

Investor Presentation

# FY2025

# Full Year Results

February 2026

**Real Time Healthcare Platform**

Awareness · Analysis · Action

[www.talius.com.au](http://www.talius.com.au)

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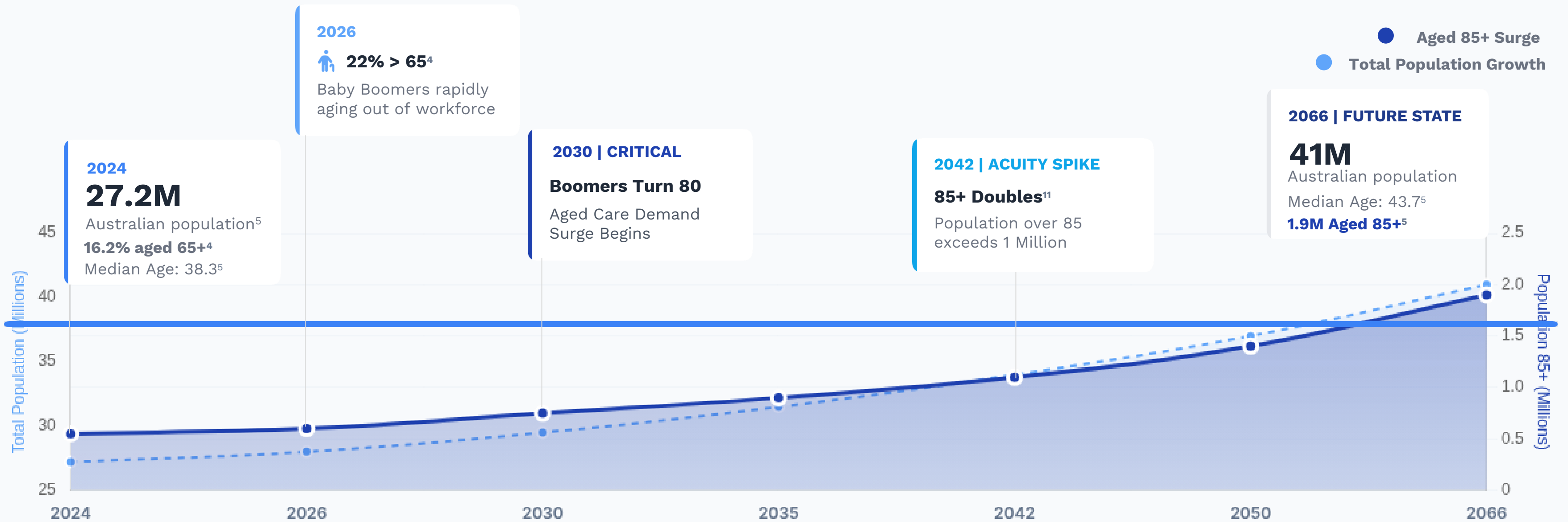
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# The Approaching Silver Tsunami

Australia's aging population projection (2024 - 2066)

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Source: ABS Population Projections 2024-2066

