Jayex Healthcare Ltd (JHL)
Annual General Meeting 2018

Nick Fernando
CEO

25th May 2018

Agenda

- Recap
- Headcount and Costs
- Products, Solutions and Capabilities
- Sales and Marketing
- Growth and the Future
- Leadership Team

Re-cap

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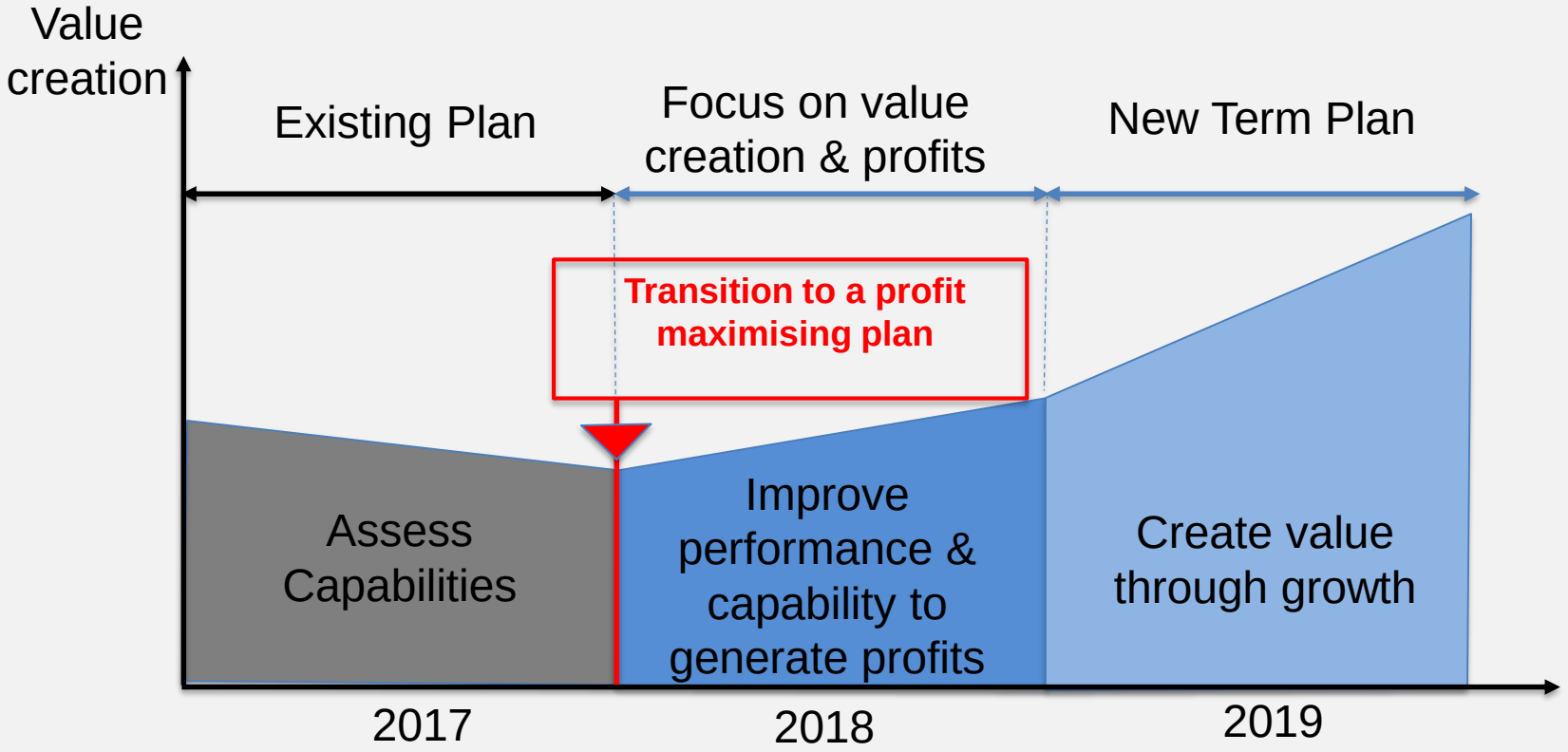
Initiate a new management plan and focus on aligning our revenue with costs to maximise our profitability



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Goals and basic reasons of New Plan

1

Re-assess business organisation and structure
As a business we constantly need to assess costs & expenses

2

Re-assess sales approach
Focus on market penetration & profitability

3

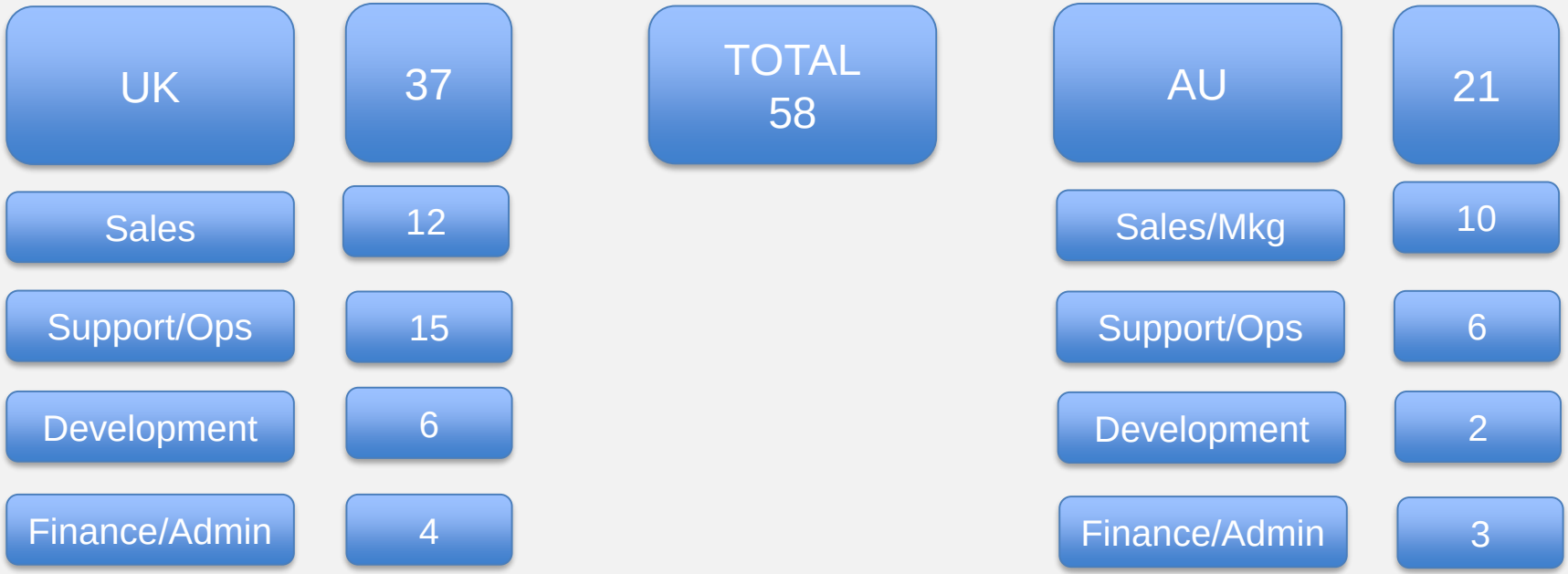
Global organisation structure with local representation
Think globally act locally

4

Develop value creation solutions and capabilities
Focus on high value-add solutions/increase efficiency by increasing commonalities across sales territories

