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13th April 2016

ASX & Media Release

Investor Presentation

Please find attached a copy of the Investor Presentation held on 13 April 2016, for release to the market.

For further information:

Jason D'Arcy
Company Secretary
Jason.darcy@azurehealthcare.com.au
+61-(0)417677732

About Azure Healthcare Limited (ASXCode – AZV):
Azure Healthcare Limited is an international provider of healthcare communication and clinical workflow management solutions. The company is headquartered in Australia, has subsidiaries in six countries and supports healthcare facilities through our global reseller network which includes growing markets in health, aged care and remand care. Azure Healthcare services markets including Australia, New Zealand, Canada, UK, USA, Asia and the Middle East. For further information please refer to the Company's website www.azurehealthcare.com.au

AZURE
HEALTHCARE LIMITED

Shareholder Roadshow

13 April 2016

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Participants

Graeme Billings	Non-Executive Chairman
Brett Burns	Non-Executive Director
Clayton Astles	Chief Executive Officer / Managing Director
Jason D'Arcy	Chief Financial Officer
Stephen Belcher	Director – Research & Development
Kevin Higgins	User Experience Designer

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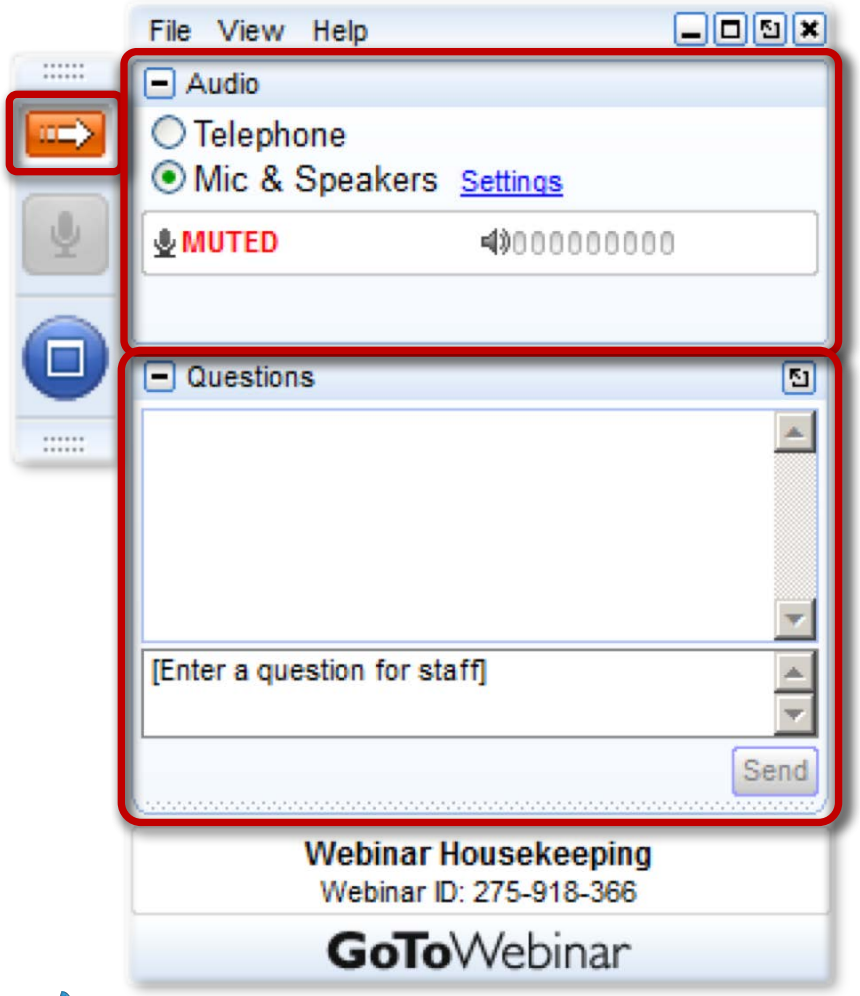
GoToWebinar Housekeeping: Attendee participation



Your Participation

Open and close your control panel

Join audio:

- Choose **Mic & Speakers** to use VoIP
- Choose **Telephone** and dial using the information provided

Submit questions and comments via the Questions panel

Note: Today's presentation is being recorded and will be provided within 48 hours.

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Agenda

- About Azure
- Year in Review
- Strategic Priorities
- Business Outlook
- Research & Development Overview
- New Products / Products Demonstration
- Q&A

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About Azure

- Established in 1986
- Global manufacturer of Nurse call Systems and Clinical Workflow solutions for hospitals and aged care facilities.
- Over 4,500 confirmed installations in 60 countries

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Azure Healthcare

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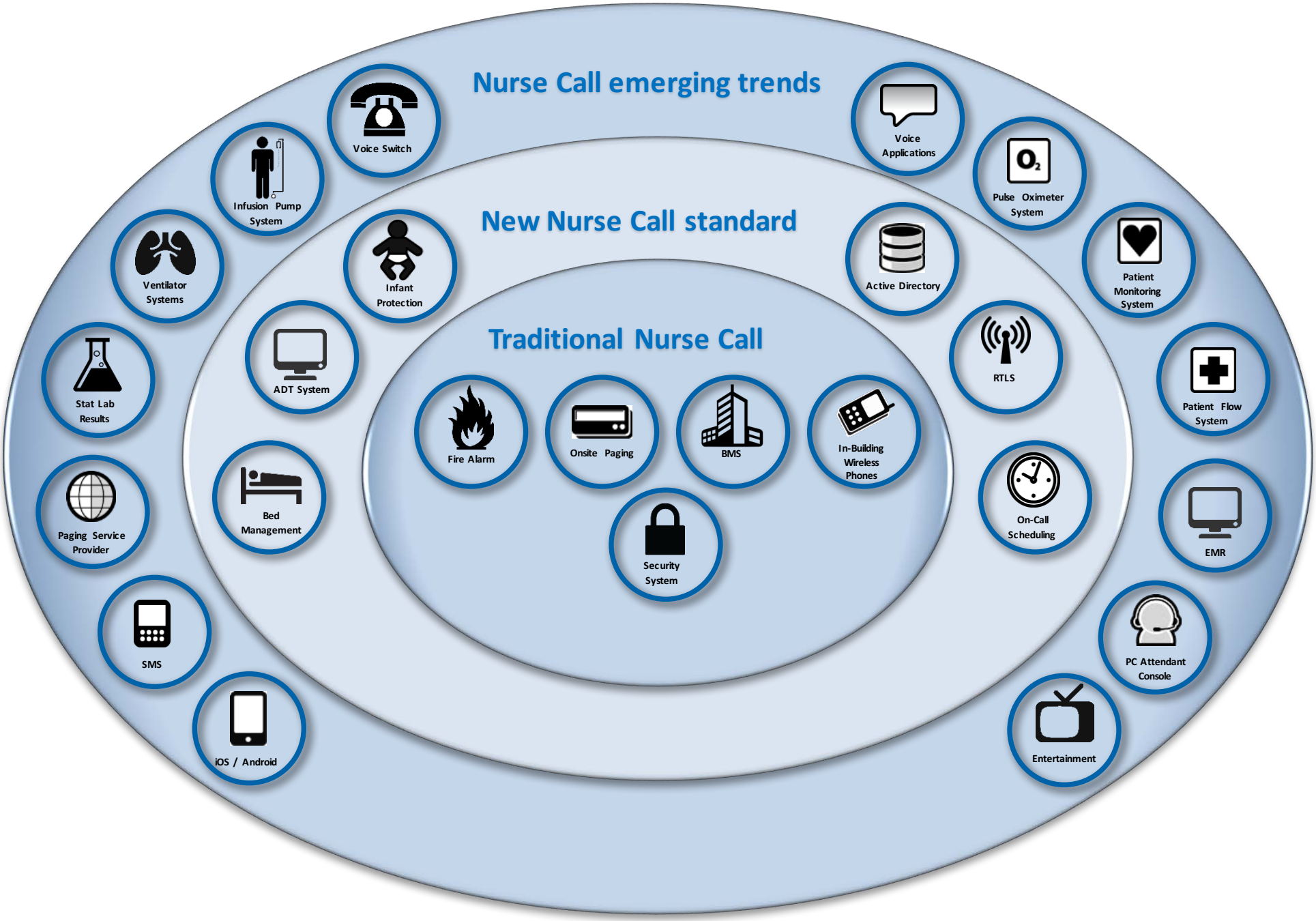
Nurse Call emerging trends
New Nurse Call standard
Traditional Nurse Call
Voice Switch
Infusion Pump System
Ventilator Systems
Stat Lab Results
Paging Service Provider
SMS
iOS / Android
Infant Protection
ADT System
Bed Management
Fire Alarm
Onsite Paging
BMS
In-Building Wireless Phones
Security System
Voice Applications
Pulse Oximeter System
Active Directory
RTLS
On-Call Scheduling
Patient Monitoring System
Patient Flow System
EMR
PC Attendant Console
Entertainment

Corporate Structure

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Austco Communications Pty Ltd
40 O'Malley Street, (Production)
Osborne Park
Western Australia 6017

Sedco Communications Pty Ltd
40 O'Malley Street (Production)
Osborne Park
Western Australia 6017

Austco Marketing & Service (Asia)
Singapore

Austco Communications (NZ)
Auckland

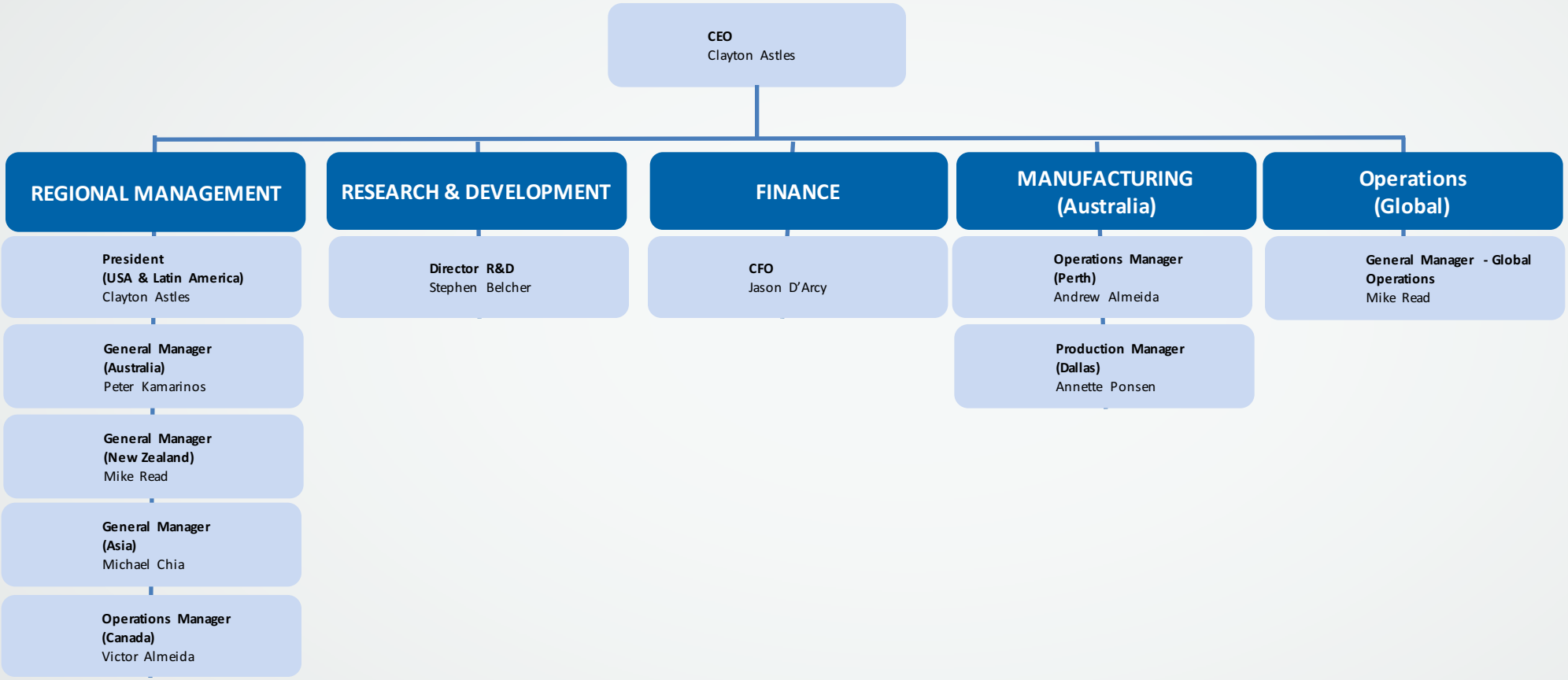
Austco Communications (Australia)
Melbourne

Austco Marketing & Service (Canada)
Toronto

Austco Marketing & Service (USA)
Dallas

Austco Marketing & Service (Europe)
United Kingdom

Management Structure



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THE YEAR IN REVIEW

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The Year in Review

Launched New Software Platform

Enterprise Information Dashboard with Reporting

Sophisticated Integrations

Mobile Applications

Workflow Optimization

Intuitive User Interface

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The Year in Review

Attended HIMSS 2016

- HIMSS16 was attended by more than 40,000 health IT professionals, executives, and clinicians
- More than 1,200 health IT vendors and organizations exhibited at HIMSS16
- Encompasses 2.25 million square feet—that's 40 football fields!

