



Renewed focus on Primary Care



Annual General Meeting
May 2021

JAYEX HEALTHCARE LTD
ASX : JHL

Financial Year 2020

- Nick Fernando resigned as CEO and Michael Boyd took over as Executive Chair June 2020
- Nick Harper appointed to the board as Non-Executive Director with strong experience in software development September 2020
- Raised \$700,000 in a placement with institutional and sophisticated investors, providing funding to pursue its growth strategy September 2020
- Obtained second CBIL's facility now total of GBP 1,200m February 2021
- Shareholders approved issue of convertible note to major shareholder Covenant Holdings (WA) Pty Ltd 3m convertible notes with face value of \$1 per convertible note October 2020
 - this reduced the interest cost on funds used by the Company

Financial Year 2020

Setting the foundations for growth

- Continued and successful rollout of SaaS Connect platform
- New module web-mobile check-in launched in the UK
- Exploration in RPM segment opportunities
- Senior Management Team now in place
- Entered new market segment – NHS Community
- Partnership with Medtech, strengthening growth opportunities in Australia and New Zealand

Challenging trading conditions due to COVID

- Company revenue fell 15% to \$6.03M in FY20 (\$7.18M FY19) due to the global COVID pandemic
 - Necessary frontline COVID related response impacted demand in UK, JHL's largest market

Operating update

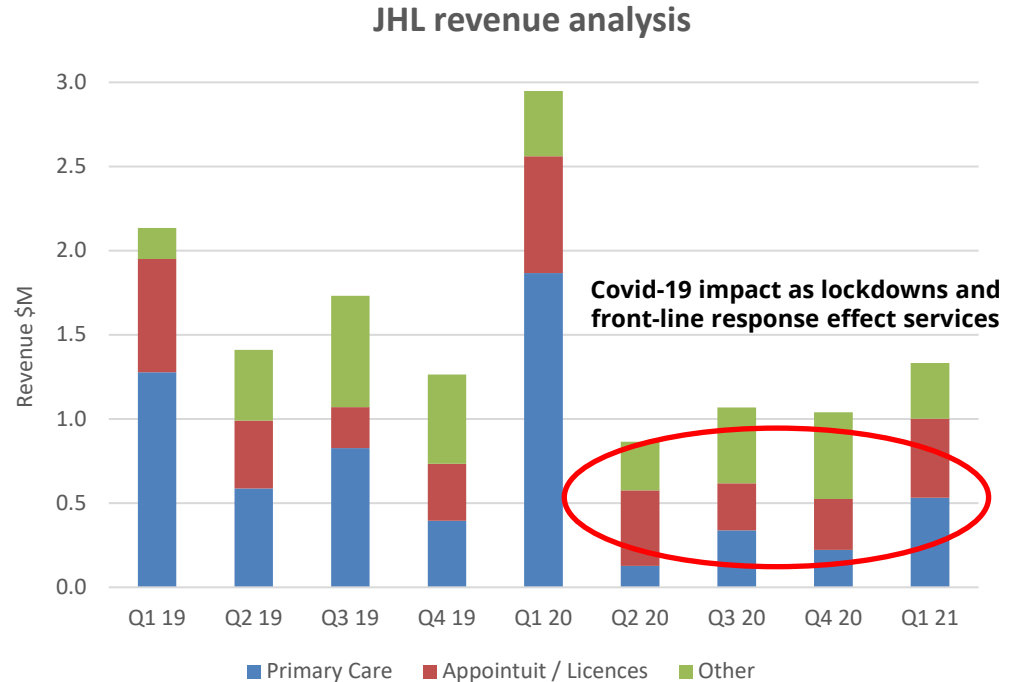
Trading improvement in the latter part of Q1 21

- **Solid revenue of \$290k in March**
 - Slow trading in Jan and Feb due to vaccine rollout and lockdown in the UK
- **Q1 21 receipts from customers of \$1.27M**
 - operating cash outflow of 539k
- Additional funding received during quarter with \$1.7m cash at end of period
- Jayex Connect platform continues to grow with **1,137 SaaS licences sold** to May 2021 (up 18% from 9 months ago)
- **Positive Outlook for 2021**

