

Talius Group

June 2025 Quarterly Report

23 July 2025

HIGHLIGHTS

- **Net profit for Q2 of \$0.37 million¹**
- **Cash receipts from customers of \$1.82 million for Q2 and \$4.18 million for H1FY25 (H1FY24: \$3.56 million)**
- **Cash and cash equivalents at the end of the quarter were \$2.07 million**
- **Revenue and other income of \$2.88 million for the quarter¹**
- **Subscriptions now 49,300, a 6% increase QoQ**

Talius Group Limited (Talius or the Company) (ASX:TAL) is pleased to provide the following activities and business updates alongside its Appendix 4C - Quarterly Cashflow Report for the quarter ended 30 June 2025 (the **quarter**).

The Company finished the quarter with a net profit. The half-year was strong, with revenue 20% higher than the prior corresponding period. These improvements resulted from continued growth in subscriptions and pipeline, tighter cost control and benefits from our R&D tax concession claim.

Path to profitability

The June quarter reflects continued progress in the Company's focus on driving profitability, supported by sustained growth in Annual Recurring Revenue (ARR) and ongoing momentum in industry tailwinds. The sales pipeline remains strong, with several key opportunities advancing to late-stage negotiation or awaiting formal contract execution.

During the quarter, the Company returned to profit, primarily driven by strong cash receipts, improved Q2 pipeline and subscriptions, continued focus on tighter expense controls and the recognition of a Research & Development tax concession for FY25 expenditure amounting to \$0.738 million, reflecting successful claim submissions for qualifying expenditures. Note the cash for this refund was received in July 2025, but is recognised upon successful lodgment, which was in late June.

Management remains focused on delivering sustainable, organic profit growth moving forward.

Sales

During the quarter, cash receipts totaling \$1.82 million were received from the sale of digital technology hardware and data service to our enterprise customers. The cash receipts were softer than the previous quarter, however the pipeline remains robust for Q3 and beyond.

Talius has successfully completed delivery on the purchase order received from Hato Hone St John (HHSTJ) in New Zealand. The HHSTJ team will continue to roll out the installation of the technology over the next few months, enabling continued and steady growth of subscriptions to the Talius platform.

¹ Unaudited, based on Management accounts

Importantly, Talius is currently under consideration for a number of potentially significant tenders from prominent aged care providers. The results of these tenders should be known in the next few months and given the momentum and market standing that Talius has achieved, there is confidence around securing some or part of those opportunities.

In addition to the tender pipeline, Talius also has confirmed sales in the coming quarter which include:

- A further order from HHSTJ for Lifepod units equating to approximately \$410,000.
- Deployment at Roshana Aged Care's first site valued at \$200,000, with potential for rollout across an additional 16 sites pending successful implementation.
- New Direction Care has advanced from pilot phase to full project deployment, representing a contract value of \$256,000.
- Variation to contract with Hycorp for installation in 111 independent living units and a community centre, valued at \$76,000.

Subscriptions

Since the end of the previous quarter, Talius has increased its subscription numbers by 6% to over 49,300 with a further 12,000 subscriptions that have been contracted but not yet activated.

Annualised recurring subscription revenues remain strong at \$3.2 million, which represents an increase of 2% on the previous quarter end, and an increase of 32% on June 2024.

Partnership with Wesco Anixter

As announced on 15 May 2025, Talius has signed a Distribution Agreement with Wesco Anixter for Australia, New Zealand, and Singapore. This partnership significantly expands Talius' sales and installation reach by leveraging Wesco's extensive global network and strong presence across multiple industries. Wesco Anixter, the international go-to-market brand of Wesco, brings substantial capability through its broad sales force, marketing reach, and established relationships in the healthcare and home healthcare markets.

The agreement opens immediate opportunities for Talius to be specified into large-scale health projects and also benefit from Wesco's account management and demand generation expertise.

Talius has received its first purchase order from Wesco Anixter and anticipates this agreement will deliver consistent and material commercial growth. All services under the agreement will be delivered via Talius' Smart Care Platform as a subscription service.

Strategic Partnership with Silverchain Group for AI Voice Virtual Assistant

Talius has expanded its strategic partnership with Silverchain Group, one of Australia's largest home care providers, to deploy its AI Voice Virtual Assistant technology as part of Silverchain's services. This advanced solution enhances aged care by delivering real-time health monitoring, personalised

reminders, and seamless integration with existing systems, enabling better support for elderly clients through voice-driven interactions. The partnership reflects a shared commitment to improving quality of life for older Australians and advancing Ageing in Place initiatives, allowing more individuals to remain safely in their homes with the support of smart health technology.

MOU Signed with Global Home Care Technology Partner

On 9 May 2025, Talius signed an MOU with Angsana Investments' new venture, Silvercircle, an assistive technology provider currently piloting the Talius Healthcare platform at two UK sites. If successful, Silvercircle is expected to become the master licensee in the UK, with plans for broader expansion across Europe and Singapore.