# The Financial Imperative: Burden vs. Opportunity

Economic impact analysis and ROI projection with Talius technology

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## The Economic Burden

Current Sector Spending & Growth

# \$36.4B

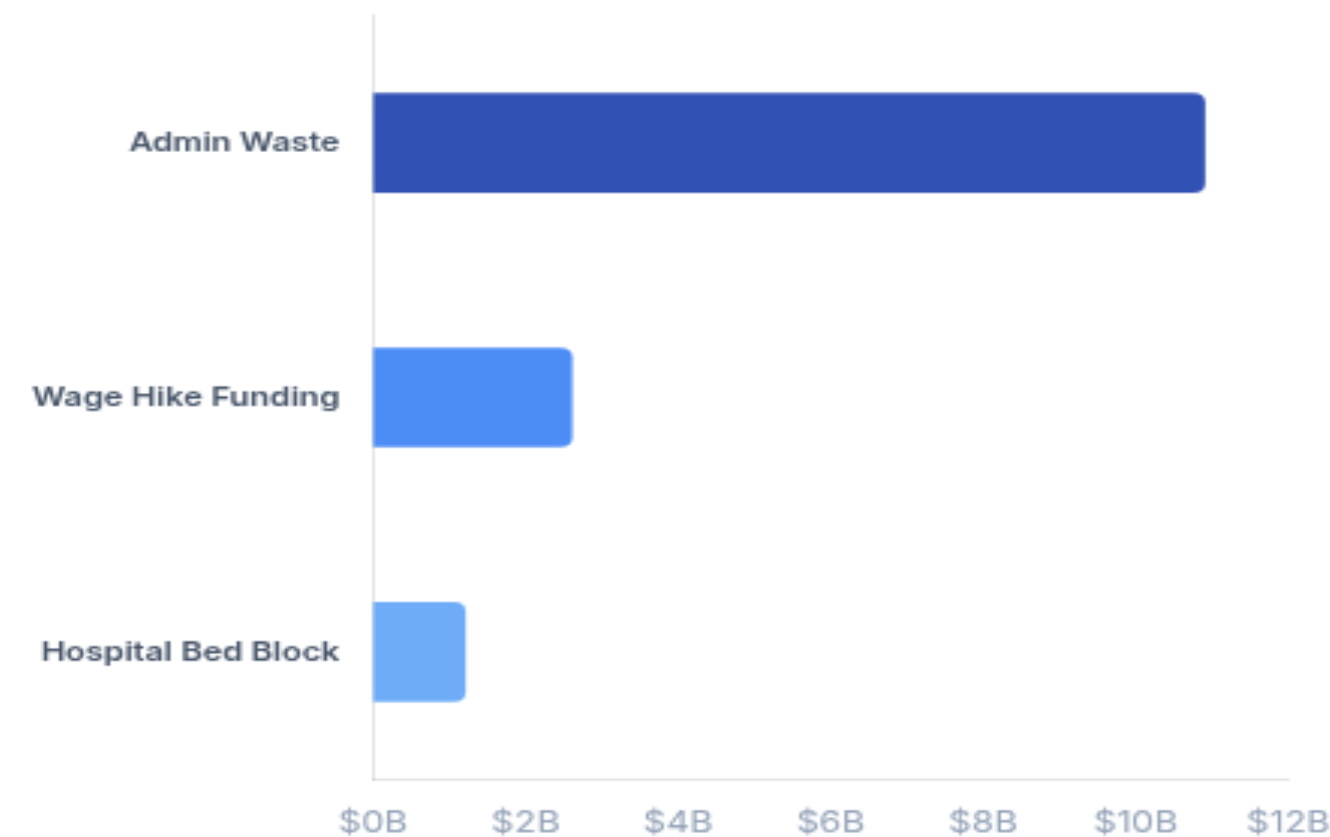
Total Aged Care Spending (2023-24)<sup>6</sup>

**Financial Cliff Edge:** With 50% of providers operating at a loss<sup>3</sup>, the sector faces a perfect storm of rising wages and stagnant efficiency.

**Hospital Spillover:** Bed block costs the health system **\$1.2B annually**<sup>12</sup>, diverting critical funds from care delivery.

