track.
- **Risk and security** – a proactive risk culture, secure and resilient systems and strong clinical governance for safe, high-quality patient care. To achieve this, a consistent clinical governance framework is now being embedded across the Group.
- **People and leadership** – building a high-trust, high-performance culture and investing in leadership and development. The new executive team is embedded and Board renewal is also underway.

Vitura's Independent Chair and Non-Executive Director Robert Iervasi said:

"FY26 was undoubtably a challenging but important year for Vitura. It's been well documented that market conditions across the whole medical cannabis sector, both in Australia and abroad, continued to prove demanding.

With medical cannabis being our core business, the Company's financial performance ultimately did not meet the expectations of the Board, management or our shareholders.

However, FY26 was also a year of important transition for Vitura. We made a series of deliberate decisions to reset parts of the business, streamline our cost base and sharpen our strategic focus so that future growth is of higher quality and more sustainable.

The recruitment of our CEO Justin James and his reshaping of the leadership team was also a key development. Justin brings a strong track record of building disciplined, customer-focused health businesses.

In his first few months, he's moved quickly to simplify the organisation, clarify strategy and accountability, and embedded a more rigorous approach to capital allocation and cost management.

The Board's clear priority for FY27 is execution, measurable improvement, a return to profitability and generating long-term value for shareholders."

Vitura's Chief Executive Officer, Justin James, said:

"Our immediate and top priority is to return to profitability. Over the past few years, growth has outpaced our foundations, leaving us with legacy systems and pressure on our platform performance.

Our cost base was therefore out of step with business performance, and it's already been right-sized accordingly.

In resetting the business, we've moved back to doing the basics, and doing them brilliantly. We now have more disciplined portfolio management, a focus on high-value initiatives, and a simpler operating model and processes.

In FY2027, we plan a return to profitability with a more efficient cost base. We'll also see platform performance improving for patients, pharmacies and suppliers, and build a stronger foundation for sustainable growth."

* Note that FY27 guidance is based on expected improvements from FY26 as the comparison period.

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Authorised by

Authorised for release to the ASX by the Board of Vitura Health Limited.

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About Vitura Health Limited (ASX: VIT)

- www.vitura.com.au

Vitura Health Limited is diversified digital health business listed on the ASX (ASX: VIT) and, via its subsidiaries, operates the following businesses:

- www.burleighheadscannabis.com

Burleigh Heads Cannabis operates the market leading prescriber, patient, pharmacy, and supplier online ecosystem, Canview, which sells and distributes roughly 600 therapeutic product and device SKUs within Australia from roughly 70 international and domestic brands.

- www.canview.com.au

Canview was developed to be a complete end-to-end healthcare ecosystem designed to provide doctors, pharmacists, and patients with a simple and cost-effective way to facilitate the treatment of patients with increased efficiency and compliance. The Canview system is based on a medicines wholesaling platform which seamlessly brings together several disparate SAAS (software-as-a-service) providers including inventory control, invoicing, customer management, reporting and analytics, all linked together through customised integration software owned and operated by Vitura. Underpinning the suite of SAAS elements are several bespoke, internally generated operating procedures and intellectual property assets, supported by the Canview customer support and infield customer engagement teams. Through the in-house integration of the different elements which together make up Canview, the platform provides the best user experience in the industry.

Canview provides Australian doctors with the ability to integrate their patient management systems directly with the platform and to use their patient information to generate electronic prescriptions within the Canview platform, without the need to input the patient's details. Prescriptions are then sent directly to the Canview patient app where patients can manage their treatment and submit the prescription and subsequent repeats to one of the roughly 4,700 Australian pharmacies with accounts on Canview for dispensing.

• www.doctorsondemand.com.au

The Company owns Doctors on Demand Pty Ltd, a nationwide 24/7 x 365 telehealth platform business that provide innovative primary health solutions to hundreds of thousands of B2C and B2B patients annually. Services include general medical consults, urgent care, medical certificates, pathology referrals, specialist referrals, men's health, women's health and medicated weight loss.

• www.cortexa.com.au

The Company owns 50% of Cortexa Pty Ltd, an incorporated joint venture with Canadian-based PharmAla Biotech (CSE: MDMA). Cortexa aims to be the leading supplier of psychedelics, GMP MDMA and GMP psilocybin, for research and therapeutic use in Australia.

• www.candor.com.au

The Company owns Candor Medical that undertakes nationwide telehealth consultations with patients seeking access to medicinal cannabis and other speciality products and services.

• www.releaf.com.au

The Company owns a 42.5% equity interest in Flora Holdings Pty Ltd, a joint venture that owns and operates a series of medicinal cannabis clinics operating under the Releaf brand.