

31 October 2022

Australian Securities Exchange  
20 Bridge Street  
Sydney NSW 2000

## Q1 FY23 Quarterly Activities Report

**Melbourne, Australia** – Alcidion Group Limited (‘Alcidion’ or the ‘Company’) today releases its Appendix 4C for the quarter ended 30 September 2022 (Q1 FY23).

### Highlights:

- Cash receipts of \$12.0M, an increase of 83% on the prior corresponding period (pcp)
- Q1 new TCV sales of \$1.8M, with \$1.3M recognisable in the current year
- Total contracted revenue at end of Q1 of \$29.0M, up 69% on pcp
  - On constant currency basis total contracted revenue was \$29.3M
  - Further \$2.6M of scheduled renewal revenue expected to be recognised in FY23
- Q1 negative operating cashflow of \$0.5M, significant improvement versus negative \$3.4M pcp
- Cash balance of \$16.2M at 30 September 2022, with no debt

Alcidion Group Managing Director Kate Quirke said, “In the first quarter of FY23, we have collected \$12.0M of cash receipts and recorded a Q1 negative operating cashflow of \$0.5M which represents an ~85% improvement compared to the same period last year. Historically, Q1 is a period of larger operating cash payments, so to deliver a modest cash outflow validates the financial long-term stability of our business and ability to drive material cash flow generation in the future.”

“We added \$1.8M in new TCV sales during what is typically the slowest sales quarter of the year, including a 3-year renewal by University Hospitals Derby & Burton of the Inpatient Flow Management (IPFM) product. This renewal further highlights the quality of the businesses we acquired in 2021 along with the longevity of our customer relationships.”

“Although Q1 new TCV sales were below our recent strong quarters, we are very confident in our pipeline with significant opportunities progressing well through the contract negotiation stage and are expected to convert throughout Q2.”

“Our contracted revenue stands at \$29.0M, up substantially on the same time last year, and when coupled with expected renewals and several near-term pipeline opportunities, we remain confident in our ability to meet our expected target of being cashflow and EBITDA positive in FY23.”

“According to the latest UK data, approximately 7 million people are now on NHS waiting lists for consultant-led elective care and emergency department wait times are increasing to unprecedented levels. Alcidion’s technology solutions address some of these challenges and we can play a key role in alleviating some of the future strain on the healthcare system”.

