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13 February 2020

ASX Announcement

Azure re-signs three-year agreement with leading US healthcare and hospitals company, to supply market leading nurse call systems

Highlights:

- Azure re-signs 3-year supply agreement with major US healthcare and hospital operator
- Agreement to supply Tacera IP nurse call systems and support to over 100 hospitals in 30+ states
- Previous agreement contributed A\$35 million revenue for Azure
- Consolidates Azure's digital nurse call and patient management systems as global leading digital healthcare solutions

Thursday, 13 February 2020, Melbourne. Azure Healthcare Limited (ASX: AZV), ('Azure' or 'the Company') is pleased to announce that via its wholly owned US subsidiary, Austco Marketing and Services (USA) Ltd ('Austco'), Azure has signed a further 3-year Purchase and Maintenance Agreement ('Agreement') to provide its market leading IP nurse call system and Tacera Pulse software platform to one of the largest healthcare service providers in the United States.

Using Tacera Pulse, the customer will monitor nurse call alarms, collect alarm and response data, and measure performance outcomes. Austco's data warehouse solution will allow management to aggregate data on specific KPI's (Key Performance Indicators) and use the data to gauge performance with the granularity needed to audit performance and improve patient satisfaction.

The Agreement ensures that Azure will continue to build on the previous successful 5-year provision of products and services, which was announced to the ASX on 6 August 2013, which has generated A\$35M in revenue to Azure since FY2015. Revenue generated from the agreement has increased from initial US\$3.2 million in FY15 to US\$5.1 million in FY19.

As with the previous Agreement, the new 3-year Agreement does not commit the customer to minimum purchase amounts.

The Agreement will see Azure continue the provision of the Tacera IP nurse call system to approximately 130 healthcare facilities across more than 30 states in the US with a leading provider of high-quality inpatient and rehabilitation hospitals and at-home care. The Agreement has been secured with a New York Stock Exchange listed company with a market capitalisation of more than US\$7 billion and 2019 revenue of over US\$4.6 billion.

The board and management of Azure Healthcare are extremely proud to continue to be chosen to provide its products and services to such a leading healthcare organisation and this relationship serves as a testament to the leading nature of the Tacera IP nurse call digital call and patient management technology and the company's service to customers.

Azure's Tacera IP nurse call solution will continue to help support its partner's vision of increased patient care by having a nurse call system that links patients in real time with all healthcare personnel, support systems and internal processes responsible for their care and safety. The flexibility of the system to integrate into various technology platforms helps future proof the provision of service and enhance their partner's very high level of care throughout their sites across the United States.

Tacera is Azure's flagship product and is part of the product and service range that Azure currently supplies in 60 countries and over 4,500 healthcare facilities. Continuous dedication to improving technology and the focus on being able to respond to market and customer requirements for the best Nurse Call and Clinical Workflow systems are key to Azure's leadership in this competitive industry.

US based CEO of Azure Healthcare Limited, Clayton Astles was very pleased to comment to shareholders, *"With the re-signing of another 3-year Product and Services agreement to such a leading and well-regarded healthcare organization, it gives me great pleasure to deliver this news to shareholders. That we have been able to secure such a relationship with one of the largest US healthcare providers, validates our strategic plan and product development roadmap.*

Our products continue to evolve to meet the market and we are standing out and building a reputation for our products. The global healthcare industry will continue to grow steadily, and I look forward to bringing further confirmation to our shareholders that our growth strategy is rolling out successfully in 2020."

This announcement was approved for release by the Board of Azure.

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About Azure Healthcare Limited

Azure Healthcare Limited (ASX: AZV) is an international provider of healthcare communication and clinical workflow management solutions. The company is headquartered in Australia, has subsidiaries in six countries and supports more than 4,500 healthcare facilities through our global reseller network.

As the largest manufacturer of call systems in the southern hemisphere, your healthcare facility can be assured of the highest standard of product quality and performance. Azure Healthcare services markets in Australia, New Zealand, Canada, UK, USA, Middle East and Asia. For more information please visit: www.austco.com

The Tacera IP Nurse Call System

Tacera as the world's first solution of its kind with all the components fully IP-configurable and with their own unique addresses, enabling better system management and supervision.

Nurse and patient stations use SIP enabling non-blocking audio connections when integrating wired and wireless connections on site. The solution's touch screen console and single platform are designed to help medical staff operated in a far more organised fashion. Tacera also offers specialised reporting arming nurses and managers with important workflow and performance data which can be gathered from small targeted cells or across entire facilities.