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Full Year 2024 Results Investor Presentation

ASX:TAL
www.talius.com.au

The Next-Gen Aged Care Technology

Date: 26 February 2025



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Mission and Purpose

To improve the quality of life, later in life.
Utilising IoT sensor technology to provide remote enabled safety and healthcare data to the health and aged care and disability sectors.

Talius Smart Care Platform

Data analytics platform that combines best on market smart sensors with AI machine learning (powered by CSIRO) that delivers mission critical actions to prevent incidents, improve care outcomes, and strengthens compliance.

Business model

B2B and B2B2C with multiple distribution channels earning revenue from upfront hardware sales of IoT sensors that onboard subscribers to our Talius Platform that earns software as a service (SaaS) recurring revenue.

Our Aged and Disability Sector Verticals



Home Care

Ageing in Place
Telehealth



Retirement Villages

Emergency Response
Remote Patient Monitoring



Residential Aged Care Facilities

Nurse Call
Resident Monitoring



Beyond Care

Mobile Duress
Real Time Location Services
Asset Management



**Talius
Group**

**FY24
RESULTS**

FY24 Key Financials

	FY24 \$'000	FY23 \$'000
Revenue – Hardware & Projects	8,457	10,652
Revenue – Recurring	2,664	1,565
Total Sales Revenue	11,121	12,217
Total Income	11,413	12,439
Underlying EBITDA *	(2,651)	(885)
Underlying NPAT *	(2,873)	(1,051)
Non-Operating Items	(348)	(290)
Statutory loss after tax	(3,222)	(1,341)
ARR (\$000's)	2,929	1,933
Subscriptions (000's)	42.6	29.0

* Underlying EBITDA and loss before tax reflects statutory profit as adjusted to reflect the Directors' assessment of the result for the ongoing business activities of Talius, in accordance with AICD principles of recording underlying earnings. Refer to Appendix A for more information.

Underlying profit measures have not been audited.

FY24 Highlights

- Sales revenue decreased by 9% YoY to \$11.1M, with promising pipeline for FY25.
- Recurring software revenues continue to demonstrate robust growth with 52% increase YoY, aligned with our expanding subscriber base.
- Annualised recurring revenue (ARR) now at \$2.9M and a material revenue contributor for FY25 and beyond.
- Subscriptions grew to over 42,600.
- Approximately 20,000 Talius PERs products have been sold and delivered but are pending installation. Commissioning is targeted throughout FY25 with additional pipeline conversions to be added.
- Decrease in earnings largely due to reduced FY24 sales, increased staff costs and impairments.

FY24 Key Achievements



Secured major contracts including St John's and ADT in New Zealand, with significant rollout planned for 1H25



Surpassing 42,600 subscriptions on the Talius Smart Care Platform with incremental 20,000 subscriptions contracted but not yet activated



Key strategic investor brought on to enhance commercial pathways and solidify capital position



Significant investment (~\$890k) in the Talius Platform to ensure market leading user experience and scalability in response to the substantial increase in data.



Structural cost reductions made including rightsizing of workforce to realise material savings in FY25



Ongoing focus on inventory management and cost control to optimise efficiency and maintain financial discipline. Impairments taken in FY24

Key Metrics

2H24 revenues up 23% YoY with strong 2H24 contracted wins



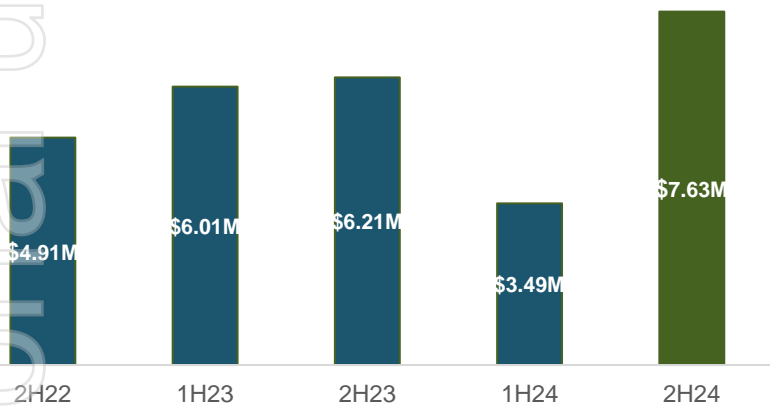
64% compound annual growth in subscriptions



