



Annual General Meeting 2024



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



Agenda



01. New Portal build and Launch

02. Exclusive Partners

03. Shareholder Growth

04. Revenue

05. New Portal performance since May 2024

06. Communications platform

07. Immediate Rewards from Loyalty program

08. Investing in our own clinical supply

09. Footwear partners -revenue drivers

10. Our Services offerings

11. 24/25 focus

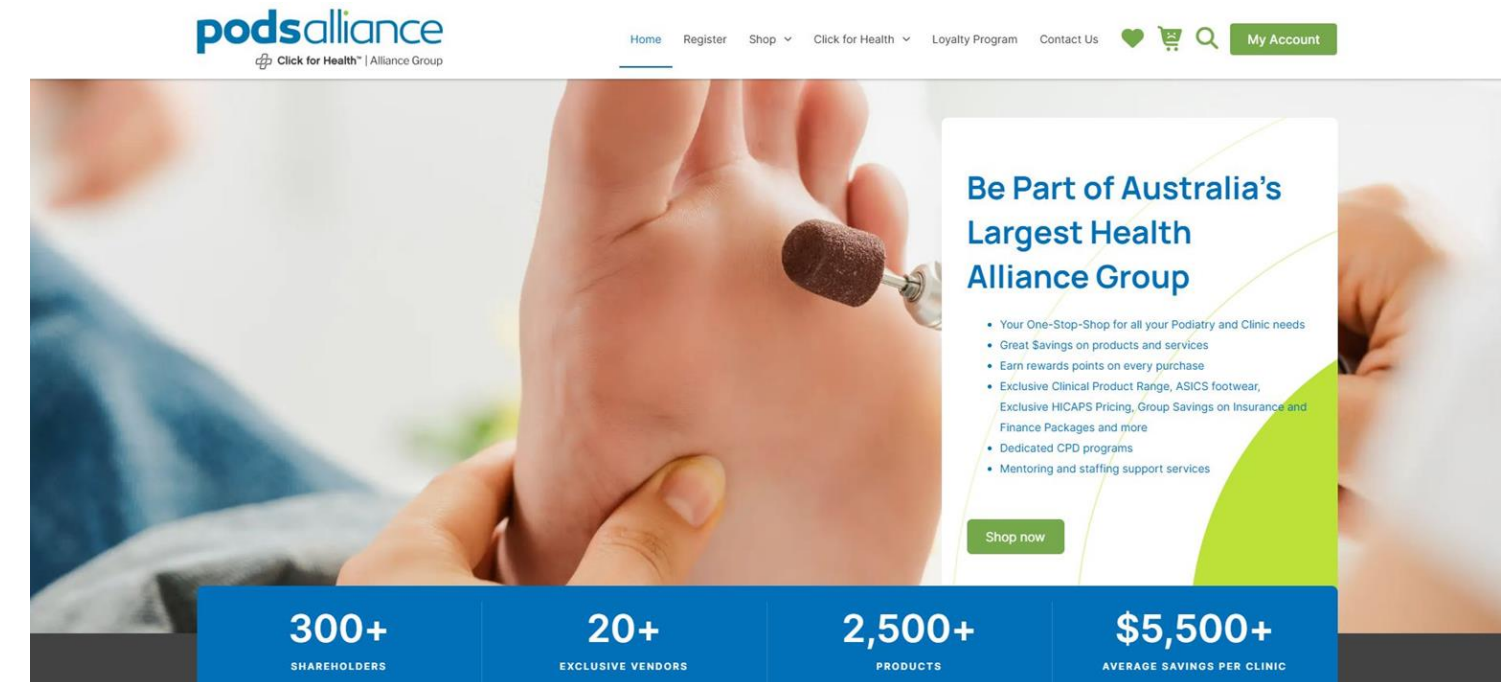


AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



INVESTMENT - New E commerce Portal - May 2024

- Fulfilling **1 Clinical order per day**
- Completed **235+ orders to date**
- Completed **180+ Asics orders**
- **1 New Clinic Fit Out** - Sourcing and Finance setup for 2 rooms
- Fulfilled **18 Clinical equipment sales** savings thousands
- Introduced a **variety of footwear options** inducing **ASICS Cumulus range, Footlogics slippers and Squishies** - Exclusive pricing and access
- Saved **\$1000's** for each shareholders with **HICAPS exclusive arrangement**
- Transferred **42 Clinics** to new **Telecoms/IT deal** saving on average **30%**
- **Signed Exclusive arrangement with AON insurance** (Launching December) for all insurance options including PI, Business, Cyber, Management
- Launched **Pods Loyalty** - **first 10 Shareholders** redeeming **Up to \$200 Cashback** as **direct discounts** -
- Extended CPD membership discount with **Ultimate Podiatrist** for **CPD 50% off**
- **Launched GP scripting and referral services** to Shareholders via Click For Health



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



New and exclusive Partnerships



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER





Free shipping on all orders over
\$160, Australia wide

Our complete range of clinical products,
including orthotics and lotions, across Australia.



