



ASX Release

EXPANSION INTO ALLIED HEALTHCARE AND KEY MANAGEMENT APPOINTMENTS

Melbourne, Australia; 15 January 2016:

Jayex Healthcare Limited (ASX:JHL) (**JHL** or **Company**) is pleased to announce that, since listing on the ASX on 17 December 2015, it continues to see strong growth in its core commercialised technologies, commenced expansion into the Australian Allied Healthcare Professional (**AHP**) sector, has completed the acquisition of the profitable Jayex UK business and has made three key management appointments.

Highlights

- Continued strong growth in Australia and the UK in the Company's *Enlighten* patient flow management business and *Appointuit* patient engagement;
- Commenced expansion of the Company's *Enlighten* business into the Australian AHP sector, which the Company estimates, in terms of numbers of practices and practitioners, is 10 times the size of the current GP market in Australia, representing a significant market opportunity for that core technology;
- Completed the Jayex UK acquisition; and
- Made Key Leadership Team appointments:
 - Mr Agam Jain appointed an Executive Director of Jayex Healthcare Limited;
 - Mr Nick Fernando confirmed as the new CEO and MD of Jayex UK; and
 - Mr Cameron Knox appointed as the CFO of Jayex Healthcare Ltd.

1 Jayex Asia Pacific (Jayex APAC)

Medical Centres and Allied Healthcare

The Company continues to focus on the successful commercialisation of the *Enlighten* patient workflow platform, and the continued development and commercialisation of the *Appointuit* patient engagement solution in the Australian market.

Over the 6 months to 31 December 2015, JHL has sold 59 *Enlighten* check-in kiosks, 9 calling screens and 4 tablet solutions, of which 46 kiosks were sold in the last three months of calendar year 2015. In total Jayex has deployed 118 *Enlighten* devices to customers in Australia, including 13 to hospitals and 105 to GP clinics.

Also, over the 6 months to 31 December, Appointuit subscribers grew by 9.3% from 2,096 to 2,291 (unaudited). The average revenue per Appointuit user has also risen over the last quarter of 2015 and will be reported in the audited financial statements in due course.

The strong interest from Australian medical centre operators in *Enlighten* continues, and at 31 December 2015, JHL had received expressions of interest (**EOIs**) covering 534 sites, up from 475 at

3 November 2015, being the date of the Company's Prospectus and compares to 25 at June 2015. EOs are a key indicator of demand for our offering and the growth in numbers of EOs is a direct result of having completed secure technical integrations of *Enlighten* with Australia's four most popular GP Practice Management Software systems being Best Practice, Medical Director, Zedmed and Genie.

JHL commenced *Enlighten* trials with Tri-Star, Ochre and Medical One, three major Australian medical centre operators, in late December 2015. The trials are scheduled to finish in early February 2016 and, if successful, represents an opportunity for JHL to rollout the *Enlighten* platforms to over 100 sites in Australia.

In addition to growing its market share in Australian GP clinics and hospitals, the Company has commenced its expansion of the *Enlighten* technology into the Australian Allied Healthcare Professional (**AHP**) market, which includes chiropractors, physiotherapists, optometrists, naturopaths and other healthcare providers.

In late December 2015, JHL completed the technical integration of its *Enlighten* technology with PPMP, which is an Australian provider of Patient Management Software (**PMS**) to over 1,300 AHPs, predominately physiotherapists. This is the first key step in enabling the Company to market its *Enlighten* technology to that large and important sector of the Australian healthcare market.

The Australian AHP market is estimated to cover over 73,000 clinics which is approximately 10 times the size of the GP clinic market and represents a significant market opportunity for the *Enlighten* business. JHL has a cooperation agreement with PPMP and expects that, in the first quarter of 2016, it will be in a position jointly to promote its *Enlighten* and related technology offerings to PPMP customers. It is expected that this will be done on a basis similar to that which the Company follows with customers of its other commercial partners, such as Zedmed and Medical Director, which together represent over 66% of the Company's current Australian EOs.

Integration and Cross-Selling

With the integration of *Enlighten* and *Appointuit* technologies within the JHL Group now taking place, the Company has commenced cross-selling of its technology products between existing Australian *Appointuit* and *Enlighten* customers. The Company has, to date, identified 140 *Appointuit* customers to whom the *Enlighten* technology will initially be marketed to and, similarly, has identified *Enlighten* customers to whom the *Appointuit* solution will be marketed. Initial exploratory work is underway to expand the *Appointuit* offering into the UK.

2 Jayex UK

Completion of the Acquisition of Jayex UK

On 18 December 2015, the Company completed the key acquisition of Jayex UK and its *Enlighten* business. This acquisition completes a process that commenced in 2013, when the Company initially became a licensee of the *Enlighten* patient workflow platform in Australia and other markets. The *Enlighten* platform has, to date, been deployed across approximately 1,900 clinics and 33 hospitals in the UK. The market opportunity for the *Enlighten* technology is significant as the Australian and UK markets alone total approximately 19,600 GP clinics and 2,450 hospitals.

