

Freedom
care group

A leading NDIS services provider

Freedom Care Group Holdings Ltd
(ASX:FCG)
Investor Presentation
April 2024



About Us

Freedom Care Group is a dedicated NDIS disability support services provider.

> Our Values

Our unwavering commitment to our values drives every aspect of our work. We strive to deliver the utmost quality of care and support to individuals with disabilities in Australia.

> What do we specialise in:

We excel in handling complex cases and accommodation needs with best practice expertise and specialisation.



Why invest in FCG

High-quality revenue, with 95% coming from the Australian Government.

A low capital-intensive business model, with a high return on equity.

Recurring revenue of 70% to 80%.

Freedom Care is profitable, with positive cash flow, and is debt-free.

Experienced management with established care sector relationships.

Solid opportunities for organic growth, including expanding to new locations.

A unique ASX stock, being the first NDIS support services provider to be listed on the ASX.

Meets ESG investment criteria

Our services



Accommodation

- ✓ Home & Community Care (HCP)
- ✓ Support Independent Living (SIL)
- ✓ Special Disability Accommodation (SDA)
- ✓ Individual Living Options (ILO)



Allied Health

- ✓ Occupational Therapy
- ✓ Speech Pathology
- ✓ Psychology
- ✓ Physiotherapy
- ✓ Podiatry
- ✓ Exercise Physiology
- ✓ Dietetics
- ✓ Nursing



All Supports

- ✓ Support Coordination
- ✓ Specialist Support Coordination
- ✓ Behavioral Intervention Support
- ✓ Plan Management

Competitive advantages

- **A robust network of contacts:** Freedom Care Group has established a robust network of contacts that extends beyond their core services.
- **A comprehensive support network:** Along with our training, educational and management systems and procedures this enables the provision of comprehensive supports to participants which other providers struggle to match.

