Annual General Meeting
ROB HADLEY
CEO

31 May 2023

JAYEX TECHNOLOGY LTD
ASX : JTL

FY 2022

	UK	ANZ	Total
Total Revenue	$3.98m	$0.32m	$4.30m
Operating Expenses	($4.37m)	($1.21m)	($5.59m)
EBITDA	($0.34m)	($0.81m)	($1.15m)
Interest Expense			($0.92m)
Depreciation & Amortisation Expense			($0.37m)
Impairment of Intangibles			($3.75m)
Fair Value Change in Derivative Instrument			$0.07m
Loss Before Income Tax			($6.12m)

Software Licenses	$2.25m
Hardware	$1.67m
Warranties	$0.38m

65% reduction in borrowings as $2.7m of convertible notes have been converted to share options

All non current assets fully depreciated

Intangibles fully impaired in balance sheet

KPIs

Based on FY 2022

average revenue per customer
$1325

average recurring license revenue per customer
$750

average gross profit per license
$660 88%

potential recurring license revenue per customer (current portfolio)
$2400

incremental gross margin per license
100%

average hardware revenue per order
$2300

average gross profit per HW order
$874 38%

HW orders new / renewals
290 / 450

new licenses / licenses lost
290 / 291

- Potential of the existing customer base is not being realised
- Sales effort has been too focussed on hardware
- Insufficient attention being paid to customer retention
- Hardware margins need to be improved

Strategy Overview

leverage customer base	target chronic resource shortfalls in primary care
customer retention	efficiency improvement
customer acquisition	grow recurring revenue per customer

- Our customer base is our biggest asset
- Primary Care is suffering from a chronic shortage of skilled resource availability; providing services that alleviate the burden on practices presents a very significant opportunity
- In order to expand the scope of the services that our customers will procure from us we must be considered a trusted partner
- In addition to expanding the scope of our service offerings we therefore also need to ensure that customers are receiving a high level of service today

Strategy Overview

- Service performance has been prioritised
- Our Service Desk has been reorganised and additional resources put in place
- Fault resolution is now treated as a priority by our software development team
- New hardware logistics partner will enable a significant improvement in the timeliness of new customer installations
- New onshore kiosk provider has enabled design refresh and inventory reduction
- Initial migration to new CRM system complete, reducing license cost and improving visibility of key business metrics
- New Sales Director, Engineering Director and Marketing Director have been appointed

