



*Delivering best-in-class technology solutions
for health and aged care*

HALF-YEAR RESULTS PRESENTATION

FEBRUARY 2022

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COMPANY OVERVIEW

Careteq is an early mover in the rapidly growing Assistive Living Technology sector that's developed a comprehensive SaaS-based solution

- Careteq's solutions targeting acute, aged, disability and home care sectors
- Suite of devices for monitoring activity, safety and medication adherence that connect to cloud-based Sofihub platform
- Intuitive and enterprise level central dashboard to manage and control a comprehensive range of Assistive Living Technology solutions
- Peace of mind for users, family and care givers
- Provides Medication Management services to some of the nations largest aged care providers

MARKET MATRICS*

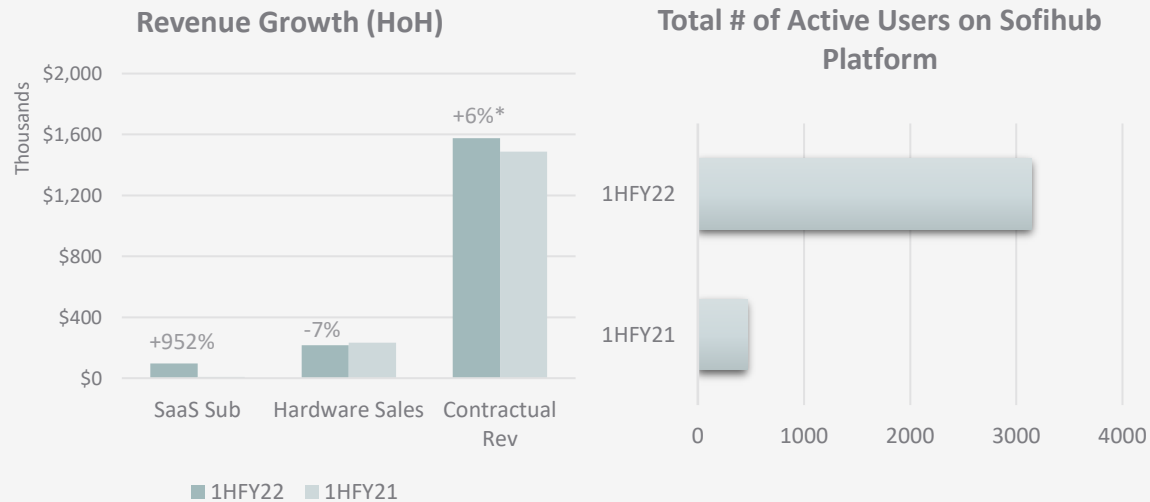
Careteq (ASX: CTQ) listed on the Australian Securities Exchange on 10 Jan 2022

Market Cap	\$17.3m
Cash (as of 31 Dec 2021)	\$7.2m
Enterprise Value	\$10.1m
Share Price (52wk range)	11¢ - 19¢
Shares Held by Top 20	62.3%
No. of Shares on Issue	123.6m
Pro Forma Enterprise Value / FY21 Revenue	1.68x

*Data as of 22 March 2022

1H FY2022 RESULTS HIGHLIGHTS

	1HFY22	1HFY21
SaaS Subscriptions	\$96,948	\$9,216
Hardware Sales	\$216,556	\$233,336
Ward MM sales ⁺	\$1,576,118	-
Operating Revenue	\$1,889,622	\$242,552
⁺ Ward MM acquired in Aug 2021		



- Interim revenue jumps >6 times to \$1.9m due to Ward MM acquisition and sharp increase in active SaaS platform users
- Number of users grows 579% pcip to >3k and Ward MM proforma revenue increases 6% pcip*
- SaaS solutions gaining market share in Australia as the Group records its maiden earnings from the US as operations scale up
- Careteq in advanced stage discussions with several domestic and US partners, each of whom can significantly increase its subscriber base
- Positive outlook with multiple growth opportunities as Careteq holds a healthy balance sheet with \$7m+ in cash to fund growth

*Revenue period Sep-Dec 2021 post acquisition vs. Sep-Dec 2020 when Ward MM was privately owned.

