



Annual General Meeting of

Jayex Healthcare Limited (ASX: JHL)

24 May 2017

Jayex Healthcare

Focus on Sales Growth and Profitability

Nick Fernando – CEO Presentation

- A Plan for Growth and Prosperity
- Value Creation & Profitability
- My Commitment

Assessment of situation and motivation for focus

Jayex's current situation

React to actual vs budget by adjusting and realigning revenue and costs appropriately with agile business processes.

Need for change

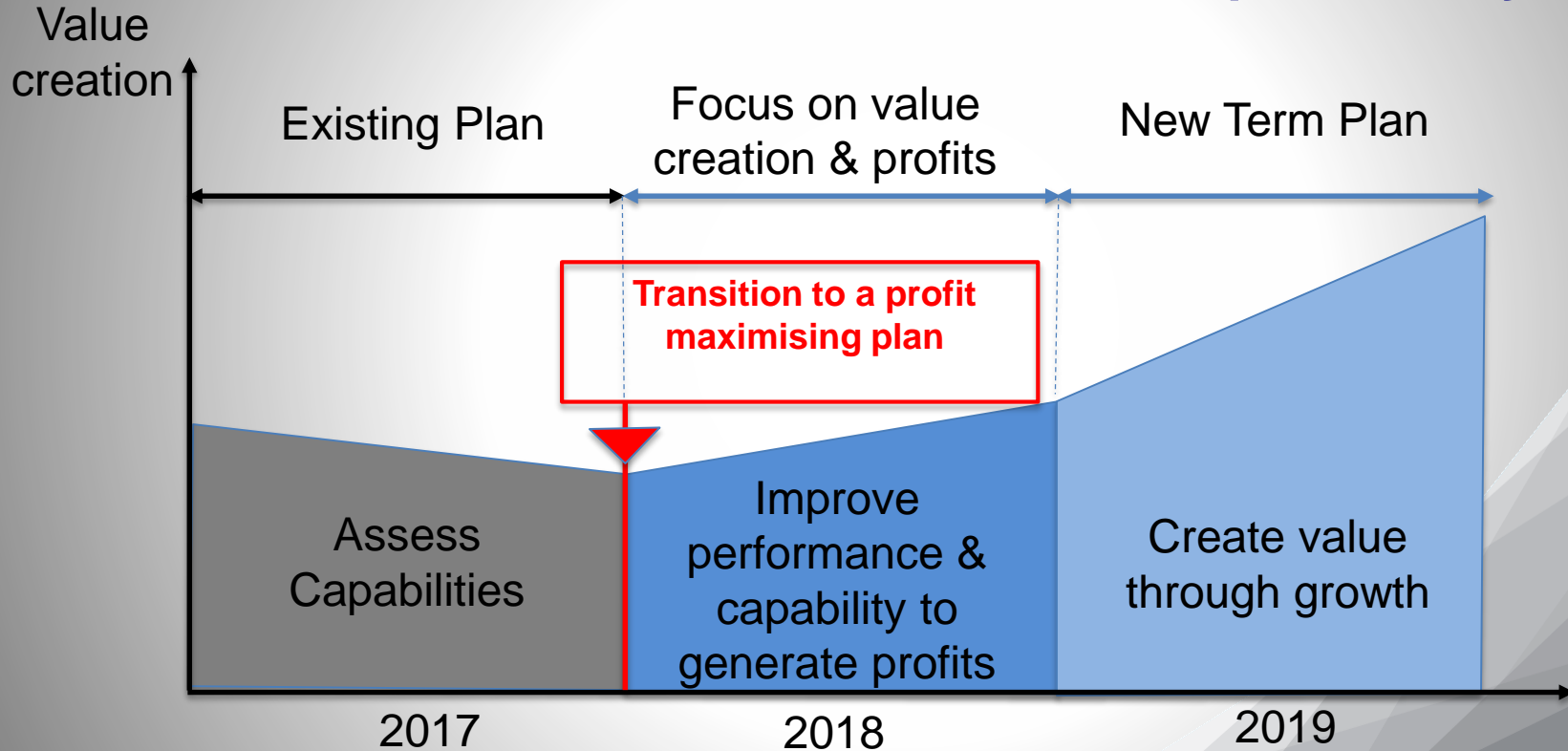
The fundamental mindset and assumptions underlying the short-term management plan need to be revised without delay

- Implement a new Strategic plan based on growth, profitability and accountability.

Future Direction

Initiate a range of business change programmes focusing on driving business growth, efficiency and profit, that will embody 'global collaboration' to ensure that the company is financially secure and provide stability for the next 40 years.

Initiate a new management plan and focus on aligning our revenue with costs to maximise our profitability



Goals and basic reasons for New Plan

Objective of New Plan

There is a need to dramatically improve the profitability of the company to secure the future prosperity and development of the company and provide long-term returns for our investors

Principles

Create a company-wide focus to improve profitability

Optimise capability across the organisation to build a global efficient company

Our goal is to increase value creation by ensuring that any MC spent is equal or less than the MR gained

Goals and basic reasons of New Plan

1

Re-assess business organisation and structure

As a business we constantly need to assess costs & expenses

2

Re-assess sales approach

Focus on market penetration & profitability

3

Global organisation structure with local representation

Think globally act locally

4

Develop value creation solutions and capabilities

Focus on high value-add solutions/increase efficiency by increasing commonalities across sales territories

Key Points of New Plan

- Value Creation – For our Shareholder, our Customers and our Employees
- Profit – As a company we are motivated to scrutinise our costs
- Growth – Implement a Plan & Strategy to support Sales
- SMART – Let's set **S**pecific, **M**easurable, **A**chievable, **R**ealistic & **T**ime-Based Goals

Management Commitment

Implement plan and focus Jayex into a company capable of sustaining value creation and profit

We recognise that our renewed focus is vital to ensure Jayex is a strong and profitable company

Create value
based solutions
P2U
Enlighten
WebMedia
Appointuit

Implement
target based
performance
linked to
shareholder
value

Enhance
governance
structure by
improving
transparency of
leadership

Our Mission

- Jayex seeks to create superior healthcare solutions that are user-friendly for patients, reliable and easy to maintain for healthcare professionals, offer good value for purchasers and provide long-term returns for our investors, while creating a company culture that employees' feel valued in and proud of -



Jayex Healthcare Limited