



AGM Presentation

ASX:TAL
www.talius.com.au

The Next-Gen Healthcare Platform

Date: 22 May 2025



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Chairman's message

On behalf of the Board and Management of Talius Group Limited (Talius or Company), I would like to thank all our shareholders, and especially, those shareholders who have participated in today's Annual General Meeting.

Throughout 2024, we strengthened our market position through strategic contract wins, expansion into new verticals, and further enhancement of our technology-driven care solutions. Our commitment to innovation and operational efficiency has enabled us to secure material revenue streams while positioning the business for long-term growth and profitability.

While 2024 presented challenges, it was disappointing that we did not meet some of our financial targets, with revenue coming in slightly below the prior year. We had scaled our resources in anticipation of stronger growth, but a softer first half necessitated a restructuring to streamline overheads. This streamlining has continued into 2025 with further cost reductions and increased productivity measures to assist in the Board's focus on execution and profitability.

The recently announced distribution agreement with Wesco Anixter will amplify our sales channels and complement an already strong sales pipeline for 2025 and beyond.

Importantly, Talius' revenue profile is well-positioned for sustained growth, with well over \$3 million in annualised recurring revenue and now over 48,000 active subscriptions. Additional subscriptions from existing purchase commitments are expected to come online over the next few months, with the internal milestone of 50,000 subscriptions soon to be reached.

Our investment in the Talius platform remains a core priority, with a strong emphasis on enhancing data delivery and improving the client experience. The development of an advanced dashboard for carers and clients continues to receive positive recognition from both new and existing customers. This aligns with the Home Care pilot programs we have on foot with key partners such as Siverchain, Uniting Care and Benetas with the new Aged Care Act soon to be enacted.

I extend my sincere gratitude to our shareholders, employees, and customers for their continued support and look forward to Talius executing strong client partnerships and enhanced shareholder returns.

About Talius

- Established in 2012
- ASX-listed - (TAL -ASX)
- APAC footprint
- B2B2C business model with multiple distribution channels



Trusted By Some of APAC's
Biggest Providers.



Key Partner Agreements with
The Most Respected Names



Mission and Purpose

To improve the quality of life, later in life.
Utilising IoT sensor technology to provide remote enabled safety and healthcare data to the health and aged care and disability sectors.

Talius Smart Care Platform

Data analytics platform that combines best on market smart sensors with AI machine learning (powered by CSIRO) that delivers mission critical actions to prevent incidents, improve care outcomes, and strengthens compliance.

Business model

B2B and B2B2C with multiple distribution channels earning revenue from upfront hardware sales of IoT sensors that onboard subscribers to our Talius Platform that earns software as a service (SaaS) recurring revenue.

Our Aged and Disability Sector Verticals



Home Care

Ageing in Place
Telehealth



Retirement Villages

Emergency Response
Remote Patient Monitoring



Residential Aged Care Facilities

Nurse Call
Resident Monitoring



Beyond Care

Mobile Duress
Real Time Location Services
Asset Management

Key Metrics FY24: \$12M Sales, 45,000 Subscribers and \$3M ARR

2H24 revenues up 23% YoY with strong 2H24 contracted wins



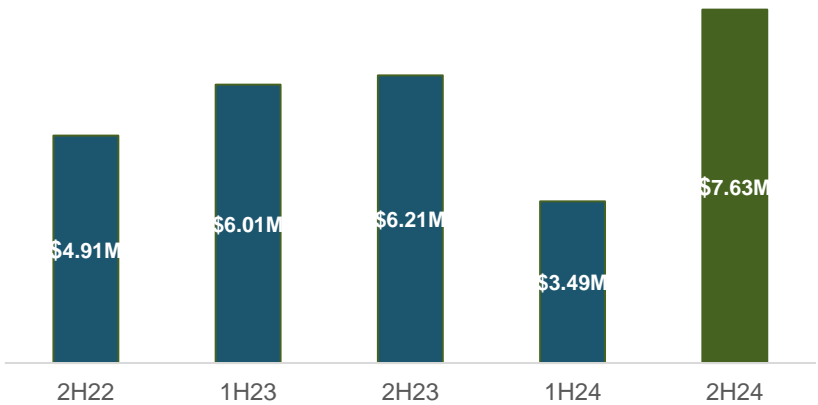
64% compound annual growth in subscriptions



