



ASX Release

## Quarterly Cash Flow Report

### Quarter ended 31 March 2016

**Melbourne, Australia; 29 April 2016:** Jayex Healthcare Limited (ASX: JHL) (**Jayex** or **Company**), a leading e-health provider of integrated healthcare services delivery platforms, today released its Appendix 4C – Quarterly cash flow report for the quarter ended 31 March 2016 (the **Quarter**).

#### Highlights for the Quarter

- Cash position for the group of \$3.03 million as at 31 March 2016
- Jayex Technology Ltd (UK) performed well with cash from sales of £1.58 million (approx. AUD \$3.07 million)
- Net operating cash outflow of \$0.04 million
- Completed the final payment for the 100% acquisition of Jayex Technology Ltd (Jayex UK) in January 2016
- Completed the hiring of key personnel in the management team including:
  - COO Mr Richard Ireson and;
  - CFO Mr Cameron Knox
- Completed the hiring of four additional Sales personnel for Jayex Australia in March
- During the quarter 67 GP practices commenced using the Enlighten or Appointuit platforms in the Australian market
- Enlighten now launched into the Allied Healthcare Practice market with physiotherapy practice management software provider PPMP as a channel partner

#### UK Operational Update

Post-acquisition Jayex UK team has continued to drive the business, with strong sales recorded in the quarter ended 31 March 2016, attributed to the resurgence in primary care division, with the team re-focusing on key territories where funding is available.

## Australian Operational Update

The Company has continued to make good progress on the commercialisation of the *Enlighten* patient workflow platform, and the development and commercialisation of the *Appointuit* patient engagement solution in the Australian market.

During the Quarter, the Company sold 30 *Enlighten* kiosks into the Australian market, with encouraging signs of further growth in the second quarter. The later than expected on-boarding of the new Sales personnel has affected sales of the *Enlighten* kiosks.

*Appointuit* health care practitioner numbers have continued to grow steadily during the quarter, with the Company now having 2,488 *Appointuit* health care practitioners.

The Company expects improved sales in the coming quarters, driven by:

- the on boarding of the new Sales Team, with several state-based sales representatives, which will enable greater geographic coverage;
- a new sales strategy, which should enable the team to offer a range of productivity and patient engagement products as a single source provider alleviating the need for practices to deal with multiple vendors to obtain a total solution. These include *Enlighten* (arrival), *Appointuit* (online), *Medical Channel* (digital signage);
- the integration with PPMP and subsequent launch into the Allied Healthcare Practice market with PPMP as a channel partner who currently services over 1,300 physiotherapy practices.
- further expansion into the Acute Sector, with a dedicated sales person now actively working with hospital operators nationally.

The Company now has the infrastructure and team in place and based on the above initiatives is expecting growth in unit sales over the remaining balance of the year.

## P2U Update

The Company has contracted with a leading compounding pharmacy group to commence a commercial pilot of its P2U technology in May 2016, which is expected to go for 3 months.

## Senior Executive Appointments

To support the planned growth and expansion, the Company has expanded its leadership team of key executives including:

- Mr Agam Jain - as an Executive Director of the Company, based in London and responsible for exploring opportunities in the UK, USA and Europe markets. Mr Jain will be remunerated at a rate of £30,000 per annum for his role as Executive Director with a termination notice of his executive role of 30 days. Mr Jain has more than 30 years' tenure as the founder and Managing Director of Jayex UK;
- Mr Richard Ireson – Chief Operating Officer. Mr Ireson has over 20 years' experience in managing teams across several industries including software, telecommunications and IT infrastructure; and
- Mr Cameron Knox – Chief Financial Officer. Mr Knox has over 15 years' experience in the finance and accounting sector.

## Key Points – Financial

The Company's receipts from sales were strongly supported by the Jayex Technology Ltd (Jayex UK), the Company's UK operation, which accounted for AUD \$3.07 million representing 90% of total receipts as expected. The dependence on sales from Jayex UK is expect to lessen as the Company grows its market share in Australia.

During the Quarter the net operating and investing cash flow was an out flow of (\$1.11) million, including a (\$1.07) million final payment for Jayex UK made in January 2016.

The cash balance at 31 March 2015 was \$3.03 million.

The Appendix 4C for the Quarter is set out below. As the Company has adopted a financial year ending on 31 December, "year to date" information is for the 3 months ended 31 March 2016.

