



Careteq Limited

ACN 612 267 857

Level 10, 99 Queen St

Melbourne 3000

info@careteq.com.au

Phone: 1300 110 366

International: +613 8866 5594

29th November 2022

The Manager

Market Announcements Platform

Australian Securities Exchange Limited

CARETEQ LIMITED 2022 ANNUAL GENERAL MEETING PRESENTATION

Careteq Limited (ASX: CTQ) (“Careteq” or the “Company”) is holding its 2022 Annual General Meeting (AGM) today, Tuesday 29 November 2022 at 10.00am (AEDT) and is pleased to attach its AGM Presentation.

The Board has authorised this announcement for release to the ASX.

-ENDS-

About Careteq Limited

Careteq is an Australian-headquartered health-tech company that has developed and commercialised a suite of products that sit on its proprietary SaaS-based Assistive Living Technology platform for use by the elderly, disabled and vulnerable individuals. Its products and services, which improve outcomes for patients and their carers while increasing productivity, are sold in Australia and internationally through industry leading distributors and specialist retailers. Careteq generates revenues from recurring platform subscriptions, contracted medication management services and sales of its innovated range of sensors and devices that detect falls or unusual behaviour, monitor patient health, provides SOS emergency call functionality and deliver medication reminders. Careteq is using its early-mover advantage in the Assistive Living Technology sector to revolutionise aged and disability care. For more information about Careteq, visit <https://www.careteq.com.au/>.

Subscribe to receive investor updates by emailing: investors@careteq.com.au

For investor and media enquiries, please contact:

Brendon Lau

E: brendon@vantagepointpartners.com.au

M: +61 409 341 613



AGM Presentation

November 2022

**Technology Solutions for
Health and Aged Care**

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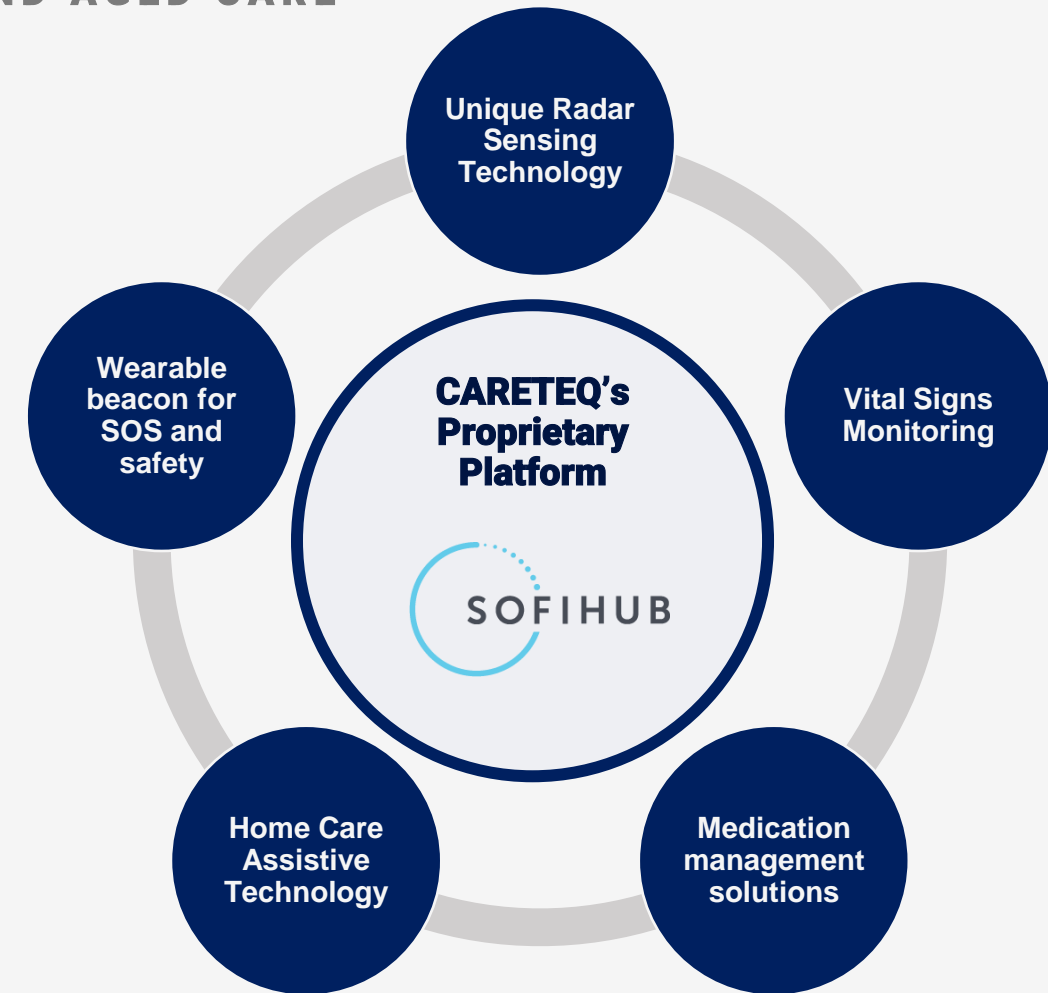
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Company Overview

