

## ASX Announcement 24 October 2023

### 1ST Group Limited (ASX:1ST) delivers first cash flow positive quarter from operating activities

#### GROUP HIGHLIGHTS

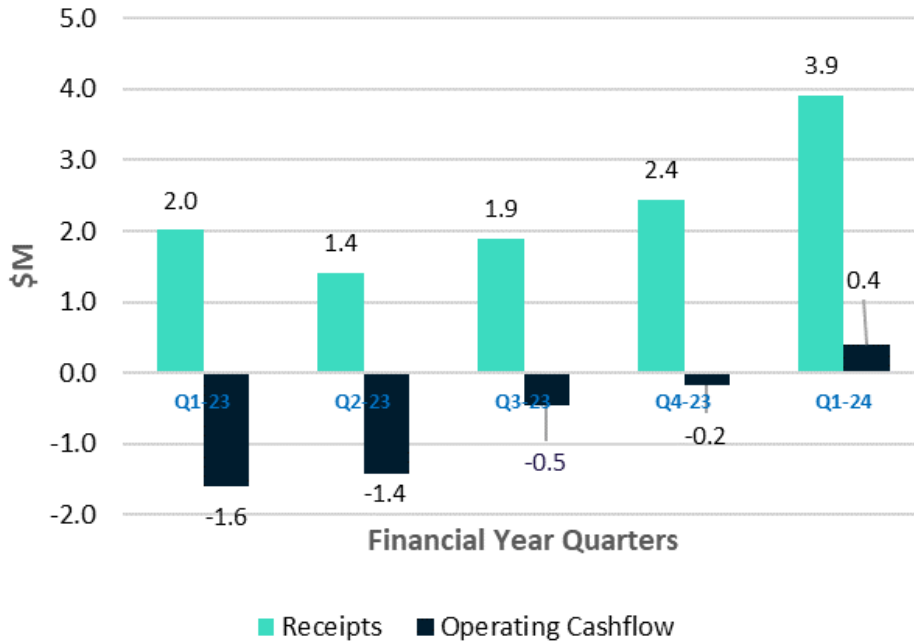
- 1ST Group has delivered its first positive cash flow quarter from operating activities of \$404k.
- 1ST Group received \$3.91m in receipts from customers notwithstanding that MyHealth1st (**MH1**) revenue is no longer attributed to the group, following the sale of MH1 at the end of the last quarter. This is a \$1.46m or 60% increase in customer receipts from last quarter.
- 1ST Group remains fully funded with circa \$4.4m of cash and unused financing available at the end of the quarter.
- As a result of this first cash flow positive quarter, we are in the process of renegotiating the interest rate on our debt facilities as per their terms.
- The Board has resolved not to proceed with the consolidation of shares following feedback from shareholders.
- Recruitment is underway for a new Chief Financial Officer as part of a revamped leadership team focused on continued Australian expansion and international growth opportunities.
- 1ST Group also received a further payment of \$200k from the sale of MH1 taking our total cash inflows for the quarter to \$601k.
- During the quarter, \$138k in payments were made to related parties and their associates, being wages for the CEO, independent Director and Chair remuneration including superannuation.

#### VISIONFLEX

- Visionflex, a primary division of 1ST Group, has achieved a record \$3.2m in receipts from customers, an increase of \$1.8m or 119% from the previous quarter.
- Q1 FY24 revenue of circa \$1.4m, an increase of \$552K or 66%, from \$842K in Q4 FY23.
- The additional \$1.8m in cash receipts for orders not yet attributed to revenue will be shipped and reflected in revenue in Q2 and Q3 FY24.
- As per recent announcements to the market, Visionflex has won significant business in the Australian Primary Healthcare Networks, Aged Care segments and Aboriginal Health Organisations, including over \$2.4m of orders from the Western Australia Primary Health Alliance in the last 2 quarters.

