

Jayex Healthcare Limited (JHL.ASX)



Annual General
Meeting

24 May 2016

Jayex Healthcare Ltd
Annual General Meeting

MICHAEL BOYD – EXECUTIVE CHAIRMAN

Technology drives industry change & disruption

Industry inefficiencies have been disrupted and improved upon by new technology

| | Past | Present |
|------------------|---|---|
| Banking Industry |  <ul style="list-style-type: none">• Visit branch tellers to:<ul style="list-style-type: none">• Withdraw cash• Transfer funds• Loan applications• Business hours only |  <ul style="list-style-type: none">• Withdraw cash from ATMs 24/7• Apps for banking 24/7• Online loan application 24/7 |
| Airline Industry |  <ul style="list-style-type: none">• Visit travel agents to book tickets• Queue to check-in• Paper-only tickets• Business hours only |  <ul style="list-style-type: none">• Online booking 24/7• E-ticketing• Self check-in kiosks |

Technology has improved customer experience

Healthcare today

Jayex technologies were developed to address today's inefficient & fragmented health platform

Today there are significant inefficiencies in the healthcare system:

Hospitals

- Existing infrastructure footprints have capacity for greater throughput
- Improved management & monitoring of patient flow enables 'de bottlenecking' at critical touch points
- Skilled hospital staff presently undertake unproductive administration duties, taking time away from assisting patients
- Patient journey through hospital is unknown, with poor 'handoff' between departments – this results in unbilled revenue leakage
- Hospitals are looking for efficiency gains and technology-driven solutions

Medical Centres / General Practitioners (GPs)

- Poor quality capture and verification of patient data
- Reactive patient interaction and communication
- Ineffective post-consult follow up and treatment adherence

Pharmacies

- Inefficient script delivery and verification
- Inconvenient medicine pick up and delivery
- Limited ability to promote patient loyalty
- Property focused service not patient focused service

The Jayex solution – what we solve

Jayex is introducing technology-driven efficiencies to the healthcare industry

Past...and Present



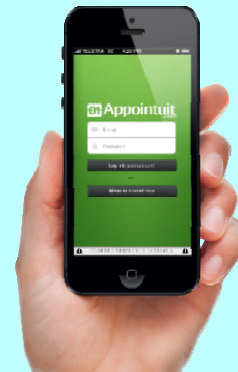
Jayex Solution

In-market

- Less patient queueing and waiting
- Increased patient throughput through hospitals and clinics
- Better patient data collection
- Better patient – doctor engagement and communication

Launching

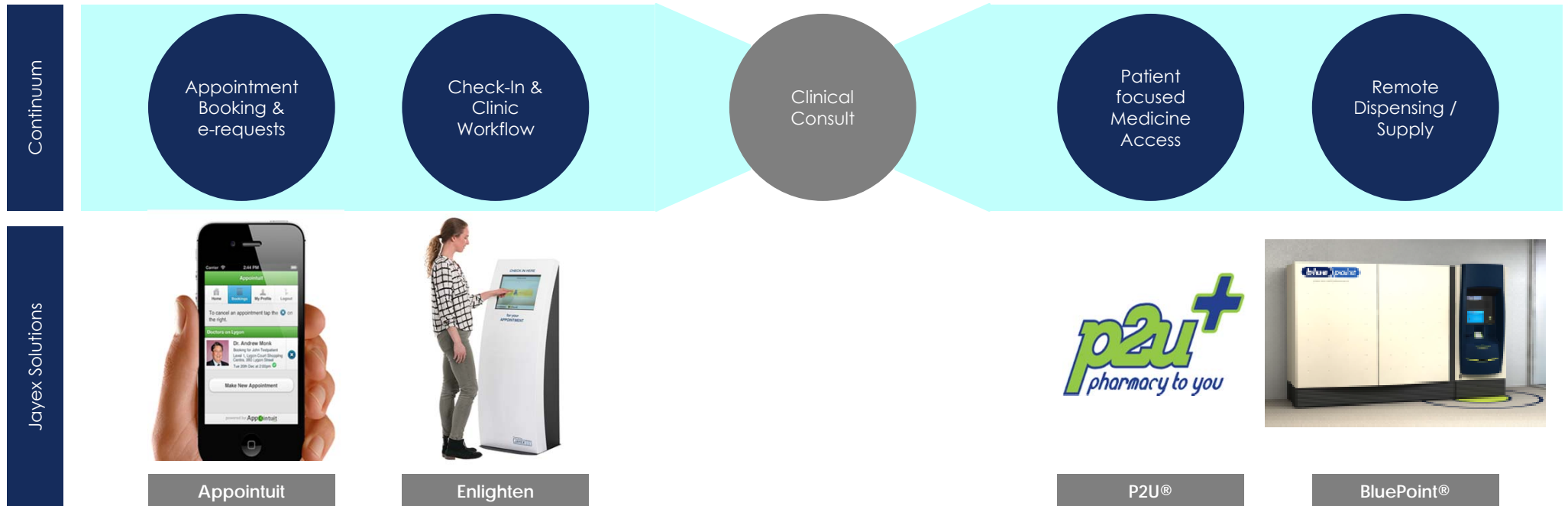
- Express pickup or delivery of prescription medicine
- Patients never run out of medicine and increase treatment adherence
- Extended pharmacy geographic reach, 24/7 medicine access and service
- Leverage pharmacy / GP integration



