

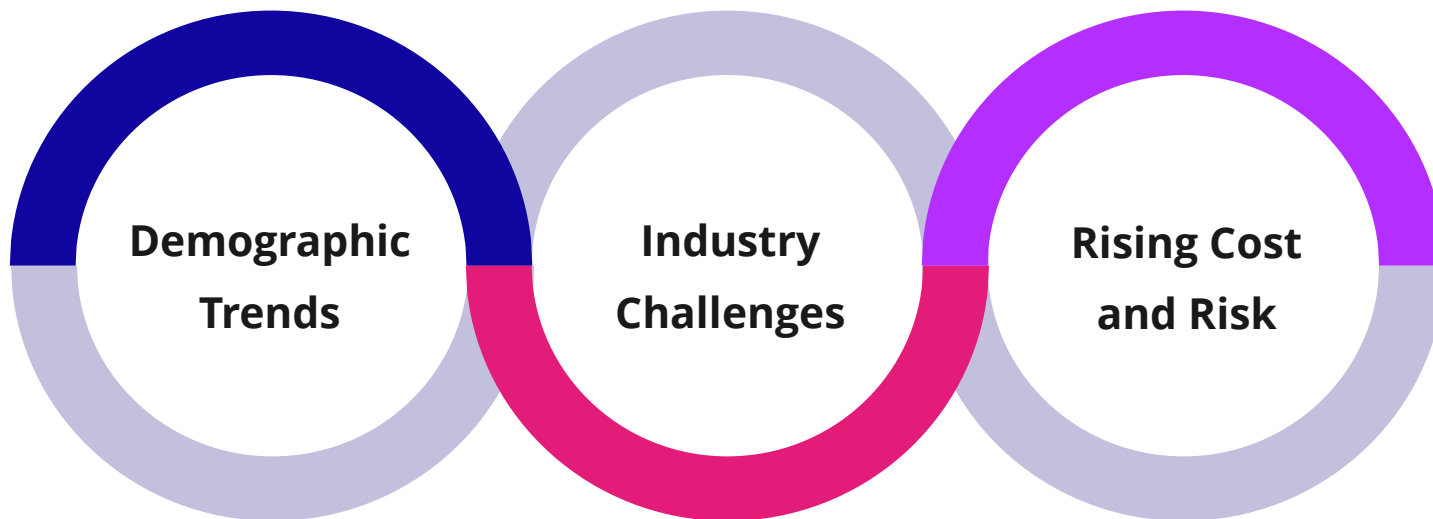


FY23 AGM

MANAGING DIRECTOR'S PRESENTATION

20 November 2023

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

Investment Highlights



Large Addressable Market

- 146 Acute UK NHS Trusts; ALC with foothold in only approximately 27%
- Focus on efficiently managing patients sees increasing opportunity in ANZ
- Increasing need to support virtual care models
- Geographical expansion potential

Strong Financial Profile

- ~70% recurring revenue, supported by multi-year contracts
- Gross profit margins > 85%
- Operating cashflow positive FY23
- \$35.3M contracted/renewal revenue in FY24

Marquee Customers

- \$31.7M over 5.5 years with Leidos (Aus) to assist Australian Defence Force with health record
- \$11.3M over 5 years with South Tees NHS (UK) for full Miya Precision suite
- NT Health, Qld Health (Aust. state health organisations) + other large NHS Trusts

Product Offering

- Cloud native, modern modular platform improving hospital efficiencies and clinical decision-making
- Highly interoperable and built on open standards
- Designed to be an active participant in health care rather than passive data store

Long-term Contracts

- Long-term customer contracts (3-5 years) with ongoing options for renewal
- Critical nature of software results in negligible churn
- Enterprise healthcare organisations (NHS Trusts, State health, private health)

Market Tailwinds

- Health systems stretched with limited bed availability & under-resourced clinical staff seeking improved tech solutions for efficiency
- UK Government remaining committed to their pursuit of modernising the NHS, significant funding being allocated



Customer Success

Successful Deployments



Product Implementation and technical services have always been a strength of the Alcidion business



Alfred Hospital:

- Successful go live across three campuses early 2023 using Miya Precision, deploying Flow, Access and Command modules creating access to information about patient status and available beds
- Key site in Victoria demonstrating integration with Cerner EMR and Victorian state PAS



Leidos Australia (ADF):

- Continued successful, staged delivery of the project to meet milestones
- Contract extended to include additional locations and modules
- Alcidion building out additional functionality and depth through the program



South Tees NHS Trust:

- Increasing module implementation and roll-out across the hospitals moving to full EPR go live
- Important reference site to validate ability to progressively implement full suite of Miya Precision platform
- Integration with the Great Northern Care record which is important for ICB offer

