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VITURA

H1 FY2026 RESULTS
INVESTOR WEBINAR
26 FEBRUARY 2026
9AM (AEDT)

Robert Iervasi – Non-Executive Chair
Shane Tanner – Executive Director
Ryan Tattle – Chief Revenue Officer
Andrew Cook – Chief Financial Officer



AGENDA

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- Company Overview
- H1 FY2026 Highlights, Financials & Leadership Update
- Operational Overview
- Conclusion



COMPANY OVERVIEW

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Vitura's unique digital health ecosystem

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- Fully integrated end-to-end digital health platform.
- Distribution, logistics and route-to-market services for licensed wholesale supply of products including:
 - Medicinal Cannabis
 - Therapeutic Nicotine Vaping Products
 - MDMA and Psilocybin
- All managed via our centralised Canview platform.
- Accessing more than 4,800 (or 4 in 5) Australian pharmacies.



Vitura captures value at multiple points, supporting sustainable business growth.

General Practice Clinic



Products



Specialty & JV Clinics



Marketplace



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Vision //

To lead the future of healthcare access in specialty and emerging therapies.

Mission //

Build a connected ecosystem of patients, clinicians, pharmacies and suppliers through a seamless platform that delivers trusted access to specialty and emerging therapies.

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H1 FY2026 Highlights, Financials & Leadership Update

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H1 FY 2026 Financial Results - Summary

A\$M	H1 FY2026	H1 FY2025
Operating revenue	67.9	62.7
Normalised EBITDA	1.9	4.6
Net Profit After Tax (NPAT)	(1.0)	1.6
Normalised NPAT	(0.4)	2.2
Normalised Earnings Per Share (Cents)	(0.05)	0.37

Notes: Normalised for costs relating to acquisitions and the successful resolution of legal disputes.

Key Points



Strong revenue growth

- H1 FY2026 revenue \$67.9m - **UP 8.3% vs PCP**, driven from sales and distribution of medicinal cannabis and Nicotine Vaping Products (NVPs).
- Burleigh Heads Cannabis (BHC) sold a total of 507,799 units via the Canview platform - **UP 10.6% vs PCP**.
- Revenues from the Group's total clinic operations were **up 25% vs PCP**, supporting our diversification strategy.

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Key Points

Doctors on Demand growth

- **21% growth** in revenue compared to PCP.
- Total consultation numbers **up 15% year on year**,
- Afterhours consultations **up by almost 32%**, driven largely by **B2C patients**.

Candor adds to patient numbers

- Integration adds value bringing access to an additional **15,000 patients** through a fully integrated digital platform.

Releaf consultations increase

- Re-engagement of Releaf's **30,000 patient base** and recruitment of new doctors and staff has seen business growth.



Key Points

Challenging H1 but plans in place to quickly improve in H2 and beyond.

- Normalised EBITDA \$1.9M vs \$4.6M in PCP.
- Normalised loss after income tax - NPAT - (\$0.4M) vs PCP profit of \$2.2M.
- Driven largely by market-wide compression of medicinal cannabis pricing and increased doctor costs.
- Marginally offset by reduced operational expenditure.

H1 FY2026 Cashflows

A\$M – Cashflows used in operating activities	H1 FY2026	H1 FY2025
Receipts from customers	71.0	68.2
Payments made to suppliers and employees	(72.0)	(68.7)
Income tax (paid) / refunded, net	(0.1)	0.4
Net Interest paid	(0.3)	(0.1)
Net cash flows used in operating activities	(1.4)	(0.2)

- Net cash flows **used in** operating activities for H1 FY2026 were **\$1.4m**.
- This was largely driven by working capital movements from the timing of customers' receipts (Receivables +\$2.3m) and the increase in inventory holdings to support increased sales (+\$0.9m).
- The Company had a cash balance of **\$6.1m** as at 31 December 2025.

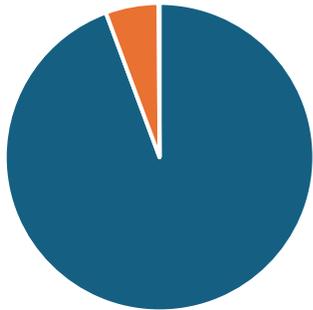
Total revenue for H1 FY2026 of \$67.9M

Comprising:

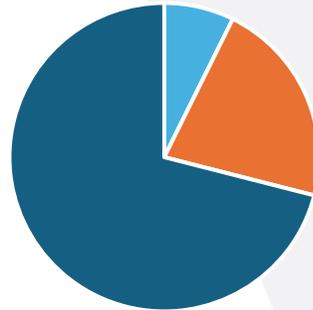
Sales and distribution: **\$52M – UP 4% YOY**

Clinics and service: **\$15.9M – UP 25% YOY**

Sales and Distribution Revenue



Clinics and Services Revenue



■ Medicinal Cannabis Products ■ Nicotine Vaping Products ■ Other ■ Candor Medical ■ DoD - B2C ■ DoD - B2B

- Revenues up **8.3% vs PCP** and **10.8% vs H2 FY2025**.
- Strong unit sales with a **10.6% increase on PCP** via the Canview platform.
- However, margin compression remains the primary challenge with a **420bps reduction vs PCP**.
- Strong business focus on driving volume and margin improvement going forward by leveraging our speciality clinics.
- Targeted cost reduction and ongoing opex management across the business.