AND MORE...

New Portal driving growth

153

Shareholders

300+

Clinics

320+

Clinicians

300+ SHAREHOLDERS	20+ EXCLUSIVE VENDORS	2,500+ PRODUCTS	\$5,500+ AVERAGE SAVINGS PER CLINIC
----------------------	--------------------------	--------------------	----------------------------------------




AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER




Social Media / EDMs

Explore the All-New ASICS Range!
Shop Now: Unparalleled Comfort & Performance



Learn more about the new ASICS range on the portal
Link in the description



info@podsalliance.com.au

BLUE NITRILE GLOVES

30% OFF

ONLY \$6.60 / BOX OF 100 + GST



- Small, Medium & Large
- Minimum order 10 Boxes (= 1 carton)
- That's \$66.00 Per 1000 Gloves + GST
- FREE DELIVERY ON 3 OR MORE CARTONS!



podsequity
tasha@podsequity.com.au

podsequity

UNBELIEVABLE PRICE BLUE NITRILE GLOVES

Blue Nitrile Gloves
\$6.60 / box of 100 (+GST)
That only \$66.00 for a carton of 1000!

ORDER TODAY

tasha@podsequity.com.au



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

podsalliance
Click for Health™ | Alliance Group

Social Media / EDMs



SHOP FROM YOUR OWN
CO-OP

& SAVE WITH YOUR MEMBERSHIP!



BASED ON THE TOP 10 CORE CLINICAL PRODUCTS

& we have over 600+

Pods Alliance Price = \$121

Competitors Price = \$172

That's a saving of = \$51 ✓

Just on this basket!

Why pay more?









Medico Gloves	Reynard Health Supplies	LOTIONLAB SKIN HEALTH	1300FOOTLAB
ELIXIR	SLIMFLEX	BIO-CAN	diaguru
nailKALM	kai medical	EXOCOOL	ARROW INSTRUMENTS
BACTIGRAS	ASGUARD	ComfiTech	fisiocrem
hwato ultraclean	MOORE THE SIGN OF PERFECTION	INADINE	MULTIGATE
+oapl.	Strapit	Surgi-Prep	Swann-Morton
TERUMO	SolvEasyTinea	TUBON	Mölnlycke
QV	smith&nephew	Medicom	3M

AND MORE...





SLIMFLEX SIMPLE ORTHOTICS



STARTING FROM

\$11.55

November Special Offer!

Buy 10 pairs and get 1 bonus pair FREE!

SHOP NOW



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP

STRONGER AND BETTER TOGETHER



Social Media / EDMs

50% OFF

podsalliance

UltimatePodiatrist

CPD Learning for Members

SPECIAL DISCOUNT

\$297.00 ~~\$594.00~~



Join Now

>>

20% OFF

podsalliance

+ HICAPS +

Fast claims... on the spot



+ 20% off on Rental Fees

+ 20% off on Debit Fees

+ 20% off on Merchant Fees

Join Now

>>



podsalliance

PODSALLIANCE x BAUERFEIND AUSTRALIA

A Winning Partnership!

"Trusted globally for nearly 100 years, and official supplier to the NBA and Olympic Games."

We're proud to bring **exclusive discounts** on premium compression, insoles, and bracing products to PodsAlliance members!



