

Enriching the lives of Animals, People and Communities

May 2025

Q3 FY25 YTD update - resilient results amid economic & industry challenges

Dear Apiam shareholders,

I am pleased to provide you with an update on Apiam Animal Health's FY25 year-to-date performance to 31 March 2025 (**FY25 YTD**).

Since reporting our first-half (H1) results, Management has maintained a strong focus on maintaining resilient revenue streams and improving operational efficiencies across the clinic network. Trading in the second half to-date continues to track broadly inline with H1 with small trend improvements in underlying EBITDA (pre-AASB 16) and NPATA.

Despite a solid performance in our companion & mixed animal clinics, the growth performance in our Clinical Vet Services segment has been impacted by weaker conditions in H1 equine markets as well as a significant reduction in vertical business ACE Laboratories' export diagnostic testing revenues.

Intensive Animal Veterinary services continue to perform strongly in line with H1 revenue growth metrics. Historically, Q4 is a seasonally higher trading period for this segment and is expected to contribute significantly to FY25.

A summary of our key FY25 March YTD financial metrics are set out in the following table (unaudited basis).

1 Jul – 31 Mar 25 (YTD)	FY25 YTD	FY24 YTD	FY25 YTD vs PCP (% chg.)	H1 FY25 vs vs PCP (% chg.)
Revenue	156.6	154.8	+1.2%	+1.7%
Gross profit	104.1	104.2	(0.1)%	+0.1%
EBITDA (U/L, pre AASB 16) ¹	15.4	15.6	(1.5)%	(3.6)%
NPATA (U/L) ¹	5.4	5.9	(9.4)%	(15.5)%

Cost efficiencies continue to be realised across the clinic network, offsetting revenue declines across regions affected by cost-of-living challenges as well as the large number of COVID pets that are now in the healthiest stage of their life cycle.

As part of our ongoing portfolio review, two underperforming clinics (NSW-based equine clinic & small companion animal clinic) have now been divested, removing a \$1 million p.a negative EBIT impact.

I look forward to providing you with a more detailed financial and strategic update in August, alongside our full year results.

Dr Chris Richards
Managing Director

Technology Spotlight: CoVet Transforming Clinic Operations



Apiam is rolling out CoVet, a new AI-driven clinical tool, across its network to drive efficiencies, enhance customer experience, and enable increased veterinary service leverage.

The CoVet platform uses voice recognition and smart templates to generate clinical recommendations, discharge instructions as well as client communication. By reducing documentation time, clinics are seeing improved workflow, greater consistency in records, and more time for patient and client focus.

At Apiam's Gympie Veterinary Services, Dr Dan McDougall reports a measurable shift. "Before CoVet, a large part of my day was spent writing notes. Now, I can spend more time face-to-face with clients and be more hands-on with treatment," he said. "It's also allowed our team to work more closely together and see more patients, while improving care."

Following a six-month pilot, CoVet began roll-out across the clinic network in April, with over 5,500 records generated by veterinary professionals in its first month. The rollout supports Apiam's broader strategy to scale clinic capacity, streamline workflows, and enhance both employee and customer experiences through smart veterinary technology.