

10 August 2023

Australian Securities Exchange
20 Bridge Street
Sydney NSW 2000

Canaccord Annual Growth Conference Presentation

Melbourne, Victoria: Alcidion Group Limited (ASX:ALC) today releases an updated investor presentation produced for the Canaccord Genuity 43rd Annual Growth Conference.

The conference will be taking place from Monday 7th to Thursday 10th August and Alcidion's Group Managing Director is presenting on Wednesday 9th August at 12:30pm EDT (Boston time).

ENDS

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

For further information, please contact:

Hannah Howlett

WE Communications

hhowlett@we-worldwide.com

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 2023



ALCIDION

Canaccord Genuity Growth Conference Investor Presentation

**KATE QUIRKE
MANAGING DIRECTOR & CEO
AUGUST 2023**



Alcidion helps healthcare organisations harness the power of technology to create a clinically relevant environment with digitally enabled care...

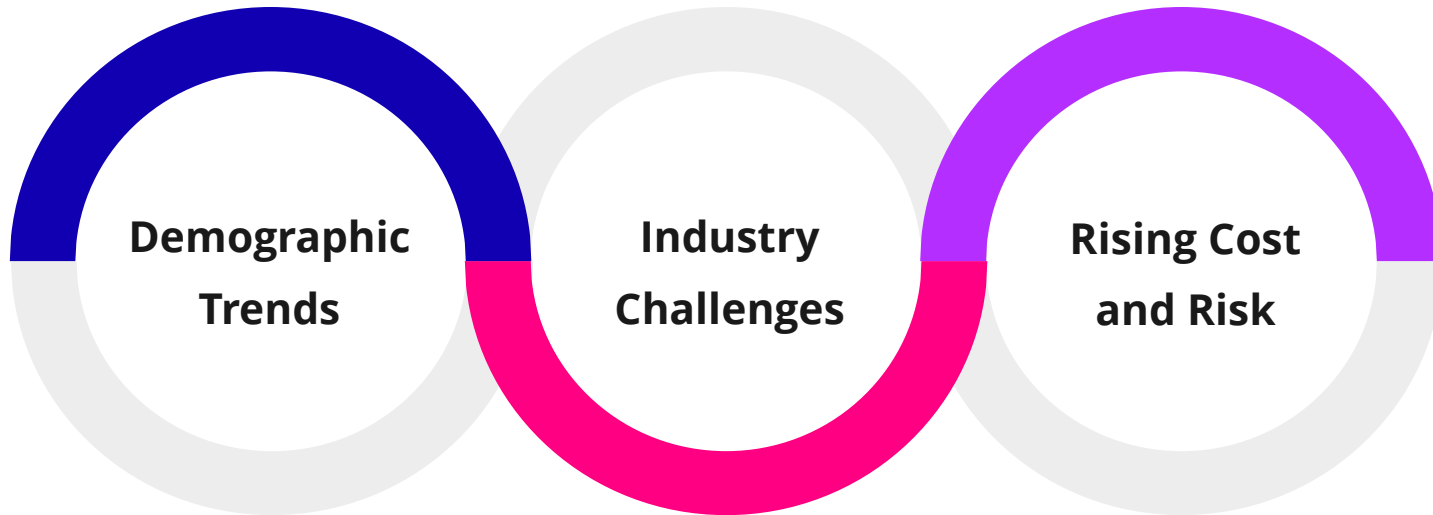
***“Making the right thing to do,
the easiest thing to do”***



Alcidion – a snapshot

- Healthcare software and informatics company providing an innovative technology platform to improve the **efficiency and quality of patient care**
- Aggregate and analyze data, using AI to enable a **proactive** (rather than reactive) approach to patient care
- 400 hospitals across 87 healthcare organizations using our solutions – strong, referenceable customer base
- Flagship platform, **Miya Precision** deploys in a modular approach accommodating customer priorities & budgets
- Strong technical services capability (integration, consultancy, training) complements our software products
- FY23 (30 June Y/E) revenue of **US\$27M¹**, with **70%+ recurring revenue**
- Gross profit margins of **85%+, operating cash flow positive** (as of 30 June 2023, cash of US\$10M with no debt)
- ASX-listed (ASX:ALC) with market cap of ~US\$106M; founders and management **own ~20%**

Challenges facing healthcare providers



- Ageing population
- Rise in chronic disease
- Virtual Care (out of hospital)

- Resource availability
- Clinical productivity
- Budget pressure

- Increasing penalties for unsafe care and poor outcomes

Healthcare providers must adopt technology to improve patient outcomes and deliver efficiencies to meet demand

Healthcare needs to further extend digital capabilities to increase automation and reduce administrative burden

US\$1TR

Cost of preventable errors per annum, globally

1 in 4

Australian patients who stay overnight will develop a hospital-acquired complication

>\$4.1B

Cost to the Australian public sector of hospital-acquired complications

3rd

Adverse events in hospital are 3rd leading cause of death in the US

Challenges We Seek to Address



Patient Safety

Clinical Productivity

Patient Flow & Logistics

Virtual / New Models

Practice Variation

Consumer Driven Care

Designed for Modern Healthcare

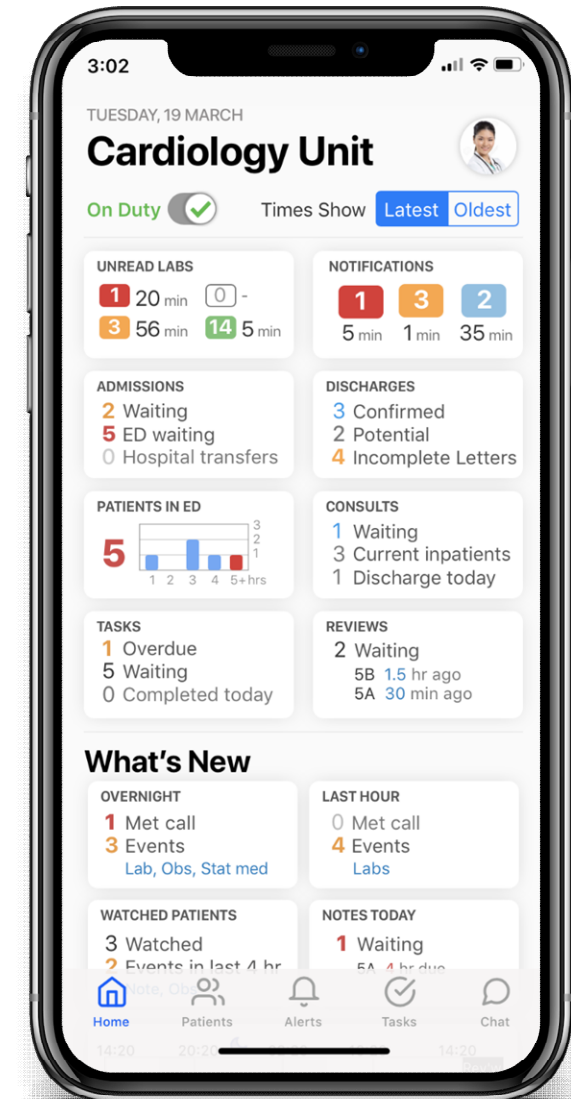
Highly interoperable & built on open standards