BUSINESS MODEL

Defensive and growing income from three primary revenue streams



Hardware Sales

- Sales of devices for safety, vital sign monitoring, medication adherence
- Devices connect to Sofihub platform
- Buyers may get government subsidies/grants (e.g., NDIS)
- 266% CAGR growth in hardware sales over last 2 financial years



SaaS Subscriptions

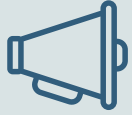
- Users/carers can control and manage devices on platform
- 3rd party hardware can connect to Sofihub via APIs
- Aimed at individual and enterprise customers (B2C & B2B)
- Subscriptions may be covered by gov subsidies/grants



Contractual Revenue

- Medication Management (MM) reviews for ageing population
- Average 3-year contracts with leading aged care providers
- Reliable earnings via locked-in contracts & government payments
- One of the Australia's largest MM organisations

GROWTH STRATEGY



Sales & Marketing

1. Expand sales and marketing team into all major capital cities
2. Invest in online and face-to-face marketing
3. Promote cross-selling opportunities within the company to capitalise on shared customer base
4. Increase market share in B2B market – offer targeted solutions



Product development

1. Continue investment in R&D to develop new products / systems and services
2. Develop APIs to allow connectivity with external operating systems or middleware
3. Bring to market current products in development – biometric sensing of health conditions and high-sensitivity sensors to detect changes in behaviours and motions



International Expansion

1. Focus on key channel and distribution partnerships in Australian, NZ, USA, Europe
2. SiTa foundation domestic violence project in the USA
3. Exclusive distribution agreement in Sweden & Finland



M&A

1. Explore organic and inorganic opportunities
2. Aim to expand the product offering, addressable market and geographic footprint to meet clients needs

A photograph of a healthcare worker, likely a nurse, with her hair in a bun and wearing blue scrubs, supporting an elderly man with white hair from behind. They are walking down a brightly lit hospital hallway. A semi-transparent grey box is overlaid on the left side of the image, containing the text.

OVERVIEW OF CARETEQ'S SOLUTIONS

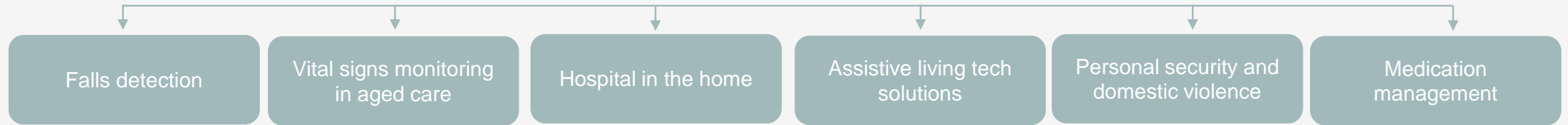


THE SOFIHUB PLATFORM

Sofihub is a proprietary cloud-based SaaS platform that is scalable and seamlessly integrates into best-in-class solutions. The platform provides a real-time monitoring environment for carers and other users.

- Enables big data capture and enhanced granularity
- Constant real-time stream of multiple data variables delivering broad detail on activities and occurrences
- Can be accessed through various devices including computer, laptop, tablet and smartphone
- Seamless integration with Careteq's hardware, providing users and loved ones an out-of-the-box solution

SOLUTIONS* POWERED BY



Home *

Smart assistant using natural spoken reminders to encourage positive living and adherence to health-related routines. Gateway to link sensors in the home.



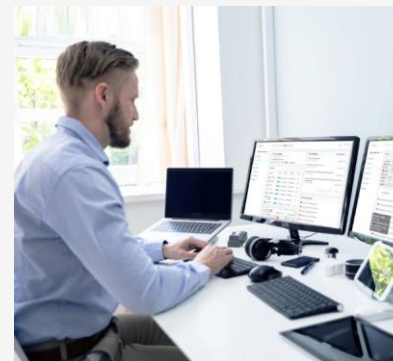
Eazense **

Leading edge automatic 24/7 fall and presence detection sensor using unique radar system. Connects to Sofihub or can be used standalone.



Secure **

Lightweight 3G/4G mobile personal alert system that can send SOS to multiple people. Built in speaker phone and GPS.



Pro Solutions

White-label and co-branded partnership programme for businesses to integrate Careteq's product suite with their specific requirements.

* Careteq's proprietary products and SaaS-based cloud platforms

** 3rd Party hardware under exclusive agreement and embedded with the Sofihub's SaaS-cloud based platform

A photograph of a healthcare worker, likely a nurse, with her hair in a bun and wearing blue scrubs, talking to an elderly man with white hair. They are standing in a brightly lit area, possibly a hospital hallway or a waiting area. The woman is on the left, facing right, and the man is on the right, facing left. A semi-transparent grey rectangle is overlaid on the left side of the image, containing the text 'BUSINESS UPDATE'.

