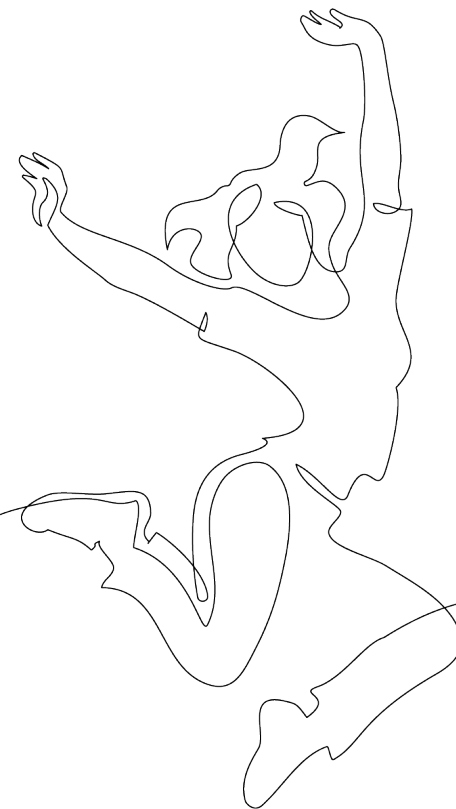


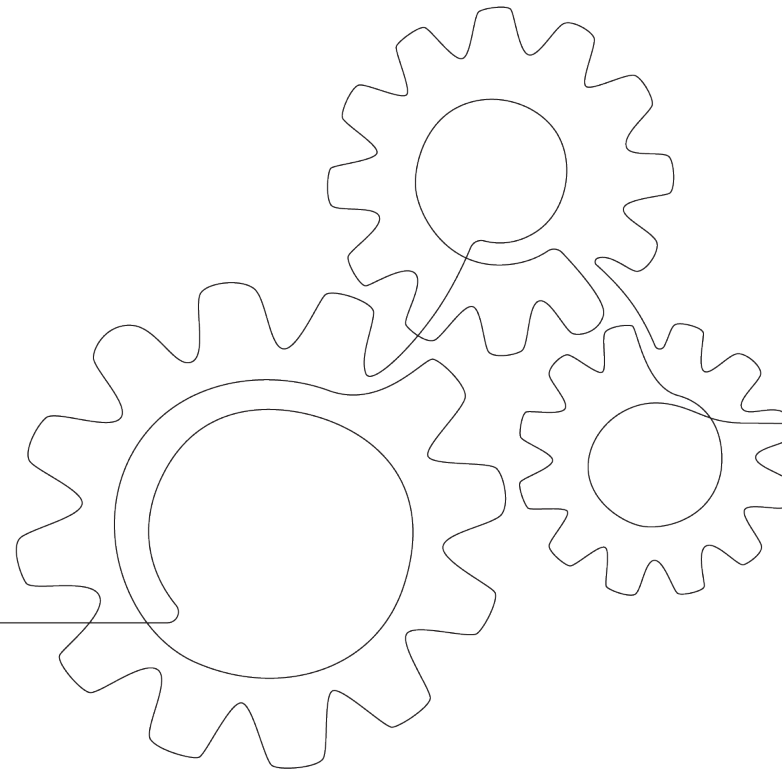
Think you
Know Jayex?
Think again.

Investor Presentation
Rob Hadley CEO
2 Nov 2023



Agenda

- Background
- History
- Transformation
- Revenue Model
- Financials
- Key Metrics
- Evolving Product Suite
- Q&A



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Trusted for 45 years, supporting
practice's ever-changing needs.

Since 1978 we've delivered practice needs
and remain market leader in **3500+ practices**
across the whole of the UK.

Jayex History

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1978
Jayex
Established



1990
First LED information
system sold in UK
healthcare market

1990

1996

1996
Development of
D300 Patient Call
display

2004
Development of
Touchscreen Kiosk

2004

2005

2005
D300 leads UK
market in Patient
Calling

2012
Acquired HL7
integration
capabilities

2012

2014

2014
Jayex launch in
Australia and
New Zealand

2015
IPO on ASX
Acquisition of
Appointuit

2015

2018

2018
Commence digitisation
of products into
Jayex Connect Platform

2020
Full SaaS
model
launched

45 years
supplying
hardware

2 years
SaaS

Transformation

YTD achievements

Sales

Move away from price competition to value-based sales, from a commodity hardware provider to differentiated care navigation and targeted solutions provider

Focused sales to groups and Core Package to significantly increase initial and recurring revenue per practice

