

## HSC Technology Group receives major purchase order from VitalCALL/Chubb

4 April 2022

### HIGHLIGHTS

- **Initial purchase order for 5,000 units received from VitalCALL/Chubb**
- **Revenue forecast from order in excess of \$1.6 million**
- **Amendment to agreement with VitalCALL/Chubb includes non-binding target for an additional 15,000 units**

**HSC Technology Group Ltd (HSC or the Company) (ASX: HSC)** is pleased to announce it has received an initial purchase order from VitalCALL/Chubb for 5,000 personal emergency response systems (PERs).

HSC will commence the supply of assistive technology (PERs) as well as provide subscription services via our Talius Smart Care Platform to the current and future clients of VitalCALL in the retirement living, independent living and community care sectors.

VitalCALL is Australia's original provider of 24 hours a day, 7 day a week personal emergency response alarms. Trading in Australia for over 40 years, they are one of the largest providers of PERs in Australia. VitalCALL is part of the Chubb group, one of the best-known providers of fire safety and security solutions protecting people, property and assets around the world.

In addition to the initial purchase order, the agreement variation<sup>1</sup> includes a non-binding order target of 20,000 units from VitalCALL, providing a further 15,000 units in potential orders. While this additional volume target is non-binding, HSC sees it as a strong endorsement of its technology solutions and is delighted to be a significant part of VitalCALL's plan to replace their ageing 3G technology.

Revenue for the initial purchase order of 5,000 units is forecast to be more than \$1.6 million. Should HSC receive orders for the non-binding targeted number under the amended agreement, it would significantly bolster the Company's revenue going forward.

Mr. Joshua Simmons - Manager Director of Monitoring Solutions at VitalCALL/Chubb said:

*"VitalCALL is excited to be working with HSC and providing this next generation assistive technology to the seniors' market and providing our customers with a solution that will allow them to improve their safety and independence while providing peace of mind to families that VitalCALL is here 24 hours if required."*

Commenting on the partnership, Mr. Graham Russell, Managing Director said:

*"We applaud VitalCALL/Chubb in their proactivity to address the impending 3G shutdown and upgrading their PERs solution. We are honoured to be working with VitalCALL and Chubb, one of the*

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<sup>1</sup> Received as part of a variation to its original partnership agreement with VitalCALL (see ASX announcement dated 17 August 2021).

*largest and most successful technology service companies in the world, and grateful for its support. This initial order and the additional order target, demonstrates the standing of HSC in the sector and its unwavering commitment to quality technology platforms allowing seniors and people with disabilities to live independently.*

*"We are very much looking forward to working with their team as strategic partners and are extremely encouraged for what this will allow us to go on and achieve."*

This announcement has been authorised by the Board of Directors of HSC Technology Group Ltd.

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**About HSC Technology Group Ltd. (ASX: HSC)**

HSC provides a suite of technology enabled care solutions to the aged and disability sectors across multiple verticals, including retirement living, residential aged care, home, and community settings to improve the quality of life, later in life.

HSC's Software as a Service (SaaS) data analytics platform Talius Smart Care combines smart sensors with AI machine learning (powered by CSIRO) that delivers automated actions. Talius links awareness, analysis, and action through one platform allowing the care model to move from spot check care to sense-respond care. Nursing staff can switch their focus from data collection to building a human connection. Most importantly, residents benefit from a new era of autonomy and dignity.

HSC helps protect and connect our elderly and people with disabilities with a scalable healthcare technology platform integrated with leading third-party providers to ensure end-to-end solutions for Connected Health.

- ❖ HSC Care
- ❖ HSC Home
- ❖ Talius

## FORWARD LOOKING STATEMENTS

*Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:*

- (a) are necessarily based upon several estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political, and social uncertainties and contingencies;*
- (b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and*
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