

Talius Group March 2025 Quarterly Report

29 April 2025

HIGHLIGHTS

- **Cash receipts from customers of \$2.35 million for Q1, a \$1m increase on 2024 Q1**
- **Cash and cash equivalents at the end of the quarter \$2.76 million**
- **Revenue of \$2.05 million for the quarter (unaudited)**
- **Subscriptions now 46,500, a 9% increase QoQ**

Talius Group Limited (Talius or the Company) (ASX:TAL) is pleased to provide the following activities and business updates alongside its Appendix 4C - Quarterly Cashflow Report for the quarter ended 31 March 2025 (the **quarter**).

The operating cash flow result for the quarter was impacted by the timing of certain large supply payments throughout the quarter, however the Company finished the quarter with a strong and profitable month of March 2025.

The quarter also saw appointments to the Board of Directors to ensure a strong and aligned composition for future growth of the Company.

Path to profitability

The March result better illustrates where the Company has focused efforts to drive profitability, especially with the ongoing growth of ARR and industry catalysts going forward. The sales pipeline continues to grow, with a number of opportunities having been approved to proceed but awaiting formal confirmation.

Importantly, and to further drive financial performance, the Company has undertaken a number of internal initiatives to ensure maximum productivity and efficiency, without compromising client delivery. Accordingly, the Company has implemented additional cost saving measures over and above those announced in the FY24 Annual Report. These measures include further rightsizing of staffing, enhanced inventory controls and strategic changes in data storage costs given the Company is now at a size where better commercial terms are available to us. These measures will flow through Q2 and beyond.

MOU executed with Lifestyle SA

As announced on 15 April 2025, Talius has executed a Memorandum of Understanding (MoU) with Lifestyle SA and CareWindow¹. Lifestyle SA is a retirement village operator in South Australia that has 11 retirement villages across Adelaide. They provide independent living apartments in a safe and secure environments with hotel / resort amenities. Lifestyle SA has over 2,000 residences.

¹ Mr Stephen Norris, Director of Talius, is a related party of Lifestyle SA and CareWindow.

The parties have agreed to enter into the MoU and to undertake negotiations, in good faith, with a view to entering into a formal Master Services Agreement (MSA) for the upgrade and installation of assistive technology which incorporates Talius, Care Window, and integrated IP Intercom systems to improve care and connectivity across the residents and villages, on terms consistent with the MoU.

This commercial pathway is significant for Talius as it is one of the first scaled rollouts of the Talius platform into an established third party hardware ecosystem. Talius will integrate with the existing hardware at Lifestyle SA, demonstrating the power of the platform and it being device agnostic.

Subject to the finalisation of the MSA, the parties have agreed to an immediate commencement of a pilot at one village with 79 Apartments (Heyden Court) and the roll out of another ten Lifestyle SA Villages throughout the remainder of 2025 and beyond.

Sales

During the quarter, cash receipts totaling \$2.35 million were received from the sale of digital technology hardware and data service to our enterprise customers. The cash receipts were lower than the previous quarter, primarily due to an upfront payment received in late 2024 for a larger order from a premier partner, Bolton Clarke.

Talius has successfully delivered half of the purchase order received from Hato Hone St John (HHSTJ) in New Zealand, and the remaining orders are expected to be delivered during the second quarter. This is a crucial project ahead of the planned closure of New Zealand's 3G network later this year, with HHSTJ's team of over 75 contractors actively installing the technology.

Purchase orders were also received from Goodwin Aged Care (Batemans Bay), Uniting Aged Care (Yamba, Northern NSW) and NCIS. An order was also received from ADT, a Talius Platinum Partner, for the installation of *Care@home* at Southern Cross Care in South Australia.

Talius also continued to strengthen its relationship with MS Queensland (MSQ), adding the Albany Creek aged care facility in southeast Queensland to its growing portfolio. This installation contributes additional connected devices to MSQ's Talius-based solution and will be followed by the addition of four more facilities in Q2 2025 and further enhances Talius' penetration into NDIS funded operators.

Subscriptions

Since the end of the previous quarter, Talius has increased its subscription numbers by 9% to over 46,500 with a further 18,500 subscriptions that have been contracted but not yet activated. A large portion of these subscriptions are expected to come online over the next two quarters.

Annualised recurring subscription revenues remain strong and have grown to \$3.2 million at quarter end, which represents an increase of over 10% on the previous quarter end, and 41% on March 2024.

Home Care

Investment in Home Care pilot programs has continued in the lead up to 1 July 2025 and the new Aged Care Act. The Company remains confident in the strategy and the material catalyst and funding under the Act. Progress and refinement of the business model has continued with platinum partners like Silverchain, Benetas and Uniting. Importantly, as July approaches, we have received a number of enquiries from multiple independent Home Care providers looking to partner with the Company.

The next generation of Aged Care technology

Retirement Villages

Talius continues to invest in its digital health platform, demonstrating strong momentum in expanding strategic partnerships within the retirement village sector. As mentioned, the Company has recently completed a Memorandum of Understanding (MOU) with Lifestyle SA. The initial implementation is planned for one of Lifestyle SA's villages in Adelaide. This will be the first project where we are integrating existing third-party devices that have been previously installed. The village managers for the first time will be able to view in real time any emergency events, safety alerts and device status. This collaboration reflects Talius ongoing commitment to innovation in aged care and its strategy to enhance service delivery through technology-driven solutions.

Talius is exhibiting at the National Retirement Living Summit in June 2025 and looks forward to presenting this new innovation to the sector.