Q1 23 KPIs

open support tickets Oct22 / Mar23

↓69%

average daily abandoned support calls Oct22 / Mar23

34.5/ 1.1 ↓97%

new licenses / licenses lost Q123

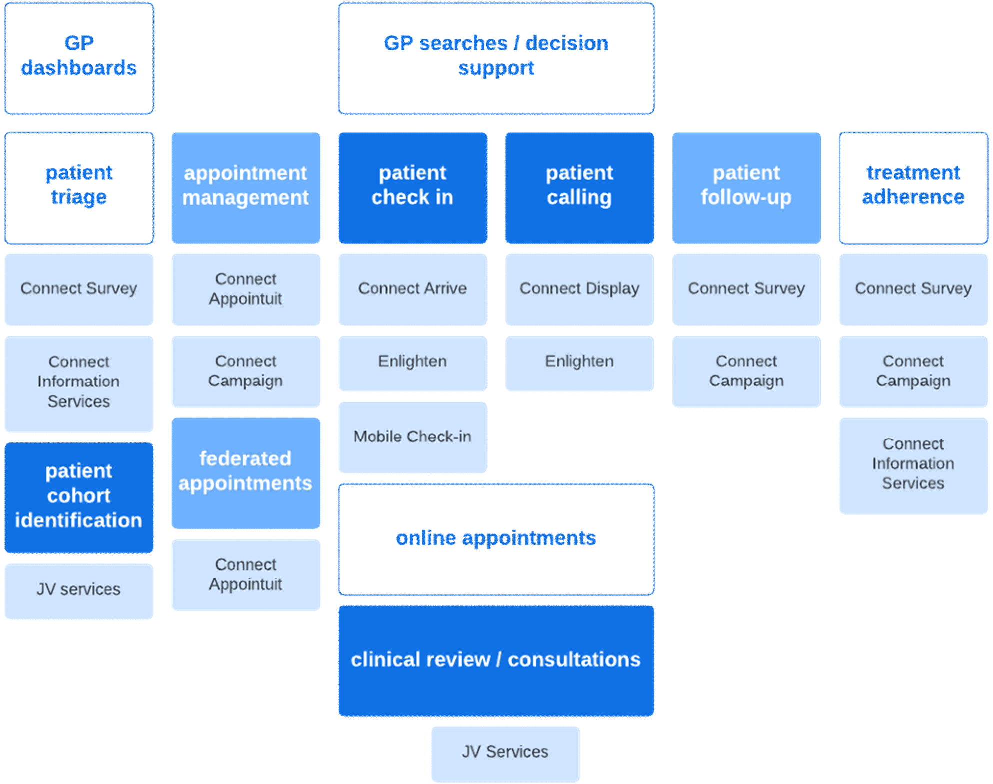
353 / 73

average monthly UK opex run rate FY22 / Q123

$166k / $135k ↓19%

Patient Journey

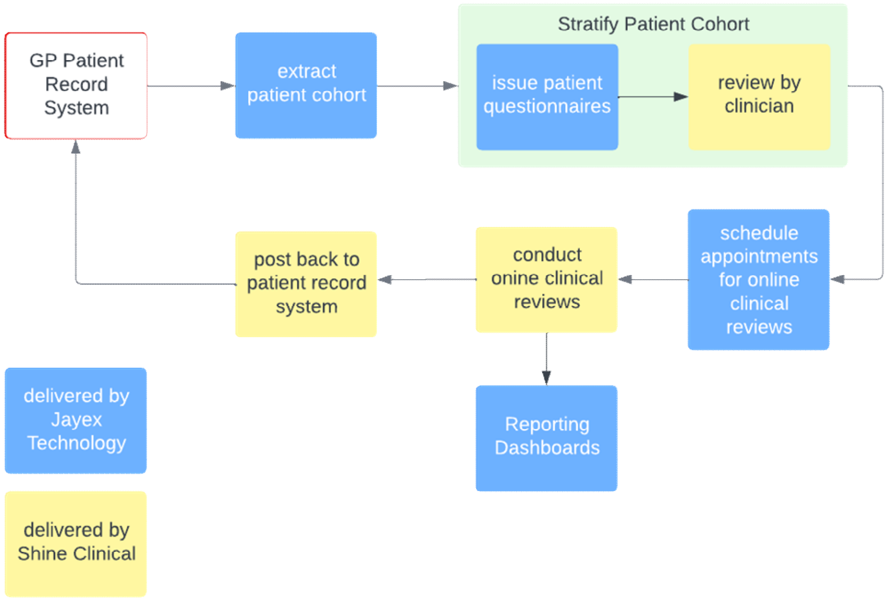
grow recurring revenue per customer



- New service offerings are being designed in the context of the overall patient journey
- We are repackaging our Connect Platform as an end-to-end solution aligned to customer needs, rather than a collection of point solutions
- Current gaps in the overall process will be addressed by internal development, partnering and M&A
- The first major new components will be provided via the JV with Shine Clinical

Joint Venture with Shine Clinical

technology-enabled outsourced clinical services



NHS Customers

addressable market **£91m p.a.**

patients that are receiving treatment for long term conditions, but are missing from disease registers due to errors or omissions

GPs receive full entitlement of funding based on the correct number of patients recorded as being treated

Industry Customers

addressable market **£92m p.a.**

beneficial medications or treatments are missing from patients' care plans

increase in treatments & medications prescribed to those patients that would benefit from them

JAYEX

Joint Venture with Shine Clinical

Status

JV Agreement

- Agreement pending finalisation of wording for 2 sections by legal advisors
- Execution of Agreement expected by 2nd week June

Status of consideration milestones:

- NHS contracts £181k revenue - £258k committed orders to date, £115k delivered on track to exceed
- NHS Training contracts £80k revenue - £27k committed orders to date on track to meet
- Industry customer 1 £100k revenue - £92k committed orders to date, £5k delivered on track to exceed
- Industry customer 2 £39k revenue - pending award of £97k contract on track to exceed

JV Service Implementation

QOF Prevalence Pilot:

- Commenced 1st May
- 130/180 prospects contacted
- Positive response rate to-date - 34 (26%)
- Qualified to-date 5 (15%)

Jayex take-on of patient search service delivery - 1st week June

Automation development - commences 1st June

Marketing campaign launch - planned 1st October

JAYEX TECHNOLOGY LTD (ASX:JTL)

Healthcare SaaS Solutions

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