BUSINESS UPDATE

GAINING SHARE IN THE AUSTRALIAN MARKET

Additional Enterprise Agreements Signed in Feb 22



Baptist Care

- Over 160 Facilities with 17,000 clients
- Signed exclusive agreement to provide Careteq products to enhance its homecare assistance package
- Non-profit was established in 1944



Geohaven

- Leading provider of Smart Home Technology products
- Offers full range of Careteq's solutions
- Provides consultation and installation services

NDIS Partnership Opportunities

- Careteq is in late-stage negotiations with several NDIS providers
- Federal government allocates an amount to each NDIS recipient for Assistive Living Tech solutions
- NDIS estimated to support half a million Australians with disabilities by 2026
- Careteq is a registered NDIS supplier

ANZ Channel Partners:



THE SiTa FOUNDATION OPPORTUNITY

- Working in partnership with SiTa Foundation to develop hardware device using Careteq's technology for domestic violence victims
- First US trials of the device expected to commence in March 2022 which is expected to be completed within a 3-month period.
- SOS device is small, discreet with long battery life and embedded into the Sofihub platform
- Under the partnership, Careteq will attract recurring revenue streams on a per device basis
- ~10m Americans adults face domestic violence a year and domestic violence hotlines get >19,000 calls a day
- SiTa is responsible for go-to-market strategy leveraging on its close relationship with law enforcement, social services and other support organisations

The SiTa Foundation is a non-profit organisation, based in the United States, that prepares victims of violence to rise up against repeated abuse by empowering them, building confidence, and increasing safety through the use of technology that engages allies





INTERNATIONAL EXPANSION- SECURED FOOTHOLD IN US\$32B MARKET

- Initial sales through US channel partners in 1HFY22 of \$107k
- International sales expected to continue to grow
- Close to securing additional agreements with other large channel partners in the US
- SiTa Foundation opportunity has potential to add significant scale in 2022

Global Channel Partners:



GROWTH IN THE MEDICATION MANAGEMENT BUSINESS

- Ward MM contributed \$1.6m to 1HFY22 Group Revenue
- Contribution is for four months (Sep to Dec)
- Ward MM proforma revenue grew 6% when compared to the same four months in 2020
- Organic growth opportunity with Ward MM well placed to win further market share in Australia

MARKET LEADING MEDICATION MANAGEMENT BUSINESS – WARD MM

- Largest medication management database in Australia with 350+ residential aged care (**RAC**) facilities and 34,000+ beds
- Acquired by Careteq in August 2021
- 3-year average contract term with high renewable rate and low churn
- Ability to bundle Assistive Living Tech solutions to offer more comprehensive range of services to individuals and RACs
- Clients (some of the largest RAC operators in Australia) include:





NEW OFFERING FOR HOSPITAL-IN-THE-HOME MARKET

- Hospital in the Home is growing rapidly in Australia and presents a new significant opportunity for Careteq
- Careteq is in discussions with prominent healthcare groups within Australia
- Logical extension of Careteq's solution suite to offer vital sign monitoring and technology solutions
- Hospital in the Home found to save cost and produce better health outcomes¹
- Global market estimated to be worth US\$299bn in 2020 and growing at 7.9% CAGR (2021-2028)²

¹https://www.westernsydney.edu.au/_data/assets/pdf_file/0007/1036609/Issues_Paper_-_Taking_Healthcare_Home_Ideas_Lab_23_Feb_2016.pdf

²<https://www.grandviewresearch.com/industry-analysis/home-healthcare-industry>

A photograph of a healthcare worker, likely a nurse, with brown hair tied in a bun, wearing blue scrubs. She is seen from the side, looking towards an elderly man with white hair and glasses. The man is wearing a grey sweater over a collared shirt and is seen from the back. They are standing in a brightly lit hospital hallway with large windows in the background. A semi-transparent grey rectangle is overlaid on the left side of the image, containing the text 'OUTLOOK & GROWTH DRIVERS' in a dark blue, sans-serif font.

OUTLOOK & GROWTH DRIVERS

POSITIVE OUTLOOK FOR 2022



Multiple near-term growth options to add scale in Australia and internationally



Modest 15k subscribers needed for Group to reach cash flow breakeven on “as is” basis



Growth momentum from last year is carrying through into CY2022



Management expecting to deliver further growth in FY22 and beyond



Aged and disability care ripe for technological disruption



Operating in fast growing sector that's benefiting from several macro headwinds



LARGE GROWING MARKET FOR ASSISTIVE LIVING

- Careteq's Assistive Living Technology platform and solutions are gaining momentum in Australia and the US
- Increasing need to improve the standard of care for the elderly and disabled, chronic staff shortages and funding blowouts are driving demand

AUS/NZ

\$22.7b TAM	\$995m SAM
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TAM: Total Addressable Market

GLOBAL

\$1.1t TAM	\$32.0b SAM ⁴
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SAM: Serviceable Available Market



ELDERLY CARE

There is approximately 1 million **elderly Australians** receiving either **home care or home support** under the **CHSP**¹

AGED CARE

There are **217,145 beds in residential care** services across 3,000 facilities.

