Talius Group

ASX: TAL

Investor Presentation

HY2026

Half Year Results

August 2026

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

Awareness · Analysis · Action

www.talius.com.au

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Talius Group

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CEO’s message – Patrick Howard

The first half of 2026 has been a period of strong commercial progress and continued transformation for Talius, as we execute our strategy to build a scalable, higher-margin recurring revenue business.

Revenue for the six months to 30 June 2026 was $3.41 million, compared with $4.21 million in the prior corresponding period, primarily reflecting the timing of hardware project deployments. Importantly, gross margin increased from 35.3% to 51.0%, demonstrating the benefit of our increasing software contribution and improved project delivery.

Our recurring revenue base continued to grow, with active subscriptions increasing to more than 53,200 and Annualised Recurring Revenue reaching approximately $3.26 million. Growing this higher-margin recurring revenue stream remains central to our strategy, with hardware providing the infrastructure and data required to drive adoption of the Talius platform.

Commercially, we secured Master Services Agreements with Adventist Retirement Plus in Queensland and Seventh-day Adventist Aged Care in Northern New South Wales, with initial agreements representing approximately $1.7 million in contracted revenue. We also expanded our relationship with Hato Hone St John in New Zealand, with the Talius One Platform being deployed across an initial three Metlifecare retirement villages and potential expansion across its broader portfolio.
Momentum has continued beyond the half year, with Longridge Aged Care added as a new customer, further Statements of Work secured with Adventist Retirement Plus, and continued expansion across the broader Adventist network. This demonstrates the value of our MSA model in both winning new customers and expanding within existing customer groups.

We continue to invest in the Talius platform, with development focused on scalability, integration, mobility, workflow automation and analytics, including our collaboration with CSIRO.

On a normalised basis, the Group's loss after tax improved to $559,119, compared with $626,164 in the prior corresponding period. The statutory loss of $873,756 includes a $314,637 inventory impairment arising from a comprehensive review and rationalisation of inventory holdings. Net operating cash outflows improved substantially to $275,678, compared with $1.80 million in the prior corresponding period.

The half also marked my commencement as Managing Director and CEO. My focus is clear: scale the business, accelerate recurring revenue growth, convert our commercial pipeline and maintain disciplined execution as we progress towards sustainable profitability. Graham Russell continues as Founder and Executive Director – Strategy and Growth, focused on strategic relationships, innovation and business development.

We have also strengthened our sector expertise with the appointment of Marcus Riley as Strategic Adviser, bringing more than two decades of aged care leadership and an extensive industry network to support our go-to-market strategy, partnerships and market positioning.

Looking ahead, our growing contracted pipeline and expanding customer relationships provide a strong foundation for further growth in subscriptions and ARR. We remain focused on scalable growth, margin expansion and building a stronger recurring revenue base, while delivering technology that enables better-informed and more efficient care.

I would like to thank our shareholders, customers, partners and employees for their continued support.

Patrick Howard
CEO

HY2026 Financial Highlights

Talius Group

Lower deployment revenue, but materially stronger margins and cash performance

	HY25	Change	HY26
Revenue Timing of hardware deployments	$4.21m	▼ 19%	$3.41m
Gross margin Higher-margin revenue mix	35.3%	▲ 15.7%	51.0%
Gross profit Increased despite lower revenue	$1.49m	▲ ~$254k	$1.74m
Normalised loss Underlying loss improved	($626k)	▲ $67k	($559k)
Operating cash flow Material reduction in cash burn	($1.80m)	▲ $1.52m	($0.28m)

