



FY25 INTERIM RESULTS

**Maiden EBITDA profit achieved
ahead of target**

February 2025



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Highlights

H1 FY25 vs. H1 FY24¹

\$4.0m

Income +15.5% on pcp

\$0.2m

Group EBITDA including one-off costs vs. (\$0.2m) in pcp

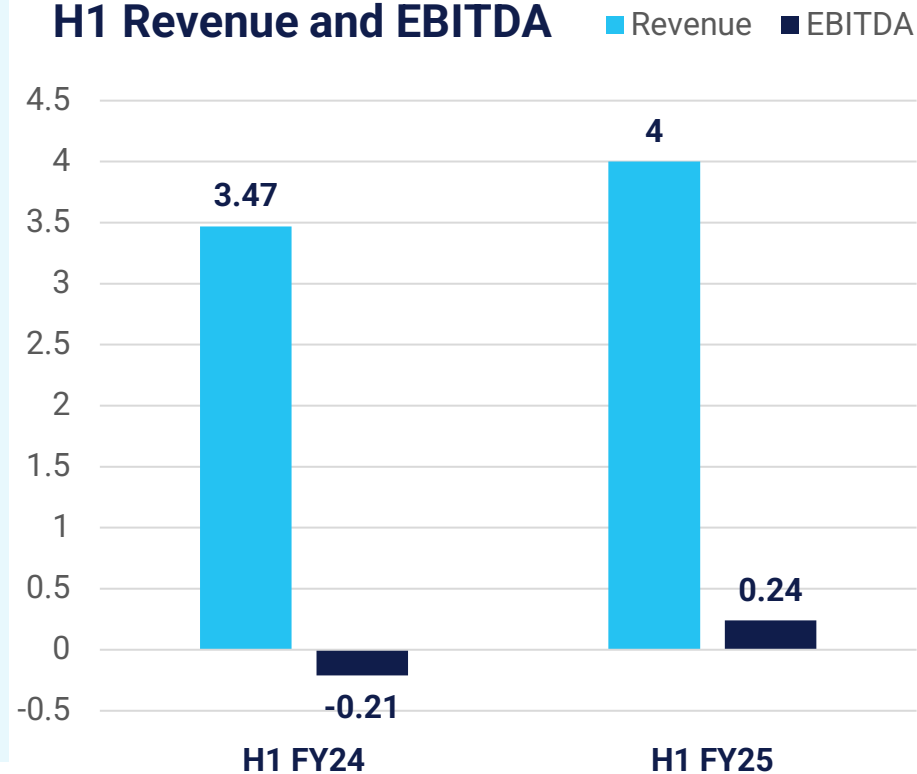
\$0.9m

EHS EBITDA², tracking ahead of FY24 results - continued growth expected for FY25

\$0.15m

Statutory net loss vs. \$1.0m loss in pcp

H1 Revenue and EBITDA





1H FY25

Operational highlights

Careteq's strategic transactions—Sofihub divestment and full EHS acquisition—have delivered positive group EBITDA, with more synergies to come.



Streamlined Focus on Medication Management

The Sofihub divestment and full acquisition of EHS have streamlined operations, allowing Careteq to focus on its profitable core business of medication management. These strategic moves have reduced cash burn and successfully accelerated the path to profitability.

Integration of Embedded Health Solutions (EHS)

Integration is progressing well, delivering operational synergies and cost efficiencies across residential and home care medication management. More synergies are expected following the upcoming 1-system integration.

Expansion of HMR Referrals Platform

Increased uptake in Residential Medication Management Reviews (RMMRs) and Home Medicines Reviews (HMRs), driven by the combined pharmacy and GP networks of both platforms.

Strategic Partnership with MedicAlert and GP Networks

Careteq has partnered with MedicAlert and several large national GP networks to improve medication safety for Australians with chronic conditions. The reach of these partnerships is estimated to be c.100,000 members, c.2,000 GPs and potentially c.500,000 plus referrals onto the HMR Referrals marketplace platform.



Company overview

We are Australia's leading medication management business.

We provide clinical governance and medication management services coupled with marketplace software to drive scale.



Medication Management
(Aged Care)

SERVICES:

Australia's largest provider of medication management services and Quality Use of Medicine to Residential Aged Care and Community Care.

