

ASX Announcement 30 April 2024
Visionflex Group Limited (ASX: VFX)

Q3 FY24 Quarterly Activities and Appendix 4C Cash Flow Report

Visionflex Group Limited (“Visionflex” or the “Company”), a leader in virtual healthcare solutions, is pleased to provide the following documents:

1. Appendix 4C Quarterly Cashflow Report; and
2. Quarterly Activities Report – Presentation.

For more information, please contact:

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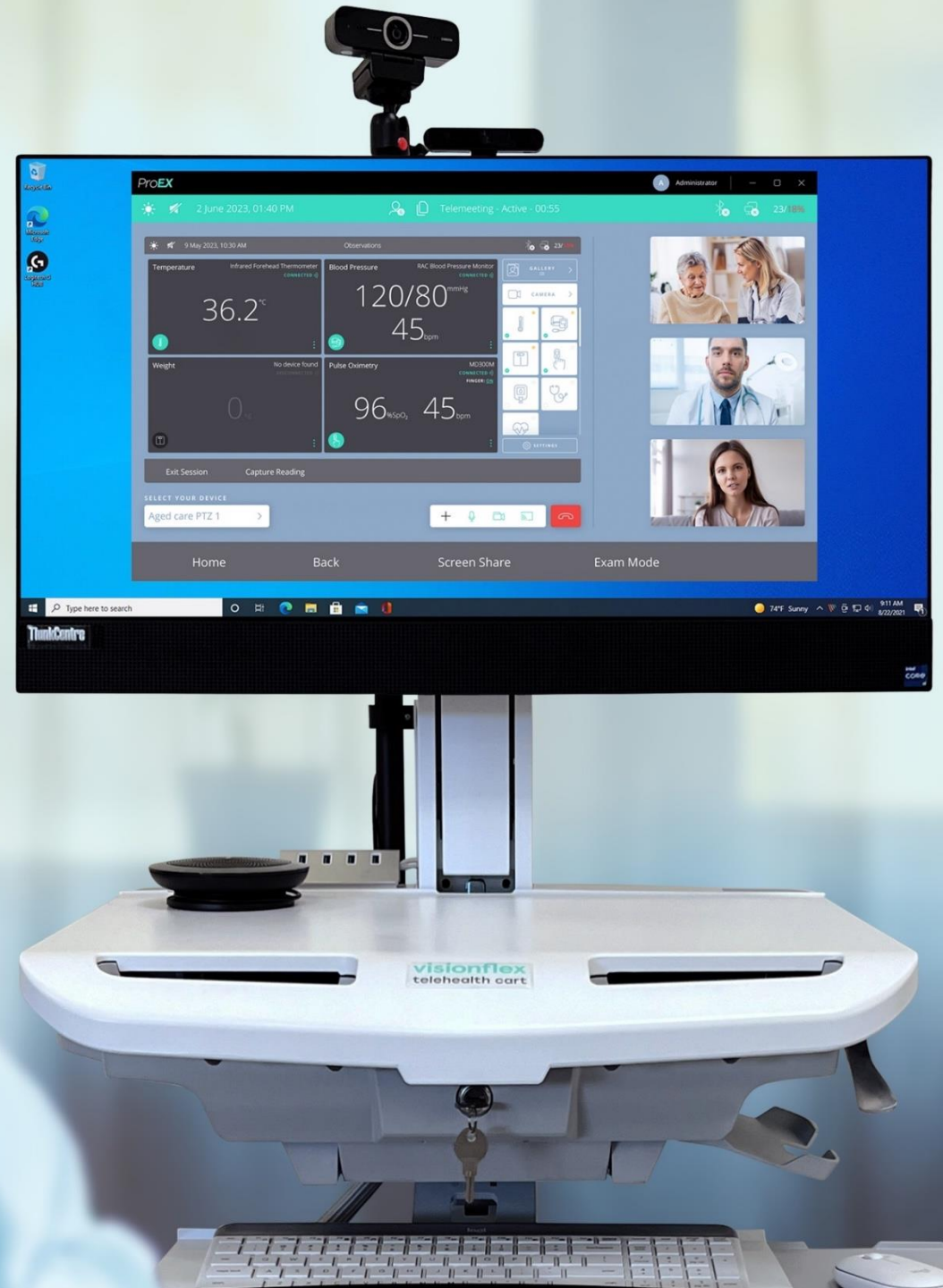
This announcement was approved for release by the Board of Directors.