Designed to be an active participant in health care rather than passive data store

Applies CDS, AI, ML, NLP in real-time to relieve clinical cognitive burden

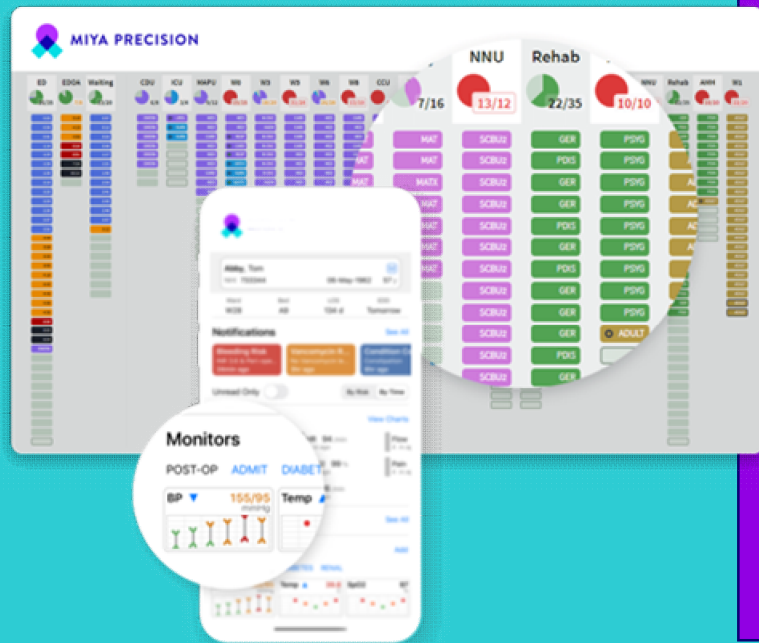
Aligns, supports & informs clinical workflow including mobility

Provides an extensible, scalable platform for safe innovation



Miya Precision

Miya Precision - an innovative event driven platform, consolidating data in open FHIR standard



Tailored clinical decision support engineering risk out of healthcare



Responsive to new clinical information



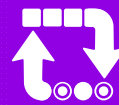
Uses open standards & integrates with any solution



Creates ecosystem for innovation & partners, including AI & local content development



Adds real value to existing systems investment



Business intelligence to reduce costs & improve productivity



Automate care plans & pathways

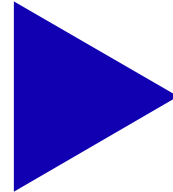
Our Value Proposition against larger incumbents...



Incumbents

Cloud native

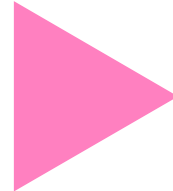
- ✓ Full cloud-first solution – rivals EPR providers in UK
- ✓ Reduces capital costs and increases efficiency



- Primarily on premise or data centre deployments
- Progressively developing cloud ability but not native

Modular

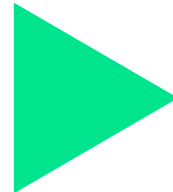
- ✓ Apply some or all modules dependent on client needs
- ✓ Active clinical use within 6 months – immediate benefits



- Large scale implementation projects over several years
- Inflexible commercial engagement

Modern

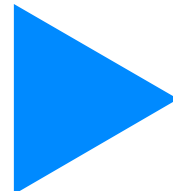
- ✓ Modern intuitive UI designed for clinicians
- ✓ Ability to use via phone or tablet



- Complex user interface based on legacy drop-down menu
- Not seen to be keeping pace with changing tech trends