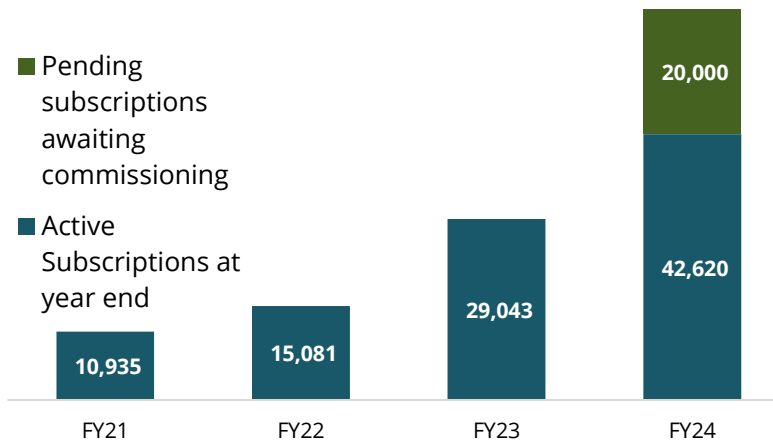
74% compound annual ARR growth



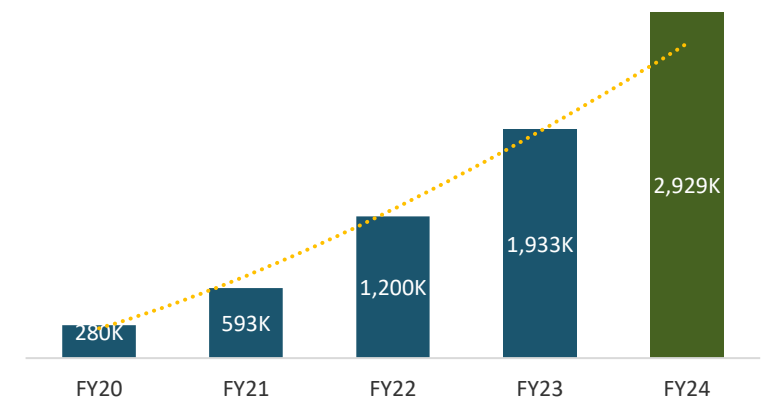
Sales Revenue by Half Year



Subscriptions



ARR



FY24 FINANCIALS



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INCOME STATEMENT

	FY24	FY23
Revenue	11,150,327	12,217,250
Other income	262,382	222,194
Cost of sales	(8,404,400)	(8,874,909)
Amortisation & depreciation	(241,076)	(131,722)
Consulting fees	(478,448)	(465,760)
Employee benefits expenses	(3,525,237)	(2,783,273)
Marketing expenses	(142,291)	(229,715)
Property expenses	(23,792)	(8,253)
Finance costs	(22,941)	(38,344)
Share based payments	(106,663)	(377,179)
Impairment of receivables	(234,370)	9,080
Impairment of inventories	(200,000)	90,715
Corporate and other overheads	(1,255,322)	(971,486)
Loss Before Tax	(3,221,831)	(1,341,402)
Income tax	-	-
Loss After Tax	(3,221,831)	(1,341,402)

- Total revenue and income declined by 9% YoY due to drop in hardware sales. Major contracts with St John's and ADT NZ were secured during this period, with most deliveries scheduled for 2H24 and 1H25.
- Recurring software revenues continuing to grow strongly in line with increasing subscriber base.
- Employee costs increased due to strategic investments in key positions. With increased staffing centralisation, these costs have been rightsized for FY25 with approx. \$600k net savings realised.
- Ongoing investment in market and sales channel development.
- Administrative and corporate costs have risen, reflecting the larger operational base established over the past 12 months.
- Impairments taken on inventory and legacy receivables.

BALANCE SHEET

	Dec 24	Dec 23
ASSETS		
Cash and cash equivalents	4,146,742	1,910,469
Trade and other receivables	1,005,029	927,085
Inventories	1,395,547	2,359,449
Other current assets	224,846	240,557
Current Assets	6,772,164	5,437,560
Plant and equipment	51,890	71,014
Software/intangible assets	871,535	205,088
Right-of-use assets	64,758	136,126
Non-Current Assets	988,183	412,228
LIABILITIES		
Trade and other payables	2,973,782	498,612
Contract liabilities	209,735	28,539
Borrowings	71,661	39,380
Short-term provisions	27,158	106,275
Lease liabilities	48,828	86,411
Current Liabilities	3,331,163	759,217
Lease liabilities	41,615	90,443
Non-Current Liabilities	41,615	90,443
NET ASSETS	4,387,568	5,000,128
EQUITY		
Share capital	22,881,242	20,174,887
Share based payment reserve	371,712	599,994
Accumulated losses	(18,865,386)	(15,774,753)
TOTAL EQUITY	4,387,568	5,000,128

- Significant investments in the Talius Platform have enhanced data management capabilities for scalability and improved user experience, adaptable across Aged Care and other complementary verticals.
- Material increase in payables due to orders for the St John's and ADT NZ projects, with benefits realised in 2H24 and 1H25.
- No significant borrowings.
- \$72k unmarketable buyback executed during the first half, an important step in managing the share register moving forward.
- Share based payment reserve decreased through conversion and lapse of performance rights.