Buy Now

>>



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP

STRONGER AND BETTER TOGETHER

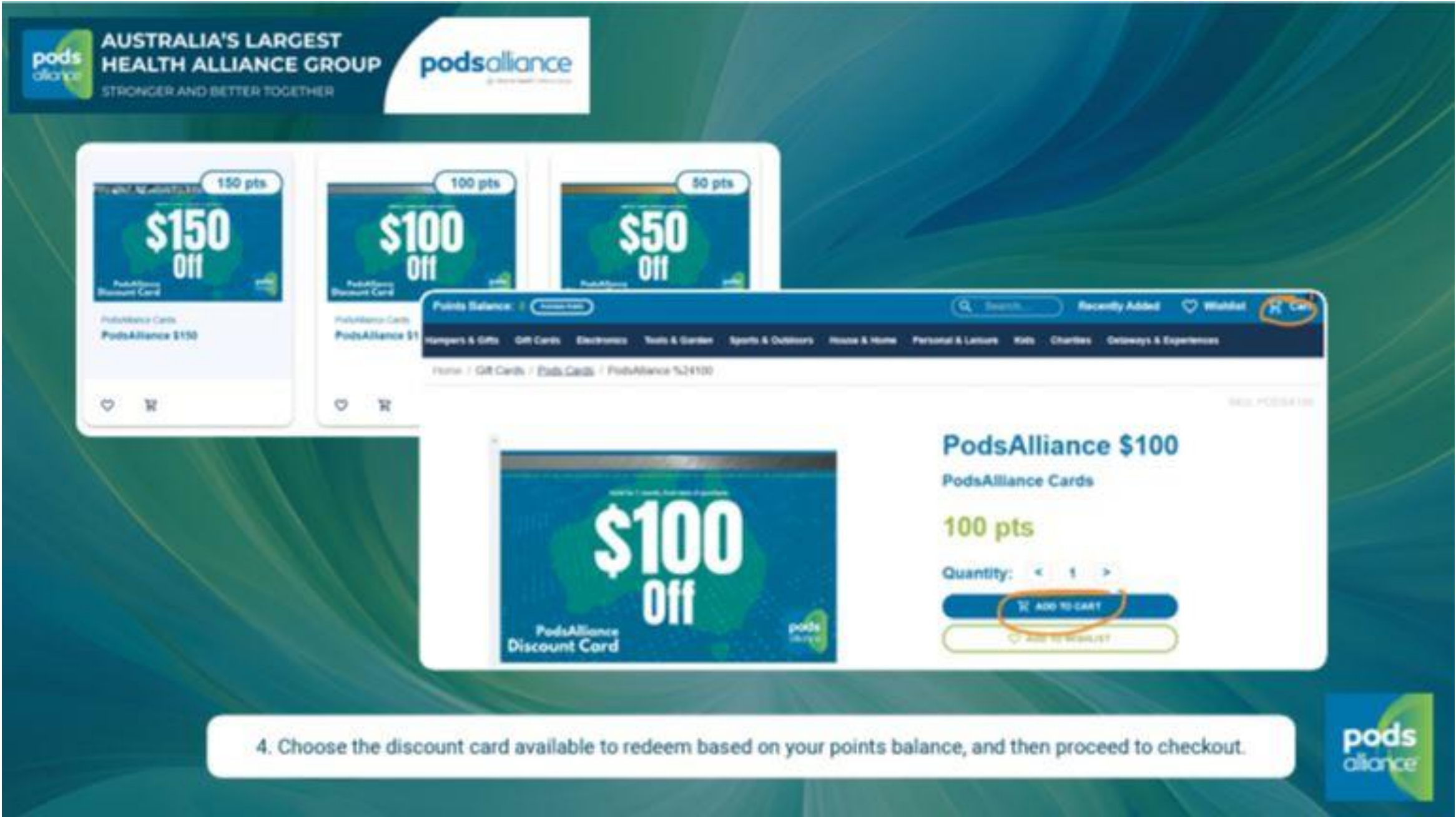


Portal Cashbacks – Immediate Loyalty rewarded in \$\$\$\$



Congratulations to the first 50 shareholders who have received their initial cash back of up to \$200!

That's a fanatastic \$200 discount on their next purchase!



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



Portal Cashbacks – Immediate Loyalty rewarded in \$\$\$\$



First 50 Shareholders
have already redeemed
Direct Cash back rewards
on Sales



AUSTRALIA’S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



Clinical Range - Supplying Direct - Driving Savings



AND MORE...

- 900+ clinical products
- 235+ orders fulfilled
- 1300+ loyalty points generated Just through clinical products
- Price matched per basket 20 + clinics with Min 30% savings vs competitors
- Sourced clinical items as requested and growing range
- Best price for 20 key everyday items - including: Gloves Range, Paper Towels and range, Bandages taping range, strapping, face masks, blades, Aprons, Sanitisers, wipes both alcohol and non alcohol - and many more.....



