

CARETEQ

Half Yearly Results Presentation

February 2023

Constant Care, Everywhere

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Company Overview

AN AUSTRALIAN COMPANY WITH A FOCUS ON HEALTH AND AGED CARE

CARETEQ has developed a comprehensive SaaS-based solution and is an early mover in the rapidly growing Assistive Living Technology sector.



Solutions

Solutions targeting acute, aged, disability and home care sectors



Devices

Suite of devices for monitoring activity, safety and medication adherence that connect to cloud-based Sofihub platform



Assisted living

Intuitive and enterprise level central dashboard to manage and control a comprehensive range of Assistive Living Technology solutions



Relief

Peace of mind for users, family and care givers



Aged Care Management

Provides Medication Management services to some of the nation's largest aged care providers



Medication Management

Leveraged to the digital transition in medication management that is currently underfoot in Australia

Market Matrix*

CARETEQ (ASX: CTQ) listed on the Australian Securities Exchange on 10 Jan 2022

Market Cap	$7.8m
Cash (as of 31 Dec 2022)	$3.6m
Enterprise Value (EV)	$4.2m
Share Price (52wk range)	5.6¢ - 15¢
Shares Held by Top 20	62.5%
No. of Shares on Issue	123.6m
EV to FY22 Sales	0.95x

*Data as of 10 February 2023



1HFY23 Financial Performance

Interim Result Highlights

MOVING FROM STRENGTH-TO-STRENGTH

FY22 was a foundation year following CARETEQ's ASX listing with the Group investing heavily in building the sales pipeline in Australia and the US and securing partnerships to expand distribution channels and its offerings.

Revenue
Revenue up 36% pcp to $2.6m as net loss improved by ~$1.4m

Results
Strong results due to Contract wins, expanded offerings, lower costs and Ward MM

Subscriber Growth
Sofihub subscriber growth jumped a third pcp to ~4.2k as pipeline growth accelerated in Dec quarter

	Change	1HFY23	1HFY22
Total Group Revenue	+35.5%	$2.6m	$1.9m
EBITDA	+39.4%	-$2.2m	-$3.7m
Net Profit	+36.4%	-$2.4m	-$3.8m

Pipeline Expansion
Strong Care secured second RAC client since August and pipeline expands to 42 (vs. 11) in 3 months

Growth
Further growth expected with positive outlook for all key businesses

Opportunities
Additional significant opportunity as SiTa Foundation moves closer to starting trials in the US

Business Model

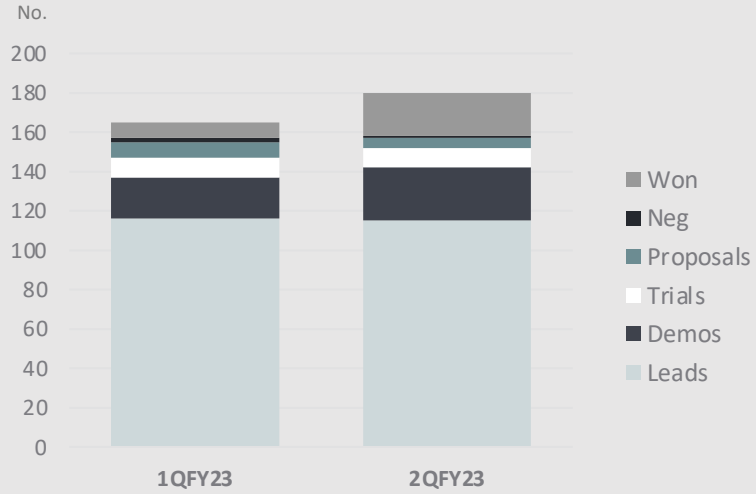
DEFENSIVE GROWTH BUSINESS

Category	Assistive Living Tech	Medication Management	
Solution	SOFIHUB	wardmm Quality of life, we care.	STRONG CARE
Description	**Cloud-based platform that connects a range of smart sensors (e.g. falls detection, smart monitoring, etc)**	**Provides medication management services** (Residential Medication Management Reviews. Quality Use of Medicine and Home Medication Reviews)	**Digital medication management solution**
Revenue Model	**Hardware sales & recurring subscription revenue** *Hardware sales are correlated to subscriptions but may be "bundled" with subscriptions for some clients, which means reported hardware sales may decline in the period even when active users are increasing.	**Contractual revenue** (3-year avg)	**Recurring revenue** (Charged per bed/ patient per month)
Target Markets	Disability & Aged Care (in-home or Registered Aged Care Facilities) **Security** Lone Worker **Domestic violence** *Buyers may get government subsidies/grants (e.g., NDIS)	Residential Aged Care Facilities **General Practitioners** In-Home Care	