Visionflex Group

ASX:VFX

3Q FY24 Quarterly Activity Report

APRIL 2024



Important notices

This results presentation (Presentation) has been prepared by Visionflex Group Limited ACN 138 897 533 (ASX:VFX) **(Company)** and is dated **30 April 2024**.

Acceptance

The information in this Presentation remains subject to change without notice. By accepting this Presentation, you agree to be bound by the following limitations and conditions.

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Key Highlights



194% Revenue growth

Visionflex revenue of **\$2.1 million** for 3Q FY24, up **194%** from 3Q FY23.



\$1.1M of contracted ARR*

Visionflex contracted ARR of **\$1.1 million**, with **\$0.4 million** of new contracted ARR sold in 3Q FY24, up 40% from 2Q FY24.*



\$2.9M Available Funding

Closing 3Q FY24 cash balance of **\$0.9 million** with **\$2 million** of undrawn finance facilities.



Resource Sector Expansion

Secured initial purchase order from Woodside Energy to deploy Virtual Care to an initial **7 offshore platforms**.



Aged Care Expansion

Continued expansion into residential aged care facilities with **\$1.2 million** of new purchase orders from Primary Health Networks.

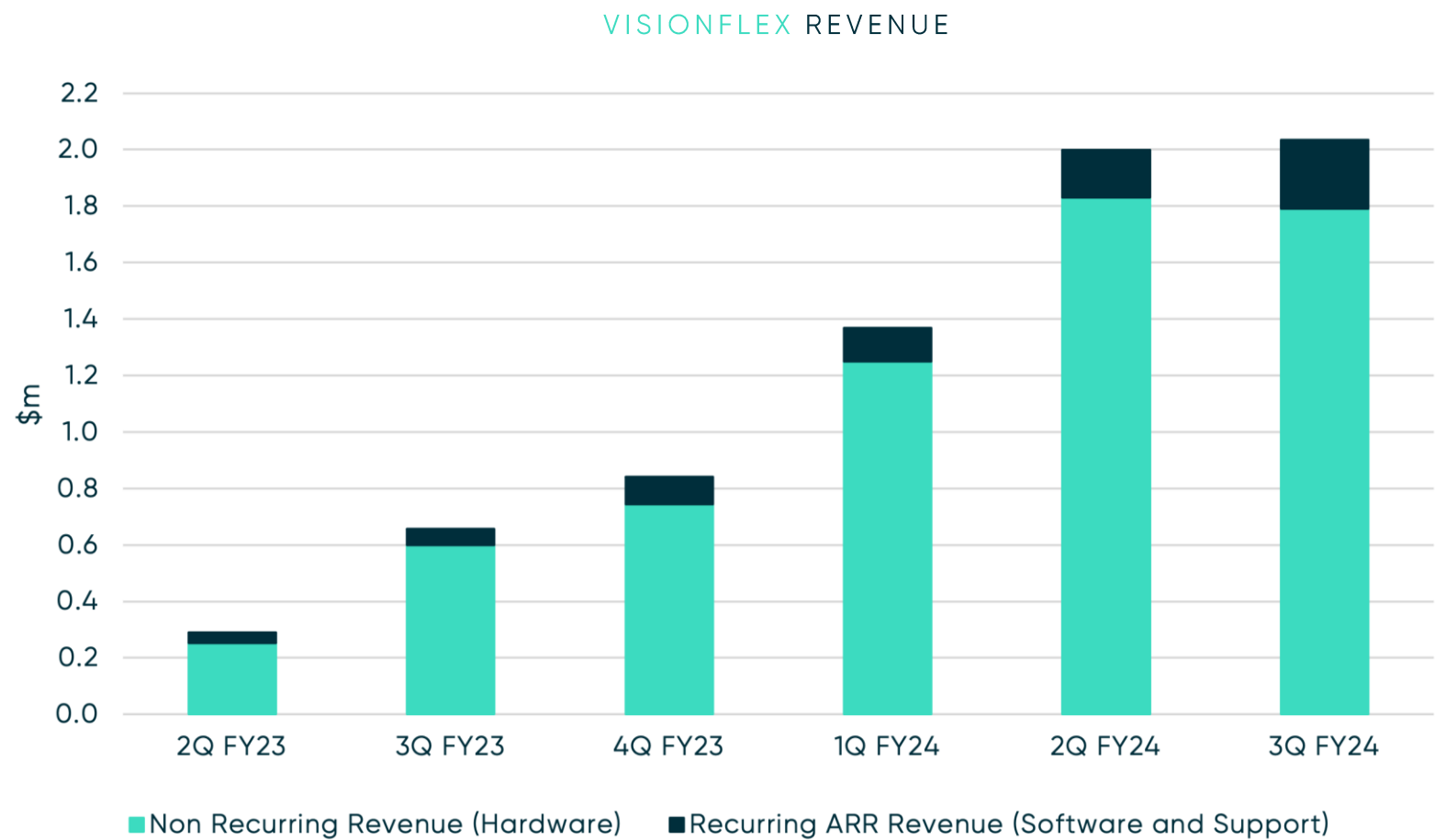


\$1.6M in Future Revenue

\$1.6 million of future revenue from contracts committed which will be recognised as revenue once performance obligations are met.

(*) Recognised as revenue over the contracted period.

Visionflex revenue analysis



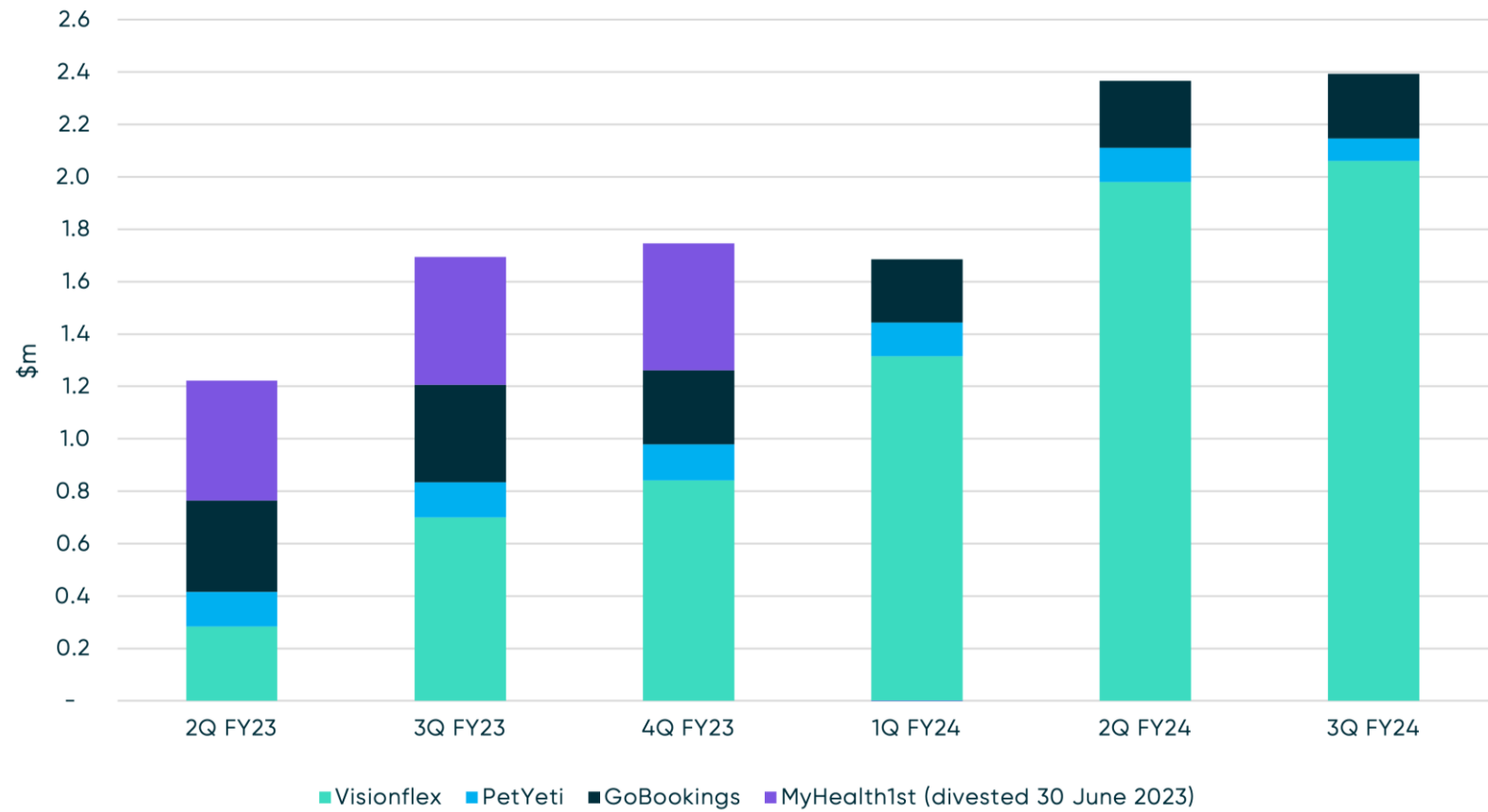
In 3Q FY24, Visionflex generated revenue of **\$2.1 million, up 194%** on the \$0.7 million generated in 3Q FY23.