\$m	Q1 21	Q4 20
Operating cashflow	(0.54)	(0.32)
Investing cashflow	-	-
Financing cashflow	1,089	-
Increase/decrease in cashflow	0.55	(0.32)
Cash at end of period	1,690	1,140

Revenue analysis and growth outlook post COVID

- Prior to the impact of COVID, JHL's revenue peaked at \$2.95M in Q1 20
- **Signs of recovery** as Primary Care revenue increases in Q1 21 as COVID impact declines
 - as vaccine program nears completion in the UK
 - healthcare workers attend to backlog of appointments
 - demand to continue as patient illnesses will have worsened as many have gone without treatment during lockdown



Divestment of Acute business

Sale of on-premise Acute (hospital) business

- Asset sale of on-premise Acute (hospital) queue management business for £1.3M (3.1x recurring earnings) to Canadian based Vitalhub (VHI:TSX) with the sale now completed, 14.4.21
- Vitalhub has purchased all existing hospital contracts in the UK and Australia from Jayex including an Enlighten licenses to operate the services
- Transaction value of £1.3M (\$2.4 AUD) in cash and Vitalhub shares (VHI.CVE) + additional earn out capacity of up to £1.0M (\$1.8M AUD)
- Jayex retains all IP and ownership of the Enlighten technology stack
- Divestment enables Jayex to focus on core and higher-margin NHS Primary Care and Community markets and increases services offered through its SaaS based Connect platform

1. Set for growth

A simpler structure to facilitate growth

- Enables Jayex to focus on growing its core offering **SaaS based Jayex Connect**
 - in UK and rolling out in Australia and New Zealand
 - Australia and New Zealand still majority on premise solutions
 - Adding Clinical Data management to Demographic Data
- New growth opportunity in NHS Community segment
 - Existing relationships in NHS Community to facilitate growth
 - Dental the initial focus
 - Continue to explore opportunities in RPM
- NHS Community made up of:
 - Dental
 - Allied health
 - Mental Health
 - RPM



2. Leaner, more agile business

Creating efficiencies

- Segment supported by **cloud solutions**
 - faster to deploy
 - higher margin
 - pricing structure provides for a strong incentive for clients to stay with us over time
- Now only one development team, reducing staffing costs
- Rejuvenated internal systems including migrating accounting and CRM onto a more complete system
 - better suited to managing UK and GP clinic customer base
 - enable better client management, including sales processes, billing, installations and fault detection and management
- New hire, Ryan Chana – head of growth, extensive SaaS experience now in place

3. Pursuing new technologies and innovation

RPM and other telehealth opportunities to underpin growth

- **Innovation at our core** as we develop new products and differentiate ourselves
 - Increasing productivity, efficiency and profitability for healthcare providers and patients

New modules/technologies

- Jayex Triage
 - Targeting Launch 4th qtr. 2021, collaboration with AHI:ASX
- Jayex Campaign
 - Already in Australia and New Zealand
 - Launch 3rd qtr. Currently being localized for UK
- Focus on **RPM** and other telehealth technologies
 - with clinical data focus to supplement existing demographic data focus
- **Growing revenue per GP Clinic customer** as new products are rolled out and capturing greater market share

CAMPAIGN

Enables the creating and sharing of targeted healthcare campaigns that broaden the reach of the healthcare campaigns with SMS and email messaging