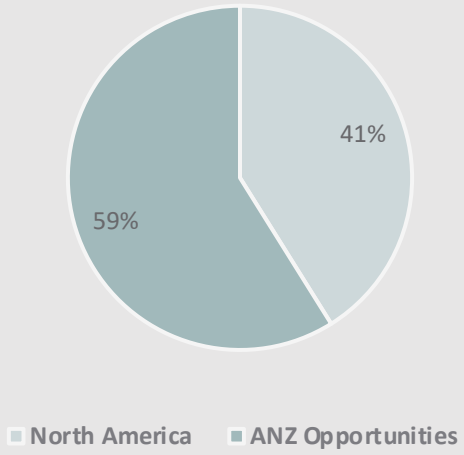
Sofihub Continues to Gain Traction

POSITIVE GROWTH OUTLOOK

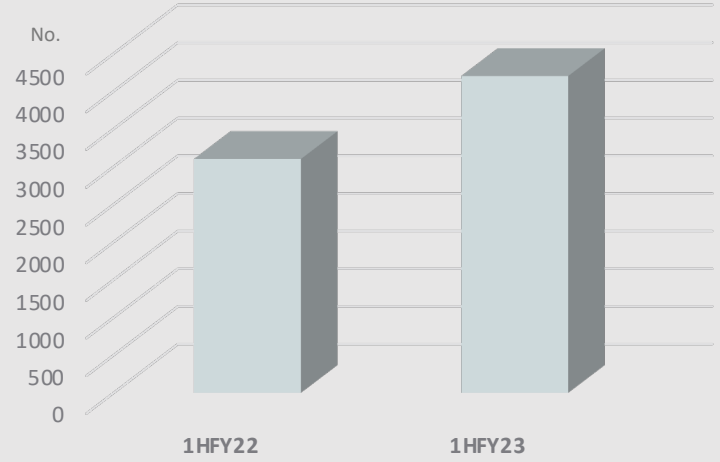
Growing Pipeline & Accelerating Conversions (US & Aus)



Sales Pipeline by Geography



Number of Sofihub Subscribers



Number of revenue generating contracts jumps to 22 in 1HFY23 from 8 in the PCP

First orders from new clients are modest but repeat orders expected to be worth significantly more

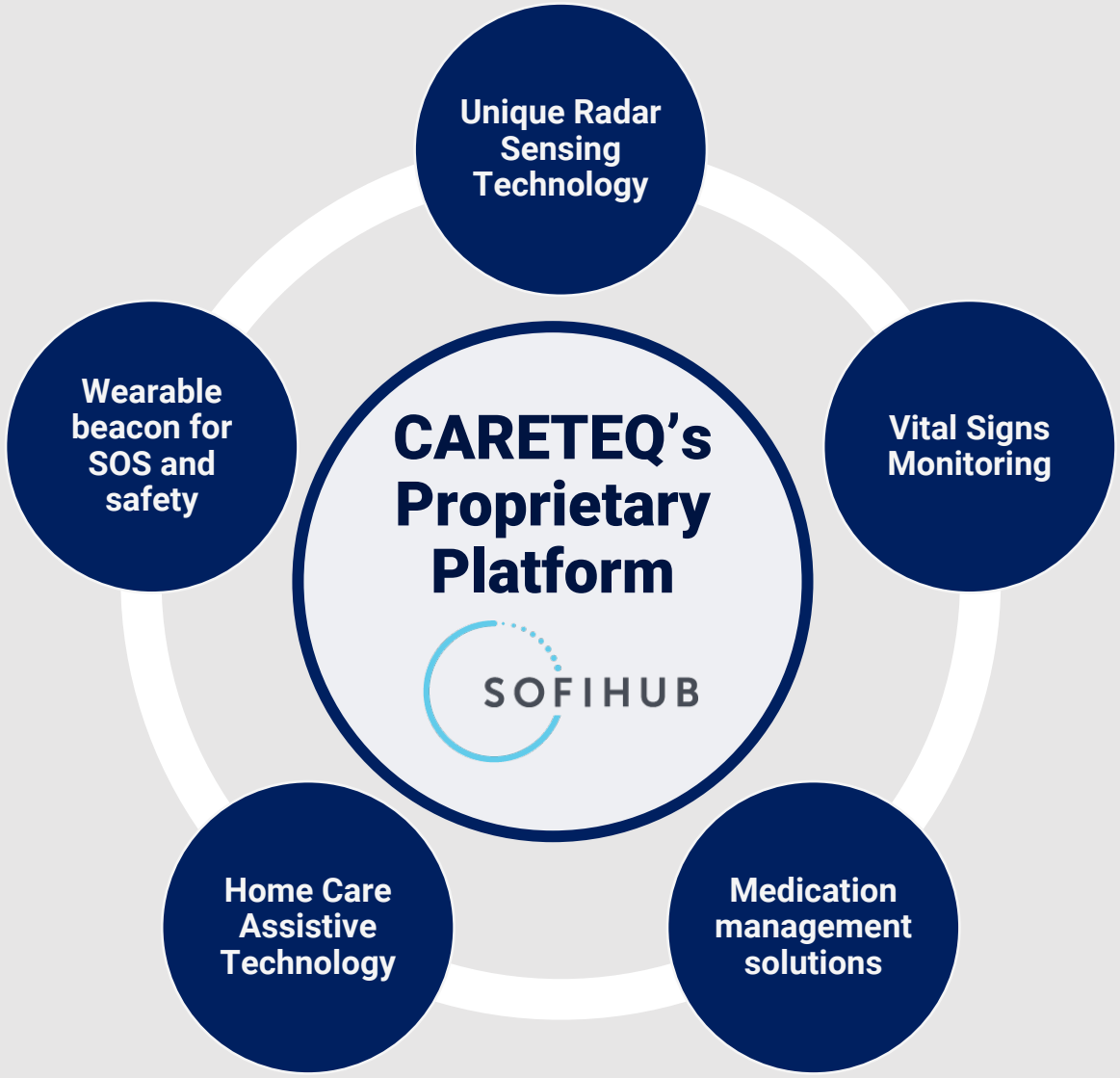
Active users increased by ~33% and is expected to grow further based on strong sales pipeline