Open

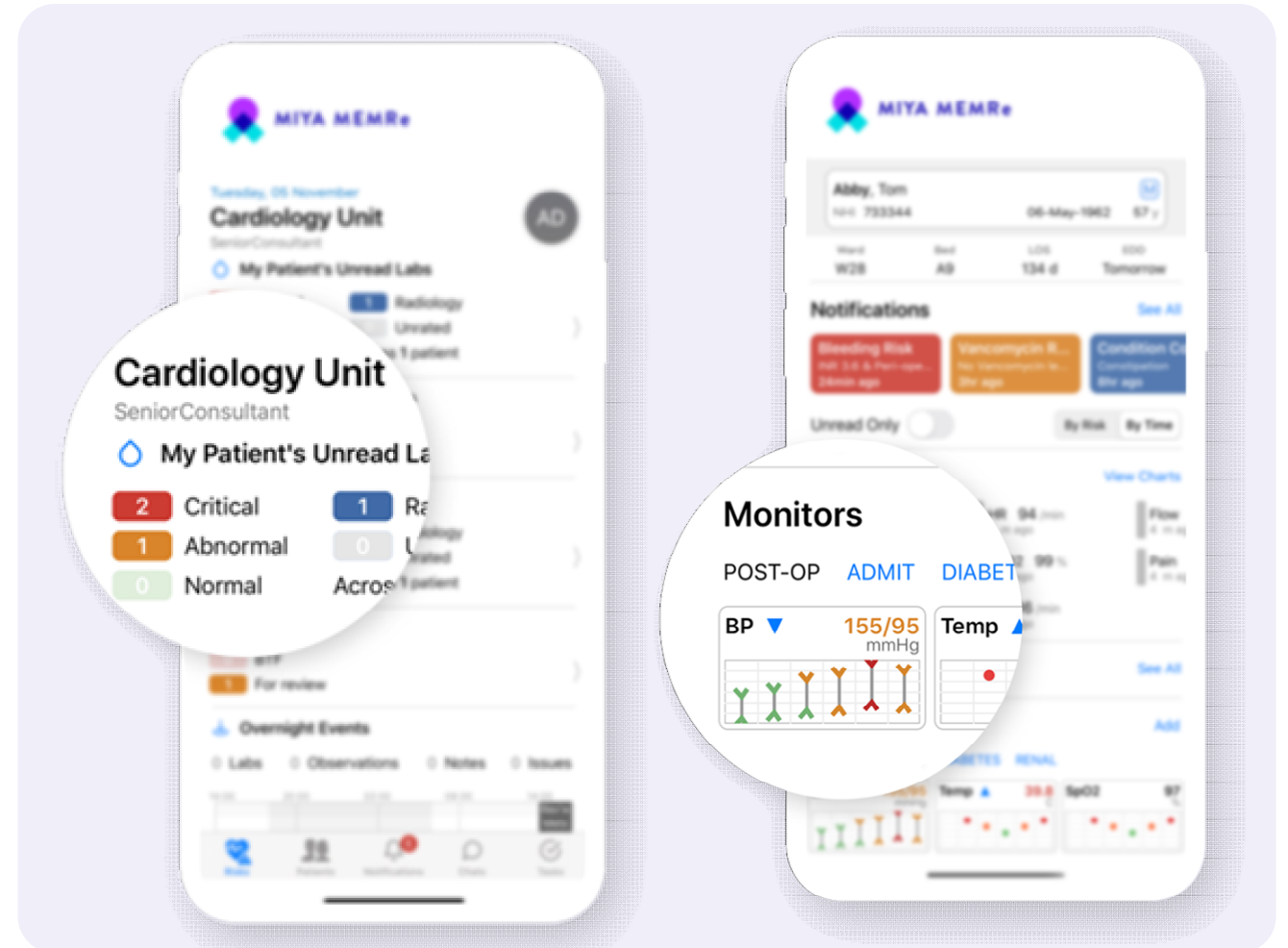
- ✓ Integrate with other platforms and systems in place
- ✓ Enhance other tech to unify hospitals digital capability



- Locks data in the platform, challenges in interoperating with other systems (often one-way)

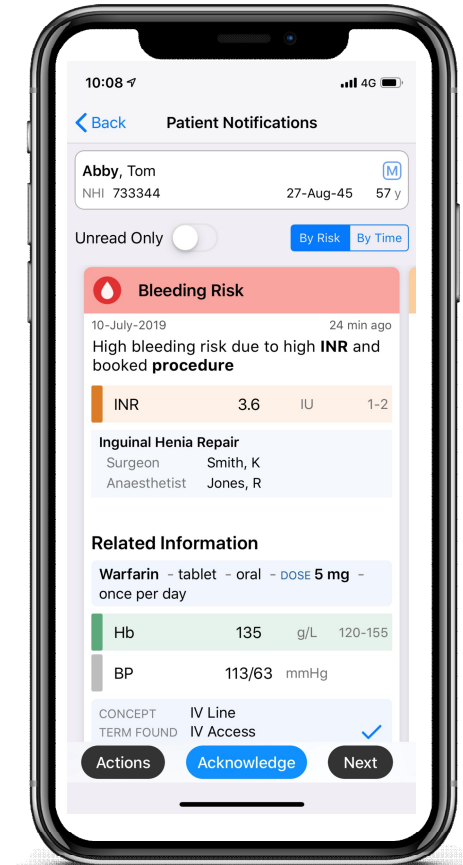
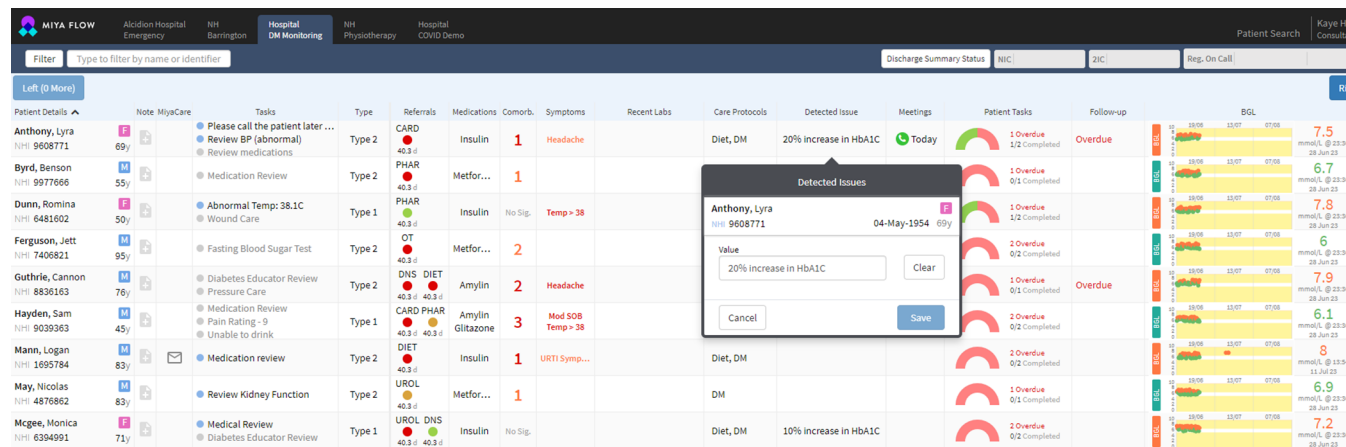
Miya Precision...making it easier for clinicians

- **Device Agnostic** – new generation of clinicians comfortable using mobile/tablet
- **Intuitive dashboards** – easy to read while time poor and on the move
- **Clinical support** – assisting clinicians with relevant tests and workflows given the patients presenting symptoms – identifying risks
- **Predictive analytics** - insightful patient health data is continuously monitored, analysed and interrogated for better decision making
- **Real-time alerts** - Changes in the patient condition empower early intervention



Miya Precision – leveraging AI and NLP

- Using AI and deeply embedded NLP Miya Precision enables clinical risk detection
- Flexible Clinical Decision Support (CDS) such as...
 - Use CDS to monitor patients in the home for deterioration (remote or virtual care)
 - Identify critical results and notify care giver to act
 - Automate the process of detection of challenging complications like hypoglycemia

The image shows a desktop application interface for 'MIYA FLOW'. It features a patient list table with columns for Patient Details, Tasks, Type, Referrals, Medications, Comorb, Symptoms, Recent Labs, Care Protocols, Detected Issue, Meetings, Patient Tasks, Follow-up, and BGL. A pop-up window titled 'Detected Issues' is overlaid on the table, showing details for Anthony Lyra (NHI 9608771, 04-May-1954, 69y). The detected issue is '20% increase in HbA1C' with a 'Value' field containing '20% increase in HbA1C' and buttons for 'Clear', 'Save', and 'Cancel'.