## Cost Drivers & Inefficiencies

Major financial pressures on the sector



### Inefficiency Cost

~\$10.9B<sup>7</sup>

Est. 30%<sup>[10]</sup> admin waste

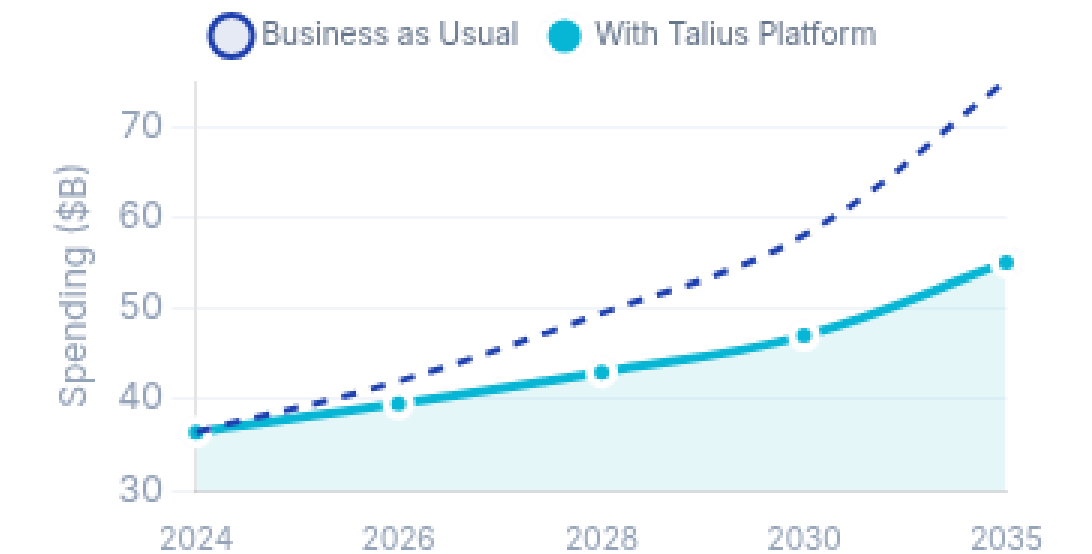
### Wage Inflation

+28%<sup>13</sup>

Increase since 2022

## ROI Potential with Technology

Projected \$20B savings by 2035<sup>8</sup> via Talius platform



### Efficiency Gains

- Reduce admin time by **30%**
- Optimize workforce allocation

### Care Outcomes

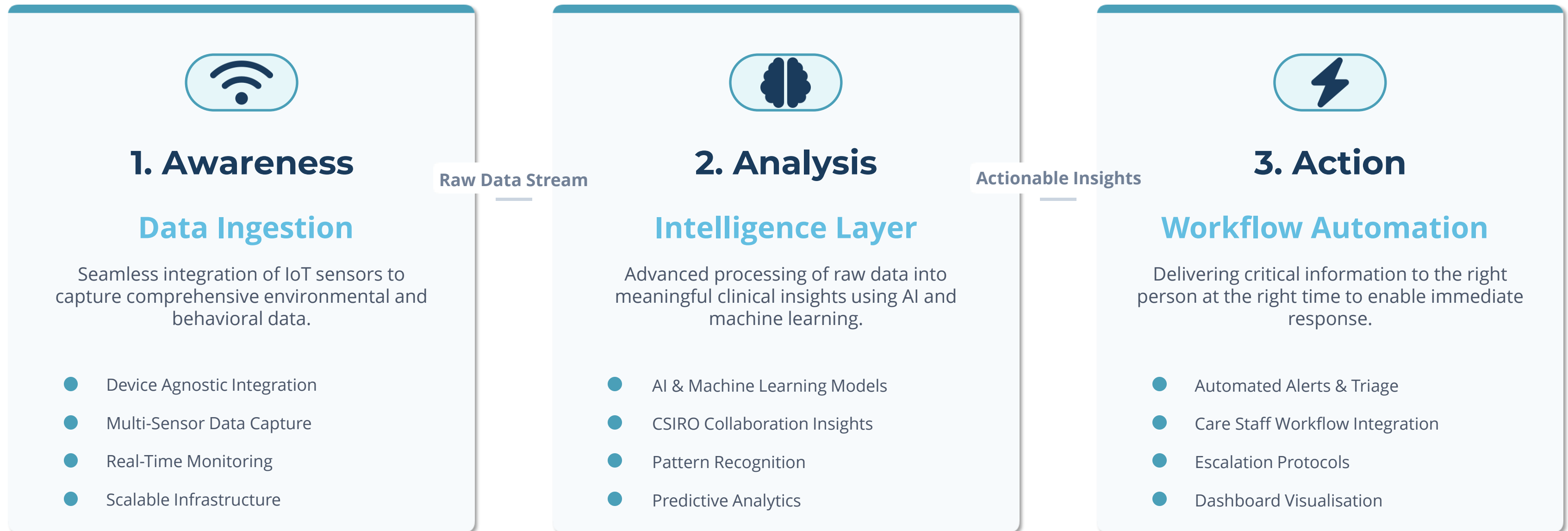
- Prevent costly hospital admissions
- Data-driven proactive care

# Value Proposition: What We Do



Data-driven workflow platform delivering real-time visibility and actionable insights

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**🔒 Strategic Advantage: Creating "Workflow Lock-in" through deep operational integration**

# FY2025 Strategic Milestones



Executing the FY25 turnaround and positioning for scalable growth

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# FY2025 Financial Highlights