Jayex Healthcare

A platform of technologies focused on improving patient care and convenience by enabling greater efficiencies through the Doctor / Hospital / Pharmacy channel

- Jayex has a suite of technologies that:
 - Deliver improved patient convenience and access to hospitals / medical clinics and pharmacy
 - Enhances the efficiency and productivity of healthcare professionals and their engagement with patients – resulting in improved health outcomes
 - Improves the patient experience, particularly for the time-poor, infirm and the ageing population



Solid capability base

Jayex has developed a robust baseline of operational capability

Platform Features

| <i>In-market</i> | <i>In-market</i> | <i>Launching</i> | <i>Planned 2017 launch</i> |
|---|---|---|---|
| <p>Appointuit</p> <ul style="list-style-type: none"> • Online appointment booking • Patient engagement and CRM • SMS and email patient contact • Prescription and doctor referrals | <p>Enlighten</p> <ul style="list-style-type: none"> • Patient self-arrival and check-in • Wayfinding • Surveys, questionnaires and consents • Patient calling and journey tracking • 51 languages available • Patient data self-updating • Full integration with clinical management software | <p>P2U®</p> <ul style="list-style-type: none"> • Express pickup or delivery of prescription medicines • Easy and convenient prescription repeat ordering | <p>BluePoint®</p> <ul style="list-style-type: none"> • Secured and remote dispensing of prescription medicines • Extends geographic reach of pharmacies • 24/7 access to medicines away from traditional brick-and-mortar pharmacies • Patent protection |

Jayex Core Statistics

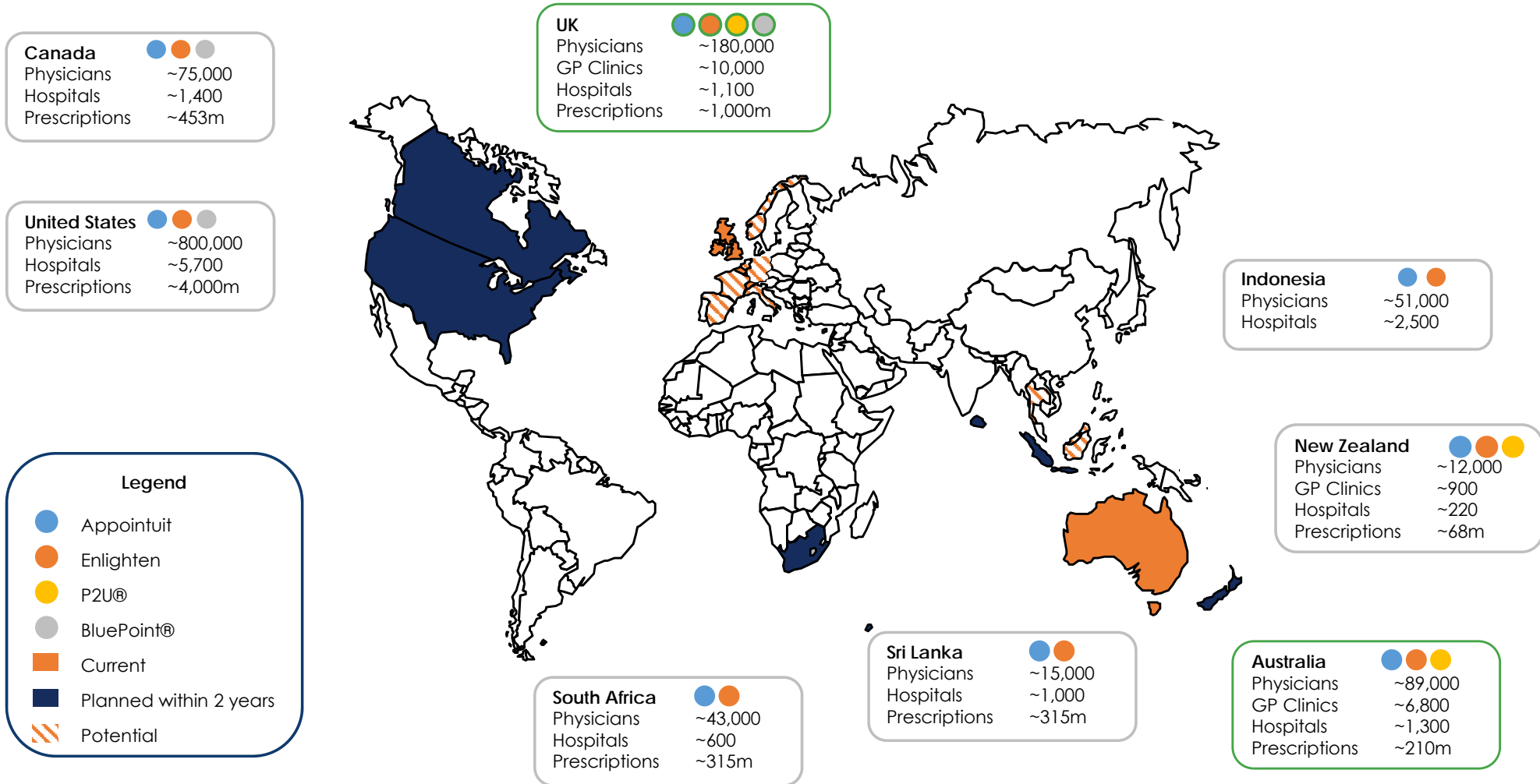
- **6,500+** patient check-in and calling platforms deployed in UK and Australia
- **45,000,000+** patients checking in or being called annually
- Every **24.5 seconds** - frequency of appointment bookings

