

Talius Group Sales Update

6 November 2024

HIGHLIGHTS

- **MSA executed with Silverchain for Home Care pilot**
- **Purchase order received from New Direction Care**
- **Expanding sales pipeline growing post-ACCPA**

Talius Group Limited (Talius or the Company) (ASX: TAL) is pleased to provide this sales update following its recent third quarter release.

Silverchain MSA for Home Care Pilot

In alignment with our strategic focus on the Home Care market following recent Aged Care Bill announcements, Talius is pleased to announce a Master Services Agreement (MSA) with Silverchain, one of Australia's premier in-home care providers. Silverchain supports over 140,000 Australians across a range of services, including hospital-in-the-home, palliative care, aged care (Home Care Packages and Commonwealth Home Support Program), allied health, social support, chronic disease management, and virtual care monitoring.

This partnership underlines our commitment to growth through strategic pilot programs with leading operators and aligns with the evolving regulatory and funding landscape in the sector. Talius continues to invest in the further development of the Talius Smart Care Platform particularly for the home care providers engaged in the Smart Safer Connected Home Care pilots in readiness for the significant government reforms and funding. Talius integrates the data and through its exclusive use of the CSIRO algorithm is able to identify changes in older people reflected in their activities of daily living scores which is pivotal in translating data into changed care needs and funding levels.

Purchase Order from New Direction Care

Talius has received a purchase order from New Direction Care for its Bellmere residential aged care facility in Queensland. Known as an innovative leader in the aged care sector, New Direction Care has selected Talius as its technology partner, with this order contributing over \$200,000 in revenue, and reinforces our market relevance in the aged care sector.

New Direction Care at Bellmere resembles a typical Australian suburban community with 17 houses located on six streets across two hectares. Just like any suburb, it has a town centre with a range of shops and services; cinema, corner shop, café, beauty salon, GP & dentist and a wellness centre. They're for use by residents, team members, families and the wider community. This innovative aged care model provides an inclusive dementia-friendly community which caters for 120 residents who can live a full and active life as much as their condition allows.

To support this model of care New Direction are investing in the Talius Smart Care Platform including the Talius Track RTLS solution which will provide nurse call to all residents anywhere in the facility delivering alerts and notifications to the carers via the Talius Application on smart devices. Each room will also have a new MW Radar installed that will monitor for falls, in and out of bed which will improve safety while ensuring privacy and dignity for residents.

ACCPA Conference and Growing Sales Pipeline

The recent ACCPA conference in Adelaide provided an excellent platform for the Talius sales team to showcase our solutions for home care, residential aged care, and Real-Time Location Systems (RTLS). The strong interest in our data-driven approach to improving operational efficiencies underscores the industry's readiness for change management initiatives. This aligns well with our co-designed pilot programs, which build client confidence in Talius' technology and its capacity to drive significant transformation.

At the conference, our proprietary Talius RTLS solution highlighted not only real-time monitoring of people but also asset tracking of items such as wheelchairs and mobile beds. This live demonstration allowed attendees to experience the platform's capabilities firsthand, sparking interest across broader healthcare sectors, including hospitals and pathology, where asset tracking and maintenance reporting are critical.

Our progress toward securing a global distributor for Talius solutions, with a focus on home care and adjacent sectors such as health, education, and retail, has been particularly noteworthy. This partnership is expected to extend our reach through a large sales team and enhance our solution offerings through additional technology partnerships. Furthermore, our partner program empowers systems integrators with high-value delivery capabilities, positioning Talius to expand its market share and brand visibility.

Comments from the Managing Director

Commenting on the recent updates, Mr. Graham Russell, Managing Director of Talius, said: *"The ACCPA conference was a valuable opportunity for Talius. We are thrilled that a substantial number of enterprise operators are now engaged in ongoing discussions, adding to our growing pipeline."*

Silverchain's participation in our Home Care pilot validates our business model and readiness for the upcoming regulatory focus on Home Care in Australia. To be chosen by them is potentially huge for Talius given they have over 140,000 clients. Additionally, our collaboration with New Direction Care is a strong endorsement of our technology from an innovative leader in the aged care sector.

We are excited by the momentum and growth in our pipeline as we progress through the second half of 2024 and look ahead to 2025."

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.