



Investor Presentation
July 2023

Constant care, everywhere

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The Offer will be made to eligible institutional shareholders of Careteq (**Institutional Entitlement Offer**) and eligible retail shareholders of Careteq (**Retail Entitlement Offer**).

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This Presentation contains summary information about Careteq and its activities which is current only as at the date of this Presentation. The information in this Presentation is of a general nature and does not purport to be complete nor does it contain all the information which a prospective investor may require in evaluating a possible investment in Careteq or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act.

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This Presentation contains certain 'forward looking statements', including but not limited to projections, guidance on future revenues, earnings, margins and other estimates, the outcome and effects of the Offer and the use of proceeds and the future performance of Careteq. Forward looking statements can generally be identified by the use of forward-looking words such as, 'expect', 'anticipate', 'likely', 'intend', 'should', 'could', 'may', 'predict', 'plan', 'propose', 'will', 'believe', 'forecast', 'estimate', 'target', 'outlook', 'guidance', 'potential' and other similar expressions within the meaning of securities laws of applicable jurisdictions. The forward-looking statements contained in this Presentation are not guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of Careteq, its directors and management, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct.

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Determination of eligibility of investors for the purposes of the institutional and retail components of the Offer is determined by reference to a number of matters, including legal and regulatory requirements, logistical and registry constraints and the discretion of Careteq. Each of Careteq and its advisers and their respective affiliates, related bodies corporate, directors, officers, partners, employees and agents disclaim any duty or liability (including for negligence) in respect of that determination and the exercise or otherwise of that discretion, to the maximum extent permitted by law.

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Careteq reserves the right to withdraw or vary the timetable for the Offer without notice.

Cooling off rights do not apply to the acquisition of New Shares.



CARETEQ is an early mover in the rapidly growing Assistive Living Technology sector and is commercialising a proprietary SaaS based solution.

Company Overview

Delivering innovative health and aged care solutions



SaaS Based Solutions

Solutions targeting acute, aged, disability and home care sectors (low churn of 1.8%/yr)



Devices

Suite of devices for monitoring activity, safety and medication adherence that connect to cloud-based Sofihub platform



Assisted Living

Intuitive, enterprise level dashboard to manage and control a comprehensive range of Assistive Living Technology solutions



Strong Value Proposition

Peace of mind for users, family and care givers



Medication Adherence

Provides RMMRs¹ & QUM¹ to some of the nation's largest aged care providers, as well as HMRs¹



Digitising Medication Management

Assisting in the transition of paper-based to electric medication records

1) RMMR: Residential Medication Management Review
QUM: Quality Use of Medicines, HMR: Home Medicines Review



Achievements Since Listing

Successful milestones
in the last 18 months

Market Matrix¹

Market Cap	\$4.3M
Cash (as at 30 June 2023)	\$1.8M ²
Share Price (52wk range)	3.5¢ - 12¢
Shares Held by Top 20	62.5%
No. of Shares on Issue	123.6m



Step-Up in Revenue & Earnings

1HFY23 revenue up 36% and active subscribers up by ~50% to >4.2K



Scaling Key Profit Centre

Size of medication management business jumped by two-thirds following Embedded Health Solutions transaction



Additional Recurring Revenue Opportunity

Exclusive licensing deal for Strong Care (electronic medication management system) opens new opportunity with aged care providers



Rapidly Growing Sales Pipeline

Sales pipe in ANZ and North America expands to >270 unique opportunities from just 12 in March 2022



Successful Entry into US Market

Secured 12 Active Partners in the world's largest market with another 88 opportunities in the pipe (with just one FT salesperson)



New Lone Worker Market

CARETEQ's personal security solution repurposed by existing channel partner for lone worker market (a new and significant global opportunity for CARETEQ)

Q Leveraged to Large Global Markets

Aged & disability care industry ripe for tech disruption

CARETEQ closing in on cashflow breakeven inflection point (15K subscriber target)

More room for growth...