Accreditation

- **HL7** - standard for exchange of healthcare information
- **ISO27001** - information security accreditation
- **ITK2** - NHS defined compatibility standard
- **HIPAA** - US health information security standard

How large is the market?

Jayex's market is GPs, AHPs, healthcare clinics, hospitals and pharmacies



WHO, OECD, ABS, Ministry of Health NZ, AIHW, American Hospital Assoc., Health and Social Care Information Centre & Management Estimates

Growth drivers

Jayex has profitable and proven healthcare technologies with great scope for global growth

Product Bundling

- Launched bundling between Enlighten and Appointuit
- Delivers best value in market

Organic

- Market share expansion in existing markets of UK & Australia

New Territories

- Planned expansion of current product offering into new countries: South Africa, New Zealand, Sri Lanka and Indonesia

New Products

- Launch of P2U[®] service into Australia & UK
- BluePoint[®] RDT into North American market

Licensing

- BluePoint[®] RDT, p2u[®] & IP licensing opportunities in USA, UK & EU

Partnerships

- US advisor appointed
- In discussions with channel partners for supply & development of BluePoint
- Looking for appropriate partners in Asia

Acquisitions

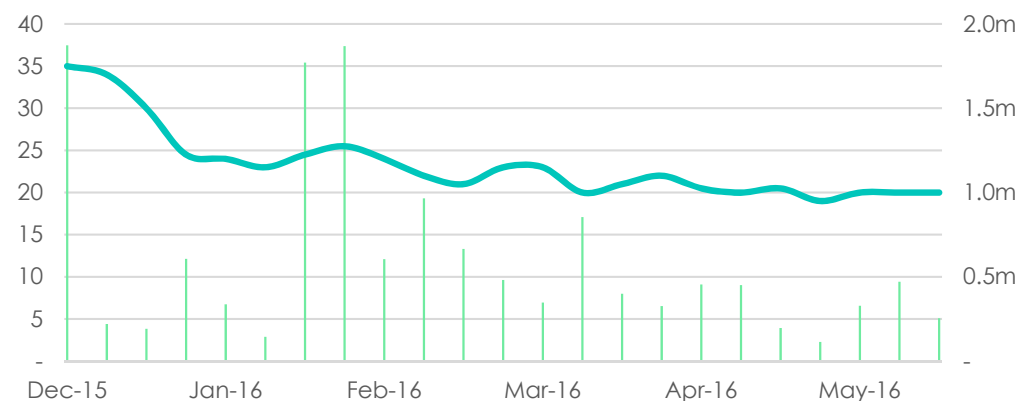
- Acquisitions of complementary technologies