Active communication channels with prospects and customers to drive revenue

Proactive management of sales team and strategy planning, proactive tactical campaigns in Scotland and Wales

Marketing

Bold rebrand changing perception of Jayex as only about hardware, clearly differentiating and foundation for stronger brand equity

Dynamic, simplified and engaging new website

Think you know Jayex? Think again campaign and the *'simply invaluable'* brand positioning creating stand out brand communications platform

More defined targeting and joined up sales and marketing coordinated communications and lead generation proving successful

Finance

Invoice process changed with customers invoiced at installation rather than on shipment reducing payment issues and delays, improving customer satisfaction

Implemented proactive license renewals process, leading to fewer cancellations and faster cash collection

Implementation of new debtor management process resulting in clearance of legacy aged debtors and faster cash collection

Operations

Reduced support desk backlog by 65% and continuing to improve

Improved warehousing and logistics efficiency, Increased installation capacity through partnership with UK-wide provider

New hardware supply partnerships in place

Streamlined and proactive installation process has delivered reduced install costs and better customer experience

Product Dev.

Focus on SaaS delivery – architectural transformation, organizational transformation, process transformation

Additional cloud capability, capacity & resilience delivered

Major new core Connect release completed, improved reliability and resilience

Refactoring of critical integration components completed

New product development on track to deliver two new pure SaaS propositions in Q1 FY2024

Revenue Model

- **Recurring SaaS licences**
- Non-recurring installation and setup fees, including hardware where required (patient check-in & patient calling)
- Recurring annual hardware warranties

- **New customers – new SaaS services**
- Existing customers – additional services
- Existing customers (hardware enabled services) – hardware refresh



Financials

YTD Summary

Unaudited

Recurring SaaS licence revenue **+15%**

Hardware revenue **-44%**

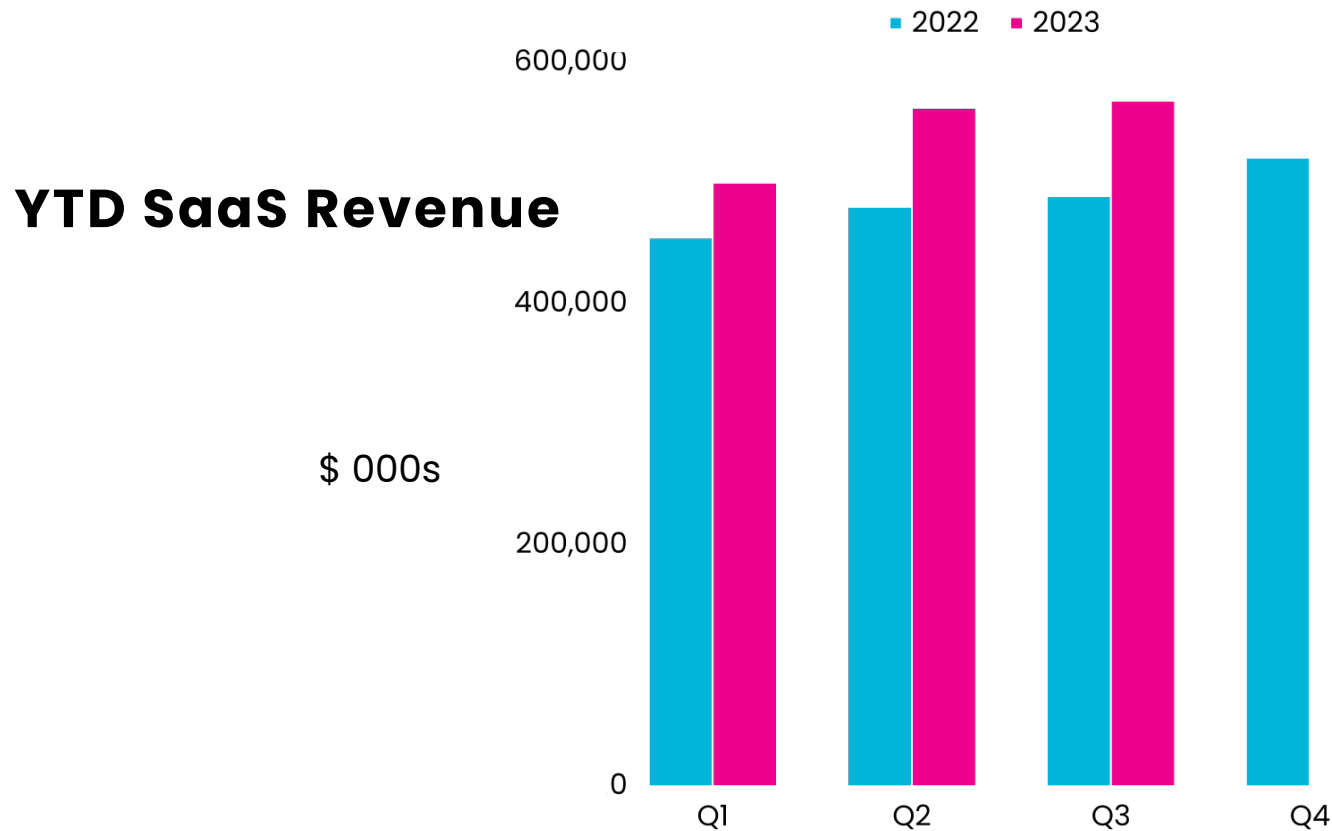
Revenue	2.60
Gross Profit	1.55
	60%
EBIT	(1.70)
Interest	(0.12)
EBT	(1.82)