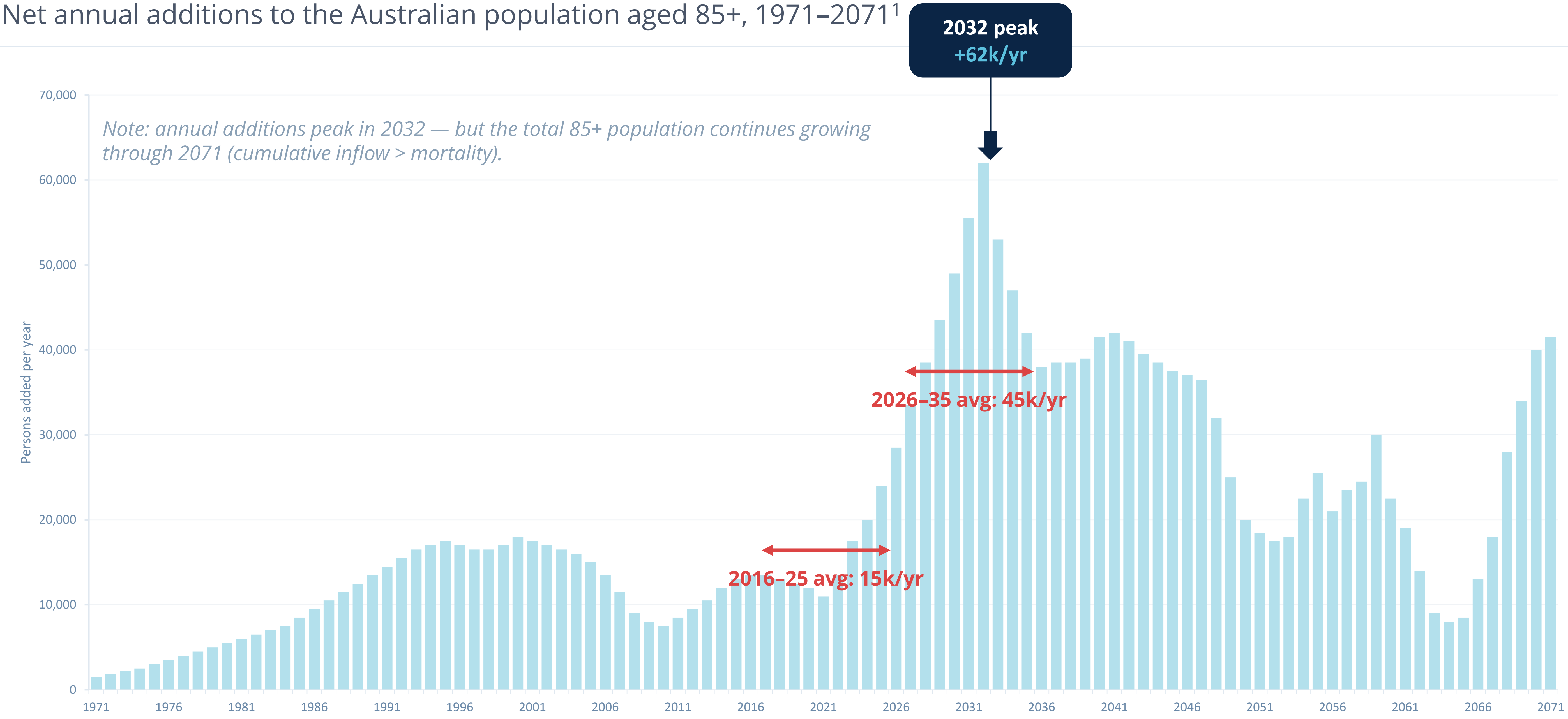
KEY TAKEAWAYS:

1. **Margin expansion:** Gross margin increased from 35.3% to 51.0%, with gross profit increasing despite lower revenue base.
2. **Cash Discipline:** Operating cash outflow reduced from $1.8M (HY 25) to $0.28M (HY26)
3. **Commercial foundation:** Contracts secured during HY26 provide a pipeline of hardware deployment and associated subscription activation through the balance of FY26 and beyond.

Australia's 85+ cohort —Record numbers will turn 85 every year for the next 10 years *(10 year moving average to triple)*

Talius Group

Net annual additions to the Australian population aged 85+, 1971–2071[1]



AUSTRALIANS AGED 85+

10-Year Average,
annual additions

2016–25	15,000
2026–35	45,000

$39.2B

annual Commonwealth aged care spend[2]

+9.6% YoY growth

(FY2024–25)

2

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.*

1. Australian Bureau of Statistics, Population Projections, Australia, 2022 (base) – 2071 (medium series), released 23 November 2023. Net annual additions derived from ABS Table 7. 2. Department of Health and Aged Care, Financial Report on the Australian Aged Care Sector FY2024–25.

Combined with a Staffing Shortage...

The sector cannot hire its way out of this. **Productivity per worker will need to rise through technology**

THE WORKFORCE SQUEEZE

110,000

direct-care workers short by 2030[1]

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 turnover[2]

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 burnout[3]

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 digital[4]

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.

Technology is the solution to the workforce challenge — enabling more informed, efficient and effective clinical care.

Sources: 1. CEDA, Duty of Care: Meeting the Aged Care Workforce Challenge, 2021. 2. AIHW, Residential Aged Care Quality Indicators — April–June 2024. 3. Deady et al., npj Mental Health Research, vol. 5, art. 19, March 2026 (N=1,085; UNSW Sydney / Black Dog Institute). 4. Bail et al., independent evaluation of Humanetix ACE platform, University of Canberra, 2021 (Journal of Clinical Nursing, 2023).