Transformation delivering improved margins and recurring revenue growth

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Active Subscriptions

**51,150+**

+ 20% Growth



Annual Recurring Revenue

**\$3.3M**

↑ +12.7% YoY Growth



Operating Cash Flow

**Positive**

✓ Achieved in Q4 2025



Cash & Equivalents

**\$4.92M**

✓ As of 31 Dec 2025



Total Operating Revenue

**\$7.66M**

i Strategic shift to SaaS



Net Loss After Tax

**(\$1.46M)**

↑ 55% Improvement YoY

## Key Takeaways

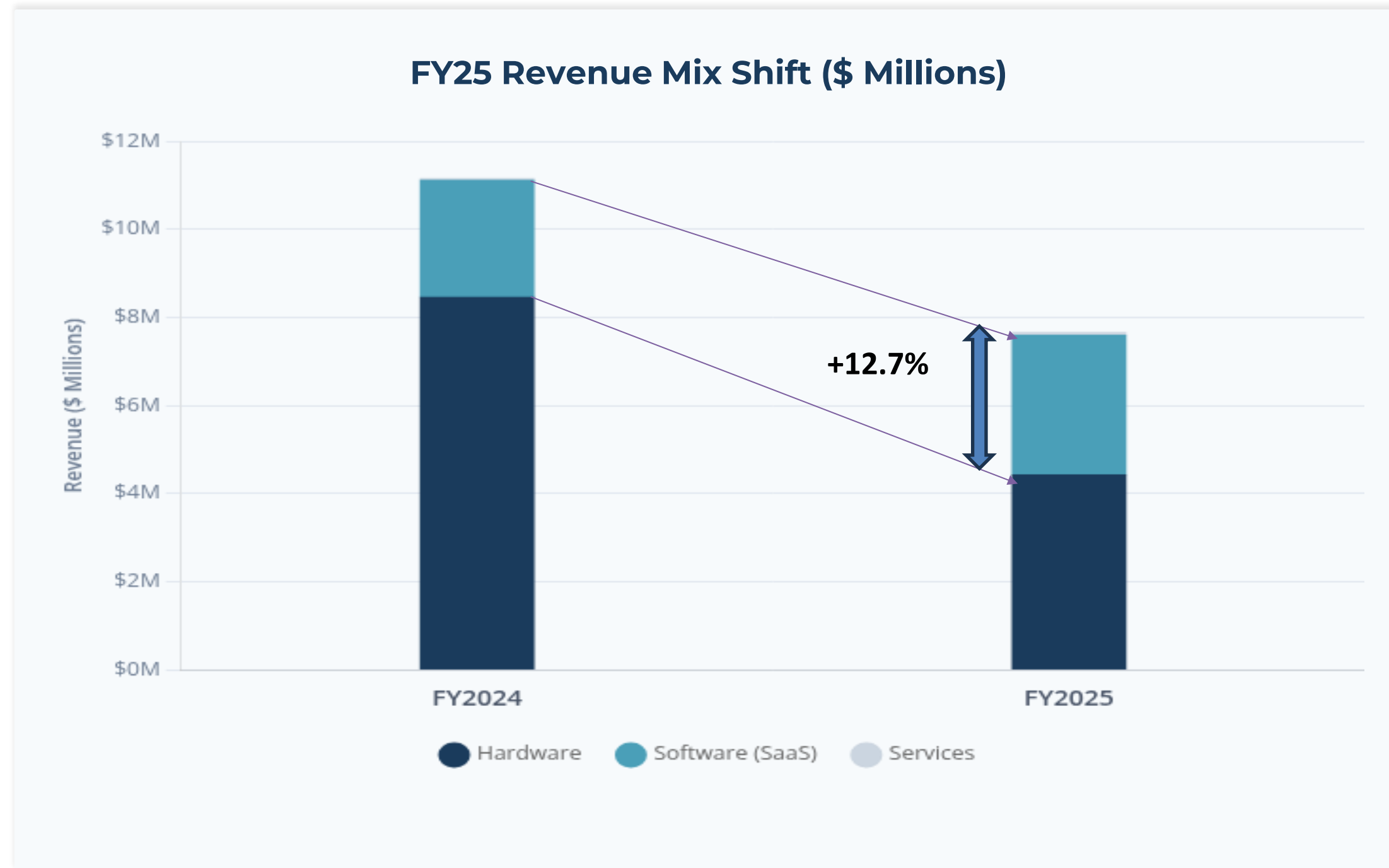
- 1. Active Subscriptions: 20% YoY growth** demonstrates accelerating platform adoption and increasing workflow integration across customer portfolios, providing a durable base for ARR compounding and margin expansion.
- 2. Recurring Revenue: ARR up 12.7%** with growing high-margin software revenue.