AUS/NZ

\$22.8B

TAM

\$998M

SAM

GLOBAL

\$1.1T

TAM

\$32.0B

SAM¹

TAM: Total Addressable Market
SAM: Serviceable Available Market

...driven by multiple tailwinds

Ageing Population

Rapidly aging population across the developed world

Industry Practices

Low productivity and substantial underspend in technology in the industry

Tech Disruption

Industry is ripe for a tech disruption with rising costs and increasing regulations for aged and disability care

Funding

Government funding for aged/disability care is increasing worldwide, including Australia

No Dominant Competitor

CARETEQ's early mover advantage with no dominant competitor

Solutions

Market-ready solutions currently sold in ANZ & North America



Business Model

Commercially ready SaaS offering complemented by profitable services

Software:
SaaS Platforms

Services:
Embedded Health Solutions

SOLUTION



DESCRIPTION

Cloud-based platform, connecting best of breed assisted living devices

SaaS-based system, allowing clinicians to manage medication records

Medication management services through its team of pharmacists

REVENUE MODEL

Recurring monthly subscription revenue & hardware sales¹

Recurring contracted revenue (charged per bed/month)

Contractual revenue (3-year avg) with RAC facilities and paid for by government (charged by per review)
New revenue opportunity with AI-enabled data lake offering under development

TARGET MARKETS

Disability & aged care (in-home or RACs)²
Personal security
Lone worker
Domestic violence

Residential aged care (RAC) operators

RACs
General practitioners (GPs)
In-home care

1) Hardware sales are correlated to subscriptions but may be "bundled" with subscriptions for some clients, which means reported hardware sales may decline in the period even when active users are increasing.
 2) Users may qualify for government subsidies/grants (e.g., NDIS)
 3) CARETEQ has exclusive rights to sell Strong Care to RACs in Australia



Assistive Living Technology

TEQ-**FallsAlert**

POWERED BY SOFIHUB

TEQ-**Home**

POWERED BY SOFIHUB

TEQ-**Secure**

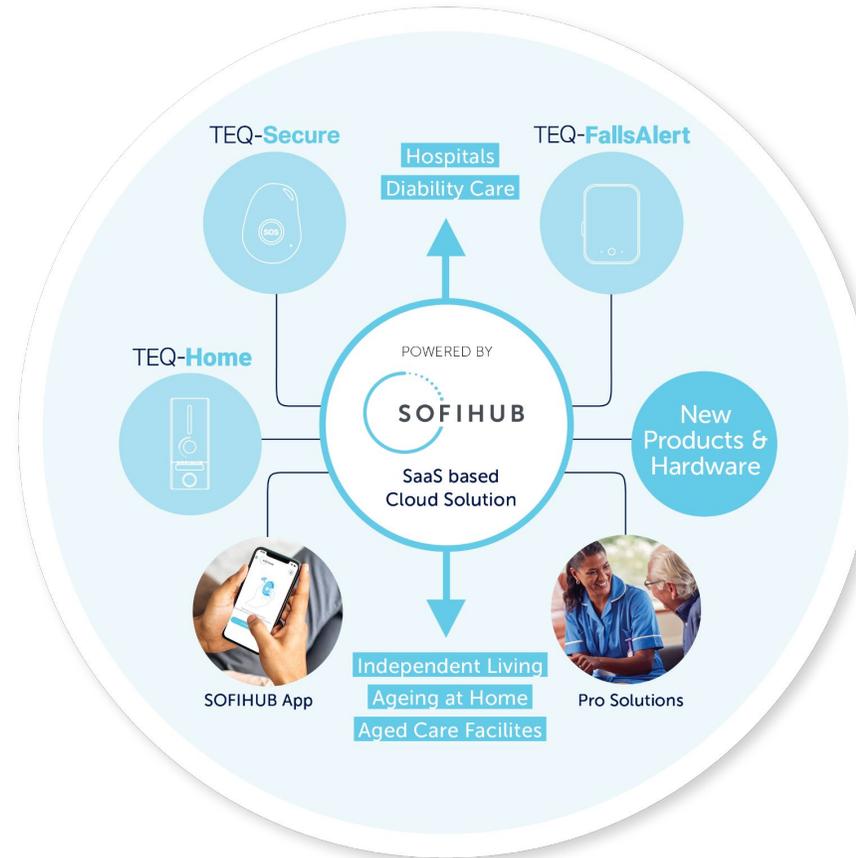
POWERED BY SOFIHUB





Sofihub Ecosystem

Cloud-based platform + smart sensors



TEQ-FallsAlert

POWERED BY SOFIHUB



TEQ-Home

POWERED BY SOFIHUB



TEQ-Secure

POWERED BY SOFIHUB

SaaS Platform

Scalable SaaS platform that provides critical data and AI-powered insights from best of breed hardware

