

Talius Group receives material Frame Order from Hato Hone St John

30 April 2024

HIGHLIGHTS

- **Frame Order received for 13,500 PERs units**
- **Purchase orders to be received each month for the remainder of 2024 and beyond**
- **First purchase order of 1,500 PERs units is expected to be received in July 2024**

Talius Group Limited (Talius or the Company) (ASX: TAL) is pleased to announce it has received an Order Commitment from Hato Hone St John (HHSTJ) in New Zealand confirming a Frame Order for the purchase of 13,500 PERs units.

HHSTJ has confirmed that the intention of this Frame Order is to provide Talius and its suppliers sufficient transparency and timeframes to ensure strong inventory and order management between the parties.

This Frame Order follows the execution of the Master Services Agreement (MSA) with HHSTJ, and the first Purchase Order (PO) of 2,500 units that was received in March 2024.

This Frame Order will accommodate multiple binding PO's that HHSTJ will place. It outlines HHSTJ's commitment to procure at least 1,500 units per month for the financial year commencing 1 July 2024 through to 30 June 2025.

The total revenue for the anticipated PO's under the frame order of 13,500 units is forecast to be in excess of \$4,000,000. Delivery of the orders is anticipated to commence in the next quarter, and additional purchase orders be rolled out across this year and next. This is in addition to the initial order of 2,500 PERs units announced previously.

All services under the PO's will be delivered via Talius' Smart Care Platform as a subscription service.

Commenting on the frame order, Mr. Graham Russell, Managing Director said:

"We are very pleased the relationship with Hato Hone St John continues to strengthen and we are looking for further commercial opportunities under the existing MSA.

This frame order provides great transparency for each party and evidences a productive and long-term relationship for the future. It also provides a great and consistent revenue stream for Talius which is further supported by the growing subscription base as we maintain our focus on the path to profitability."

This announcement has been authorised by the Board of Directors of Talius Group Limited.

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Talius 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.

Talius' Software as a Service (SaaS) data analytics platform Talius Smart Care combines smart sensors with AI machine learning 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.

Talius 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.

FORWARD LOOKING STATEMENTS

Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:

- (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*
- (c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results, and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social, and other conditions. The Company disclaims any intent or obligation to publicly update any forward-looking statements, whether because of new information, future events, or results or otherwise.*

The words "believe", "expect", "contracted", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule", "planned" and similar expressions identify forward looking statements. All forward looking statements contained in this ASX release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.