Home Care

The Commonwealth Government's new Aged Care Bill 2024, introduced on 12 September 2024 to replace the Aged Care Act 1997, will now come into effect on 1 November 2025 due to delays in finalising funding decisions. A key component of the new legislation is the Assistive Technology Home Modifications (AT-HM) funding model under the Support at Home program, which includes a dedicated category for personal alarms such as Personal Emergency Response Systems (PERS).

This funding will cover procurement or rental, installation, SIM card costs, 24/7 monitoring, and subscriptions, with PERS to be prescribed by qualified health professionals. Three funding levels - \$500, \$2,000, and \$10,000 annually - will be available based on client eligibility.

Talius is well-positioned to meet the requirements across all tiers with its range of PERS devices and smart home solutions, all of which integrate with the Talius Health Platform and have been successfully piloted.

Retirement Villages

During the quarter, the Talius team participated in the National Retirement Living Summit held in Brisbane, where we showcased the Talius platform and its suite of smart devices designed to support ageing in place. The response from industry stakeholders was highly encouraging, reflecting strong market interest in scalable, technology-enabled solutions for independent living.

As a result, we are actively progressing a number of partnership opportunities, particularly in New Zealand, where the scheduled decommissioning of the 3G network at the end of 2025 is driving demand for next-generation connectivity solutions.

In parallel, Talius is collaborating with our network of over 250 retirement villages to implement our new cloud-based maintenance portal. This platform provides real-time visibility into the operational status of deployed devices, significantly enhancing system reliability, delivering greater peace of mind to residents and operators, and reducing overall maintenance costs through proactive issue detection and response.

This aligns with our consistent stated strategy to become both the SaaS and PaaS provider of choice to the aged care sector.

Residential Aged Care (RAC)

The Talius Projects Team continues to deliver on its strong project pipeline. During the quarter, the team advanced multiple installations, including nearing final completion of the Hyecorp – Heart of Willoughby development in Sydney. Following the successful delivery of the core building, Talius secured an additional order to extend our platform to the surrounding Independent Living Units and the on-site Community Centre. This expanded scope is expected to be completed within the current quarter.

Work at New Direction Care – Bellmere is progressing well, with structured cabling and hardware staging underway. The project remains on track for full completion by the end of Q3.

Following an extensive due diligence process, Talius was also pleased to be selected to implement the Talius Healthcare Platform at Adventist Retirement Plus – Melody Park Residential Aged Care. This engagement will commence with a pilot deployment to validate system integration and performance, with a view to scaling across the broader site upon successful completion.

In addition, Talius partner Vitalcall (a division of the Chubb group of companies) was awarded the contract to deliver the Talius Healthcare Platform at Roshana Aged Care, located on the NSW Central Coast. The Talius Projects Team will be working alongside Vitalcall to support the successful delivery of this project.

Beyond Care

Following the formal commencement of our national partnership with Wesco, including the receipt of the initial purchase order, the Talius team has been actively engaging with Wesco's state offices and its network of specialist systems integrators servicing the health and aged care sectors. These visits have facilitated early-stage commercial traction, resulting in a series of initial purchase orders as integrators begin to familiarise themselves with the Talius platform and its capabilities.

To support sustained growth, Talius is collaborating with Wesco on targeted education and marketing initiatives aimed at equipping their integrator network to expand service offerings into the health and aged care market. This includes technical enablement, product training, and co-branded outreach materials.

Talius has also been invited to co-exhibit with Wesco at the upcoming ASIAL Security Expo in Sydney, the premier national event for system integrators. This will serve as a key platform to formally launch the partnership, showcase the Talius Healthcare Platform to a broader market, and accelerate channel engagement.

Research and Development

The Talius R&D team has made strong progress this quarter, reaching the halfway point in the development of the "Talius Wizard", a sophisticated API interface designed to enable seamless onboarding of data devices onto the Talius Platform. While this process is currently managed internally on behalf of our partners, the Wizard is being purpose-built to support self-service enrolment by users of any technical background. This capability is a foundational step in enabling the platform to scale globally, with a frictionless and intuitive interface that abstracts the underlying complexity of device integration.

In parallel, the team is preparing for the launch of “Talius Compass”, a new external GPS mapping module. Developed in direct response to client demand, Compass extends our core tracking capabilities beyond the built environment to support the safety and wellbeing of individuals in broader community settings. This module will be particularly impactful in enhancing visibility of movement outside facilities, benefitting both residents and staff.

Compass is also attracting interest from adjacent markets, including the construction sector and justice departments, where workforce safety and location-awareness are equally critical. These cross-sector inquiries reflect the broader applicability of our platform and the growing recognition of Talius as a leader in intelligent safety infrastructure.

Talius lodged its Research and Development (R&D) Tax Incentive claim prior to 30 June 2025 and has since received a refund of \$738,000 in July 2025. The refund provides a valuable non-dilutive capital injection to support ongoing product development and commercialisation activities.