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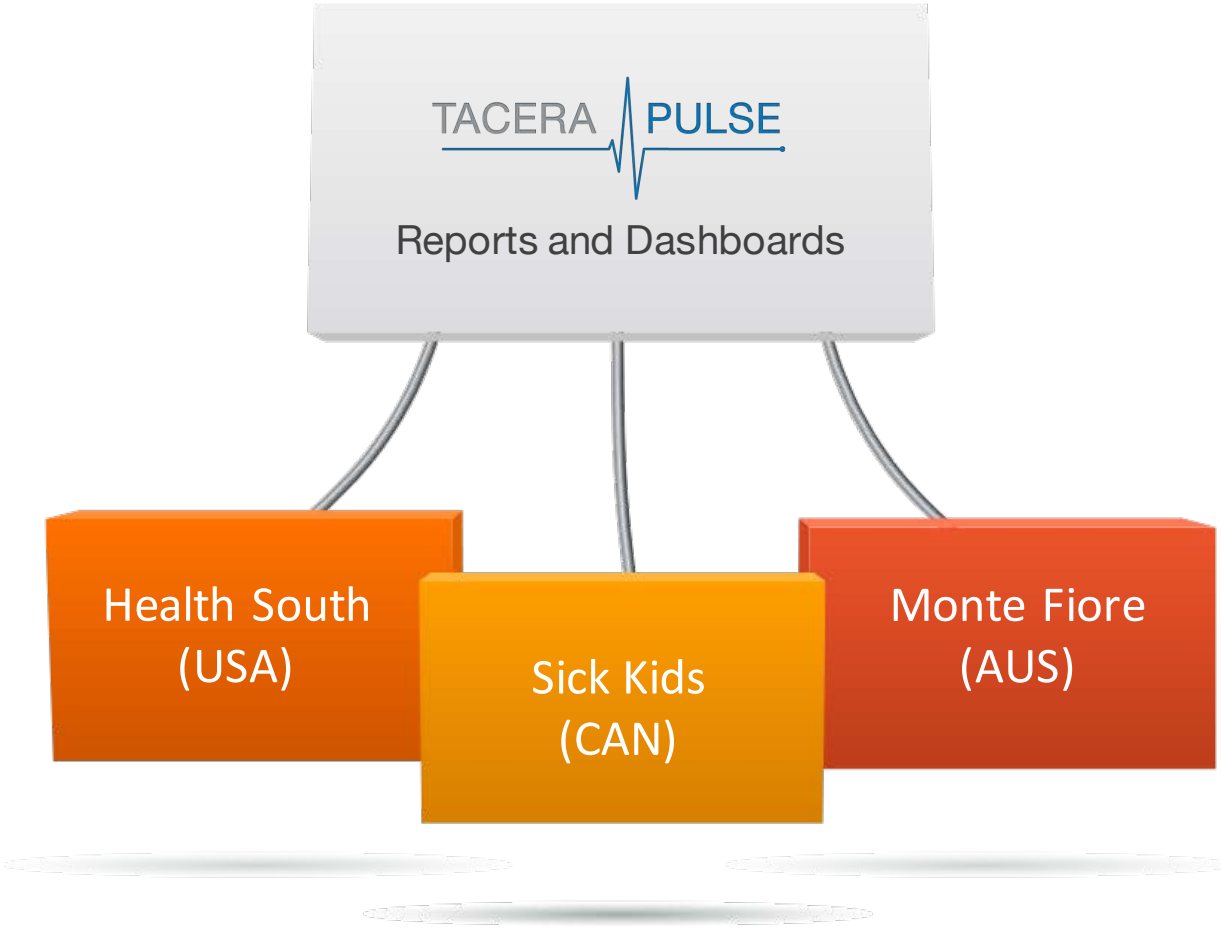
The Year in Review

Upcoming Pilot Sites



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The Year in Review

Large Project Deployments

700 Beds

Ng Teng Fong General Hospital (NTFGH)

370 Beds

Sick Kids (SK)

300 Beds

Perth Children's Hospital (PCH)

400 Beds

New Oakville Hospital (NOH)

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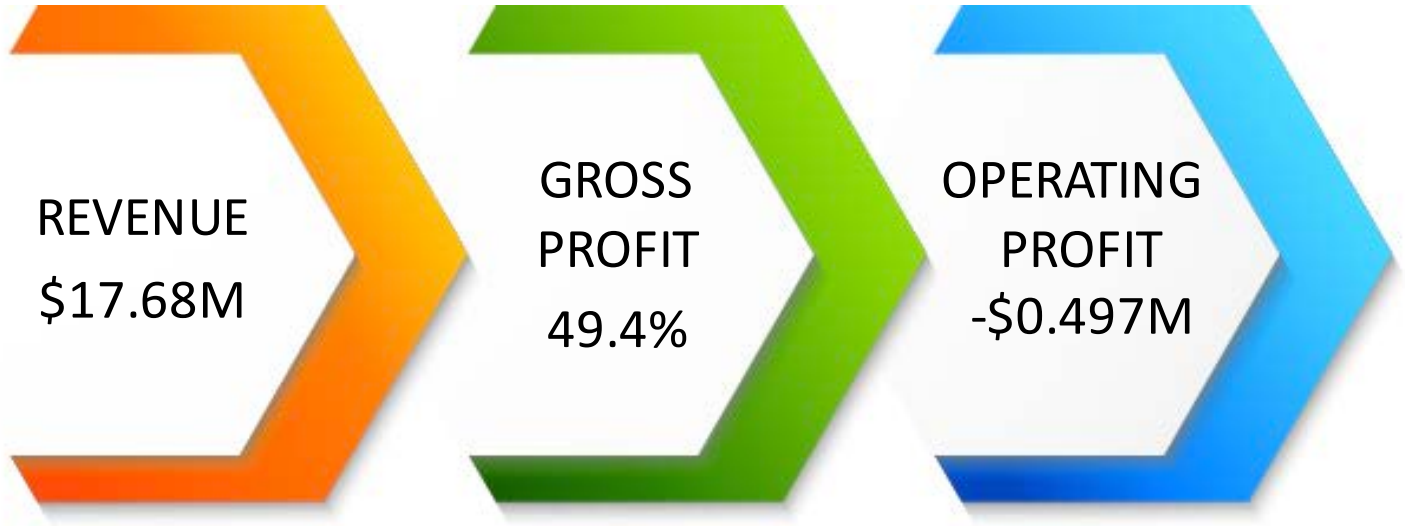
The Year in Review

Half-Year Results



60 Countries

6 Global Offices

4,500 Systems

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STRATEGIC PRIORITIES

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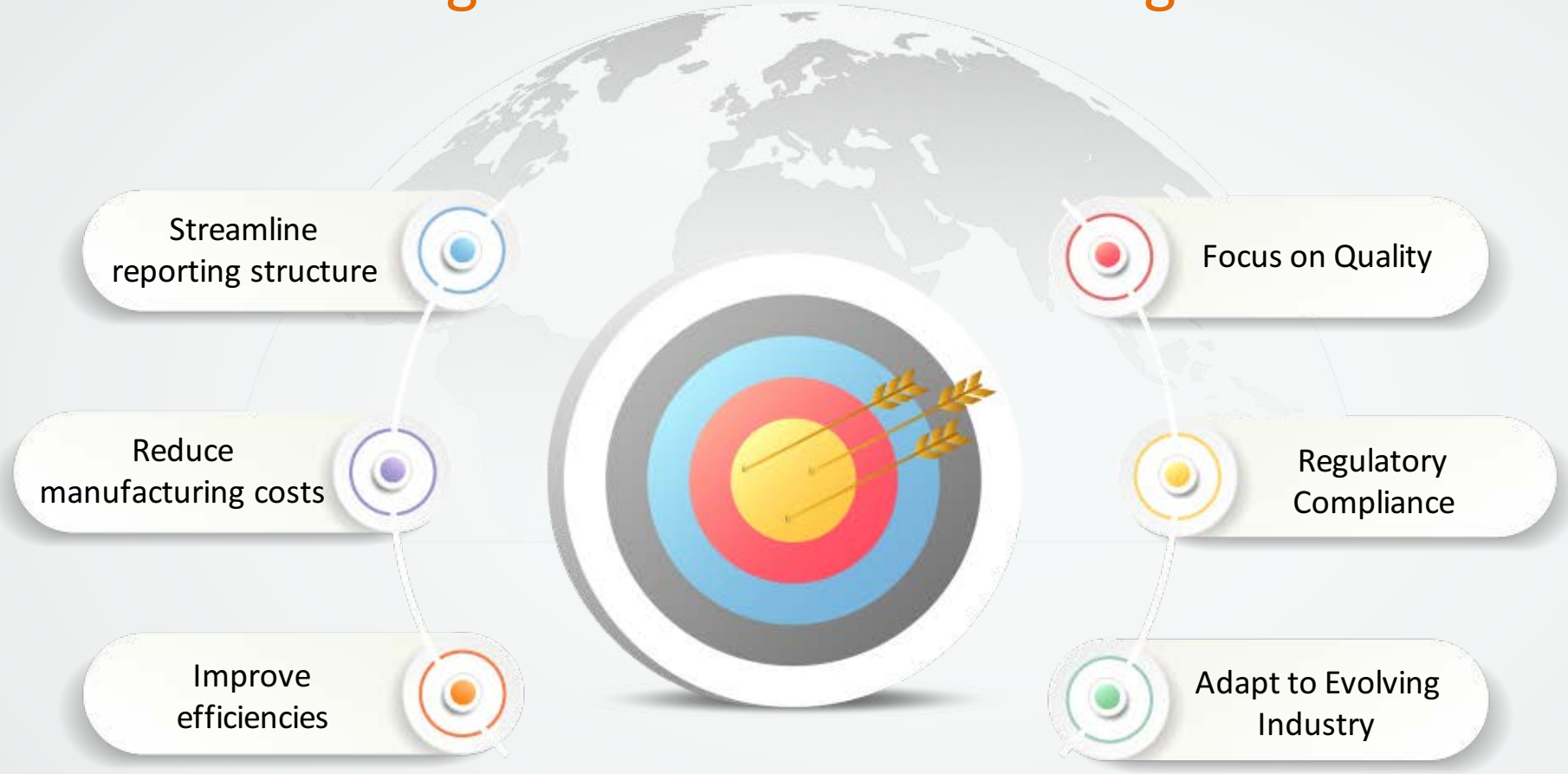
Our Strategic Priorities

Organizational Restructuring



Restructuring will be completed by December 2016

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Our Strategic Priorities

Relocate Manufacturing to USA

Average wage	↓	21% Lower
Factory Overheads	↓	45% Lower
Break-Even Point	↓	3.5 Times Lower

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

Our Strategic Priorities

Rationalize Product Lines

- Austco has more that 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
- Rationalize Austco products to approximately 300

Rationalizing product lines will improve profits

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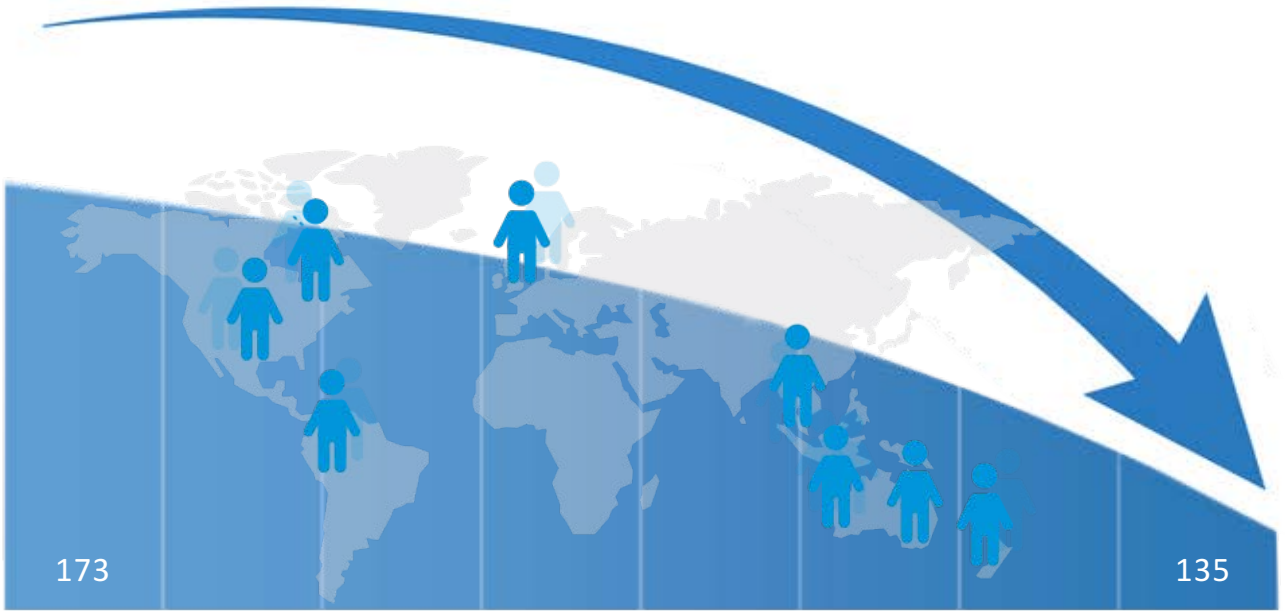
Our Strategic Priorities

Reduce Headcount



July 2015 March 2016

22% Reduction

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

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Our Strategic Priorities

Introduce 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

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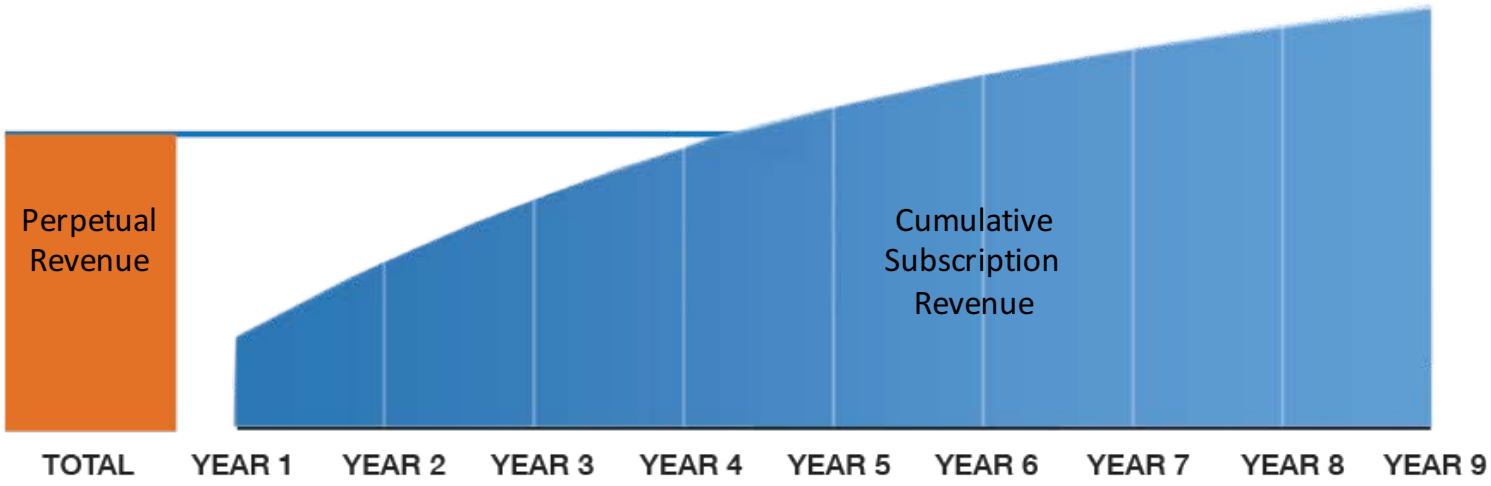
Predictable and continuous high margin revenue

