



Corum Group Limited

Trading Update

Wednesday, December 8, 2021

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Creating Positive Momentum

Financials

- Total group revenue for the quarter⁽¹⁾ of \$3.3m **up 7%** on pcp.
- Health Services revenue of \$3.0m for the quarter⁽¹⁾, **up 11%** on pcp, primarily attributable to PharmX.
- Real Estate eCommerce decline in line with expectations with revenue for the quarter of \$0.3m⁽¹⁾, down 20% on pcp.
- Closing cash balance as of 26 October 2021 of \$7.5m (**up 16%** since 30 June 2021)



Unlocking Future Growth Opportunities

Important customer wins

- Go Vita operate 130 health and vitamin stores across Australia. Corum has entered an agreement to be their preferred operational software provider. Go Vita are the first major non-pharmacy customer for Corum. In addition, they are a large supplier to the pharmacy market and will distribute via the PharmX platform.
- Corum has extended its existing relationship with Sigma into the WholeLife branded stores. Corum has been providing head office software to Sigma's "Discount Drug Stores" for over 10 years and our expansion into WholeLife represents another extension of a broader relationship with Sigma.



Developing New Growth Opportunities

CyberGuard

- Corum has launched a state-of-the-art cyber protection product for Australian pharmacies, CyberGuard.
- CyberGuard is a subscription-based service designed to prevent the increasingly prevalent ransomware attacks and ensure pharmacy patient data is protected with enterprise level technology.

Corum CyberGuard provides advanced security technology combined with user security awareness training to help you protect your most valuable asset.





PharmX Strategy

Our strategy for PharmX is threefold:

1. To grow the number of suppliers on the platform
2. To increase the utilisation rates of pharmacies as measured by connections.
3. To develop new commercial services for PharmX users, both suppliers and pharmacies.



Delivering Growth and Marketplace Efficiencies

- Signed agreements with **TerryWhite Chemmart, Blooms The Chemist, Alive Pharmacy Group, Good Price Pharmacy Group and Capital Chemist** to drive supplier and pharmacy utilisation with the PharmX platform.
- Supplier numbers increased **by 10%** (a sample of new partner listed below) and connections **by 12%** compared to pcp.
- Industry consolidation has created a headwind - **DHL**



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Develop New Commercial Services

DataMesh

- Corum has entered into an agreement with DataMesh Group to develop payment capabilities across our customer network.
- DataMesh Group provide a range of services including the provision of streamlined, low cost and flexible integrated payment terminal solutions.

Marketplace

- To assist with the growth of smaller suppliers on the PharmX platform we have developed a marketplace platform.

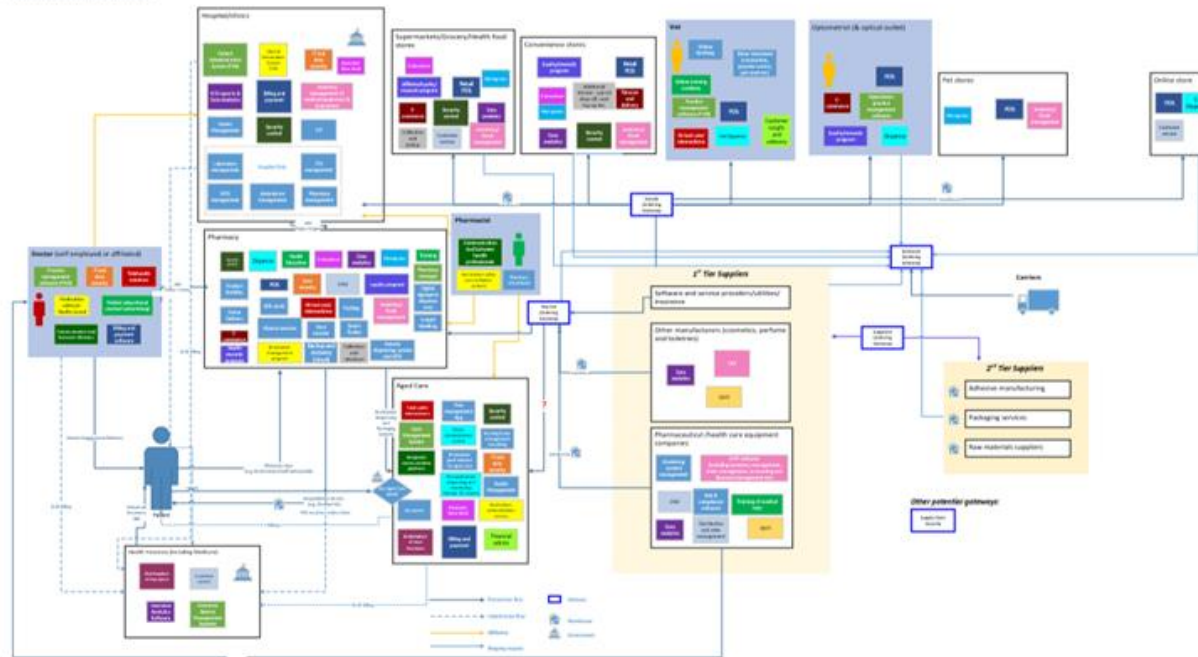


Augmenting Organic Growth Through Targeted Acquisitions

TMT Partners

- TMT Partners have been engaged as corporate advisors to actively seek merger and acquisition opportunities.

Figure 2: Solutions Landscape



SUMMARY

Financial momentum & uplift in cash at bank



Total Group revenue for the quarter up 7% pcp.

Health Services revenue up 11% pcp.

Closing cash balance, as at 26 Oct 2021, \$7.5m (up 16% since 30 June 2021).

Unlocking Future Growth Opportunities



Signed Go Vita, 130 health and vitamin stores, our first major non-pharmacy customer. Preferred Head Office supplier for Pharmacy Essentials. Extended relationship with Sigma with the WholeLife brand.

Launched CyberGuard, a subscription-based service to protect pharmacy data.

Delivering Growth and Marketplace Efficiencies



Increased supplier numbers on PharmX by 10% and connections by 12% compared to pcp.

Signed agreements with a range of retail groups to drive PharmX utilisation including TerryWhite Chemmart, Blooms The Chemist, Alive Pharmacy Group, Good Price Pharmacy Group and Capital Chemist.

Augmenting Organic Growth Through Targeted Acquisition and Partnerships



Engaged TMT Partners to actively seek merger and acquisition opportunities.

Entered into an agreement with DataMesh to develop payment capabilities across our customer network.



Questions?



Corum Group Limited

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