

Investor Presentation

Annual General Meeting

2026

28 May 2026

Aged care's operating system. Built for the new Act.

www.talius.com.au

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Chairman's message



FY2025 was a year of meaningful transformation for Talius. We continued our strategic pivot from a hardware-led model toward a recurring, high-margin Subscription business – and the results are starting to speak for themselves. The hardware remains a critical part of data collection, but scalability and margin expansion will derive from the platform rollout.

Total operating revenue for the year ended 31 December 2025 was \$7.66 million. Our Annual Recurring Revenue grew 12.7% year-on-year to \$3.3 million, and active subscriptions increased 20% to over 51,150. Importantly, we achieved a 55% reduction in net loss after tax to \$1.46 million and, critically, achieved positive operating cash flow in Q4 2025 and Q1 2026. This is a significant operational milestone and a clear validation of the direction the business is taking.

On the commercial front, 2025 saw a number of important milestones. We formalised and launched our distribution partnership with Wesco Anixter and received another significant order from Hato Hone St John, validating the enterprise-grade capabilities of our platform not only in Australia, but abroad. We were also selected for the BEDA MedTech Initiative Global Accelerator, demonstrating international recognition of the Talius platform.

On the capital side, we completed a \$4.0 million placement in October 2025 to fund platform enhancement and commercial expansion and ended the year with cash of \$4.92 million and no debt.

A major milestone for the business was the appointment of Pat Howard as Managing Director and CEO, effective February 2026. Pat brings more than 25 years of executive experience across healthcare, technology and government, including his previous role as CEO of ASX-listed company MSL Solutions, where he grew market capitalisation from \$16 million to \$120 million before leading a successful sale to private equity. Pat's focus is on executing our growth strategy, deepening health and government partnerships, and selectively expanding into international markets. Graham Russell, our Founder, has transitioned to the newly created role of Founder and Executive Director, Strategy and Growth – allowing him to focus on innovation, strategic partnerships and sales.

Since the start of 2026, the business has continued to build momentum. I am particularly pleased to report that in April 2026 we secured a Master Services Agreement with Adventist Retirement Plus, covering an initial rollout across two Queensland retirement villages with a total contract value of \$565,000, and a clear pathway to expand across the broader Adventist portfolio nationally.

Our platform continues to gain strong recognition across the aged and disability care sector, with growing deployments including Uniting Care, Keyton, Bolton Clarke, and ADT. The regulatory environment – particularly the new Aged Care Act and the government's \$5.6 billion aged care reform package – is creating strong tailwinds and directly incentivising large-scale adoption of technology platforms such as ours.