AN AUSTRALIAN COMPANY WITH A FOCUS ON HEALTH AND AGED CARE

CARETEQ has developed a comprehensive SaaS-based solution and is an early mover in the rapidly growing Assistive Living Technology sector.

- Solutions targeting acute, aged, disability and home care sectors
- Suite of devices for monitoring activity, safety and medication adherence that connect to cloud-based Sofihub platform
- Intuitive and enterprise level central dashboard to manage and control a comprehensive range of Assistive Living Technology solutions
- Peace of mind for users, family and care givers
- Provides Medication Management services to some of the nation's largest aged care providers



2022 Year of Accomplishments

POSITIONING FOR A STEP-CHANGE IN GROWTH

2022

Collaboration
with RMIT
Uni for new
innovations

Maiden
revenue from
US market

Signs 15-yr
Exclusive
Agreement
for Strong
Care

Pipeline for
Sofihub &
Strong Care
expanding
rapidly

Wins first
Strong Care
Customer

Expands
Sofihub
ecosystem
with Carer
Light smart
device

2023

Our Results

MOMENTUM BUILDING



Revenue

FY22 operating revenue **jumped to 502%** to \$4.4m and subscriber base **lifted 25%** to ~3,500



Stable Bottom Line

Net loss only increased to \$5.3m (vs. FY21 loss of \$5.1m) despite **significant investments** to scale the business and one-off acquisition/listing costs



Growth

Rapidly growing sales pipeline and strong balance sheet put Careteq at a potential growth **inflection point** in FY23



