AZURE
HEALTHCARE LIMITED

ANNUAL GENERAL MEETING

November 2016

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ABOUT AZURE

Financial Results

PROFIT & LOSS STATEMENT ($'000S)	FY2016	FY2015	Q1 FY17	Q1 FY16
Revenue	32,028	34,962	7,555	7,623
Gross Profit	15,654	18,298	3,937	4,136
NPBT	(3,875)	120	90	(569)
EBITDA	(3,149)	689	249	(427)

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Nursecall Systems & Clinical Workflow Solutions

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BOARD & SENIOR MANAGEMENT

Graeme Billings
Chairman

Chartered Accountant since 1980; retired from PwC in 2011 after 34 years.

Extensive experience providing assurance, transaction and consulting services to multinational and national clients across a variety of industries.

Chairman and NED of Korvest Ltd, NED of Clover Corporation Limited and GUD Holdings Ltd

Clayton Astles
Chief Executive Officer

Based in Texas. Joined Azure in 2008 as Vice-President and then President of Austco's main operating subsidiary, Austco.

Helped build the group's reputation as a leader in the nurse call and clinical software solutions market in the USA and has been instrumental in the establishment of a Software Development Centre and manufacturing facility in Dallas.

Has over 12 years leadership experience in the healthcare technology industry, holds a diploma in Electronics Engineering.

Brett Burns
Non-Executive Director

Founding Partner of law firm CBW Partners having worked in a variety of roles within ASX Top 50 companies, government, national and international law firms.

Former General Counsel for Transurban Group, corporate lawyer with Baker & McKenzie and regulatory roles with ASIC.

Also Non-Executive Director of several private companies.

Jason D'arcy
CFO & Co. Secretary

CPA, B.Ec and B.Bus (Accounting).

Extensive ASX-listed company financial experience; former CFO of Baxter Group Ltd and Cellestis Ltd.

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THE YEAR IN REVIEW

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THE YEAR IN REVIEW

NEW SOFTWARE PLATFORM: TACERA PULSE

Intuitive User Interface

Sophisticated Integrations

Mobile Applications

Workflow Optimization

Enterprise Information

Dashboards and Reporting Tools

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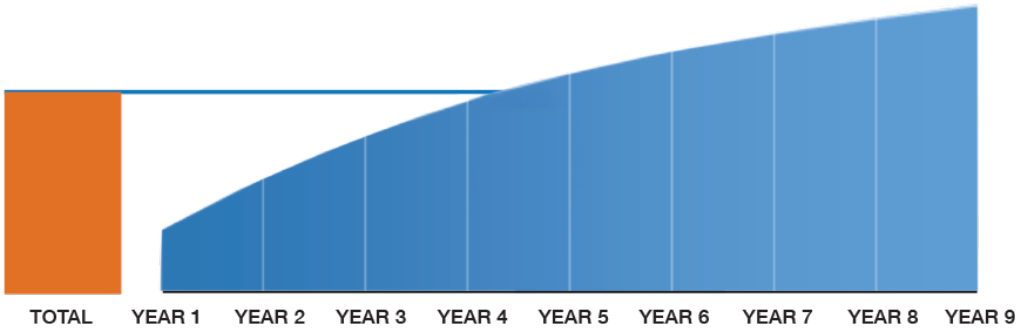
SUBSCRIPTION PRICING MODEL

BENEFITS FOR AZURE

- Predictable and continuous revenue
- While subscribed, Azure has regular contact with the customer, rather than sporadic contact.
- More competitive on bids (cost of software is spread out over years)
- Improves forward cash flow and strengthens the balance sheet
- Higher revenue from long-term customers, generally beyond 3 year term



Cumulative Subscription Revenue

*A Software as a Product (SaaP) company's revenue is a function of the number of **new** customers while the Software as a Service (SaaS) company's revenue is a function of the **total** number of customers.*

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Strategic Priorities

RATIONALIZE PRODUCT LINE

- Austco had more that 900 products in its portfolio
- Over 29 years, Austco has continued to add products to its portfolio while removing few
- **Rationalized Austco products to approximately 300**
- Sale of non-core asset Cellguard for $1 million (before adjustments and transaction costs)