CASH FLOW

	FY24	FY23
Receipts from customers	11,331,282	12,792,609
ARIIA grant & R&D tax incentive	94,680	314,362
Payments to suppliers & employees	(10,523,222)	(13,980,286)
Net finance costs	(20,419)	(38,161)
Cashflow from operating activities	882,321	(911,476)
Payments for plant & equipment	(16,932)	(51,713)
Payments for intangible assets	(893,850)	(134,016)
Cashflow from investing activities	(910,782)	(185,729)
Proceeds from issue of shares	2,574,450	2,500,000
Share buy-back	(71,843)	-
Share issue costs	(7,500)	(158,750)
Lease and other principal payments	(230,371)	(159,389)
Cashflow from financing activities	2,264,736	2,181,861
Net cashflows	2,236,275	1,084,656
Opening cash at start of the year	1,190,469	825,813
Cash at the end of the period	4,146,744	1,910,469

- 3 consecutive cashflow positive quarters demonstrating prudent cash management.
- Key strategic investor onboarded to enhance capital position and provide incremental commercial pathways.
- Lower customer receipts due to reduced hardware sales, impacted by the timing delays of major contracts.
- Reduced supplier payments reflecting decreased inventory purchases during the half.
- Approximately \$890k investment in the Talius Platform during the year, delivering immediate improvements in data management and platform performance for scalability.
- Strategic projects underway to significantly reduce data storage costs and enhance cybersecurity.

Outlook for next 6 months

Growth Pillars

Expanding Talius' enterprise grade products into the Home Care market, with multiple key partner pilots now underway

New Aged Care Act providing significant tailwind and funding for the sector

Beyond Care vertical now fully scoped and in advanced negotiations with a global distributor

Key strategic investor now onboarded and incremental commercial pathways being finalised

Outlook

Strong sales pipeline with major contracts won and being delivered in 1H25 and beyond

Material subscription growth based on already contracted wins and new pipeline conversions

Talius aggressively pursuing Home Care opportunities

Material platform investment now achieved with reduced spend anticipated for FY25



Talius' differentiator

Talius™ Smart Care Platform

Identifying the Problem

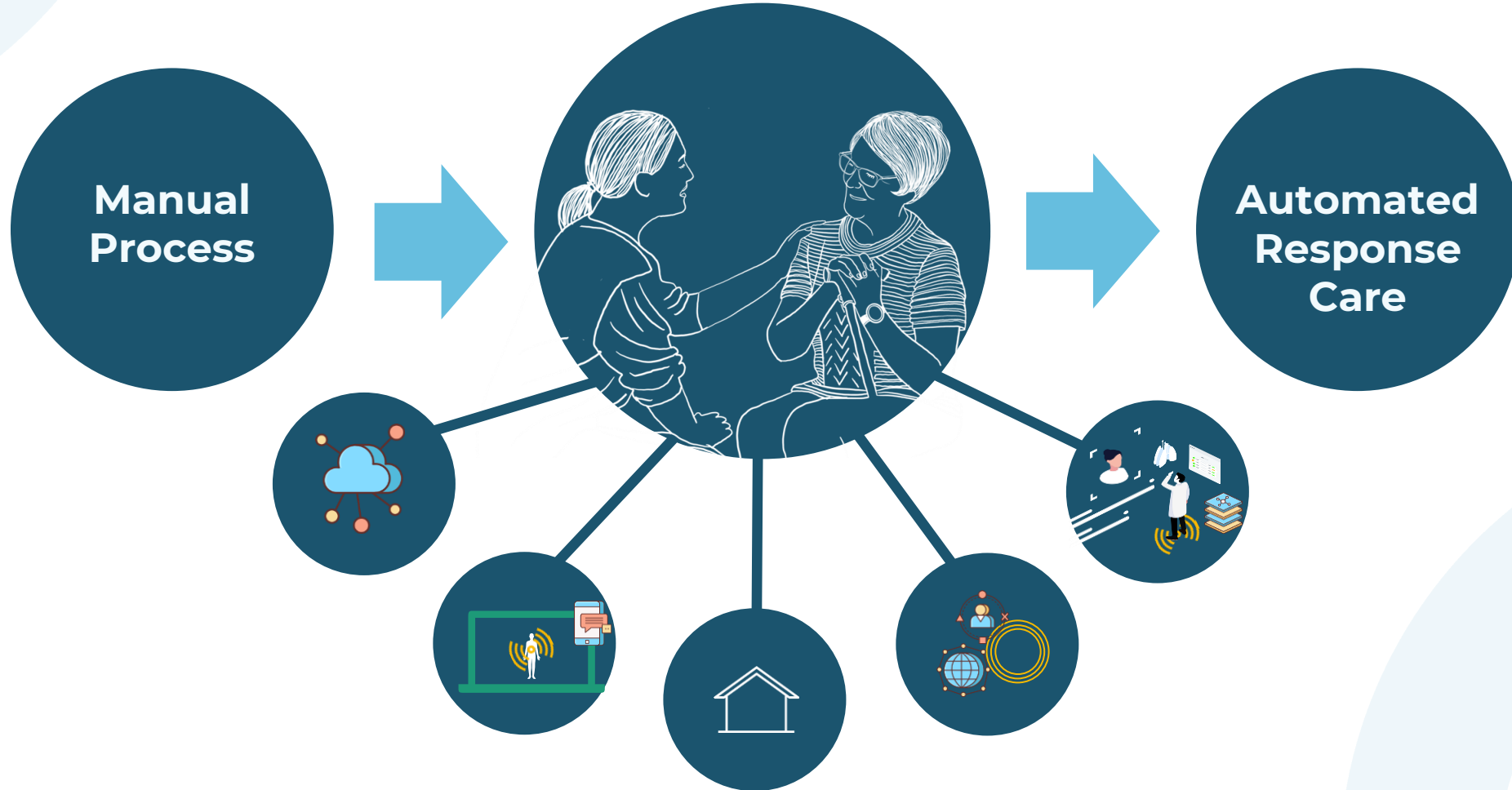
Manual processes are
literally killing the aged
sector