Opportunities

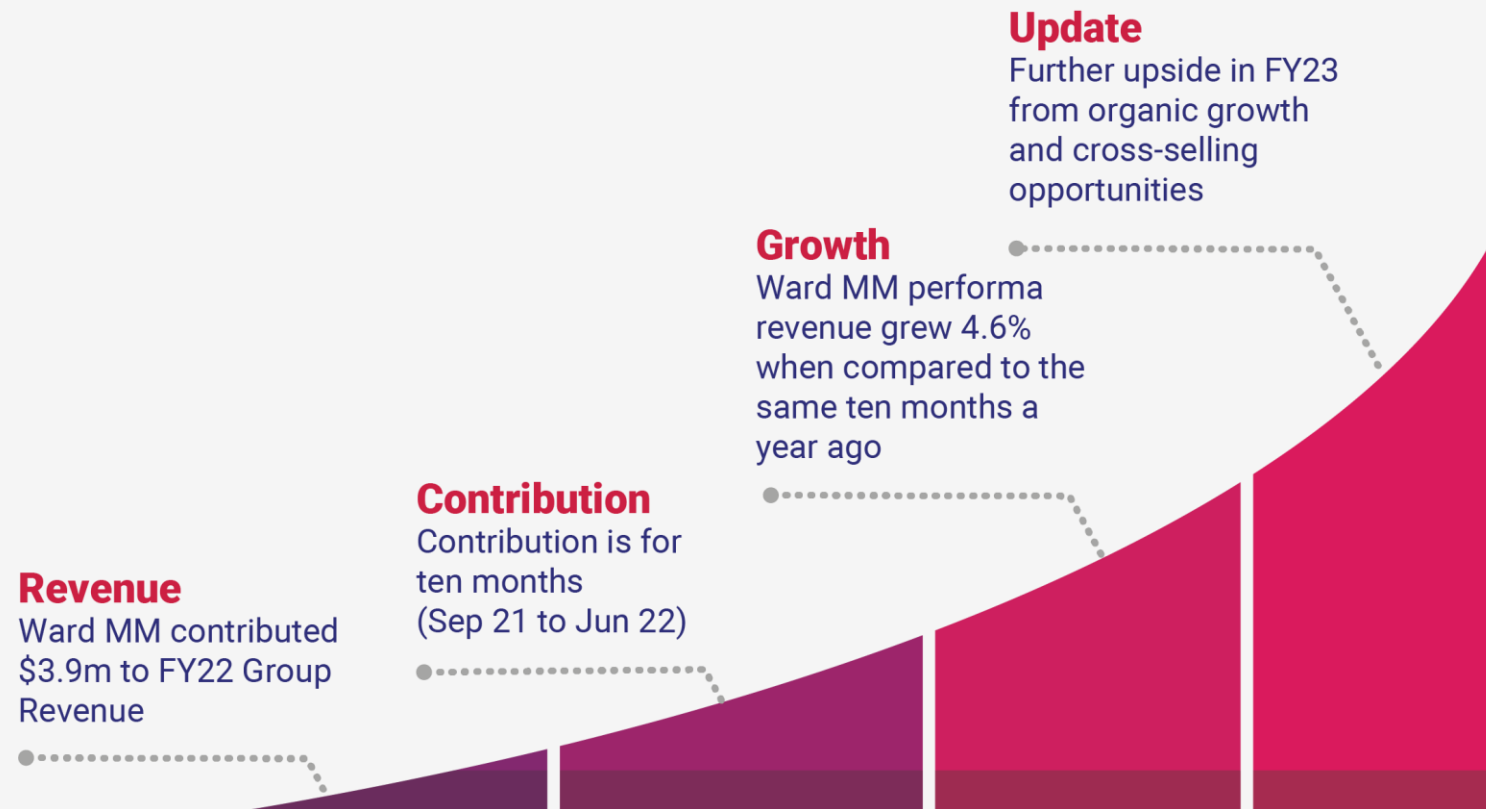
New opportunity to sell Careteq's solution to the large and lucrative **Lone Worker Market** via existing channel partner

FY22 was a foundation year for the Group following its listing on the ASX in January 2022

	FY22	FY21	Comments
SaaS Subscriptions	\$220,969	\$59,916	Focus on recurring revenue is paying off
Hardware Sales	\$311,880	\$675,526	More attractive hardware pricing to drive subscriber growth
Ward MM Sales	\$3,895,613	N/A	Ward MM acquired in Aug 2021 with further organic growth expected in FY23
Operating Revenue	\$4,428,462	\$735,442	
Net Loss	\$5,250,091	\$5,112,674	

Solid Performance from Ward MM

FURTHER GROWTH IN FY2023



Market Leading Medication Management Business – Ward MM

- Largest medication management database in Australia with 350+ residential aged care (RAC) facilities and 34,000+ beds
- Acquired by Careteq in August 2021
- 3-year average contract term with high renewable rate and low churn
- Ability to bundle Assistive Living Tech solutions to offer more comprehensive range of services to individuals and RACs

Some of Ward MM's clients:



JAPARA



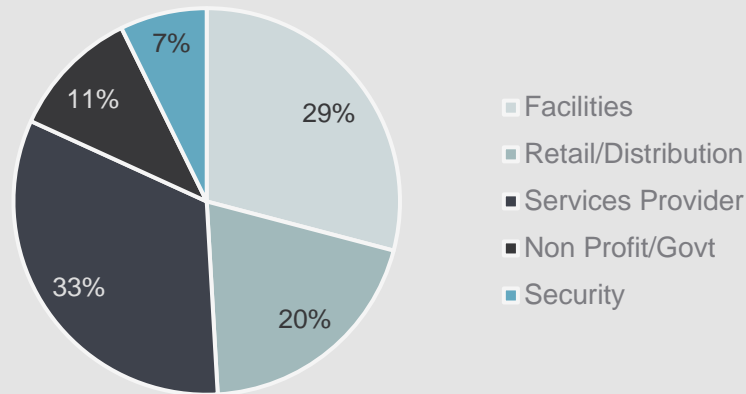
Estia Health



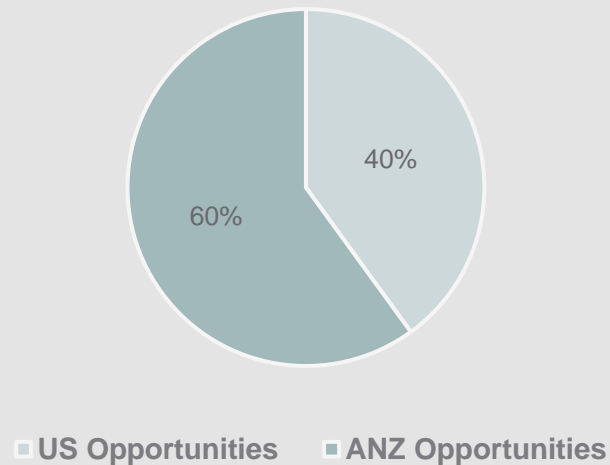
Expanding Pipeline of Opportunities

REACHING FOR FY2023 INFLECTION POINT

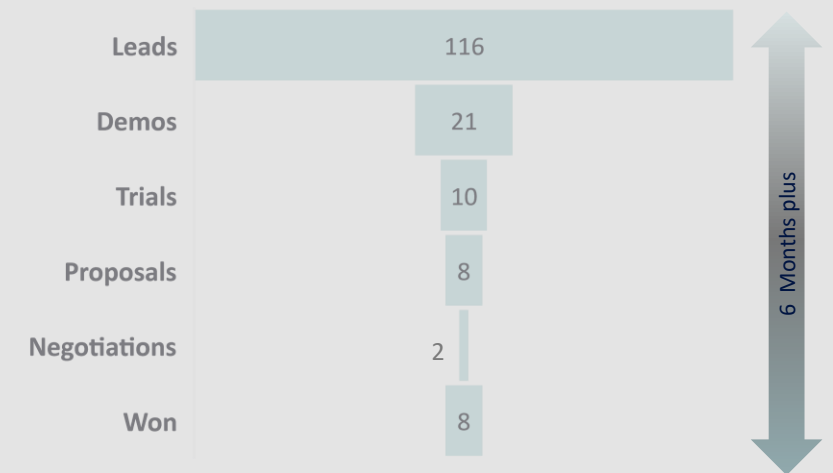
Active Opportunities by Industry (US & Australia)



Sales Pipeline by Geography



Careteq's Sales Pipeline (US & Australia)



Pipeline expands 120% over previous quarter to 165 in 1QFY23 with further growth expected

Receiving interest from a wide-range of industries in US and Australia

Benefiting from macro tailwinds (e.g. staff/funding shortage, quality of care challenges, ageing demographics and trend towards in-home care)

Receiving more requests for meetings than refusals shows relatively limited competition (especially in US) and growing need for Assistive Living Tech solutions

Converting just one lead to binding sales may significantly grow Careteq's subscriber base due to size of many potential clients in the pipeline



Latest Developments

Exclusive Agreement: SensorsCall



EXTENDING THE SOFIHUB ECOSYSTEM

● Exclusive Agreement

Careteq signs exclusive Australian agreement with US-based SensorsCall.Inc for the Carer Light home platform