Visionflex contracted ARR of **\$1.1 million**, with \$0.4 million of new contracted ARR sold in 3Q FY24, **up 40%** from 2Q FY24.

Much of this contracted ARR remains unrecognised and will be recognised over the contracted period (typically 12 months).

Divisional revenue contribution

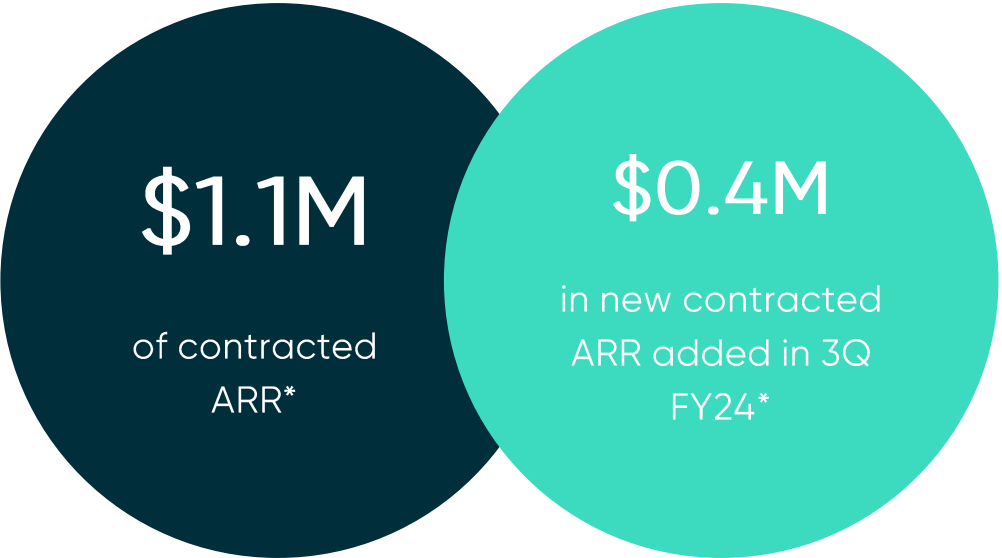
REVENUE BY BUSINESS DIVISION



The Company reported **\$2.4 million** in consolidated revenue for 3Q FY24, a **41% increase** from the \$1.7 million generated in the prior corresponding period (pcp).

Adjusting for the divestment of MyHealth1st (\$0.5 million of revenue in the pcp), revenue **grew by 98%** up from \$1.2 million in the pcp.

Visionflex SaaS Revenue



Annual Licence Fee of \$4,788 for Visionflex Virtual Care Software.

Visionflex continues to accelerate its transition towards Software as a Service (SaaS) revenue through the increasing market adoption of its Virtual Care Software.

Contracted ARR continues to grow quarter on quarter, with **\$0.4 million** of **new contracted ARR** generated in 3Q FY24, **up 40%** from 2Q FY24.

Increased per license pricing of **\$4,788 per annum** was implemented in 3Q FY24 due to Visionflex's confidence in the product and its adoption in the market.