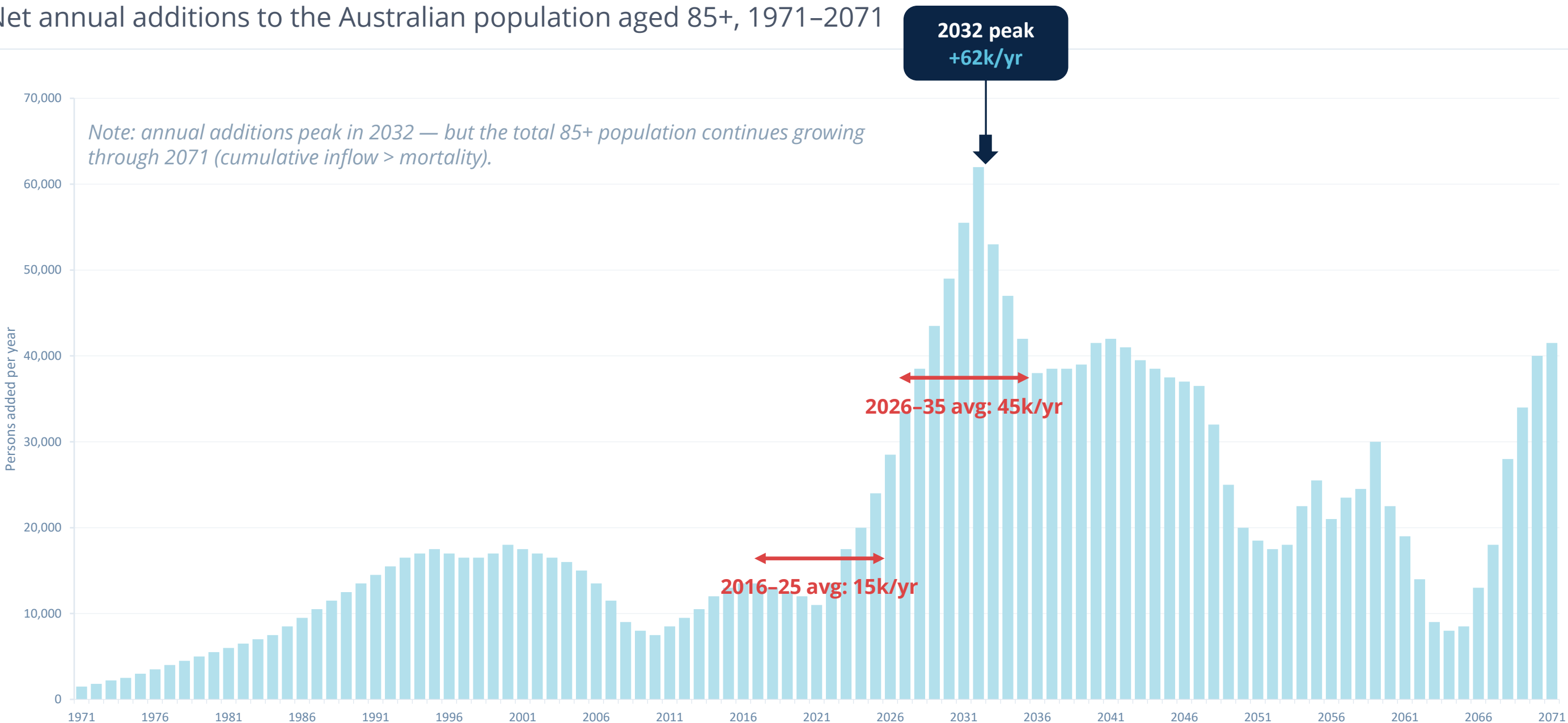
The Board's focus for FY2026 is on scale and delivering consistent operational cashflow, growing ARR through subscription expansion and new contract wins, and broadening and enhancing our platform across our care verticals. This will ultimately translate to superior client outcomes and strong shareholder returns.

Most importantly, I extend my sincere gratitude to our shareholders, employees, customers and partners for their continued support.

Australia's 85+ cohort — annual additions triple over the next 10 years



Net annual additions to the Australian population aged 85+, 1971–2071



AUSTRALIANS AGED 85+	
10-Year Average, annual additions	
2016–25	15,000
2026–35	45,000

\$39.2B

annual Commonwealth aged care spend

+9.6% YoY growth

(FY2024–25)

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SURGING DEMAND

Aged care demand is not a cycle. *It is a four-decade structural build* — and the technology platforms positioned now will compound for decades.

Yet there's not enough people available to care for them...

The workforce squeeze is intensifying the technology imperative

THE WORKFORCE SQUEEZE

110,000

direct-care workers short by 2030¹

A structural shortage

Australia's projected shortfall of direct aged-care workers within the next decade — the sector cannot recruit the staffing it needs.

~25%

annual workforce turnover²

A revolving door

Aged care providers lost over 10,000 workers in a single quarter — about 1 in 4 of the entire workforce leaves every year.

56%

of workers report elevated burnout³

Burnout at scale

More than half of residential aged care workers report elevated burnout — driven by excessive workload and lack of time to provide care.

20%

nursing time saved by going digital⁴

Time stolen from care

Independent study found replacing paper documentation with digital point-of-care systems saved 20% of nursing time — time returned to residents.

The sector cannot hire its way out of this. **Productivity per worker must rise — and that is a technology problem.**

Talius is a pure-play technology platform purpose-built for the aged care continuum



INVESTMENT THESIS

Talius converts mandated digital compliance and structural workforce shortage into **high-margin, contracted recurring revenue** across the care continuum.