# Revenue Composition – FY24 vs FY25



Strategic transition from one-off hardware sales to recurring software revenue

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## Strategic Shift Away from Hardware Sales

Hardware revenue declined 47.6% YoY as the business deliberately pivoted away from low-margin, one-off hardware sales.

## Strong Software (SaaS) Growth

Software revenue increased to **\$3.17M**, now **41% of total revenue** (FY24: 24%), materially improving margin quality.

## Improved Quality of Revenue

FY25 operating revenue of **\$7.66M** reflects a transition year, with higher proportion of recurring, high-margin revenue.

# Recurring Revenue Momentum



Strong growth in Annualised Recurring Revenue (ARR) driven by SaaS adoption

## Active Subscriptions

**51,150+**

↑ Growing

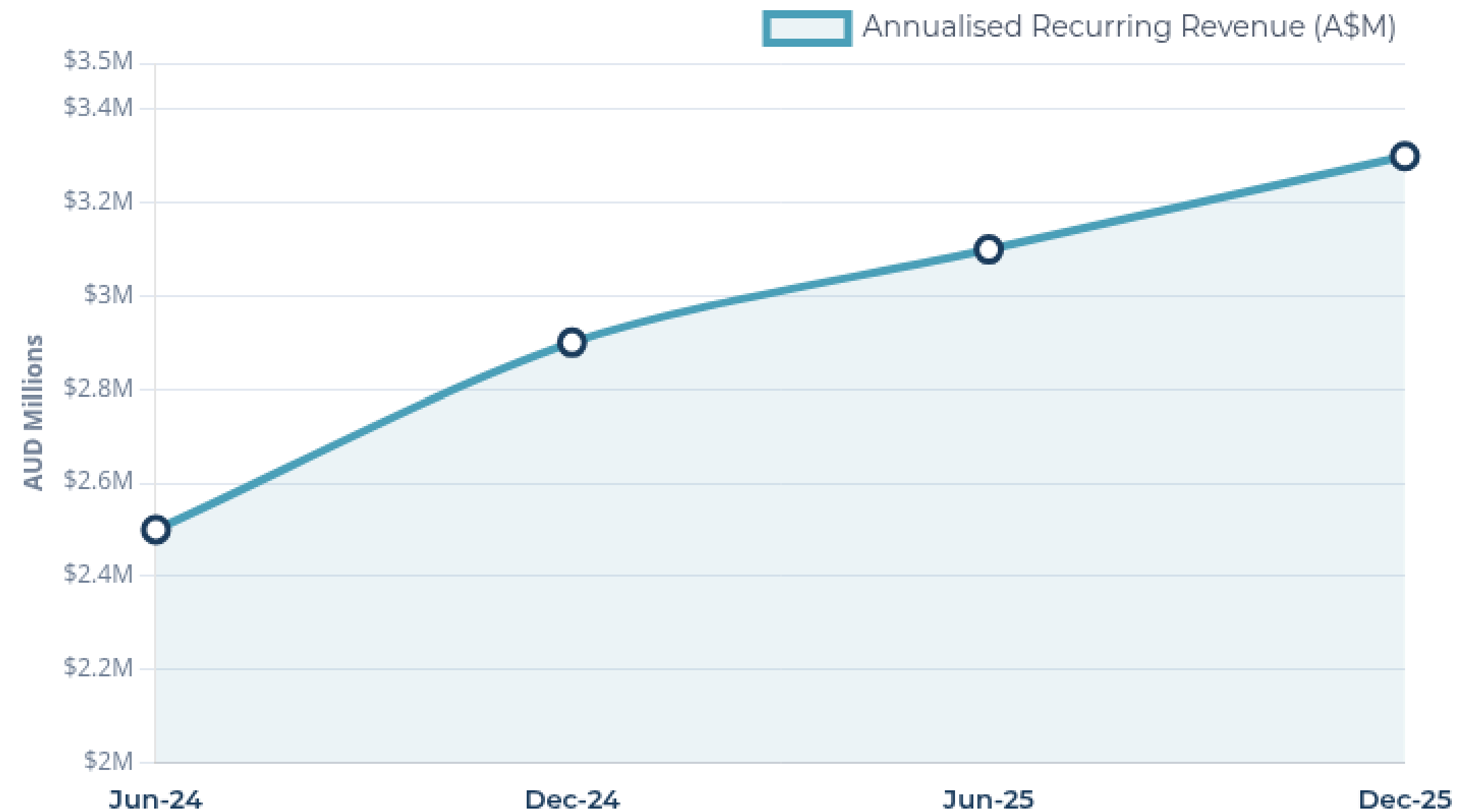
Active devices on the Talius platform as of 31 Dec 2025.