Benefiting from macro tailwinds (e.g. staff/funding shortage, quality of care challenges, ageing demographics and trend towards in-home care)

Converting just one lead to binding sales may significantly grow CARETEQ's subscriber base due to size of many potential clients in the pipeline

Subscription & Hardware Sales

CLOUD-BASED PLATFORM + SMART SENSORS



Sofihub Ecosystem

- **Enables big data capture and enhanced granularity**
- Constant real-time stream of multiple data variables delivering broad detail on activities and occurrences
- **Can be accessed through various devices including computer, laptop, tablet and smartphone**
- Seamless integration with CARETEQ's hardware, providing users and loved ones an out-of-the-box solution
- **Sticky and growing subscriber base with high switching costs**
- Low churn of 1.8% that is more than offset by new subscribers to the platform
- **TEQ-Light (latest hardware offering), which plugs into a wall socket for monitoring, communications and medication reminders, is attracting keen interest from potential clients**

Strong Care & Ward MM

SYNERGISTIC GROWTH

Digital Medication Management System

- Strong Care secured its second Registered Aged Care Facility client since its launch in August 2022
- **Its sales pipeline has grown to 42 additional opportunities at end December (vs. 11 at end September)**
- Most Registered Aged Care Facilities are still using paper-based systems
- **The federal government is providing grants to Registered Aged Care Facilities s to make the transition by Dec 2024**
- Those who don't will have to fund the transition themselves or risk being cut off from other grant programs

Medication Management Services

- Ward MM is a key contributor to the Group's 1HFY23 revenue growth
- **The business is one of Australia's largest medication management service providers**
- Regulations, government incentives and ageing population provide growth platform for Ward MM and Strong Care
- **Ward MM gives CARETEQ unparalleled access to leading Registered Aged Care Facilities s to cross-sell Strong Care**

More Room for Sales Pipeline to Expand

DISRUPTING THE AGED & DISABILITY CARE SECTORS

- CARETEQ's Assistive Living Technology platform and solutions are gaining momentum in Australia and the US
- Increasing need to improve the standard of care for the elderly and disabled, chronic staff shortages and funding blowouts are driving demand

AUS/NZ

$22.7b TAM	$995m SAM

TAM: Total Addressable Market

GLOBAL

$1.1t TAM	$32.0b SAM[4]

SAM: Serviceable Available Market



Elderly Care

There are approximately 1 million **elderly Australians** receiving either **home care or home support** under the **CHSP**[1]

Aged Care

There are **217,145 beds in residential care** services across 3,000 facilities.

Disability Care

4.4m Aussies living with disabilities (18% of population)[2]

Accident Rehab

160,000 Australians aged 15-64 have a head injury, stroke or acquired brain injury and 223,000 cases of hospitalised injury due to falls[3]

1 Australian Institute of Health and Welfare, ROACA summary, 2019-20
2 https://www.abs.gov.au/statistics/health/disability/disability-ageing-and-carers-australia-summary-findings/latest-release
3 https://www.abs.gov.au/articles/disability-and-labour-force
4 https://www.globenewswire.com/news-release/2021/07/15/2263455/0/en/Global-Disabled-and-Elderly-Assistive-Technology-Market-to-Reach-32-Billion-by-2026.html