WHY NOW

The regulatory forcing function is live

Aged Care Act 2024 mandates digital compliance from Nov 2025, with personal civil penalties for Responsible Persons. \$5.6B Federal funding accelerating adoption across 3,300+ providers in the addressable market.

WHY TALIUS

A defensible category position

The only device-agnostic platform combining real-time sensor data, CSIRO-validated analytics and automated compliance workflows in a single governed environment.

THE FLYWHEEL

Compounding recurring revenue

Each deployment converts physical infrastructure into a multi-year ARR annuity. ~70% software gross margins. Deep workflow integration drives near-zero churn. Land-and-expand within enterprise accounts compounds without sales-team scaling.



**The only platform
combining real-time
sensor data, CSIRO-
validated analytics and
automated compliance
workflows for the aged
care continuum**



How Talius Works

Investors can view this video via the link below:
https://youtu.be/nXq0EhqKS_E?si=nAea9mpaLd4m-TB

The Talius One Platform

One platform. Every signal. Auditable care



VALIDATED IMPACT

139-bed residential aged care facility

23%

reduction in resident falls

25%

reduction in unsafe night-time mobility

20%

staff time saved on round checks

80%

faster understanding of new resident needs

WHY PARTNERS CHOOSE TALIUS

- ✓ Confidence under scrutiny
- ✓ One trusted version of the truth
- ✓ Reduced regulatory & compliance risk

IT DELIVERS

- Real-time alerts to frontline teams
- Predictive insights for clinicians
- Automated workflows that cut labour cost & risk

Corporate snapshot



Board of Directors

Ramsay Carter Non-Executive Chairman

>20 years' experience in global investment banking, corporate law and international business development across APAC markets.

Graham Russell Founder & Executive Director, Strategy & Growth

>25 year's experience in systems Integration & sensor technology solutions across Healthcare, Utilities and Government.

Pat Howard Managing Director & Chief Executive Officer

>25 years of executive experience across healthcare, technology, government, and elite sport including CEO of ASX-listed MSL Solutions. Pat hold an MBA, Grad Dip (Applied Fin) and B. Pharm.

Greg Kennish Non-Executive Director

>40 years of experience in the aged care sector. MD & part owner of Lifestyle SA Group, which has over 2,000 apartments across 11 Lifestyle Retirement Villages in South Australia.

Stephen Norris Non-Executive Director

>40 years retirement living and property development; deep understanding of technology platforms, including subscription models.

Capital Structure¹

Share Price	\$0.066
Shares on Issue	340.8M
Market Cap	\$22.5M
Cash	\$4.92M
Debt	Nil

Substantial Shareholders²

Kyle Haynes	10.8%
Stephen Norris	8.4%
Graham Russell	5.4%

12 Month Share Price Performance



FY2025 financial highlights

Transformation delivering improved margins and recurring revenue growth



Active Subscriptions

51,150+

+ 20% Growth



Annual Recurring Revenue

\$3.3M

↑ +12.7% YoY Growth



Operating Cash Flow

Positive



Cash & Equivalents

\$4.92M

✓ As of 31 Dec 2025



Total Operating Revenue

\$7.66M

i Strategic shift to subscriptions



Net Loss After Tax

(\$1.46M)