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



Growing Footwear Clinic Revenue



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



ASICS Wholesale – Growing Footwear Revenue

46 Shareholders - Resellers

410 pairs of ASICS sold FY 23/24

\$57 Avg margin earned per sale

\$23K of retail revenue generated for Shareholders

Plus, **NEW 15% BONUS** Discounts

Expanded range with Cumulus

GT 4000 - GT 3000 - GT 2000 - Contend - Gel Cumulus 26 - Glide Ride Max – Walkride - Gel Pursue



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



ASICS Wholesale – Growing Footwear Revenue

- No Stock holdings
- Free delivery
- Easy Returns and Warranty claims
- Further ASICS 15 (15%) Discounts on selected range
- Loyalty points earned on ASICS sales
- New ASICS portal functionality to be launched where you can filter the shoes by sizes and available colors



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



Footlogics – Growing Retail Revenue



- Footlogics Footwear exclusive to Pods Alliance Shareholders - Wholesale pricing
- 44% margin per pair equating to \$30 /pair

\$38.50
Wholesale

\$69.00
Retail



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

podsalliance
Click for Health™ | Alliance Group

Squishies – Growing Footwear Revenue

EXCLUSIVE to Pods Alliance

Squishi

These thongs provide stylish arch support and a lightweight, comfortable design in vibrant colors.

Lightweight
all day wear

Arch support
assist with alignment

Metatarsal bar
easy walking

Squishi material
moulds to your foot

\$13.63
Wholesale

\$29.95
Retail



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

podsalliance
Click for Health™ | Alliance Group

Core Clinic Services - Managing Operational Costs

GRENKE
ASSET FINANCING

AON

HICAPS

evolvenet

**Ultimate
Podiatrist**

- Asset Financing - GRENKE
- Insurance Services - AON
- Transaction Claiming - HICAPS
- Telecommunications - Evolvenet
- CDP Learning - Ultimate Podiatrists

pods
alliance

AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

podsalliance
Click for Health™ | Alliance Group

Transaction Savings - HICAPS exclusive offering



The advertisement features a dark blue background with a blurred image of three smiling people. At the top left, there is a large '20% OFF' in a metallic font. Below it, a white box contains '+ HICAPS +' in bold black letters, with 'Fast claims... on the spot' in smaller text underneath. The Podsalience logo is in the top right corner. At the bottom left, three yellow circles with plus signs are followed by the text: '20% off on Rental Fees', '20% off on Debit Fees', and '20% off on Merchant Fees'. A green 'Join Now' button with a right arrow is at the bottom center.

20% OFF

+ HICAPS +

Fast claims... on the spot

+ 20% off on Rental Fees
+ 20% off on Debit Fees
+ 20% off on Merchant Fees

Join Now >>

- Members receiving Exclusive Discounts: **100**
- Monthly Transactions: **19,000+**
- 12 MTH Transaction turnover with HICAPS: **\$23Million+**
- Estimated yearly savings per shareholder:

Single Practitioner Saves \$600+/year



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

podsalience
Click for Health™ | Alliance Group

CPD Learning with Ultimate Podiatrist



50% OFF

UltimatePodiatrist

CPD Learning for Members

SPECIAL DISCOUNT \$297.00 ~~\$594.00~~



Join Now >>

pod alliance

Registered

50

Saved

\$14,850

Exclusive Discounts for Pods Alliance Members

- 50% Off on CPD Learning Subscriptions
- Subscribe through PodsAlliance for ~~\$594~~ **\$297.00**

pod
alliance

AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

podalliance
Click for Health™ | Alliance Group

Insurance Services by AON - Podiatrist and Podiatric surgeons (Exclusive to Pods Alliance)

AON

Cover Benefits

- Professional Indemnity Cover Limits 20M per claim and 60M in aggregate
- Combined Public and Products liability limits 20M
- Specialist support
- 2 Hrs complimentary legal advice
- Complementary run off cover

Other Insurance Services

- Business Insurance
- Cyber Insurance
- Personal accident
- Management liability

Exclusive Professional Indemnity offer

**Pay for 12 months and
get 15 months coverage**



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

podsalliance
Click for Health™ | Alliance Group

Telecommunication Services powered by Evolvenet



Registered
36
Shareholders

Exclusive Deals for PodsAlliance
30% + Savings

- Over **30% savings** on Evolvenet's services for PodsAlliance members.
- Streamlined communication and internet solutions tailored to healthcare practices
- Empowering PodsAlliance members with cutting-edge connectivity at reduced costs.
- Tailored plans ensure businesses pay only for what they need, reducing overhead.