Government Funding Tailwinds

Policy tailwinds position Talius to capture market share as government funding drives home-care technology upgrades

$5.6B

Aged Care Reform Package

Australian Government Aged Care Bill (Effective July 2025)

Talius "Safer Smarter Connected Home" Program

Ideally positioned to capture market share as the preferred platform for government-funded home care technology upgrades.

Direct Alignment

Safer Smarter Connected Home Program

Talius is perfectly positioned with its existing "Safer Smarter Connected Home" initiative, offering a turnkey solution for providers looking to provide alternative solutions to the impeding aged care access crisis.

Data-Driven Compliance

New regulations require evidence-based care outcomes. Talius's platform transforms manual reporting into automated, real-time data streams, solving a critical compliance pain point for operators.

Catalyst for Enterprise Scale

The funding injection reduces financial barriers for large-scale adoption, accelerating the sales cycle for enterprise clients (e.g., Uniting Care, Bolton Clarke) to deploy Talius across their full portfolios.

Value Proposition: What we do

Turning structural demand for technology-enabled care into embedded workflows and recurring revenue

1. AWARENESS

Data Ingestion

Multi-sensor data capture

→

2. ANALYSIS

Intelligence Layer

Real-time data and analytics through the CSIRO collaboration insights

→

3. ACTION

Workflow Automation

Alerts, triage and care workflows

THE COMMERCIAL FLYWHEEL

Enterprise deployment → **Embedded workflows** → **Recurring subscriptions** → **Additional sites & modules**

WHY NOW

Demographics, workforce shortages and regulatory requirements are accelerating digital adoption.

WHY TALIUS

Real time platform integrating multiple data sources into a business intelligence layer.