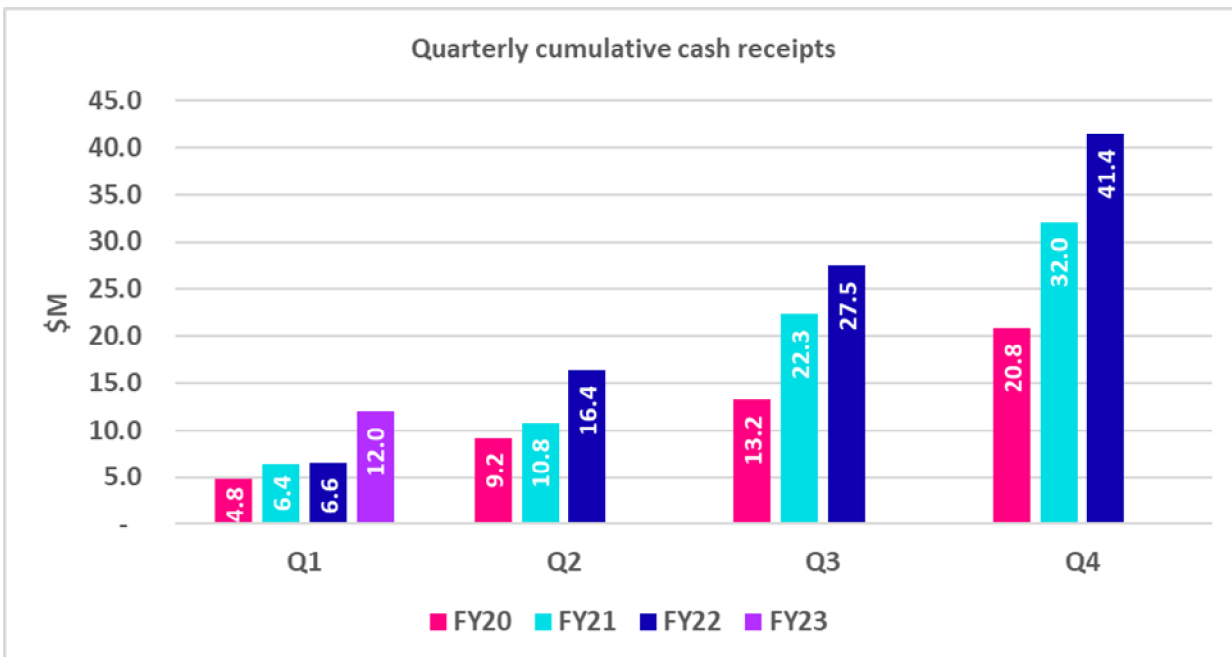
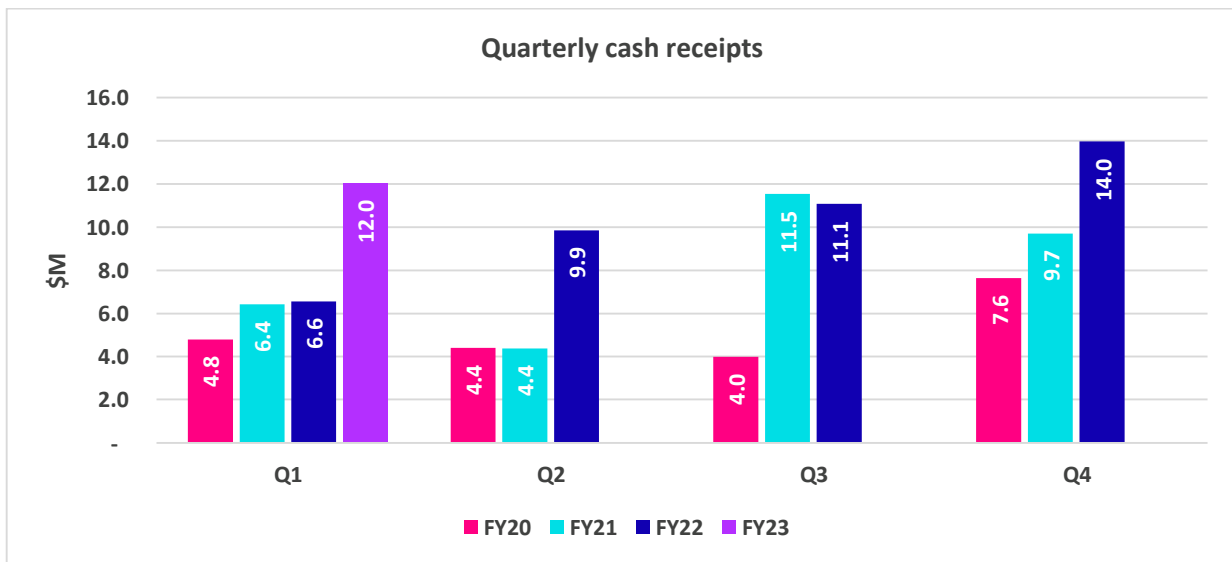
## Financial Update

Alcidion generated new TCV sales of \$1.8M in Q1, with approximately \$1.3M able to be recognised in FY23. New sales comprised \$1.6M (89%) of recurring Product revenue and \$0.2M (11%) of non-recurring Services revenue, which includes product implementation.

Q1 is historically a quieter period for new sales with the Company expecting a stronger result in Q2 as evidenced historically. However, it should be noted that major contracts can be signed at any time.

The Company reported negative operating cashflow of \$0.5M for Q1, which was a significant improvement on the pcp operating cashflow of negative \$3.4M.

Cash receipts from customers in Q1 were \$12.0M, 83% higher than at the same time in the prior year. The Company had an operating cash outflow of \$0.5M, which reflects the full quarter impact of new hires in H2 FY22 coupled with the payment of FY22 staff bonuses in August (accrued for in FY22 results) and large net GST/VAT payments of \$2.2M a result of the strong FY22 Q4 sales/receipts.



The Company's cash balance was \$16.2M as at 30 September 2022, with no debt.

As noted in item 6 of the Company's 4C, payments made to related parties and their associates totalled \$280,000 for the quarter. The payments relate to Directors' remuneration.

## Outlook

Alcidion has \$29.0M of contracted revenue to be recognised in FY23, an increase of 69% on pcp. On a constant-currency basis, contracted revenue to be recognised in FY23 was \$29.3M.

