

# visionflex group

ASX Announcement – 11 September 2024

**Visionflex Group Limited (ASX: VFX)**

## Trading Update

### Highlights:

- **Three significant sales agreements signed since last market update:**
  - Signed agreement with Royal Flying Doctor Service (RFDS) Victoria to provide a virtual health solution following a competitive tender process
  - Signed trial agreement with Kha Loc Medical, a leading medical equipment distributor in Vietnam, an initial shipment has been completed
  - Signed agreement with Anglicare for initial trial across 3 aged care sites with potential for expansion.
- **Although no single contract (at this stage) is material at a revenue level, they each hold significant expansion opportunity and together highlight developing opportunities for Visionflex across multiple market verticals and geographies.**

**Visionflex Group Limited** (“VFX” or the “Company”), a leader in virtual diagnostic healthcare technology solutions, is pleased to provide a trading update on several key sales wins across multiple market verticals that help strengthen Visionflex’s position as a growing force in innovative virtual health solutions, both locally and internationally.

### ***RFDS Victoria Awards Visionflex Tender for Integrated Virtual health Platform***

This contract represents a significant achievement in Visionflex’s ongoing mission to provide virtual healthcare solutions to remote and underserved populations.

RFDS Victoria, an iconic Australian charity known for providing primary healthcare and patient transport services across rural and remote regions, has selected Visionflex to replace its current virtual health platform. The Visionflex system, known for its advanced medical imaging capabilities and seamless integration, will work alongside RFDS Victoria’s newly announced Electronic Health Record (EHR) project to enhance healthcare outcomes for patients throughout Victoria.

The contract includes Visionflex’s software solution component over an initial 3-year term. Over time, upon proving out the benefits of the Visionflex platform, the RFDS Victoria partnership provides for the potential to expand its virtual solutions across the Royal Flying Doctor Service nationally, opening doors to broader healthcare opportunities across Australia.

Visionflex CEO Joshua Munday said: *“After a rigorous evaluation process, we are thrilled to have been selected by RFDS Victoria to support their virtual health initiatives. This partnership will allow us to empower healthcare providers with advanced clinical capabilities, improving access to quality healthcare for all Victorians, no matter where they live. This tender further validates our growth strategy and commitment to developing innovative virtual health solutions.”*

RFDS Victoria Manager of Digital Health and Business Improvement Chris De Sair commented: *“Telehealth is an invaluable tool in addressing health inequality. It allows critical healthcare resources to be shared across Australia’s vast distances, easing the burden on both patients and the health system. This innovative technology helps dismantle the barriers that perpetuate health inequality across Australia.”*

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## ***New Agreement with KHA LOC CO., LTD (Kha Loc Medical) for a Virtual Health Trial in Vietnam***

In addition to its success with RFDS Victoria, Visionflex has signed a new 12-month agreement with Kha Loc Medical, a leading medical device and equipment distributor, to trial the Visionflex virtual health solution in Vietnam. As part of this agreement, Visionflex has shipped its first virtual health hardware and software solution to Vietnam. The trial will evaluate the system's effectiveness in the local healthcare environment, and there is potential for further shipments and increased volumes based on the trial results. Vietnam represents a significant new market opportunity for Visionflex with a population in excess of 100 million and increasing access to technology solutions following significant foreign investment over the past decade.

## ***Trial Agreement with Anglicare for Aged Care Sites***

Visionflex is also pleased to announce a new 12-month agreement with Anglicare to trial its virtual health hardware and software solution at three aged care sites. This trial will allow Anglicare to assess the effectiveness and suitability of the Visionflex platform in providing enhanced healthcare services to aged care residents. Should the trial be successful, Anglicare will consider expanding the deployment of Visionflex's virtual health solution across its other sites and business units.

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For more information, please contact:

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*This announcement was approved for release by the Board of Directors.*

## ***Visionflex Overview***

*Visionflex is a global virtual healthcare platform that enables medical professionals to diagnose, monitor and treat patients over a secure, private network. To date, Visionflex has advanced the care of patients in segments including the primary healthcare networks, aged care, aboriginal health organisations, hospitals, corrective services, and the resource sectors.*

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