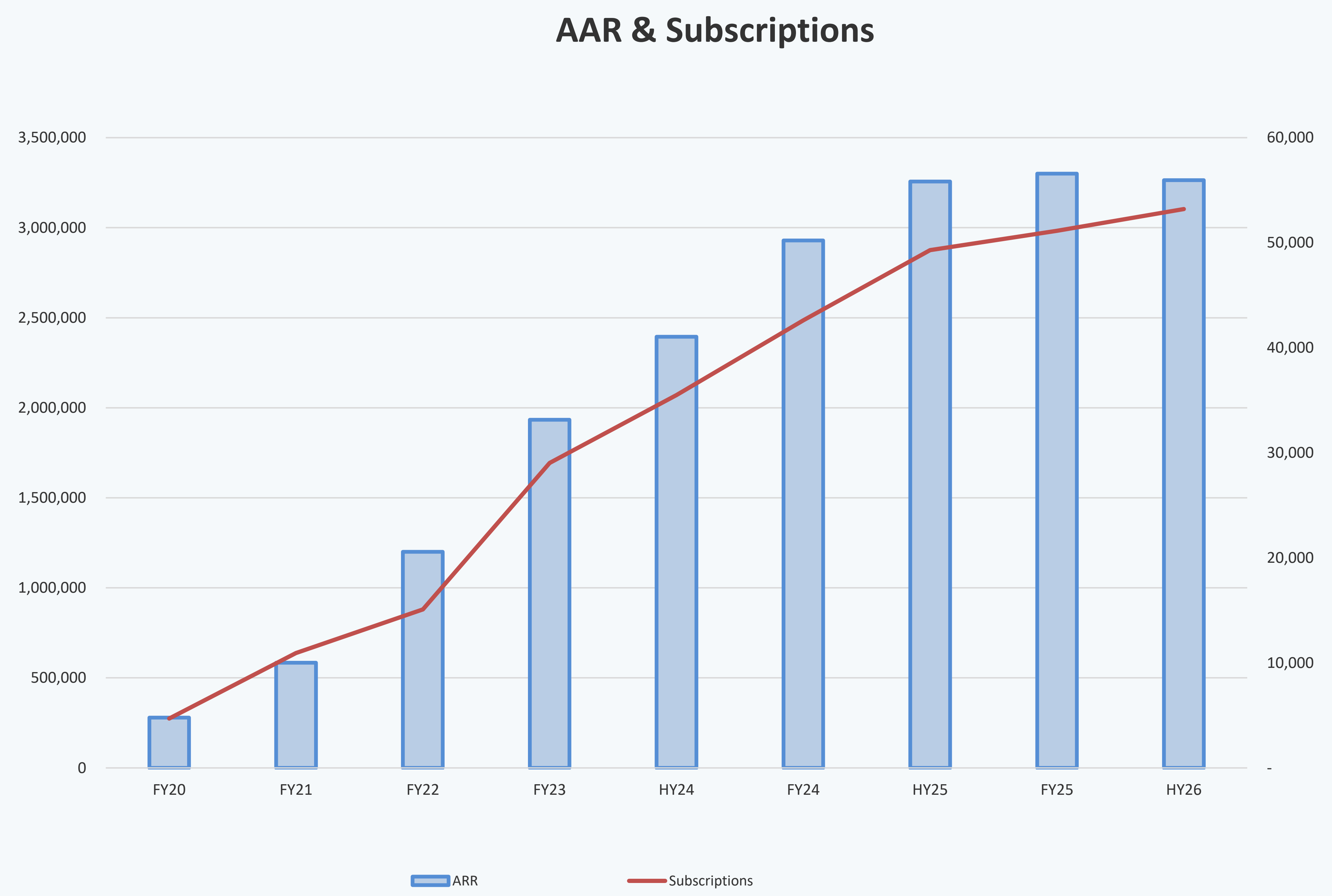
WHY IT SCALES

Enterprise contracts enable simplified scalability to additional sites, creating a land-and-expand pathway to recurring revenue.

Talius converts increasing demand for technology-enabled care into embedded enterprise workflows and recurring subscription revenue.

Subscription Growth

Continued platform adoption with active subscriptions increasing through HY26



$3.26m

Annualised Recurring Revenue

53,204

Active Subscriptions

at 30 June 2026

ARR impacted by FX

Active subscriptions increased during HY26, while reported ARR reduced modestly due to adverse AUD/USD foreign exchange movements.

53,200 active subscriptions demonstrate continued platform adoption, with reported ARR impacted by currency movements rather than subscription contraction.

