



AZURE
HEALTHCARE LIMITED

ANNUAL GENERAL MEETING

29 NOVEMBER 2017

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AGENDA

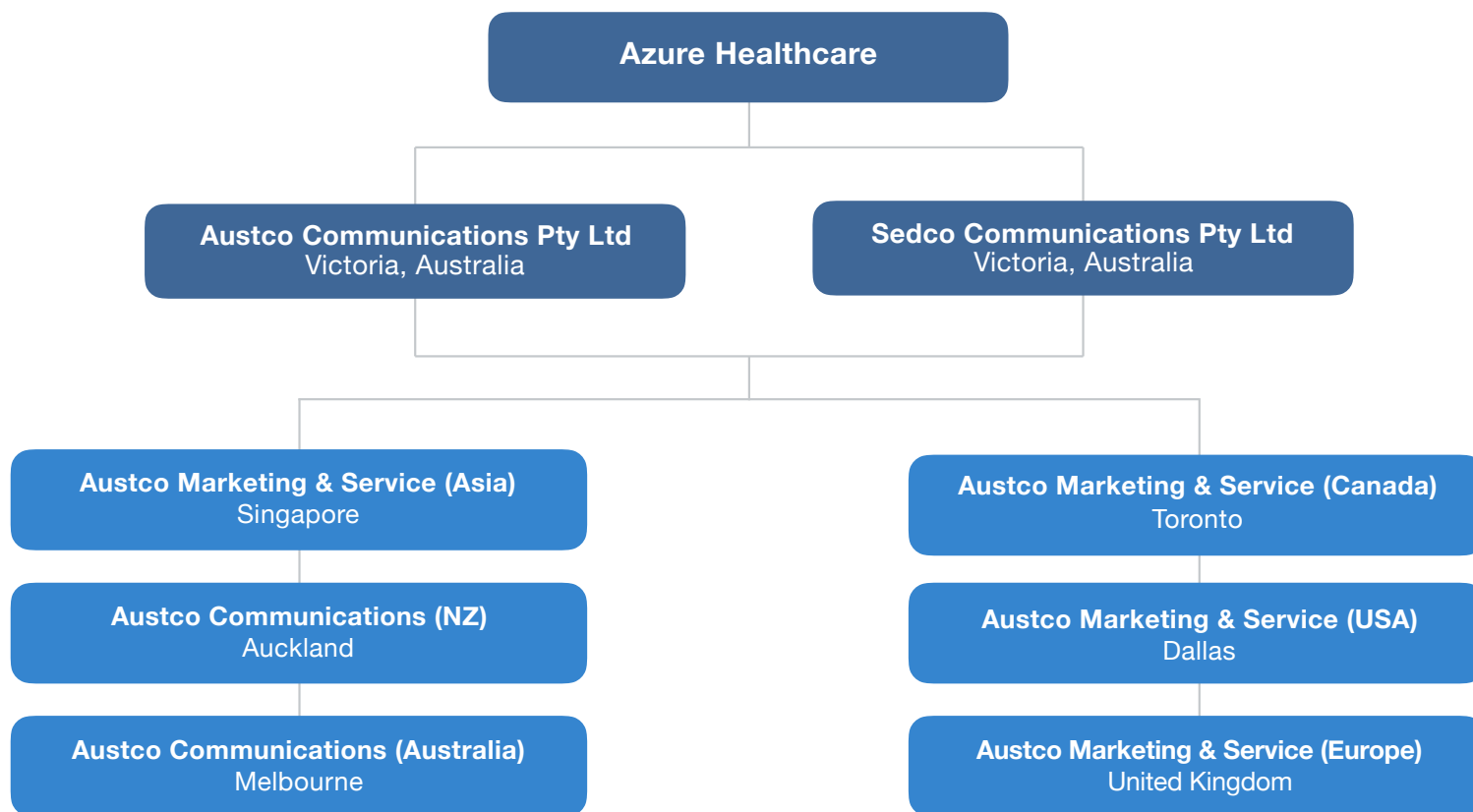
- **Corporate Structure**
- **Year in Review**
- **FY18 Strategic Priorities**
- **New Products**
- **Q&A**



CORPORATE STRUCTURE



CORPORATE STRUCTURE



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, GUD Holdings Ltd and DomaCom Ltd



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.



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.



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.



2016 - 2017

2016 - 2017

FY17 HIGHLIGHTS

Returned to profitability in the second half of the financial year with revenue of \$16.08 million and Profit Before Tax of \$0.25 million for the 6 months ended 30 June 2017.

Company restructure completed ahead of schedule.

Software and Software Maintenance Agreement (SMA) revenues of \$1.75 million or 6.1% of operating revenue for the financial year.