↑ 55% Improvement YoY

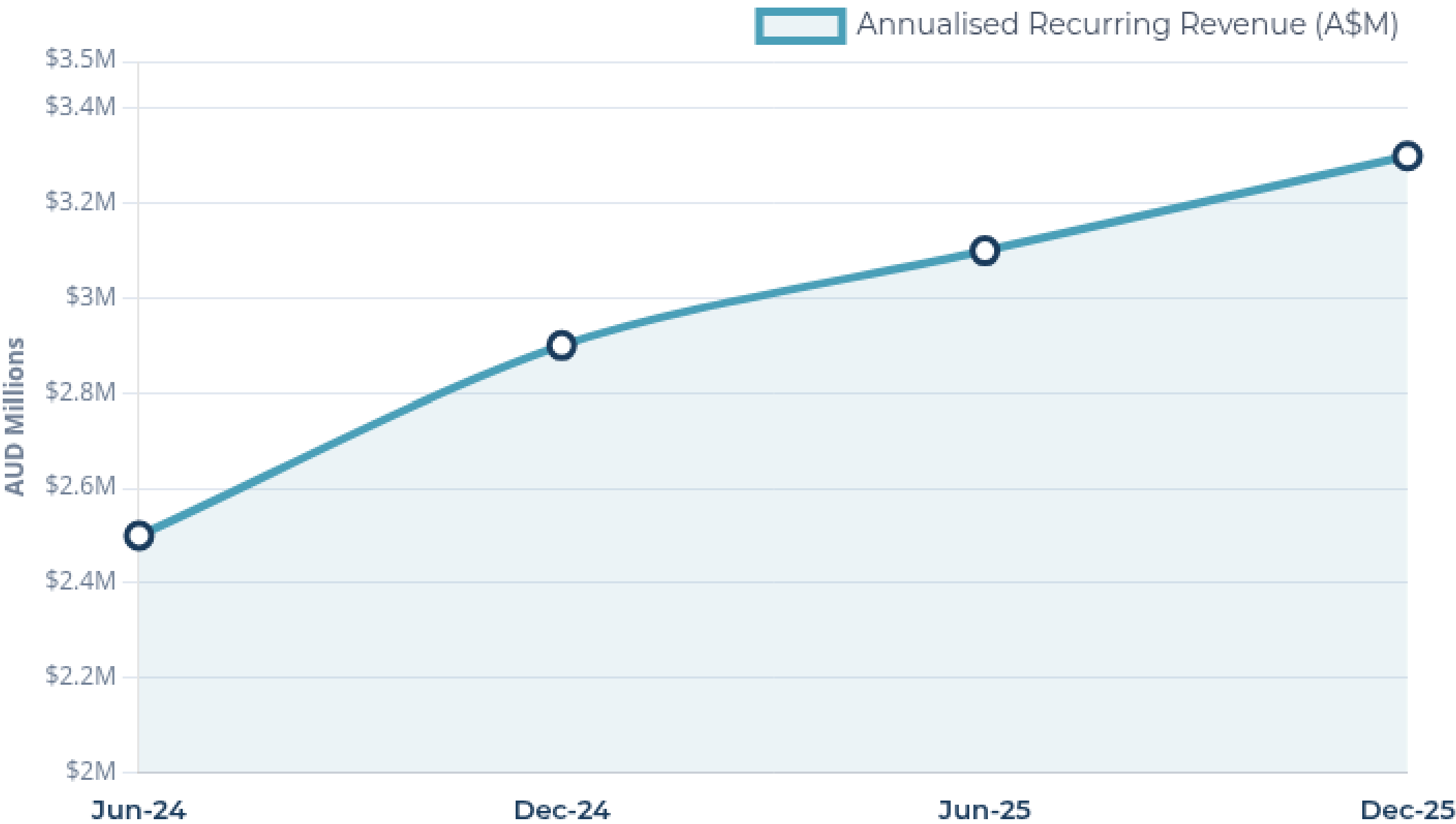
Key Takeaways

- 1. Active Subscriptions: 20% YoY growth**
demonstrates accelerating platform adoption and increasing workflow integration across customer portfolios, providing a durable base for ARR compounding and margin expansion.
- 2. Recurring Revenue: ARR up 12.7%** with growing high-margin software revenue.

Recurring revenue momentum



Strong growth in Annualised Recurring Revenue (ARR) driven by subscription adoption



Active Subscriptions

51,150+

↑ Growing

Active devices on the Talius platform as of 31 Dec 2025.

Average Price Per Subscription

~\$64.50

Growth Drivers

- ✓ customer retention
- ✓ Upsell to existing customers
- ✓ Strategic shift to Subscription model

Pricing and financial model

Land-and-expand model with high-margin recurring revenue

Revenue & Margin Profile

HARDWARE MARGIN

~30%

Gross margin on device hardware

SOFTWARE MARGIN

~70%



Gross margin on subscription software

Recurring Revenue Concentration

52%

Top 3 customers

64%

Top 5 customers

84%

Top 10 customers

% of total ARR. High concentration reflects enterprise contract depth, not fragility.