ENDS

### Contacts for further information:

Executive Chairman  
Michael Boyd  
0447 600 888

Company Secretary  
Melanie Leydin  
0417 663 119

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### About Jayex Healthcare Limited - [www.jayexhealthcare.com.au](http://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.

# Appendix 4C

## Quarterly report for entities admitted on the basis of commitments

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10

Name of entity

JAYEX HEALTHCARE LIMITED

ABN

15 119 122 477

Quarter ended ("current quarter")

31 MARCH 2016

### Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter	Year to date (3 months)
	\$A'000	\$A'000
1.1 Receipts from customers	3,431	3,431
1.2 Payments for		
(a) staff costs	(1,122)	(1,122)
(b) advertising and marketing	(60)	(60)
(c) research and development	(83)	(83)
(d) leased assets	(2)	(2)
(e) other working capital	(2,204)	(2,204)
1.3 Dividends received		
1.4 Interest and other items of a similar nature received	1	1
1.5 Interest and other costs of finance paid	(1)	(1)
1.6 Income taxes paid		
1.7 Other (provide details if material)		
<b>Net operating cash flows</b>	<b>(40)</b>	<b>(40)</b>

+ See chapter 19 for defined terms.

**Appendix 4C**  
**Quarterly report for entities**  
**admitted on the basis of commitments**

	Current quarter \$A'000	Year to date (12 months) \$A'000
1.8 Net operating cash flows (carried forward)	(40)	(40)
<b>Cash flows related to investing activities</b>		
1.9 Payment for acquisition of:		
(a) businesses (item 5)	(1,062)	(1,062)
(b) equity investments		
(c) intellectual property		
(d) physical non-current assets	(3)	(3)
(e) other non-current assets		
1.10 Proceeds from disposal of:		
(a) businesses (item 5)		
(b) equity investments		
(c) intellectual property		
(d) physical non-current assets		
(e) other non-current assets		
1.11 Loans to other entities		(5)
1.12 Loans repaid by other entities		
1.13 Other (provide details if material)		
<b>Net investing cash flows</b>	(1,065)	(1,065)
<b>1.14 Total operating and investing cash flows</b>	(1,105)	(1,105)
<b>Cash flows related to financing activities</b>		
1.15 Proceeds from issues of shares, options, etc.		
1.16 Payments for capital raising costs	(307)	(307)
1.17 Proceeds from borrowings (convertible notes)		
Proceeds from borrowings (other)		
1.18 Repayment of borrowings – bank loan		
Repayment of borrowings – shareholder loans	(5)	(5)
1.19 Dividends paid		
1.20 Other (provide details if material)		
<b>Net financing cash flows</b>	(312)	(312)
<b>Net increase (decrease) in cash held</b>	(1,417)	(1,417)
1.21 Cash at beginning of quarter/year to date	4,637	4,637
1.21.a Cash acquired on acquisitions		
1.22 Exchange rate adjustments to item 1.21.a	(189)	(189)
<b>1.23 Cash at end of quarter</b>	3,031	3,031

+ See chapter 19 for defined terms.

**Payments to directors of the entity and associates of the directors**

**Payments to related entities of the entity and associates of the related entities**

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	(119)
1.25	Aggregate amount of loans to the parties included in item 1.11	(5)

1.26 Explanation necessary for an understanding of the transactions

Director fee payments for the quarter
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**Non-cash financing and investing activities**

2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

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2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

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**Financing facilities available**

*Add notes as necessary for an understanding of the position.*

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities	-	-
3.2	Credit standby arrangements	-	-

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**Appendix 4C**  
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**Reconciliation of cash**

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current quarter \$A'000	Previous quarter \$A'000
4.1 Cash on hand and at bank	2,731	4,637
4.2 Deposits at call	300	
4.3 Bank overdraft		
4.4 Other (provide details)		
<b>Total: cash at end of quarter</b> (item 1.23)	3,031	4,637

**Acquisitions and disposals of business entities**

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity	Jayex Technologies Limited	-
5.2 Place of incorporation or registration	United Kingdom	-
5.3 Consideration for acquisition or disposal	\$9,082,378 Note Business was acquired in December 2015, final payment of \$1,062,000 paid in January 2016	-
5.4 Total net assets	\$3,195,389 (provisional)	-
5.5 Nature of business	Development and sales of health services workflow hardware and software systems.	-

**Compliance statement**

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.



Sign here: .....  
 (Company secretary)

Date: 29 April 2016

Print name: MELANIE LEYDIN

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## Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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