Margins and revenue profile

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

Revenue & Margin Profile

HARDWARE MARGIN

~30%

Gross margin on device hardware

SOFTWARE MARGIN

~70%

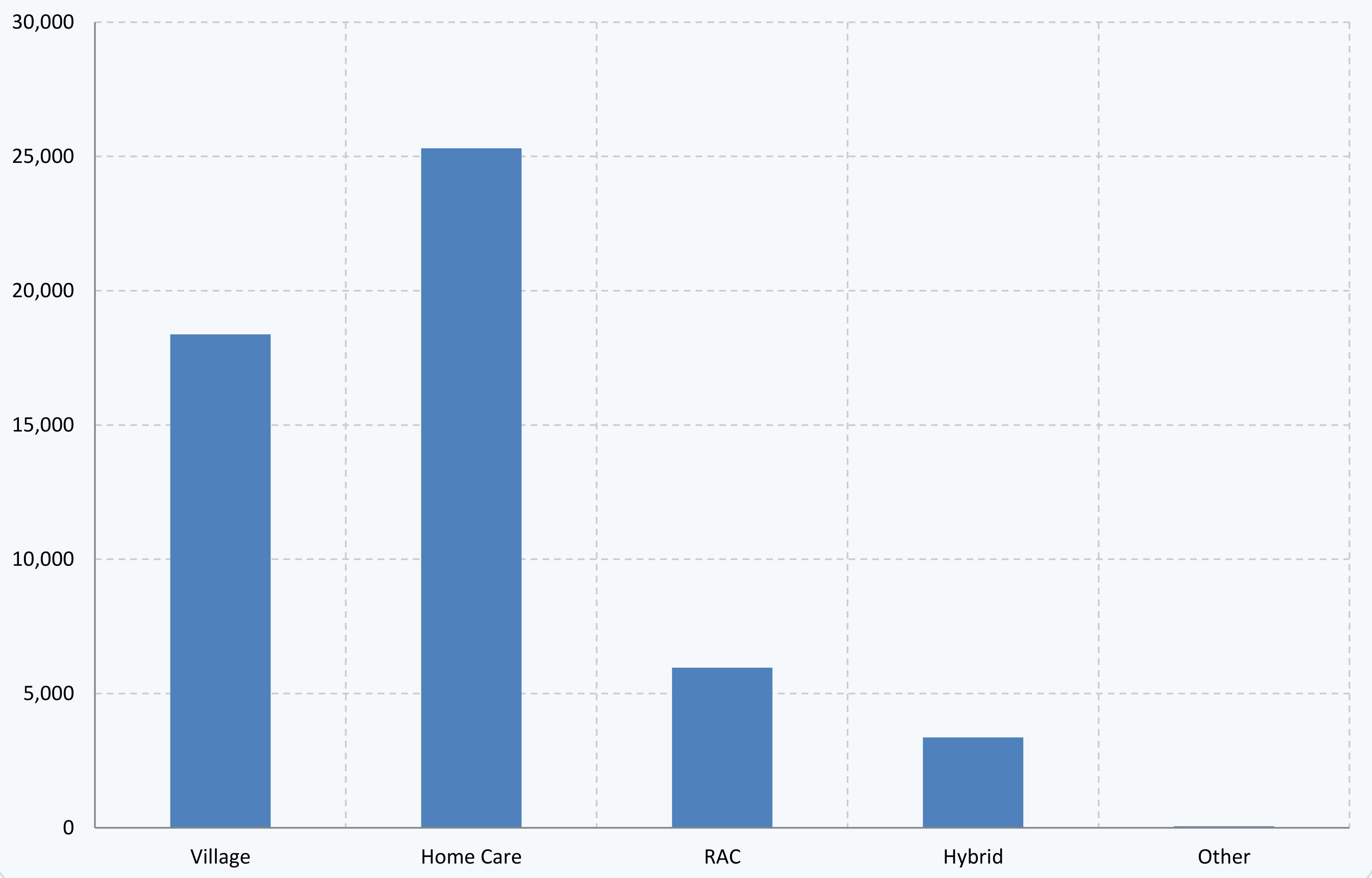
Gross margin on subscription software

Recurring Revenue Concentration

52%	65%	85%
Top 3 customers	Top 5 customers	Top 10 customers

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

Subscriptions by Segment



2026 Announced Contract Wins

Hardware deployment creates the installed base for recurring software revenue

$3.68m	$2.79m	$296k	$890k
CONTRACTED VALUE*	HARDWARE REVENUE	INCREMENTAL ARR	3-YEAR RECURRING REVENUE

	Customer	Site / deployment	Hardware	ARR	3-yr recurring	Contract value
APR	**Adventist Retirement Plus**	Melody Park + Victoria Point	$442,948	$40,768	$122,304	$565,253
JUN	**Seventh-day Adventist Aged Care**	Avondale + Alstonville	$838,884	$102,806	$308,418	$1,147,302
JUL	**Longridge Aged Care**	Longridge, SA	$263,589	$18,616	$55,848	$319,437
AUG	**Adventist Retirement Plus**	Victoria Point – Stage 2	$634,572	$71,110	$213,330	$847,902
AUG	**Adventist Retirement Plus**	Caloundra	$257,965	$25,584	$76,752	$334,717
AUG	**Adventist Retirement Plus**	Capricorn	$353,616	$37,908	$113,724	$467,340

Land → Expand: the August ARP expansion alone adds $1.25m hardware + $134.6k ARR across three further deployments.

Land. Expand. Scale.

Case study: Adventist network demonstrates the MSA-led growth model

LAND

Initial deployment proves the platform and establishes the commercial framework.

EXPAND

Additional sites and sister entities can be added faster through repeat SOWs and MSAs.

SCALE

Each deployment adds hardware revenue today and recurring software revenue over time.

1 APR 2026

LAND

Adventist Retirement Plus (QLD)

$565k

Initial contract value

2 facilities — **$40.8k ARR**

2 JUN 2026

EXPAND

Seventh-day Adventist Aged Care (NNSW)

$1.15m

New sister-entity contract

2 facilities — **$102.8k ARR**

3 AUG 2026

SCALE

Adventist Retirement Plus (QLD)

$1.65m

Further SOW with existing client

2 new facilities; 1 existing facility — **$134.6k ARR**

THE PROOF POINT

$3.36m	$278k	6
announced contract value	incremental ARR	site / facility deployments

One relationship → repeat deployments → growing recurring revenue

Illustrates the land-and-expand model: establish the MSA, prove value, then add sites and recurring software revenue without restarting the full procurement cycle.

Land. Expand. Scale. Internationally.

Talius Group

Case study: Hato Hone St John demonstrates the scale of Talius' New Zealand opportunity

LAND
Establish a major enterprise relationship and connect customers to the Talius platform.

EXPAND
Hardware deployments create a growing pipeline of devices to be commissioned onto the platform.

SCALE
Repeat hardware orders expand the installed base and create future international recurring revenue.