## Average Price Per Device

**~\$64.50**

## Growth Drivers

- ✓ Improving customer retention
- ✓ Upsell from new modules
- ✓ Strategic shift to SaaS model



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# Market Expansion Across the Care Continuum



Unified platform spanning from preventative home care to acute hospital settings

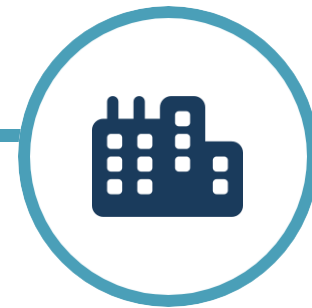
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NEW VERTICAL



## Home Care

Preventative monitoring & aging in place solutions



## Retirement Living

Independent living with safety oversight



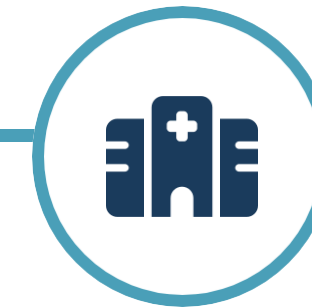
## Aged Care

High-acuity residential monitoring & compliance



## Childcare

Safety monitoring & operational efficiency pilot



## Hospitals

Acute care, asset tracking, safety & patient flow

### 📍 Talius Track (RTLS)

Real-Time Location Systems providing asset and person tracking across complex facility environments, reducing search time and loss.

### 👶 Childcare Pilot

Expansion into childcare sector represents a significant new vertical opportunity, leveraging existing sensor infrastructure for safety.

### 🔗 Device Agnostic

Platform interoperability allows seamless integration of best-in-class sensors regardless of manufacturer, ensuring future-proof deployments.

# Customer Wins & Strategic Pilots





Expanding footprint across key verticals with premium operators

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## New Contract Wins

-  **Hato Hone St John** New Win  
Major contract win with leading emergency ambulance service provider, validating enterprise-grade capabilities.
-  **Hyegrove Group** Expansion  
Deployment across luxury retirement living portfolio, integrating Talius Smart Care platform into modern independent living units.
-  **New Direction Care** Key Win  
Partnership with innovative micro-town aged care model, demonstrating flexibility of Talius platform in diverse care settings.

## Strategic Pilots

-  **Uniting Care** Home Care  
Premium home care pilot leveraging Safer Smarter Connected Home Program to support aging in place.
-  **ACH Group** Innovation  
Testing advanced sensor integration and AI analytics to improve resident safety and operational efficiency.
-  **Childcare Sector Expansion** New Vertical  
Launch of childcare pilot program extending platform capabilities beyond aged care into early learning safety monitoring.

# FY2026 Strategic Priorities

Execution roadmap to drive scalable growth and sustainable cashflow

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## Primary Objectives

### Scalable Growth and Sustainable Cashflow

- ✓ Driven by increasing high-margin software revenue mix vs hardware.
- ✓ Supported by disciplined cost management and operational leverage.
- ✓ Building on positive operating cash flow achieved in Q4 FY2025.



#### 1. Subscription Growth

Drive portfolio-wide subscription expansion through land-and-expand execution, increasing active devices, module attach rates and recurring revenue density per customer.



#### 2. Margin Expansion

Device-agnostic model creates "workflow lock-in," reducing churn and improving lifetime value (LTV).