Typically with companies that have many products, 80% of sales come from only 20% of those products

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Strategic Priorities

RELOCATE MANUFACTURING

AVERAGE WAGE

↓ 21% lower

FACTORY OVERHEAD

↓ 45% lower

BREAK-EVEN POINT

↓ 3.5 times lower

*Perth Factory closure will result in savings of **AUD $1M to $1.4M** annually.*

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HEAD COUNT REDUCTION

26% Reduction in headcount

Headcount reductions have already reduced expenses by over AUD $2M annually

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THE YEAR IN REVIEW

Large Project Deployments

Ng Teng Fong General Hospital (NTFGH)

1200 Beds

Sick Kids (SK)

370 Beds

Perth Children's Hospital (PCH)

300 Beds

New Oakville Hospital (NOH)

400 Beds

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PRODUCT ROADMAP

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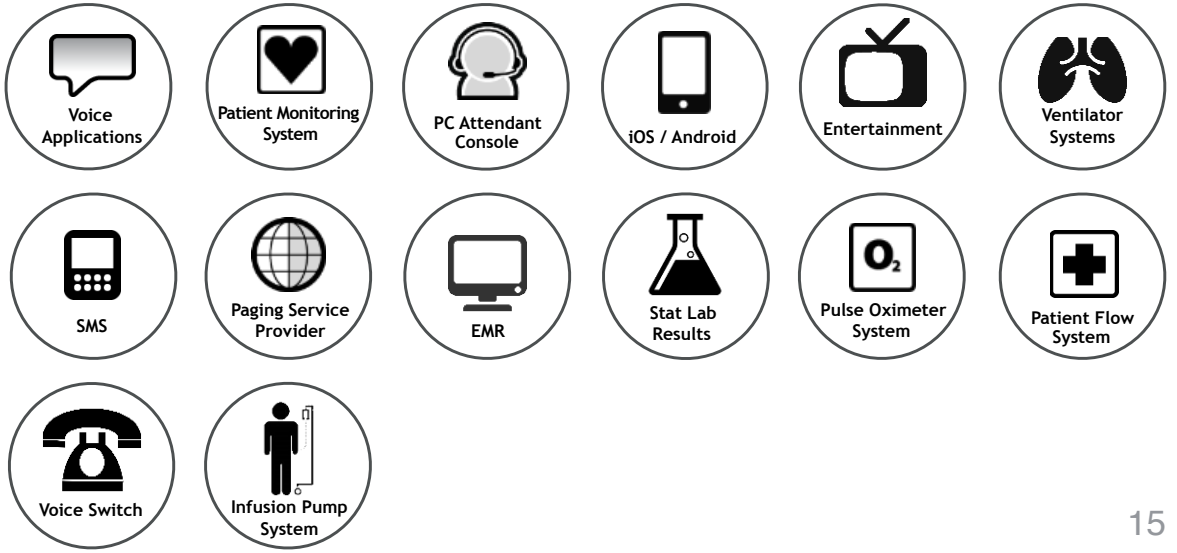
Product Roadmap

NURSE CALL FEATURES & INTEGRATIONS

TRADITIONAL NURSE CALL

NEW STANDARD

EMERGING TRENDS



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REPORTS & DASHBOARDS

- Dashboards
- Reports
- Help
- Global Settings

CLINICAL WORKFLOW

- Staffing
- Austco EMR

FACILITY TOOLS

- Provisioning
- Site Configuration
- User Configuration
- System Reporting

DASHBOARD: Jim's Awesome Dashboard

DATE / TIME RANGE: Last 12 Hours

ACTIONS

Average Alarm Duration
Floor 5, Unit 2
4:38

Max Alarm Duration
Wing 3, Rooms 1-10
3:32

Outlier Percentage
Cardiac Unit
12%

Average Alarms/Bed
Cardiac Unit
2.9

Staff Presence
Cardiac Unit
88

Total Alarms
PACU
97

Occupied Beds
Cardiac Unit
36

Cleaning Mode
Imaging Unit
78%

Longest Staff Presence
PACU
Room 10557-B
15:22

Exceeded Threshold
Cardiac Unit
14

Average Staff Presence
Pediatrics
4:13

Average Patient Acuity
Med/Surg
3.2

Staff to Patient Ratio
Med/Surg
2:8

+ Add a Widget

Product Roadmap

NURSECALL + RTLS

- Triggers “Staff Present” over-door light
- Cancel alarms automatically
- Acknowledge alarms at nurse station
- Trigger mobile duress with staff ID badge
- Measure time spent in room, response times