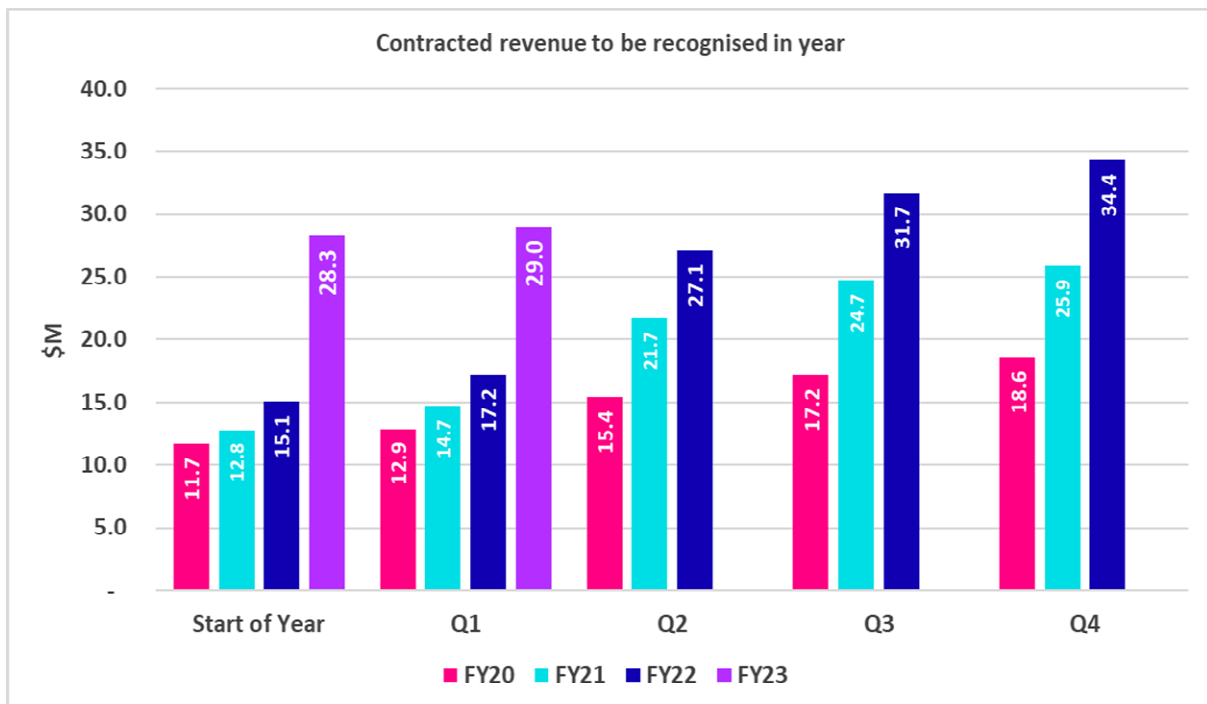
A\$M	Reported	Constant Currency	Variance
FY23 Contracted Revenue	\$29.0M	\$29.3M	\$0.3M

As Alcidion increasingly generates a greater proportion of their total revenue from the UK market, the AUD reported figures will be subject to foreign exchange rate changes.

Alcidion reports the current year contracted revenue (Reported) using the prevailing foreign exchange rate for the quarter.

If the same foreign exchange rate had been used when the FY23 contracted revenue was reported in the Q4 FY22 update (Constant Currency), FY23 contracted revenue would be approximately \$0.3M higher at \$29.3M.

Alcidion has a further \$2.6M of scheduled renewal revenue from existing customers renewing current subscriptions and license periods, which is expected to be converted to contracted revenue in FY23.



## Investor Webcast

Alcidion Group Managing Director Kate Quirke will host a webcast with investors via Zoom [this morning at 11:00am](#) Australian Eastern Daylight Time (AEDT).

To register for the webcast, please follow this link:

[https://us06web.zoom.us/webinar/register/WN\\_1bBxz5MsRZ2ON6NKfPhqGQ](https://us06web.zoom.us/webinar/register/WN_1bBxz5MsRZ2ON6NKfPhqGQ)

*Registered participants will receive an email containing the Zoom access link and phone dial-in details.*

**#### ENDS ####**

Authorised for ASX release by the Board of Directors of Alcidion Group Limited

For further information, please contact:

Kerstin Wahlqvist

Investor Relations Manager

Ph: +61 3 8060 6177

**investor@alcidion.com**

## **About Alcidion**

Alcidion Group Limited (Alcidion) has a simple purpose, that is, to transform healthcare with proactive, smart, intuitive technology solutions that improve the efficiency and quality of patient care in healthcare organisations, worldwide.

Alcidion offers a complementary set of software products and technical services that create a unique offering in the global healthcare market. Based on the flagship product, Miya Precision, the solutions aggregate meaningful information to centralised dashboards, support interoperability, facilitate communication and task management in clinical and operational settings and deliver Clinical Decision Support at the point of care; all in support of Alcidion's mission to improve patient outcomes.

Since listing on the ASX in 2011, Alcidion has acquired multiple healthcare IT companies and expanded its foothold in the UK, Australia, and New Zealand to now service over 400 hospitals and 87 healthcare organisations, with further geographical expansion planned.

With over 20 years of healthcare experience, Alcidion brings together the very best in technology and market knowledge to deliver solutions that make healthcare better for everyone.

© Alcidion Group Limited 2022