● Ease of Use

The Carer Light system plugs into a wall socket for monitoring, communication and medication reminders

● NDIS Funding

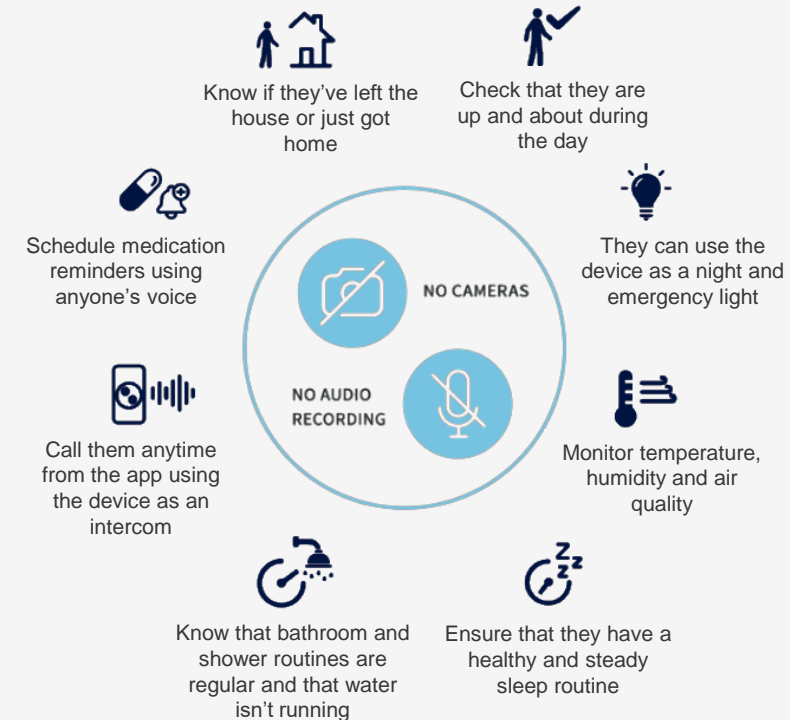
Carer Light qualifies for NDIS funding through Careteq

● Networking

Multiple Carer Light devices can be networked across a home

● Complementary

Complementary to other Sofihub devices, such as falls detection and safety pendant



Dashboard

Status	Resident	Last Known Activity	Last Activity Time	Last Room Location	Inferences	
	Joe Blassio 1232 Lake Street, Atlanta, GA +1 333 222 4455	Sleeping	10/8/2021 at 4:37 AM	Bedroom	Normal	
	Kate Strong 1232 Swell Street, Atlanta, GA +1 222 666 5555	Flushing	10/8/2021 at 5:16 AM	Bathroom	Abnormal More than usual bathroom usage	
	John Doe 4556 Major street, Marietta, GA +1 888 001 9888	Resting	10/8/2021 at 3:11 AM	Bedroom	Abnormal Reduced sleep hours	



Strong Demand for Strong Care

PUSH-PULL GROWTH FACTORS FOR DIGITAL MEDICATION MANAGEMENT



Strong Care

Careteq signed first Strong Care client (360-bed facility) in 1QFY23



Growing Opportunities

Pipeline with another 11 opportunities (>3k beds) and growing



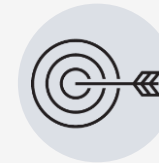
Synergies

Large cross-selling opportunity through Ward MM which has 34k+ beds under contract