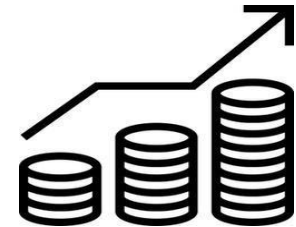
Recruitment & Training



Accommodation Services



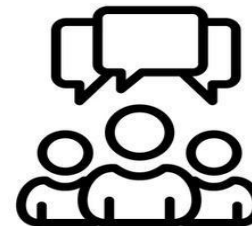
Scalability & Resources



Allied Health Professionals



External Stakeholders

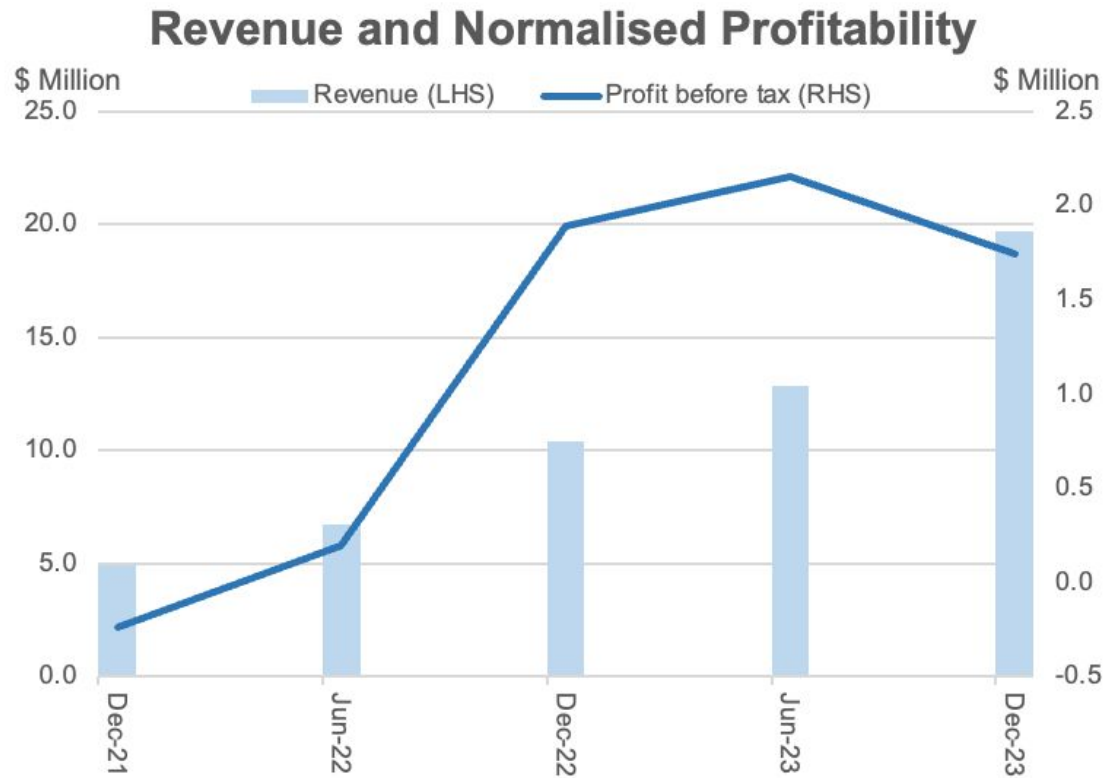


Onboarding & Service provisioning

Referrals	Referral of participants through Support Co-ordinators, Hospitals, Health Facilities and Other Practitioners.
Onboarding	Onboarding of participants & intake procedure [1-3 Weeks]: Involves Reports, Risk Assessment, Transition Plan, and Stakeholder Engagement.
Resourcing	Allocation of resources [1-3 Weeks]: e.g. Do we have existing capacity or do we require new accommodation? Training of workers, possible involvement of Allied Health Professionals.
Ratios	1:1 , 1:2, 1:3 (Funding levels \$550k - \$180k) - Different participants are funded according to their support needs and are termed as a ratio.
Expenditure	Cost of service (wages re support services), vehicles, household costs and administration costs.

Total: Approximately 4 weeks

Freedom is delivering strong organic growth

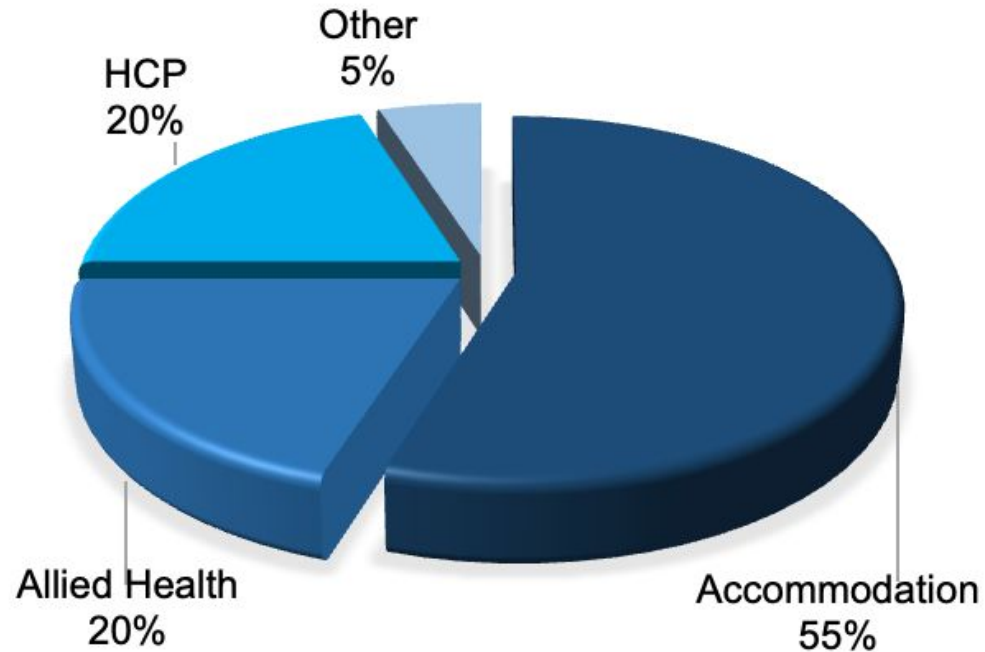


- Freedom's revenues continued to expand over the H1 FY24 reporting period, driven by sustained organic growth across its business operations
- This increased revenue base fed through to earnings, with the Company recording its fourth successive pre-one off items half-year pretax profit in the H1 FY24 reporting period
- Headline H1 FY24 pretax profit of (\$0.2) million would have been higher but for around \$1.7 million of one-off IPO-related expenses brought to account in this period

*Normalised profitability excludes one off IPO items in December 2023

Revenue Types

Revenue Split



Accommodation

- SIL - Supported Independent Living
- ILO - Individual Living Options
- STA - Short term accommodation
- MTA - Medium term accommodation

Allied Health

- Occupational Therapy
- Speech Pathology
- Psychology
- Physiotherapy
- Support Coordination
- Behaviour Intervention
- Chiropractic
- Exercise Physiology

Home and Community Participation

- Home assistance

Other

- Plan Management
- Day Program
- Other - SDA, Consultancy

Positive cashflow generation

Quarter	Sep-23	Dec-23	Mar-24
	\$	\$	\$
Cash receipts	10,701,799	9,382,780	9,223,047
Operating Cashflow	1,044,808	788,203	580,820
One-off abnormal items ¹	0	183,735	309,997
Normalised Operating Cashflow²	1,044,808	971,938	890,817