Patient Details	Tasks	Type	Referrals	Medications	Comorb	Symptoms	Recent Labs	Care Protocols	Detected Issue	Meetings	Patient Tasks	Follow-up	BGL
Anthony, Lyra NHI: 9608771 69y	• Please call the patient later... • Review BP (abnormal) • Review medications	Type 2	CARD	Insulin	1	Headache		Diet, DM	20% increase in HbA1C	Today	1 Overdue 1/2 Completed	Overdue	7.5 mmol/L @ 23:30 28 Jun 23
Byrd, Benson NHI: 9977666 55y	• Medication Review	Type 2	PHAR	Metfor...	1						1 Overdue 0/1 Completed		6.7 mmol/L @ 23:30 28 Jun 23
Dunn, Romina NHI: 6481602 50y	• Abnormal Temp: 38.1C • Wound Care	Type 1	PHAR	Insulin	No Slip	Temp > 38					1 Overdue 0/2 Completed		7.8 mmol/L @ 23:30 28 Jun 23
Ferguson, Jett NHI: 7406821 95y	• Fasting Blood Sugar Test	Type 2	OT	Metfor...	2						1 Overdue 0/2 Completed		6 mmol/L @ 23:30 28 Jun 23
Guthrie, Cannon NHI: 8836183 76y	• Diabetes Educator Review • Pressure Care	Type 2	DNS DIET	Amylin	2	Headache					1 Overdue 0/2 Completed	Overdue	7.9 mmol/L @ 23:30 28 Jun 23
Hayden, Sam NHI: 9039363 45y	• Medication Review • Pain Rating -9 • Unable to drink	Type 1	CARD PHAR	Amylin Glitazone	3	Mod SOB Temp > 38					2 Overdue 0/2 Completed		6.1 mmol/L @ 23:30 28 Jun 23
Mann, Logan NHI: 1695784 83y	• Medication review	Type 2	DIET	Insulin	1	URTI Symp...		Diet, DM			1 Overdue 0/2 Completed		8 mmol/L @ 13:54 14 Jun 23
May, Nicolas NHI: 4876862 83y	• Review Kidney Function	Type 2	UROL	Metfor...	1			DM			1 Overdue 0/1 Completed		6.9 mmol/L @ 23:30 28 Jun 23
McGea, Monica NHI: 6394991 71y	• Medical Review • Diabetes Educator Review	Type 1	UROL DNS	Insulin	No Slip			Diet, DM	10% increase in HbA1C		2 Overdue 0/2 Completed		7.2 mmol/L @ 23:30 28 Jun 23

Flagship customers validating Alcidion offering...

Customers are very 'sticky' with average contact length of **3-5 years** with further options to extend; **critical enterprise health software**



- **US\$21M¹ TCV²** for Alcidion over 5.5 years
 - TCV for Leidos of US\$221M
- Further option to extend **up to 15 years**
- Delivering Health Knowledge Management system across the Australian Defence Force
- Alcidion providing Longitudinal Health Record, aggregating data from systems



South Tees Hospitals
NHS Foundation Trust



South Tees NHS Trust (UK)

- **US\$7.6M** over 5 years
- Full clinical suite of Miya Precision platform
- Key reference site for Miya Precision in UK market
- Provides framework for broader EPR capability and ICS convergence



Northern Territory Health (Australia)

- 14-year relationship
- Recently, upgraded from early version of Miya to current Miya Precision platform
- State-wide contract and validates breadth of functionality of Miya platform
- Integrated with existing EMR



