



ASX / Media Release 9 December 2019

Shexie to introduce MyHealth1st platform to its 3,500 specialists

Shexie is a leading provider of Practice Management Software to the medical specialist market

Highlights:

- Shexie supports some 3,500 medical specialists
- MyHealth1st platform now integrated with Shexie's practice management software
- The recently launched MyHealth1st EasyReferrals product for GP's, patients and specialists is now available to Shexie practice customers 16 Shexie practices have already "gone live"
- Partnership builds on 1st Group's share in the specialist vertical following the agreement with St
 Vincent's Health the first stage of growth in this new vertical
- Joint marketing to Shexie's full practice base has commenced with site growth anticipated to accelerate in 2H 2020

1st Group Limited (ASX: 1ST), the Australian digital health group, today announced that it has entered into a partnership with Shexie to bring the MyHealth1st solution and its recently launched EasyReferrals product to Shexie's customer base of around 3,500 medical specialists. Shexie has been in business since 1998 and is the number 2 practice management software provider to the specialist market.

The new MyHealth1st EasyReferrals product, which powers the recently launched StVincentsPriority.com.au directory service, enables GP's and patients to search and book appointments with specialists online.

The solution transforms the currently inconvenient and frustrating existing booking methods where GP's use directories which only contain addresses and phone numbers. Now, with MyHealth1st EasyReferrals, GP's and patients can find, with great accuracy, the right specialist, see their actual availability and book the appointment online and attach any referral documentation. A booking process that could often take days or





even weeks to find suitable availability with the right specialist, can now be completed in under 60 seconds with MyHealth1st EasyReferrals.

This partnership accelerates 1st Group's entry into the medical specialist market. On 9 May 2019, 1st Group announced its agreement with St Vincent's Health to bring the MyHealth1st platform to the approximately 1,400 medical specialists in St Vincent's Health's network of 10 private hospitals. The first phase of the new MyHealth1st EasyReferrals product was launched on 4 December to around 160 sites and a further 60 sites are soon expected to go live in the first phase of the deployment.

The total specialist market in Australia is estimated at around 21,000 medical specialists providing considerable scope for 1st Group to expand its number of sites in this market.

Managing Director and Co-Founder Klaus Bartosch said, "the existing GP to specialist referral process is ripe for distruption. The current process is a terrible experience for GP's, patients and receiving specialists often resulting in significant unnecessary delays to care. The current process also often requires GP's, their front desk staff or patients to shop around to find a suitable available appointment and a specialist with the right skills. The roll out of our MyHealth1st EasyReferrals platform across the St Vincents Health network has validated our digital solution to this problem and demonstrated our ability to provide our services at scale."

"Shexie have been fantastic to work with and were quick to engage with us. They really understand their market and, like us, they are eager to drive real transformation that benefits their customers, referring GP's and patients."

Randal Haligan, Co-Founder of Shexie said, "we are really excited to be bringing the MyHealth1st EasyReferrals product to our customers. Not only will our customers, who sign up to MyHealth1st, be able to receive referral bookings online 24/7 through their own websites via the MyHealth1st "Book Now" facility, but GP's will also be able to select specialists with greater accuracy and make bookings based on their availability through MyHealth1st.com.au. We expect this will have a huge impact on improving patient care."

"We plan to make it really easy for specialists and GP's to sign up to the MyHealth1st EasyReferrals product by enabling them to sign up directly within the Shexie system. This is a great value add for our customers and one that we are really happy to promote in partnership with the team at MyHealth1st/1st Group."

Marketing to Shexie customers has commenced with some early implementations and new site growth is expected to accelerate in 2H 2020.





Further information

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About 1st Group Limited

1st Group is an ASX listed digital health group building Australia's leading health services portal, MyHealth1st.com.au, Australia's online pet service portal PetYeti.com.au and corporate and government solutions platform GoBookings.com. These integrated platforms provide an easy to use online search and appointment booking service and offer a range of value-added apps and services that facilitate digital patient and customer engagement. We improve lives by connecting consumers to a variety of healthcare services and information anytime, anywhere, so they can get well sooner and stay well longer. To find out more visit 1stGrp.com, MyHealth1st.com.au, PetYeti.com.au and GoBookings.com.

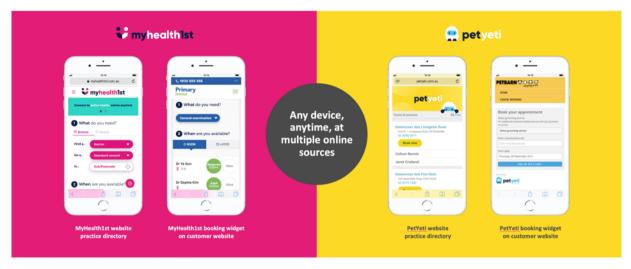




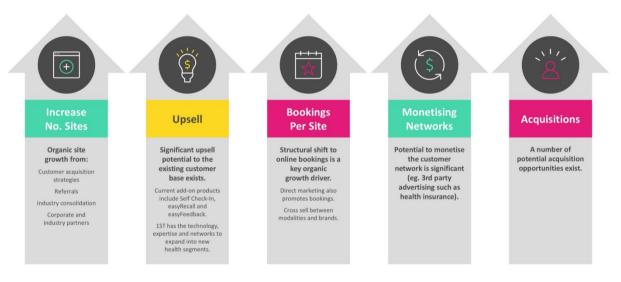
APPENDIX

Our Portals and Web Widgets

Our Solutions in Action



Multiple Growth Options



Key Investment Considerations



- Directionally positive KPIs
- Costs stabilised



- Online health services bookings market is > \$1.9b
- Includes online appointments, add-on products and services, and advertising



- Acquire new customers as they increase their online presence and digital profile through multiple products, including online appointments
- Upsell revenues as customers purchase additional products & services
- Booking migration from offline to online increases patient interaction points and monetization opportunities driving broader consumer engagement, cross-sell patients to other services, including PetYeti



Significant quarter on quarter revenue growth



- Upsell revenues are rising off a low penetration base
- Significant existing upsell customer opportunity
- Upsell consumer users to complementary services



- Significant online experience SEEK, HotelClub, Concur, Wotif.com, Realestate.com.au and others