\$ million

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Business Development

Key Metrics



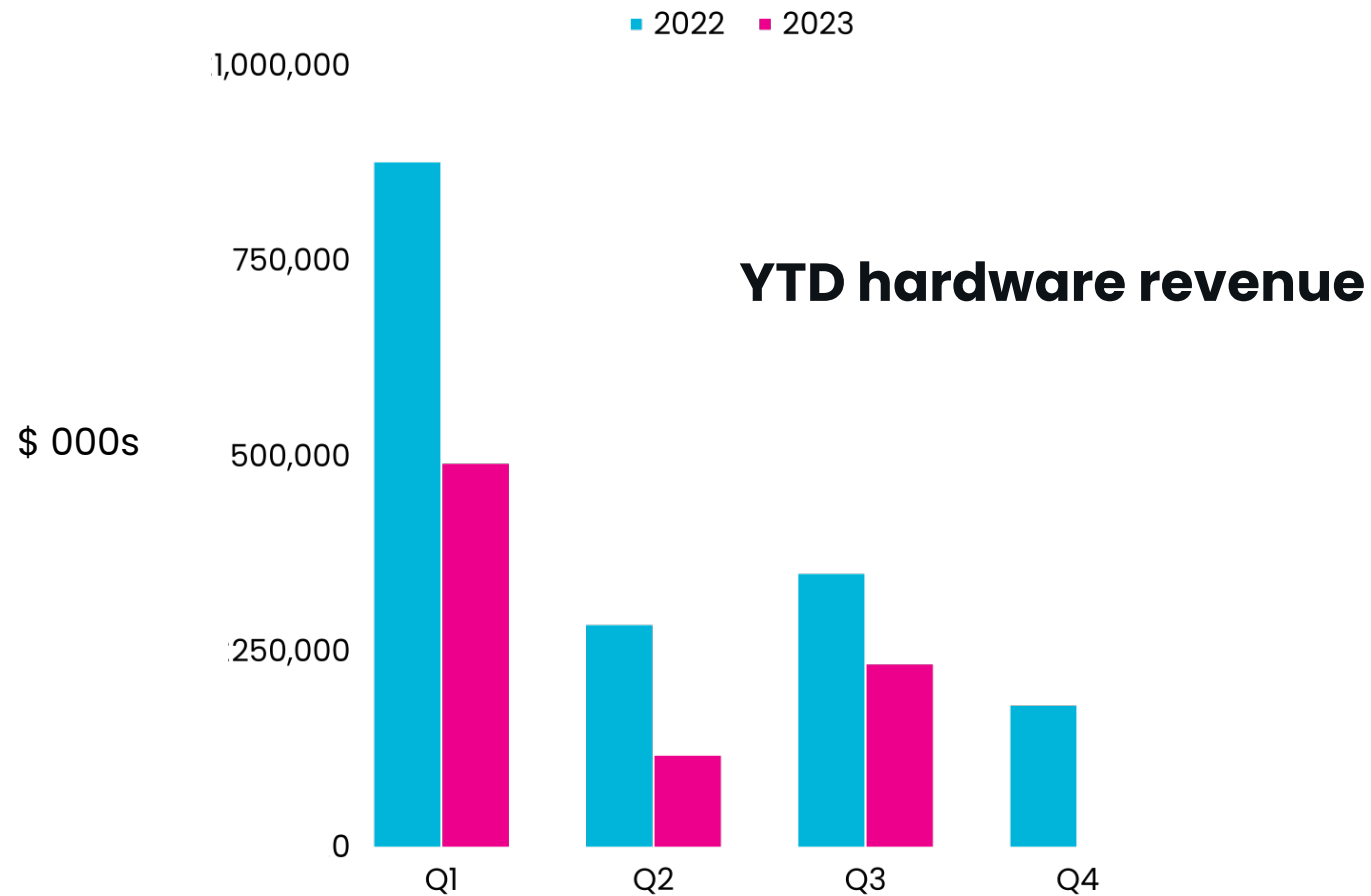
YTD New Licenses

Patient Calling	128
Patient Check-in	342

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Business Development

Key Metrics

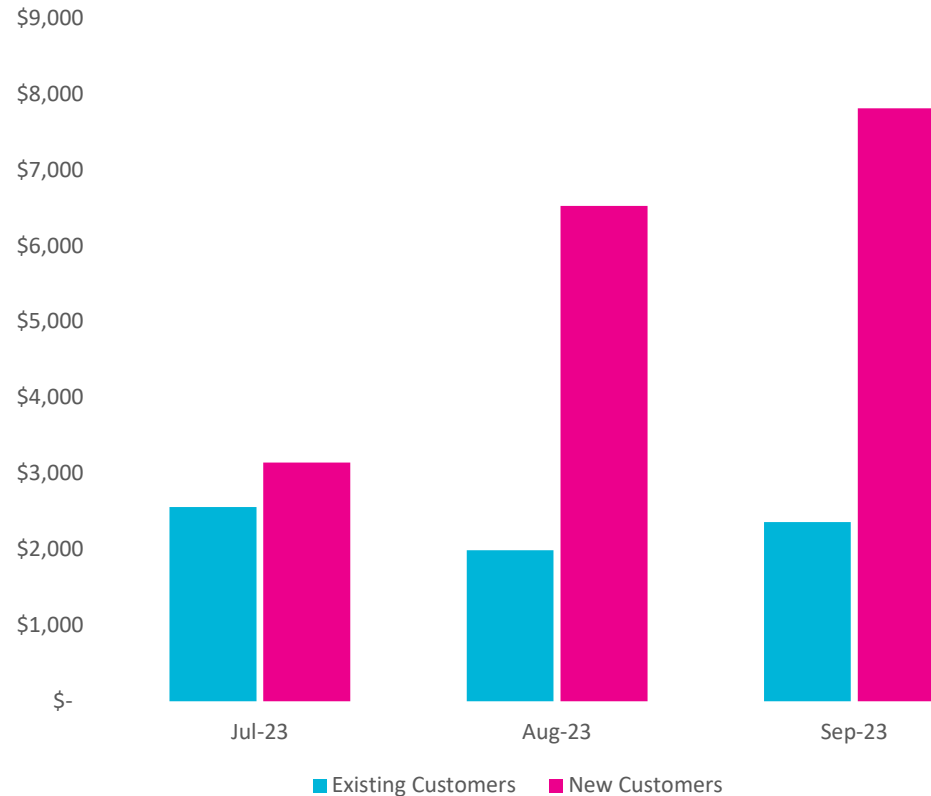