Headcount and Costs

Past - Headcount



Present - Headcount

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Past – Other costs

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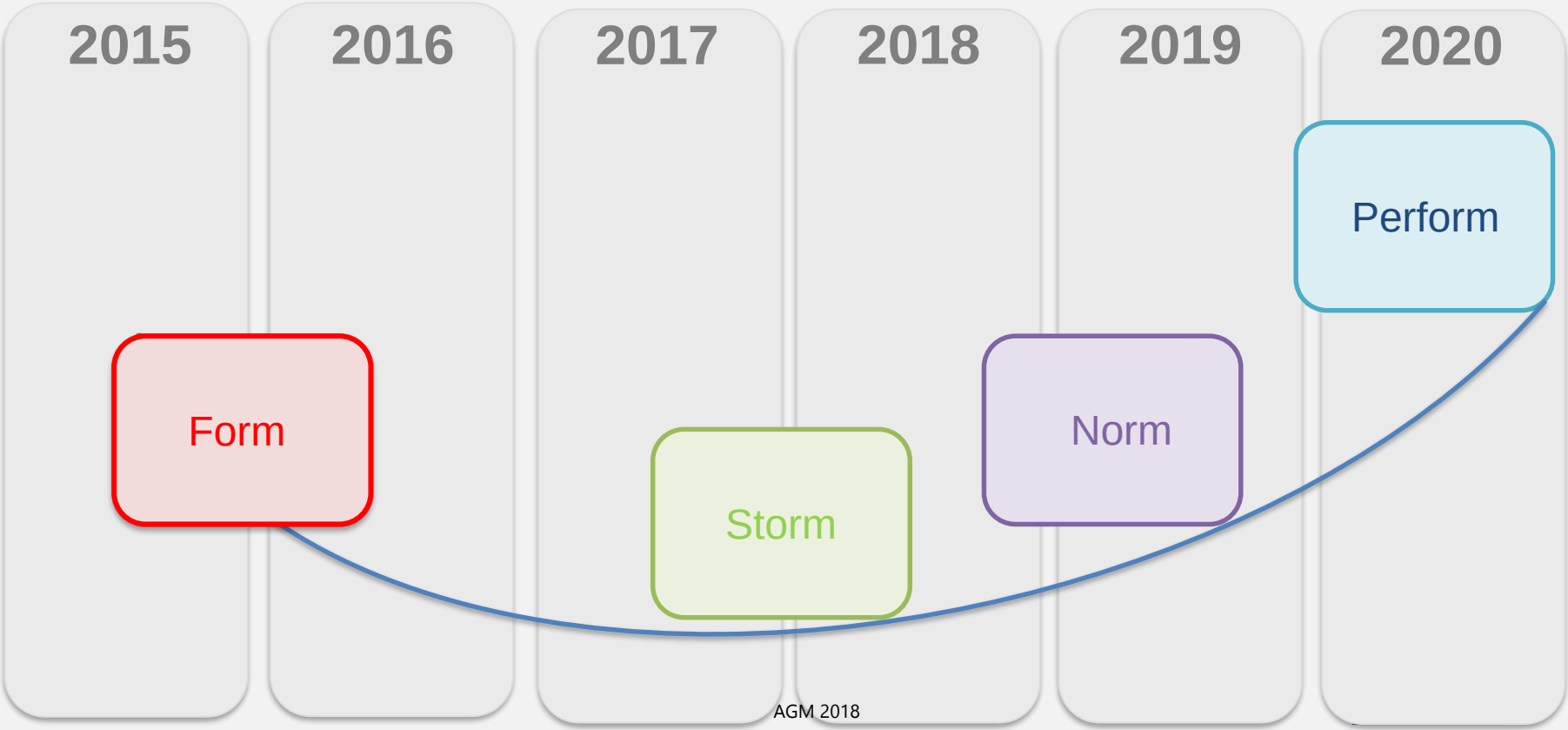
Past, Present and Future



Past

Form

2016

- Consolidated Sales revenue $8.747m
- Loss before income tax ($5.364m)

Storm

2017

- Consolidated Sales revenue $7.503m
- Loss before income tax ($2.622m)

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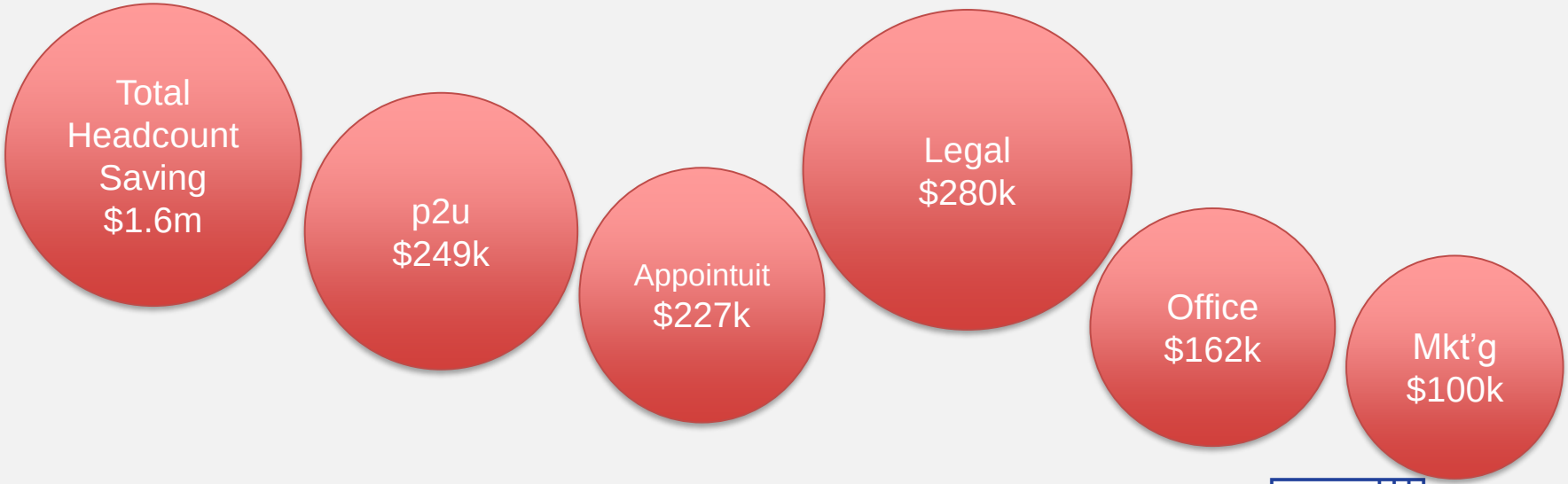
Present - Future

Storm

2018

- Consolidated Sales revenue $7.697m
- Profit after income tax $6k



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Present - Future

Storm

2018

- Consolidated Sales revenue $7.697m
- Profit after income tax $6k

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Products, Solutions & Capabilities

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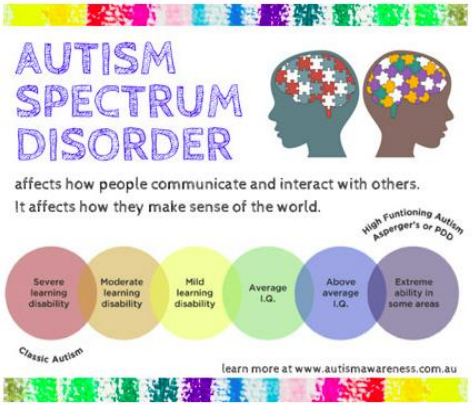
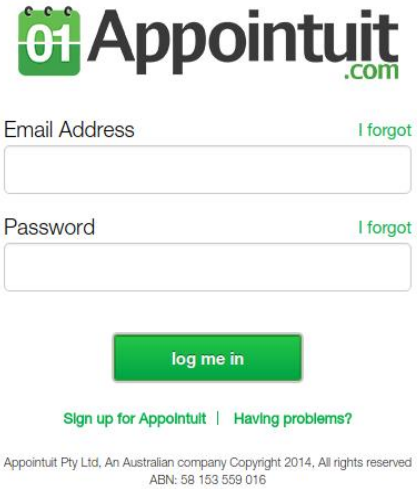
Past and Present