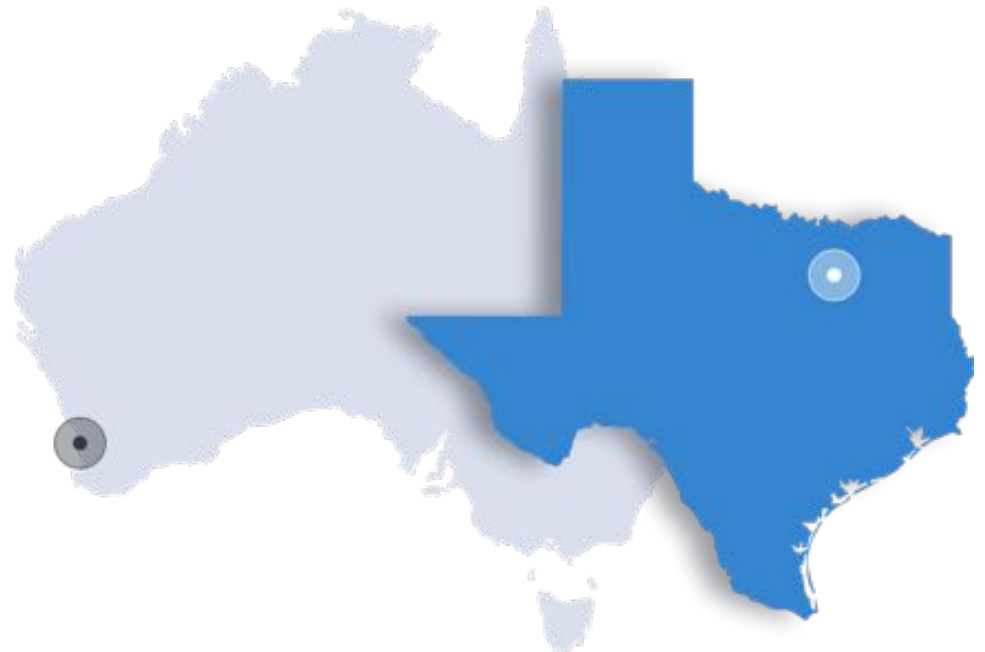
FY17 HIGHLIGHTS - INITIATIVES COMPLETED

Relocated Manufacturing to USA

Average wage ↓ 21% lower

Factory overhead ↓ 45% lower

Break-even point ↓ 3.5 times lower



FY17 HIGHLIGHTS - INITIATIVES COMPLETED



Rationalized Product Lines

Austco had more than 900 products in its portfolio

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

Over 29 years, Austco has continued to add products to its portfolio while removing few

Rationalized our products to approximately 300



FY17 HIGHLIGHTS - INITIATIVES COMPLETED

Reduced Costs

28% headcount reduction over the last two years

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



FY17 HIGHLIGHTS - INITIATIVES COMPLETED



Introduced Recurring Revenue Model

Predictable and continuous high-margin revenue

While subscribed, Austco and partners have regular contact with the customer, rather than sporadic contact.

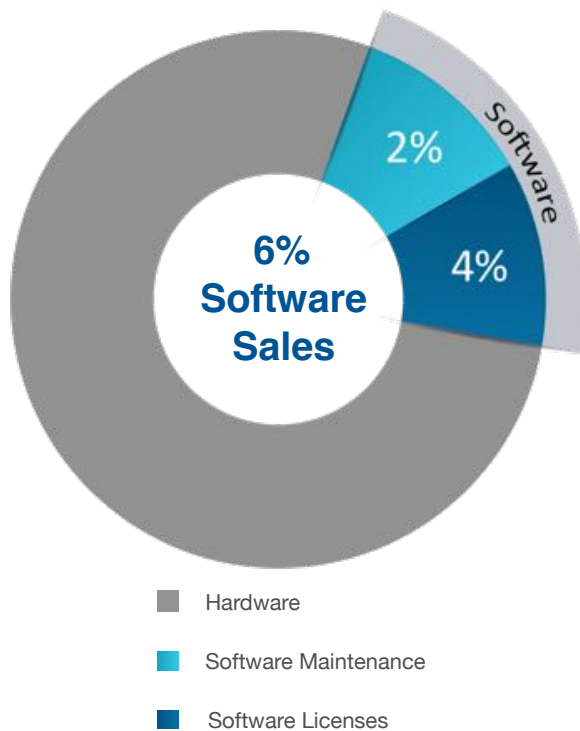
Improves forward cash flow and strengthens the balance sheet

