

30 November 2022

Australian Securities Exchange
20 Bridge Street
Sydney NSW 2000

Annual General Meeting – Chair Address

Welcome once again to our shareholders to our 2022 Annual General Meeting. We appreciate both your attendance today and your continued support through this last year.

I'm pleased to report on the continued momentum at Alcidion where we expanded the business through strong organic growth and through the acquisition of SilverLink nearly 12 months ago. This acquisition is transformational to the future of Alcidion.

SilverLink is now fully integrated into the Alcidion business both culturally and operationally, and it presents a true step change in our business with our ability to now deliver on our strategy to provide a modern modular electronic patient record system to meet the requirements of the UK and other markets as appropriate, offering a compelling alternative to the monolithic systems currently available.

Silverlink was one of the last independent patient administration providers in the UK, and our acquisition has allowed us to broaden our product offering and immediately expand our UK footprint with an additional 12 NHS trusts.

Our go to market plan following this acquisition was to cross sell our Miya products to both ExtraMed, which we acquired earlier in 2021 and SilverLink sites, and to present our modular EPR solution to new customers.

As the UK government continues to invest in the modernisation of the NHS, we are well-positioned to respond to the opportunities that are emerging. There is no doubt that integration of Silverlink into our product suite has strategically positioned us to further expand our UK presence. Our pipeline has continued to grow and as Kate has recently indicated we are in contract discussions with customers that will continue to demonstrate our value proposition in the UK.

In the UK market, Alcidion ended FY22 with at least one product in 39 NHS Trusts – around 27% of all acute NHS sites. Additionally, the Company has at least one product in 21 of the 42 Integrated Care Systems across the UK, providing several touchpoints from which to leverage potential future ICS level partnerships.

Closer to home, we announced our role in a ground-breaking digital health project for members of the Australian Defence Force which has an initial total contract value of \$23.3M with potential for further upside, which highlights the adaptability of the Miya Precision platform for broader healthcare settings.

In all we secured a record \$57.7M in new sales in FY22.

Transcending this commercial and customer success are the macro trends that continue to support our product proposition and ambitions to be a global digital health business. Pressure on the global health system has dominated our attention and keenly focussed resource capacity as healthcare organisations look to find ways to support and retain talent, better manage the backlog of patient care that has been exacerbated by the ongoing pandemic, and ultimately improve the treatment outcomes for patients.

The power of technology has never been stronger and Alcidion is well placed to provide solutions to these challenges; by enabling the growing demand for hospital in the home, improving hospital flow efficiency, or more efficient management of critical data to inform clinical decisions and priorities.

Meanwhile, the acceleration of existing trends, such as the digitisation of healthcare that we're seeing from the NHS Frontline Digitisation Program in the UK, has given Alcidion the opportunity to champion our modular technology approach, positioning us as a true innovator capable of providing new solutions.

Ultimately, what sits at the centre is our purpose to improve patient outcomes through smart and intuitive technology. This strong contribution to doing good for society is central to the commitment we've made this year to formalise an ESG program and we look forward to an opportunity to share this work with our shareholders, customers, and employees.

Despite our significant achievements, progress, and milestones this year, Alcidion has not been immune to the volatility of the market. Our decisions as a board have been firmly focussed on building a scalable global business. This includes realising value from our acquisitions, demonstrating the cross-selling opportunities across our customer portfolio, and enabling continued strong, double-digit growth across our markets. We remain confident that these areas of focus will translate to substantial shareholder value and returns in the future.

Our fundamentals have never been stronger, and as we enter a new era of both cashflow and EBITDA positive performance, we remain confident that Alcidion can capitalise on the tailwinds driving our industry and convert this to value for our shareholders in coming years.

Last AGM we appointed two new directors as part of our commitment to evolve the board to align with our future needs, and as part of a board endorsed succession plan adopted several years ago. Earlier this month we announced, as part of that plan, that Alcidion's co-founder Dr Malcolm Pradhan would step down as Executive Director and Chief Medical Officer. Today is his final day at Alcidion and I wanted to formally acknowledge and thank him for his contribution.

Twenty-two years ago Malcolm had a vision to help clinical and allied health staff maximise efficiencies, avoid clinical errors and reduce costs, and he set about creating a product platform that would achieve this. Alcidion was born. His contribution has been broad from his executive role to a director of the Board. He's been an essential collaborator and partner to our CEO as the company's vision has evolved and transitioned under Kate's leadership.

It's challenging for founders to determine the right time to step away from the business they've played a role in building. And as hard as this decision has been, Malcolm has recognised the strength of our business, our team, and our progression into a new phase of maturity.

Finally, I'd like to thank my fellow board directors for their support, diligence, and contribution throughout the year, to Kate and her senior leadership team, the entire Alcidion workforce, and you, our shareholders.

Thank you.

ENDS

For further information, please contact:

Kerstin Wahlqvist
Investor Relations Manager
Phone: +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 2016, 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.

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