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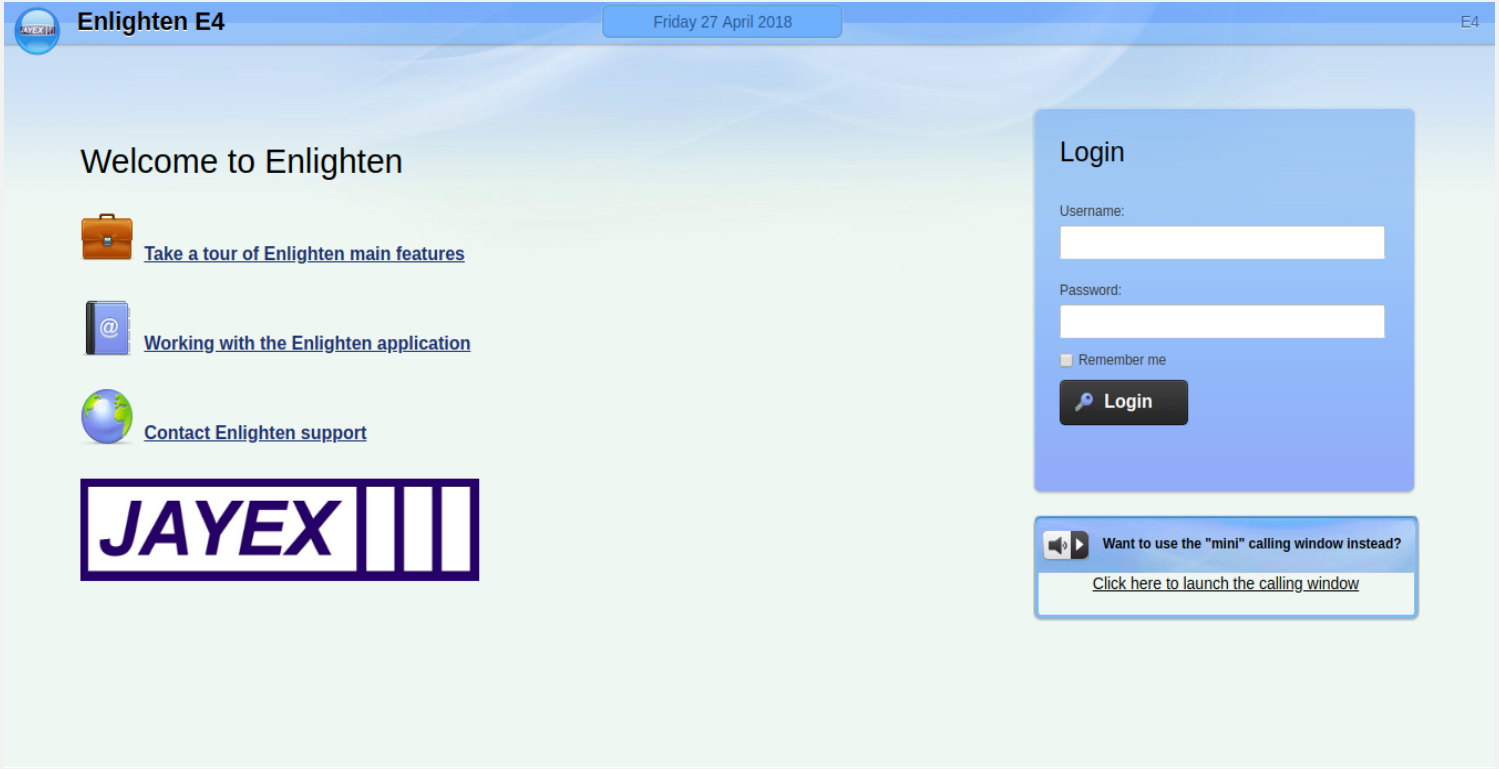
Past and Present



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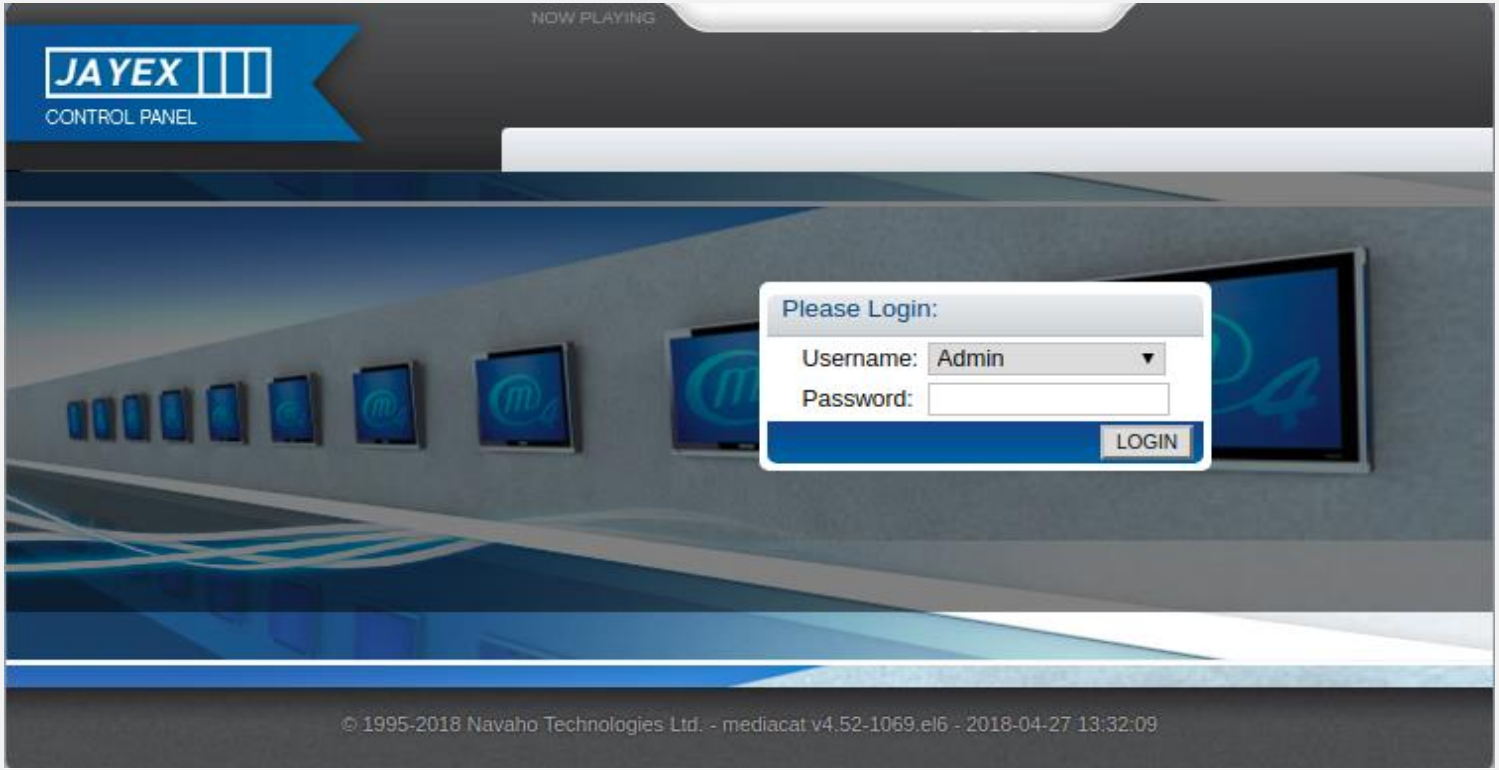
Past and Present