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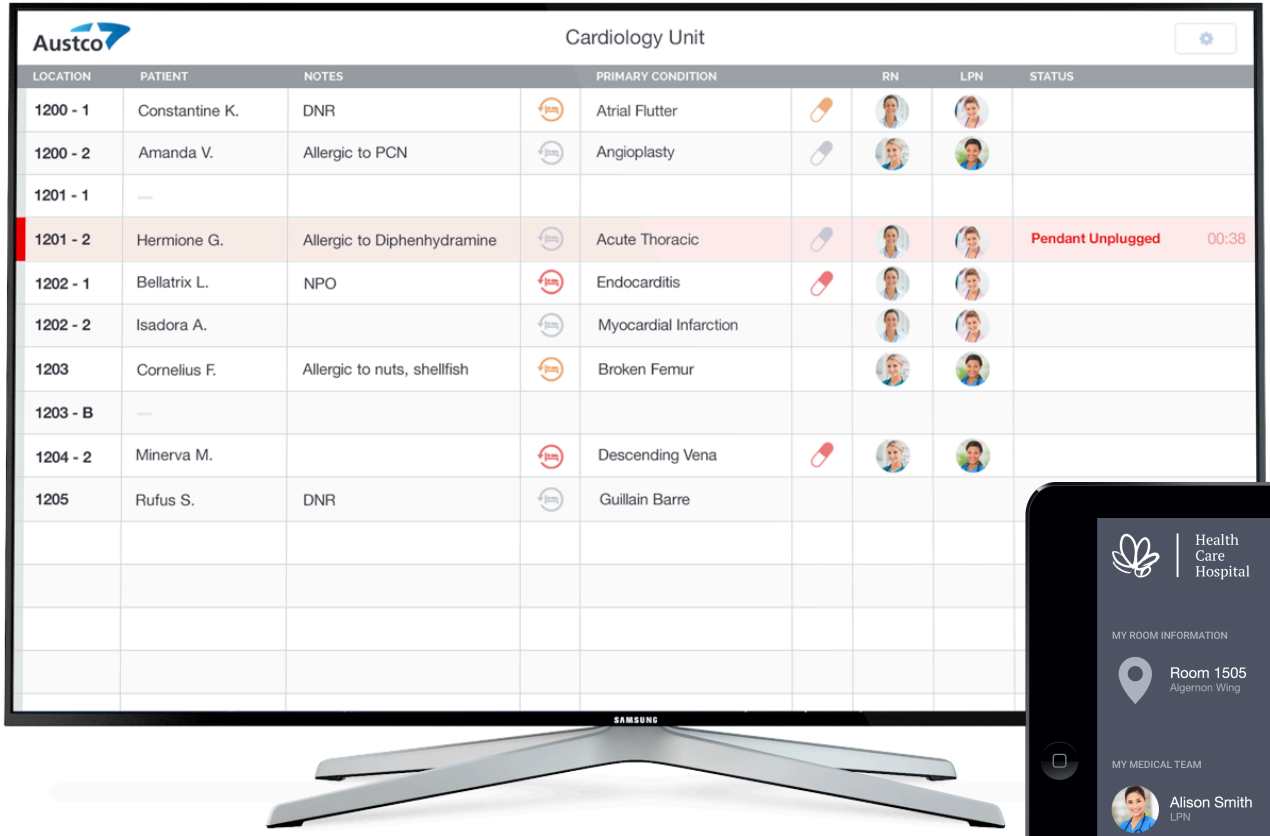
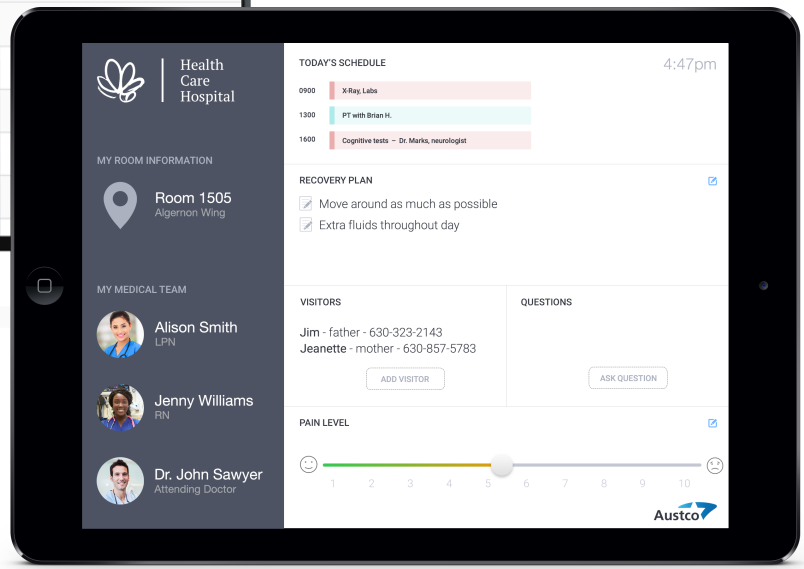
Product Roadmap