Higher revenue from long-term customers



HARDWARE VS. SOFTWARE SALES

FY17 - Increasing Software Sales



9%

Software Revenue Target - FY18



FY17 HIGHLIGHTS - INITIATIVES COMPLETED

Divested CellGuard

Successfully divested CellGuard,
a non-core asset



FY17 HIGHLIGHTS - NEW PRODUCTS



Reports and Dashboards
Version 2.0



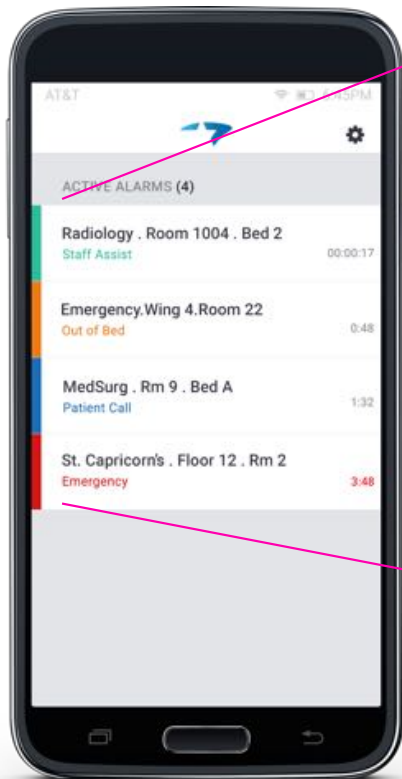
Pulse Mobile



RTLS Integrations



FY17 HIGHLIGHTS - NEW PRODUCTS



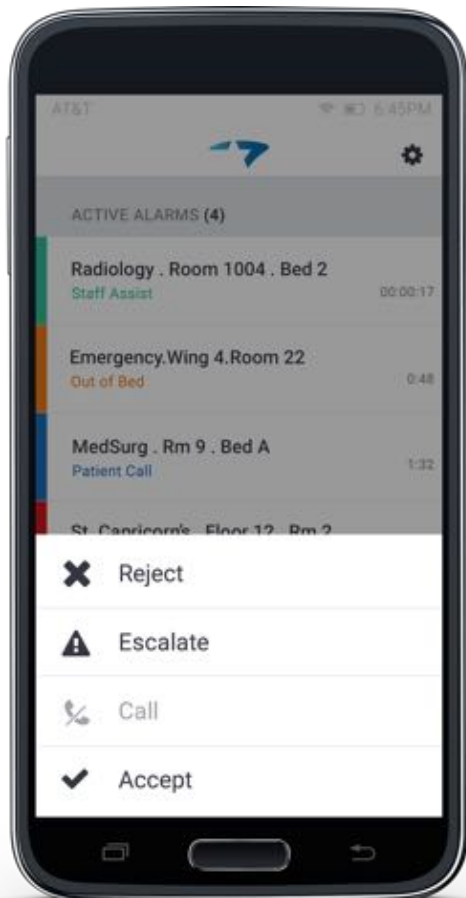
Radiology . Room 1004 . Bed 2 Staff Assist	00:00:17
Emergency.Wing 4.Room 22 Out of Bed	0:48
MedSurg . Rm 9 . Bed A Patient Call	1:32