Revenue model:

Residential Medication Management Review (RMMR) and Quality Use of Medicines (QUM) Income via Government funded program

Target Markets:

The Australian residential aged care sector with ~698 operators managing 2,622 facilities and 219,965 beds nationwide



Medication Management
(Home Care)

MARKETPLACE SOFTWARE:

Matching GPs' Home Medication Review Referrals with Accredited Pharmacists to provide continuity of care and improve clinical outcomes for your patients.

Revenue Model:

Marketplace referral origination and submission fees

Target Markets:

Home care and hospital discharge programs



The problem we solve



Medication misadventure

Medication-related harm is a critical issue in healthcare, encompassing adverse drug reactions, medication errors, and complications that jeopardise patient safety and lead to increased healthcare costs.

1 in 2

People aged 65+ are
taking 5+ medications

88%

Likelihood of an adverse
drug reaction if taking 5+
medications

66%

Reduction in falls risk
when removing high-risk
medications



How we solve it

Our Accredited Pharmacists conduct Medication Management Reviews to assess a patient's medication regimen and ensure it's appropriate and safe:



01.

Review patient's medications

Review all patient's current medications, including prescribed, over-the-counter, and complementary medications. Also review patient's past medication orders and administration records.

03.

Considers the patient's experience

Consider whether the patient has experienced any adverse drug reactions (ADRs) or has risk factors for them.

02.

Evaluate the safety and effectiveness of medications

Assess whether the patient's medications are safe, appropriate, and effective, and if they're being used as recommended.

04.

Recommends improvements & report

Provide a report to the GP, their patient, and aged/home care provider that contains recommendations to improve the patient's medication management. This report is also uploaded to the patient's My Health Record.

The Medication Management Review process helps to:

Reduce the risk of adverse medication events

Improve the quality of medical care

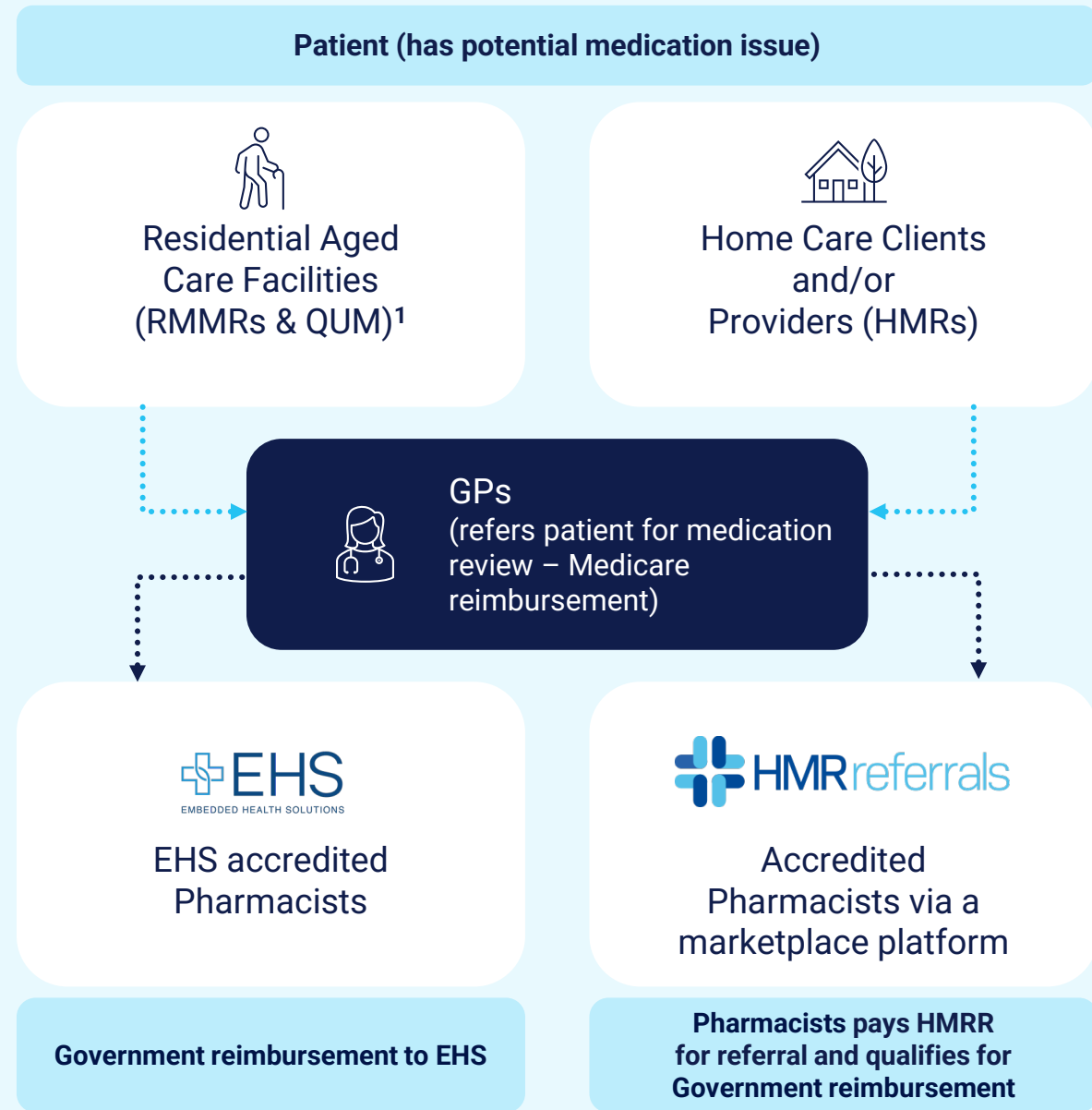
Ensure that residents are taking the best medications for their needs



