

## HSC Technology Group Company Update

21 February 2022

### HIGHLIGHTS

- **Talius Platform reaches 10,000 subscriber milestone**
- **New partner agreement signed with NCIS Group**
- **New project and contract awarded with MS Queensland**
- **Trials underway with potential clients in Australia and New Zealand markets**

**HSC Technology Group Ltd (HSC or the Company) (ASX: HSC)** is pleased to provide the market with the following Company update.

### Subscriber milestone

HSC is pleased to announce an important company milestone of 10,000 subscribers to its Talius Smart Care Platform. The number of subscriptions is now greater than 11,000 and we are confident for strong growth in that number going forward.

With ongoing hardware sales and new projects, we continue to grow the number of subscribers to our Talius platform.

### New partner

HSC is pleased to have signed a national reseller agreement with NCIS Group Pty Ltd for its Talius product lines. The agreement will see the Talius Smart Care Platform made accessible to all NCIS clients.

NCIS is a specialist provider in digital technology to the aged care sector. They install, service and deliver the latest Internet Protocol (IP) and Gigabit Passive Optical Network (GPON) fibre technology and provide end to end solutions that enhance quality of life, quality of care and value for residents, staff, and management.

NCIS' Managing Director, Dean Beaumont, said, *"We are very excited about our partnership with HSC and their suite of technologies. At NCIS we solve the problem of inadequate IT infrastructure in aged care and hospitality by revolutionising the way communications networks are constructed. Utilising state of the art GPON fibre network technology, we reduce operating cost whilst increasing the end-user experience in a hyper connected world. In Aged Care by combining a GPON network with Talius A.I Engine Technology you really start to transform problems around the nursing and staff management process, increasing effectiveness and decrease costs and risk."*

NCIS has an extensive client base across Australia and has already secured a project for The Shoreline Aged Care Facility in Coffs Harbour, NSW, utilising HSC's Talius solution on the NCIS GPON.

HSC is looking forward to working with NCIS as they are very experienced technically and have been operating in the aged care sector for over 10 years.

### **MS Queensland Project**

HSC was delighted to be recently awarded the contract to provide the Talius Smart Care Platform to MS Queensland for its new NDIS home in Caboolture.

MS Queensland could see the value of using HSC's Talius platform in an NDIS home, due to its deployment simplicity, adaptability, and scaling ability to suit individual needs. Additionally, HSC's Talius solution meets the challenges of mobility, agility, and voice problems with a range of add-on devices designed to provide more support.

The Talius Connect Cloud Nurse Call engine's added functionality enabled MS Queensland to deploy an enterprise solution without all the associated costs of onsite servers, cabling, and labour. This cloud-based infrastructure also gives MS Queensland the ability to remotely view and monitor clients and carer response times and improve compliance.

HSC believes that the contract is an important first step in providing solutions for the NDIS sector. The Company looks forward to working closely with MS Queensland and other NDIS providers.

### **Trials**

HSC is moving ahead with trial programs for its next generation assistive Internet of Things (IoT) technology and Talius Smart Care Platform with potential new customers in both the Australian and New Zealand markets. Further expansion into New Zealand complements our focused international strategy, having just completed our first project in Singapore, which was previously announced. HSC is confident of converting successful trials into purchase orders soon.

These trials have focused on HSC's Talius sensors being deployed in residential aged care facilities where the current staff shortages have created significant pressure. HSC expects that the participating aged care providers will benefit from using sensors to improve the level of care provided with proactive alerts and the burden lifted from carers continuously having to conduct physical spot checking.

### **Marketing**

HSC is continuing its marketing drive into aged care markets with direct EDM campaigns to aged care executives demonstrating the detailed benefits of each sensor and how they will assist with the 5 Big challenges of Aged Care:

- Compliance
- Staff Engagement
- Resident Autonomy
- Family Connection
- Commercial Viability

Our Company has been consulting with aged care providers about the coming 3G network shutdown, component shortages and freight challenges, encouraging providers to purchase in advance to avoid possible lengthy delays.

HSC's Managing Director, Graham Russell, was recently interviewed by Chris Baynes, editor, and founder of specialised aged care publication The Weekly SOURCE and its Saturday edition. The interview highlighted how HSC's sensors and Talius platform deliver greater customer compliance and staff engagement.

You can find a short clip from the interview and the full version on our [website](#).

The Company recently updated its website with a new design and enhanced content to showcase our value proposition on the problems we solve for the aged care and disability sectors. We provide detailed information on the features of our Talius Smart Care Platform and the range of products we can integrate as part of our assistive technology solutions.

**Commenting on the outlook for 2022, Mr. Graham Russell, Managing Director said:**

*"The current challenges in the aged care industry caused by COVID-19, while operationally complex serve as a perfect catalyst for aged care facilities to look towards our innovative solutions.*

*"The reality of increased compliance and the current pressured workforce present significant challenges to management and executives. We see our technology solutions as an obvious choice for a way forward for aged care.*

*"Operators will benefit hugely to commence and progress the implementation of technology to assist with this continuing wider gap of needs against compliance. Our vision aligns with requirements set out in the Royal Commission and our client-centric, solutions-based approach is here to help.*

*"The delays of facility access due to COVID-19 are slowly reducing. We look forward to the working closely with providers and increase the technology implementation which provides immediate benefits to carers and residents and the operator's bottom lines."*

This announcement has been authorised by the Board of Directors of HSC Technology Group Ltd.

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## About HSC Technology Group Ltd. (ASX: HSC)

HSC 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.

HSC's Software as a Service (SaaS) data analytics platform Talius Smart Care combines smart sensors with AI machine learning (powered by CSIRO) 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.

HSC 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.

- ❖ HSC Care
- ❖ HSC Home
- ❖ Talius

### 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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