



Half Year 2025 Results Investor Presentation

ASX:TAL
www.talius.com.au

The Next-Gen Aged Care Technology

Date: 27 August 2025



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The documents provided contain statements related to our future business and financial performance and future events or developments involving the Company that may constitute forward-looking statements. These statements may be identified by words such as "expects," "looks forward to," "anticipates," "intends," "plans," "believes," "seeks," "estimates," "will," "project" or words of similar meaning. We may also make forward-looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, Company representatives may from time to time make oral forward-looking statements. Such statements are based on the current expectations and certain assumptions of the Company's management, and are, therefore, subject to certain risks and uncertainties. A variety of factors, many of which are beyond the Company's control, affect the Company's operations, performance, business strategy and results and could cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements or anticipated on the basis of historical trends. Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures. The documents provided in this presentation include supplemental financial measures that are or may be non-GAAP financial measures.

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, aged care and disability sectors and beyond.

Talius 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 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



HY25 RESULTS

HY25 Key Financials

	HY25 \$'000	HY24 \$'000
Revenue – Hardware & Projects	2,665	2,321
Revenue – Recurring	1,544	1,172
Total Sales Revenue	4,209	3,493
Total Income	4,828	3,766
Underlying EBITDA *	(377)	(1,339)
Underlying NPAT *	(561)	(1,451)
Non-Operating Items	(65)	(245)
Statutory loss after tax	(626)	(1,696)
ARR (\$000's)	3,256	2,395
Subscriptions (000's)	49.3	35.5

* Underlying EBITDA and loss before tax reflects statutory profit as adjusted to reflect the Directors' assessment of the result for the ongoing business activities of Talus, in accordance with AICD principles of recording underlying earnings. Refer to Appendix A for more information.

Underlying profit measures have not been audited.

HY25 Highlights

- Sales revenue increased by 21% on PCP to \$4.2M, with strong H2 FY25 pipeline.
- Annualised recurring revenue (ARR) now at \$3.2M
- Subscriptions grew to over 49,200, an increase of 39% on PCP.
- Approximately 12,000 Talus PERs products have been sold and delivered but are pending installation. Commissioning for these products is targeted for H2FY25.
- First half performance positively impacted by a profitable second quarter and a continued focus on cost rationalisation.

HY25 Key Achievements



Successful rollout of contract with Hato Hone St Johns (HHSJ) in NZ completed HY25 with major contracts with Roshana, New Direction Care and a further order from HHSJ targeted for FY25



Subscriptions on the Talius Platform surpassed 49,200 and growing with additional focus on margin expansion of subscription revenue into H2



Strategic distribution agreement entered into with Wesco Anixter across Australia, New Zealand, and Singapore, expanding market reach. First order received in H2 with a number of enquiries on foot.



Continued focus on home care pilots with new partners moving from pilot phase to implementation.



\$300K cost reduction on pcp due to increased focus on cost rationalisation



Expanded focus into beyond care through material interest in Talius tracker across new sectors.

Key Metrics

1H25 revenue up 21% (PCP) with strong 2H25 pipeline.



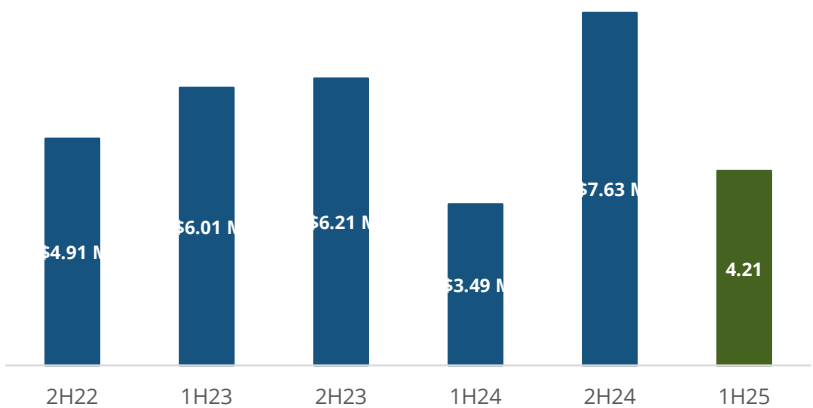
76% compound annual growth in subscriptions