- Inefficient and repetitive
- Too slow for meaningful intervention
- Poor data capture
- Disruptive, undignified and embarrassing
- Don't include family
- Low-value, high cost

Addressing the Problem

By using technology to shift



AWARENESS

It starts by using technology to shift spot-check care to sense-respond care...

ANALYSIS

The data is captured within Talius – an agnostic AI engine that links in with existing systems and technology. Talius provides oversight in simple dashboards to improve outcomes.

ACTION

Talius uses advanced predictive interpretation to automatically detect anomalies and complete proportional actions.



The Challenges We Solve

Aged Care providers are dealing with these five issues.
The Talius Smart Care Platform solves these.



Better Compliance

- Key personnel risk
- ACQSC Assessment Failures
- Avoid reputation damage
- AN-ACC Reforms around care minutes and star ratings



Staff Engagement

- Maximising utilisation
- Removing unnecessary repetition
- Reducing churn and the hiring costs



Communication with Families

- Receiving information on their own terms – what, when, and how
- Providing peace of mind
- Easily identifying promoters and detractors
- Alleviating their stress



Resident Autonomy

- Resolving spot-check issues
- Moving towards data informed management
- Creating dignified and supported environments
- Changing negative perceptions



Commercial Viability

- Maintaining 92%+ occupancy
- Maintaining a competitive advantage
- Recurring revenue streams not linked to resident fees

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Key Information

- APAC footprint.
- B2B2C business model with multiple distribution channels.



Trusted by some of APAC's biggest providers.



Key partner agreements with the most respected names.



Corporate Information

ASX code	TAL
Share price	0.8 cents
Market cap	\$22.94m
Shares on issue	2.867b
52-week trading (low/high)	0.6c to 1.1c
Shares held by Top 20	59.5%
Cash (31 December 2024)	\$4.15m

Investor Enquiries

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Appendix A – Details on Non-Operating Items

ADJUSTMENT	DESCRIPTION
<p>Share based payments</p>	<p>Talius has provided performance rights to employees, directors and certain key consultants in order to attract, retain and incentivise these individuals.</p> <p>This investment in the Talius team is designed to strengthen all areas of the business and sets a platform for expected future growth, especially given the tight labour market conditions in the sector.</p> <p>Talius expects to issue further performance rights moving forward, but has classified these amounts as non-operating in order to better demonstrate the cash profit/loss for the respective reporting periods.</p>
<p>Amortisation of Acquisition Intangibles</p>	<p>Talius acquired the customer listing from eHomeCare in December 2023.</p> <p>The amortisation of this acquisition has non-operating in order to better demonstrate the cash profit/loss for the respective reporting periods.</p>
<p>Impairment of inventory</p>	<p>As part of the acquisition of HomeStay Care International Pty Ltd, Talius acquired a range of security devices in the inventory stores.</p> <p>This stock is not applicable to the aged care sector and whilst Talius will continue efforts to sell this inventory, Talius has taken a conservative view and recognised a full impairment charge of \$200k.</p> <p>Talius has not purchased any security devices subsequent to the acquisition of HomeStay Care International Pty Ltd.</p>

Note: there was an error in the calculations for the Underlying NPAT and Underlying EBITDA for the FY23 period. The corrected figures have now been updated for the comparative period.