PULSE MOBILE

Native smartphone app



Alarm Actions



VOIP Calling



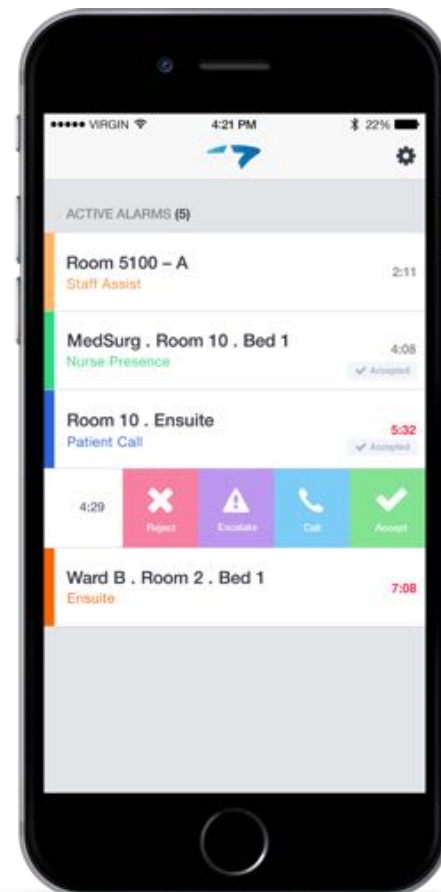
Accept

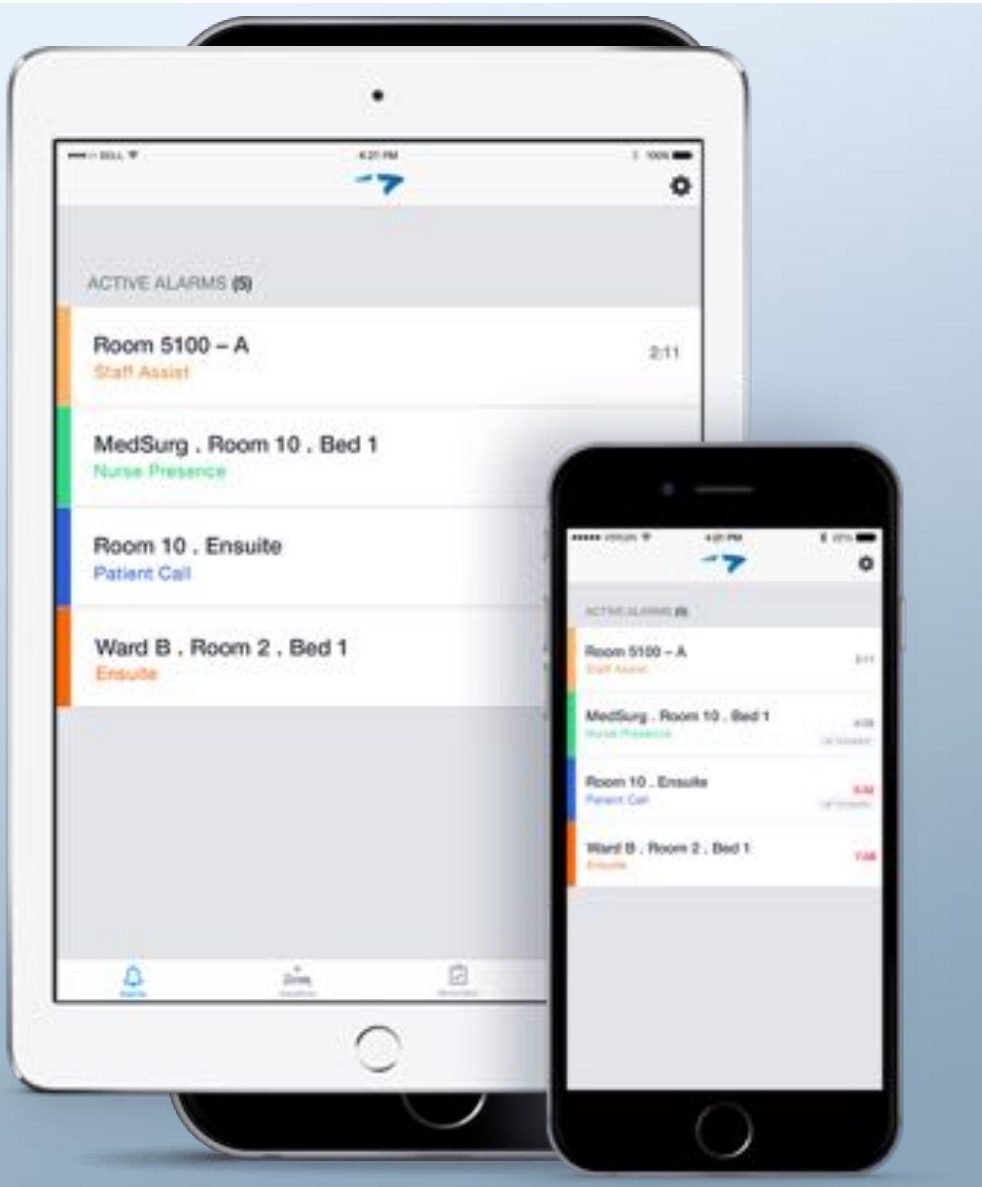


Reject



Escalate





Pulse Mobile Expansion

Task Lists

Workflow

Nurse Call Buttons

Any device becomes an alarm list



FY17 HIGHLIGHTS - NEW PRODUCTS



RTLS

- Location updates
- User actions (button press)
- System status “heartbeat”
- Low battery notifications