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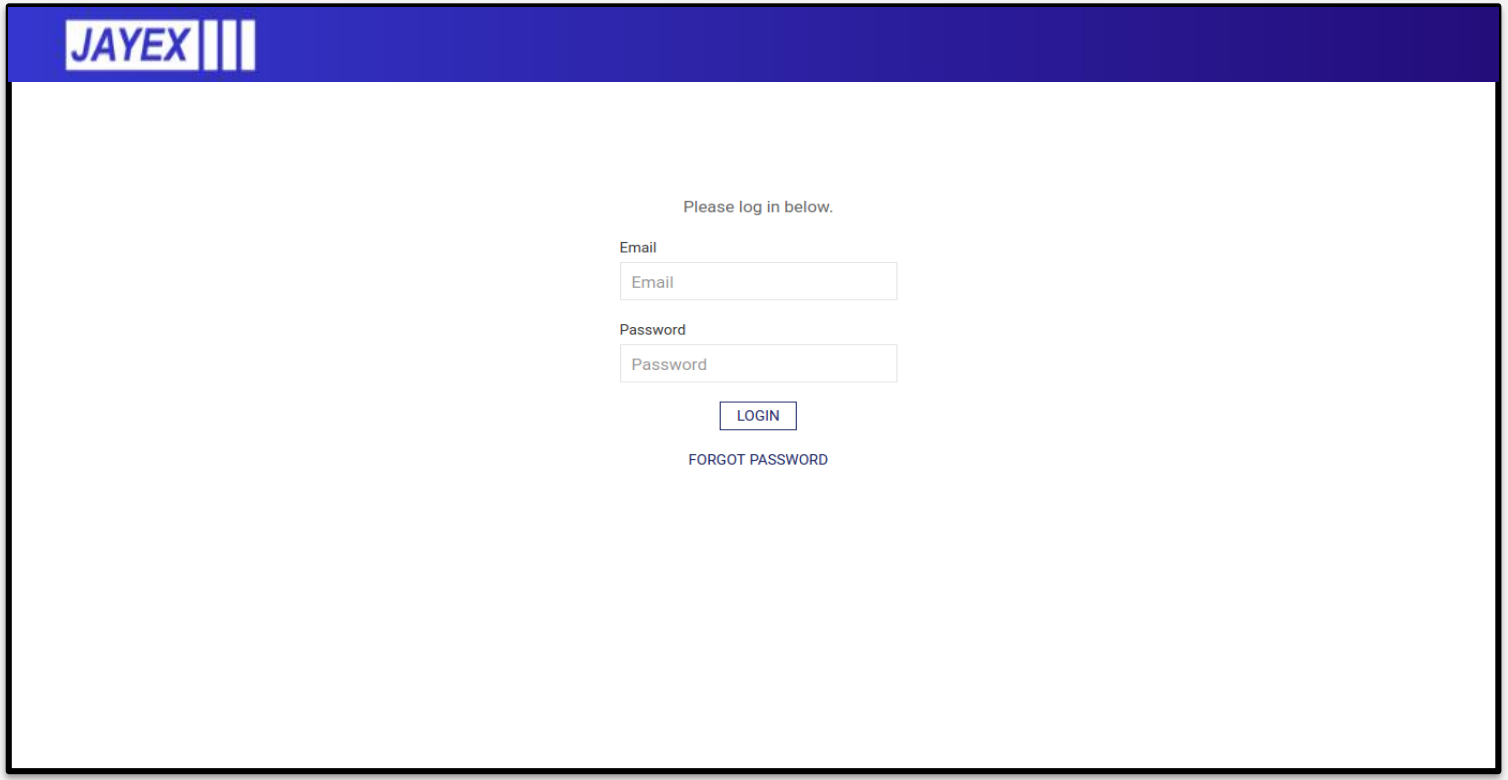
Future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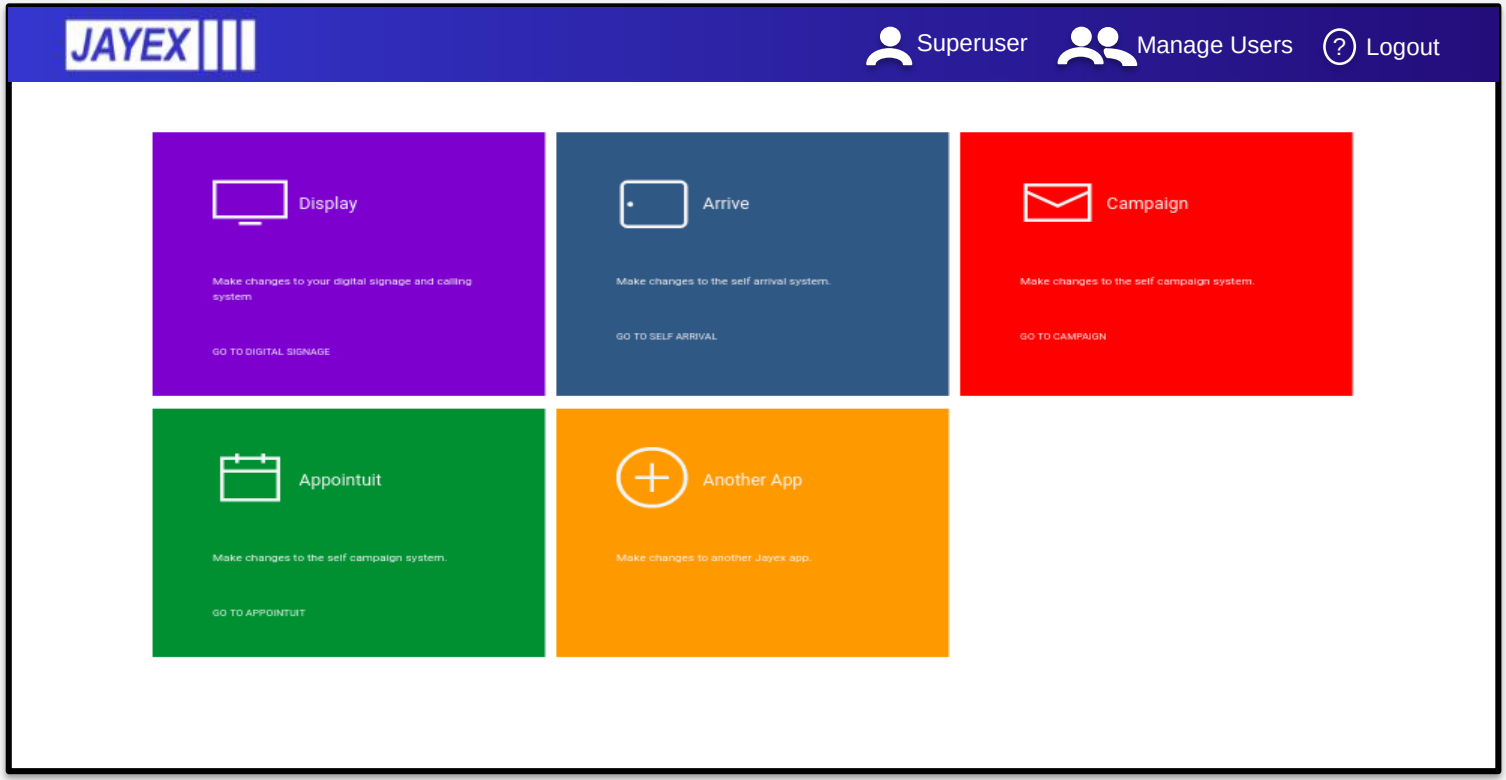
Please log in below.
Email
Email
Password
Password
LOGIN
FORGOT PASSWORD

Future



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Sales and Marketing

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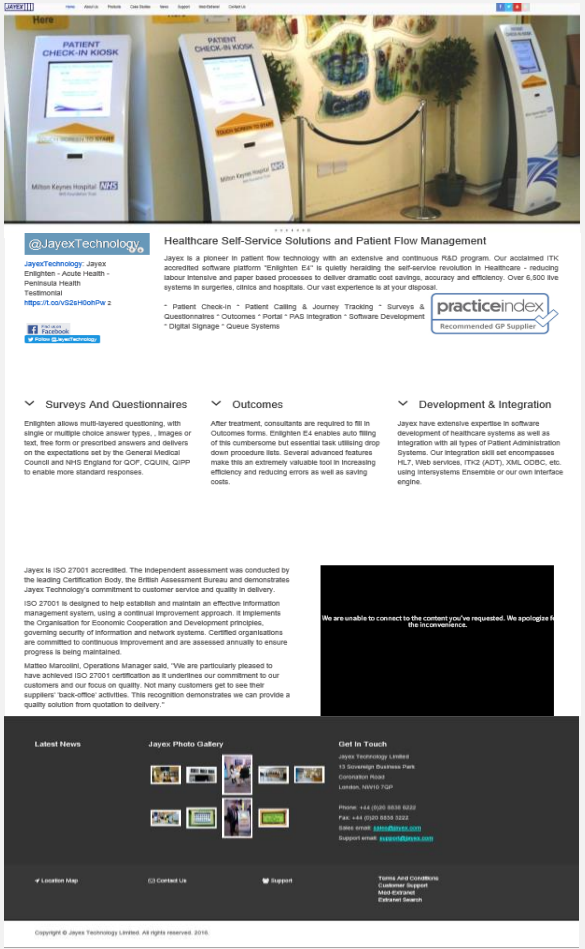
Past