Jayex Healthcare overview

Jayex listed on the ASX in December 2015 raising A\$8.0m of new capital

- Jayex Healthcare operates a portfolio of integrated healthcare service delivery platforms:
 - **Enlighten** patient workflow platform
 - **Appointuit** patient engagement solution
 - **P2U®** prescription delivery services
 - **BluePoint®** Remote Dispensing Terminal
- These platforms offer an 'end to end' and 'state of the art' solution to provide:
 - greater choice & convenience to patients; and
 - increased productivity & profitability for healthcare professionals

Trading Price & Volume



| Key Financial Metrics | |
|----------------------------|----------|
| Share Price | 20c |
| Shares Outstanding | 151.0m |
| Trading Range Since IPO | 19 – 35c |
| Market Capitalisation | A\$30.2m |
| Net Cash (at 31 Mar. 2016) | A\$3.0m |
| Enterprise Value | A\$27.2m |

| Board | |
|---------------|--------------------|
| Michael Boyd | Executive Chairman |
| Agam Jain | Executive Director |
| Brian Renwick | Director |
| John Allinson | Director |
| Shane Tanner | Director |

| Top Shareholders | |
|----------------------------------|-------|
| Michael Boyd / Covenant Holdings | 53.6% |
| Agam Jain / Vector Capital | 12.6% |
| Stainton Pty Ltd | 2.7% |
| Dean Cleary | 2.7% |

Case Study

Western Health
Sunshine Hospital

Sunshine Hospital

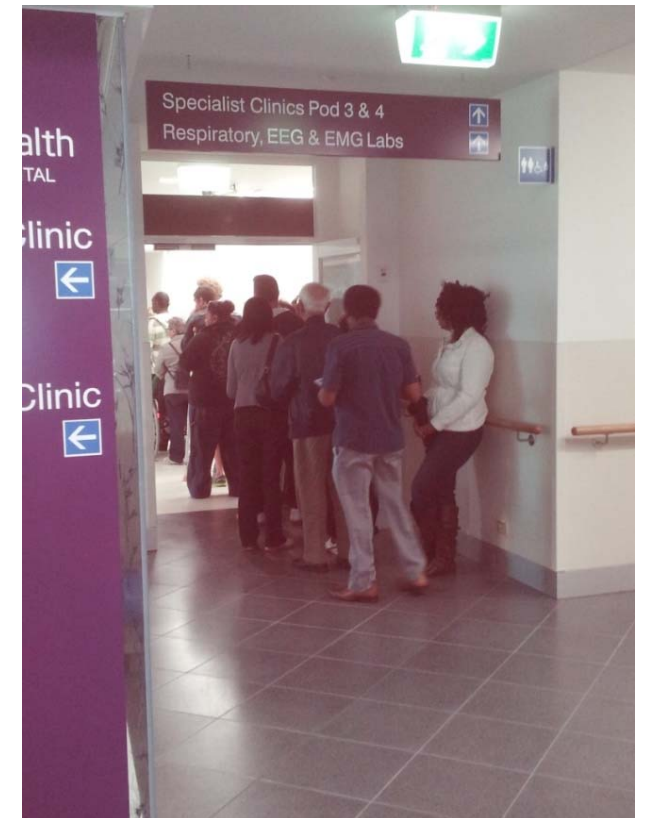
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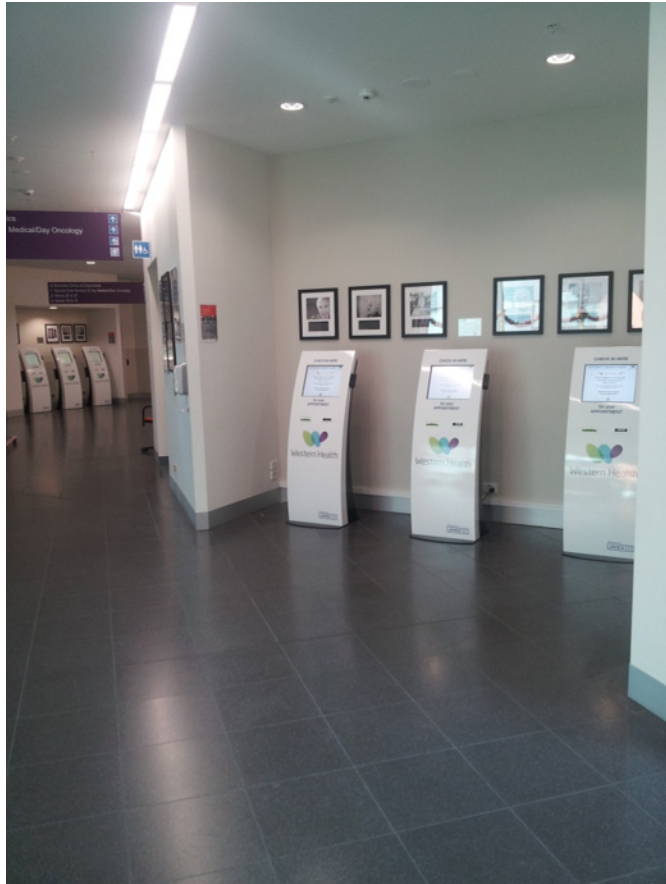
- Our first Australian hospital contract
- Completed on time and on budget