Residential Aged Care (RAC)

The Talius Projects Team has continued to deliver numerous projects and have concluded the pilot with New Direction Care in Brisbane and planning to start the wider roll out starting in May 2025. Currently we are in the final stages of completion for HyeCorp – Heart of Willoughby, with handover expected in Q2. Both of these providers are looking to use Talius to enhance the overall quality of care provided.

Talius has a significant sales pipeline, with numerous opportunities across Australia and New Zealand. The Company is in the final stages of due diligence with numerous providers for upcoming projects, and we expect to see some results in the near future.

Beyond Care

Talius has seen a significant increase in enquiries for its technology developed for the healthcare sector, with opportunities to utilise our solutions across other verticals.

These opportunities follow the same ethos of the Talius Platform providing Awareness, Analysis and Action with Real Time visibility and insights to improve safety, compliance and outcomes.

In this regard, we are in the final stages of negotiation for a partnership with a global wholesale distributor to expand our reach and impact.

Rollout of Talius Tracker

The Company is pleased to announce that it has begun the rollout of its proprietary RTLS software, Talius Tracker. Previously, Talius had used well credentialled third party platforms to complement its offering but has been investing in R&D for its own platform to increase real time accuracy and system performance. Additionally, the new system also enhances gross margin for Talius as we are now fully capturing the subscription revenue for our RTLS product. Anticipated incremental margin revenue from the existing client base is expected to be over \$120,000 per annum and with higher client satisfaction given improved performance.

The next generation of Aged Care technology

Research and Development

The Company has maintained disciplined investment in the Talius platform, with a focus on enhanced data delivery and client experience. Having a detailed dashboard for carers and their clients is a fundamental pillar of our business and it is being recognised by our clients new, and existing.

Additionally, we have invested further in our infrastructure, bringing on a high calibre 3rd party to assist in streamlining some of our processes and storage around data to ensure a more robust platform for scale and to look to drive cost efficiencies. This will also enhance our Cyber Security for which we are targeting full ISO certification in Q2.

Financial Position

Talius recognised revenue of \$2.07 million² in the quarter. As noted above, ARR is now \$3.2 million, with a further 18,500 subscriptions to be activated.

The Company received cash payments during the quarter of \$2.35 million from sales of assistive technology to enterprise customers. Talius has a number of committed orders due for completion in the new year.

Operating cash outflows throughout the quarter was \$3.5 million, with 70% (\$2.5 million) expended on inventory and other cost of sales, 25.5% (\$0.9 million) on R&D and staff costs, with the remaining balance of 4.5% (\$0.16 million) going towards marketing, office rent and other general administration costs. The timing of certain payments throughout the quarter led to higher than anticipated cash outflows.

Related party payments of \$168,375 during the quarter are detailed in Section 6 of the accompanying Appendix 4C, and represent payments for director fees, the Managing Director's salary, and superannuation payments.

Commenting on the quarter, Mr. Graham Russell, said:

"Whilst the Company finished strong at the end of 2024 the first quarter is traditionally slower however we are very pleased with the progress made in the sales pipeline. Notably, the St Johns in New Zealand orders keep flowing, and will continue to do so into next quarter.

The progress made with the MoU with Lifestyle SA is a positive step. The partnership with them will not only provide a material commercial pathway, but also an ability to refine our offering in preparation for the new funding model from the Aged Care Act. Additionally, the pilot programs are progressing very well which will place Talius as the most skilled and ready technology provider to the sector.

The continued growth of our ARR and subscriptions since the last quarter indicates the aged care sector has gained momentum, with a 12% increase in new opportunities in Q1 2025 compared to the same period in 2024. This growth is driven by the increased recognition of Talius as a comprehensive health platform, particularly as policy shifts toward clinical oversight of in-home care providers take shape.

² Unaudited

Talius remains optimistic about the growth potential in the aged care sector and its role as a key enabler of technology-driven care solutions. The Company's strong pipeline of opportunities, coupled with its ongoing strategic initiatives, positions it well to achieve sustained growth and a path to profitability throughout 2025 and beyond."

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

Investor Enquiries:

Andrew Ritter

Company Secretary

1300 889 838

investors@Talius.com.au

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About Talius Group Limited (ASX: TAL)

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.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

TALIUS GROUP LIMITED

ABN

62 111 823 762

Quarter ended ("current quarter")

31 MARCH 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	2,351	2,351
1.2 Payments for		
(a) research and development	(66)	(66)
(b) product manufacturing and operating costs	(2,477)	(2,477)
(c) advertising and marketing	(19)	(19)
(d) property expenses	(5)	(5)
(e) staff costs	(838)	(838)
(f) administration and corporate costs	(132)	(132)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(3)	(3)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other income	-	-
1.9 Net cash from / (used in) operating activities	(1,189)	(1,189)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) software, plant and equipment	(133)	(133)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(133)	(133)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Share buyback	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(13)	(13)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(27)	(27)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Repayment of lease liabilities	(24)	(24)
3.10	Net cash from / (used in) financing activities	(64)	(64)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	4,147	4,147
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,189)	(1,189)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(133)	(133)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(64)	(64)
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	2,761	2,761

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	2,761	2,761
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	2,761	2,761

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	168
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<p><i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i></p> <p>Director fees and Managing Director salary & superannuation: \$168,375</p>		

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other – Insurance premium funding	0	0
7.4	Total financing facilities	0	0
7.5	Unused financing facilities available at quarter end		-
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
	Insurance premium funding facility provided by Hunter Premium Funding. The amount is unsecured, repayable in monthly instalments by February 2025 and bears interest at 9.2% per annum.		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(1,189)
8.2	Cash and cash equivalents at quarter end (item 4.6)	2,761
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	2,761
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	2.32
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 29 April 2025

Authorised by: The Board of Directors of Talius Group Limited
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.