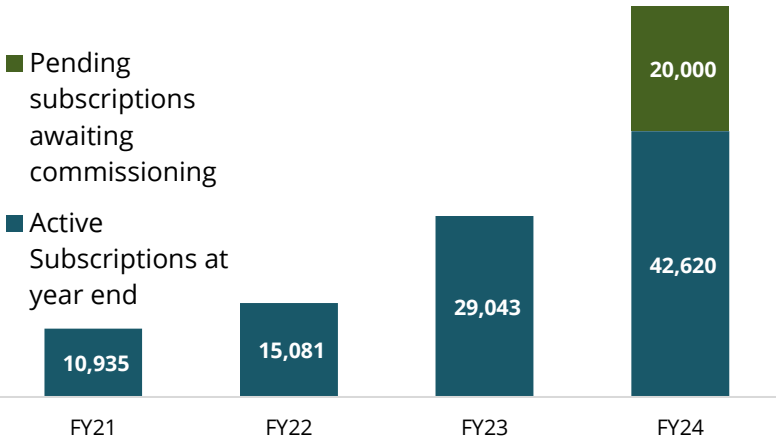
74% compound annual ARR growth



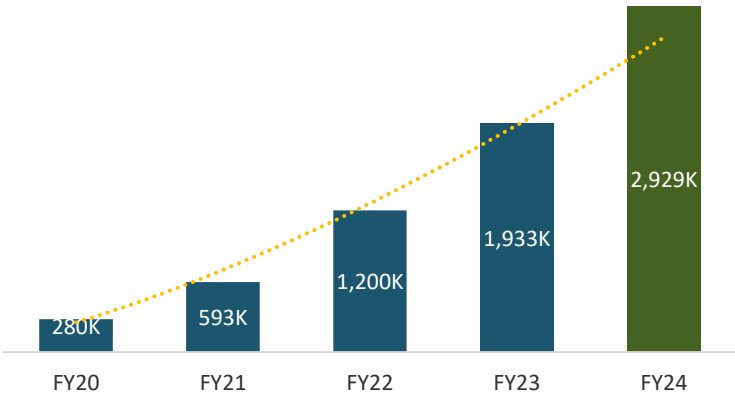
Installation Revenue by Half Year



Subscriptions



ARR



Key Achievements



Secured major contracts including St John's Ambulance and ADT in New Zealand, with significant rollout planned for 1H25.



Surpassing 48,000 subscriptions on the Talius Smart Care Platform with incremental 16,000 subscriptions contracted but not yet activated



Wesco Anixter agreement executed for amplified distribution and execution



Significant investment (~\$890k) in the Talius Platform to ensure market leading user experience and scalability in response to the substantial increase in data.



Structural cost reductions made including rightsizing of workforce to realise material savings in FY25



Ongoing focus on inventory management and cost control to optimise efficiency and maintain financial discipline. Impairments taken in FY24

Outlook for next 6 months

Growth Pillars

Expanding Talius' enterprise grade products into the Home Care market, with multiple key partner pilots both domestically and internationally

New Aged Care Act providing significant tailwind and funding for the sector

Beyond Care vertical now fully scoped and Wesco Anixter agreement executed

Key strategic investor now onboarded and incremental commercial pathways being finalised

Outlook

Strong sales pipeline with major contracts won and being delivered in 1H25 and beyond

Material subscription growth based on already contracted wins and new pipeline conversions

Talius aggressively pursuing Home Care opportunities both domestically and internationally

Material platform investment now achieved with reduced spend anticipated for FY25



Revenue Model

Total Addressable Market *(Australia)*

If Talius only penetrates 10% of each vertical with a below average adoption of \$5 per week per client