What needed solving

- Remove the queues
- Unattended reception areas
- Over 20 clinics operating over five days
- Variety of pre-appointment activities
- Time consuming check-in process
- Multi Lingual requirements
- Ad – hoc reporting
- Patient calling
- Multiple clinics across 4 pods
- iPM integration (bi-directional HL7 messaging)



The Jayex solution



The Jayex solution

Welcome to Western Health



Check in **here** for your Specialist Outpatient Appointment in POD 1, 2, 3 or 4

Touch the screen to check in for your appointment



Please select a check-in method



Check-in with barcode



Check-in by Medicare card



Message



Sorry

Please go to POD reception.

Finish



Check-in



Please swipe Medicare Card against scanner

OR

Enter Card number manually



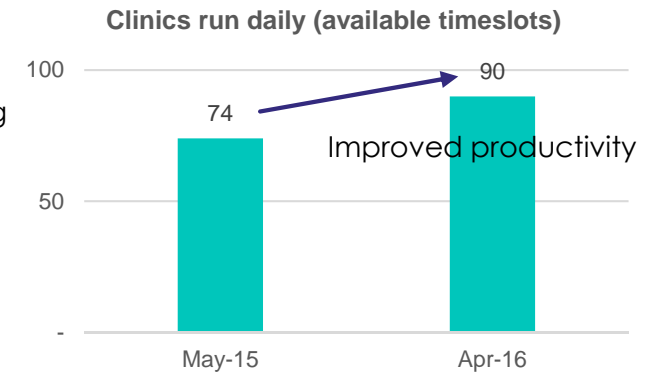
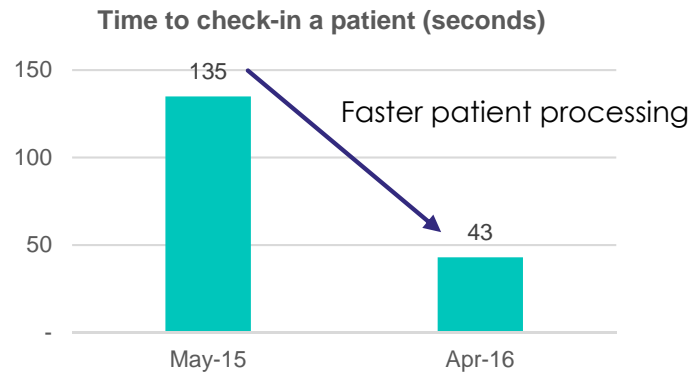
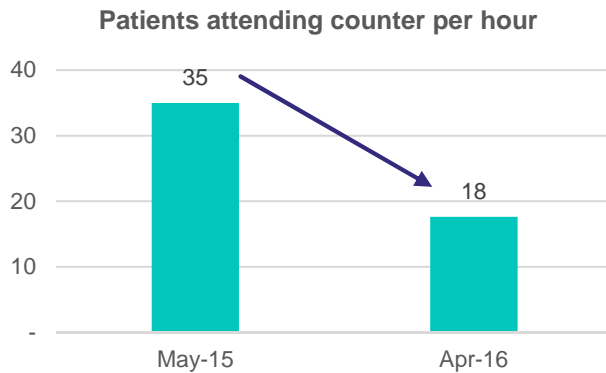
Collect your ticket



JAYEX

Performance improvement metrics

After implementation of the Enlighten platform, there were significant performance improvements



| Top Languages Used | |
|--------------------|--------|
| English | 34,628 |
| Vietnamese | 226 |
| Mandarin | 76 |
| Macedonian | 56 |
| Spanish | 55 |

Welcome to Western Health 