Key stakeholders and business model

Our value proposition:

Reduction in medication-related harm, reduction in hospitalisations of patients, continuity of care for patients, and increased revenue for GPs and GP clinics.





EHS and HMRR Referrals Synergies

Dedicated and laser focused medication management and clinical governance company

The 100% ownership of EHS enables us to create a market-first integrated platform streamlining both Home Medicines Reviews (HMRs) and Residential Medication Management Reviews (RMMRs).

This unified approach through EHS and HMR Referrals establishes a complete medication management ecosystem spanning residential and home care market.

01

Integrated medication management platform

Combining EHS's residential services with HMR Referrals' home review platform creates a seamless, end-to-end solution across aged care, homecare, and disability sectors.

03

Operational efficiency

System integration unlocks material cost synergies to be realised during FY25 by streamlining operations across both platforms while enhancing overall service quality and profitability.

02

Expanded reach and service offering

EHS's clinical governance expertise complements HMR Referrals' capabilities, enabling us to provide comprehensive medication management from residential facilities to home-based clients.

04

Expanded GP and pharmacist network

With the combined strengths of EHS's clinical governance expertise and HMR Referrals' GP and pharmacist network connections, Careteq solidifies its competitive edge as a leading medication management provider. This synergy supports scalable growth and reinforces our leadership in delivering innovative, patient-centered healthcare solutions.

Q FY25 – strategic pillars and outlook

Strategy Execution →



01

Integrated operating platform on track

- The single software platform integration is on track for roll out during March this year.
- The end result will be a cohesive medication management platform across aged, home, and disability care.

02

Further synergies to be realised

- Following this, further synergies are expected to be unlocked as one platform will deliver an integrated solution across residential aged care, home care, and disability sectors and high-cost legacy platforms are decommissioned.

03

The ATO position paper remains ongoing, with experienced advisers working with the ATO to attempt to resolve the matter

- RSM – R&D Department
- Minter Ellison – Legal

04

FY25 outlook

- EHS EBITDA of \$0.9m for the first half is tracking ahead ahead of budget with reviews, revenue and EBITDA growth expected for FY25.
- 1H FY25 EBITDA from continued operations was \$0.2 million including one off costs which totalled \$127k for the period.
- Careteq expects full year revenue growth in FY25 over pcp and a positive EBITDA from continuing operations result for the full year.

