



ASX Release

## QUARTERLY CASH FLOW REPORT AND TRADING UPDATE ENDED 31 MARCH 2020

**Melbourne, Australia; 28 April 2020: Jayex Healthcare Limited (ASX: JHL) (Jayex or Company)**, a leading UK and Australian e-health provider of integrated healthcare services delivery platforms, today released its Appendix 4C – Quarterly cash flow report for the quarter ended 31 March 2020 (the Quarter).

- Due to strong sales in Q1, receipts from customers were up from \$1.927m in Q1 2019 to \$2.127m in Q1 2020 (up 10% on the same period last year).
- Staffing costs reduced from \$821k in Q1 2019 to \$630k in Q1 2020 (down 23% on the same period last year).
- The Company increased sales revenue from \$2.517m in Q1 2019 to \$3.100m in Q1 2020 (an increase of 23% on the same period last year).
- The increased sales result and lower sales costs were a direct result of the implementation and continuing market endorsement of the Company's cloud based Connect healthcare platform.
- The Company continues to grow its Connect platform and now has an installed base of 787.
- The Company received a single order in March 2020 to deliver 169 of its Connect based Patient Check-in systems to a U.K. based Clinical Commissioning Group.
- The Company received an order from a Local Health District based in NSW to pilot a Patient Check-in system for a hospital outpatients department. The solution will also incorporate a bespoke eOutcomes form which has been developed in consultation with the hospital clinicians. There is a possibility to roll out this capability to up to a further 6 hospital outpatients departments within the Local Health District.
- The Company in partnership with its reseller in Scotland has secured a pilot project for the NHS that will incorporate the Appointuit capability. The solution will support patient triaging and appointment making for an NHS service.
- The Company reported on the 16th April that the COVID-19 pandemic continues to dominate the news and is causing economic disruption. It was also noted that our healthcare solutions play an important role in the day to day functioning of healthcare systems. In these exceptional times of COVID-19, as well as the current flu season, our Appointuit solution continues to support the Australian healthcare market, by offering some important and key features to both current and prospective customers. For the month of March 2020 there was increase in Appointuit revenue by 50% over the same period last year (March 2019). This was largely due to increases in both email and SMS use from practices. March 2020 saw the 2nd largest month ever for Appointuit SMS traffic. In addition, Appointuit was able to provide customers with an important Telehealth workflow that has proven to be vital during this COVID-19 pandemic.

- The Company has entered into a binding term sheet and formal contracts are expected to be signed in Q2 2020 to establish a Joint Venture between Jayex and LYPHE Group to develop and run a healthcare platform for the Medical Cannabis healthcare market based on the Jayex Connect platform.
- Whakaora Hou Limited (WHL), a wholly owned subsidiary of Jayex Healthcare Limited, announced in 2019 that the construction and fit-out of the Medical Cannabis facility in Papamoa, New Zealand was completed. As of 1st April, 2020, New Zealand's Medicinal Cannabis Agency, which is part of the government's Ministry of Health will launch its new Medical Cannabis Scheme that will improve access to quality medical cannabis products for patients. The New Zealand Ministry of Health have developed the scheme in order to permit the domestic commercial cultivation, manufacture and distribution of medical cannabis, and sets out the quality and licensing requirements. WHL is now in the process of applying for a licence for medicinal cannabis under this new scheme. The first medicinal cannabis licences are expected to be issued by mid-2020.

Operationally Jayex Healthcare Limited is committed to progress with its goal to significantly increase revenues and earnings by continuing with its growth strategy. The company's strategy remains resolute; to migrate from a Product company to a Software as a Service company (SaaS). The Company's increasing revenue and earnings in Q1 2020 are a testament to the company's SaaS strategy. This comprises the development of the Jayex Connect platform, the organisational re-structuring and the investments in new infrastructure systems that have recently started to take place. The Company is looking to deliver further its technology roadmap by enhancing its solution capabilities via its SaaS Connect platform, by investing in and increasing the Company's development capabilities.

**For and on behalf of the Board and for further information:**

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**About Jayex Healthcare Limited - [www.jayexhealthcare.com.au](http://www.jayexhealthcare.com.au)**

Jayex Healthcare is a leading provider in the United Kingdom, Australia and New Zealand of integrated healthcare services delivery platforms, incorporating the Company's four interconnected technologies, being:

- the *Jayex Connect* – the complete cloud-based Patient Engagement Platform;
- the *Enlighten* patient workflow platform;
- the *Appointuit* patient engagement solution;
- the *Pharmacy Delivery 2 U* prescription delivery service; and
- the *BluePoint*® remote pharmacy prescription processing and dispensing terminal.

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

JAYEX HEALTHCARE LIMITED

**ABN**

15 119 122 477

**Quarter ended ("current quarter")**

31 MARCH 2020

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1.</b>	<b>Cash flows from operating activities</b>		
1.1	Receipts from customers	2,127	2,127
1.2	Payments for		
	(a) research and development		
	(b) product manufacturing and operating costs	(617)	(617)
	(c) advertising and marketing	(32)	(32)
	(d) leased assets	(45)	(45)
	(e) staff costs	(630)	(630)
	(f) administration and corporate costs	(647)	(647)
1.3	Dividends received (see note 3)		
1.4	Interest received		
1.5	Interest and other costs of finance paid		
1.6	Income taxes paid		
1.7	Government grants and tax incentives		
1.8	Other (provide details if material)		
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>156</b>	<b>156</b>
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>		
<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings		
3.6	Repayment of borrowings		
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>		
<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	281	281
4.2	Net cash from / (used in) operating activities (item 1.9 above)	156	156
4.3	Net cash from / (used in) investing activities (item 2.6 above)		
4.4	Net cash from / (used in) financing activities (item 3.10 above)		

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
4.5	Effect of movement in exchange rates on cash held		
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>437</b>	<b>437</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	437	281
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>437</b>	<b>281</b>

**6. Payments to related parties of the entity and their associates**

- 6.1 Aggregate amount of payments to related parties and their associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their associates included in item 2

<b>Current quarter \$A'000</b>
0
0

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

**7. Financing facilities**

Note: the term "facility" includes all forms of financing arrangements available to the entity.

Add notes as necessary for an understanding of the sources of finance available to the entity.

	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1 Loan facilities	3,855	3,855
7.2 Credit standby arrangements		
7.3 Other (please specify)		
7.4 <b>Total financing facilities</b>	3,855	3,855

7.5 **Unused financing facilities available at quarter end** 0

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

Facility Amount	Lender	Interest Rate	Maturity Date	Secured/unsecured
\$2,000,000	Covenant Holdings (WA) Pty Ltd	8% per annum	30/06/2021	Unsecured
\$1,000,000	Covenant Holdings (WA) Pty Ltd	12% per annum	30/06/2021	Unsecured
\$200,000	Lazarevski	8% per annum	18/06/2020	Unsecured
\$155,000	Covenant Holdings (WA) Pty Ltd	Interest free	30/06/2021	Unsecured
\$500,000	Covenant Holdings (WA) Pty Ltd	Interest free	30/06/2021	Unsecured

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (Item 1.9)	156
8.2 Cash and cash equivalents at quarter end (Item 4.6)	437
8.3 Unused finance facilities available at quarter end (Item 7.5)	0
8.4 Total available funding (Item 8.2 + Item 8.3)	437
8.5 <b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	2.8

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 28 April 2020

Authorised by: The Board  
(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.