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Business Development

Key Metrics

Q3 average new order values



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Business Development

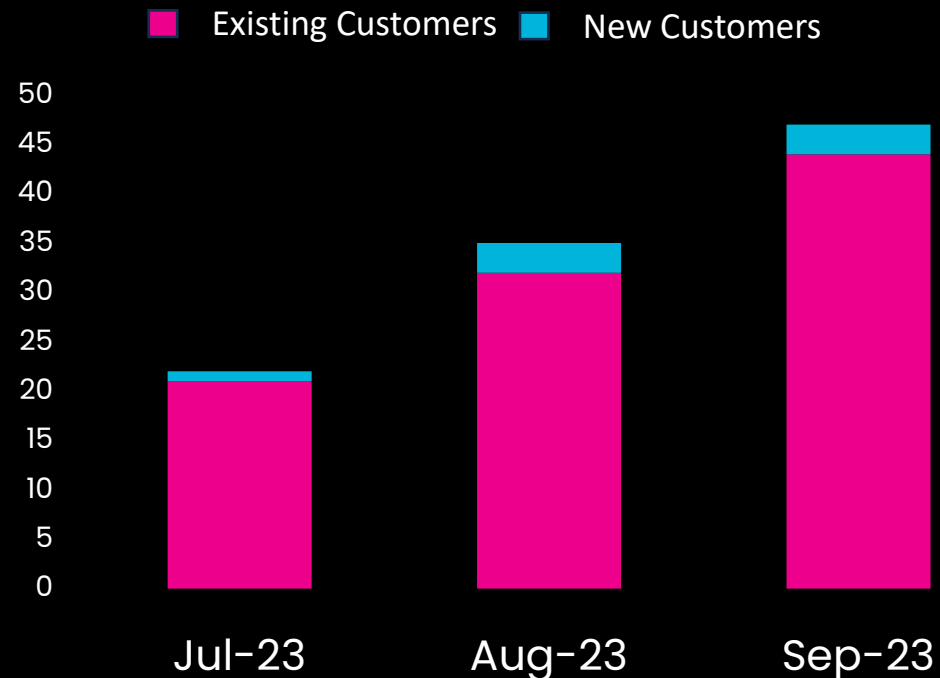
Key metrics

Q3 installation volumes

More resource has been recruited into the implementation team during Q3 delivering an