STANLEY
Healthcare

Elpas
From Tyco Security Products

AIRISTA
FLOW

 **CENTRAK**®

 **multitone**





Reports & Dashboards 2.0

Filter reports by date

Export to pdf, csv

Unlimited reports

Visualize nurse call data with widgets

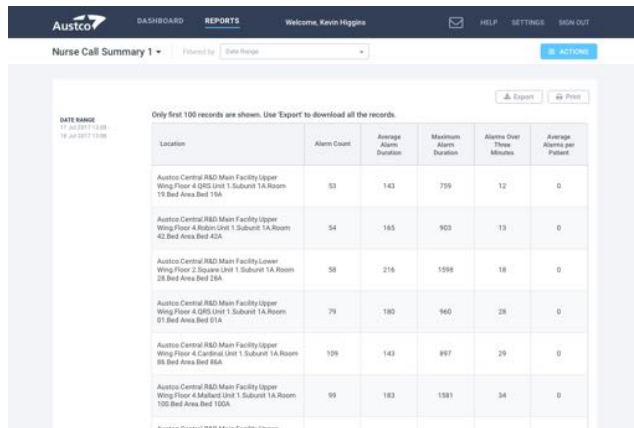
Unlimited dashboards

Monitor alarm activity at any level

Unlimited widgets

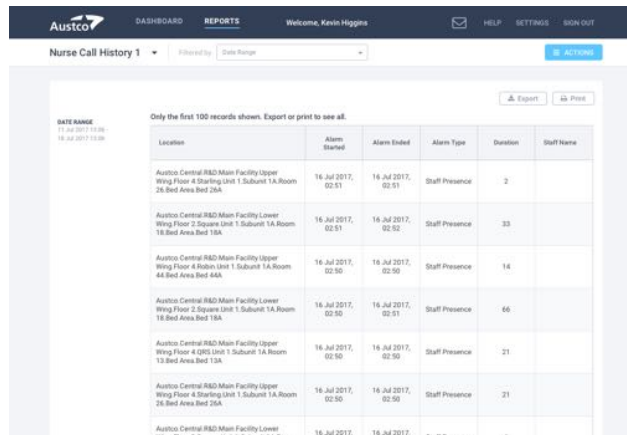


Reports



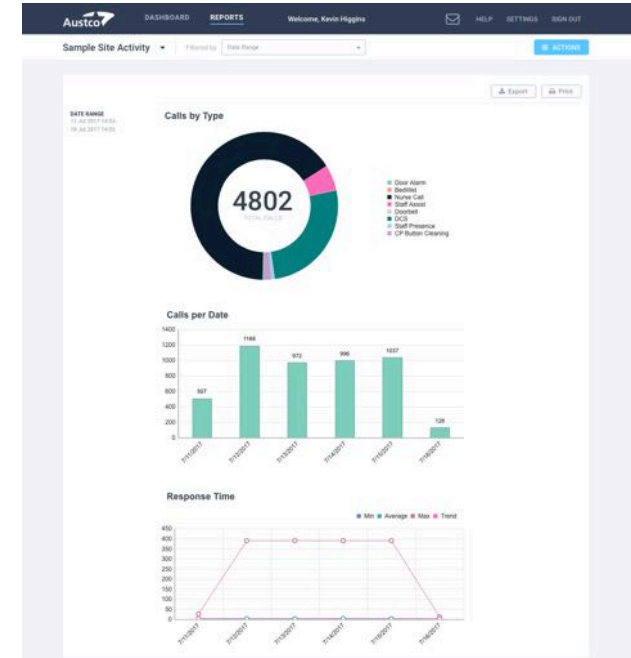
Nurse Call Summary

Location
Alarm Count
Average Alarm Duration
Max Duration
Alarms over threshold
Avg. Alarms per patient



Nurse Call History

Location
Alarm Started
Alarm Ended
Alarm Type
Duration
Staff Name



Site Activity

Call by Type
Calls Per Date
Response Times



Widgets



FY17 HIGHLIGHTS - **NEW PRODUCTS**

Deployment



Azure Cloud



Local (on-premise)



A blurred background image of a business meeting. Several people are gathered around a table, looking at documents and a tablet. One person is pointing at a document, while another is writing on it. A smartphone and a glass of water are also visible on the table.

FY18 STRATEGIC PRIORITIES

2018 STRATEGIC PRIORITIES

- Continue strict focus on product quality
- Continue to Streamline Manufacturing
- Target National Accounts
- Improve Inventory Management and Turns
- Establish Key Strategic Partnerships
- Continue to Increase Software Revenue
- Release innovative new products



A black and white photograph of a city skyline at night, with a bridge spanning a body of water in the foreground. The city lights are reflected in the water. A blue semi-transparent rectangle is overlaid on the left side of the image, containing the title text.