**Home Care – 1.8 million clients
growing to 3.5 million by 2066**

Home Care – \$46.8 million ARR

Retirement Villages – 300,000 clients

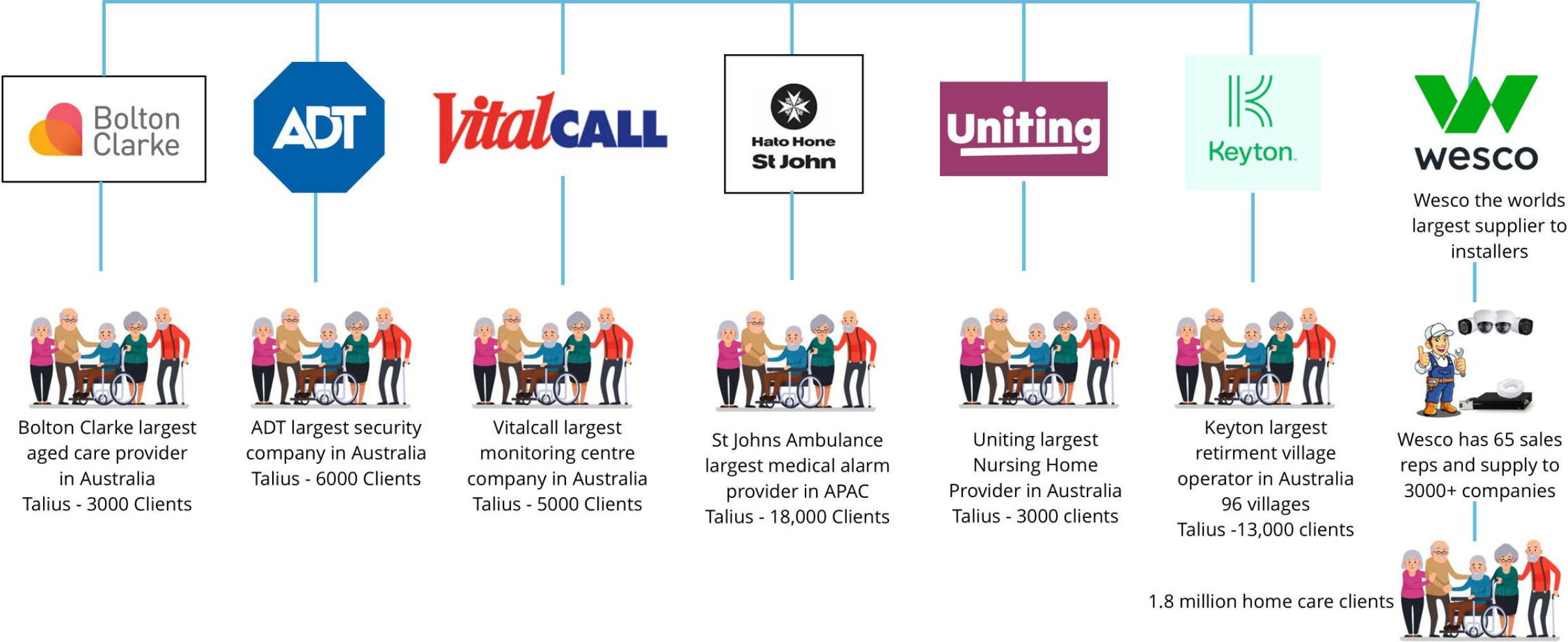
Retirement Village – \$7.8 million ARR

Residential Aged Care – 300,000 clients

Residential Aged Care – \$7.8 million ARR