Salford Care Organisation
Northern Care Alliance NHS Group

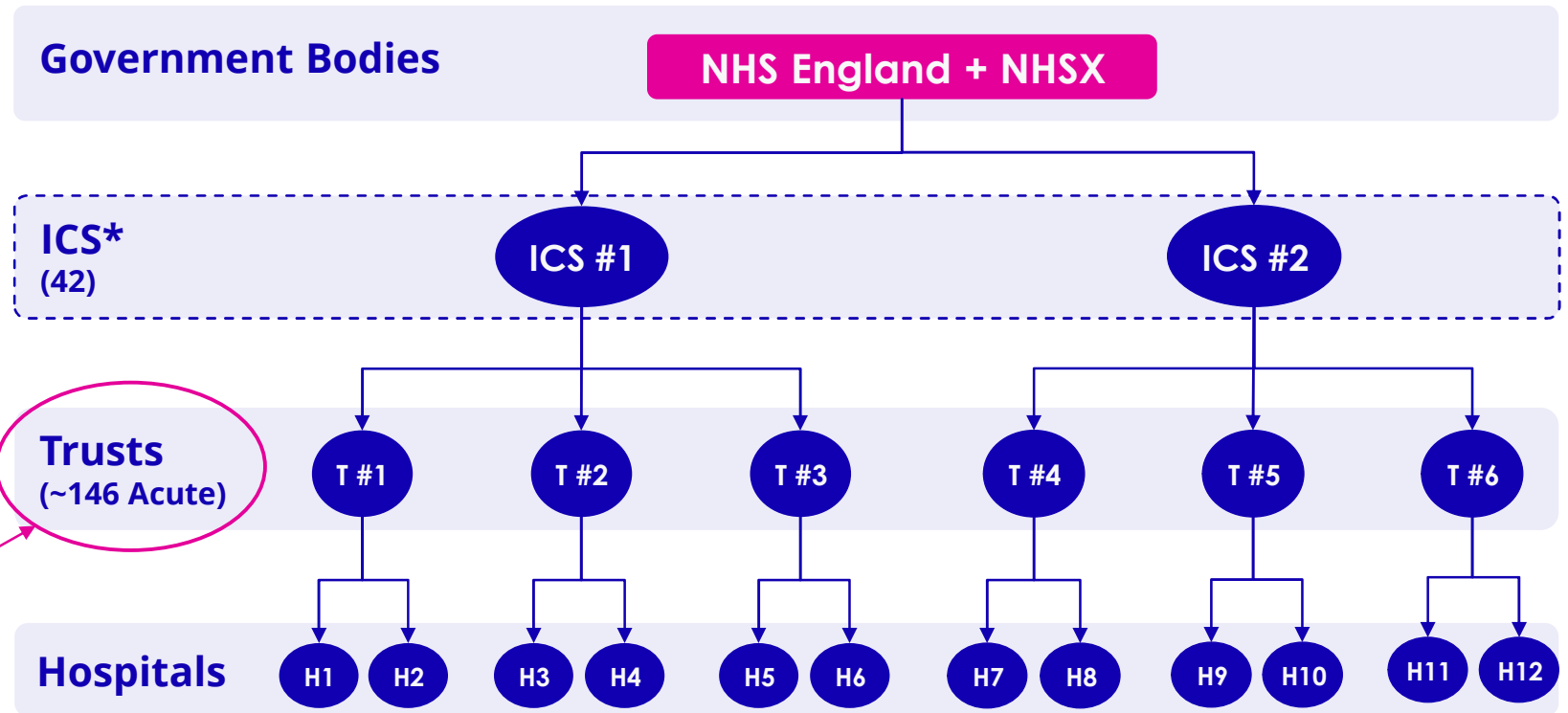
HITACHI
Inspire the Next

Salford Care NHS (UK)

- Alcidion providing patient flow mgmt. as part of £25m large-scale IT project with lead contractor, Hitachi Consulting
- UK's 1st 'Digital Control Centre'; integrated digital transformation of care processes
- Access to valuable IP to evolve Miya Precision for Digital Command Centre

Significant Growth Opportunity in UK...

For Illustrative Purposes Only



Alcidion's Customer (**Future**, albeit still emerging)

ICS*
(42)

Alcidion's Customer (**Today**)

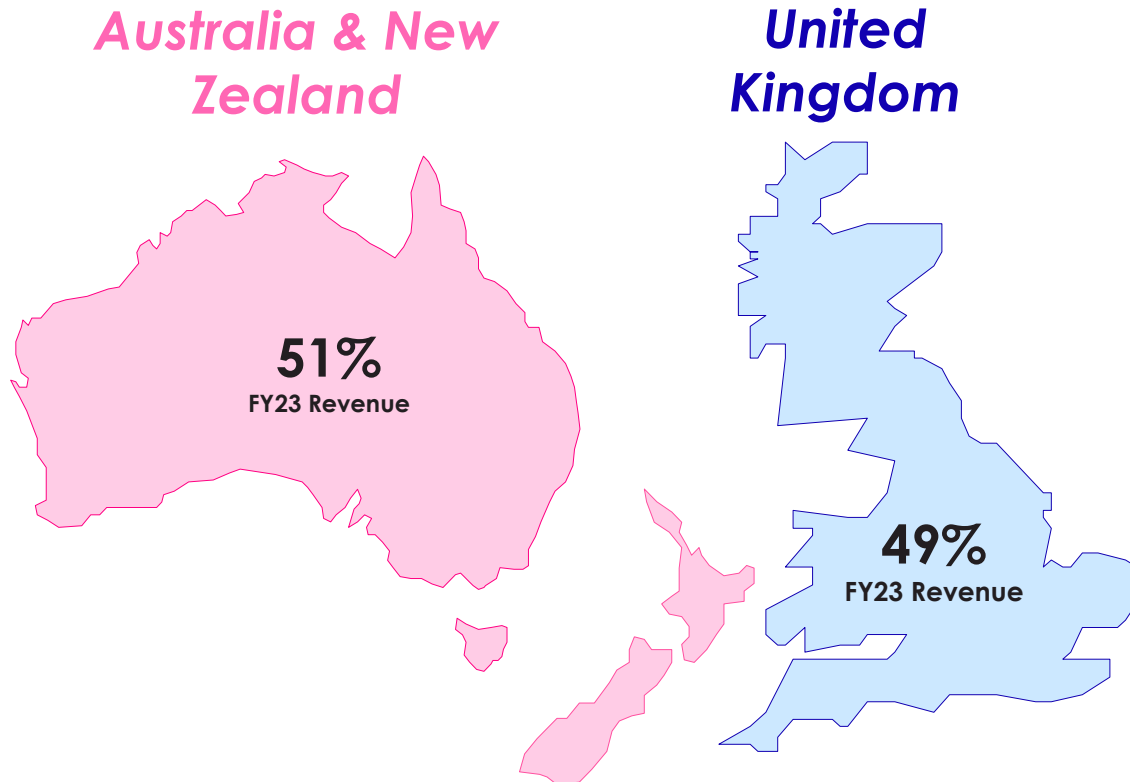
Trusts
(~146 Acute)

- ~40 (27%) NHS Trusts with at least one Alcidion product
- NHS targeting all Trusts to meet a minimum digital level by Feb 2026
- Acceleration in procurement expected over next 6 months

* Integrated Care Systems (ICS)

Global expansion potential...

Current Operations



Future Geographical Expansion

Key Criteria:

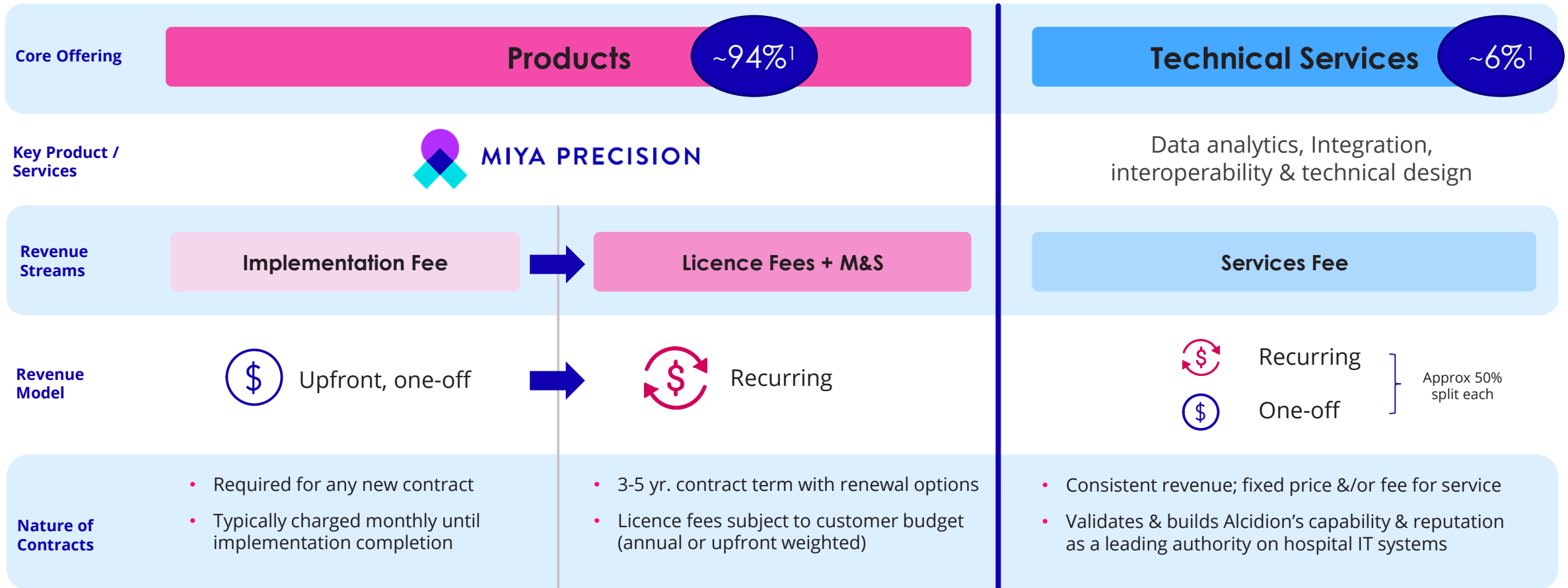
- Sizable market
- English speaking (reduced development spend)
- Healthcare structure similar to UK / Australia
- Access to digital healthcare data

Target location:

- North America (initial focus on Canada)
- Europe – Nordics priority
- UAE
- SE Asia

Our revenue model and breakdown...

Licence fees + Maintenance & Support (M&S) recurring revenue underpin sustainable and increasingly profitable growth