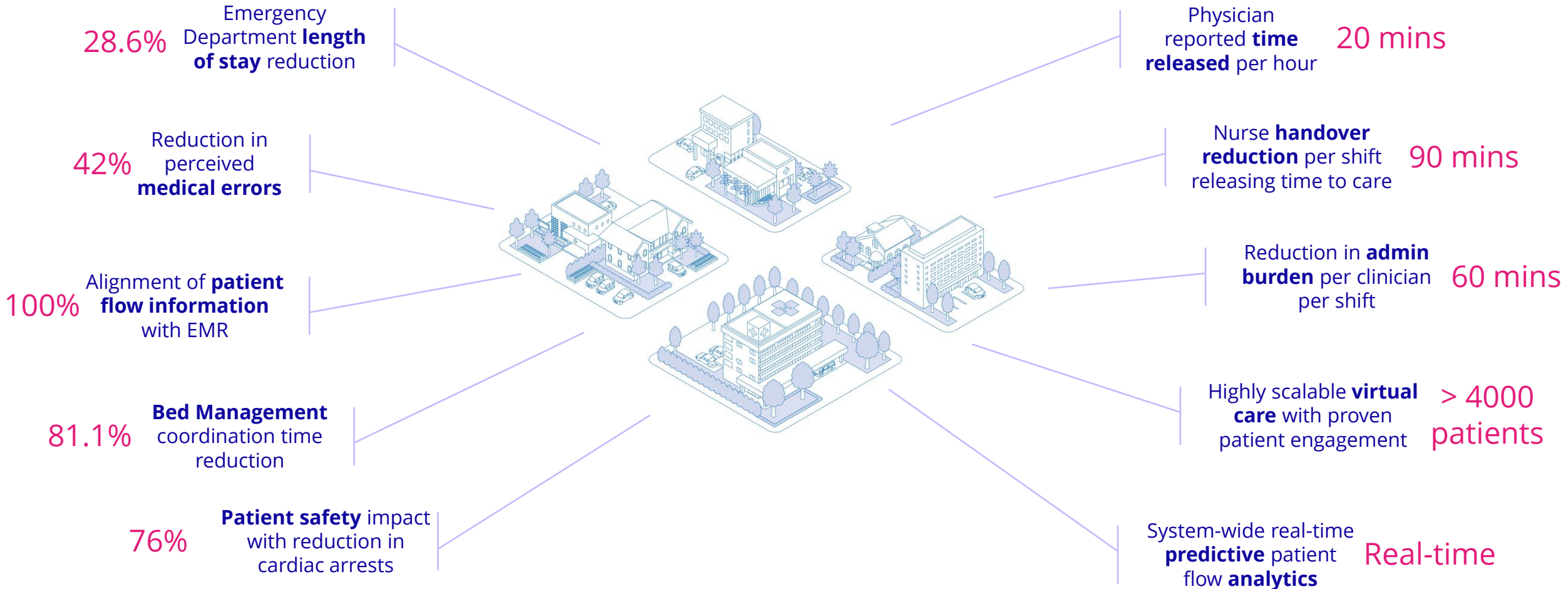


East Lancashire Hospital:

- Successful integration of Miya Precision and Miya Flow, Assessments & Observations with their Cerner EPR deployment. The first of its kind in the NHS.
- Important validation of Miya Precision being able to work with other suppliers for the Group 2 Frontline Digitisation Trusts who need to improve digital maturity by complementing their existing suppliers

Where we drive value

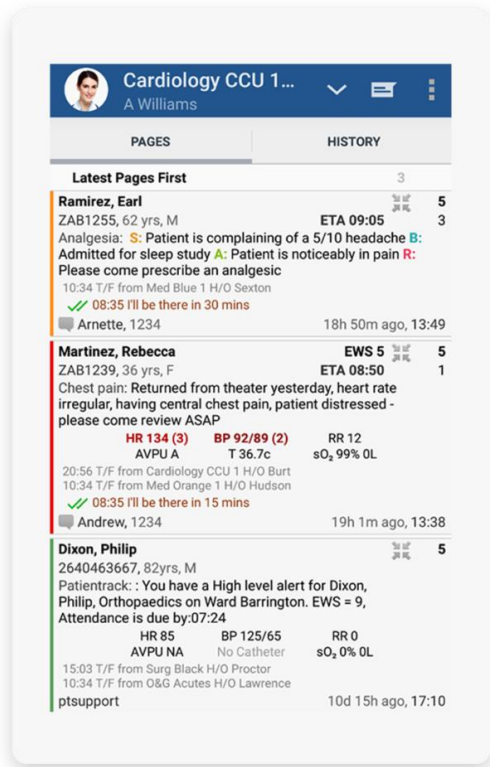
Customer reported benefit examples



Case Study: Smartpage, helping reduce medical errors



Smartpage is an advanced smartphone and web-based system for hospital communication and task management, addressing the requirements of both clinical and non-clinical users.



Encrypted messaging supports the safe and secure transfer of confidential patient data. Real-time information, electronic requests, instant dispatching and allocation creates efficient workflows and improves team productivity.

Live across
9
NHS organisations

2022 junior doctor survey at Lancashire Teaching Hospital NHS (UK):

72%

Reduction in interruptions leading to medical errors

60%

Improvement in flagging deteriorating patients

50%

Improvement in the quality of medical handover

125%

Improvement in using time effectively

2 hours saved in every 12-hour shift

“Smartpage has revolutionised how we contact doctors. No more standing by a phone waiting for a return call after bleeping them. We now type in clinical information, choose the priority, see when the message has been read, message back in real time and action any tasks.”



