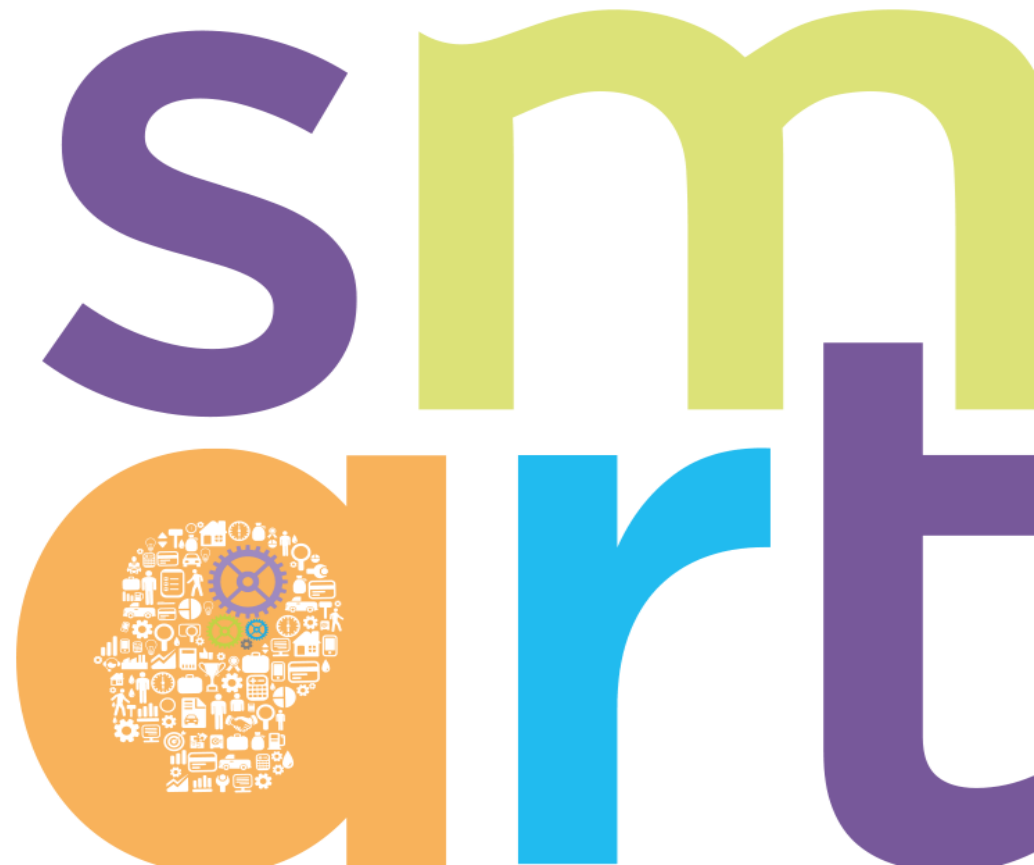




# Expanding Software Services to the Healthcare Industry

2 October 2015



# Important notice and disclaimer.

## ("Important Notice")

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# Introducing Health-e Workforce Solutions ...

1

## About

- Delivers proprietary software with wrap-around consultancy services to the Healthcare industry
- Led by Founder / CEO with a team of 14 staff based in Ballarat Victoria

2

## Attractive financial profile

- Normalised FY15 (30 June 2015) EBITDA of \$1.4m
- Pro-forma forecast CY16 (31 December 2016) EBITDA \$2.0m

3

## Premium healthcare client base

- c.15 public and private hospitals across Australia and New Zealand

4

## Workforce optimisation

- Proprietary workforce modelling and allocations software
- Proven track record, enabling hospitals to achieve significant savings in total salaries & wages

5

## Opportunities for growth

- Strong macroeconomic conditions expected to support continued business growth
- Proprietary software serving healthcare customer segment core to Smartgroup

## ... Smartgroup's latest acquisition ...

- Agreement to acquire 50% of the company for \$6m, funded from cash and/or existing facilities available to the company
- Expected to complete by end of December 2015, subject to certain conditions precedent
- Normalised FY15 (30 June 2015) EBITDA of \$1.4m
- Pro-forma forecast CY16 (31 December 2016) EBITDA \$2.0m
- Option to acquire remaining 50% from Founder / CEO in 5 years