Our Strategic Priorities

Introduce Subscription Pricing



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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BUSINESS OUTLOOK

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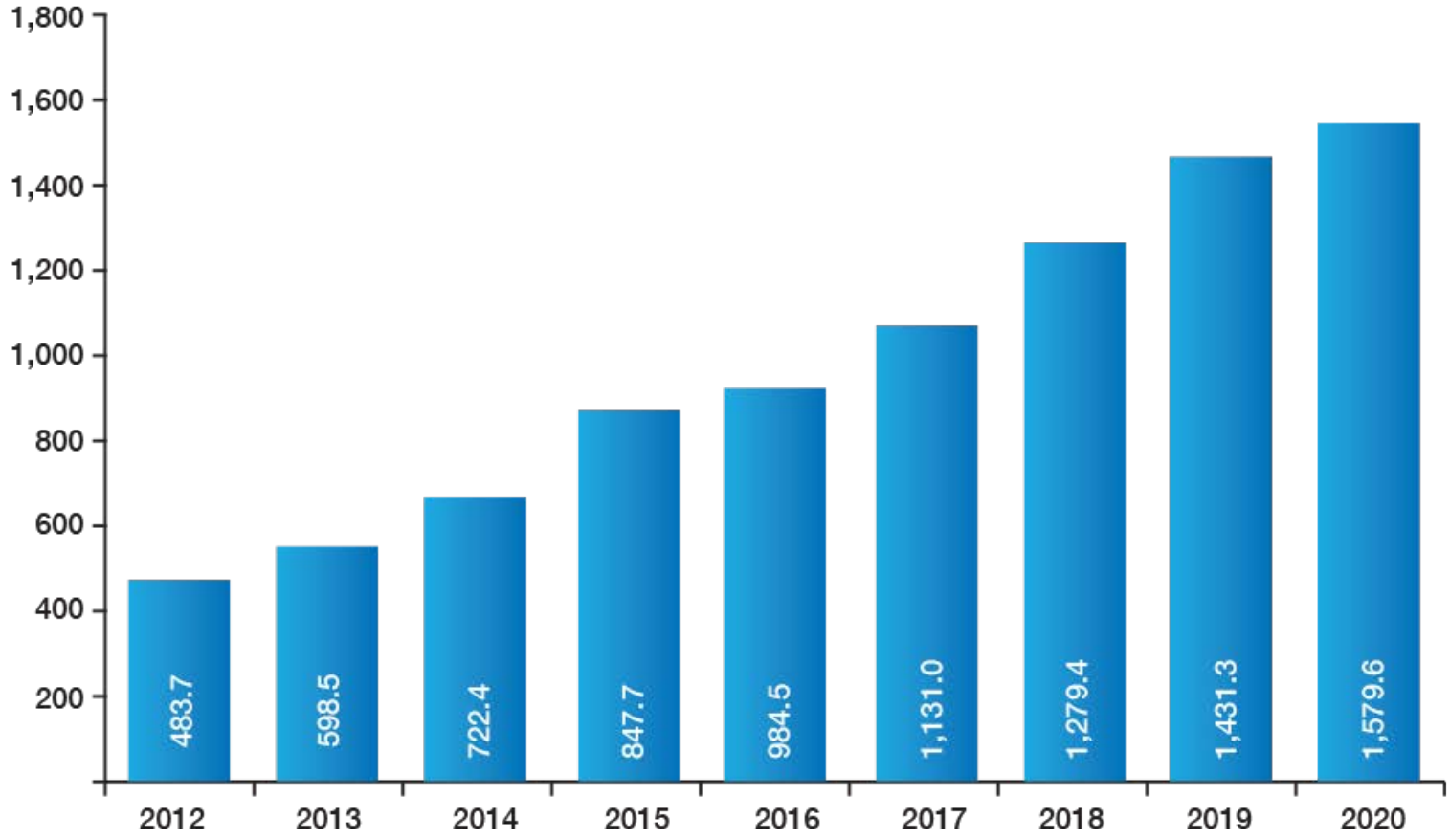
Business Outlook

Nurse Call Market Size

GLOBAL NURSE CALL SYSTEMS MARKET, 2012 - 2020, REVENUE (USD Mil)



Source: TMR Analysis, December 2014

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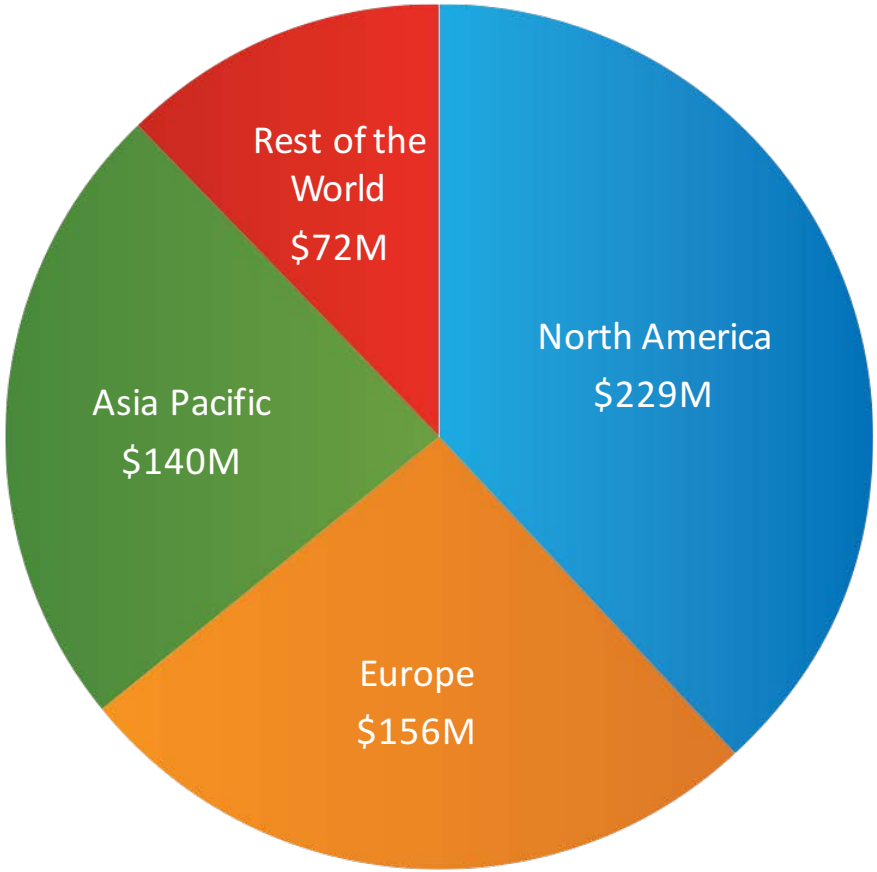
Business Outlook

Importance of North America

GLOBAL NURSE CALL SYSTEMS MARKET, BY GEOGRAPHY, 2013 (US$ M)



Source: TMR Analysis, December 2014

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Business Outlook

Investment Case

- Project Revenue
- Transaction Based
- Recurring Revenue

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QUESTIONS?

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Shareholder Roadshow

Presenter: Stephen Belcher

13 April 2016

AGENDA: 3Rs

- Restructuring
- Realignment
- Roadmap

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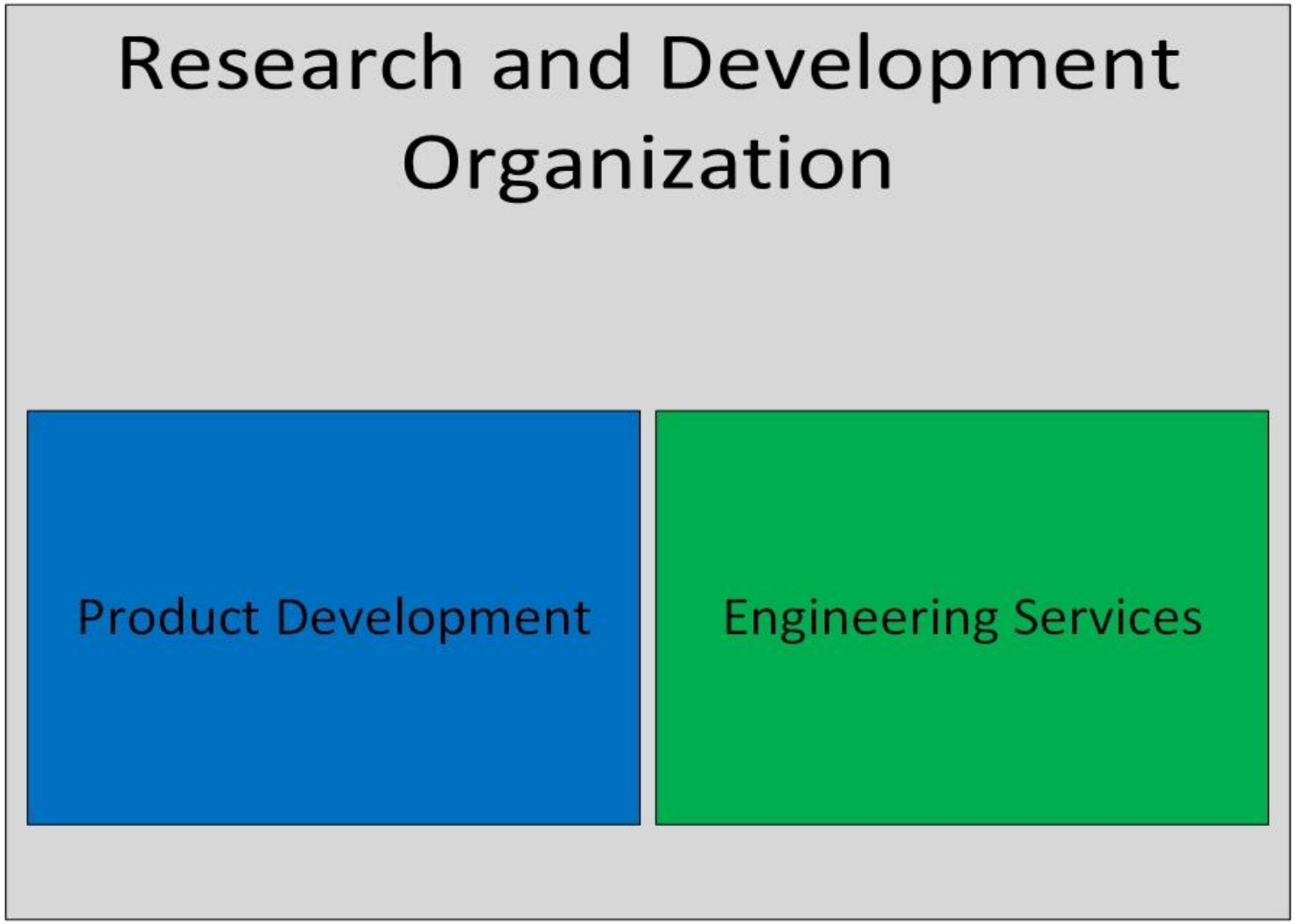
R&D Restructuring



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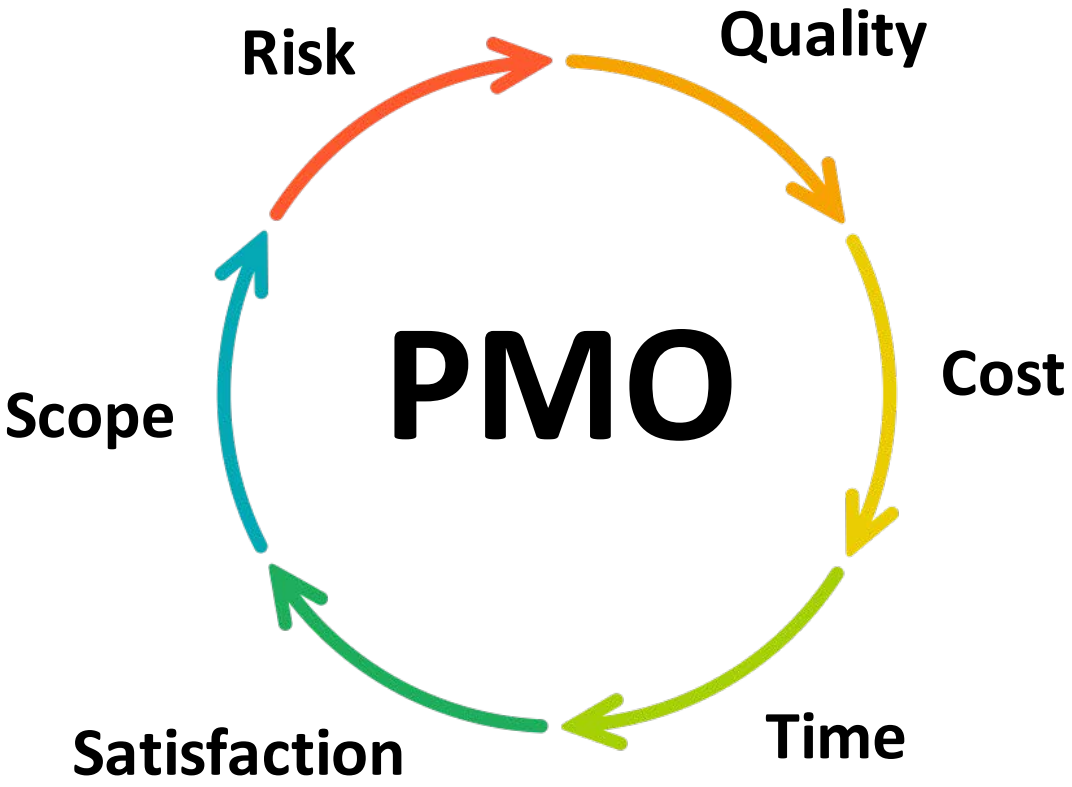
Project Management Organization