PRODUCT ROADMAP

And future product opportunities



2017 Annual General Meeting



Smart CallPoints

Additional buttons

Additional inputs

Refreshed look and feel

Wireless communication



BLE / NFC / RFID



SMART WATCH APPS

Hands-free care

Ideal notification devices

Focused on alarm management

Set and view reminders



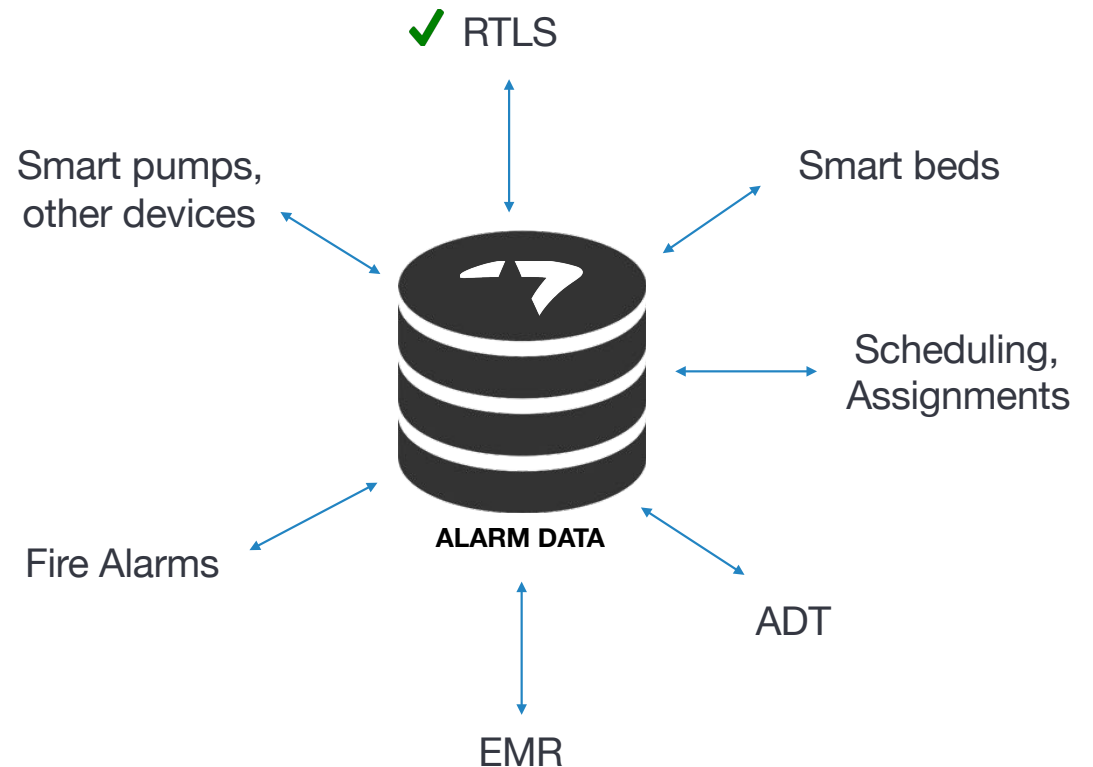
INTEGRATIONS **WEB SERVICES**

Web Services

Open API for alarms

RTLS integration complete

Long-term plan for additional integrations

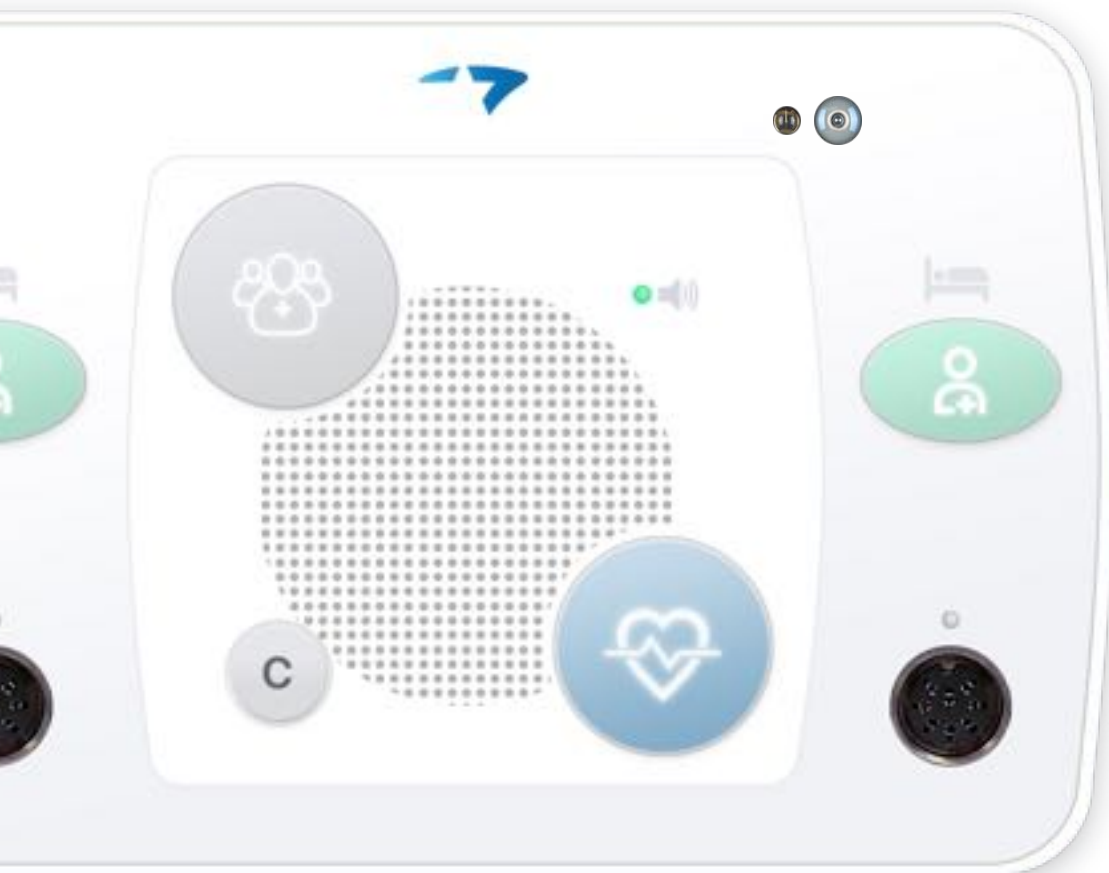


A black and white photograph of a city skyline at night, with a bridge spanning a body of water in the foreground. The city lights are reflected in the water. A blue rectangular overlay is positioned on the left side of the image, containing the title and subtitle.

