

Chairman's Address

Annual General Meeting

Ladies and gentlemen,

1stAvailable achieved several significant milestones in the 2016 financial year. We integrated the GObookings, Clinic Connect and DocAppointments businesses which were acquired in June 2015; secured a significant increase in our number of customers; signed strategic partnerships to enter new markets; and launched new applications.

These milestones have laid the foundations for further growth and the creation of shareholder value over the years ahead.

Our goal is to become Australia's leading health services portal, providing consumers with a one-stop shop for accessing healthcare services online. This starts with the first appointment booked by a patient online and then can lead to adoption of additional value added services.

Significant customer growth

During the year 1stAvailable expanded into several healthcare sectors. Our agreement with Primary Health Care's dental arm provided an important endorsement of our platform. Today we are announcing a further expansion of our relationship with Primary which is introducing our services to its physiotherapists – over 100 providers initially. This represents a significant endorsement by one of Australia's leading healthcare companies.

In the optical sector we added new clients servicing 60 optical stores and more than 250 online appointment books. This market has great potential with around 2,200 stores and 4,500 optometrists. We are particularly excited to have secured a partnership with ProVision, that has around 440 optical stores, and since the pilot completed in early November, over 100 of its member stores are already on board.

Our GObookings business continued to grow. We have now captured nearly 40% of the pharmacy market. We also gained new clients in retail, financial services, state and local government and many other sectors, demonstrating additional potential for GObooking's services.

Our appointment platforms are increasingly popular with our customers and consumers. We passed the 4 million appointments milestone during the financial year, and new patient registrations on the 1stAvailable platform increased from 4,000 a month in July 2015 to over 20,000 in August 2016.

Partnerships

We are also progressing our strategy to grow through commercial partnerships which enable us to fast-track our penetration of new sectors.

New applications

Complementing our expansion we are investing in new technologies to increase customer engagement. Our applications will provide significant new revenue opportunities.

Financial overview

Revenue increased more than five-fold to \$2 million in the 2016 financial year, reflecting new sales and growth through acquisitions. Following consolidation of acquisitions and investment in people, technology and marketing, the operating loss for the year was \$2.7 million.

After depreciation and amortisation expenses associated with acquisitions, amortisation charges related to the technology platform and a goodwill impairment expense of \$1.1 million, the group's net loss was \$5 million.

The group closed the financial year with a cash balance of \$6.6 million and no debt.

Capital raising

I thank all the investors who participated in the \$1.2 million placement in February 2016 and the placement and rights issue in June 2016 which raised \$6.35 million. These funds have helped accelerate our sales and marketing programs and will enable us to take advantage of our many growth opportunities.

Share price

We expect that everyone here is disappointed in the current share price. We believe the underlying value of our business is significantly greater than a year ago, as demonstrated by our:

- growing customer base and installed sites;
- increasing recurring revenue; and
- launch of new applications with significant revenue potential.

Klaus will provide details on our progress in his managing director's address.

Meanwhile, we are taking steps to increase awareness of 1stAvailable's potential among investors and their advisers, and hopefully this will soon be recognised in the market.

Board changes

I would like to take this opportunity to thank my fellow Board members for their contribution during the year, including Garry Charny who retired from the board in August 2016. I extend a warm welcome to Amanda Hagan, who is Chief Executive Officer, Healthcare and Chief Executive Officer and director of Australian Unity Health Limited and Grand United Corporate Health Limited. She is also responsible for the Australian Unity Group's digital agenda, and brings both health sector experience and digital expertise to our Board.

Conclusion

In conclusion, the company has made considerable progress. We have an exciting opportunity to realise our vision of becoming Australia's leading health services portal and we look forward to providing you with further updates on our progress during the coming months.

I now invite Klaus Bartosch to provide further details.

Trevor Matthews
Chairman

Media contacts

Klaus Bartosch
Managing Director
+61 414 992 811

Ashley Rambukwella
Financial & Corporate Relations (FCR)
(02) 8264 1004 / 0407 231 282

About 1stAvailable

1stAvailable is Australia's leading health services portal, which provides an easy to use online search and appointment calendar service for people to access healthcare services. The company is listed on the Australian Securities Exchange under the ASX code 1ST. To find out more, visit: www.1stavailable.com.au