Financial Position

The Company concluded 2Q25 with a NPAT of \$0.37 million. Talius recognised revenue of \$2.88 million² in the quarter and recorded a net profit of \$0.37 million. As noted above, ARR is now \$3.2 million, with a further 12,000 subscriptions to be activated.

The Company received cash payments during the quarter of \$1.82 million from sales of assistive technology to enterprise customers. Talius has a number of committed orders due for completion in the second half of the year.

Operating cash outflows throughout the quarter was \$2.4 million, with 60% (\$1.4 million) expended on inventory and other cost of sales, 32.8% (\$0.9 million) on R&D and staff costs, with the remaining balance of 7.2% (\$0.18 million) going towards marketing, office rent and other general administration costs.

Related party payments of \$60,094 during the quarter are detailed in Section 6 of the accompanying Appendix 4C, and represent payments for director fees, the Managing Director’s salary, and superannuation payments.

Completion of Share Consolidation

During the quarter, Talius successfully completed a 10:1 share consolidation, as approved by shareholders at the Company’s General Meeting held on 22 May 2025. The consolidation was implemented in accordance with ASX requirements, with the trading of securities on a post-consolidation basis commencing on 13 June 2025. The consolidation has resulted in a more efficient capital structure and a more appropriate share price level, positioning the Company for future growth and improved investor engagement.

Commenting on the quarter, Mr. Graham Russell, said:

² Unaudited, based on Management accounts.

"Talius operates on a calendar fiscal year model, and we have now reached the halfway mark of FY2025. Consistent with our historical trajectory, the first quarter began with a measured pace, reflective of typical seasonality, while the second quarter showed a marked acceleration in activity. As we enter the second half of the year, we are experiencing a clear uplift in project commencements, client inquiries, and overall business momentum.

Our focus is firmly on execution and sustainable profitability. We are targeting the conversion of a significant pipeline of opportunities to ensure we meet our FY2025 revenue and budget targets. Equally important, we are working to secure a stable and scalable workflow that will carry strong operating momentum into FY2026.

The market response to the Talius platform continues to be highly encouraging. We are operating from a position of strength, underpinned by the capability of our team, the maturity of our solutions, and the quality of our delivery. While the journey to date has been more challenging than anticipated, our persistence is beginning to yield meaningful results.

Notably, our strategic partnership with Wesco represents a major step forward in our market access and distribution strategy across Australia. In parallel, our first pilot deployment in the United Kingdom with Silvercircle signals the early stages of our international expansion. The global health and aged care sectors face substantial challenges, and Talius is increasingly recognised as a leader in delivering innovative, technology-driven solutions. We are optimistic about the opportunities ahead and excited by what the future holds."

This announcement has been authorised by the Board of Directors of Talius Group Limited.

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investors@Talius.com.au**More on TALIUS**[Investor centre](#)[About Us](#)[News](#)**About Talius Group Limited (ASX: TAL)**

Talius 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.

Talius' Software as a Service (SaaS) data analytics platform Talius Smart Care combines smart sensors with AI machine learning 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.

Talius 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.

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*
- (c) may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results, and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social, and other conditions. The Company disclaims any intent or obligation to publicly update any forward-looking statements, whether because of new information, future events, or results or otherwise.*

The words "believe", "expect", "contracted", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule", "planned" and similar expressions identify forward looking statements. All forward looking statements contained in this ASX release are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

TALIUS GROUP LIMITED

ABN

62 111 823 762

Quarter ended ("current quarter")

30 JUNE 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	1,824	4,175
1.2 Payments for		
(a) research and development	(64)	(130)
(b) product manufacturing and operating costs	(1,456)	(3,933)
(c) advertising and marketing	(76)	(95)
(d) property expenses	0	(5)
(e) staff costs	(735)	(1,573)
(f) administration and corporate costs	(100)	(232)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	3	3
1.5 Interest and other costs of finance paid	(6)	(9)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	0	0
1.8 Other income	-	-
1.9 Net cash from / (used in) operating activities	(610)	(1,799)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) software, plant and equipment	(40)	(173)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(40)	(173)

3.	Cash flows from financing activities	-	-
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Share buyback	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	0	(13)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(23)	(50)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Repayment of lease liabilities	(20)	(44)
3.10	Net cash from / (used in) financing activities	(43)	(107)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	2,761	4,147
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(610)	(1,799)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(40)	(173)

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(43)	(107)
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	2,068	2,068

5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	2,068	2,761
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	2,068	2,761

6. Payments to related parties of the entity and their associates		Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	60
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<p><i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i></p> <p>Director fees and Managing Director salary & superannuation: \$60,094</p>		

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other – Insurance premium funding	0	0
7.4 Total financing facilities	0	0
7.5 Unused financing facilities available at quarter end		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
Insurance premium funding facility provided by Hunter Premium Funding. The amount is unsecured, repayable in monthly instalments by February 2025 and bears interest at 9.2% per annum.		

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(610)
8.2 Cash and cash equivalents at quarter end (item 4.6)	2,068
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	2,068
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	3.39
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 23 July 2025

Authorised by: The Board of Directors of Talius Group Limited
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.