

## Talius Group Sales Update

27 November 2024

### HIGHLIGHTS

- **MSA executed with Benetas for Home Care pilot**
- **Aged Care Bill passed in Parliament and will start 1 July 2025**

**Talius Group Limited (Talius or the Company) (ASX: TAL)** is pleased to provide an update following its announcement on 6 November 2024. Pleasingly, subscriptions are now over 37,000 and the Company is focused on accelerating the growth of that number into year-end as we continue the deployment of our contracted wins.

### **MSA entered with Benetas for Homecare pilot**

Talius is pleased to announce it has formally entered into a Master Services Agreement (MSA) with Benetas for their Home Care technology journey.

Benetas, established in 1948, are a leading not-for-profit provider of residential aged care, in-home and community services, respite, allied health and retirement living in Victoria. They provide older people and their loved ones with outstanding levels of customer service and individualised care when they need it. The Benetas' vision is for everyone to have a positive and fulfilling experience of ageing, where all people have the opportunity to live their best life. They have over 15,000 customers and 12 residential aged care homes.

Talius regards the focus on key pilot programs with market leading operators as a fundamental basis for growth and alignment with the new regulatory and funding model impacting the sector. Our Talius Smart Care Platform is a clear differentiator given the partnership with CSIRO and our already established data set of existing clients and our activities of daily living algorithm.

Sandra Hill OAM, Benetas Chief Executive Officer stated: *"Benetas is pleased to announce its participation in the Talius Safer Smarter Connected Home Pilot. This initiative aims to enhance the quality of life for clients living in their own home.*

*The Talius Safer Smarter Connected Home will enable us to monitor health and safety in real-time, and support the connection and care we provide to clients. We are excited to collaborate with Talius in this innovative venture to transform home care through cutting-edge technology, furthering our commitment to providing exceptional care and support to our community".*

### **The Aged Care Bill has passed Parliament – a key focus for the industry**

As previously mentioned, Talius is extremely buoyed by the passing of the Aged Care Bill. The Company has designed a pilot program for aged care providers that enables them to work with Talius as their technology partner to develop their digital model of care from which they scale their services. These Home Care pilots are a key driver for revenue and market share through 2025 and beyond. With the passing of the Bill through parliament on 25<sup>th</sup> November, Australian's will benefit

from the significant new investment into the aged care sector, particularly in home care, with the new Aged Care Act formally commencing on 1 July 2025. Through these pilots, the Company is strongly positioned with its aged care provider partners in readiness for this important reform. As recent as last week, the government revealed plans for releasing ~83,000 Home Care Packages in 2025-26, the largest number in a single year.

To recap the opportunity, the Aged Care Bill was described by the Prime Minister as a “once in a generation aged care reforms” with \$5.6 billion to be invested in the sector, as “the greatest improvement to aged care in 30 years”. The investment will focus significantly on keeping older people at home and to be able to have the support to die at home. For every \$1 an older Australian contributes, the Government will contribute an average of \$3.30 to residential care, and \$7.80 to Support at Home. The legislation provides clarity and momentum for the aged care sector, creating a substantial opportunity for companies like Talius to lead the way in delivering scalable digital solutions.

There are strong drivers for the uptake of digital technologies to support better and more responsive care in a market with severe workforce shortages and the fast-growing ageing population.

Talius is already providing a scalable ‘digital model of care’ for home care providers. There is growing interest since the government announcement in our Safer, Smarter Connected Home digital technology system which includes the CSIRO algorithm for monitoring changes of Activities of Daily Living, exclusively licensed to Talius.

### Comments from the Managing Director

Commenting on the recent updates, Mr. Graham Russell, Managing Director of Talius, said: *“We are thrilled to partner with Benetas, a recognised leader in aged care, on their home care technology journey. This collaboration underscores the value of our Talius Smart Care Platform as we work to provide innovative, client-centric solutions for the sector.”*

*The Aged Care Bill being passed is also a material catalyst for us as it creates further certainty for the sector. While more details are still to come regarding funding mechanisms, what is clear is leading operators like Benetas and Silverchain are embracing this shift by partnering with Talius in pilot programs designed to future-proof their services. Talius has never been better positioned for growth now and the investment we have made in our platform has us ready to scale with our key partners and capitalise on the opportunities ahead.”*

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

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## 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*
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