Real-time Data

Constant real-time stream of multiple data variables delivering broad detail on activities and occurrences

Easy Access

Can be accessed through various devices including computer, laptop, tablet and smartphone

Solutions

Seamless integration with CARETEQ's hardware, providing users and loved ones an out-of-the-box solution

Subscriber Base

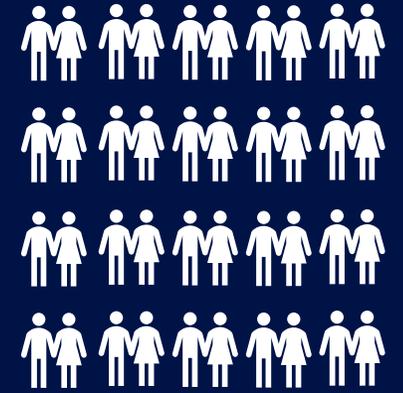
Sticky and growing subscriber base with high switching costs

New Subscribers

Highly predictable SaaS revenues with low churn of 1.8% per year that is more than offset by new subscribers to the platform

Q CARETEQ's Sales Cycle Explained

Global SAM: \$32B¹



Channel partner go-to-market strategy

Active Partners Won

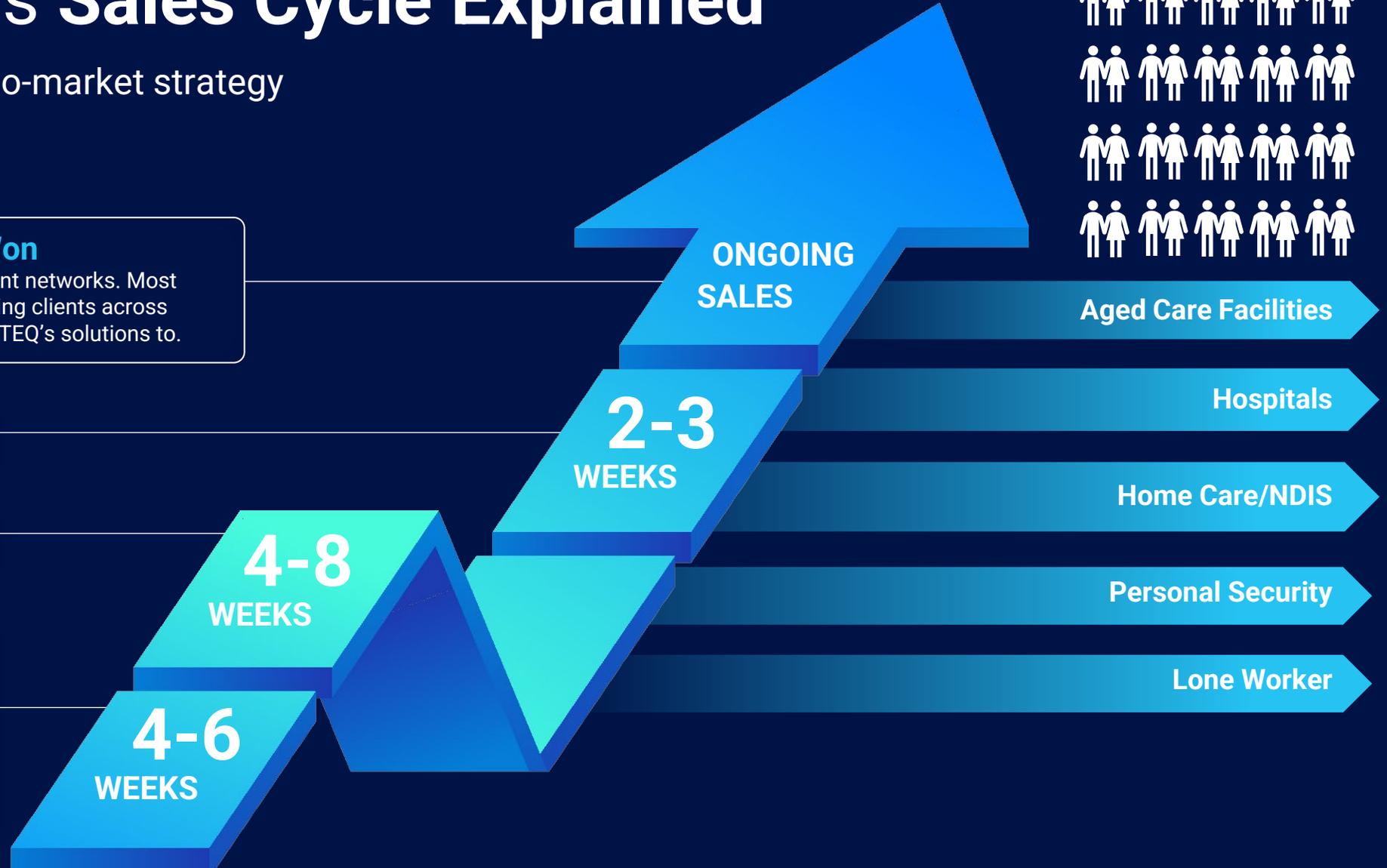
CARETEQ leverages Active Partners' client networks. Most Active Partners have large pool of existing clients across multiple verticals that they can sell CARETEQ's solutions to.