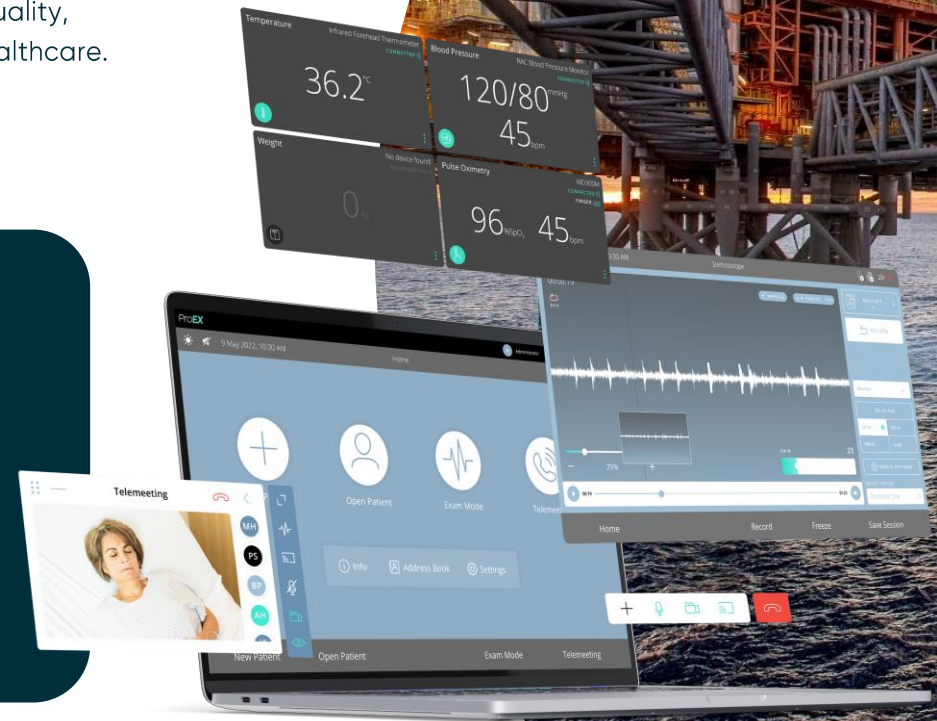
(*) Recognised as revenue over the contracted period.

Woodside resource sector expansion

- ✓ Visionflex to deploy its Virtual Care Software to an initial 7 offshore platforms for Woodside.
- ✓ The solution involves ProEX and Vision software with annual software license fees.
- ✓ This initiative ensures immediate access to medical professionals for their remote workforce, enhancing operational efficiencies by minimising the need for medical evacuations.
- ✓ The Visionflex solution improves the quality, accessibility and cost of delivering healthcare.

"This partnership exemplifies our mutual commitment to enhancing healthcare accessibility and operational efficiency, including in remote environments. We look forward to delivering significant value and innovative healthcare solutions to Woodside and its workforce globally".

JOSHUA MUNDEY, CEO of VISIONFLEX GROUP LIMITED



Aged care expansion in QLD

Visionflex has secured annual software agreements with Northern Queensland PHN to an initial 33 residential aged care facilities across Northern Queensland.

GPs and health care providers provide timely, high-quality care remotely to rural facilities, resulting in better health outcomes for residents.

This model improves access, patient outcomes, and clinician support while reducing costs for aged care facilities.

- ✓ Visionflex secured an initial **\$0.7 million** purchase order from the Northern Queensland PHN.
- ✓ Visionflex's Virtual Care Software to be rolled out across 33 residential aged care facilities.
- ✓ **\$0.16 million** of contracted ARR, in addition to upfront hardware revenue.
- ✓ Successful initial roll-out could see roll-out to further aged care facilities in 1H FY25.



Aged care expansion in WA



Visionflex secured its third purchase order from the WA Primary Health Alliance for **\$0.5 million**.

This expansion encompasses an additional 30 residential aged care facilities across Western Australia.

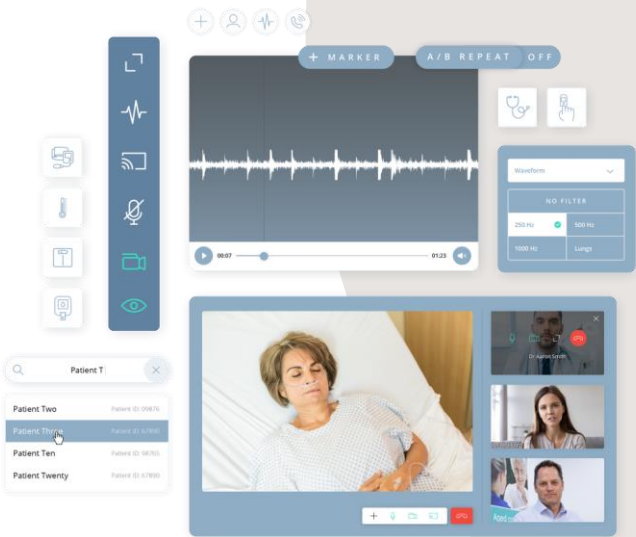
Visionflex Virtual Care Software is now across 180 residential aged care facilities across Western Australia.

