

ASX Announcement | 30 September 2024

Spacetalk Limited (ASX:SPA)

Spacetalk opens new sales channel for mPERS devices through Talius Group partnership

Spacetalk has signed an exclusive reseller agreement for its Life mPERS wearables to reach seniors in Australia and New Zealand

Spacetalk Ltd (ASX: SPA) ("Spacetalk" or "the Company") is pleased to announce the signing of a reseller partnership with **Talius Group Limited (ASX:TAL)** that will enable the Spacetalk Life Mobile Personal Emergency Response System (mPERS) devices to gain greater market share in the aged care industry. That rapidly growing market is worth **\$21.5 billion** in Australia alone. This agreement is a major step forward in the creation of Spacetalk's integrated ecosystem of products and commitment to growth in the senior's market, with a focus on the **~1 million** who receive support in their homes or residential care.

Talius Group will become the exclusive distributor the **Spacetalk Life mPERS wearables** in **Australia** and **New Zealand**. It will begin marketing and selling the devices from **Q2 FY25** to the **aged care sector**, be it **existing Talius subscribers**, or **future customers**.

Spacetalk projects its partnership with Talius Group will lead to the sale of thousands of devices each year and an equal number of new Spacetalk App and Spacetalk Mobile subscribers. Although Spacetalk is not able to quantify the financial impact of this agreement at this time, it is anticipated that it will contribute significantly to Spacetalk's goal of achieving **\$20–25 million in Annual Recurring Revenue (ARR)** in 2026.

Spacetalk Chief Executive Officer and Managing Director, Simon Crowther, commented:

"The partnership will make Talius Group our exclusive distributor to the aged care industry, which is a great benefit due to Talius' established relationships with the leading companies in the sector. The partnership with Talius Group is exciting because it will enable us to help more older Australians live happier, healthier, and longer lives with the Spacetalk Life

wearable. The agreement will significantly add to our revenue and is a powerful endorsement of our products and technology, which we consider among the best in the industry."

Talius Group Managing Director, Graham Russell, commented:

"Talius is excited to be partnering with Spacetalk as we regard their product as best in class and a key addition to the Talius suite. With the recent Aged Care Bill being passed, it is clear the sector is embracing technology and looking to keep our ageing Australians at home for longer. Adding the Spacetalk Life mPERS device to the Talius suite now extends the connected home care offering to truly keep people safer for longer in their own home. It will also add additional key data to the Talius SmartCare platform to drive better outcomes for our clients and the sector".

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The release of this announcement has been approved by Spacetalk's CEO, Simon Crowther, on behalf of the board of directors of the Company.

To keep up to date with company news and announcements visit: investorhub.spacetalk.co

For further information or investor enquiries, please contact: investors@spacetalk.co

Spacetalk Limited (ASX: SPA)

Simon Crowther
CEO and Managing Director
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ABOUT SPACETALK LIMITED

Spacetalk Limited (ASX: SPA) is a family safety technology business that develops and sells hardware and software products that address safety concerns at every stage of life. Spacetalk Mobile is a MVNO that sells mobile plans that connect our products and families. As a package, the company's product ecosystem provides a complete digital solution that supports safety and security for families across their life stages and for employees working in remote settings. The company's unique proprietary ecosystem, which has continued to evolve over time, is today recognised as a leader in family safety and the connected wearables industry.

The Spacetalk technology platform comprises both market-leading hardware and a trusted, client-controlled software platform that provides safety and security to users via the benefits of mobile technology. The multi-functional SaaS Spacetalk App can be customised, giving clients the ability to enable or disable individual features. Parents are empowered to block their kids

access to the open internet, social media, and inappropriate adult content while simultaneously blocking calls and messages from unknown senders. The app can also monitor the location of vulnerable family members, including children and seniors bringing enhanced peace of mind for the entire family.

Spacetalk's core wearables hardware is effectively a child's first mobile phone. It offers all the benefits of a smart device, operating on a secure, private and parent-controlled ecosystem that can be customised to reflect each family's needs and values. To learn more, please visit: www.spacetalk.co

FORWARD-LOOKING STATEMENTS

This announcement may contain forward-looking statements. These statements are based on Spacetalk's expectations, estimates, and projections at the time the statements are made. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to control or predict. Actual outcomes and results may differ materially from those expressed or implied in these forward-looking statements. Spacetalk undertakes no obligation to update these statements for events or circumstances occurring after the date of this announcement.