--- FUTURE OF NURSE CALL

New Technologies and Opportunities





Gesture Control

Infrared and video sensors

Touchless Nurse Call

Add to smart callpoints

Control infotainment





Machine Learning

Pattern recognition
“Trained” with sample data



Voice Control

Calls for help

System Control

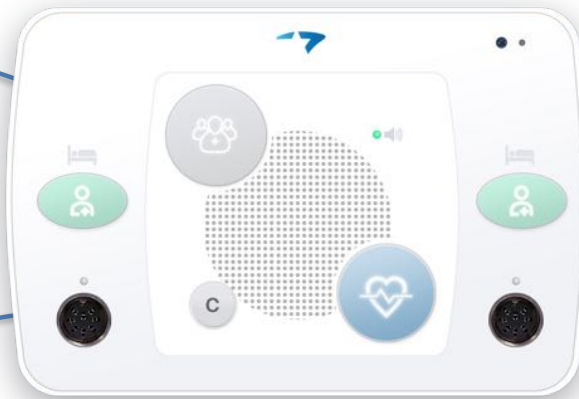
Sound recognition





VOICE CONTROL

Room Systems





VOICE CONTROL

Sound Recognition

Fall Detection

Choking / Pain

Location



Video

Facial Recognition / Identity

Eye Tracking

Emotional Recognition





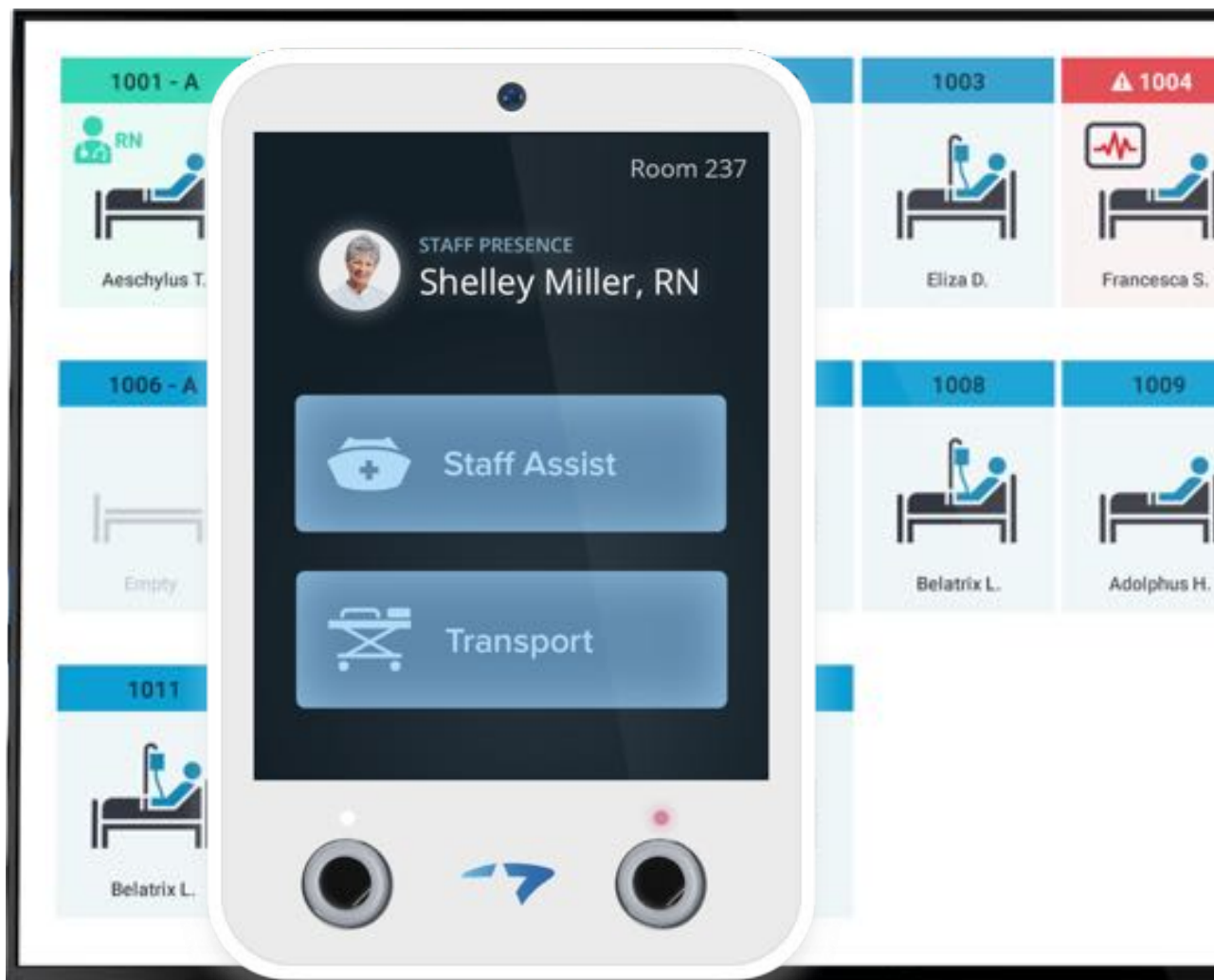
VIDEO

Identify Staff

