

Talius Group Sales Update 2H24

30 August 2024

HIGHLIGHTS

- **Additional Purchase Order received from Hato Hone St John, New Zealand**
- **PAASA selects Talius for statewide government funded PERs rollout**
- **Multiple pilots underway for Home Care rollout**
- **Talius applies for a CR-P grant for development of AI informed measures in conjunction with CSIRO and others**
- **Talius to go live with TVSN for B2C sales channel**

Talius Group Limited (Talius or the Company) (ASX: TAL) is pleased to provide a sales update with its 1H24 financial results release. We look forward to providing further sales updates through an exciting 2H24 for the Company given the strength of the pipeline and contracted wins.

Additional Purchase Order received from HHSTJ

In April 2024, Talius announced it had received a material frame order from Hato Hone St John (HHSTJ) in New Zealand for 13,500 PERs units.

HHSTJ has now begun placing purchase orders for at least 1,500 units per month for the remainder of 2024 and into 2025.

The revenue for the initial 13,500 unit order was forecast to be in excess of \$4 million. This is in addition to the earlier order of 2,500 PERs units announced in March 2024. Following the Frame Order, Talius received an additional order of 3,000 MPERs from HHSTJ, contributing approximately \$0.5 million in revenue.

As anticipated, HHSTJ has now placed a further order of 1,500 PERs and 500 pendants, scheduled for delivery in November 2024. This order provides additional hardware revenue of approximately \$0.5 million. Talius views this latest order as testament to the strong partnership and successful execution with HHSTJ and looks forward to continuing to strengthen the relationship.

All services will be delivered via the Talius Smart Care Platform as a subscription service.

PAASA selects Talius for a supplier panel for statewide government funded PERs rollout

The Company is pleased to report it has been successful with a tender response for the P482 Personal Alert Assistance SA Devices and Monitoring ITS and has been recommended to be on the panel to provide Devices and Monitoring services for the Department of Human Services in South Australia. This achievement is particularly noteworthy given the rigorous nature of the tender process and marks Talius' first formal entry into direct Business to Government (B2G) sector.

PAASA supports members of the community to age well and remain independent, whilst living at home for as long as possible. PAASA is means tested, with a range of eligibility criteria that all must

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be met for a person to be eligible. Successful applicants must be at least 75 years old (or 65 years old if the person is Aboriginal or Torres Strait Islander). Applicants must also meet the medical criteria: have a major medical or chronic condition that requires an immediate and urgent response in an emergency; and be at risk of falls.

It is expected that demand will remain constant at approximately 2,000 devices per annum across the panel, however there may be increases due to the expected increased variety of devices to be offered, and therefore meeting a greater range of customer's individual needs.

The duration of the contract is two years, with an option for a one year extension, with purchase orders to begin in the second half of the year. All services will be delivered via the Talius Smart Care Platform as a subscription service.

Multiple pilots underway for Home Care rollout

Talius is committed to a series of Home Care pilots with some of Australia's largest home care providers. Commencing in September, the pilots will be introducing the full range of Talius sensors to monitor activities of daily living, using the algorithm developed by CSIRO (exclusive to Talius).

The Company has designed a pilot package to enable scaling the digital home care model so that each provider can establish their approach to scaling deployment with consideration to funding, installation options, data monitoring and clinical governance in their own businesses. Each pilot package is priced around \$45,000 - \$50,000 depending on technology choices.

Talius is also partnering with the Centre for Digital Transformation of Health at the University of Melbourne with co-design workshops and evaluation processes to support the home care pilot programs adding to high quality value for aged care providers.

Some of the home care providers under the pilot have more than 20,000 homes under care. Talius views this journey as a significant driver for future revenues and long-term growth. The ability to "co-design" with the client also ensures a much more collaborative implementation and an enhanced client partnership, especially around the use of data via the Talius Smart Care Platform.

Talius applies for a CR-P grant for development of AI informed measures in conjunction with CSIRO and others

Talius is nearing completion of the previously announced BEST CARE Research project, partnering with CSIRO and Whiddon and funded through the Aged Care Research and Innovation Industry Australia (ARIIA) grants, with first results expected in early October.

Further collaboration, by way of a grant application under the federal government's Cooperative Research Centre's Projects (CRC-P), is underway with CSIRO, Whiddon and other highly regarded and top tier aged care providers. The grant will look to further development of technology enabled AI informed measures around frailty. With valuable insights gained from the Talius Smart Care Platform regarding falls, the collaboration will look to refine predictive and preventative measures to better support older people to get the right care, for the right reason at the right time. Talius will retain the intellectual property over the AI measures and we regard this is a significant enhancement to the platform, with international application.

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This is a significant and competitive grant, and the results will be known in September 2024. Regardless of outcome, this grant process will lay the foundations to be “grant-ready” for other opportunities given that Talius’ focus areas meet the government’s National Reconstruction Fund and the Science and Research Priority Areas. The grant application is for approximately \$4 million.

Talius is also partnering with the University of NSW and CSIRO in a program of research to use large longitudinal datasets and sensor and other devices to understand frailty including functional and cognitive decline through an Industry led doctoral program. Falls are a high impact, high prevalence risk that can be largely preventable and these insights will strengthen the evidence base to enabling improved care design. This design will be fundamental for the entire Aged Care sector and government funding given the material “costs of falls”.

Talius go live for TVSN for B2C sales channel.

As previously announced, the Company was invited by TVSN (Television Shopping Network), Australia’s leading direct to consumer sales platform, to provide the Trelawear Jewelry pendant product in conjunction with FallCall Mobile Application connected to the Talius platform.

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.

The Company is pleased to confirm this is now going live in 2H24. While Talius remains focused on B2B enterprise channels and critical platform and data development, this B2C channel reflects the agility of the platform and enables Talius to reach a wider audience.

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.

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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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