additional 50%

installation capacity.

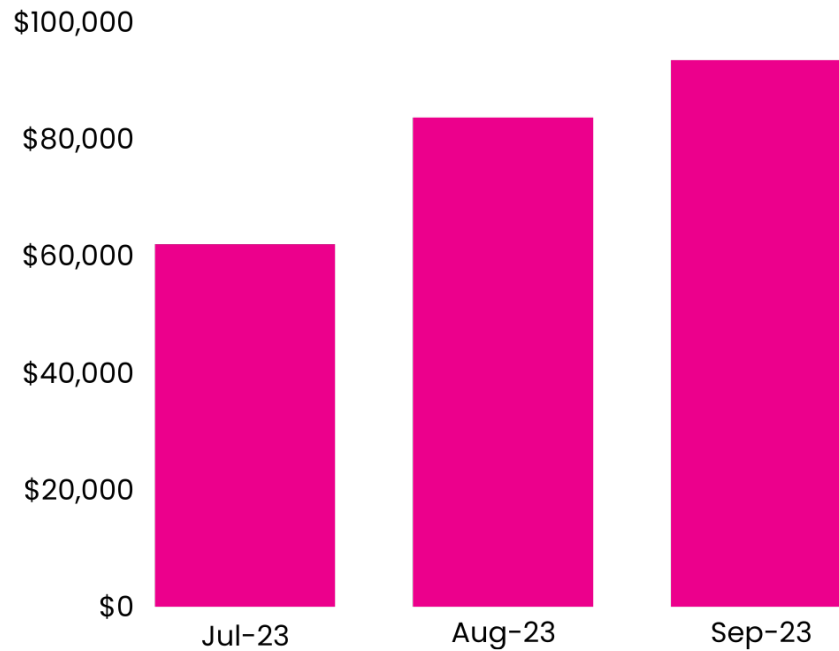


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Business Development

Key Metrics

Q3 Bookings



Committed orders

\$273k

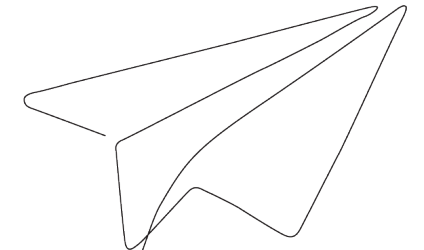
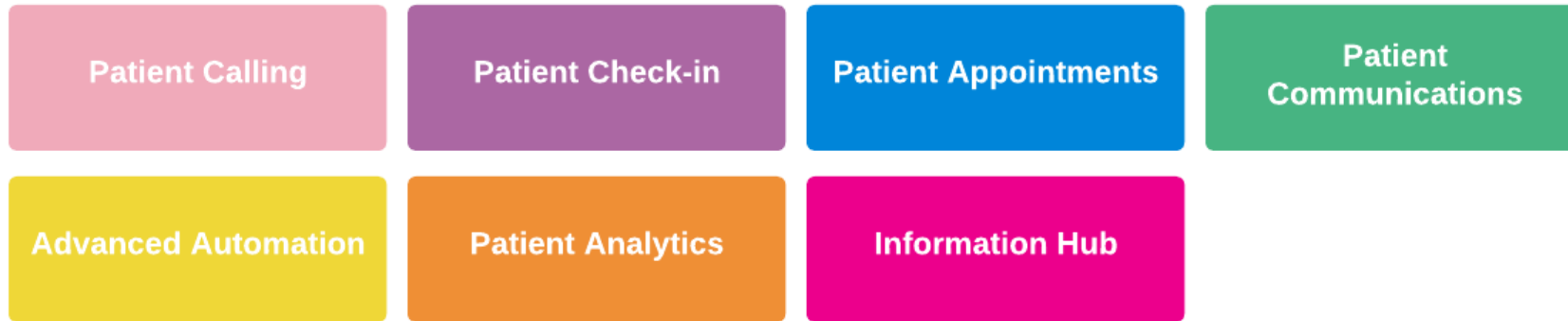
Qualified pipeline