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Stage-Gate Development Process

- Blueprint for managing product development
- Ensures regulatory compliance
- Each Gate exit requires a decision to continue

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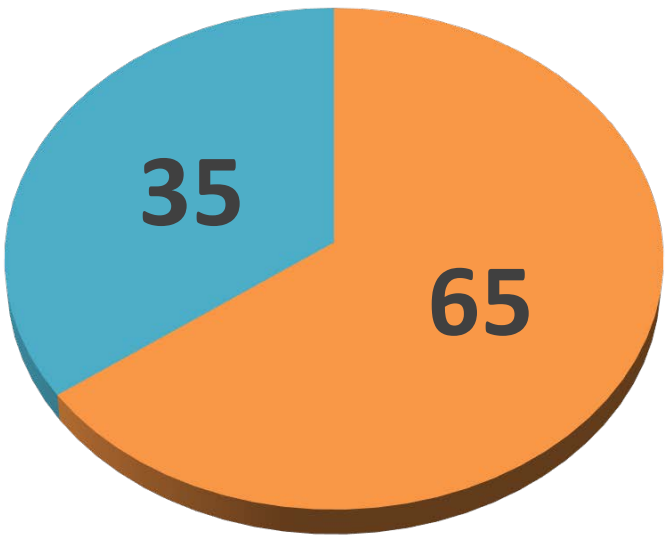
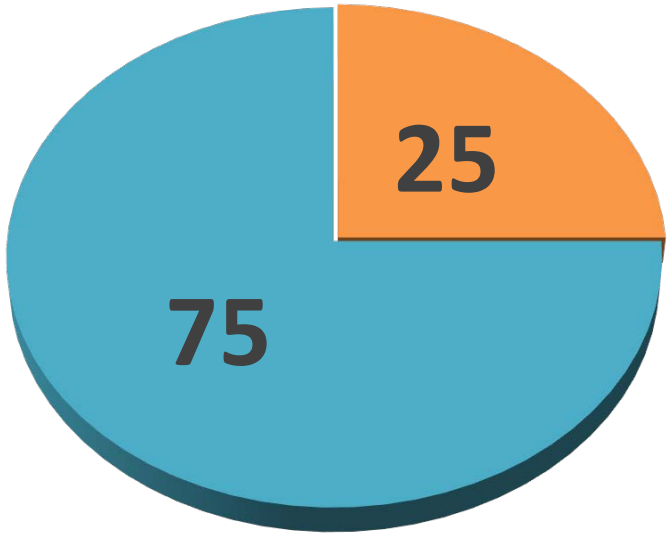
Project Realignment

FY15



Hardware

FY16



Software

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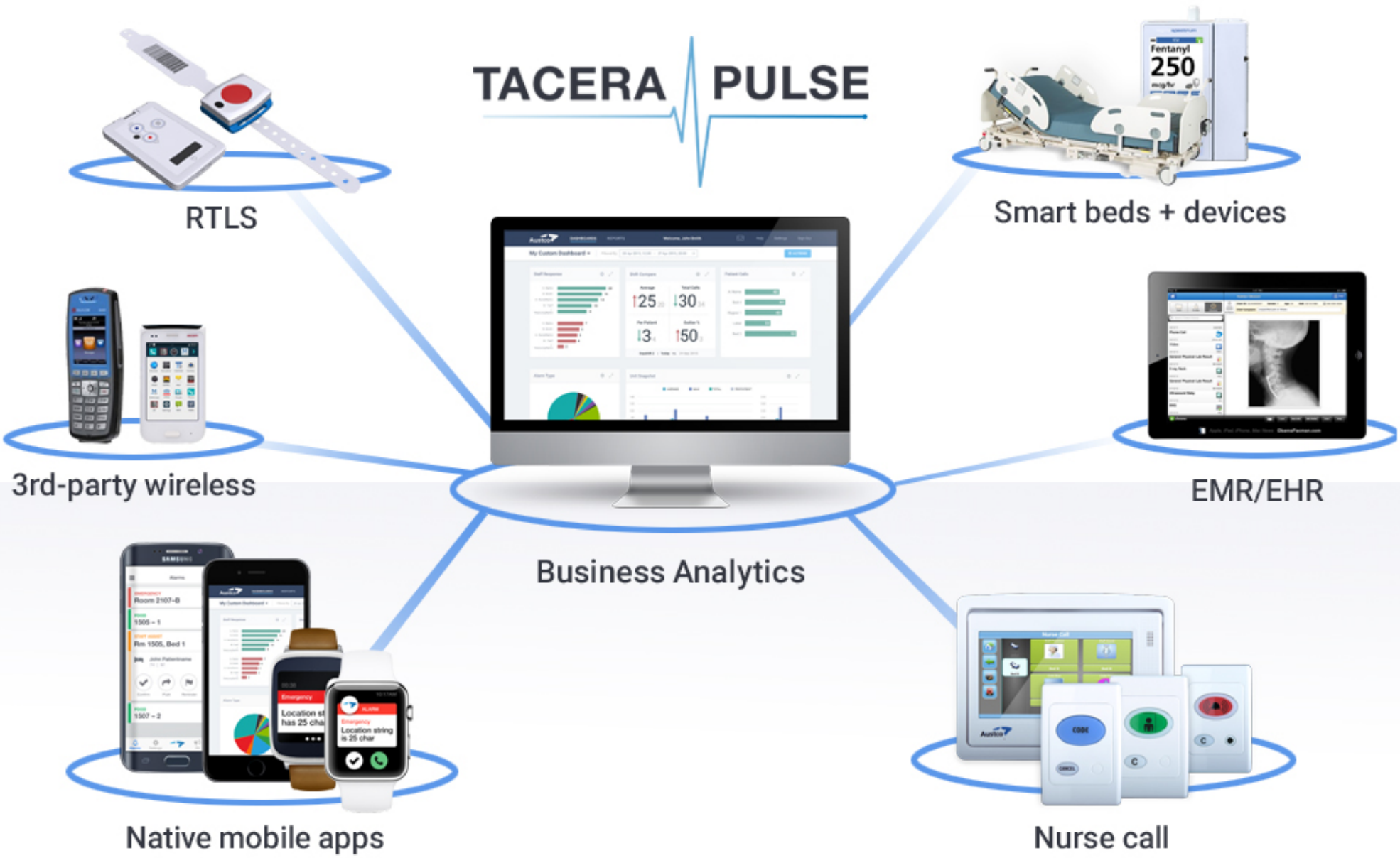
Research and Development Roadmap



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R&D Product Development Focus

- KEY value add for customers
- Strategic partnerships
- Flexible licensing models

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TACERA PULSE BENEFITS

- Enhanced patient satisfaction
- Human resources efficiency & staff motivation
- Better staff monitoring & management
- Facilitate information sharing

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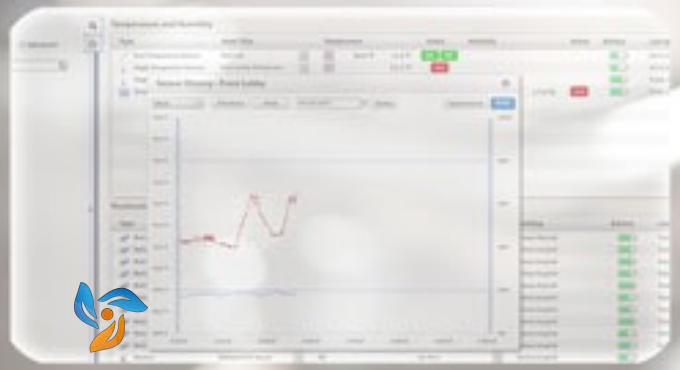
Real Time Locating Systems

Asset Management

Manage Patient Flow

Measure Staff Productivity

Increased Profitability



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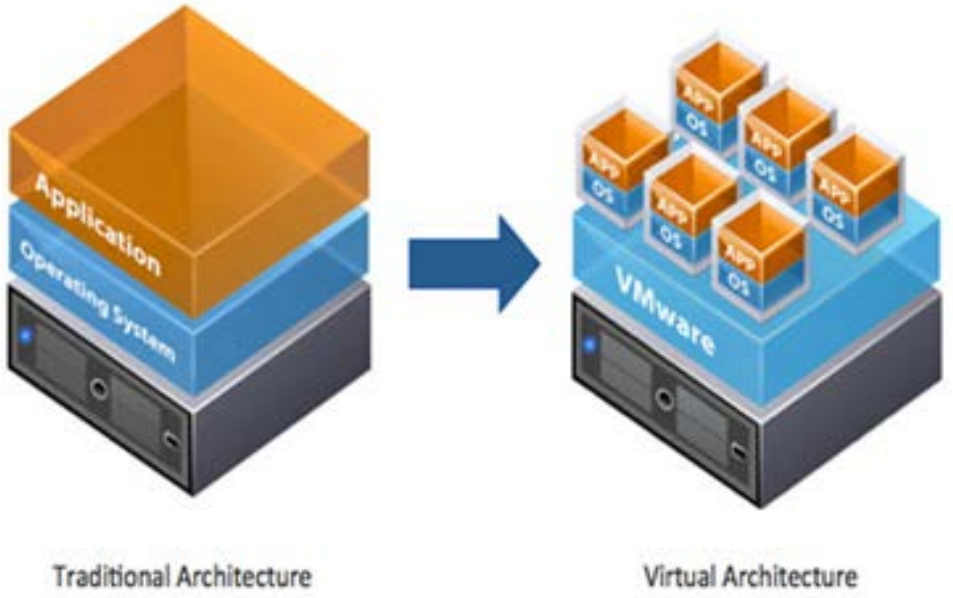
Virtualization

- Transforms hardware into software
- Benefits
  - Consolidation
  - Hardware Independence
  - Reliability



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Mobility

- Enhances user experience
- Improves operational efficiency
- Ultimately improves quality of care

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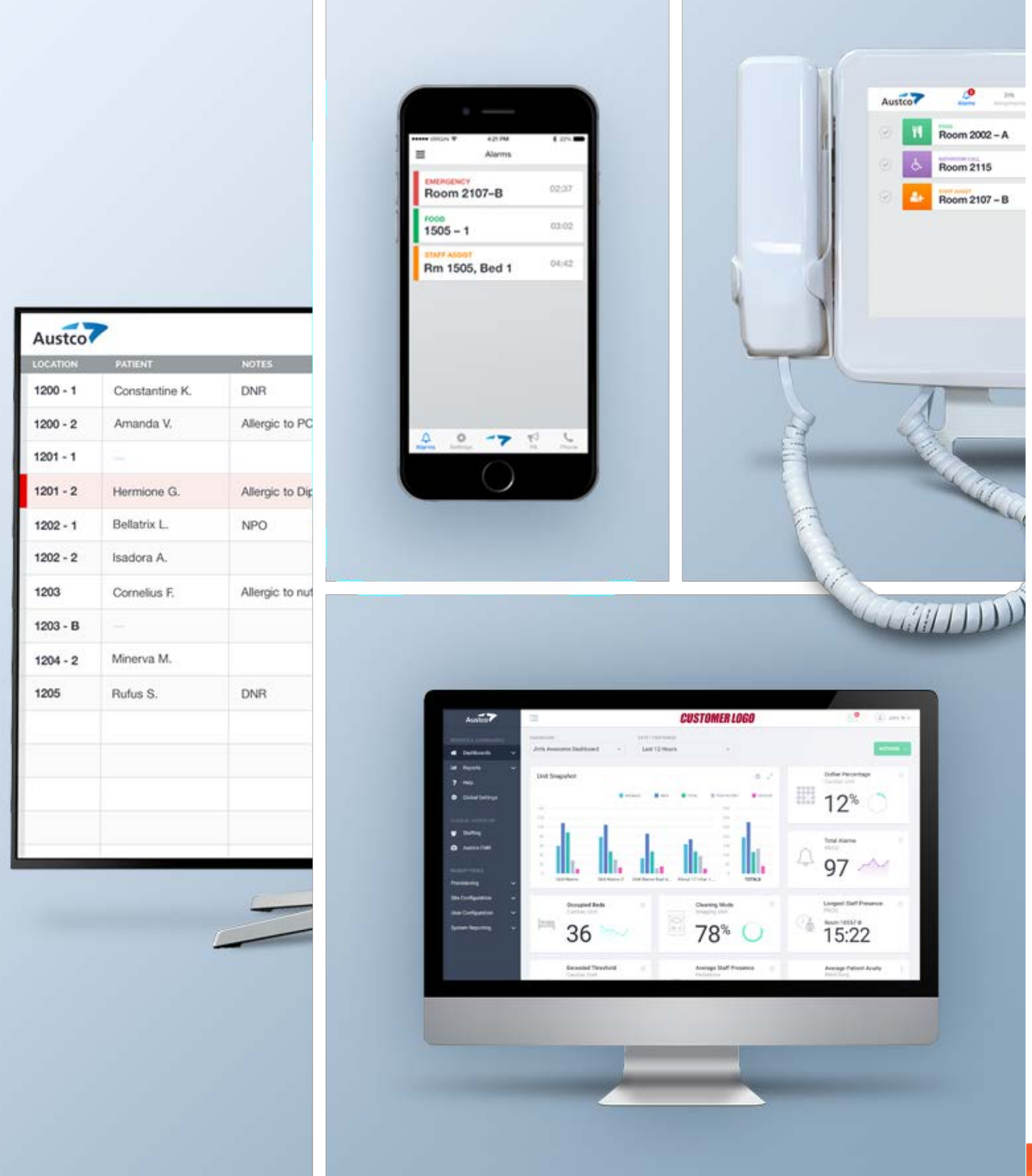
Shareholder Roadshow