CASE STUDY: ARP DEAL

Melody Park & Victoria Point

TOTAL CONTRACT VALUE

\$565,252

Hardware and implementation (one-off)

\$442,948

Recurring ARR contribution

\$40,768 / year

Contract term

3 years minimum

Two sites. Total 3-year contract value: \$565,252 | ARR at maturity: \$40,768/yr

Financial snapshot



FY2025 vs FY2024 — Hardware is the source of data; Talius focused on higher margin subscription revenue

NET LOSS IMPROVEMENT

55%

YoY reduction in net loss (\$3.22M → \$1.46M)

SUBSCRIPTION % OF REVENUE

41%

Up from 24% in FY2024

CASH & EQUIVALENTS

\$4.92M

As at 31 December 2025. Nil debt.

Metric		FY2025	FY2024
Total Revenue		\$7.66M	\$11.15M
Software Revenue	↑	\$3.17M	\$2.66M
Hardware Revenue		\$4.43M	\$8.46M
Net Loss After Tax		(\$1.46M)	(\$3.22M)
ARR	↑	\$3.3M (+12.7%)	\$2.93M
Active Subscriptions	↑	51,150+	42,600
Subscription % of Revenue	↑	41%	24%

ASX Listed Peer Comparison



ASX-listed companies. One sector. Talius trades at a discount to both sector peers on every relevant metric

METRIC	TAL	ICR	AHC
Recurring revenue (ARR)	\$3.3M	\$99k ¹	N/A ⁵
Deployment breadth	RAC, Retirement, Home Care, Emergency	Primarily RAC	Nurse call, hospitals, aged care (global)
Market capitalisation	\$22.5M	\$16.1M	\$130M
EV / ARR multiple	~5x	~140x	N/A ⁴
EV / Revenue multiple	~2.3x	~15.5x	~1.6x
Cash	\$5.00M	~\$2.4M ²	\$14.5M
Debt	Nil	~\$1.0M ³	Minimal
Operating cash flow	Positive (Q4 FY25, Q1 FY26)	Negative	Positive

TAKEAWAYS

- 1

High ARR. Lowest multiple.

TAL has 33x more recurring revenue than ICR, yet trades at ~5x ARR vs ~140x. Against the more mature AHC, TAL offers an earlier-stage entry at a fraction of the multiple..
- 2

Broadest deployment footprint.

TAL is deployed across Residential Aged Care, Retirement Living, Home Care and Emergency services. No listed peer matches this breadth, reducing concentration risk and expanding the addressable contract base.
- 3

Cash-flow positive, debt-free, ready to scale.