Other Opportunities and Outlook

SiTa Foundation Update

PROGRESSING TOWARDS TRIALS

Prototype

SOS device prototype ready for first US trial following improved hardware design

Saas

CARETEQ providing backend SaaS (Sofihub) while SiTa is working with a 3rd party on the hardware

Recurring Revenue

Under the partnership, CARETEQ will attract recurring revenue streams on a per device basis

SiTa Founder

SiTa is founded by Jo Natauri, global head of private healthcare and investing at Goldman Sachs in NY and she also serves on the Committee for Corporate Investment and the Sustainable Investing Committee at Goldman

Domestic Violence

~10m Americans adults face domestic violence a year and domestic violence hotlines get >19,000 calls a day

Market Strategy

SiTa is responsible for all trials and go-to-market strategy

The SiTa Foundation is a non-profit organisation, based in the United States, that prepares victims of violence to rise up against repeated abuse by empowering them, building confidence, and increasing safety through the use of technology that engages allies



Significant New Market

NEW SALES TO LONE WORKER MARKET





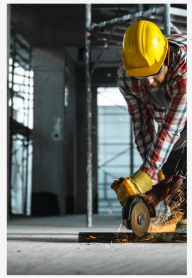
Working separately from others
(e.g., factories, warehouses, petrol stations, kiosks)



Agriculture & forestry workers
(e.g., logging, farm)



Service workers
(e.g., postal, social work, health services, drivers, pest control, real estate)



Working away from a fixed base
(e.g., construction, plant installation, maintenance)



Working outside normal hours
(e.g., cleaning services, security, repairs/emergency)

*https://www.reportlinker.com/p06169073/Emergency-Services-for-Lone-Worker-s-Safety-Market-Research-Report-by-Type-by-Component-by-Deployment-by-Region-Global-Forecast-to-Cumulative-Impact-of-COVID-19.html

- Initial sales of TEQ-Secure safety pendants via existing channel partner
- **Early customers include Transport Accident Commission (TAC) and Department of Health**
- Lone worker covers multiple industries
- **Global lone worker safety market estimated at US$877m in 2022 and growing at 12.4% CAGR to hit US$1.6b by 2027***



Hospital-in-the-home Market

NEW OFFERING

- Hospital in the Home is growing rapidly in Australia and presents a new significant opportunity for CARETEQ
- **CARETEQ is in discussions with prominent healthcare groups within Australia**
- Logical extension of CARETEQ's solution suite to offer vital sign monitoring and technology solutions
- **Hospital in the Home found to save cost and produce better health outcomes**[1]
- Global market estimated to be worth US$299bn in 2020 and growing at 7.9% CAGR (2021-2028)[2]

[1] https://www.westernsydney.edu.au/__data/assets/pdf_file/0007/1036609/Issues_Paper_-_Taking_Healthcare_Home_Ideas_Lab_23_Feb_2016.pdf
[2] https://www.grandviewresearch.com/industry-analysis/home-healthcare-industry

Positive Outlook

FOR FY2023

Growth
Strong gains in 1HFY23 expected to carry through FY23 and beyond

Growth Options
Multiple near-term growth options (including new markets) to build scale in Australia and internationally

Momentum
Fundamentals for Company has never been stronger

Prospective Customers
High levels of interest from prospective customers indicate further growth in sales pipeline for Sofihub and Strong Care

Disruption
Aged and disability care ripe for technological disruption

Macro Tailwinds
Operating in fast growing sector that's benefiting from several macro tailwinds



Deep Experience in Health Care

BOARD DIRECTORS



Mark Simari
Executive Chairman

Over 14 years' Board experience in a diverse range of organisations

Former Managing Director and Co-Founder of Paragon Care (ASX: PGC) (between 2008 and 2018). He was instrumental in Paragon Care becoming one of the largest independent healthcare suppliers in Australian and New Zealand market

Extensive experience in finance, investment, equity capital markets and M&A



Alex Boyd
Executive Director / COO

Over two decades of experience in operations, procurement and resource management, concentrating on developing technology solutions.

International executive with a background running transformation and growth programs for blue chip companies in multiple sectors

Held senior roles at Shell (LON: RDSA), Parsons, Inc. (NYSE: PSN) and Idox Plc (LON: IDOX)



Brett Cheong
Non-Executive Director

Over 40 years of background experience within the healthcare industry at all levels of management.

Founder and Managing Director of Axishealth Pty Ltd for 9 years including the role of Marketing Manager.

Extensive management skills focusing on Sales & Marketing, Product Design & Development, Manufacturing and International product sourcing



Stephen Munday
Non-Executive Director

Over 40 years business experience in Australia and North America including Chief Financial Officer & Company Secretary positions in several listed companies.

Extensive experience in marketing, business development, supply management, commercial management, financial management, change management, compliance and governance.

Previously Chief Financial Officer of Paragon Care Limited

THANK YOU

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