# ... a company with proprietary software to support effective workforce management ...



## Workforce Modelling

Build a predictive workforce profile, best matching skills to needs



... enabling early recruitment of additional permanent staff



... avoiding staffing vacancies



... and reducing costly overtime and agency expense



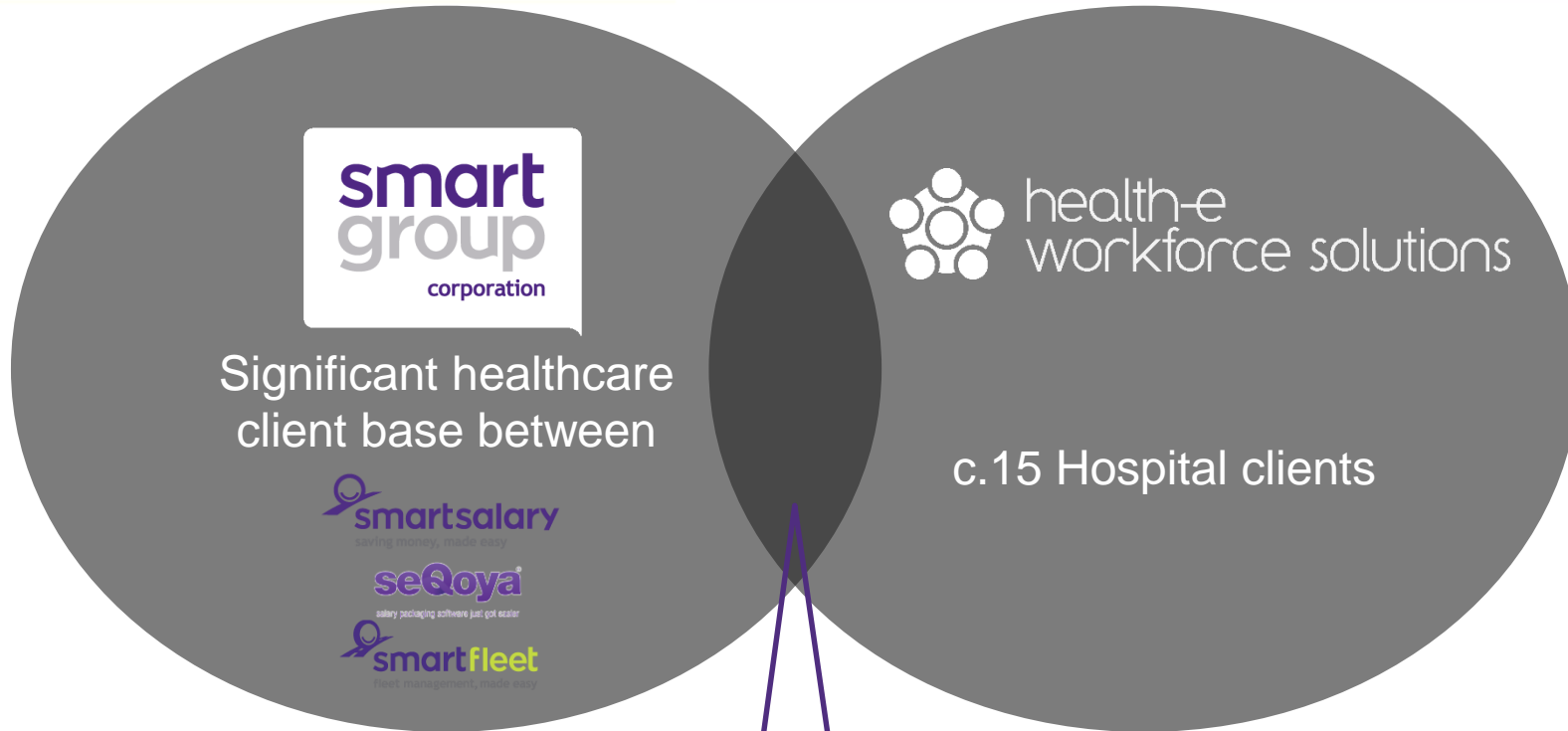
## Workforce Allocations

Assists in effective and timely workforce allocation



... ultimately reducing salaries and wages expense.

# ... serving healthcare customer segment core to Smartgroup ...



Some common clients:

- St Vincent's Hospital Melbourne
- Central Gippsland Health Service
- Austin Health
- Forensicare, The Victorian Institute of Forensic Mental Health

# ... and delivering an adjacent product to complement the Smartgroup offering.