By this acquisition, the Company has acquired the *Enlighten* technology and the associated established and profitable *Enlighten* business in the UK. The Company will now proceed to fully

integrate that technology and the UK business into the broader JHL Group, and further explore potential opportunities for integrating the Company's other technologies, including *Appointuit*, *Pharmacy Delivery 2 U (p2u®)* and the *BluePoint®* Remote Dispensing Terminal (**RDT**) into the UK, USA and European markets.

Recent Jayex UK developments

The 2016 calendar year has started positively for Jayex UK. In addition to existing *Enlighten* contracts, in December the Company won a £150,000 (approx. A\$310,000) contract for the supply and installation of digital signage across GP clinics in Sunderland City in the North East of England.

Jayex UK also secured and is currently completing a significant digital signage contract outside of the medical industry in the UK. This is a £1.2 million (approx. A\$2,490,000) contract with the Port of Dover Authority for the installation of large digital signage screens at the Port of Dover. Jayex UK whose origins are in digital signage, has leveraged its expertise to now pursue larger digital signage installations. This includes large format screens and multiple screens over single and multi-sites and enables the Company's expertise to be extended into government and commercial enterprises that have similar needs to that of hospitals and GP clinics.

3 New Technologies & Opportunities

Following the completion of the listing in December 2015, the Company has commenced deploying additional development resources in Australia to further adapt and develop the *p2u®* service. At this stage, the Company expects to conduct a soft launch of *p2u®* in Australia in the first quarter of 2016 to determine market interest and acceptance. On the Company's initial analysis of the UK market, it is encouraged at the prospects for commercialisation of *p2u®* in that market and will continue to explore the issues associated with, and the prospects for, the launch of *p2u®* in the UK in 2016.

JHL has re-engaged with a number of US-based technology and engineering firms for the development of its patented *BluePoint®* RDT. At this stage, the Company expects to be in a position before mid-2016 to update shareholders on the introduction of the *BluePoint®* RDT to the North American market.

4 Key Leadership Team Appointments

The Company is pleased to welcome three new appointments to its leadership team and looks forward to their contribution in supporting the Company's strategy for growth. The new appointments are:

Mr Agam Jain - new Executive Director of JHL

Mr Agam Jain, the founder and former Managing Director of Jayex UK, being the developer of the *Enlighten* technology, was appointed as an Executive Director of the Company on 14 January 2016, following the completion of the acquisition of Jayex UK on 18 December 2015.

Mr Jain has worked closely with the Company on the successful establishment and commercialisation of *Enlighten* in Australia. Based in London, Mr Jain has more than 30 years' tenure as the founder and Managing Director of Jayex UK, with extensive hands-on experience in mentoring management teams, international business development, customer relationship management and accounting systems.

Mr Jain will focus on and oversee the continued development of the *Enlighten* opportunities in the UK, USA and Europe, and the potential integration of *Appointuit*, *p2u*® and *BluePoint*® RDT technologies in those markets.

Mr Jain's executive contract is currently being finalised and details of this will be announced when executed. Mr Jain is not currently remunerated by the Group.

Mr Nick Fernando - new CEO and MD of Jayex UK

Mr Nick Fernando has been appointed Chief Executive Officer and Managing Director of Jayex UK. This formal appointment follows a period of six months, during which Mr Fernando worked closely with Mr Jain in understanding the Jayex UK business and new opportunities for the *Enlighten* technology in the UK and key European markets.

Mr Fernando has previously been employed by Phillips Healthcare and Exelis VIS where he was Managing Director of Europe for that company. Exelis VIS is a technology focussed company in the aerospace and defence industry.

Mr Cameron Knox - new CFO of JHL

Mr Cameron Knox has been appointed the new Chief Financial Officer of the Company. This appointment will continue the Company's focus on strong financial controls and systems to support the integration of the Jayex UK and Appointuit acquisitions into the JHL Group, and the continued growth in the Company's global businesses.

Mr Knox has over 10 years' experience in the finance and accounting industry. Mr Knox has significant experience across several industry sectors, including telecommunications and mining and resources. Mr Knox was previously employed as the Financial Controller of Tigers Realm Coal Limited, and Senior Group Accountant for Citadel Resources Group Ltd.

Contacts for further information:

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About Jayex Healthcare Limited - www.jayexhealthcare.com.au

Jayex Healthcare is a leading provider in the United Kingdom and Australia of integrated healthcare services delivery platforms, incorporating the Company's four interconnected and proprietary technologies, being:

- the *Enlighten* patient workflow platform;
- the *Appointuit* patient engagement solution;
- the *Pharmacy Delivery 2 U* prescription delivery service ; and
- the *BluePoint*® remote pharmacy prescription processing and dispensing terminal.

Jayex offers 24/7, online, interconnected 'end-to-end' and 'state-of-the-art' healthcare service delivery platforms for:

- Patients – particularly the “time-poor”, the elderly and chronically ill who would likely benefit from better quality and more convenient healthcare services; and
- GPs/Healthcare professionals, clinics, pharmacies and hospitals – particularly those who want to deliver better healthcare services and enhanced patient well-being, more efficiently and at a lower cost, while at the same time, having the potential to increase their productivity, efficiency and profitability.

The Jayex technologies are designed to meet the demands and expectations of patients, GPs, AHPs, clinics, pharmacies and hospitals in today’s market, and has the versatility and flexibility to accommodate future demands.