Proposal & Negotiation

Demos and Trials

Leads

CARETEQ has low visibility on potential contract value at this stage as these partners don't usually reveal their full client network until later in the relationship.





Sofihub

FY24 goal: 15,000+ subs and cash flow breakeven run rate¹

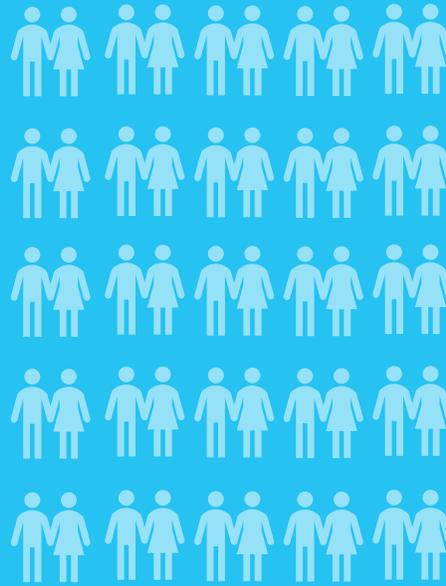
Growing subscriber base and ARPU

No.

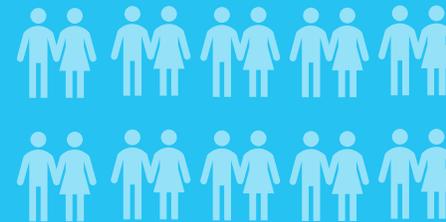


15K+

FY24



Subscriber base is well placed to grow exponentially



Trials

There are currently 18 trials running – 11 in the U.S. and 7 in Australia

Subscriptions

Converting just one of the trials may lead to a significant step change in subscriber numbers

Breakeven target

CARETEQ expects to reach breakeven run rate¹ before end of FY24 with 15K subs, which represents <5% of its current sales pipeline

ARPU/Churn

ARPU driven by subscribers adding new sensors/devices. Solutions are “sticky” with low churn of 1.8% per year



U.S. Customer Example

CARETEQ has several similar sized opportunities in its US pipeline

CARETEQ secured an Active Partner who is a leading technology solutions provider to aged care facilities

The partner introduced CARETEQ to a large independent and assisted living organisation in North America

An initial trial of TEQ-Secure was successfully completed and the parties have started early-stage negotiations on a commercial contract

If a contract is successfully executed, the rollout of TEQ-Secure is likely to be undertaken in stages

Size of potential opportunity

40K
residents in
>344
communities



Embedded **Health Solutions**

Medication Management Services



Medication Management

Unlocking profit and growth

CARETEQ merged its **Ward MM** business with **Mederev** in a JV (via non-cash transaction)¹ called Embedded Health Solutions (EHS) that will benefit significantly from **greater economies of scale** (35% efficiencies) and **cross-selling opportunities** (additional 22K beds).

CARETEQ holds a 55% controlling stake and has majority representation on the board.