1 30 JUN 2026

ONLINE

17,442

Subscriptions online

$703k

Annual recurring revenue

14,369 panels and 3,073 LifePods already online

2 30 JUN 2026

AWAITING COMMISSION

~4,000

LifePods purchased

Awaiting commissioning → future subscription growth

3 AUG 2026

SCALE

4,000

Additional LifePods ordered

Delivery commencing November 2026

THE PROOF POINT

THE PROOF POINT	**17,442** online at HY26	**~4,000** awaiting activation	**+4,000** new LifePod order	**International hardware today → recurring SaaS revenue tomorrow**

A growing installed base in New Zealand provides a clear pathway to further international recurring revenue as LifePods are commissioned.

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.
- Material reduction in cash burn for H1FY26

1. Subscription Growth

Drive portfolio-wide subscription expansion through land-and-expand execution, increasing active devices, module attach rates and recurring revenue density per customer.

2. Margin Expansion

Device-agnostic model creates "workflow lock-in," reducing churn and improving lifetime value (LTV).

Talius: Investment Summary

Compelling investment thesis supported by strong fundamentals and growth catalysts

Scalable Growth and Sustainable Cashflow

Operating cash outflow cut 84% (HY25 $1.80m to HY26 $0.28m) and gross margin expanded to 51.0%, moving the business towards cash-flow breakeven.

Recurring Revenue Growth

High-margin recurring revenue underpinned by 53,204 active subscriptions (up ~8% PCP) and $3.26M ARR (broadly flat PCP, reported ARR affected by AUD/USD movements). Large addressable market in Australia and beyond.

Government Funding Tailwinds

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

Proven Technology Platform

"Talius Smart Care" platform integrating multiple data sources into a business intelligence layer.

Strategic Partnerships

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

Experienced Leadership

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

HY26 Key Financials

	HY26 $'000	HY25 $'000	Change
Revenue	3,410	4,213	(19%)
Gross profit	**1,738**	**1,485**	**+17%**
Gross margin	**51.0%**	**35.3%**	**+15.7ppt**
Other income	281	615	(54%)
Normalised loss after tax*	**(559)**	**(626)**	**+11%**
Inventory impairment	(315)	–	
Statutory loss after tax	**(874)**	**(626)**	**(40%)**
Operating cash outflow	**(276)**	**(1,800)**	**+85%**
Subscriptions (000's)	**53.2**	**49.2**	**+8%**

** Normalised loss after tax excludes the $314.6k inventory impairment recognised following the comprehensive review and rationalisation of inventory holdings.*

HY26 Highlights

Talius Group

- **51% gross margin**

  up from 35.3% in HY25 despite lower project revenue.

- **53,200+ active subscriptions**

  with ARR of approximately $3.26m.

- **Normalised loss improved 11%**

  to $559k; operating cash outflow improved 85% to $276k.

- **$1.7m Adventist agreements**

  secured during the half, establishing a scalable framework for further SOWs.

- **Land-and-expand gaining traction**

  with further ARP, Longridge and Hato Hone St John wins announced after period end.

Lower revenue, materially stronger margins and cash discipline.

Corporate Snapshot

Talius Group (ASX: TAL)

Company Overview

Established in 2012, Talius Group is a leading APAC technology provider for the aged care and healthcare sectors. Operating on a B2B2C model, Talius delivers data-driven solutions to improve quality of care.

Active Subscriptions
53,200+

Annual Recurring Rev
$3.26M+

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.

Patrick Howard
Managing Director & CEO
>25 years of executive experience across healthcare, technology, government, elite sport and property, including CEO of highly successful ASX-listed MSL Solutions, where he led the sale to private equity at a materially higher EBITDA multiple. Proven track record in scaling SaaS businesses, complex stakeholder management and capital-efficient growth; focus will be on executing Talius' growth strategy, deepening health and government partnerships and selectively expanding into international markets.

Greg Kennish
Non-Executive Director
>30+ years' experience building, funding and leading technology businesses across AsiaPacific, including complex enterprise sales, capital raising, IPOs, M&A and successful trade sales.

Stephen Norris
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.

Capital Structure

Share Price	$0.059
Shares on Issue	344,3M
Market Cap	$21.7M
Cash	$4.52M
Debt	Nil

**Cash as at 30 June 2026 (HY26 balance date). Market data (share price, shares on issue, market cap, 52-week range) to be refreshed at lodgement.*

Share Performance

Current Price
$0.059

52W Range
$0.051 - $0.095

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Thank You

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