Funding

Government funding* applies to StrongCare solution



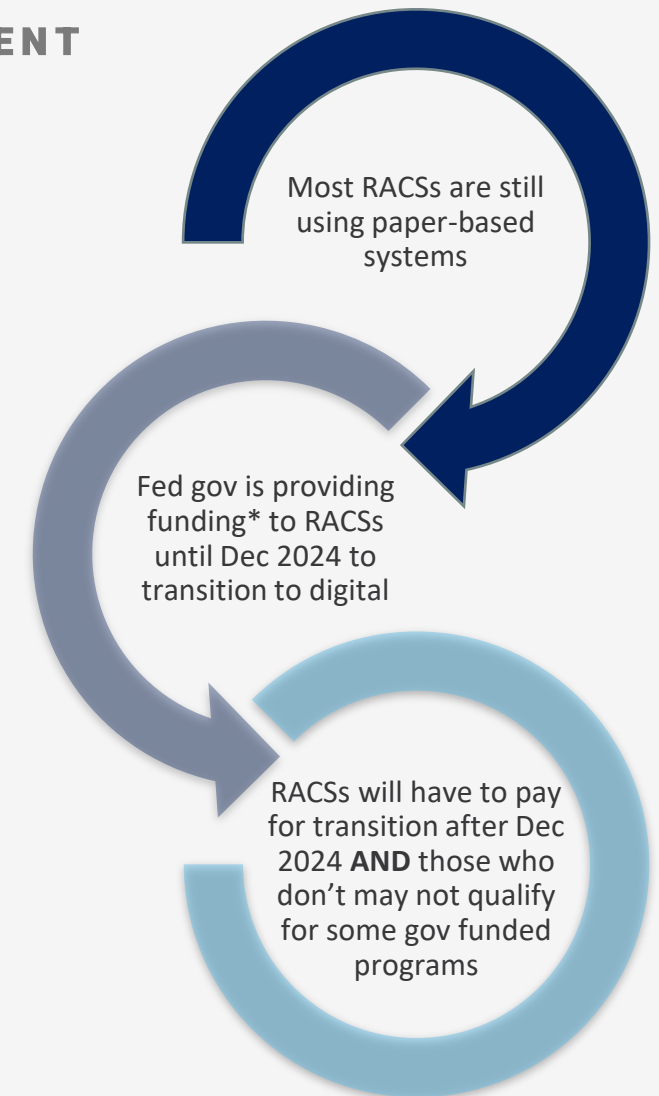
Market Leading

Strong Care is one of the most cost effective and fully featured solutions in the market



Exclusive Agreement

Careteq has a 15-year exclusive agreement to sell Strong Care in Australia



*Grants issued under Transitional or Electronic National Residential Medication Charts (eNRM)

First Data Flow Agreement

VALUE IN CARETEQ'S BIG DATA

Ward MM Database

A global pharmaceutical is paying to access Ward MM medication database for a one-off study

New Opportunities

The study is to evaluate utilisation of recommended National Immunisation Program vaccines

Intrinsic Value

Modest contract value for this study but highlights the latent value of Careteq's datasets to 3rd parties to undertake other types of studies/research



SiTa Foundation Update

PROGRESSING TOWARDS TRIALS



Prototype

SOS device prototype ready for first US trial following improved hardware design



SaaS

Careteq providing backend SaaS (Sofihub) while SiTa is working with a 3rd party on the hardware



Recurring Revenue

Under the partnership, Careteq will attract recurring revenue streams on a per device basis



SiTa Founder

SiTa is founded by Jo Natauri, global head of private healthcare and investing at Goldman Sachs in NY and she also serves on the Committee for Corporate Investment and the Sustainable Investing Committee at Goldman



Domestic Violence

~10m Americans adults face domestic violence a year and domestic violence hotlines get >19,000 calls a day