Presenter: Kevin Higgins

13 April 2016



PRODUCT DEMOS

and future product opportunities

Kevin Higgins
User Experience Designer

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TAGS

READER / ACCESS POINTS

SERVER

APPLICATIONS

RTLS Systems

RTLS FOR NURSE CALL

“Presence” over door light

Acknowledge alarms at nurse station

Track time spent in room, response time

Accurate for multi-bed rooms

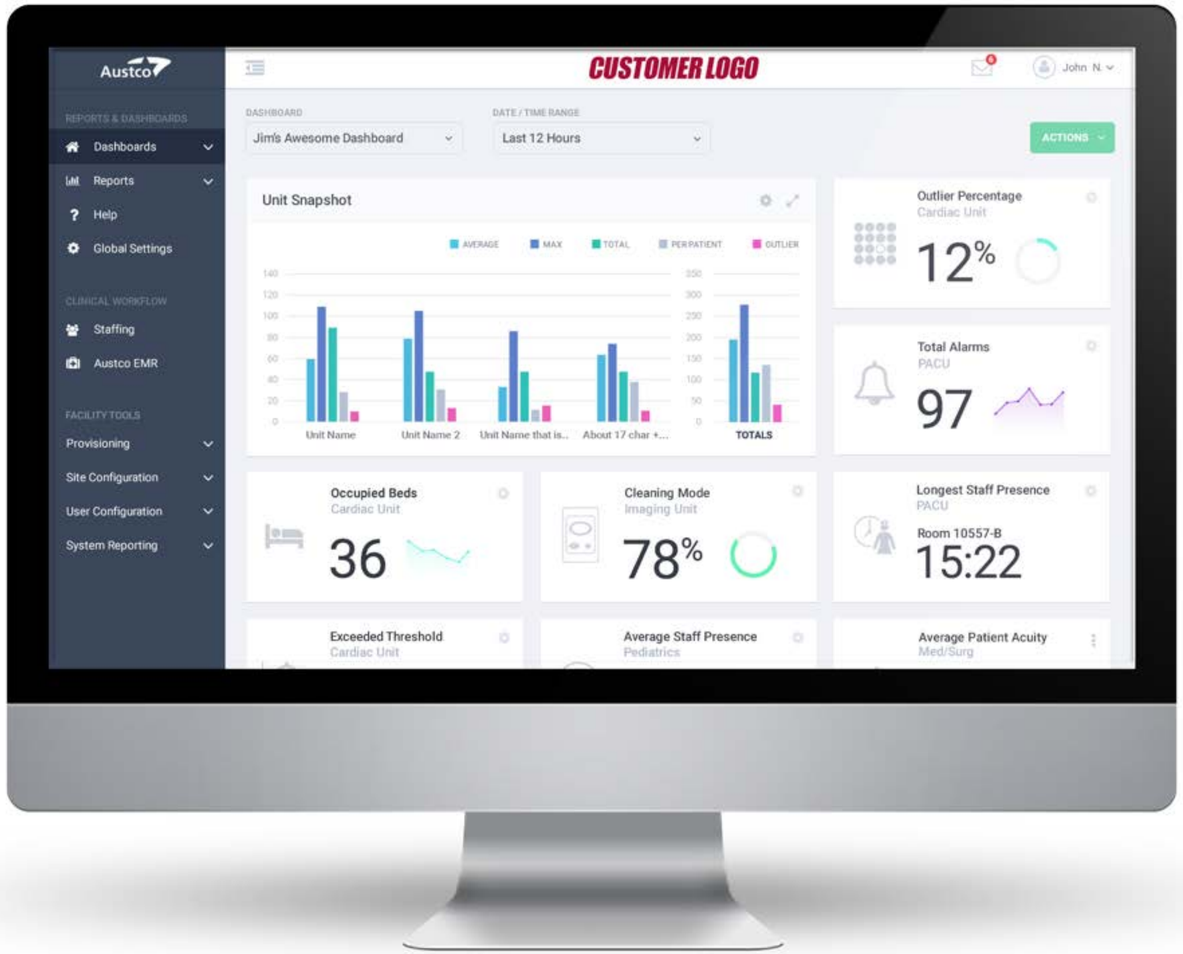
Position relative to other tags

REPORTS & DASHBOARDS

Analytics and reporting is a crowded market

Few home-grown solutions

Austco's platform could be a market leader



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Reports

Help

Global Settings

CLINICAL WORKFLOW

Staffing

Austco EMR

FACILITY TOOLS

Provisioning

Site Configuration

User Configuration

System Reporting

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

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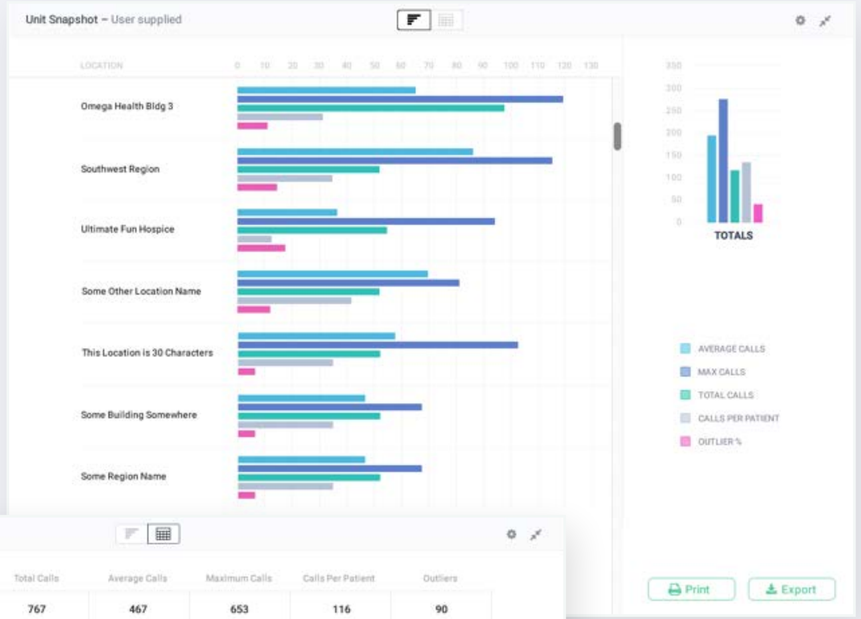

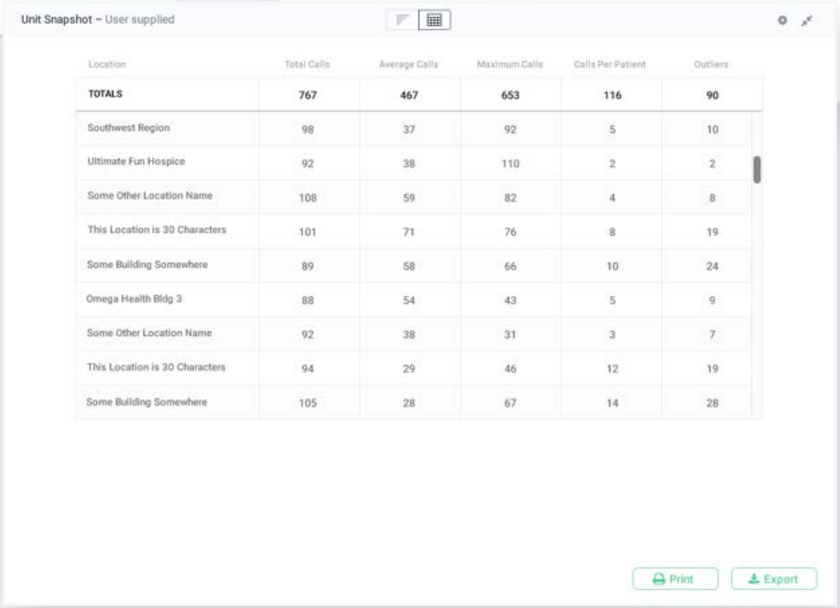

UNIT SNAPSHOT

Top 4 units by alarm activity

Full screen shows all units

Table or chart view in full screen

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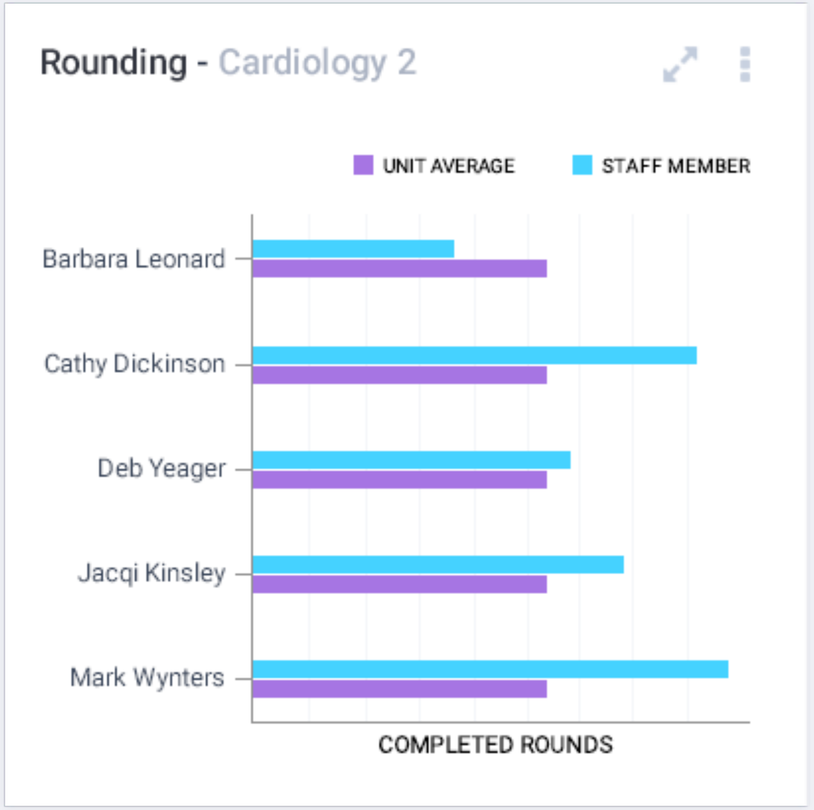

UNIT	LOCATION	TYPE	DATE	STARTED	
Cardiology	3002/Bed A	Call	01/15/2015	14:24	Details
Cardiology	3002/Bed A	Call	01/15/2015	14:04	Details
Cardiology	3002/Bed A	Staff Assist	01/15/2015	13:16	Details
Cardiology	3002/EnSuite	Emergency	01/15/2015	14:24	Details
Cardiology	3002/EnSuite	Call	01/15/2015	14:16	Details
Cardiology	3002/EnSuite	Presence	01/15/2015	14:00	Details
Cardiology	3003/Bed B	Call	01/15/2015	14:02	Details
Cardiology	3003/Bed B	Food	01/15/2015	14:47	Details
Radiology	4001/Bed A	Presence	01/14/2015	16:14	Details

ROUNDING

Staff vs. unit average

Requires RTLS

ALARM FORENSICS

Displays all alarms from filtered dates and locations

Export list as a report, or click for details

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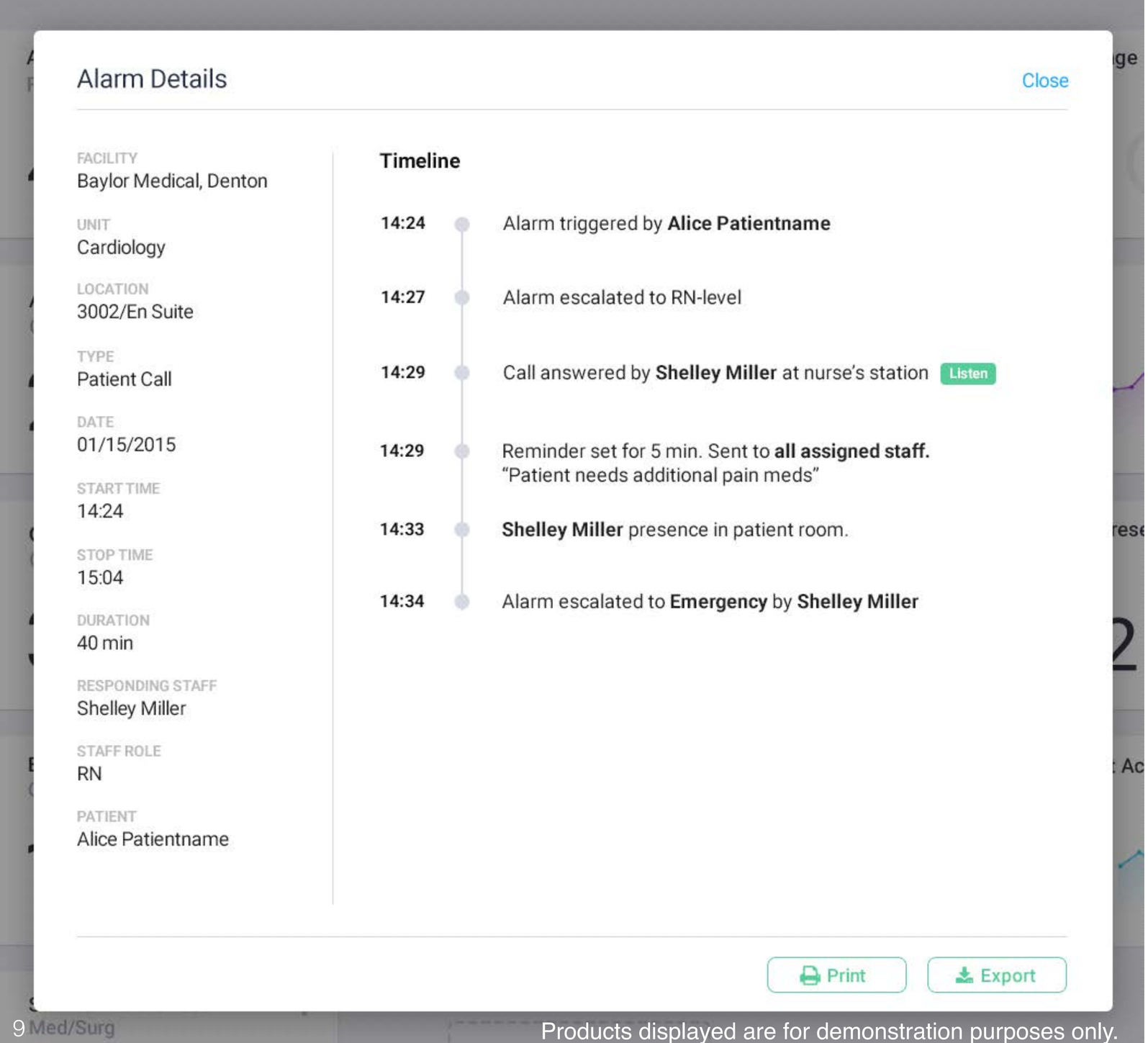