# Total Addressable Market (Illustrative ARR Potential)

Significant growth potential in core aged care markets with conservative penetration

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## Australia

Primary Domestic Market

# \$63.7M

Potential ARR

### Scenario Assumptions

- ✓ 10% Market Penetration
- ✓ ~\$5.00 per week subscription (blended)
- 🏠 Total Market: ~245,000 Residential Aged Care Beds



## United States

Key Expansion Market

# \$450M

Potential ARR

### Scenario Assumptions

- ✓ 10% Market Penetration
- ✓ ~\$5.00 per week subscription (blended)
- 🏠 Total Market: ~1.7 Million Nursing Home Beds

*\*Illustrative scenarios only based on 10% market share of total beds at \$5/week. Does not constitute financial forecast. Total beds data based on industry reports.*

# Government Funding Tailwinds



Policy tailwinds position Talius to capture market share as government funding drives home-care technology upgrades

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# \$5.6B

## Aged Care Reform Package

Australian Government Aged Care Bill (Effective July 2025)

### Talius "Safer Smarter Connected Home" Program

Ideally positioned to capture market share as the preferred platform for government-funded home care technology upgrades.



#### Direct Alignment

### Safer Smarter Connected Home Program

Talius is perfectly positioned with its existing "Safer Smarter Connected Home" initiative, offering a turnkey solution for providers looking to access government funding for home care technology.



### Data-Driven Compliance

New regulations require evidence-based care outcomes. Talius's platform transforms manual reporting into automated, real-time data streams, solving a critical compliance pain point for operators.



### Catalyst for Enterprise Scale

The funding injection reduces financial barriers for large-scale adoption, accelerating the sales cycle for enterprise clients (e.g., Uniting Care, Bolton Clarke) to deploy Talius across their full portfolios.

# Corporate Snapshot



Talius Group (ASX: TAL)

## Company Overview

Established in 2012, Talius Group is a leading APAC technology provider for the aged care and healthcare sectors. Operating on a B2B2C model, Talius delivers data-driven solutions to improve quality of care.

Active Subscriptions

**51,500+**

Annual Recurring Rev

**\$3.3M+**

## Capital Structure

Share Price	\$0.075
Shares on Issue	340.8M
Market Cap	\$25.6M
Cash	\$4.92M
Debt	Nil

*\*Market data as at 18 February 2026; cash as at 31 December 2025.*

## Board of Directors

### Ramsay Carter

#### Non-Executive Chairman

>20 years' experience in global investment banking, corporate law and international business development across APAC markets.

### Graham Russell

#### Founder & Executive Director, Strategy & Growth

>25 year's experience in systems Integration & sensor technology solutions across Healthcare, Utilities and Government.

### Patrick Howard

#### Managing Director & CEO

>25 years of executive experience across healthcare, technology, government, elite sport and property, including CEO of highly successful ASX-listed MSL Solutions, where he led the sale to private equity at a materially higher EBITDA multiple. Proven track record in scaling SaaS businesses, complex stakeholder management and capital-efficient growth; focus will be on executing Talius' growth strategy, deepening health and government partnerships and selectively expanding into international markets.

### Greg Kennish

#### Non-Executive Director

>40 years of experience in the aged care sector. MD & part owner of Lifestyle SA Group, which has over 2,000 apartments across 11 Lifestyle Retirement Villages in South Australia.

### Stephen Norris

#### Non-Executive Director

>40 years retirement living and property development; deep understanding of technology platforms, including SaaS models.

## Share Performance

Current Price

**\$0.075**

52W Range

\$0.055 - \$0.095



# Talius: Investment Summary



Compelling investment thesis supported by strong fundamentals and growth catalysts

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## Scalable Growth and Sustainable Cashflow

Achieved 55% reduction in net loss in FY25 and positive operating cash flow in Q4, targeting full profitability in FY26.



## Government Funding Tailwinds

\$5.6B aged care funding injection is driving increased demand for technology-enabled care solutions and compliance tools.



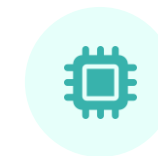
## Strategic Partnerships

Scalable distribution through global partners, including ADT and Chubb, enabling efficient B2B2C market access.



## Recurring Revenue Growth

Rapidly scaling high-margin SaaS revenue with \$3.3M ARR (+12.7% YoY) and 51,150+ active subscriptions. Underpinned by a large addressable market across Australia and the United States



## Proven Technology Platform

Device-agnostic "Talius Smart Care" platform with AI analytics validated by CSIRO and sticky workflow integration.



## Experienced Leadership

Strengthened board and new CEO Pat Howard focused on executing Software scaling strategy and operational excellence.

# Thank You

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## Talius Group Limited

ASX: TAL



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