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



Telecommunication Services powered by Evolvenet

What Makes Evolvenet Different?

- **User-Oriented Approach:** Personalized solutions tailored to meet unique business needs.
- **Exceptional Customer Support:** Local and same-day technical issue resolution ensures satisfaction.
- **Business Growth Assistance:** From website domains and email setups to design and online recognition.

Key Services:

- **Office Phones (VoIP):** Includes VoIP, PaBX, Cloud Voice, and the Eclipse UC app for remote work.
- **Internet Services:** Access to high-speed NBN, Fiber, 4G/5G, and Wi-Fi.
- **Mobile Connectivity:** Customized mobile plans with reliable 4G/5G coverage.
- **Office Fit-outs:** Complete setups for hardware, software, and network configurations.



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



Clinic Asset Finance with GRENKE



Pods Alliance (part of Click for Health Alliance Group) partners with GRENKE to offer financing for members

- 1. \$75,000 Pre-Approval per ABN**
- 2. Flexible Terms:** 24–60 months or customized options
- 3. Choose Any Equipment:** From your preferred supplier
- 4. Fixed Monthly Payments:** Easy and affordable
- 5. End-of-Term Options:** Return, refresh, or purchase
- 6. Fast Credit Assessment** (GRENKE T&Cs apply)



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



Clinic Asset Finance with GRENKE

Clinic Setup - Sourcing and Supply

1. New Fit out / refurbish rooms with Pods Alliance sourcing and leasing resources
1. Equipment setup and Lease setup
1. Wholesale market panel for equipment sourcing guaranteeing best prices
1. Approved within minutes - delivered within days

GRENKE



NORTH STAR
PODIATRY

- \$0 upfront costs
- Full room setup
- From \$500/month
- Flexible lease terms
- Immediate access to funding



Talk to
PodsAlliance



Pods
alliance

AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

Podsalliance
Click for Health™ | Alliance Group

Clinic Asset Finance - Recent Clinic Setup

Through our partnership with **GRENKE**, we recently helped Northstar Podiatry Clinic set up **2 fully equipped rooms** from just **\$1000/month—or \$500/month for one room!**

Here's what the setup included:

- 2x Callisto 240HD Gen2 Podiatry Chairs
- 2x White Milpara Cabinets
- 2x AFMA LED Magnifier Lamps (3 Diopter Lens)
- Hadeco Smartdop 30EX T.B.I. Kit
- 2x Hadewe BX-Premium Plus Podiatry Drills
- MELAG Pro Line 123 S - S Class Autoclave (23L)
- Ultrasonic Cleaner, Stools, Water Treatment
- Other related Accessories

With **exclusive prices from our suppliers** and coordinated shipping, we ensure your clinic is set up affordably and efficiently.



50,930.70
Total Bill



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

podsalliance
Click for Health™ | Alliance Group

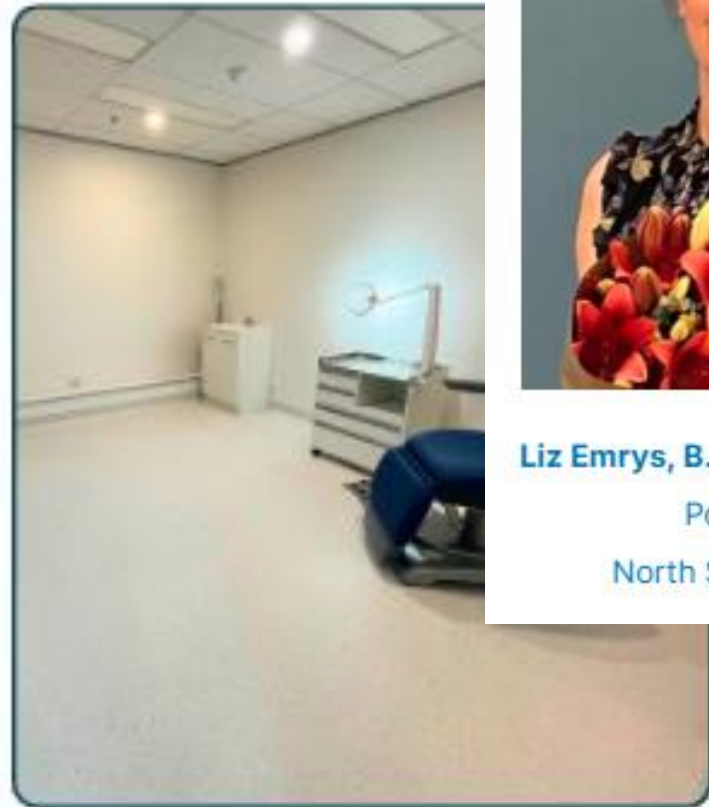
Clinic Asset Finance - Recent Clinic Setup