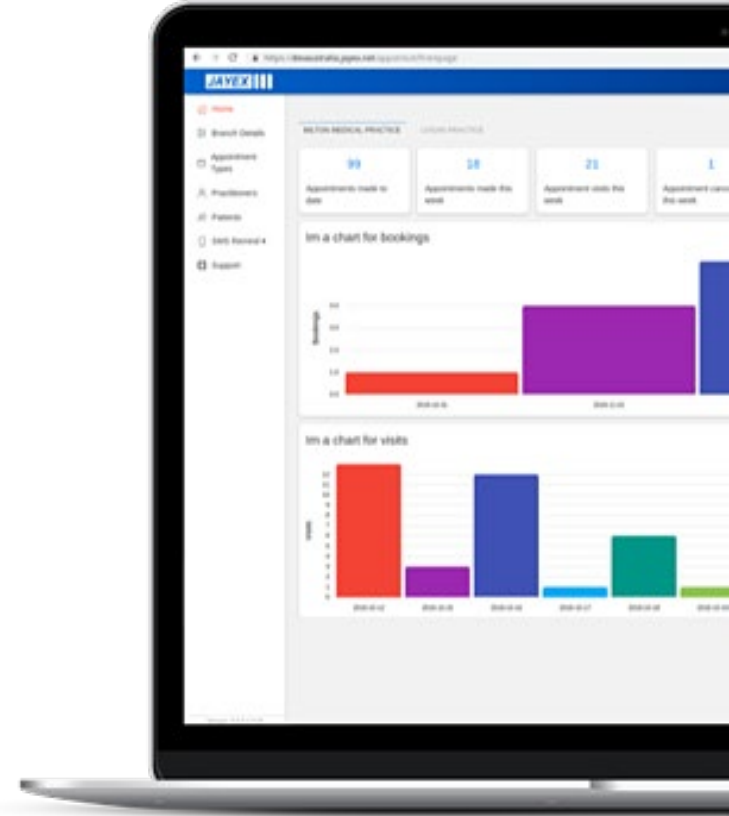
Enables evaluation of the success of patient communications with analytics and reporting functions

Enables the transmission of targeted advertising campaigns



4. Focus on Cash

- **Focus is on cash flow**
 - Hospital business is divested
 - Cost alignment
 - SaaS enables positive lock in for GP's
- R&D is augmented by licensing and partnering deals
- New CRM and financial software live from March 2021 emphasizes care and nurture model of sales and client retention
- Cash at Bank \$3.5m



Remote patient monitoring (RPM)

- Major growth opportunity: RPM market valued at \$12 billion across UK, AUS and NZ
- Acquisition pipeline in place to meet growing demand in RPM market
- Technologies allow patients to monitor chronic disease and critical conditions with mobile device
- Data shared in real-time with healthcare professionals
- Conditions monitored include
 - Chronic disease states, post-operative recovery, COVID

How does Jayex improve patient health outcomes?

- **Patient convenience** by offering 'queue busting' solutions
- Enhance **efficiency and productivity** of healthcare professionals resulting in **increased patient throughput** through clinics
- **Improves the patient experience**, esp for time-poor, infirm and the ageing population - resources can be re-allocated to focus on patient experience
- Improves **patient data collection**, easily and conveniently updates patient demographic information
- Supports the **convenience** of scheduling, cancelling appointments for patients, whilst reducing Patient 'no-shows'
- Contributes to the 'paperless' healthcare model **saving \$\$\$** and **improves time efficiencies** through digital communication

Whakaora Hou Ltd – 100% subsidiary of JHL

New Zealand start up cannabis business
poised for sale

- Successfully obtained cultivation license for medical marijuana from the New Zealand Medicinal Cannabis Agency (NZ Ministry of health) in April 2021
- Licence valuation underway ahead of sale process
- Anticipate sale in 3rd quarter 2021



Set for Growth



- Recognised healthcare technology brand



- Install base of 3,627 clinics across UK, Australia and New Zealand



- Best of breed all-in-one patient engagement platform, creating efficiencies for healthcare providers



- Set for growth as JHL focuses on core client GP Clinics, expanding service offering



- Continued roll-out of Jayex Connect cloud based **SaaS** solutions in NHS Primary Care and NHS Community Care



- Leaner, more agile business delivered from cloud solutions creating efficiencies



- Senior Management Team in place to pursue innovation and growth

- Cash in bank to pursue M & A EPS accretive transactions

- Set for growth as vaccines rolled out in response to COVID pandemic

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