Market Strategy

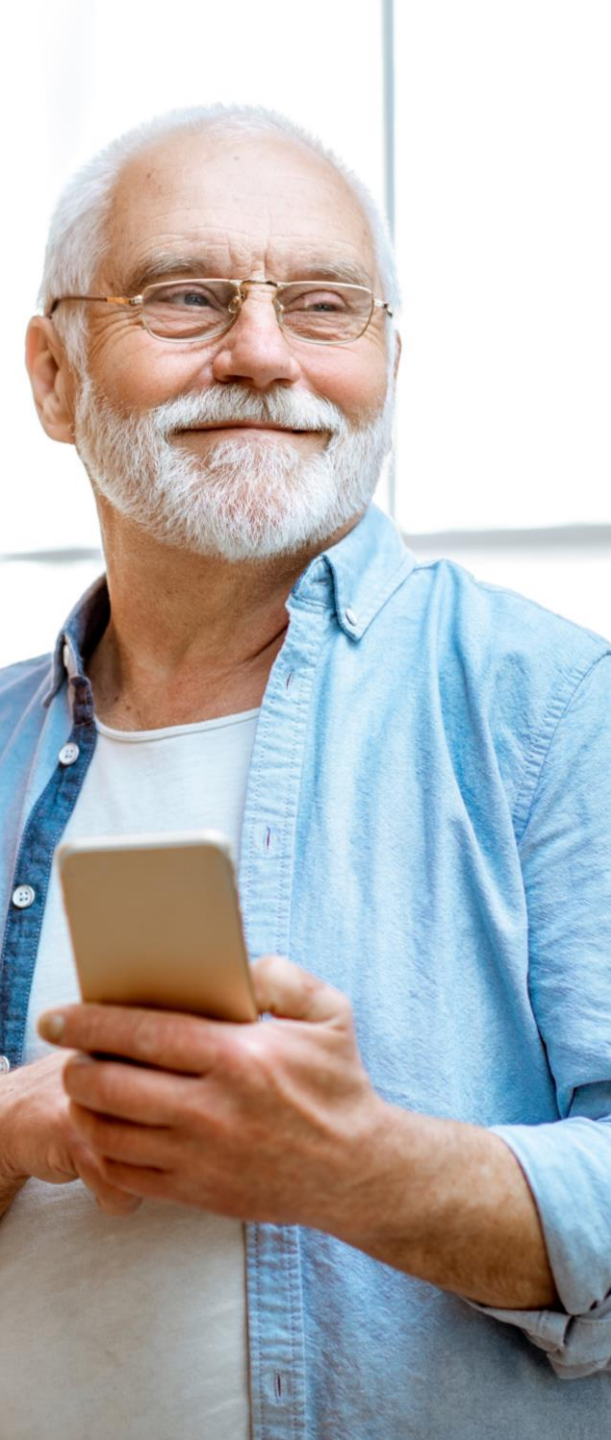
SiTa is responsible for all trials and go-to-market strategy

The SiTa Foundation is a non-profit organisation, based in the United States, that prepares victims of violence to rise up against repeated abuse by empowering them, building confidence, and increasing safety through the use of technology that engages allies





Outlook



Springboard into FY2023

POSITIONING FOR A STEP-CHANGE

Careteq Listed on the ASX in Jan 2022

FY22 Foundation Year

- Recorded 6-fold increase in operating revenue to \$4.4m
- Invested heavily to build US & Australia sales pipeline
- Growing and “sticky” subscriber base (+25% to ~3,500 with low churn)
- Ward MM acquisition has scaled the business and provided significant revenue growth opportunities

FY23 Inflection Point

- Expecting improved results in FY23 despite slowdown in sales process post-pandemic
- Rapid expansion in sales pipeline with 165 active opportunities and growing
- Sales and technology partnerships (e.g. Seniors.com, Strong Care, etc) to support growth
- Careteq positioned to benefit from the digital evolution unfolding in the aged and disability care sector

Key Earnings Drivers

DEFENSIVE INCOME WITH MULTIPLE GROWTH DRIVERS

FY2023 Earnings Growth Contributors

Subscriptions

SofiHub Subscriber Growth

- Growing demand for Assistive Living Tech solutions
- Large and growing sales pipeline in US and ANZ
- Key partnerships to bolster tech offering and sales efforts
- TAM valued at \$22.7bn (Australia) & \$1.1tn (globally)¹

Lone Worker Market

- New opportunity not in initial plans
- Low cost to serve as it uses existing channel partners
- Global market growing at 12.4% CAGR to hit US\$1.6bn by 2027²

Contracted Revenues

Strong Care

- Strong incentives to drive adoption of digital medication management system
- Low cost as sales done through existing network & running/support expenses borne by Strong Room AI
- There are ~250k-300k RACS beds across Australia
- 15-yr (5+5+5) binding exclusive agreement