PATIENT CHECK-IN KIOSK
Milton Keynes Hospital NHS
@JayexTechnology
Healthcare Self-Service Solutions and Patient Flow Management
practiceindex
Recommended GP Supplier
Surveys And Questionnaires
Outcomes
Development & Integration
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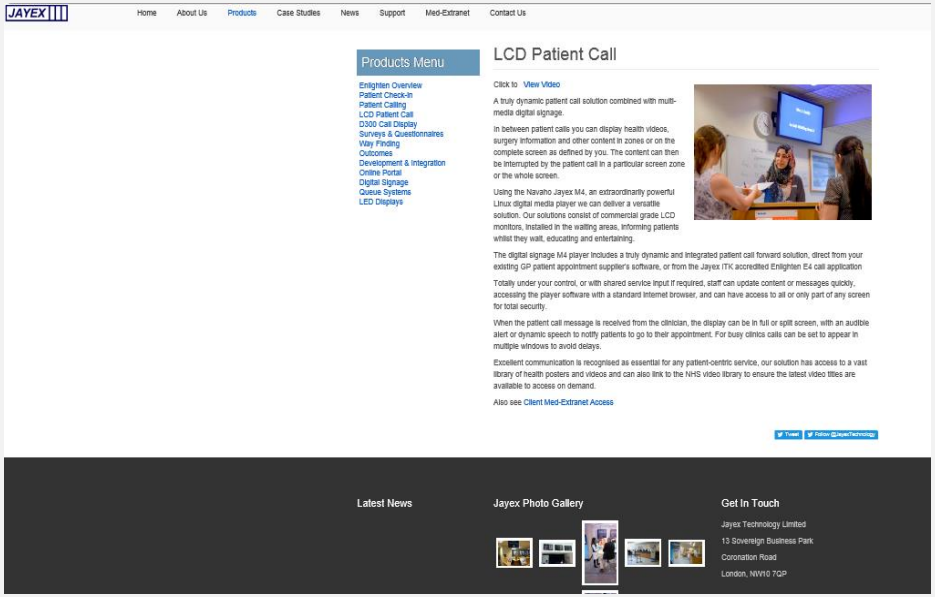
Get In Touch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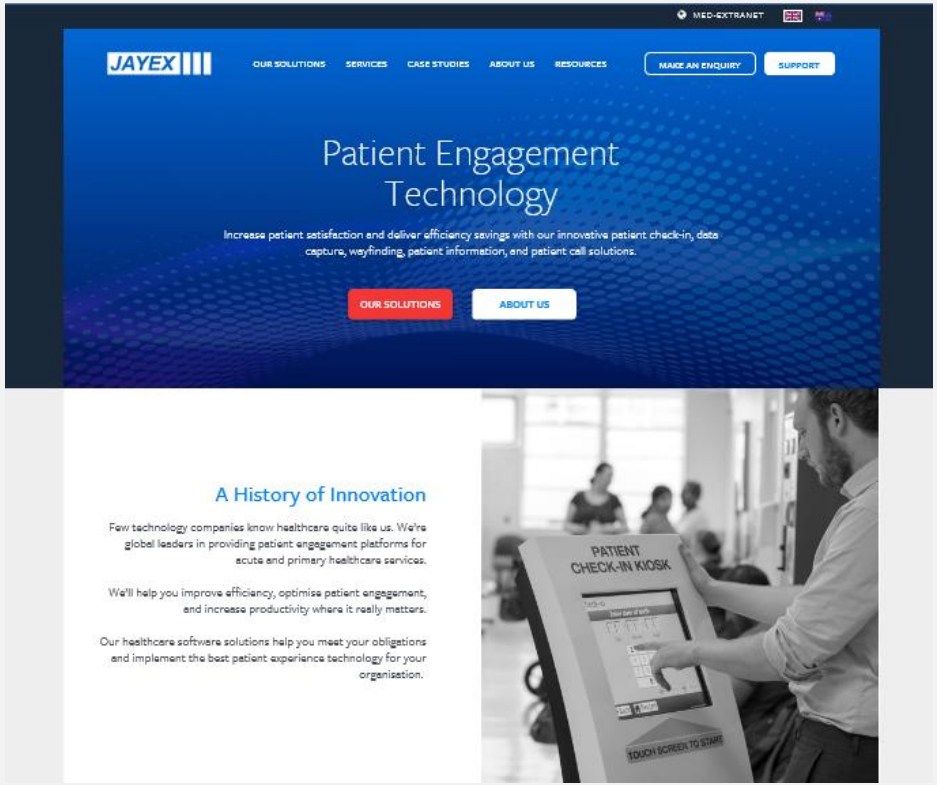
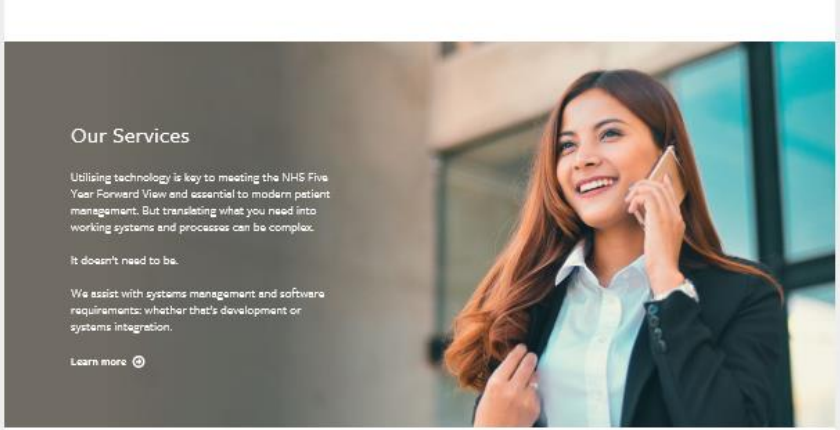
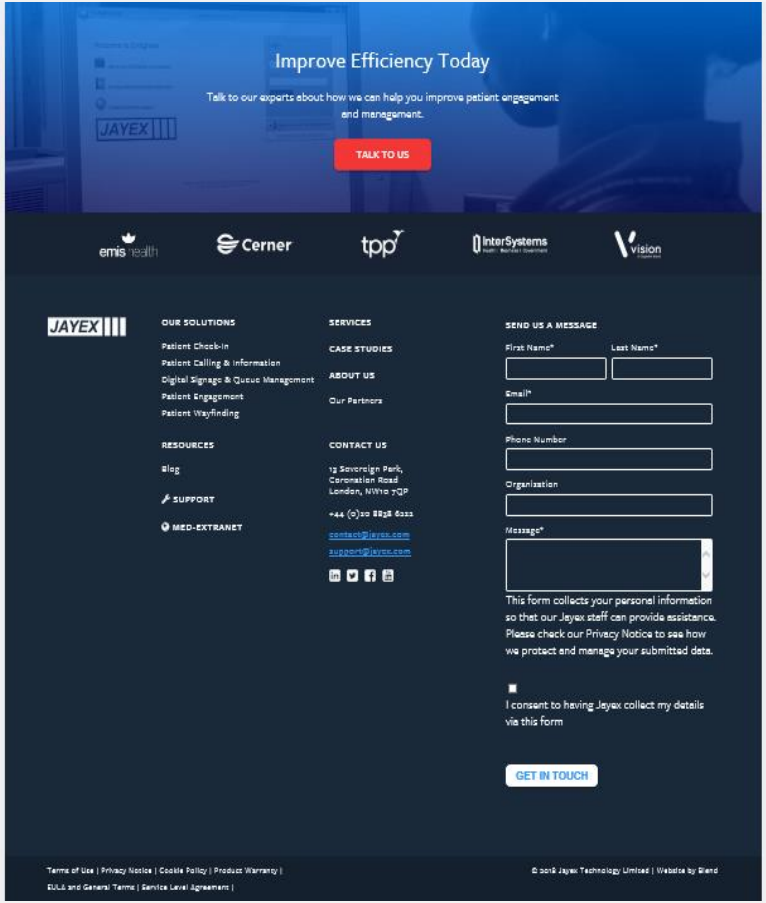
Present