Liz Emrys, B. Pod., M.P.H., B.A.

Podiatrist

North Star Podiatry



"I signed up to PodsAlliance on the advice of a colleague, thinking I might get some discounts on consumables. I didn't realise then what an integral part of my new clinic set-up PodsAlliance would become.

They have helped with quotations on my clinic equipment and went into bat for me to get the best price possible from suppliers. They have organised finance for the equipment as well, which gave me a huge cashflow advantage.

As a PodsAlliance shareholder, I also gained access to finance arrangements with much less red tape than I'd been offered elsewhere.

All in all, PodsAlliance have been great communicators. They have taken time to understand my requirements and gone the extra mile to ensure those requirements were met. I'm opening my first clinic this week. Even though I'm a sole practitioner, PodsAlliance made it a team effort."

– Liz Emrys



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



Better Financial Health with PodsAlliance



Comprehensive Financial Services by our partner Silverdale Consulting Group:

Accounting Services
Financial Advice
Life Insurance
Income Protection Insurance
Superannuation Advice
Industry and Self-Managed Super Funds (SMSF).
Bookkeeping Services
Investments
Retirement Planning

A complete range of solutions tailored to support your financial journey.



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



GP Telehealth services - Click for Health

Your Clinic can Access Priority GP Services through Click for Health

- **Access for patients.**
 - Medical scripts and specialist referrals processed via telehealth.
 - Completion within 30–60 minutes of request.
- **Request Prescriptions:**
 - Antibiotics for infected ingrown toenails and general antibiotic creams/oral medications.
 - Prescription creams, lotions, and non-addictive pain medications (excluding Schedule 8 substances).
 - Antifungal treatments.
 - Rescripting of existing non-Schedule medications.
- **Request Specialist Referrals:**
 - Foot and ankle surgeons.
 - Sports doctors.
 - MRI and (where possible) bulk-billed ultrasounds.
 - Vascular specialists.
 - Other specialist referrals as needed.



Exclusive for the Pods Alliance shareholders, the GP telehealth consult for patients is set at only

\$34.95

Administration Rebate

As part of this service offering a shareholder administration rebate of \$5 (Inc. GST) will be paid for every patient transaction.



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER



GP Telehealth services - Click for Health

Home

Register

Shop

Click for Health

Loyalty Program

Contact Us

My Account

Request a Script

Request a Referral

Be Part of Australia's Largest Health Alliance Group

click FOR HEALTH

Consultations

Medical certificates

Scripts

Alternative medicine

About us

Contact us

Book Now

Telehealth services

available 24 hours a day, 7 days a week.

Consult an online doctor - choose an Australian registered health practitioner who can provide online medical advice, specialist referrals, online medical certificates, online prescriptions for conventional and alternative medicine.

Consult a doctor

Online medical certificates

Online scripts

Alternative medicine

Provider services

Specialist services

COMING SOON

+

📦

❤️

🚑

👂

💊

💉

click FOR HEALTH

Consultations

Medical certificates

Scripts

Alternative medicine

About us

Contact us

Book Now

Provider Services

Logged in as provider Comfort Feet | View your profile

Please select a service

Click for Script

Home sleep study request

Click for Alternative medicine
Coming soon

Specialist referrals
Coming soon

Continue

AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

24/25 Focus

- Grow the Shareholder base
- Continue growing portal utilization
- Maximize - rewards and cash benefits with every transaction for shareholders
- Explore new services such as car leasing/Finance, expand footwear and equipment leasing
- Build appointment booking system directing patients to Shareholder clinics
- Expand and grow the GP Telehealth services offering



AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER





AUSTRALIA'S LARGEST HEALTH ALLIANCE GROUP
STRONGER AND BETTER TOGETHER

podsalliance
Click for Health™ | Alliance Group