Video RTLS

Unlock Buttons / Info

Workflow Efficiency



Room 5100 – A

2:11

Staff Assist

Patient waiting for water.

MedSurg . Room 10 . Bed 1

4:08
32:09

Nurse Presence

Rounding reminder

Room 10 . Ensuite

5:32

Patient Call

Room 10

36:22

Hang 1L saline, change dressing

Ward B . Room 2 . Bed 1

7:08

Ensuite

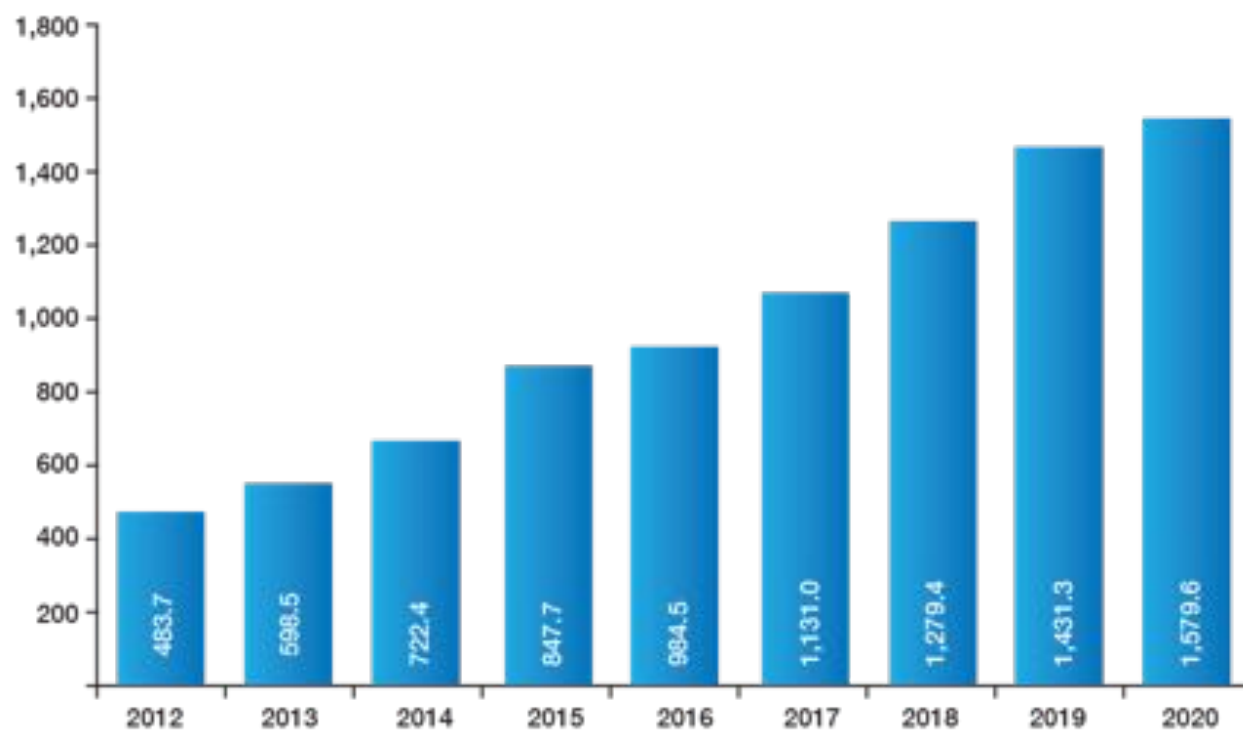
Room 18 – Ensuite

NOW

Assist patient from washroom

NURSE CALL MARKET SIZE

Global Nurse Call Systems
Market 2012–2020,
Revenue (USD Mil)



Source: TMR Analysis, December 2014





THANK YOU!

QUESTIONS?





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