Visionflex now has **\$0.4 million of contracted ARR** with WA Primary Health Alliance.

- ✓ The Visionflex solution has improved the quality and accessibility of care, reduced the need for travel and unnecessary hospitalisations, and allowed for early detection and treatment of chronic conditions.
- ✓ GPs and health care providers provide care remotely to residents using Visionflex software including monitoring vital signs, managing wounds and skin conditions.
- ✓ Residents receive regular, timely and improved quality of care without the burden and cost of travelling to the GP clinic, specialists and hospital.



MEDICAL
HARDWARE



vision.
by Visionflex
SOFTWARE

ProEX
SOFTWARE

Visionflex Group

Visionflex Group Limited
Unit 1, 8 Prosperity Parade,
Warriewood NSW 2102

[VISIONFLEX.COM.AU](https://visionflex.com.au)

Joshua Munday

CHIEF EXECUTIVE OFFICER

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Visionflex Group Limited

ABN

25 138 897 533

Quarter ended ("current quarter")

31 March 2024

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	1,774	7,706
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(1,078)	(3,241)
(c) advertising and marketing	(30)	(143)
(d) leased assets	(36)	(108)
(e) staff costs – Redundancy costs	-	-
(e) staff costs – Wages	(795)	(3,259)
(f) administration and corporate costs	(840)	(2,392)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	4
1.5 Interest and other costs of finance paid	(5)	(389)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	635
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(1,010)	(1,187)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(10)	(10)
(d) investments	-	-
(e) intellectual property	-	(5)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	300
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(10)	285

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(15)	(21)
3.5	Proceeds from borrowings	200	400
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other	-	-
3.10	Net cash from / (used in) financing activities	185	379

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,755	1,443
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,010)	(1,187)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(10)	285

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	185	379
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	920	920

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	920	1,754
5.2	Call deposits	-	1
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	920	1,755

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount for payments to related parties and their associates included in item 1 (*)	-
6.2	Aggregate amount for payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i> (*) The payments to non-executive directors were temporarily paused during the quarter ending 31 March 2024. These deferred director payments were subsequently released in early April 2024 following the receipt of substantial customer payments in the first week of April.		

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	8,400	6,450
7.3	Other (please specify)	-	-
7.4	Total financing facilities	8,400	6,450
7.5	Unused financing facilities available at quarter end		1,950
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well. <u>Key terms of the Standby Convertible note facility</u> The credit standby arrangements relate to an original \$4 million facility with a cornerstone shareholder investor Mr John Plummer. The key terms of the original facility were: Line fee 1% pa. Interest rate of RBA Cash Rate plus 7.5% pa, therefore currently 11.85% per annum, payable quarterly in arrears. Agreement to renegotiate interest rate further downwards following the Company achieving a cash flow breakeven quarter (achieved and renegotiated effective 1 October 2023) and an additional rate reduction on delivering three consecutive cash flow positive quarters. Usual covenants for a facility of this nature and scope including unsecured obligation, no debt subordination without consent, anti-dilution provisions etc.; and Facility can be repaid in full or reduced at any time at the election of the Company. Repayments fall due from 29 February 2025 or after. Mr John Plummer agreed to extend the facility in February 2023 by a further \$1.2 million to the business under similar terms to the original agreement held. Adcock Private Equity entered into a similar facility of \$3.2 million in February 2023 to the business under similar terms to agreement held with Mr John Plummer.		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(1,010)
8.2	Cash and cash equivalents at quarter end (item 4.6)	920
8.3	Unused finance facilities available at quarter end (item 7.5)	1,950
8.4	Total available funding (item 8.2 + item 8.3)	2,870
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	2.84
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

1. This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
2. This statement gives a true and fair view of the matters disclosed.

30 April 2024

Date:

By the Board

Authorised by:
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.