

2 July 2025

## Talius Group Sales Update

### HIGHLIGHTS

- **First Purchase Order received from Wesco Anixter**
- **MOU signed with a provider for global expansion**
- **Aged Care Act delay welcomed as more aligned detail emerging**
- **New Pilots and Existing contract flows continue to execute**
- **Subscriptions now at just under 49,000**

**Talius Group Limited (Talius or the Company) (ASX: TAL)** is pleased to provide a sales update for the end of June 2025.

#### **First Purchase Order received from Wesco Anixter**

Following on from the announcement on 15 May 2025 regarding the execution of a distribution agreement with Wesco Anixter (**Wesco**), the Company is pleased to announce that on 26 June 2025 it has received its first purchase order from Wesco for \$80k of Personal Emergency Response System (**PERS**) inventory.

The Company is anticipating further purchase orders over the next 6-12 months and beyond, as we have already seen activity with over 12 Wesco partners interested in Talius solutions, particularly with the home care packages. Talius has set up six Wesco partners with trial kits and access to the Talius portal for testing.

This activity stems from two of the nine locations in Australia and New Zealand, where the Company will be officially launching the product internally on 8 July 2025 to then follow on with branch-level mini events for Wesco partners. The Company's goal is to have up to 30 partners actively promoting and reselling the Talius solutions to their customer base by the start of the fourth quarter in 2025.

Talius will also be partnering with Wesco at the ASIAL Security Exhibition in August 2025, where over 2,000 safety and security professionals will be attending. This initiative is expected to attract more partners to the Talius solutions and drive growth in our opportunity pipeline.

The receipt of the first purchase order and increased activity over the past six weeks has reconfirmed the Company's confidence in the sales channel that Wesco will create and provide a material and consistent commercial pathway going forward for both hardware and subscription sales.

#### **MOU signed and pilot started with global Home Care technology partner**

On 9 May 2025, Talius signed a Memorandum of Understanding (MOU) with Angsana Investments Pte Ltd. Their recently formed venture, Silvercircle, is an assistive technology provider to the Home Care industry, currently operating in the UK.

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Silvercircle has just begun piloting the Talius Healthcare platform in two sites near London, UK. If successful, it is intended for Silvercircle to be the master licensee in the UK for the Talius platform, with an existing pipeline of sites ready for deployment.

Importantly, Silvercircle has further global intentions with a broader European and Singapore rollout in their plans and under discussion.

### Changes to the Aged Care Bill

On 12 September 2024 the Commonwealth Government introduced the new Act Care Bill 2024 to replace the Aged Care Act 1997 in readiness for the significant reforms and major investment into the sector, which was set to commence on 1 July 2025 but now has been moved to 1 November 2025, as the decisions on funding were not finalised in time.

The Assistive Technology Home Modifications funding model (**AT-HM**) that is available under support at home is the key directive in the new act with a specific category for personal alarms, including Personal Emergency Response System (**PERS**).

The Department of Health's Support at Home Implementation Team confirms the AT-HM funding for personal alarms will include procurement or rental of PERS products, the installation and wrap around services that include SIM card costs, 24/7 monitoring and subscriptions. PERS must be prescribed by a clinician, Occupational Therapist or Allied Health Professional.

Currently there will be three levels of funding for AT-HM, based on annual eligibility - Level 1: \$500, Level 2: \$2,000 and Level 3: \$10,000.

Importantly, Talius products have solutions for all three categories of funding, from an entry level mPERs device to a full Safer Smarter Home Package, all of which provide for subscription growth, can be represented in the Talius Health Platform and have proof of concept through our pilot program.

### Contract growth continues and New Pilots underway

Existing contract growth continues with Hato Hone St Johns Ambulance New Zealand, Bolton Clarke, Uniting and Goodwin with strong deployment of hardware and, importantly, robust subscription growth. As at the end of June 2025, subscriptions were just under 49,000, marking a 4.9% increase since last reporting.

In addition to the previously announced pilots with Silverchain, Benetas and Uniting, Talius is pleased to announce the commencement of the following pilots:

#### Silverchain Voice AI

The Silverchain AI-Voice pilot has formally commenced – the go-live date is scheduled for July 2025, and other user cases also being identified.

#### Adventist Retirement Plus

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The Company has received approval for a \$170,000 project at Melody Park (Qld), subject to a successful pilot completion. The pilot will focus on a single room (~10% of project cost) and once completed, a full rollout across this and three other sites is expected to follow.

### Comments from the Managing Director, Graham Russell

*"The last few months have been a busy time in sales for Talius. The first Wesco purchase order is an important milestone, as we have high expectations of their sales channels providing consistent deal flow for us, particularly for hardware sales. We hope to see the full impact of their sales channels through the second half of 2025.*

*Our commitment to pilots and co-design is starting to add value as the further information around the Aged Care Act funding model has the Talius solution and business model materially aligned.*

*Our global aspirations have been enhanced with the MOU with Angsana/Silvercircle, who clearly are a committed and execution focused partner, and we look forward to expanding our footprint with them.*

*Finally, the contracted win pipeline that continues to flow, as evidenced by our subscription growth closing in on 50,000, our in-demand pilot program and the fact we have been asked to participate in multiple and material tenders from the aged care sector are encouraging. These positive markers provide material confidence in the direction of Talius and our ever increasing position in the market."*

This announcement has been authorised by the Board of Directors of Talius Group Limited.

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### About Talius Group Limited (ASX: TAL)

Talius provides a suite of technology enabled care solutions to the aged and disability sectors across multiple verticals, including retirement living, residential aged care, home, and community settings to improve the quality of life, later in life.

Talius' Software as a Service (SaaS) data analytics platform Talius Smart Care combines smart sensors with AI machine learning that delivers automated actions. Talius links awareness, analysis, and action through one platform allowing the care model to move from spot check care to sense-respond care. Nursing staff can switch their focus from data collection to building a human connection. Most importantly, residents benefit from a new era of autonomy and dignity.

Talius helps protect and connect our elderly and people with disabilities with a scalable healthcare technology platform integrated with leading third-party providers to ensure end-to-end solutions for Connected Health.

## FORWARD LOOKING STATEMENTS

*Certain statements contained in this ASX release, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:*

- (a) are necessarily based upon several estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political, and social uncertainties and contingencies;*
- (b) involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and*
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