DISABILITY CARE

4.4m Aussies living with disabilities (18% of population)²

ACCIDENT REHAB

160,000 Australians aged 15-64 have a head injury, stroke or acquired brain injury and 223,000 cases of hospitalised injury due to falls³

¹Australian Institute of Health and Welfare, ROACA summary, 2019-20

² <https://www.abs.gov.au/statistics/health/disability/disability-ageing-and-carers-australia-summary-findings/latest-release>

³ <https://www.abs.gov.au/articles/disability-and-labour-force>

⁴ <https://www.globenewswire.com/news-release/2021/07/15/2263455/0/en/Global-Disabled-and-Elderly-Assistive-Technology-Market-to-Reach-32-Billion-by-2026.html>

TAILWINDS FROM AGED CARE ROYAL COMMISSION RECOMMENDATIONS

Royal Commission into Aged Care Quality and Safety – Final Report released February 2021, with 148 recommendations to **transform the future of aged care**



Stronger support for tech

Promote use and development of tech and online solutions to improve aged care outcomes for both residential and in-home care – Sofihub positioned as a gateway with its product suite and integration of 3rd party hardware via API



New opportunities

Expand the availability of resources to include non-elderly Australians with disabilities, and ensure remote communities are provided sufficient access to equipment, technologies and services



Development of telehealth services

Careteq is well positioned to expand into telehealth as it offers a comprehensive Assistive Living Technology and Medication Management offering



More funding for sector

Recommend greater government funding and easier access for in-home care – Federal Government announced a \$17.7B reform package for aged care





CROSS-SELLING: SYNERGIES BETWEEN ASSISTIVE LIVING TECH AND MEDICATION MANAGEMENT

- Large medication management customer database provides cross/up-selling and new market opportunities
- Greater automation opportunity for medication management solutions by integrating into Careteq's SaaS-based assistive living platform
- Correlation between growth in medication management and automation with increasing Sofihub platform penetration driving growth
- Increased big data/AI/Machine Learning capabilities for Careteq moving forward
- Well-positioned to expand into telehealth and Hospital in the Home utilizing remote patient monitoring solutions



BOARD & MANAGEMENT



MARK SIMARI

Non-Executive Chairman

- Over 12 years' Board experience in a diverse range of organisations
- Former Managing Director and Co-Founder of Paragon Care (ASX: PGC) (between 2008 and 2018). He was instrumental in Paragon Care becoming one of the largest independent healthcare suppliers in Australian and New Zealand market
- Extensive experience in finance, investment, equity capital markets and M&A



PETER SCALA

Managing Director / CEO

- 25 year's experience within the medical device and health care industries in Australia.
- Held senior roles within, business administration and strategic business development.
- Directorships include co-founder and executive director of Electro Medical Group which was one of the largest privately owned biomedical engineering companies in Australia before being acquired by Paragon Care (ASX:PGC) in 2016



ALEX BOYD

Executive Director / COO

- Over two decades of experience in operations, procurement and resource management, concentrating on developing technology solutions.
- International executive with a background running transformation and growth programs for blue chip companies in multiple sectors
- Held senior roles at Shell (LON: RDSA), Parsons, Inc. (NYSE: PSN) and Idox Plc (LON: IDOX)



BRETT CHEONG

Non-Executive Director

- Over 40 years of background experience within the healthcare industry at all levels of management.
- Founder and Managing Director of Axishealth Pty Ltd for 9 years including the role of Marketing Manager.
- Extensive management skills focusing on Sales & Marketing, Product Design & Development, Manufacturing and International product sourcing



STEPHEN MUNDAY

Non-Executive Director

- Over 38 years business experience in Australia and North America including Chief Financial Officer & Company Secretary positions in several listed companies.
- Extensive experience in marketing, business development, supply management, commercial management, financial management, change management, compliance and governance.
- Current Chief financial Officer of Paragon Care Limited

THANK YOU

MARK SIMARI

Non-Executive Chairman

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