ALARM DETAILS

Data

Event timeline

VOIP recordings

Print and export

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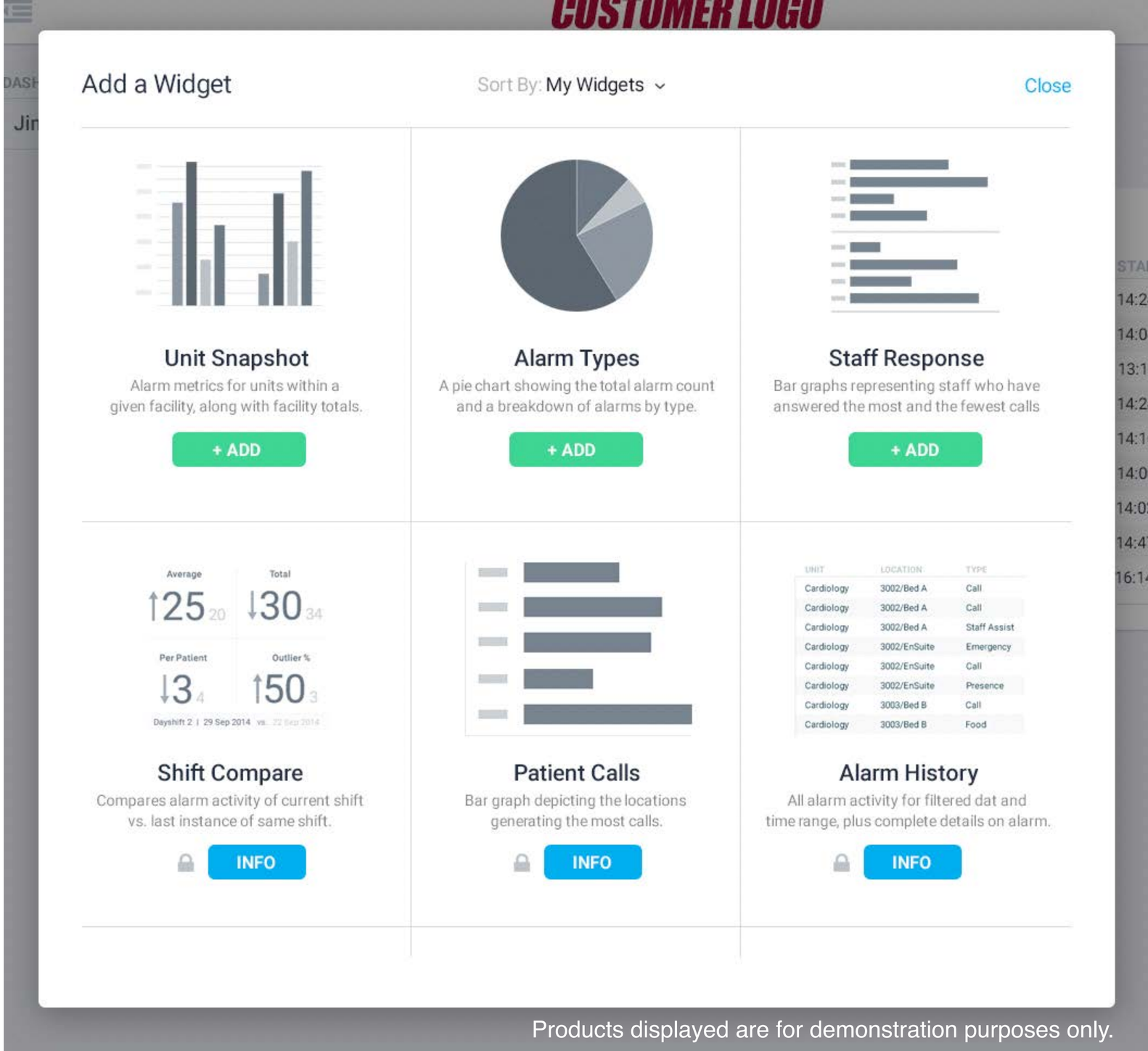
WIDGET STORE

Browse all widgets

Trial period

Seamless purchasing

A-la-carte licensing



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NURSE CALL GUI

Designed for touch screen

Allows nurses to focus on care, not technology

Designed by nurses

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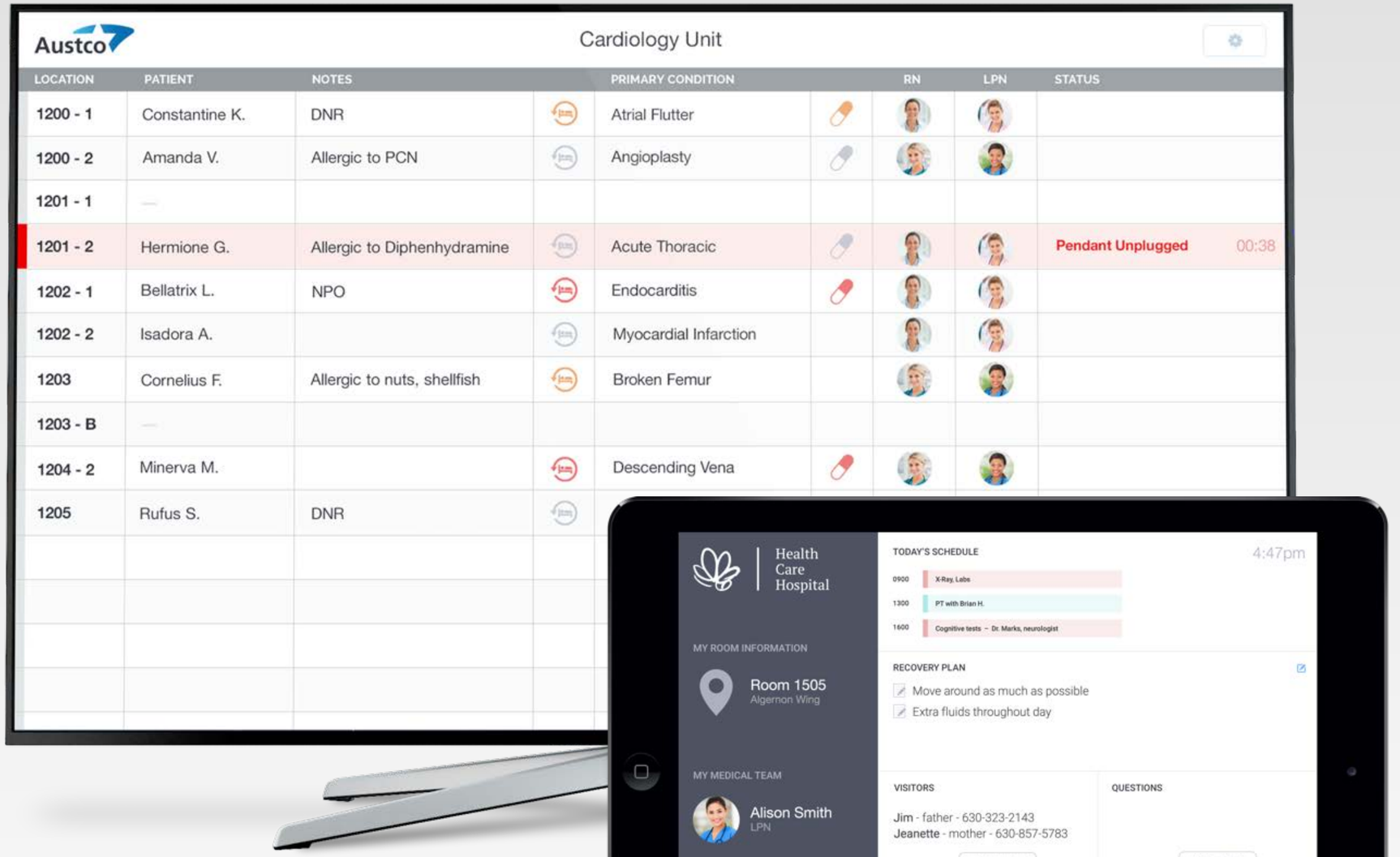
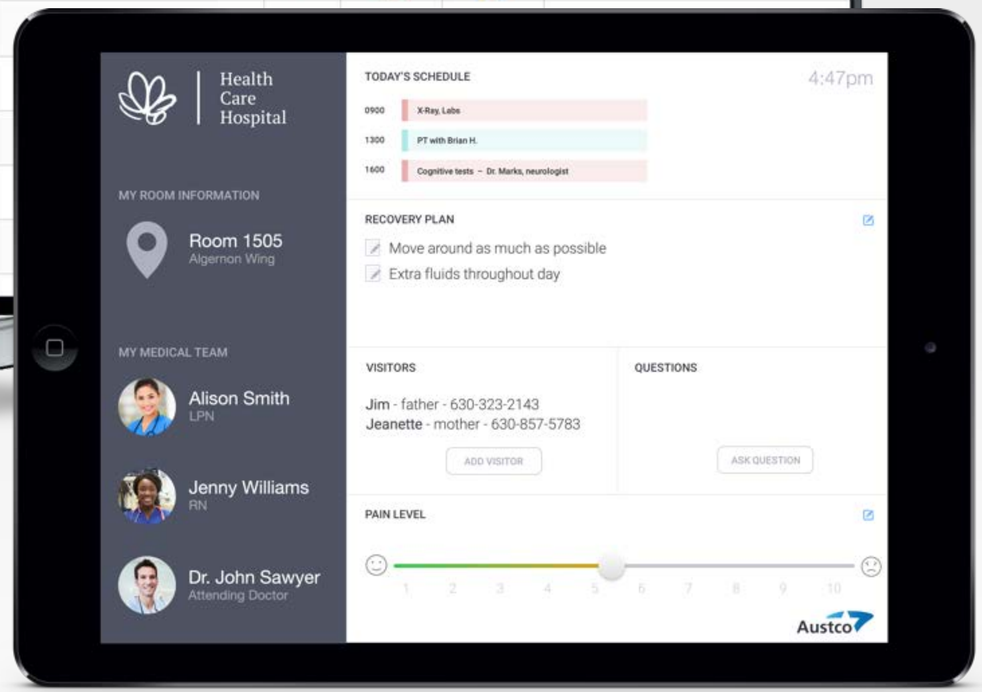
http://austco.com/media/roadshow2016-tacerawalkthrough.mp4





WHITEBOARDS

For nurse's station, patient rooms

Uses icons and pics

Easy to configure

Customized workflow

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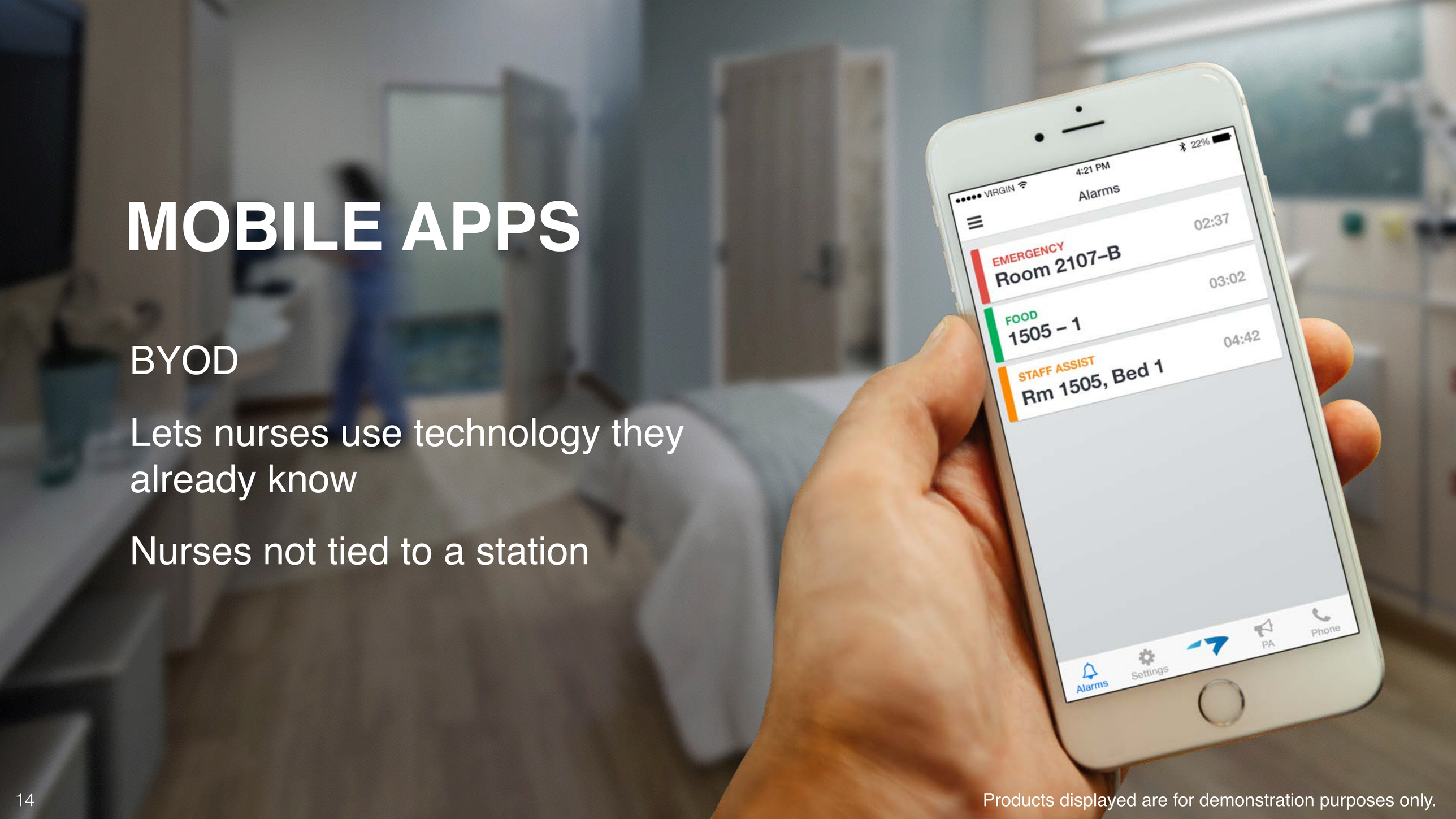
MOBILE APPS