EMBEDDED HEALTH SOLUTIONS



Estimated EBITDA: \$1.5m for FY24¹

Medication Management Services

Revenue & Earnings

A key contributor to the Group's 2H FY23 growth with \$200K in cost synergies extracted already

Growth Platform

Regulations, government initiatives and ageing population to drive growth for the JV and Strong Care

Medication Management

The combined entity is one of Australia's largest medication management service providers

Aged Care Facility Access

JV gives CARETEQ unparalleled access to leading Registered Aged Care Facilities to cross-sell Strong Care

CARETEQ New Revenue Opportunity with Global Pharmas

Monetising high-value, high-margin data

Value of CARETEQ's datasets is increasing due to growth of artificial intelligence (AI)

Database

Medication management database from Embedded Health Solutions is being converted to AI-enabled data lake¹

Initial Trial

Successfully completed small initial trial using de-identified data with global pharma client worth US\$50K+

High Value of Data

In discussions to expand the current program, highlighting the latent value of large medication data sets to the global pharma industry

Too early to quantify the opportunity but the **high-value high-margin data lake¹** offering could generate significant ongoing contracted revenues



Strong Care

Electronic Medication
Management



What is Strong Care?

Innovative cloud-based medication management system for aged care

CARETEQ is the exclusive reseller of Strong Care to the aged care industry in Australia

STRONG CARE



Manage Medication

Digitally action, manage and trace all Controlled Drug activities across a Residential Aged Care (RAC) organisation

Selling Strong Care

CARETEQ has 5+5+5 year exclusivity to sell Strong Care, which is created by StrongRoom AI

Implementation Costs

Cost of implementation and support borne by StrongRoom AI

20hrs+
SAVED MONTHLY

Nurses can expect to save 20+ hours in administrative tasks

50%

TIME REDUCTION

Medication round times reduced up to 50% with the help of automation

Easy Setup

Intuitive design makes for a swift setup ready for utilisation



Solid Growth Thematic

Federal Government incentivising the digital transition

~60-70% of RACs are still using inefficient paper-based systems

The federal government is providing grants to RACs to make the digital transition by Dec 2024

There are >200K aged care beds in Australia and digital subscriptions are charged by per bed

Those who don't will have to fund the transition themselves or risk being cut off from other grant programs



Additional Opportunities and Outlook





Domestic Violence

US non-profit combating domestic violence

Planning to launch trials using Sofihub to connect to security device

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

Lone Worker Market

Initial sales of TEQ-Secure safety pendants via existing channel partner

Early customers include Transport Accident Commission (TAC) and Department of Health

Global lone worker safety market growing at 12.5% CAGR to hit US\$2.3B by 2030¹

Hospital-in-the-Home

Hospital-in-the-Home is growing rapidly in Australia and presents a new significant opportunity for CARETEQ

CARETEQ is in discussions with prominent healthcare groups within Australia

Global market estimated at US\$362B in 2022 & growing at 8% CAGR (2023-2030)²



Additional Growth Opportunities

New medium-term drivers

- 1) <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>
- 2) <https://www.grandviewresearch.com/industry-analysis/home-healthcare-industry>

Q Positive Outlook

Rapidly approaching earnings inflection point

Forecasting to reach breakeven on Group operating level with 15K subs in FY24

Value of sale pipe stands at \$10.7M with further growth expected from several potential large opportunities

Active subs jumped ~60% to >4.6K since listing with potential 300K additional subs in sales pipeline

SOFIHUB

Strong cross-selling opportunities for Sofihub & Strong Care

EHS
EMBEDDED HEALTH SOLUTIONS

Forecasting EBITDA of \$1.5m in FY24 for this business

Direct access to ~25% of the RAC market in Australia via Embedded Health Solutions

Approaching 1K contracted beds with an additional ~4K under proposal since launch in October 2022

STRONG CARE

Synergistic recurring revenue potential



Deep Experience in Health Care

Board Directors



Mark Simari
Executive Chairman

Over 15 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 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.