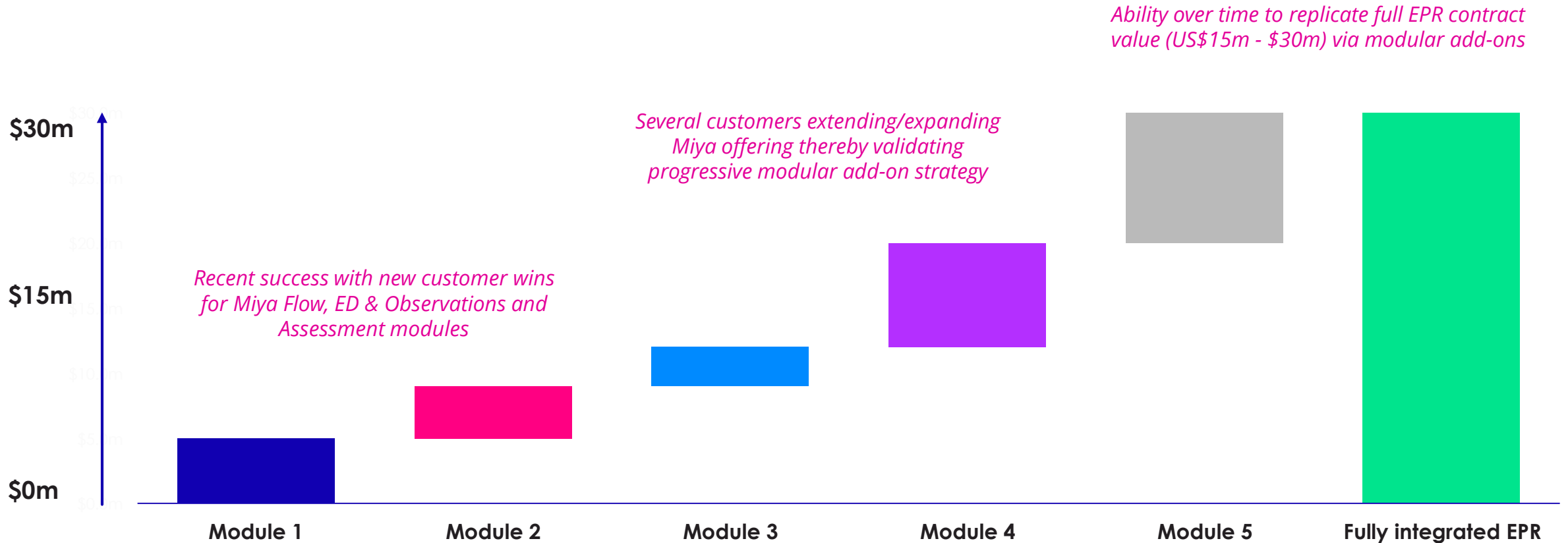


1. Approximate percentage of FY23 revenue; may vary quarter to quarter

Our sales strategy: Modular sales driving TCV uplift

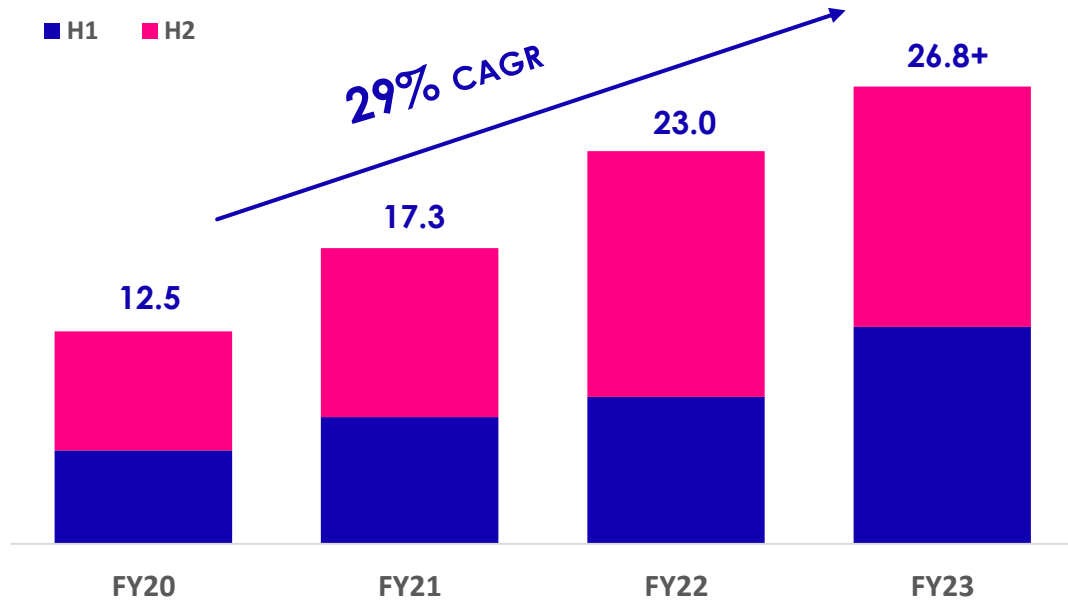
Miya Precision's modular design supports a 'land & expand' strategy to support automation and digitalization in healthcare

*For illustrative purposes only



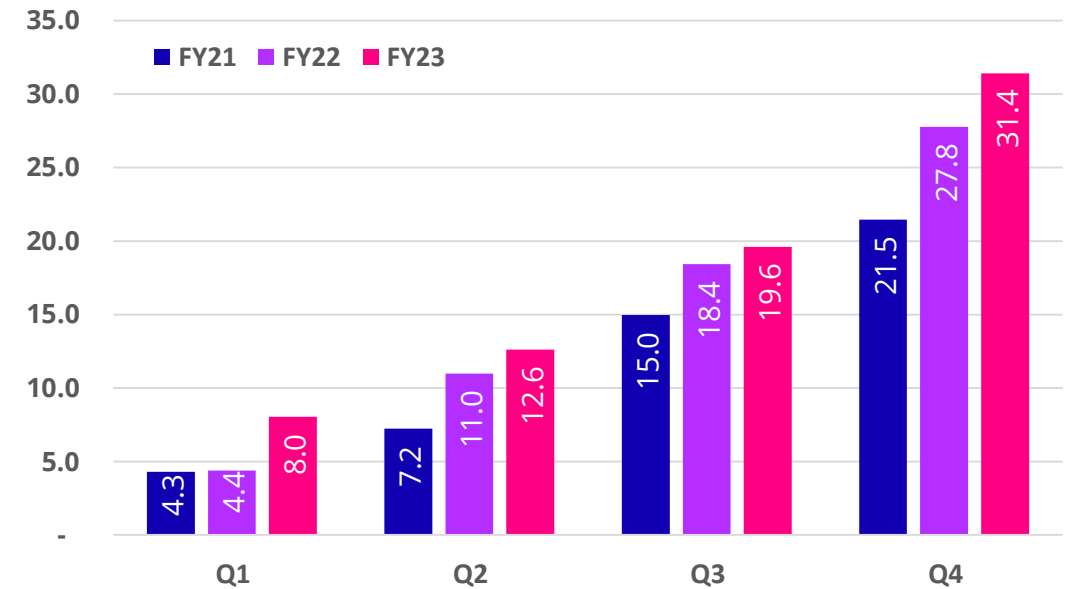
Demonstrating a track record of growth...

Revenue (US\$m), 30 June Y/E



- 94% product revenue (incl. product implementation fees)
- Highly predictable, long-standing contracts (minimal churn)

Qtr'ly Cumulative Cash Receipts (US\$m)

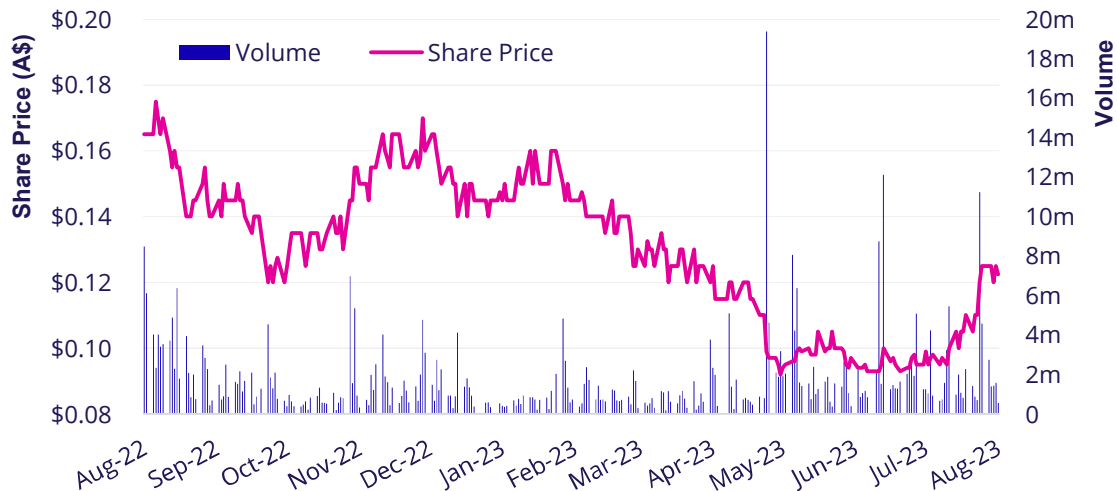


- Strong cash conversion – negative working capital cycle
- Operating cash flow positive last 3 years

Supportive Shareholder base

Snapshot (ASX: ALC)

Last Traded Price (A\$)	\$0.125
Shares on Issue (m)	1,268 million
Market Capitalisation (US\$m) ¹	\$106.2M
Net Cash (US\$m)	\$9.8M
Enterprise Value (US\$m)	\$96.4M
Average daily liquidity (last 3 months)	US\$155k



1. US\$ @.67 AUD

Major Shareholders	Shares	% Holding
Board & Management (current / former)		
Malcolm Pradhan (former co-founder)	134.6m	10.6%
Raymond Blight (former co-founder)	80.4m	6.3%
Kate Quirke (current MD & CEO)	47.6m	3.8%
Andrew Smallman (current Executive)	32.6m	2.6%