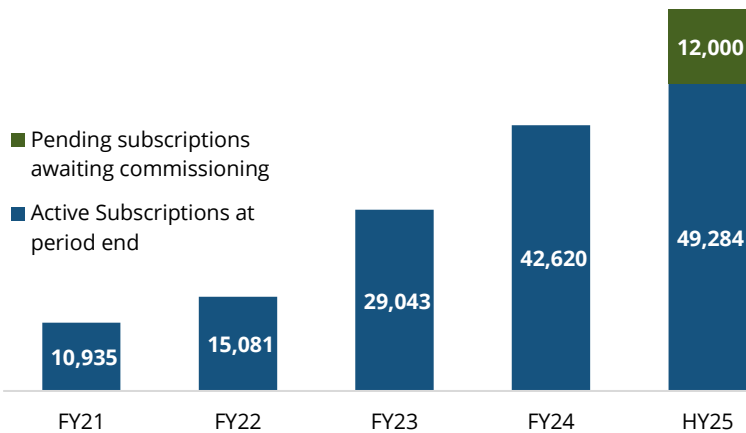
69% compound annual ARR growth



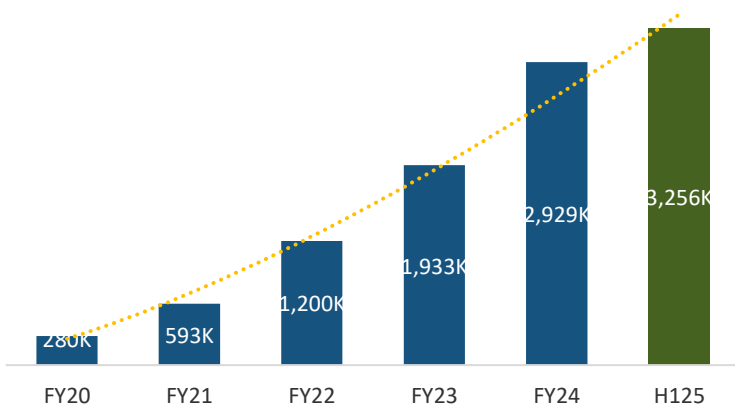
Sales Revenue by Half Year



Subscriptions



ARR



HY25 FINANCIALS

INCOME STATEMENT

	HY25	HY24
Revenue	4,212,553	3,495,729
Other income	615,278	273,130
Cost of sales	(2,727,708)	(2,309,304)
Amortisation & depreciation	(195,885)	(100,858)
Consulting fees	(364,995)	(249,985)
Employee benefits expenses	(1,410,725)	(1,815,557)
Marketing expenses	(244,936)	(226,827)
Property expenses	(86,124)	(137,388)
Finance costs	(9,420)	(9,363)
Share based payments	(8,586)	(11,646)
Impairment of receivables	(44,279)	(45,115)
Impairment of inventories	(11,430)	(7,011)
Corporate and other overheads	-	(200,000)
Loss Before Tax	(626,164)	(1,696,306)
Income tax	-	-
Loss After Tax	(626,164)	(1,696,306)

- Total revenue and income increased by 28% on pcp due to the final rollout of the St John's contract.
- Other income grew largely due to the R&D tax incentive claim and a reversal of a historical accrual for rental expense on a leased property in Sydney
- Recurring software revenues continuing to grow strongly in line with increasing subscriber base.
- Ongoing investment in market and sales channel development
- Employee costs have decreased as Talius focuses on right-sizing the team to set a strong foundation for expected growth
- Administrative and corporate costs have decreased, reflecting continued focus on cost rationalisation during the period.
- No impairments taken on inventory

BALANCE SHEET

	Jun 25	Dec 24
ASSETS		
Cash and cash equivalents	2,068,112	4,146,742
Trade and other receivables	1,778,826	1,005,029
Inventories	1,220,508	1,395,547
Other current assets	298,963	224,846
Current Assets	5,366,409	6,772,164
Plant and equipment	66,639	51,890
Software/intangible assets	383,706	871,535
Right-of-use assets	341,507	64,758
Non-Current Assets	791,852	988,183
LIABILITIES		
Trade and other payables	1,743,628	2,973,782
Contract liabilities	71,752	209,735
Borrowings	95,297	71,661
Short-term provisions	95,151	27,158
Lease liabilities	121,798	48,828
Current Liabilities	2,127,626	3,331,163
Lease liabilities	237,619	41,615
Non-Current Liabilities	237,619	41,615
NET ASSETS	2,365,245	4,387,568
EQUITY		
Share capital	22,930,200	22,881,242
Share based payment reserve	354,366	371,712
Accumulated losses	(19,491,550)	(18,865,386)
TOTAL EQUITY	3,793,016	4,387,568