Previously Chief Financial Officer of Paragon Care Limited

Q Offer Overview

Issuer	Careteq Limited (ACN: 612 267 857) (“CARETEQ”, “CTQ” or the “Company”).
Lead Manager	Sequoia Corporate Finance Pty Ltd (“Sequoia” or the “Lead Manager”)
Offer	A capital raising of up to \$2.47 million through the issuance of up to approximately 98.85 million new fully paid ordinary shares (“Shares”) in the Company at \$0.025 per Share via a non-renounceable accelerated rights issue on a 4 for 5 (“Entitlement Offer”). Prior to the announcement of the Entitlement Offer, Sequoia is seeking firm and binding commitments from sophisticated, experienced and professional investors qualifying under sections 708(8), (10) and (11) of the Corporations Act 2001 (Cth) respectively to subscribe to the potential shortfall on a contingent basis (“Offer”).
Securities Offered	Fully paid ordinary shares in the Company. New Shares will rank pari passu with existing shares issued by the Company.
Current ordinary shares on issue	123,565,941
Offer price	\$0.025 (2.5 cents per new Share)
Industry	Health care
Discount	28.6% discount to last traded price of \$0.035 39.5% discount to 15-day VWAP of \$0.041 18.2% discount to TERP of \$0.031
Market capitalisation	After completion of the Offer, an indicative post-money market capitalisation of \$5.6 million and an enterprise value of \$1.6 million (calculated at the Offer price, assuming \$2.47 million is raised under the Offer and before offer costs).

Q \$2.5M Capital Raising

Capital structure	Pre-money	Post-money
Offer price	\$0.025	\$0.025
New shares – rights issue (m)		98.9
Shares on issue (m)	123.6	222.4
Market cap (\$m)	3.1	5.6¹
Cash (\$m)	1.5 ³	4.0 ³
R&D loan (\$m)	0.7 ²	0.7 ²
Effective EV (\$m)	1.6⁴	1.6⁴

In addition, the following securities are on issue:

- 3,000,000 unlisted options with an exercise price of \$0.02 and an expiry date of 30/06/2025
- 7,339,410 unlisted options with an exercise price of \$0.09375 at various dates up until 15/10/2024
- 2,000,000 unlisted options with an exercise price of \$0.20 and an expiry date of 06/05/2025
- 1,312,171 unlisted options with an exercise price of \$0.28 and an expiry date of 22/12/2025
- 1,312,171 unlisted options with an exercise price of \$0.32 and an expiry date of 22/12/2025
- 1,312,171 unlisted options with an exercise price of \$0.36 and an expiry date of 22/12/2025

Use Of Funds	\$M's	%s
Software Development	0.6	24%
Sales & Marketing	0.7	28%
General Working Capital	1.0	41%
Cost of Offer	0.2	7%
TOTAL	2.5	100%

1. The Company proposes to raise up to a total of \$3.1 million via an accelerated rights issue
2. The Company has received \$0.7m from its insurer from an estimated \$1m R&D claim based on prior successful experiences
3. Company estimates cash as at 30 June 2023 was \$1.8m including \$0.3m relating to EHS JV partner
4. Effective EV factors in anticipated R&D tax refund of approximately \$900k due Q2 FY24 and the R&D loan of \$700k connected to this refund

Q Indicative Offer Timetable¹

Indicative Offer Timetable ¹	Dates
Trading Halt	25 July 2023
Bids due deadline (may close early)	9am, 26 July 2023
Allocations advised (if not already advised) & Return of executed firm acceptances	11am, 26 July 2023
Announce rights issue and recommence trading	27 July 2023
Record date (date for determining entitlements of eligible shareholders to participate in Offer)	7.00pm, 28 July 2023
Existing institutional shareholders settlement date	31 July 2023
Retail entitlement offer opening date	2 August 2023
Last date to extend the entitlement offer closing date	8 August 2023
Retail Entitlement Offer closing date	11 August 2023
Announce results of rights issue	17 August 2023
Notification of shortfall	18 August 2023
Quotation of new shares under Entitlement Offer	21 August 2023
Placement of shortfall shares and settlement of proceeds	After 21 August 2023

1. All times are AEST unless otherwise stated and are subject to change at the discretion of the Lead Manager and the Company. The above dates are indicative only and may change without notice. The Company reserves the right to extend the Closing Date or close the Offer early without prior notice. The Company also reserves the right not to proceed with the Offer at any time before the issue of Shares. If the Offer is cancelled or withdrawn before completion of the Offer, then all application monies will be refunded in full (without interest) as soon as possible in accordance with the requirements of the Corporations Act. Investors are encouraged to submit their applications as soon as possible after the Offer opens.