Institutional

AustralianSuper	114.1m	9.0%
-----------------	--------	------

Australia's' largest superannuation fund with ~US\$173B in AUM; long-term shareholders in Alcidion

Alcidion Board

Ms Rebecca Wilson	Non-Exec Chair
Ms Kate Quirke	Group CEO & Managing Director
Ms Victoria Weekes	Non-Exec Director
Mr Daniel Sharp	Non-Exec Director
Mr Simon Chamberlain	Non-Exec Director

Looking forward...accelerating our momentum

- **US\$22.6M¹** contracted and renewal revenue to be recognised in FY24 (before new sales)
- Strong balance sheet with cash of **US\$10m and no debt** (as of 30 June 2023)
- Deep engagement with new and existing customers in relation to further contact opportunities against a backdrop of increasing referenceability
- Strong position in UK market during significant investment in modernization of NHS
- Excellent product position in a healthcare environment that is short of resources and needing technology to automate and drive efficiency and throughput whilst maintaining quality care

Disclaimer

The information contained in this document ("Document") has been prepared by Alcidion Group Limited ACN 143 142 410 (referred to as "Alcidion" or "Company"). This Document is current as at the date of this Document and should be read in conjunction with other Alcidion periodic and continuous disclosure announcements filed with the Australian Securities Exchange (ASX), available at www.asx.com.au.

The information in this Document is not intended to form the basis of any investment decision in relation to the Company or its assets and should not be considered as a recommendation to the Recipient to acquire securities in the Company. This Document is not a prospectus, profile statement or disclosure document and does not constitute an offer or invitation to acquire securities or otherwise invest in the Company, and no agreement to subscribe for securities will be entered into on the basis of this Document.

No representation or warranty, expressed or implied, is or will be made, and no responsibility or liability is or will be accepted by the Company, any of their respective officers, servants, agents or advisers (collectively "Limited Parties") as to or in relation to the accuracy, reasonableness, completeness or reliability of the information in this Document or any other written or oral information made available to any Recipients or their advisers. Any liability therefore is hereby expressly disclaimed. In particular, no representation or warranty is given as to the achievability or reasonableness of any future projections, management estimates or plans, prospects, returns or forecasts.

To the fullest extent permitted by law, the Limited Parties will not have any responsibility or liability for any loss or damage (whether foreseeable or not), however arising (including as a result of negligence), in relation to or in connection with the provision of this Document, the Recipient's or any other person's purported reliance on this Document, the failure to provide information of which any of the Limited Parties becomes aware or any errors in or omissions from this Document.

None of the Limited Parties makes or gives any representation, warranty or guarantee, express or implied, that the information in this Document is accurate, current, reliable or complete, has been or will be audited or independently verified, or that reasonable care has been taken in compiling, preparing or furnishing it. Various statements in this Document constitute statements relating to intentions, future acts and events including forecast financial information ("Forward Looking Statements"). Forward Looking Statements involve subjective judgment and analysis, known and unknown risks, uncertainties and other important factors that may cause those future acts, events and circumstances to differ from the way or manner in which they are expressly or impliedly portrayed herein. The Limited Parties do not make or give any representation, warranty or guarantee, express or implied, that any Forward Looking Statements will be achieved or proven correct, or that any assumptions or projections on which the Forward Looking Statements are based are reasonable. No historical financial information, forecast financial information, estimates or projections contained in this Document or any other financial information derived from that information, can be relied upon as a promise or representation, as to the past, present or the future. Past performance is not necessarily a guide to future likelihood of achievement or reasonableness of any Forward Looking Statement, forecast financial information or other forecast.

The Limited Parties do not undertake any obligation to (and expressly disclaim any obligation to) provide the Recipients with access to any additional information or to correct any inaccuracies herein which may become apparent or to disseminate any updates or revisions to any Forward Looking Statements in this Document to reflect any change in expectations in relation to any such statements or any change in events, conditions or circumstances on which any such statement is based.

This document also contains statistics, data and other information relating to markets, market sizes, market shares, market positions and other industry data pertaining to the Alcidion's business and markets. Such information is generally based on independent market and industry data or research. The Alcidion has not independently verified, and cannot give any assurances as to the accuracy and completeness of the information sourced from market and industry data or research contained herein. Accordingly, the accuracy and completeness of such information is not guaranteed. There is no assurance that any of the forecasts or projections contained in the independent market and industry data or research will be achieved. Forecasts and projections involve risks and uncertainties and are subject to change based on various factors. You should note that market data and statistics are inherently predictive and subject to uncertainty and not necessarily reflective of actual market conditions.

Neither the receipt of this Document by any person nor any information contained in it or supplied with it or subsequently communicated to any person in connection with a proposed investment in the Company constitutes, or is to be taken as constituting, the giving of investment or financial product advice (or any other advice) to any such person. Each such person should make their own independent assessment of the merits or otherwise of investing in the Company and should seek their own professional advice in respect of any future investment opportunity and not act on the basis of any matter contained in this Document. In providing this Document, the Company has not considered the objectives, financial position, taxation situation or other needs of any particular Recipient.

The distribution of this document in jurisdictions outside Australia may be restricted by law. Persons who come into possession of this document who are not in Australia, should seek advice on and observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws. In particular, this document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States.

Financial data

All financial amounts contained in this presentation are expressed in Australian dollars (unless otherwise stated). Any discrepancies between totals and sums of components in tables, figures and body content contained in this presentation are due to rounding. Tables, figures and body content contained in this presentation have not been amended by ALC to correct immaterial summation differences that may arise from this rounding convention.

Investors should also be aware that certain financial data included in this presentation including underlying NPAT and underlying EBIT/EBITDA and measures described as "pro-forma", are "non-IFRS financial information" under ASIC regulatory Guide 230 (disclosing non-IFRS financial information). The non-IFRS financial information financial measures do not have a standardised meaning prescribed by Australian International Reporting Standards (AIFRS) and, therefore, may not be comparable to similarly titled measures presented by other companies, nor should they be construed as an alternative to other measures determined in accordance with AIFRS. Investors are cautioned, therefore, not to place undue reliance on any non-IFRS financial measures included in this presentation.



ALCIDION