MED-EXTRANET
JAYEX
OUR SOLUTIONS
SERVICES
CASE STUDIES
ABOUT US
RESOURCES
MAKE AN ENQUIRY
SUPPORT
Patient Engagement Technology
Increase patient satisfaction and deliver efficiency savings with our innovative patient check-in, data capture, wayfinding, patient information, and patient call solutions.
OUR SOLUTIONS
ABOUT US
A History of Innovation
Few technology companies know healthcare quite like us. We're global leaders in providing patient engagement platforms for acute and primary healthcare services.
We'll help you improve efficiency, optimise patient engagement, and increase productivity where it really matters.
Our healthcare software solutions help you meet your obligations and implement the best patient experience technology for your organisation.
PATIENT CHECK-IN KIOSK
TOUCH SCREEN TO START

Present


Our Services
Utilising technology is key to meeting the NHS Five Year Forward View and essential to modern patient management. But translating what you need into working systems and processes can be complex.
It doesn't need to be.
We assist with systems management and software requirements: whether that's development or systems integration.
Learn more
Latest from Jayex
EBOOK
How to Improve Patient Experience Within your Healthcare Organisation
read more
BLOG
How to Improve Patient Satisfaction
read more

Present



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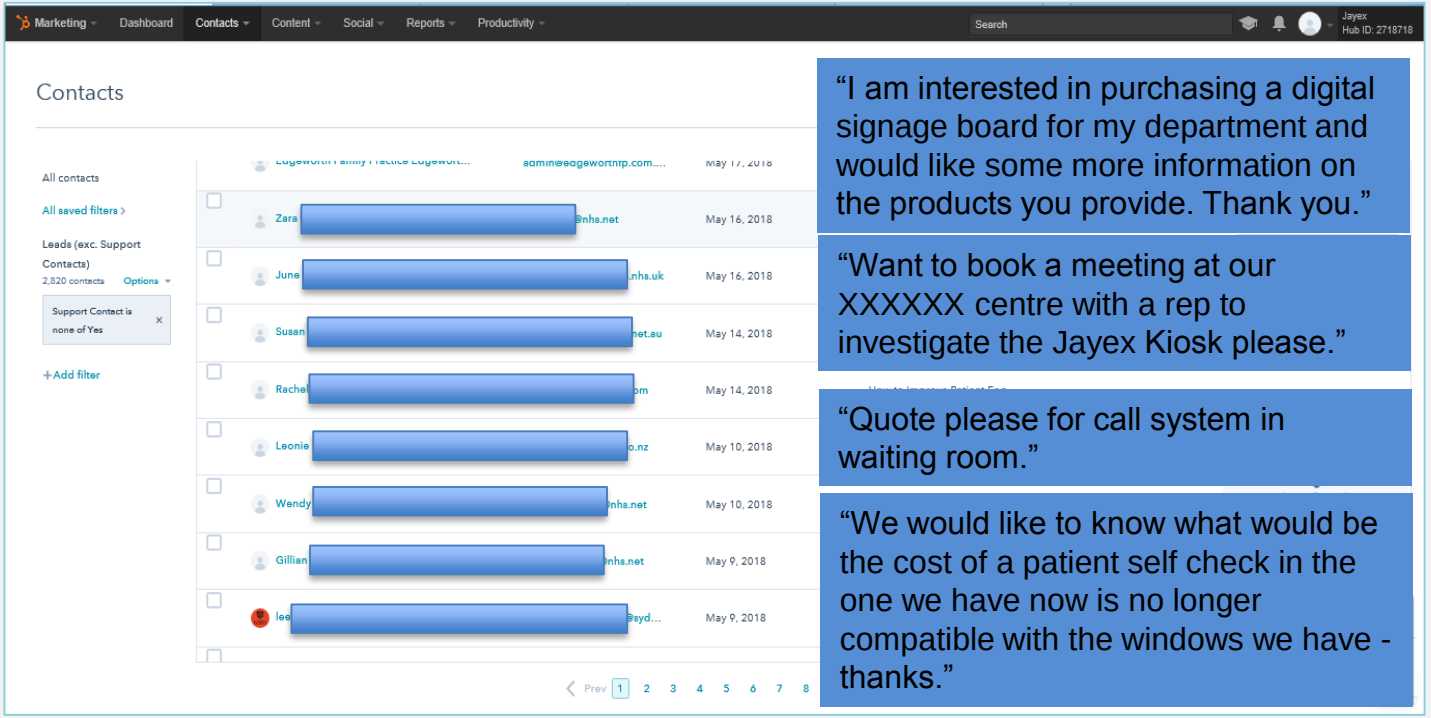
Present



"I am interested in purchasing a digital signage board for my department and would like some more information on the products you provide. Thank you."

"Want to book a meeting at our XXXXXX centre with a rep to investigate the Jayex Kiosk please."

"Quote please for call system in waiting room."

"We would like to know what would be the cost of a patient self check in the one we have now is no longer compatible with the windows we have - thanks."

Growth and the Future

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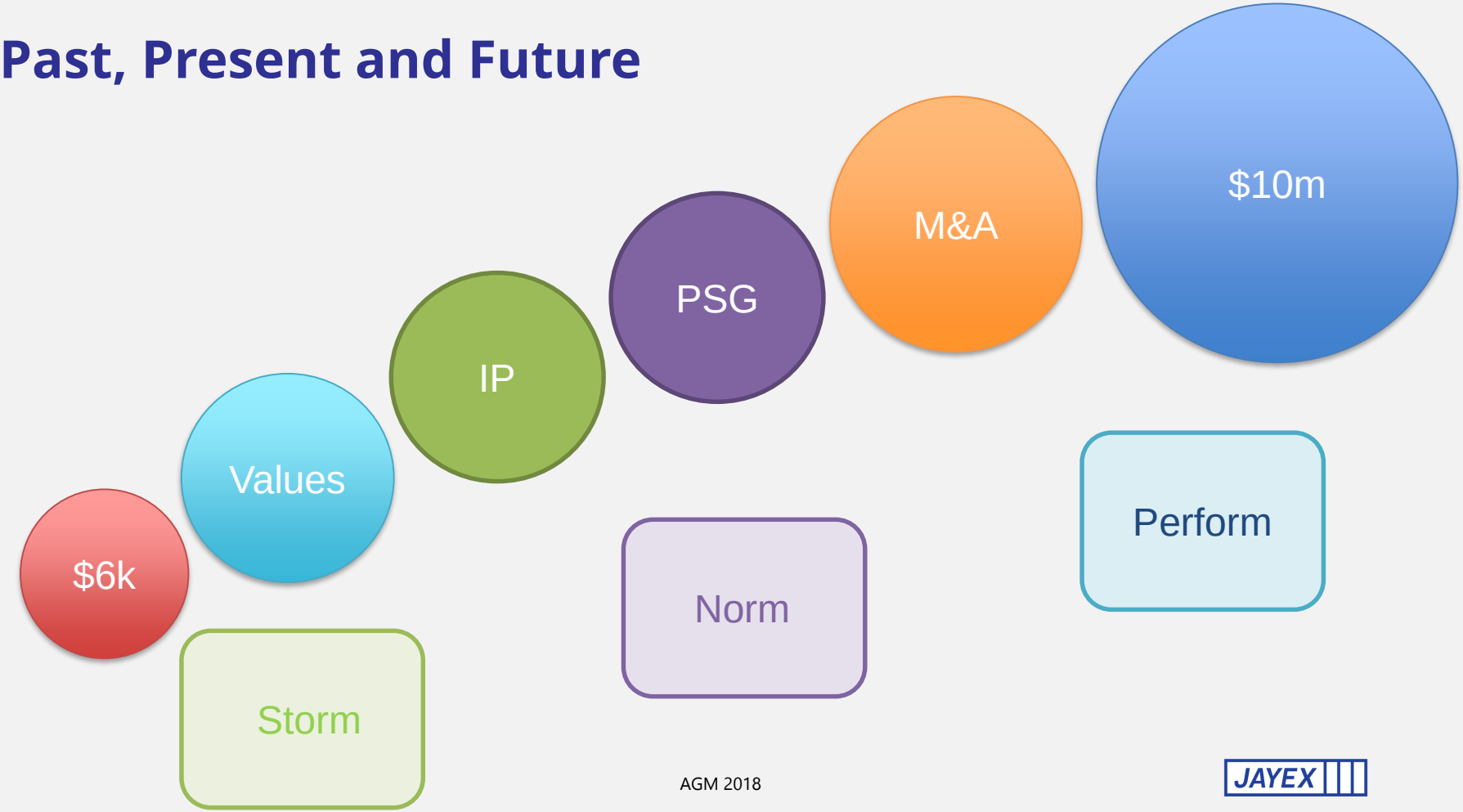
Past, Present and Future