Q Risk Factors

Topic	Summary
Summary of key risks	
Prospective investors should be aware that subscribing for Securities in the Company involves a number of risks. The risk factors set out below, and other general risks applicable to all investments in listed securities, may affect the value of the Shares in the future. Accordingly, an investment in the Company should be considered highly speculative.	
Failure to execute proposed strategy	The future financial performance of the Company is contingent upon its ability to execute its proposed growth strategy. Failure of part or all of the growth strategy may cause the Company to fail to achieve its financial forecasts and jeopardise its financial position or prospects. The Company's ability to increase revenues and achieve profitability depends upon its ability to profitably scale its business, which, in turn, depends upon increases in trading volumes through its exchange. Failure to achieve this objective may materially and adversely impact the Company's ability to achieve economies of scale, optimise its systems and expand its operations, which, in turn, may negatively impact the Company's profitability. Given these uncertainties, prospective investors should not place undue reliance on any forward-looking statements contained herein. In addition, under no circumstances should forward looking statements or forecasts be regarded as a representation or warranty by the Company, or any other party referred to herein that a particular outcome or future event is likely, certain or guaranteed.
Operating in a competitive market	The Company competes against a range of market participants that may provide competing products and services to the Company. New competitors may develop in the future, or existing competitors may enhance their ability to compete with the Company.
Technology and cyber security	The Company is exposed to the risk of hacking and cyber-crime. The cyber threats faced by the Company may arise from human error, fraud, malice and sabotage on the part of employees, third parties, or state actors. Cyber threats may also arise or be heightened by actual or potential faults in infrastructure, like hardware or software vulnerabilities, aging equipment, obsolescence, defect, or malfunction. Successful penetration of the Company's security systems, and any resulting disruption to the operations of the Company's platforms or theft, destruction or loss of information or misappropriation or release of confidential data, may have a significant impact to the Company's operations or profitability and may also expose the Company to litigation, claims, fines, penalties, and significant reputational damage, as well as potential breaches under applicable laws or contractual arrangements.
Intellectual property rights	The Company may not be able to enforce its intellectual property rights and could breach intellectual property obligations or the rights of third parties. Any successful replication of similar technology or intellectual property by others could reduce the Company's competitive position.

Q Risk Factors

Topic	Summary
Summary of key risks	
Foreign exchange risk	The Company plans to operate across international borders and, as such the Company may be subject to adverse foreign exchange movements which may impact on the Company's financial performance and position.
General economic climate	Factors such as inflation, currency fluctuations, interest rates, legislative changes, political decisions, and industrial disruption have an impact on operating costs. The Company's future income, asset values, and share price can be affected by these factors and, in particular, by exchange rate movements.
Downturn in market activity	The Company's financial performance is sensitive to the level of activity within the markets that it operates. When conditions in a particular market experience a downturn, the revenue generated by the Company through trading in that market may fall.
Force majeure	The Company's operations now or in the future may be adversely affected by risks outside the control of the Company, including labour unrest, civil disorder, war, subversive activities or sabotage, fires, floods, explosions, or other catastrophes, epidemics, pandemics, or quarantine restrictions.
Litigation risks	The Company is exposed to possible litigation risks. Further, the Company may be involved in disputes with other parties in the future, which may result in litigation. Any such claim or dispute if proven, may impact adversely on the Company's operations, financial performance and financial position.
Compliance with laws	The Company is subject to the laws of the various jurisdictions across the world in which it operates. Whilst the Company has a range of policies and procedures in place to ensure compliance with such laws, there is a risk that such policies and procedures are not sufficient to prevent it from contravening the laws and regulations of all jurisdictions in which it operates. Any contravention of laws could result in the Company suffering financial loss, including as a result of being required to pay fines, penalties or compensation to third parties, the cancellation or suspension of certain contracts or the inability to continue to conduct certain activities in some jurisdictions.
Insurance risks	The Company intends to insure its operations in accordance with industry practice. However, in certain circumstances, such insurance may not be of a nature or level to provide adequate insurance cover. The occurrence of an event that is not covered or fully covered by insurance could have a material adverse effect on the business, financial condition and results of the Company.
Market conditions	As with all investments, there are risks associated with an investment in the Company. Neither the Company nor the Directors warrant the future performance of the Company or any return on an investment in the Company.
Forward looking statements	There is no guarantee that the Company will achieve its stated objectives or that any forward-looking statement will eventuate



Thank You

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Constant care, everywhere