- Significant investments in the Talius Platform have enhanced data management capabilities for scalability and improved user experience, adaptable across Aged Care and other complementary verticals.
- Material increase in receivables due to the receipt of the \$738K R&D tax incentive in July 2025.
- No significant borrowings.
- 1:10 share consolidation completed during the period.

CASH FLOW

	HY25	HY24
Receipts from customers	4,174,657	3,565,616
Payments to suppliers & employees	(5,968,526)	(3,718,435)
Net finance costs	2,814	2,522
Cashflow from operating activities	(1,799,641)	(161,943)
Payments for plant & equipment	(36,201)	(13,891)
Payments for intangible assets	(136,500)	(263,135)
Cashflow from investing activities	(172,701)	(277,026)
Proceeds from issue of shares	-	-
Share buy-back	-	(71,843)
Share issue costs	(12,667)	(7,500)
Lease and other principal payments	(93,621)	(93,154)
Cashflow from financing activities	(106,288)	(172,497)
Net cashflows	(2,078,630)	(611,466)
Opening cash at start of the year	4,146,742	1,910,469
Cash at the end of the period	2,068,112	1,299,003

- Higher customer receipts reflecting increased hardware sales and continued subscription growth.
- Increased supplier payments reflecting the completion of the HHSJ contract during the half.
- Approximately \$136k direct investment in the Talius Platform during the period, delivering immediate improvements in data management and platform performance for scalability.
- Strategic projects continue to reduce data storage costs and enhance cybersecurity with a focus on an efficient path to scale.

Outlook for next 6 months

Growth Pillars

Expanding Talius' enterprise grade products into the Home Care market, with multiple key partners now moving from pilot to implementation

New Aged Care Bill providing significant tailwind and funding for the sector and material more clarity for 1 November

Beyond Care vertical gaining traction, especially with Wesco Anixter onboarded and PO received

Selection in the BEDA Medtech accelerator program, with exposure to key government agencies and investors with global scaling

Outlook

Strong sales pipeline with major contracts won and a number of tenders expected to be delivered in 2H25 and beyond

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

Talius continued pursuit of HomeCare and RAC opportunities

Platform enhancements continue with Talius Tracker (RTLS software) being rolled out with material opportunities presenting



Talius' differentiator

Talius™ Smart Care Platform

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.



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



Corporate Information

ASX code	TAL
Share price	\$0.072
Market cap	\$20.93m
Shares on issue	286m
52-week trading (low/high)	5.55c to 10c
Shares held by Top 20	59.5%
Cash (30 June 2025)	\$2.07m

Investor Enquiries

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Appendix A – Details on Non-Operating Items

ADJUSTMENT	DESCRIPTION
Share based payments	<p>Talius has provided performance rights to employees, directors and certain key consultants in order to attract, retain and incentivise these individuals.</p> <p>This investment in the Talius team is designed to strengthen all areas of the business and sets a platform for expected future growth, especially given the tight labour market conditions in the sector.</p> <p>Talius expects to issue further performance rights moving forward, but has classified these amounts as non-operating in order to better demonstrate the cash profit/loss for the respective reporting periods.</p>
Amortisation of Acquisition Intangibles	<p>Talius acquired the customer listing from eHomeCare in December 2023.</p> <p>The amortisation of this acquisition has non-operating in order to better demonstrate the cash profit/loss for the respective reporting periods.</p>
Impairment of inventory	<p>As part of the acquisition of HomeStay Care International Pty Ltd, Talius acquired a range of security devices in the inventory stores.</p> <p>This stock is not applicable to the aged care sector and whilst Talius will continue efforts to sell this inventory, Talius took a conservative view and recognised a full impairment charge of \$200k in H12024.</p> <p>Talius has not purchased any security devices subsequent to the acquisition of HomeStay Care International Pty Ltd.</p>