OPERATIONAL OVERVIEW & IMMEDIATE PRIORITIES

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Key Points

- Leadership transition announced in January 2026.
- Chief Revenue Officer Ryan Tattle assumed responsibility for day-to-day management.
- Non-Executive Director Shane Tanner assumed interim Executive Director Role to provide extra support and focus.
- New CFO Andrew Cook commenced on 9 February 2026, earlier than expected.
- New CEO search underway.

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Strategy Remains - Accelerated Execution Commenced

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**STRENGTHEN
TEAM AND
COMPANY
CULTURE**



**STRENGTHEN
MARKET
POSITION**



**EXPAND
CUSTOMER
AND MARKET
BASE**



**TECHNOLOGY
ENHANCEMENT**



**FINANCIAL
IMPROVEMENT**

Accelerated Execution Commenced – Candor & Releaf

- Vitura acquired Candor Medical, one of Australia's leading medicinal cannabis clinics, in February 2025.

An additional 15,000 active patients through a fully integrated digital platform. We will acquire & retain patients via:

Reduced pricing for initial consults and check-ups.

Increased digital spend, doctor recruitment and availability.

Launch of Nicotine Vaping Product (NVP) offering/service via Candor.

- **These specialty clinics are growing fast and now represent over 20% of total revenue.**

candor



Accelerated Execution Commenced - Doctors on Demand



- 24/7 nationwide GP telehealth services, 365 days a year.

Continue revenue strong growth in H2 FY2026 - (Up 21% vs PCP in H1 FY2026).

Continue growing consultation numbers in H2 FY2026 - (Up 15% YOY in H1 FY2026).

Priority focus on B2B customer growth H2 FY2026 and beyond.

Doctor numbers increased to around 300.

- DoD now represents more than 20% of total revenue.



Accelerated Execution Commenced – Operational Expenditure

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- Restructure of roles/scopes at executive and senior manager levels.
- Recent 10% reduction of total OPEX base of circa \$28m already actioned.
- Cost reduction initiatives and efficiency gains to flow through in H2 2026 and beyond.



Accelerated Execution Commenced - Canview

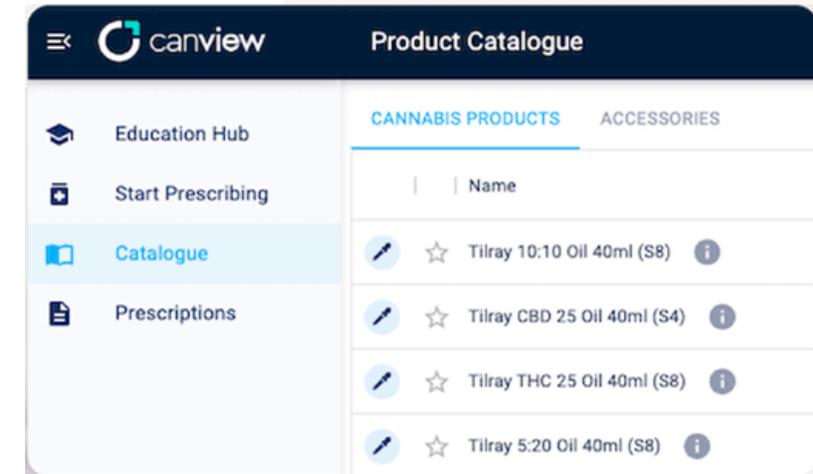


Canview is Vitura's centralised technology platform.

Almost 508,000 medicinal cannabis units distributed in H1 FY2026 – **UP 10.2% vs PCP**

Around 760 (Vitura and competitor) products and 88 brands now available on Canview – **and growing.**

Registered pharmacy accounts on Canview now represent more than 4 in 5 (around 4,800) of all pharmacies actively dispensing medicinal cannabis in Australia.



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Conclusion

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New leadership already making a difference in terms of sales growth and cost reductions.

Strong double-digit revenue growth expected over next two years commencing in the current month.

Maintain current gross margin levels into the immediate future.

Canview platform continues to be the industry benchmark and is growing.



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