WORKFLOW WHITEBOARDS





Products displayed are for demonstration purposes only.

For nurse's station and patient rooms

Uses icons and pics

Easy to configure

Customized workflow

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Product Roadmap

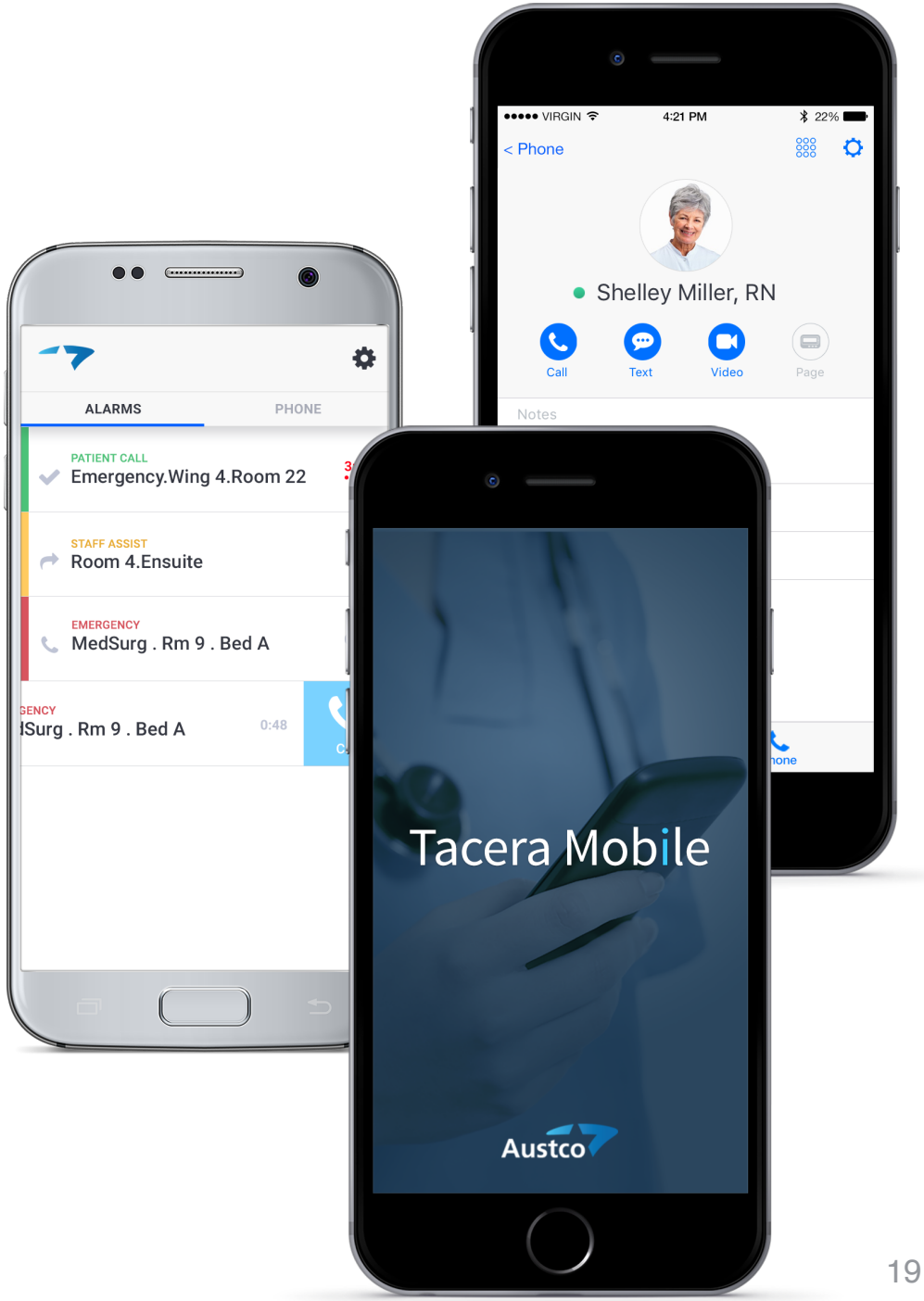
MOBILE PHONE APPS

Bring your own device (BYOD)

Lets nurses use technology they already know

Native apps for Android and iOS

Nurses fully mobile



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Product Roadmap

SMART WATCH APPS

Hands-free care

Ideal notification devices

Focused on alarm management

Set and view reminders

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Product Roadmap