And we have already started global expansion into New Zealand, Singapore and UK

Simple Distribution Model - B2B2C

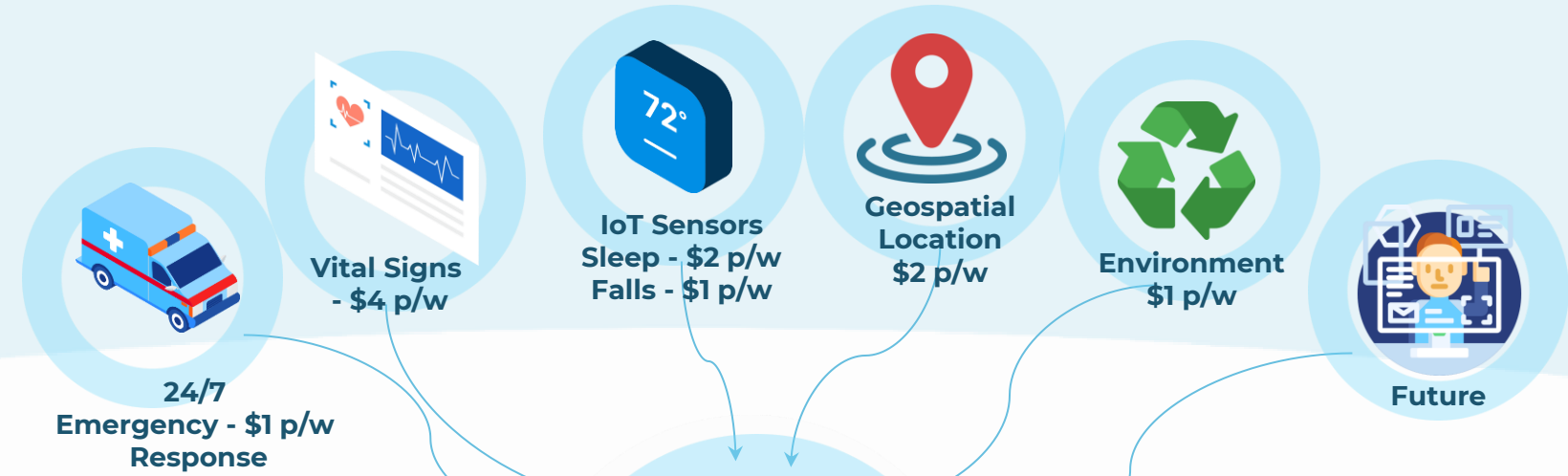


AWARENESS

ANALYSIS

ACTION

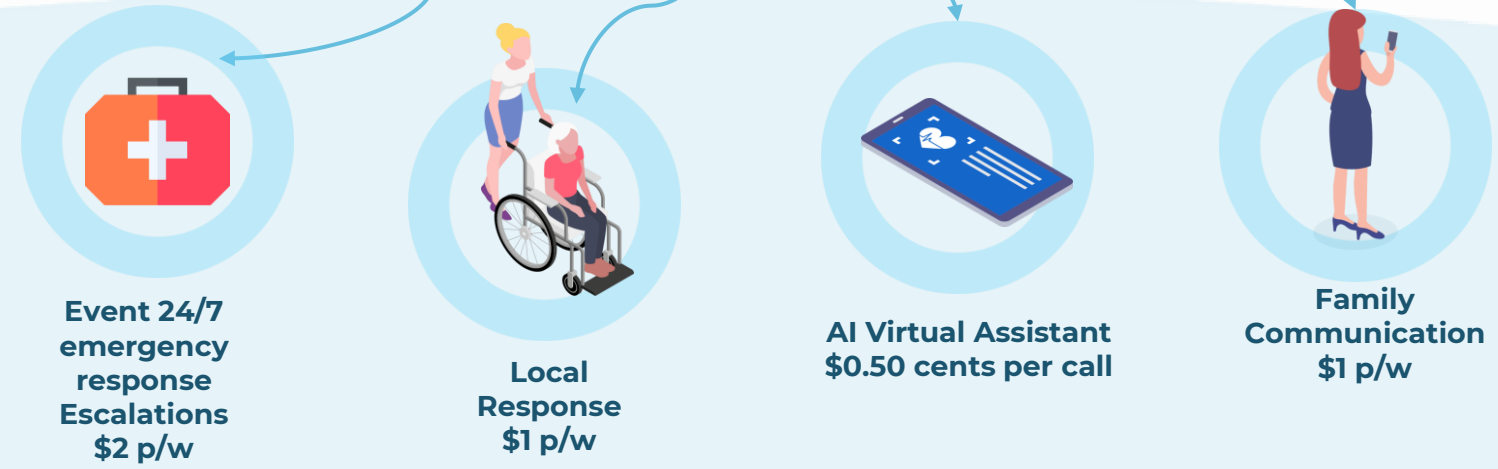
Revenue Model
from \$1 to \$15 per
patient or home per
week
(indicative pricing)