\$260k

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Evolving Product Suite

Connect Platform



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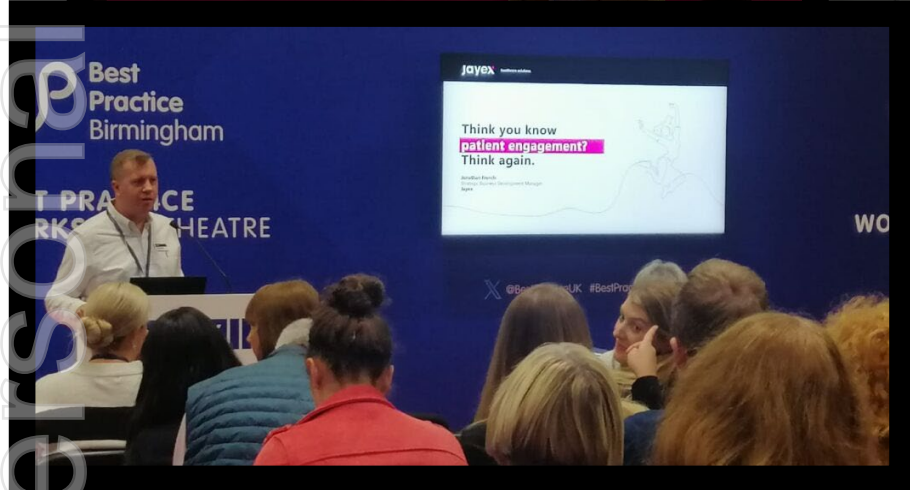
Best Practice Show Brand Relaunch

Use only



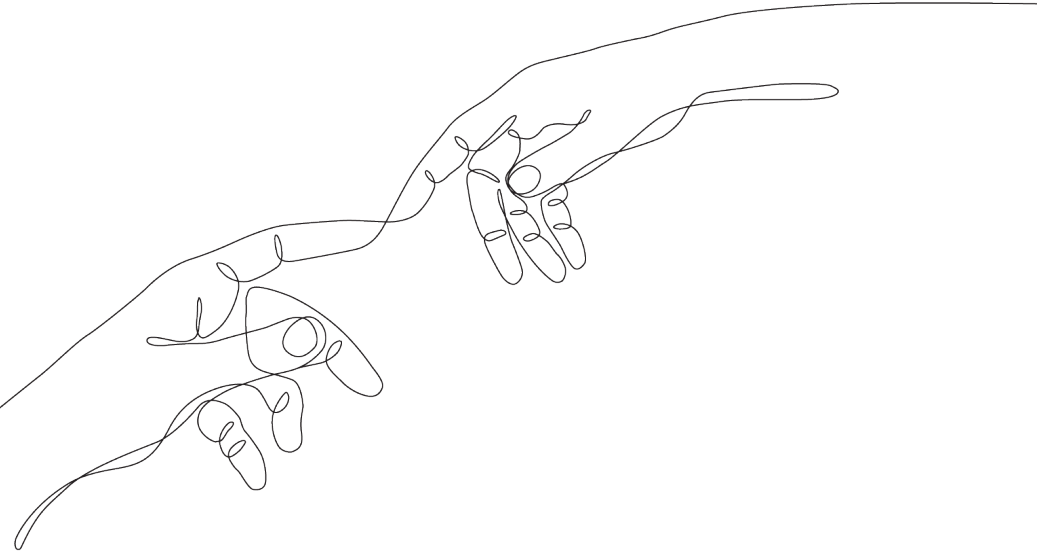
Patient engagement and care navigation is evolving... **Jayex is too.**

Our intuitive and invaluable healthcare solutions help deliver better patient care, much more than you might realise.



Q & A

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Jayex

simply invaluable.

Disclaimer

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These factors include, among other things, commercial and other risks associated with estimation of reserves, the meeting of objectives and other investment considerations, as well as other matters not yet known to the Company or not currently considered material by the Company.

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