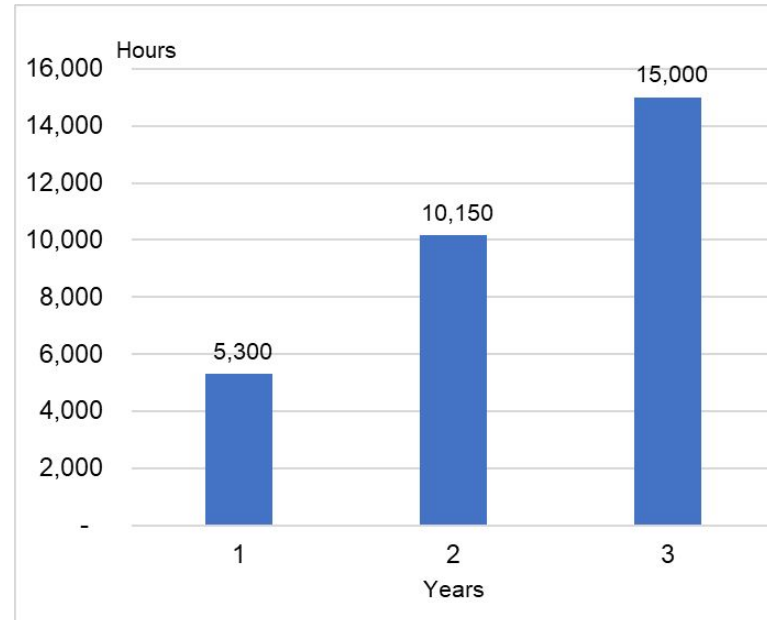
Notes:

1. One-off abnormal items relate to historical accrued costs and IPO costs
2. Normalised Operating Cashflow is Operating Profit less One-off abnormal Items

- **Freedom’s cash receipts remain high:** Freedom’s solid revenue base remains intact in Mar-24 quarter, driven by sustained organic growth across its business operations
- **Timing factors temporarily dilute Mar-24 revenues:** Timing of receipts from debtors impacted receipts for the Mar-24 quarter - these revenues will be booked in the Jun-24 quarter
- **Strong cashflow despite one-off costs:** Freedom has continued to report a positive cashflow, despite bringing to book a number of one-off imposts (including IPO-related costs)

Organic growth strategy

- **Participant growth expected to be strong:** The projected number of participants is expected to increase to 1,152,552 by the year 2035, from the current level of 646,449 (as at 31 December 2023).
- **Organic growth strategy:** FCG organic expansion strategy focuses on replicating its successful model, building capacity and infrastructure to enter new areas in Greater Sydney and to expand interstate to Melbourne, Brisbane, and Perth within the next three years. This alone could lead to a potentially substantial increase in revenue.



Freedom Care prioritises the growth of its current operations and plans to increase its service capacity to over 15,000 hours per week within three years organically.

Acquisition strategy

Freedom Care sees two clear benefits from expanding through acquisitions:

- They enable faster geographic growth by utilising existing networks, teams, and management structures in targeted areas.
- They follow specific criteria to ensure compatibility and increase the likelihood of successful acquisitions.

**Ethical and
Geographical
Compatibility**

**Turnover of \$3M
or Greater**

**Identifiable
Scope for
Organic Growth**

**Need for Management
and Administrative
Improvements**

**Ongoing Owner/Founder
Involvement**

**Highly Engaged Team
with Structure to Support
Growth**

Corporate overview

Top 5 Shareholders	
Ailema Holdings Pty Ltd	25.39%
W & N Jamal-Eddine Holdings Pty Ltd	25.39%
Jamal & Doha Holdings Pty Ltd	13.96%
Foot Care Podiatry Clinic Pty Ltd	11.42%
Capeke Pty Ltd	1.69%
Top 5 Percentage Ownership	77.85%

Financial Information	
Share Price as 26 April 2024	18.0 cents
Ord Shares on Issue (m)	108.3
Market Cap (\$m)	\$19.5
52 week trading (low/high)	0.14 / 0.21
Cash (31 March 2024)	\$4.2m

Board team



Jamal Sabsabi

Chief Executive Officer

- Co-Founder of Freedom Care Group
- 37 years' experience in Allied Health
- Head Chiropractor at The Back Doctor
- Doctorate in Chiropractic



Zoran Grujic

Non-Executive Chairman

- Current CFO and Company Secretary of 8common (ASX:8CO)
- Current CFO of eBev.com Pty Ltd
- CFO & Company Secretary for Dropsuite (ASX:DSE) from February 2017 to September 2018



Dr. Ola El Helu

Non-Executive Director

- Bachelor of Applied Science (Diagnostic Radiography)
- 20 years of experience in the field
- Held roles in both the public and private healthcare sectors in Australia and overseas



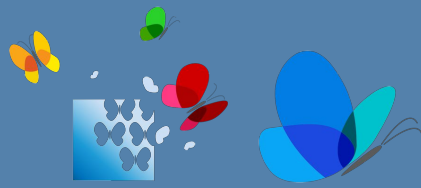
Keith Glennen

Non-Executive Director

- CEO and Managing Director of Tesseract (ASX: TNT) from 2012 to 2019
- 30 years' experience in IT, including roles at IBM and HP

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