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Future

- People
- Integrity
- Accountability
- Passion
- Collaboration

- Jayex seeks to create superior healthcare solutions that are user-friendly for patients, reliable and easy to maintain for healthcare professionals, offer good value for purchasers and provide long-term returns for our investors, while creating a company culture that employees feel valued in and proud of -

Future

- Create own IP when it makes sense
- Enhanced user experience
- Optimised support
- Improved margins
- Greater profitability

- Jayex's vision is to be the undisputed leader in improving patient health outcomes in the markets that we operate in.
We will do this by driving continuous improvements for our customers, through innovation, integrity, customer satisfaction and teamwork -

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Future

- Developing solutions through consulting services
- Enhanced patient experience
- Optimised support via new cloud platforms
- Improved margins
- Greater profitability

- Jayex is working with NHS Lothian on a proof of concept focusing on haematology cancers as there is a shortfall of this data in the National Registry. Jayex will seek to standardise and migrate existing data collected by clinicians over 30+years from legacy systems, to a new cutting-edge platform, mapped to a global data standards .....

Future

- Developing solutions through consulting services
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…… Advanced analytic tools will enable meaningful data discovery to support clinical decision making. The platform will also enable adoption of precision medicine approaches -

Future

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Dr Hilary Dobson OBE is deputy director of the Innovation Healthcare Delivery Programme (IHDP) clinical lead on this CIC
…… 'The selection criteria spanned clinical, technological, academic and business considerations, crucially with improving patient outcomes at their core……. project demonstrated really strong possibilities for revolutionising cancer care in this country' -

JAYEX

Future

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- Enhanced patient experience
- Optimised support via new cloud platforms
- Improved margins
- Greater profitability

Paul Wheelhouse the Minister for Business, Innovation and Energy

…… 'This funding will allow these companies to take the next steps towards developing new approaches to the diagnosis and treatment of blood, kidney and tissue cancers, using advances in machine learning and automation to deliver better outcomes for patients'. -

Future

- End to End solution in one-platform environment
- Revolutionise patient care in new and exciting ways
- Support the digital transformation in healthcare
- Digital transformation can save millions of dollars
- Improve patient outcomes

- Jayex's solutions will support the healthcare shift that our markets are experiencing, from a 'breakfix' model to a 'prevention' model. We will achieve this through extending our solutions portfolio that will include cloud based technologies, AI, IoT, Big Data, and Data Analysis -

Future

M&A

- End to End solution in one-platform environment
- Revolutionise patient care in new and exciting ways
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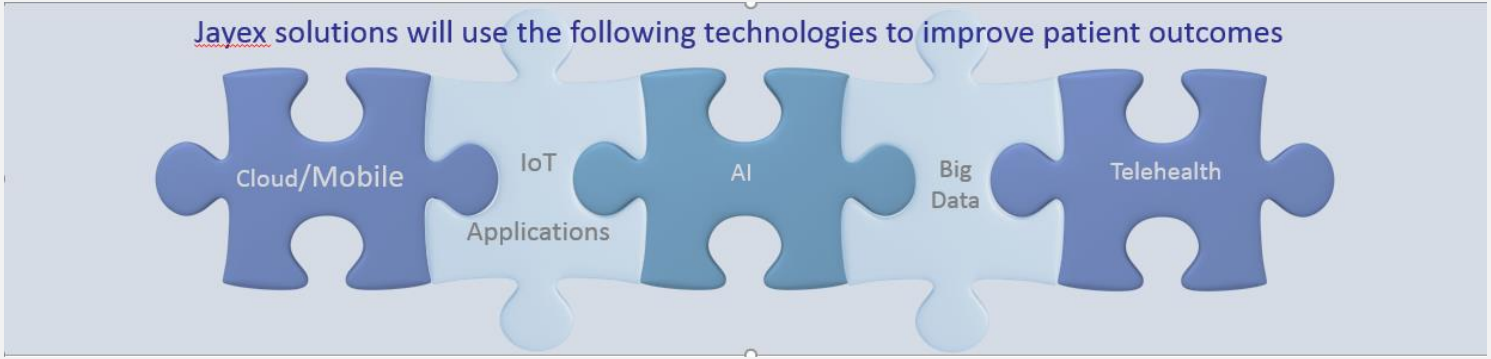
- Improve patient outcomes



Future

M&A

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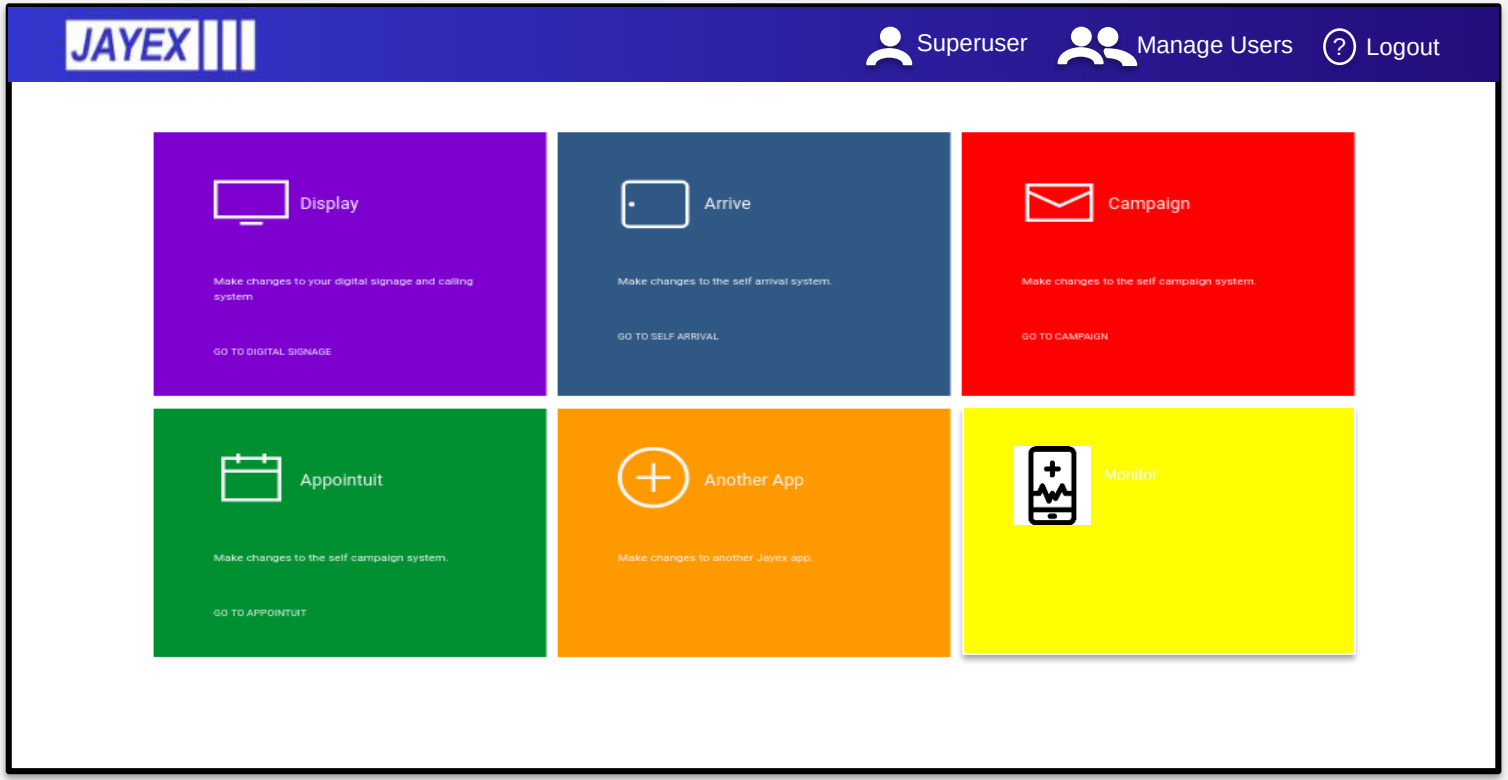
Future