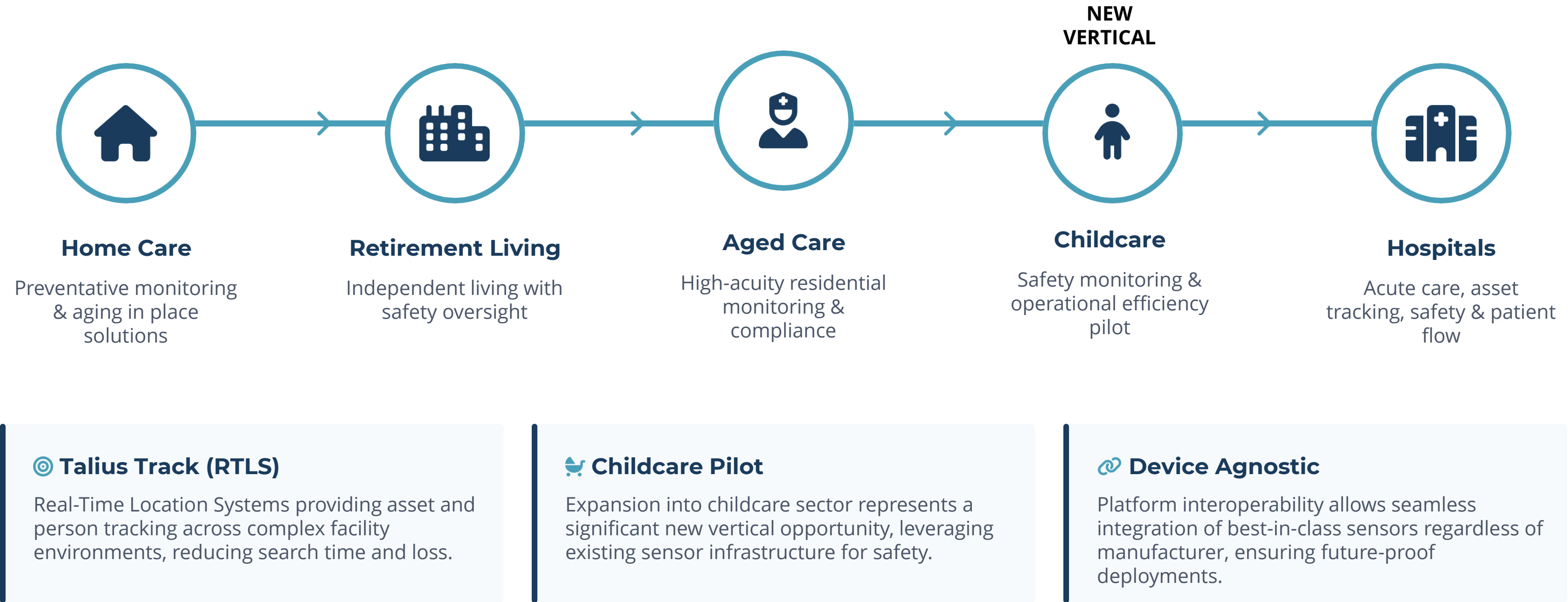
TAL achieved positive operating cash flow in Q4 FY25 and Q1 FY26, holds \$5M cash with zero debt, and enters FY26 with growing ARR and a pipeline of MSA-led engagements across major operators.

Talius is the only listed platform operating at scale across the full aged care continuum — and the lowest-rated of the three on any recurring-revenue valuation metric.

Market expansion across the care continuum



Unified platform spanning from preventative home care to acute hospital settings



Customer wins and strategic pilots

Expanding footprint across key verticals with premium operators



New Contract Wins



Hato Hone St John

Major contract win with leading emergency ambulance service provider, validating enterprise-grade capabilities.



Hyegrove Group

Deployment across luxury retirement living portfolio, integrating the Talius platform into modern independent living units.



New Direction Care

Partnership with innovative micro-town aged care model, demonstrating flexibility of Talius platform in diverse care settings.



Strategic Pilots



Uniting Care

Home Care

Premium home care pilot leveraging Safer Smarter Connected Home Program to support aging in place.



ACH Group

Innovation

Testing advanced sensor integration and AI analytics to improve resident safety and operational efficiency.



Childcare Sector Expansion

New Vertical

Launch of childcare pilot program extending platform capabilities beyond aged care into early learning safety monitoring.

FY2026 strategic priorities

Execution roadmap to drive scalable growth and sustainable cashflow

Primary Objectives

Scalable Growth and Sustainable Cashflow

- ✓ Driven by increasing high-margin software revenue mix vs hardware.
- ✓ Supported by disciplined cost management and operational leverage.

Building on positive operating cash flow achieved in Q4 FY2025.



Talius: investment summary



Compelling investment thesis supported by strong fundamentals and growth catalysts



Scalable Growth and Sustainable Cashflow

Achieved 55% reduction in net loss in FY25 and positive operating cash flow in Q4, targeting full profitability in FY26.



Government Funding Tailwinds

\$5.6B aged care funding injection is driving increased demand for technology-enabled care solutions and compliance tools.



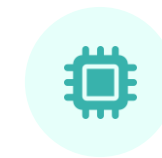
Strategic Partnerships

Scalable distribution through global partners, including ADT and Chubb, enabling efficient B2B2C market access.



Recurring Revenue Growth

Rapidly scaling high-margin subscription revenue with \$3.3M ARR (+12.7% YoY) and 51,150+ active subscriptions. Underpinned by a large addressable market across Australia and the United States



Proven Technology Platform

Device-agnostic "Talius Smart Care" platform with analytics validated by CSIRO and sticky workflow integration.



Experienced Leadership

Strengthened board and new CEO Pat Howard focused on executing Software scaling strategy and operational excellence.



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