

# 1stAvailable Announces FY15 Results

## Momentum to Accelerate into FY16

## Highlights

Successful completion of IPO with over \$5.3 million capital raised

Completion of three strategic acquisitions – Clinic Connect, DocAppointments and GObookings which expands the Company's distribution and strengthens its market position for further growth; operational integration on track to be largely completed in Q1 FY2016

FY15 Revenues tripled to \$300k, driven predominantly by growth in the private practice sector and business acquisitions. At 30 June 2015 following the acquisitions the consolidated revenues included:

Private Practice Business: MRR (Monthly Recurring Revenue) was \$52,000 per month as at 30 June 2015

Corporate and Government Business: Revenue was \$267,000 for quarter ended 30 June 2015

Focused strategy to deploy funds raised to execute and accelerate growth strategy in the healthcare, corporate and government markets

1stAvailable Limited (ASX: 1ST) (Company or 1stAvailable), Australia's leading online healthcare search and appointment booking service, is pleased to provide its Preliminary unaudited financial report for the twelve months ended 30 June 2015. FY15 saw a number of operational achievements which has established the foundations of growth for the business. During the period, the Company completed its IPO and successfully listed on the Australian Securities Exchange raising \$5.3m capital. Simultaneously, the Company successfully executed on three strategic acquisitions: Clinic Connect, DocAppointments and GObookings. Operational integration will be largely completed by the end of August 2015.

### **Financial and Operational Results**

The FY15 results include a number of non-recurring expenses and the initial recognition of equity based compensation for directors, employees and advisors.

The result includes only 1 month of contribution from the three acquisitions, which were completed at the end of May 2015, with integration substantially completed post year-end.

Loss after income tax benefit was \$3.3m for FY15, an increase from the prior year loss of \$2.3m and was impacted by:

One-off costs relating to the IPO and acquisitions of \$0.7m (inclusive of \$0.2m of equity-based compensation for advisors); and

Costs associated with the recognition of equity-based compensation of employees and director options, \$0.6m

Total revenues for the year tripled, increasing from \$99,229 in FY14 to \$301,062. This was predominantly driven by growth in the private practice business and incorporation of the acquired businesses for one month.

2

Key underlying operating metrics were announced in the Quarterly update for the quarter ending 30 June 2015. For Private Practice Business, MRR (Monthly Recurring Revenue) as at June 30, 2015 was \$52,000 per month (showing 15% growth from the pro-forma consolidation of the businesses for the quarter ended 28 February 2015 outlined in the prospectus). For the Corporate and Government Business quarterly revenue was \$267,000, an 8.5% increase on the prior year corresponding quarter.

#### Outlook

FY15 was a transitional year for 1stAvailable and marked a number of operational and strategic achievements. The Company focused on the successful completion of the IPO, deployment of capital raised towards completion of the three strategic acquisitions late in the financial year, commencing integration of these acquisitions into the existing business and increasing sales and marketing activities going forward.

With the integration of the three acquisitions mostly complete, the Company is in a strong position and well-funded post listing to focus on a number of growth initiatives to accelerate the commercialisation of the Company's cloud-based online appointment booking services as the business continues to invest in senior leadership capabilities, growing the sales team, developing new products and growing the existing business units.

1stAvailable's CEO, Klaus Bartosch commented:

"We are focused on completing the integration of the three businesses into our existing business. Furthermore, we are driving growth in patients and healthcare providers from the solid base that was established in the FY15 year. FY16 has started with great positive momentum in our Private Practice business and Corporate and Government business. We continue to pursue acquisition opportunities that will bolster our national footprint and scale our business. We are executing our key strategic priorities of enabling early intervention for patients, supporting continuity of care and encouraging good patient choices."

- ENDS -



## Contacts for further information



#### **Investor Relations**

Klaus Bartosch Managing Director

+61 414 992 811

Andrew Whitten
Company Secretary
+61 2 8072 1400



#### Media

Fran Foo
Director
Media & Capital Partners
fran.foo@mcpartners.com.au
+61 416 302 719

# About 1st Available Limited - www.1stavailable.com.au

1stavailable.com.au provides a convenient, easy to use, online healthcare search and appointment booking service in Australia. This enables patients to book their healthcare appointments with their preferred healthcare provider through 1stAvailable's service online, 24 hours a day, 7 days a week from any internet-connected device such as a smartphone, tablet or personal computer. We enable early intervention, support continuity of care and encourage good patient choices. We are passionate about improving patient care, healthcare practice and doctor productivity.