BYOD

Lets nurses use technology they already know

Nurses not tied to a station



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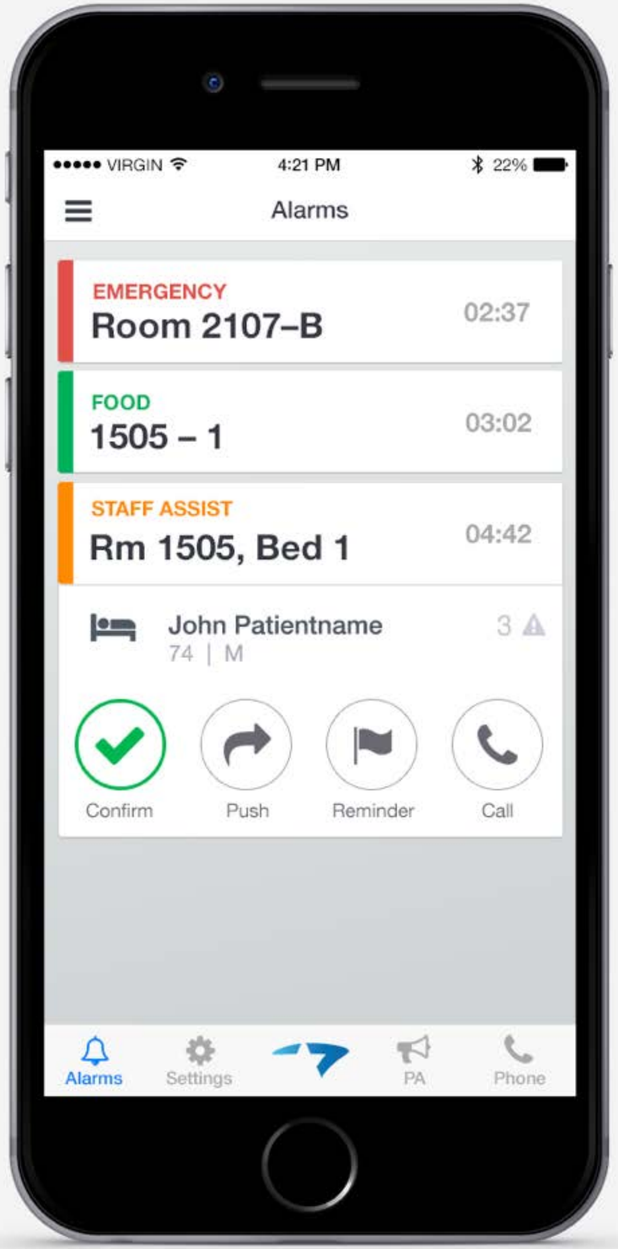
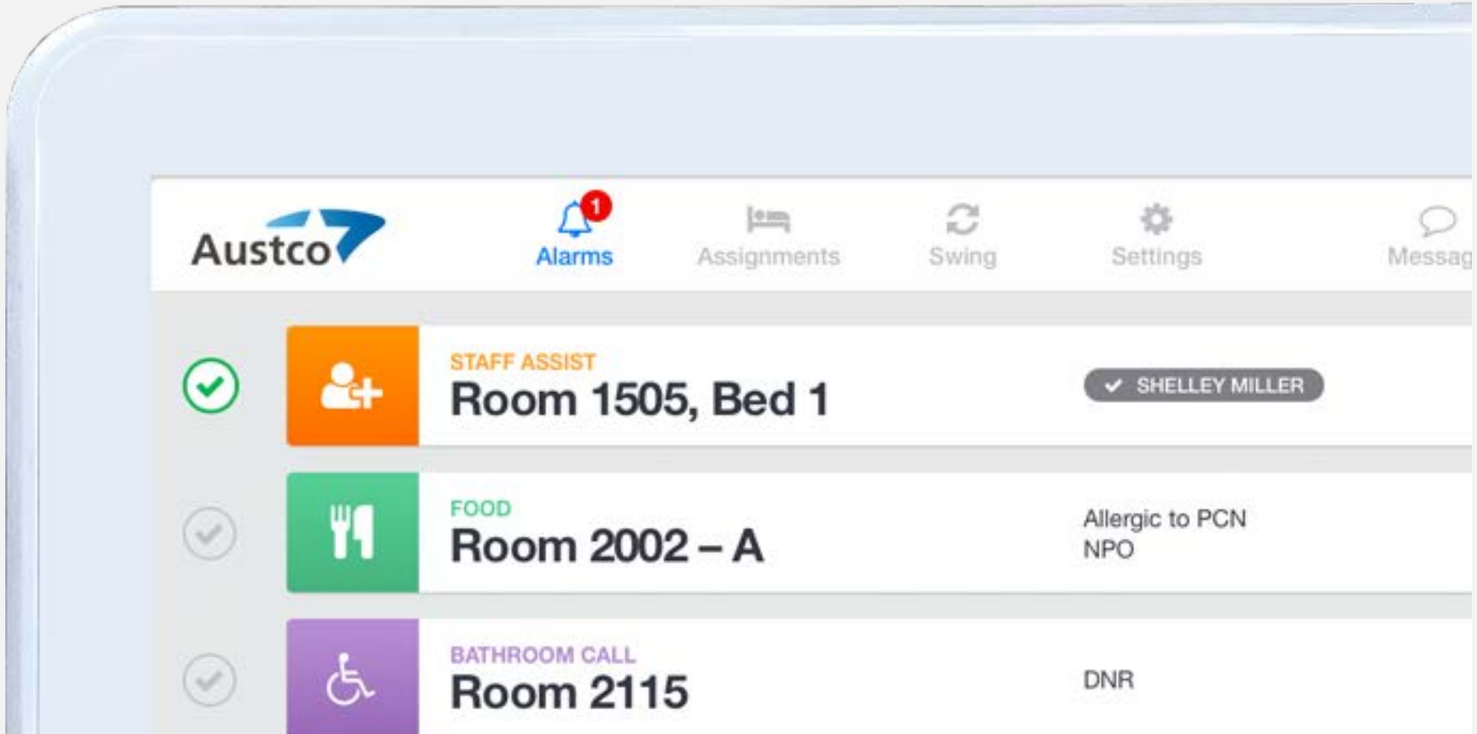


HOMEPAGE

Alarm management

Same interactions as nurse station

“Acknowledge” from any device



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FUTURE INTEGRATIONS

Assignments

Schedule

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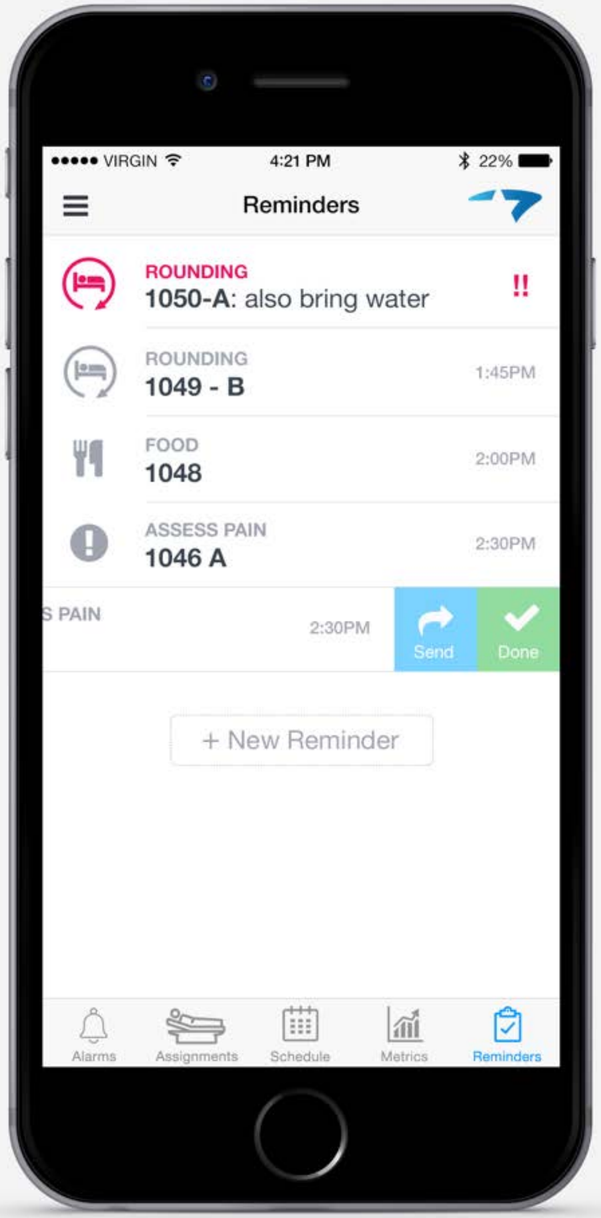
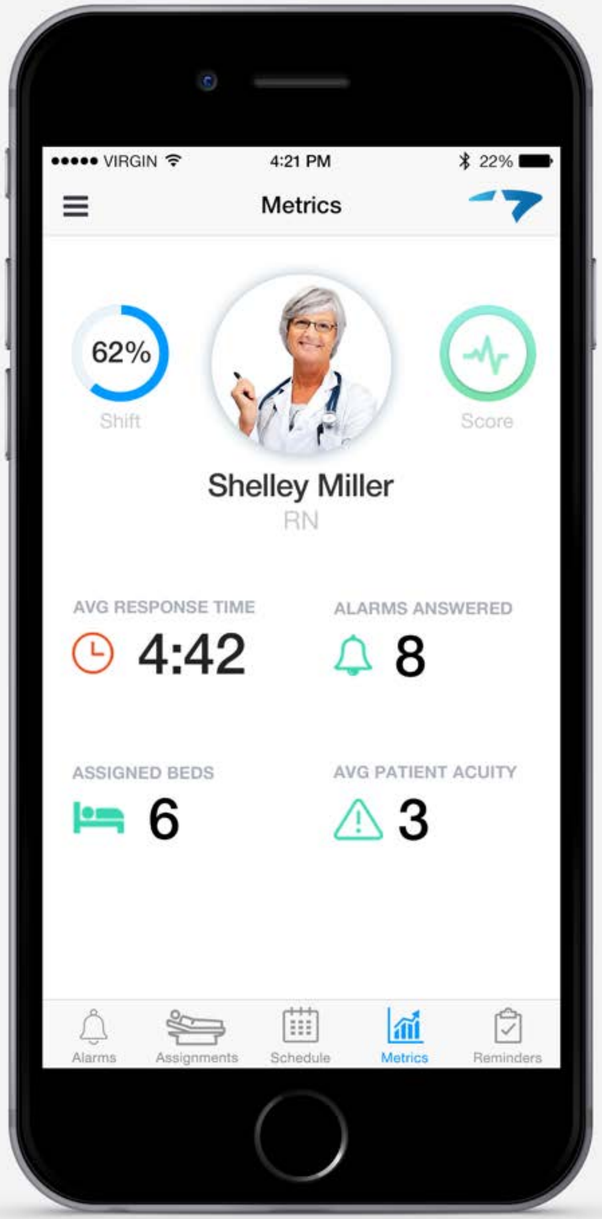


Reminders

FUTURE INTEGRATIONS



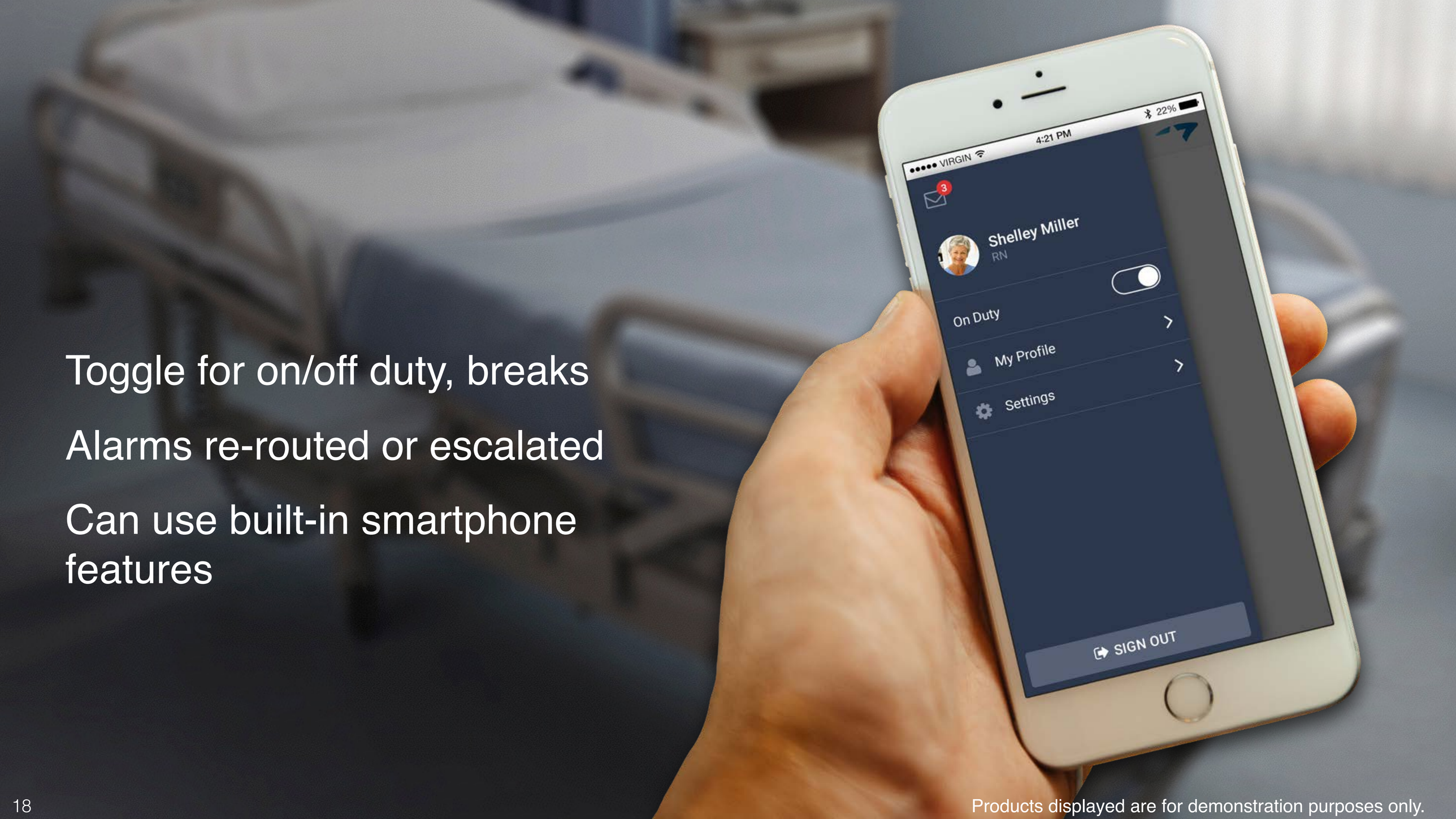
Metrics

Products displayed are for demonstration purposes only.

