



Jayex Healthcare Ltd

2019 Annual General Meeting

I welcome you all to the Jayex Healthcare Ltd 2019 (Jayex) Annual General Meeting. We are grateful for the webinar conferencing facilities to enable us to hold our AGM this year and reach our audience during challenging times for everyone.

FY2019 was a pivotal year for Jayex as we commenced phase 1 of our transformation from a product-based business to a cloud-based SaaS model. Central to this transition has been the launch and rollout of our Jayex Connect Platform. By the close of 2019, the Jayex Connect Platform was being used by 727 customers.

Financial year 2019

- We saw an increase in revenue of 6.5% from \$6.75 million to \$7.18 million in 2019
- Revenue from SaaS made up 26% of total revenue
- Expenses reduced 17% and as a result we saw significant improvements in the margins and profitability of the company compared with prior periods.

Jayex Connect

Jayex Connect is the first all-in-one patient engagement platform. Utilising the cloud based platform, it allows increased productivity, efficiency and profitability for both the healthcare service providers and Jayex alike. The company now has a platform that provides appointment booking, patient calling, patient check-in, health messaging and script management. We will continue to innovate and add new product to the platform, for example – remote patient monitoring is a growth area, that we intend to leverage with the platform.

Phase II of the Jayex Connect Platform development has commenced in 2020 and it is growing from strength to strength. We are seeing existing Jayex customers transitioning to the new platform, new customers taking it up as well as increasing our capability offering to existing and new customers. Jayex now has 959 customers using the platform up 47% from last year.

Web-mobile check-in

Central to our growth strategy is creating new and innovative products to add to our platform. During Q2 we launched a new module, web-mobile check-in. This module enables you to efficiently check-in from your mobile device which supports social distancing behaviour, helps to reduce queues and reduces congestion in waiting rooms. We are really pleased with the rate of take-up of this product, it has been well received by our customers (healthcare providers) and patients under the current COVID-19 constraints. Pleasingly the product has been sold ahead of the planned roadmap timetable.

During the quarter we have also been installing our Queue Management System (QMS) in both Australia and the UK. In Australia, we installed the system at the North Sydney Local Health District and it was the first project completed in Australia with the Jayex/Cerner partnership. Additionally, Jayex UK delivered a QMS in a state-of-the-art new build project located in the Alfred Barrow Health centre in Barrow-in-



Furness, Cumbria, England. QMS integrates community and primary care services, focusing on helping people stay healthy within the local community.

In June this year, we entered into a Software Licence Agreement with Lifespot Health Ltd for technologies which allow patients to monitor chronic disease and critical conditions with their mobile device. The data can be shared in real-time with healthcare professionals allowing for conditions such as chronic diseases, post-operative recovery and COVID-19 to be monitored remotely.

We have valued this “home care” and “RPM” service at \$12 billion across the UK, Australian and New Zealand markets.

COVID-19 update

During Q2 and part of Q1 this year, we have grappled with the effects of COVID-19. Jayex is not immune from the effects that the virus is having on the global economy, however we are well placed to weather the storm given the industry we operate in and the continued demand for our services.

Jayex has benefited from government support, with UK based Jayex Technology Ltd, receiving £600,000 (\$1.08 million AUD) in funding. This will ensure the company remains in a favourable cash positive position in the short term, will support any possible loss of revenue as well as assist, maintain and ensure that the company progresses with its development and technological roadmap.

Trading update

Last week, we released our Quarterly 4C and half year business update.

- Business remains stable despite COVID-19 conditions
- The company finished a highly variable half year with a similar overall revenue figure to that of last year at \$4.3m (vs H1 19 \$4.6m)
- SaaS revenue was stable but Q2 new business sales were down \$494k against the same period last year due to the impact of COVID-19 and the deferral and delaying of projects that Jayex now expects to close and invoice in Q3
- Net cash increased by \$209k and included customer receipts of \$2.9m, repayment of borrowings made of \$420k and directors fees paid of \$180k.
- Positive outlook for 2020, Expect SaaS recurring revenue to double as additional solutions are rolled out and existing/new customers take up new products

Final remarks and conclusion

In June, our CEO Nick Fernando resigned. Mr Fernando joined Jayex UK in 2015 as Managing Director before transitioning to the role of CEO prior to the acquisition of Jayex UK by the Company. He became CEO of Jayex Healthcare in 2017 and demonstrated sound judgement and a considered approach to the group’s global strategy.

On behalf of the board, I would like to thank Nick for his contribution to the growth of the business. We have begun our search to fill the role and I will update the market in due course.



We are moving closer to commercialising our New Zealand based asset Whakaroa Hou Ltd. We have appointed Mr Jeremy Kannermeyer as a director to support this move, the next step is to apply for a cultivation license in medicinal cannabis in New Zealand.

2019 was fundamental in laying the right foundations to successfully move to a SaaS model and grow our products per customer. Jayex Connect is the first, all in one patient engagement platform, leveraging our trusted brand with a 40 year history in the UK. We now have 959 customers using the platform (up 47%) from last year and 26% of our revenue is now from SaaS. We are excited about the new products that we have rolled out and the products in the pipeline. We are set for growth across three regions with financial stability, the future is bright.