END-TO-END ALARM MANAGEMENT

Products displayed are for demonstration purposes only.

Consistent interactions
Consistent visual language
Austco owns entire ecosystem

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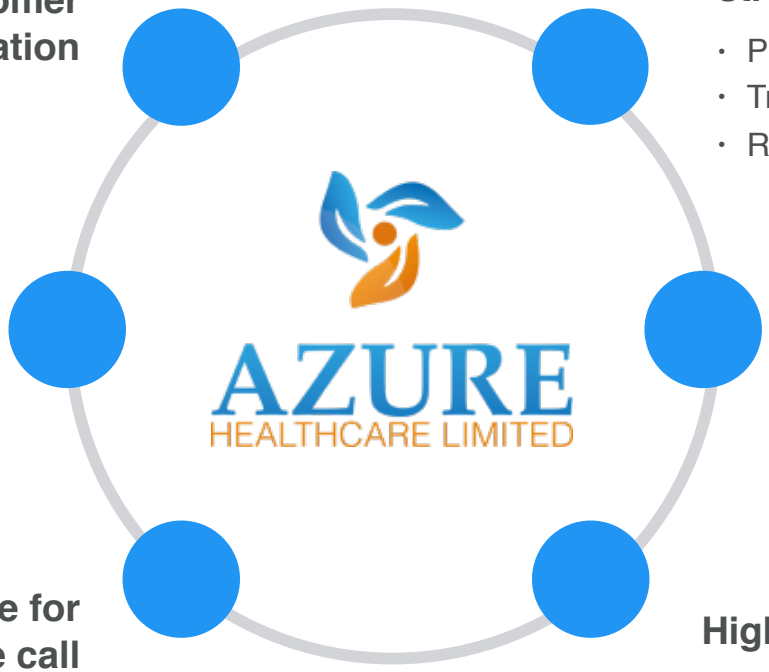
Business Outlook

A CASE FOR INVESTMENT

Aging baby boomer generation

Complementary revenue streams

- Project Revenue
- Transaction Based
- Recurring Revenue



Well positioned to take advantage of future opportunities

Well diversified across geographies

Growing sales pipeline for sophisticated nurse call solutions

High barriers to entry

THANK YOU!
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