**IMPROVED
BUSINESS
OUTCOMES**



**IMPROVED CLIENT
OUTCOMES**





Talius Healthcare Platform

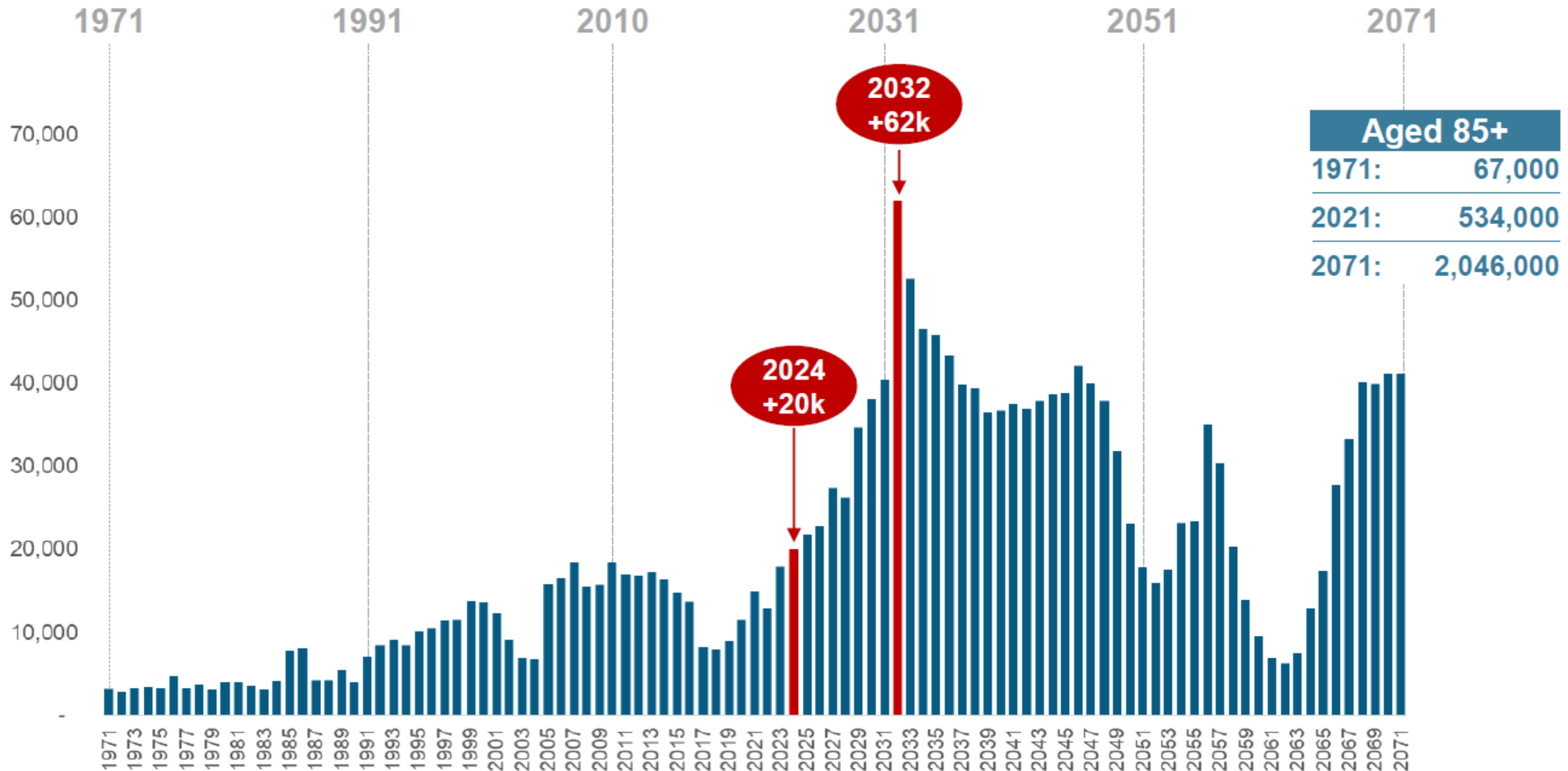
Data Driven Care

Making sense of the sensors
The Single Data Platform built for health

Linking...

Awareness to Analysis to Action

An aged care freight train is heading straight for us



The Enormity Of The Problem!