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Future

2021 - JHL

- Revenue $15,000,000
- Operating Expenses $13,000,000 Profit/Loss before tax $2,000,000

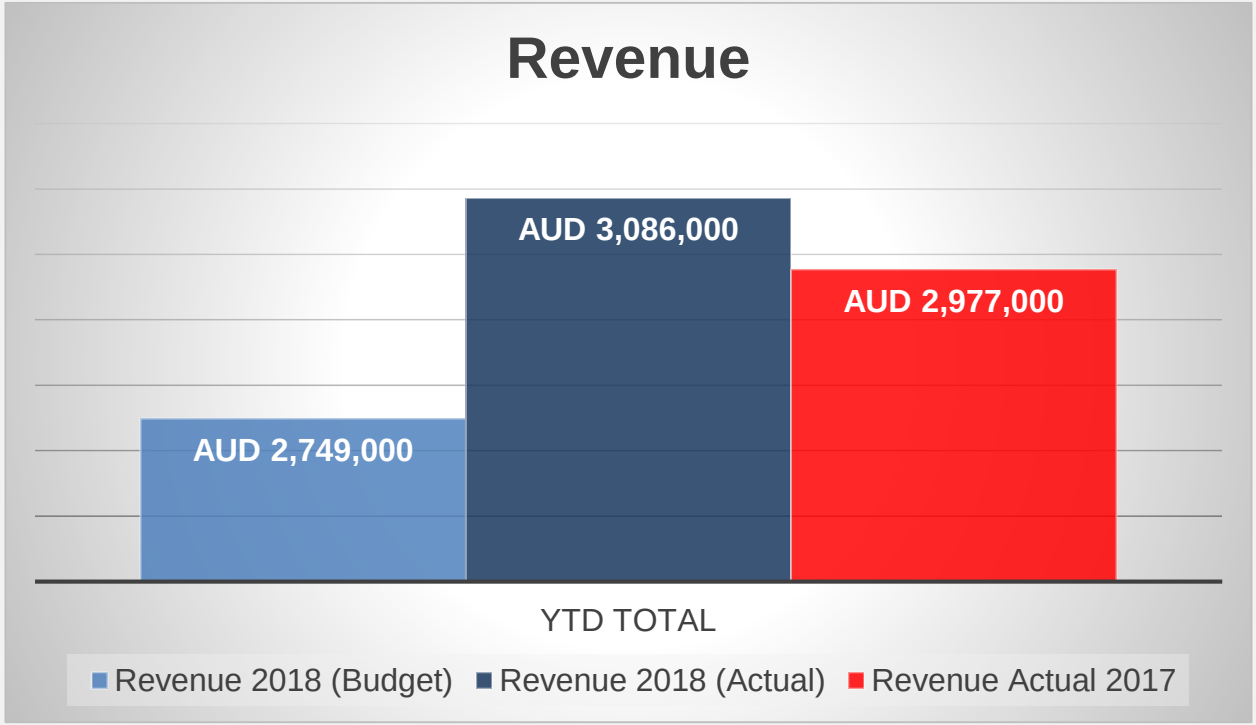
2023 - JHL

- Revenue $20,000,000
- Operating Expenses $15,000,000 Profit/Loss before tax $5,000,000

2025 - JHL

- Revenue $40,000,000
- Operating Expense $30,000,000 Profit/Loss before tax $10,000,000

Year-to-date Performance



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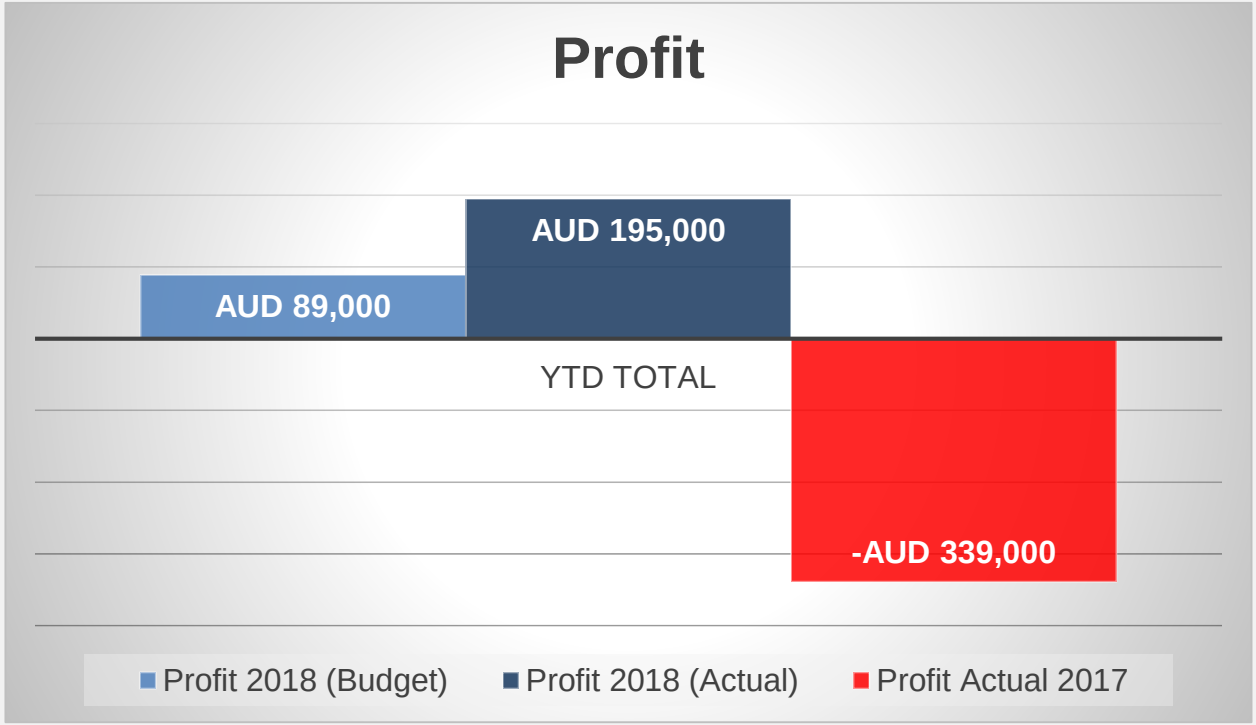
Year-to-date Performance



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Summary

- Costs now aligned with revenue
- New platform
- New capabilities
- Exceeded targets and goals YTD
- Now positioned for growth