

Talius Group Start of 2024 update

9 January 2024

HIGHLIGHTS

- **LOI executed with Hato Hone St John, New Zealand with an anticipated MOQ of 30,000 units**
- **eHomecare acquisition completed with immediate revenue accretion**
- **ARIIA grant project tracking well with key data extraction and enhancement in partnership with CSIRO**
- **Initial Purchase Order received from TVSN for B2C sales channel**
- **Successful completion of \$2.5 million Placement supported by new and high calibre institutional investors in late Q4 2023**

Talius Group Limited (Talius or the Company) (ASX: TAL) is pleased to provide an update for the beginning of 2024. Most importantly, Talius would like to wish its clients and shareholders the very best for 2024 and beyond. We look forward to providing further updates over the next few months.

LOI executed for further expansion in New Zealand

Following on from our announcement 8 December 2023, Talius is very pleased to report that it has executed a Letter of Intent (LOI) with Hato Hone St John in New Zealand for the supply of Talius' emergency response systems and related software for use in its telecare business.

Hato Hone St John New Zealand is a major health service provider in New Zealand. It provides 90% of the emergency and non-emergency ambulance coverage for the New Zealand population, emergency care and first aid at public events, support phone lines for the elderly and house-bound, hospital patient transport, public first aid training, and health. They are the largest provider of Emergency Response systems in New Zealand which is government funded under the Ministry of Social Development.

While at this stage the LOI remains non-binding and no certainty of outcomes can be provided as to the possible financial impact on the Company, at this stage, this discussion represents a significant opportunity for Talius and aligns with our focus on international expansion with the right partners and in the appropriate markets.

The LOI contemplates a minimum order quantity (MOQ) of 30,000 units delivered over an 18 month period. The initial order would be for the Talius PERs (Personal Emergency Response) product, in addition to the Talius platform. Talius has great confidence in the execution of this rollout given previous rollouts with other platinum partners, such as Keyton, Anglicare and Uniting. We look forward to providing further updates on these discussions, shortly.

Talius completes eHomecare client acquisition

While not material in its own right in terms of revenue or materiality, Talius is pleased to announce the formal closure of a client acquisition transaction with eHomecare. Highlights of the acquisition include full integration of an established client base, hiring of key and experienced technical staff and the transaction being done on a deferred payment basis to preserve Talius' capital. The transaction is anticipated to bring in around \$100,000 of additional annual recurring revenue, the bulk of which through the key client account of Finley Regional Care.

ARIIA grant project tracking well with key data extraction and enhancement in partnership with CSIRO

The installation and commissioning of the Talius system has now been completed at Whiddon Aged Care – Arthur Webb Court. The feedback from the Whiddon staff, residents and family has been very positive and they have embraced how this new technology will improve oversight and care operations.

In January, the Talius team will start the change management training and handover of the system to the care teams to transition from the traditional to the new business as usual process.

While this is being completed the data teams from CSIRO will be reviewing the data sets that Talius collects to analyze the improvements and potential fall reduction of residents due to the insights that the data reviews provide.

Initial reports from the research are expected to be released in the second quarter. This data journey will be a key information set for the sector and factor in the Talius platform enhancement, as we remain focused on ensuring the needs of the client are paramount in the configuration of our products.

Initial Purchase Order received from TVSN for B2C sales channel

While Talius remains focused on its enterprise standard B2B and B2B2C offering, we were recently invited by TVSN ("Television Shopping Network"), Australia's leading direct to consumer sales platform, to supply the Trelawear Jewellery pendant product, in conjunction with FallCall Mobile Application which connects the device to the Talius platform. The initial purchase order is for \$40,000.

TVSN is an Australian and New Zealand broadcast, cable television and satellite television network specialising in home shopping. It is owned by the parent company Direct Group Pty Ltd, a home marketing and shopping company which also owns sister channel Expo, Shoppers Guide Magazine and iTVSN online marketplace.

TVSN specialises in Fashion, Health, Beauty, Kitchen, Electronics, Homewares and Jewellery. They identified the unique nature of the Talius Trelawear and Essence Jewellery Pendants as pieces of designer jewelry that can seamlessly connect to a person's smartphone to also provide an emergency response with location. TVSN's largest department is jewelry and they saw this as an advantageous offering for their clients to improve dignity and safety.

The next generation of Aged Care technology

Further Sales

Talius has numerous projects coming into the New Year which are expected to provide strong momentum into 2024. The below are examples of projects that are all using the Talius Platforms in conjunction with various levels of Talius solutions from Nurse Call, Talius Track Nurse Call, to advanced Dementia Wandering

- Mater Christi - Sawtell Aged Care
- Yukana Aged Care
- Good Sheperd Lodge
- Milpara Aged Care
- Highercombe Aged Care
- Vita Aged Care

Talius Group Completed \$2.5 Million Placement Dec 2023

At the end of Q4 2023 Talius successfully completed a well supported placement raising \$2.5 million which generated significant interest from new and high calibre institutional investors who have now joined the Company's register. Considering the current macroeconomic conditions and time of year, Talius believes that the level of institutional investor interest as a strong vote of confidence in what has been achieved by the Company to date.

The proceeds of the Placement, combined with the Company's existing cash holdings, will be utilised for further buildout of the Talius platform. This will enable further scalability into proven verticals as well as international expansion. Additionally, these funds will support general balance sheet requirements for the 2024 pipeline and beyond.

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.

The next generation of Aged Care technology

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.