Toggle for on/off duty, breaks

Alarms re-routed or escalated

Can use built-in smartphone features



Products displayed are for demonstration purposes only.

SMART WATCH APPS

Hands-free care

Watches are ideal notification devices

Products displayed are for demonstration purposes only.

FOCUSED ON ALARM MANAGEMENT

Acknowledge alarm

Forward/Decline alarm

Escalate alarm

Reminders

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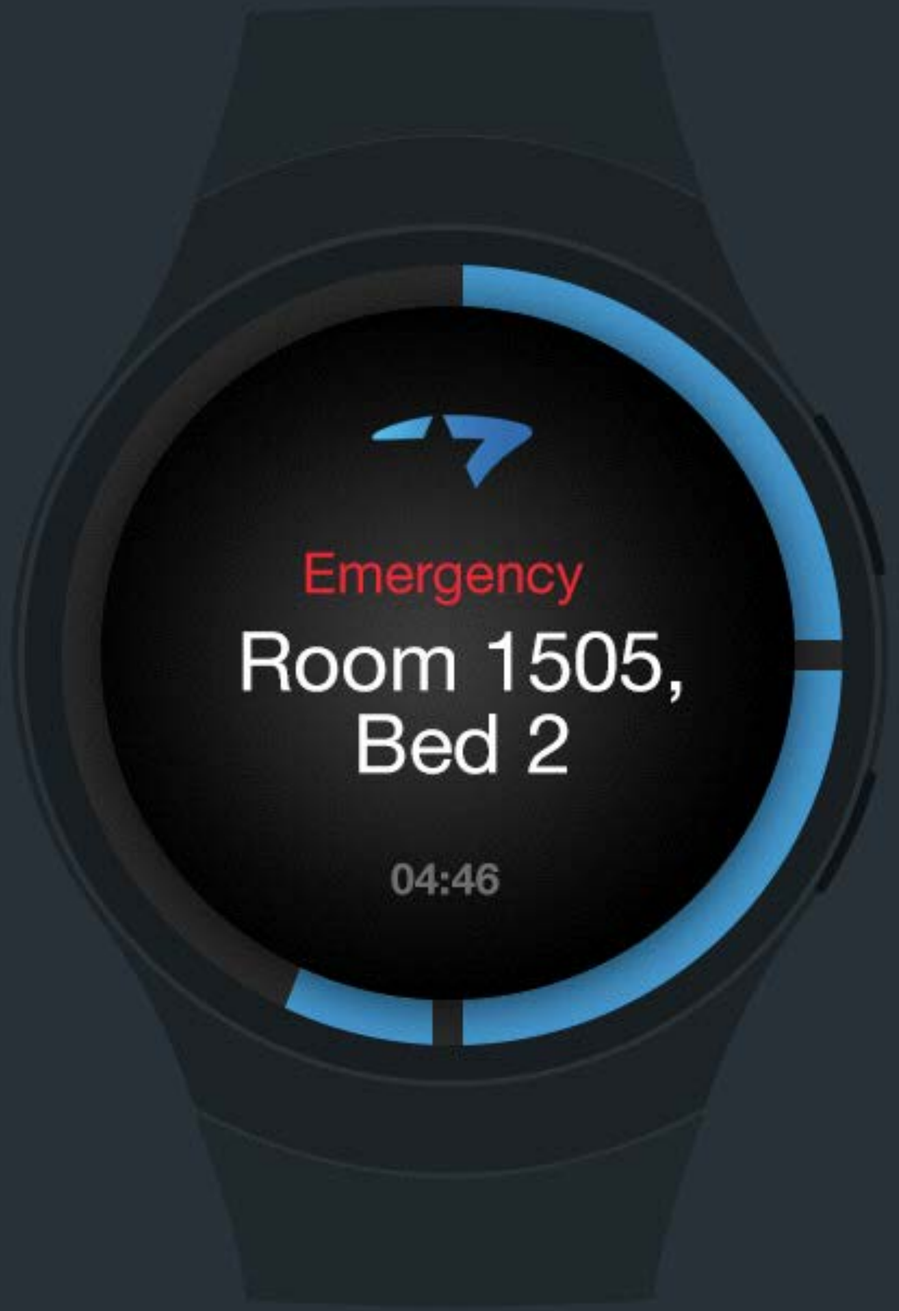

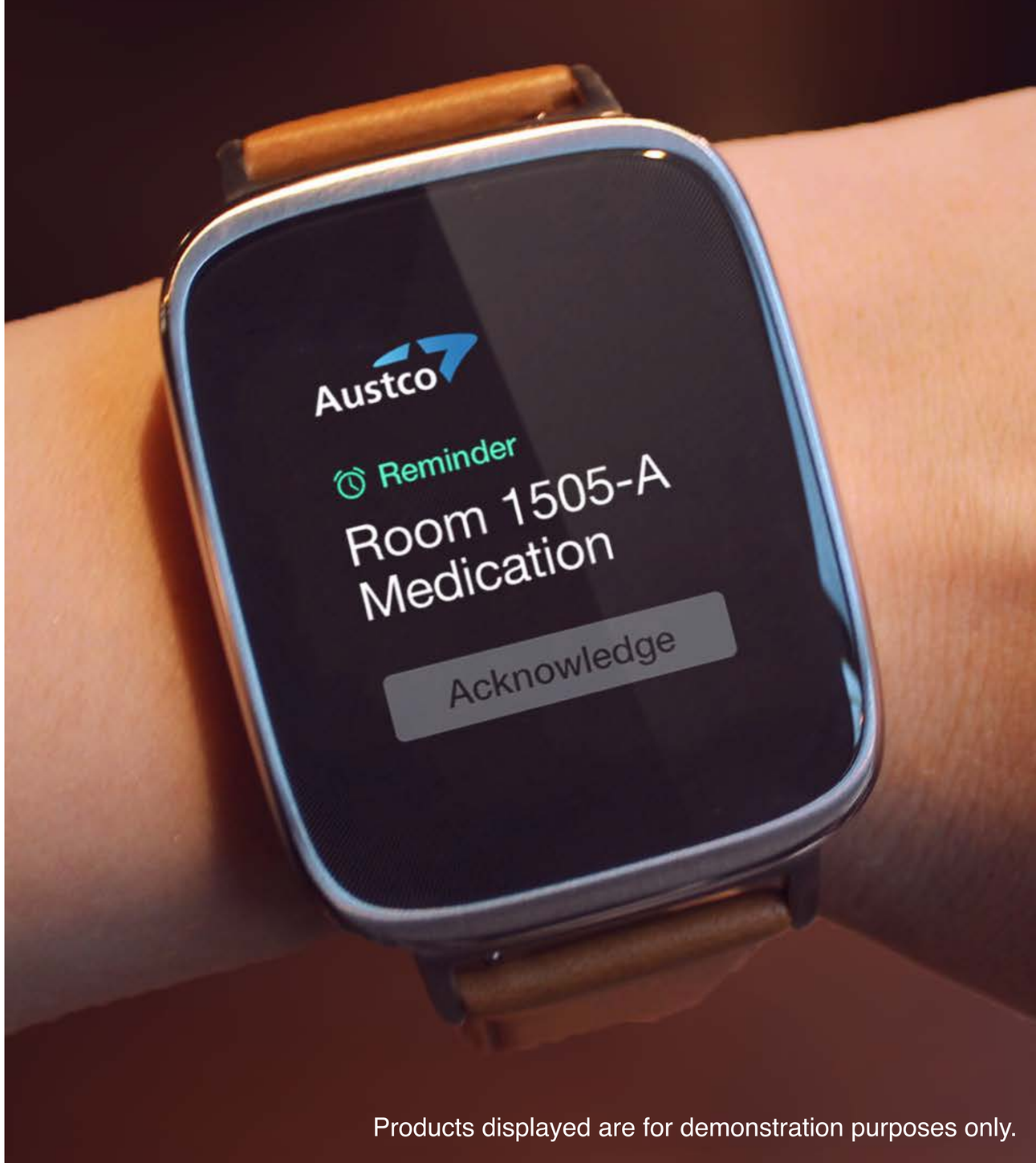

Products displayed are for demonstration purposes only.

END-TO-END ALARM MANAGEMENT

Products displayed are for demonstration purposes only.

ALL AUSTCO PRODUCTS

Consistent interactions

Consistent visual language

Entire ecosystem

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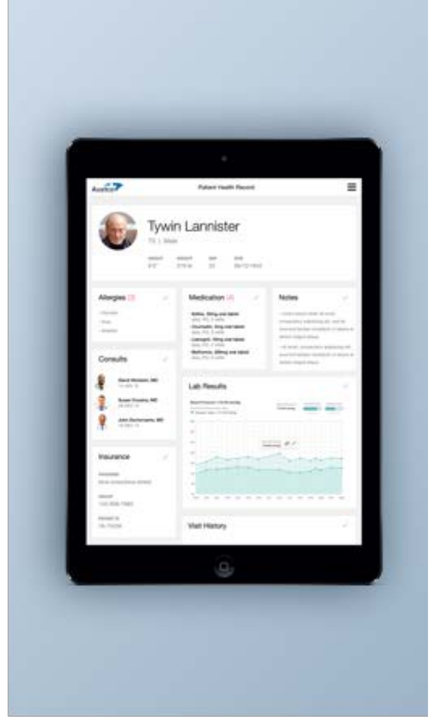
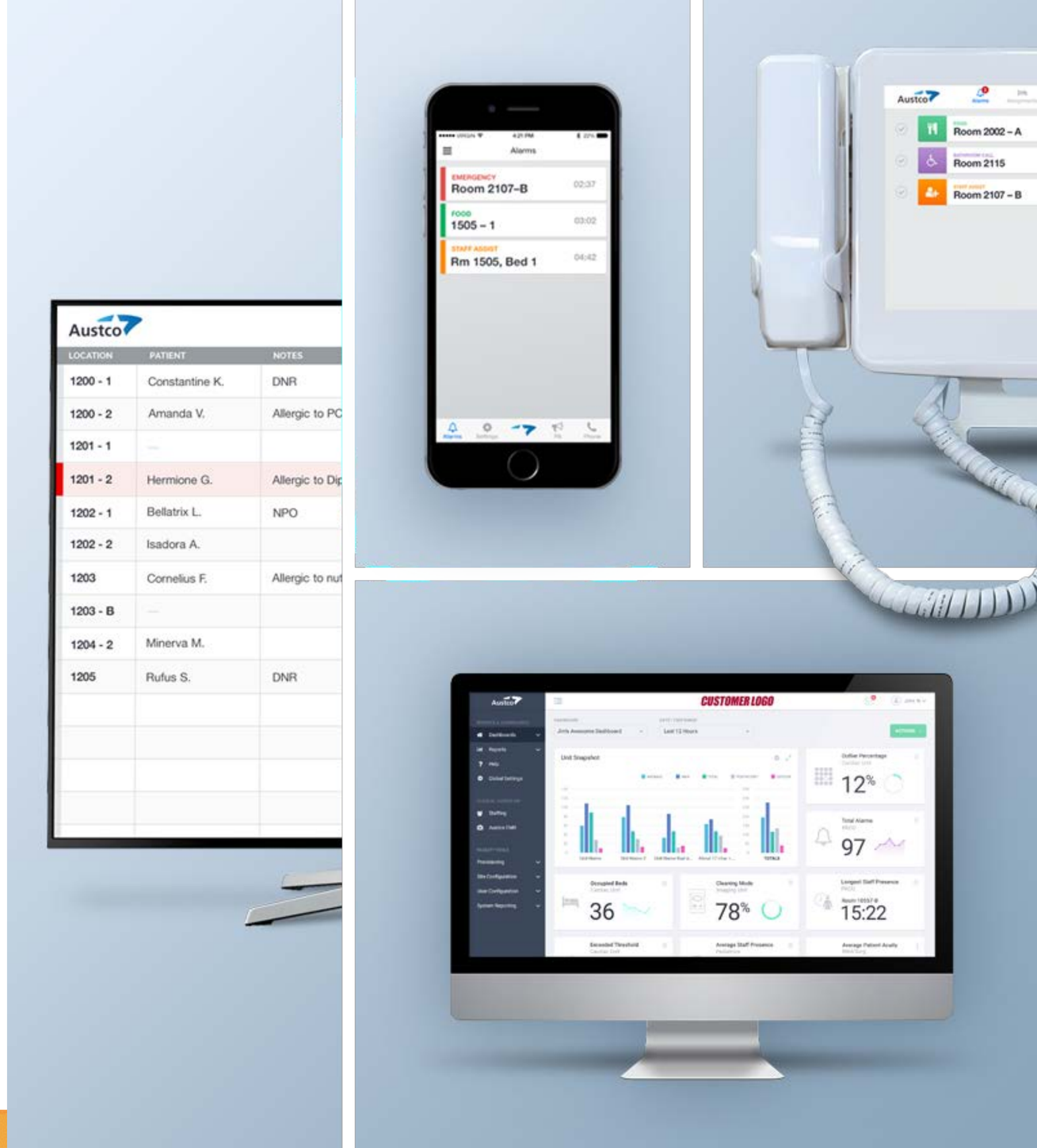


AUSTCO R&D TEAM

Set up for software development

Great products in development

Many opportunities for growth

QUESTIONS?

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