Ward MM

- Profitable business unit and one of Australia's largest medication management businesses
- 34k+ beds under contract and servicing most of the largest Aged Care providers
- Contracts are 3-year average
- Able to leverage scale to drive organic growth

Data Services

- Data from Ward MM and Sofihub platform has intrinsic value
- Contract with Pfizer demonstrates this value

Additional Opps

Future Growth

SiTa Foundation Project

- Potential to add significant number of subs to platform if trial successful
- Low cost to serve as SiTa manages operations

Hospital-in-the-Home

- Careteq is in discussions with prominent healthcare groups within Australia
- Logical extension of Careteq's solution suite to offer vital sign monitoring and technology solutions
- Hospital in the Home found to save cost and produce better health outcomes³
- Global market estimated to be worth US\$336bn in 2021 and growing at 7.9% CAGR (2022-2030)⁴

¹<https://www.globenewswire.com/news-release/2021/07/15/2263455/0/en/Global-Disabled-and-Elderly-Assistive-Technology-Market-to-Reach-32-Billion-by-2026.html>

²<https://www.reportlinker.com/p06169073/Emergency-Services-for-Lone-Worker-s-Safety-Market-Research-Report-by-Type-by-Component-by-Deployment-by-Region-Global-Forecast-to-Cumulative-Impact-of-COVID-19.html>

³https://www.westernsydney.edu.au/_data/assets/pdf_file/0007/1036609/Issues_Paper_-_Taking_Healthcare_Home_Ideas_Lab_23_Feb_2016.pdf

⁴ <https://www.grandviewresearch.com/industry-analysis/home-healthcare-industry>

Deep Experience in Health Care

BOARD DIRECTORS



Mark Simari

Executive Chairman

Over 14 years' Board experience in a diverse range of organisations

Former Managing Director and Co-Founder of Paragon Care (ASX: PGC) (between 2008 and 2018). He was instrumental in Paragon Care becoming one of the largest independent healthcare suppliers in Australian and New Zealand market

Extensive experience in finance, investment, equity capital markets and M&A



Alex Boyd

Executive Director / COO

Over two decades of experience in operations, procurement and resource management, concentrating on developing technology solutions

International executive with a background running transformation and growth programs for blue chip companies in multiple sectors

Held senior roles at Shell (LON: RDSA), Parsons, Inc. (NYSE: PSN) and Idox Plc (LON: IDOX)



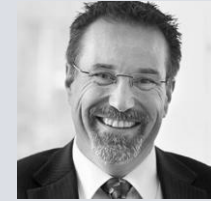
Brett Cheong

Non-Executive Director

Over 40 years of background experience within the healthcare industry at all levels of management

Founder and Managing Director of Axishealth Pty Ltd for 9 years including the role of Marketing Manager.

Extensive management skills focusing on Sales & Marketing, Product Design & Development, Manufacturing and International product sourcing



Stephen Munday

Non-Executive Director

Over 40 years business experience in Australia and North America including Chief Financial Officer & Company Secretary positions in several listed companies

Extensive experience in marketing, business development, supply management, commercial management, financial management, change management, compliance and governance

Current Chief financial Officer of Paragon Care Limited

Summary

POSITIVE OUTLOOK FOR 2023 & BEYOND



Growth

FY23 inflection year with potential step-change in growth



Growth Options

Multiple near-term growth options (including new markets) to build scale in Australia and internationally



Momentum

Growth momentum from FY22 expected to accelerate in FY23



Prospective Customers

High levels of interest from prospective customers indicate further growth in sales pipeline



Disruption

Aged and disability care ripe for technological disruption



Macro Tailwinds

Operating in fast growing sector that's benefiting from several macro tailwinds



Thank You

MARK SIMARI

Executive Chairman

mark.simari@careteq.com.au

BRENDON LAU

Investor Relations

brendon@vantagepointpartners.com.au

CORPORATE ADDRESS

CARETEQ

Level 8

525 Flinders Street

Melbourne 3000