"We have a rapidly ageing population, and the current aged care system is simply not set up for the overwhelming numbers coming in and needing care"

"The current number of aged-care residents is around 200,000. By 2040, it will be close to 350,000 and this is despite the inevitable increase in home care"



That is 150,000 beds in 15 years or 10,000 beds per year

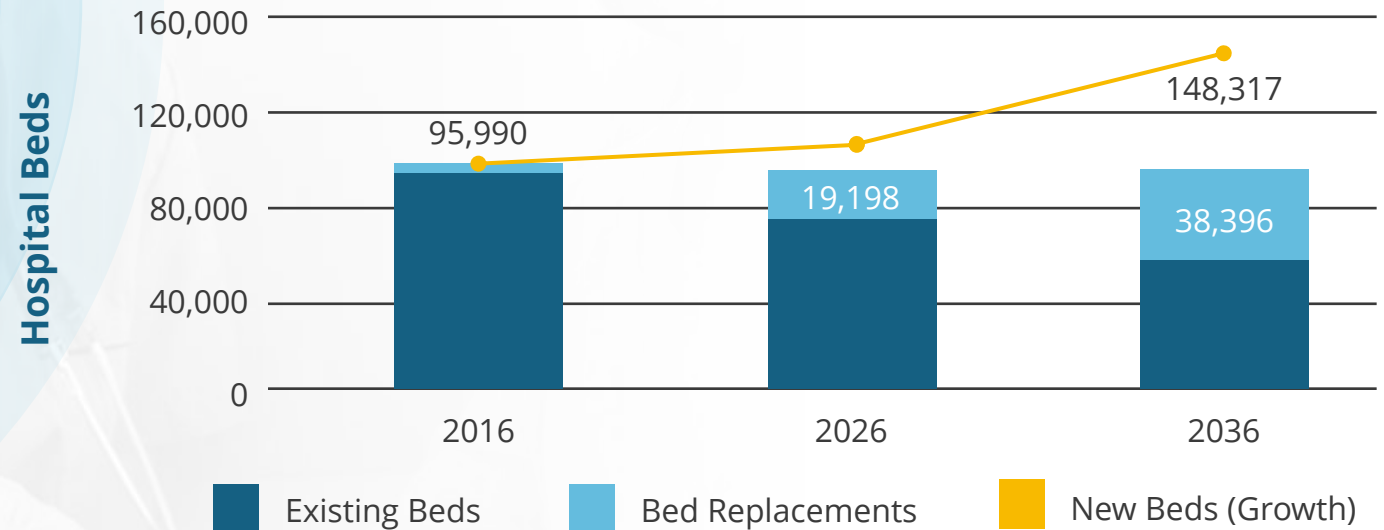


Anika Wells – Minister for Aged Care – March 21, 2025

375 New Hospital Beds are needed Every Month for the Next 15 Years

To meet projected demand and replace ageing hospital bed stock, Australia needs to build 375 hospital beds per month for 15 years.

Projected hospital bed requirement for Australia



TALIUS: THE SOLUTION

From Insight to Impact: Awareness → Analysis → Action

- **Awareness:** Integrates with more sensors than any platform.
- **Analysis:** Rules-based + AI = intelligent & compliant.
- **Action:** Escalates alerts, not inbox reports.



TALIUS: THE SOLUTION

The IoT Aggregation Platform built for Healthcare

One platform.

All inputs.

Real-time action.



The Challenges We Solve

Aged Care providers are dealing with these five issues.
The Talius Smart Care Platform solves these.



Better Compliance

- Key personnel risk
- ACQSC Assessment Failures
- Avoid reputation damage
- AN-ACC Reforms around care minutes and star ratings



Staff Engagement

- Maximising utilisation
- Removing unnecessary repetition
- Reducing churn and the hiring costs



Communication with Families

- Receiving information on their own terms – what, when, and how
- Providing peace of mind
- Easily identifying promoters and detractors
- Alleviating their stress



Resident Autonomy

- Resolving spot-check issues
- Moving towards data informed management
- Creating dignified and supported environments
- Changing negative perceptions



Commercial Viability

- Maintaining 92%+ occupancy
- Maintaining a competitive advantage
- Recurring revenue streams not linked to resident fees