

Corum invests for future growth

Corum Group Limited (ASX: COO) is pleased to announce its full year results for the year ended 30 June 2022.

Key Highlights

Key Metrics		vs pcp	H2 vs H1
Group Revenue	\$12.0m	+ 1%	(4)%
Underlying EBITDA	\$3.7m	(15)%	+ 16%
Underlying NPAT	\$1.1m	(47)%	+ 86%
Operating Cashflow excl. net R&D tax incentive	\$1.7m	+ 18%	+ 24%
Cash On Hand	\$5.8m	(11)%	(10)%

Key Operational Highlights

- PharmXchange was launched in June 2022. PharmXchange is a feature rich digital sales and marketing platform for suppliers that provides a central convenient hub for pharmacies to access a range of supplier promotions. It is highly integrated with the PharmX gateway and offers a fast and secure payments facility using PharmXpay. The initial pilot programme with 10 suppliers and 15 pharmacies has recently been expanded to 20 suppliers and 100 pharmacies including leading global pharmacy suppliers Haleon (formerly GSK Consumer Healthcare) and Revlon. The controlled roll out is being executed ahead of plan.
- The non-core real estate eCommerce business was sold generating proceeds of \$0.5m. This is a significant milestone in our business strategy and has allowed for a refined focus on the health sector.
- The software business won an important new client in Go Vita Group the first non-pharmacy customer for Corum.
- Revenue of \$12.0m was an increase of 1% on pcp. This revenue growth was driven by PharmX, and although not at the level we expect, some important measures have been put in place for future growth.
- Underlying EBITDA of \$3.7m was a decrease of 15% on pcp. This was mainly due to investment into developing internal expertise and building the right team to develop new PharmX functionality and execute on the resultant new growth opportunities. Financial and operational disciplines were tightened up in H2 with resulting underlying EBITDA up 16% half on half and underlying NPAT up 86% half on half.
- Corum ended the year with a strong cash balance and is well positioned to take advantage of strategic opportunities as they occur.

- Cash from operating activities was \$3.3m vs \$3.2m in pcp.
- The search for a new CEO, having been paused temporarily pending a review of the business structure, has recommenced.

Commenting on the results, Corum Executive Chairman, Nick England said: “Corum remains focused on growth and achieving sustainable long-term profitability. We have made significant investments in upskilling our team to execute on our strategy particularly in repositioning the PharmX business. There is an inevitable lag between these investments and corresponding growth.

In particular, I am extremely pleased with the market reaction and initial take up of our PharmXchange platform which provides a great springboard for accelerated growth and opportunities to enter other market verticals. We remain committed to maintaining tight financial discipline, growing our operational cash flow and using shareholder funds in an effective manner.”

Results Presentation

Following the release, investors and shareholders are invited to join an online results presentation. Details are as follows:

Time: Monday 5 September 2022 at 2pm AEST (Sydney, Melbourne time)

Where: Zoom webinar,

<https://zoom.us/j/97164386511?pwd=YmtYeTI4NTZzbXd4bC5vWW5aaAxQT09>

Meeting ID: 971 6438 6511

Passcode: 277668

One tap mobile

+61871501149,,97164386511# Australia

+61280156011,,97164386511# Australia

Should you have any questions, we encourage shareholders to send through questions via email to the company at Investor.Relations@corum.com.au

- ENDS -

This announcement has been authorised for lodgment by the Board

For further information contact:

Nick England, Executive Chairman

Investor email: Investor.Relations@corum.com.au



About Corum Group

Corum Group Limited [ASX:COO] (Corum) is an Australian company limited by shares that owns businesses in technology and software development.

For more than 30 years Corum has been using its deep industry expertise and extensive relationships to develop Point-Of-Sale, Dispensing and Management software for pharmacy head offices and retail stores and a range of eCommerce and ordering solutions throughout Australia. Corum Health includes PharmX, an electronic gateway that links pharmacies, pharmaceutical wholesalers and direct suppliers within the pharmacy market.

Corum is determined to offer the best solutions to its customers through the products, services and processes of each of its businesses.