Appendix



Profit & Loss

Account	31 Dec 2024	31 Dec 2023	VAR (%)
Trading Income	\$Am	\$Am	
Total Trading Income	4.00	3.5	+15.5
Other Income			
Total Other Income	0.3	0.3	+11.5
Total Income	4.3	3.8	+15.1
Less Direct Costs			
Total Direct Costs	(2.3)	(1.9)	-20.1
Gross Profit from continuing operations	2.0	1.9	+10.0
GP Margin	47%	49%	-2 ppts
Operating Expenses			
Total Operating Expenses	(1.8)	(2.0)	+12.7
EBITDA from continuing operations	0.2	(0.2)	+214.2
Depreciation and Amortisation	(0.2)	(0.1)	-68.8
EBIT from continuing operations	(0.1)	(0.3)	+121.9
Interest	(0.1)	(0.1)	-49.0
Profit/(Loss) Before Tax from continuing operations	(0.1)	(0.4)	+83.3
Income Tax Expense	(0.0)	(0.3)	+100
Profit/(Loss) After Tax from continuing operations	(0.1)	(0.7)	+89.8



Balance sheet

Assets	
Current Assets	\$Am
Cash at Bank	0.85
Trade and Other Receivables	1.18
Inventories	0.00
Contract Assets	0.75
Other Current Assets	0.09
Total Current Assets	2.87
Non-current Assets	
Property, Plant and Equipment	0.04
Intangibles	2.52
Right of Use Assets	0.14
Other	0.12
Total Non-Current Assets	2.82
Total Assets	5.69

Liabilities	
Current Liabilities	\$Am
Trade and Other Payables	1.38
Lease Liabilities	0.07
Financial Liabilities	0.98
Employee Benefits	0.43
Income tax	0.51
Total Current Liabilities	3.37
Non-current Liabilities	
Financial Liabilities	1.19
Employee Benefits	0.10
Lease Liabilities	0.09
Total Non-current Liabilities	1.38
Total Liabilities	4.75
Net Assets	0.94
Equity	
Issued Capital	25.49
Reserves	0.54
Accumulated Losses	(25.09)
Total Equity	0.94



Cash flow statement

	31 Dec 2024	31 Dec 2023
CASH FLOWS FROM OPERATING ACTIVITIES	\$Am	\$Am
Receipts from customers (inclusive of GST)	4.47	3.96
Government grants and tax incentives	0.00	0.03
Payments to suppliers and employees (inclusive of GST)	(4.98)	(5.20)
Net cash used in operating activities	(0.51)	(1.21)
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments in relation to business acquisitions	(0.30)	(0.28)
Payments for property, plant and equipment	(0.02)	(0.04)
Payments for intangible assets – Sofihub R&D	0.00	(0.38)
Disposal of property, plant and equipment	0.00	0.00
Proceeds from disposal of business	0.58	0.00
Net cash used in investing activities	0.26	(0.70)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from issue of shares	0.00	2.47
Share issue transaction costs	0.00	(0.20)
Payments of lease liabilities	(0.04)	(0.04)
Interest and other finance costs paid	(0.03)	0.00
Dividends paid	(0.09)	0.00
Net cash from/(used in) financing activities	(0.16)	2.23
Net increase / (decrease) in cash and cash equivalents	(0.41)	0.32
Cash and cash equivalents at the beginning of the financial half-year	1.25	1.85
Effects of exchange rate changes on cash and cash equivalents	0.01	0.00
Cash and cash equivalents at the end of the financial half-year	0.85	2.17



Corporate overview

CAPITAL STRUCTURE

237m

Shares on issue

59.9%

Top 20 ownership

0.014

Share price (27/02/2025)

\$3.3m

Market capitalisation

\$0.8m

Cash (31/12/2024)

\$2.2m

Vendor debt (31/12/2024)

BOARD OF DIRECTORS



MARK SIMARI Executive Chairman

Over 16 years' Board experience in a diverse range of organisations.

Co-Founded and served as Managing Director of Paragon Care (ASX: PGC) from 2008 to 2018, leading its transformation into one of Australia and New Zealand's premier independent healthcare equipment and supplies providers.

Extensive experience in finance, investment, equity capital markets and M&A



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. Board member of Paragon Care 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 40 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 financial management, change management, compliance and governance.

Previously Chief Financial Officer of Paragon Care Limited



Thank You



MARK SIMARI

Executive Chairman
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CORPORATE ADDRESS

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