

# Quarterly market update

## Q1 FY17

### HIGHLIGHTS

- Group Monthly Recurring Revenue increases by \$16k to \$193k from Q4 FY16, representing improving sales performance
- Secured a contract with a major dental corporate for initial roll out to 130 NSW dentists
- Expanded Optometry services to more than 150 Optical stores
- Signed deal with luxury cosmetics retailer Napoleon Perdis to roll out solution to 85 stores and 6 academies
- Extended reach into financial services sector with agreements with 3 major financial institutions
- Continued improvement in consumer engagement with monthly new consumer registrations increasing by 400% to more than 20,000 a month on 1stAvailable.com.au since July 2015

1st Available Limited (**ASX: 1ST**) ('The Company', '1stAvailable'), the Australian online healthcare portal that simplifies and facilitates digital interaction between healthcare services and consumers, is pleased to provide its quarterly report for the quarter ended 30 September 2016, which has been simplified from previous versions for improved clarity. The 1stAvailable group provides cloud-based solutions including online search and appointment booking services for healthcare providers, reducing waiting times for patients and helps to automate healthcare providers' administrative services. The Company has now booked over 4.5million online appointments.

### New clients strengthen position in dental and optometry markets

The Company is pleased to announce a new subscription agreement with a major dental corporate customer. Under the agreement 1stAvailable's platform will be rolled out initially to their NSW dental centres with 130 dentists. This increases 1stAvailable's dental market customer base, which includes Primary Health Care's Dental division and the Pacific Smiles group, by 19%.

Eye care is an important part of the Australian health market and 1stAvailable clients now include Bupa Optical, The Optical Company and a major group of independent optometrists in Australia. 1stAvailable expects further solid growth in the optometry market in the December quarter.

1stAvailable has also secured new agreements with luxury cosmetics retailer Napoleon Perdis to roll out its platform to 85 stores and 6 academies.

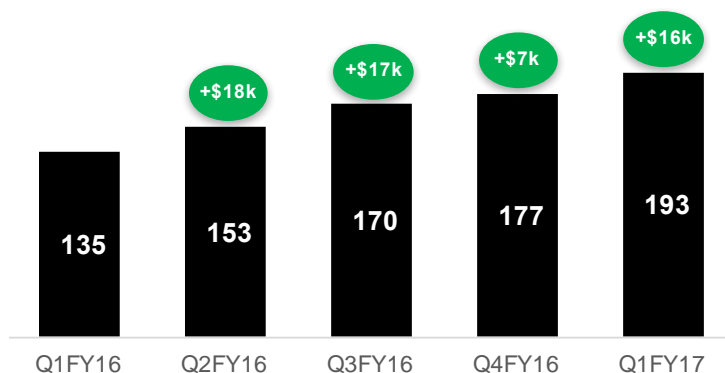
As 1stAvailable's services are rolled out, it is anticipated that subscription revenue will increase.

### Acquisitions

Due diligence is continuing the company's proposed acquisition of the Ozdocs online appointment booking group.

### Group Monthly Recurring Revenue

The group's monthly recurring revenue (MRR), when measured by quarter, which is an indicator of 1stAvailable revenue based on recurring subscription sales, increased by 9% to \$193,000 in the first quarter of FY2017, up from \$177,000 in the previous quarter.



### Strong Consumer Growth – Up 400% YoY

1stAvailable experienced growth in new patient registrations during the quarter, with a record 20,000 in August 2016. This compares with 4,000 registrations in July 2015. This growth will support the group's planned roll out of new transactional products in the coming months.

## Cashflow

The Company ended the quarter with a cash balance of \$5.65 million. The Company's cash burn for the quarter excluding the R&D tax benefit and financing cash flows was \$0.9 million a small increase quarter on quarter representing additional investments in technology and sales and marketing. During the current quarter technology staff who in previous periods had been allocated to major platform development projects were reallocated to smaller product builds and enhancements. As a result, in accordance with our accounting policies, the related staff costs were no longer capitalized. The consequential increase in staffing costs from the previous quarter largely account for this change.

## Outlook

1stAvailable Managing Director, Klaus Bartosch said: "We are excited about our expansion into the dental, optical and retail markets. We are investing to build sales through increasing our coverage of healthcare markets and introducing new products to drive revenue growth. As subscription revenue grows, we increase the addressable base for our products which put the patient first and will potentially contribute to new transaction-based revenue for 1stAvailable."

**- ENDS -**

## Further Information

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### Company Contacts

Klaus Bartosch  
Managing Director  
+61 414 992 811

Andrew Whitten  
Company Secretary  
+61 2 80721400



### Media/Investor Relations

Ashley Rambukwella  
FCR  
a.rambukwella@cfr.com.au  
+61 407 231 282