

HSC Technology Group Sales Update

15 September 2022

HIGHLIGHTS

- **Village Glen selects HSC Technology Group to provide assistive technology solutions**
- **Lendlease selects HSC Technology Group to provide digital signage solutions**
- **HSC and Essence-Singapore partner with St. John's Home for Elderly Persons to deliver the first proactive care solution in Singapore**
- **Continued orders from clients upgrading their systems before the 3G Sunset, as well as strategic push into high end residential aged care**

HSC Technology Group Ltd (HSC or the Company) (ASX: HSC) is pleased to provide the market with the following sales update.

Village Glen

HSC has received an order to supply next generation assistive technology solutions to Village Glen for 610 villas and apartments at its retirement village located at 335 Eastbourne Rd, Capel Sound, Victoria.

The conditional purchase order for the supply and installation of the HSC solutions and first year fee is estimated at approximately \$0.3 million. Additionally, HSC will provide the ongoing monitoring and maintenance for the 610 units within the retirement village via its Talius Smart Care Platform. These further services will generate recurring annual revenue of approximately \$57,000.

The project scope includes the supply of HSC's Care@Home Nurse Call solution, wearable pendants, and voice-activated emergency call technology.

The Village Glen project demonstrates the breadth of HSC's Talius Platform. Our traditional solutions communicate to monitoring centres, whereas in this case, Village Glen required a 24-hour care and response solution that communicated directly to the carer's response teams on site, which the Talius Platform is also able to provide.

The project is due to commence during September 2022, with finalisation expected in November 2022.

Lendlease Digital Signage in partnership with Alert Tech

HSC, through our reseller Alert Tech, has commenced providing a next generation digital signage solution to Lendlease for its retirement villages and residents.

Lendlease Retirement, part of the Lendlease Group, is Australia's largest owner, operator and developer of senior living communities with over 72 villages and 14,000 residents. Communicating with so many residents can be challenging and Lendlease was looking for a simple and convenient

way for their Village Management to easily share information with residents about what is happening in the village and abroad.

After a recent trial, Lendlease chose HSC's Talius Content Management System, and plans to deploy the solution nationally across all their villages. The Talius Content Management System is a cloud-based platform that creates, schedules and updates information through a locally installed set-top box that can then play on any screen or distribute to the resident's TVs.

While receipts for roll out of the project and the annual subscription fee are on their own not material, the appointment by Lendlease, Australia's largest retirement village operator, independently affirms HSC's view of the appeal of HSC's product suite that includes digital technology and the application of HSC's Talius Platform.

St John's Home for Elderly Persons, Singapore

HSC and Essence-Singapore, a key Singaporean reseller partner for HSC, are proud to announce that St. John's Home for Elderly Persons (SJH) will be the first to deploy the commercial application of CSIRO-researched Smarter Safer Homes (SSH) technology to their new aged care facility in Singapore.

Developed by Australia's national science agency, CSIRO, SSH is a sensor monitoring and data analytics program proven in randomised controlled trials to provide safer, more effective, and efficient care compared to traditional methods of reactive care and routine checking.

CSIRO - SSH works by unobtrusively monitoring a client's Activities of Daily Living (ADL) and proactively alerting for anomalies — changes from an individual's usual activity — that indicate an intervention is required. It provides significant benefits for residents in a facility, and their families, who can now enjoy peace of mind knowing their safety is being monitored even when a carer isn't present.

SJH has also provided an order for the Uniper IPTV solution, a recent addition to HSC's solutions suite and Talius Smart Care Platform.

HSC sees Singapore as a key growth market for the future as government funding and focus on improving aged care increases in that region.

Further Sales

HSC continues to receive orders from resellers and directly from aged care providers seeking to upgrade their personal emergency response systems (PERs) prior to the 3G Sunset, scheduled for June 2024. Recent sales include new orders from Feros Care, who continue to roll out their PERs upgrade.

HSC's Managing Director recently hosted a webinar with Telstra's Julieanne Pritchett, the Telstra IoT Sales Chapter Lead, as they discussed how the shutdown of the 3G network will affect aged care, and how aged care providers should look at upgrading their systems now. A replay of the webinar is available on the Company's website.

HSC is also continuing its strategic push into high end residential aged care facilities. The Company was pleased to receive a new order for Leigh Place Aged Care, through HSC's reseller, IOTEC Systems, to upgrade their nurse call system with our Talius Smart Facility Care System.

Commenting on the recent results and outlook for the remainder of 2022, Mr. Graham Russell, Managing Director said:

"Our aim is to build on our first half of the year and we anticipate a stronger second half result based on our promising sales pipeline. To this end, I'm encouraged by the above second half achievements so far.

I am very pleased that the team at Village Glen has recognised HSC's vision on how assistive technology can assist retirees to support ageing-in-place. We are excited to have been selected to partner Village Glen in this investment to improve resident outcomes. The flexibility of our platform to meet client-specific requirements regarding the carer's response team is also something we are proud of as we remain focused on client-centric care.

I am also excited by the commencement of a partnership with such a substantial and well credentialed provider as Lendlease. We are looking forward to implementing and supporting the digital signage solution that will provide an advanced and easy to use communication portal for all Lendlease visitors and residents. We look forward to executing on this first solution and are committed to exploring other avenues of assistive technology solutions that HSC's Talius Platform could provide to an established village operator such as Lendlease.

We are also very proud of our continued buildout in Singapore. We're looking forward to working with St John's, Essence-Singapore and the broader Singapore Aged Care sector, to expand the assistive technologies available to their clients."

This announcement has been authorised by the Board of Directors of HSC Technology Group Ltd.

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About HSC Technology Group Ltd. (ASX: HSC)

HSC provides a suite of technology enabled care solutions to the aged and disability sectors across multiple verticals, including retirement living, residential aged care, home, and community settings to improve the quality of life, later in life.

HSC's Software as a Service (SaaS) data analytics platform Talius Smart Care combines smart sensors with AI machine learning (powered by CSIRO) that delivers automated actions. Talius links awareness, analysis, and action through one platform allowing the care model to move from spot check care to sense-respond care. Nursing staff can switch their focus from data collection to building a human connection. Most importantly, residents benefit from a new era of autonomy and dignity.

HSC helps protect and connect our elderly and people with disabilities with a scalable healthcare technology platform integrated with leading third-party providers to ensure end-to-end solutions for Connected Health.

- ❖ HSC Care
- ❖ HSC Home
- ❖ Talius

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- (a) are necessarily based upon several estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political, and social uncertainties and contingencies;*
- (b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and*
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