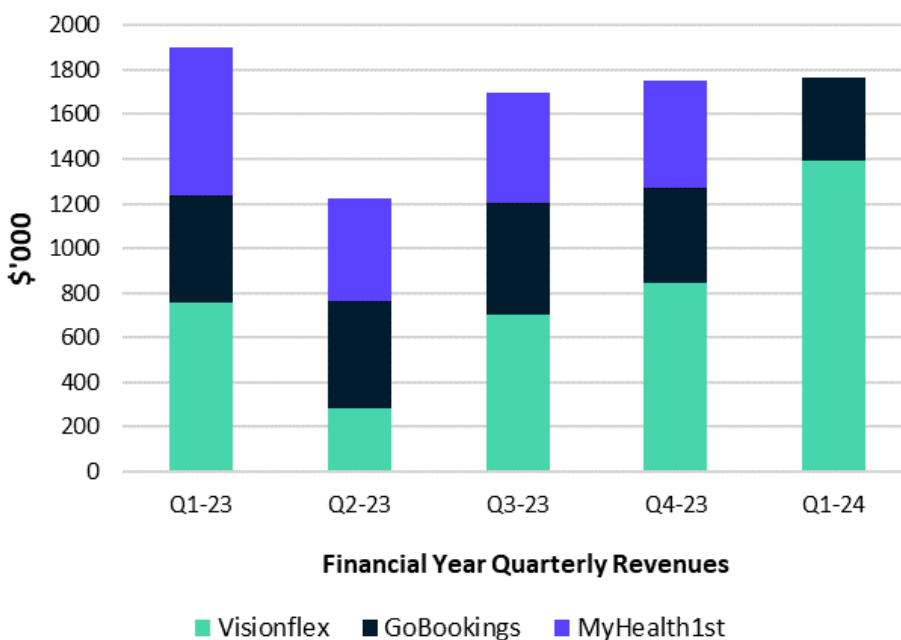
## REVENUE AND OPERATING CASHFLOWS

The below graph highlights the continuous growth trajectory of the group, driven predominantly by Visionflex (see Quarterly Revenue Breakdown below).



## QUARTERLY REVENUE BREAKDOWN

See the below graph showing Q1 FY24 revenue surpassing the previous quarter, notwithstanding MH1 revenue is no longer attributed to the group, following the sale of MH1.



## BOARD COMMENTS

The achievement of a positive operating cashflow over the past quarter, for the first time in the company's record, adds to confidence in the strategy and the leadership of 1ST Group and the Visionflex product line. In the comments on the previous quarter the Board noted the potential for sales growth from existing clients as the benefits of our technology were demonstrated. This has been borne out by a further significant order from the Western Australia Primary Health Alliance.

The company is simultaneously focused on ensuring successful implementation and benefits delivery for existing clients; and the development of further opportunities, both locally and internationally. The addressable market for our products is significant and growing as healthcare providers seek the higher productivity and superior patient outcomes that virtual health delivers.

At the upcoming Annual General Meeting (26 October), the Board is seeking the support of shareholders for a revised incentive program, designed to attract and retain the talent needed to ensure long-term success. We are already seeing the benefits of a strengthened leadership team, with further key roles to be filled as required by our strategy. It is also seeking the approval of shareholders on re-branding the parent company to associate more strongly with the success of the Visionflex business.

The Company is committed to continued careful management of expenses and capital, noting the growth opportunity and the resources that will be required as the strategy continues to progress and deliver.

## 1<sup>ST</sup> GROUP BUSINESS SUMMARY

1ST Group Limited (ASX:1ST) is a healthcare technology group currently consisting of the following three businesses:

- Visionflex,
- GoBookings, and
- PetYeti.

A brief description of each business follows.

### **Visionflex**

Visionflex is a global virtual healthcare platform that enables medical professionals to diagnose, monitor and treat patients over a secure, private network. To date, Visionflex has advanced the care of patients in segments including the primary healthcare networks, aged care, aboriginal health organisations, hospitals, corrective services, and the resource sectors.

**GoBookings**

GoBookings is a SaaS booking platform specialising in cloud-based, enterprise level, rules-based appointments, and resource booking with 24/7 Internet access.

**PetYeti**

PetYeti is an online appointment booking platform focused on animal health. The SaaS booking platform helps animal owners and vets to easily connect online across Australia and New Zealand.

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*This announcement was approved for release by the 1ST Group Board of Directors*