FY23 Financials

FY23 – Financial Highlights



Continuing to build scale through increased recurring revenue supported by positive operating cashflow

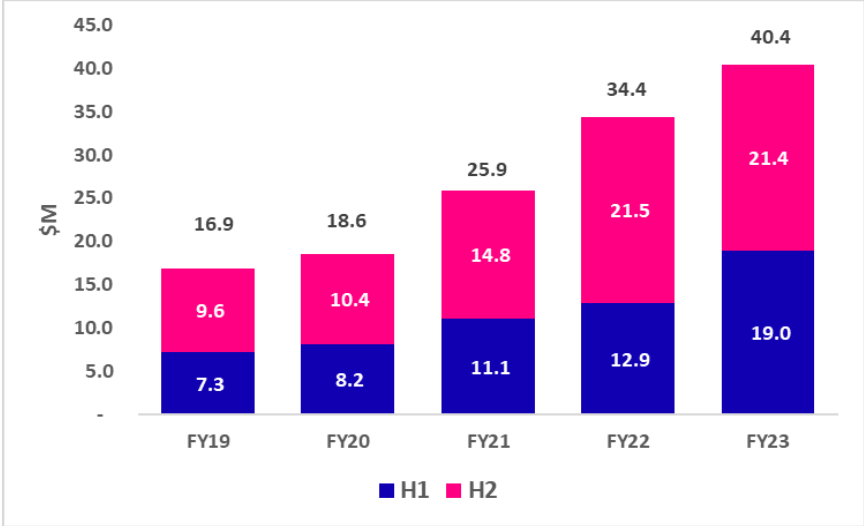
Revenue	\$40.4M	↑ 18% ¹	Recurring Revenue	\$28.1M	↑ 21%
Gross Margin	86.1%	↑ 0.3pts	Operating Cashflow	\$0.2M	↓ \$0.8M
EBITDA	(\$1.5M)	↑ \$0.1M	FY23 TC ² new sales	\$29.9M	↓ 48%

1. Comparisons are to prior corresponding period (FY22)
2. Total Contract Value

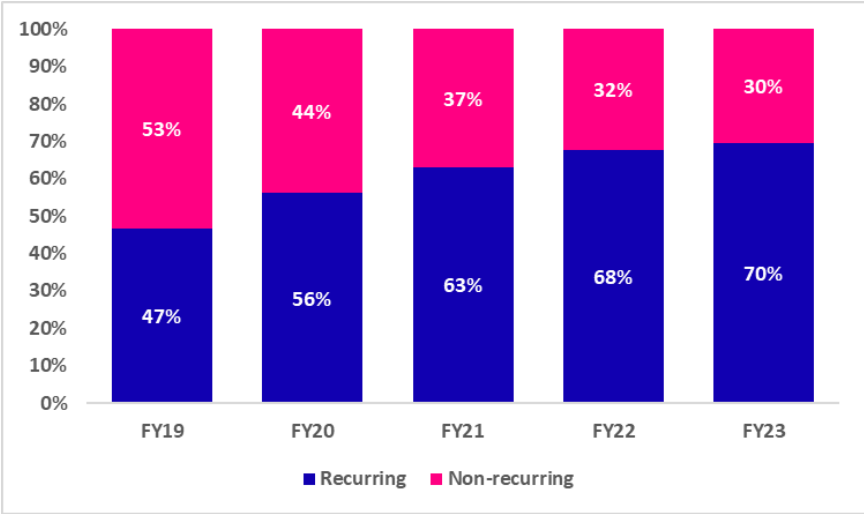
Revenue Dashboard



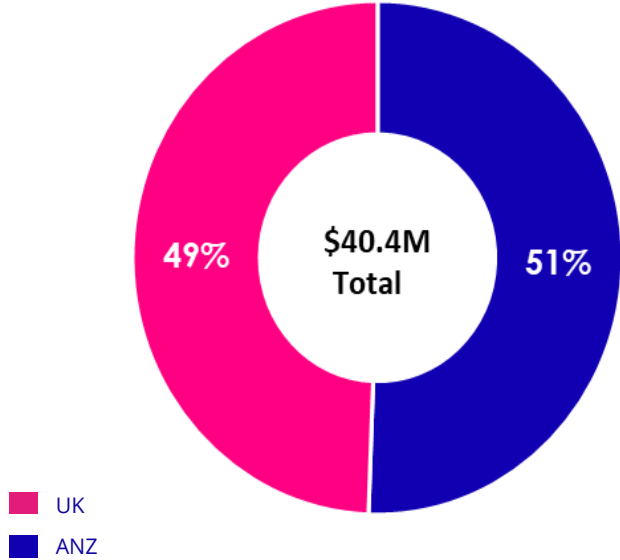
Half-on-half revenue



Recurring / non-recurring revenue



Geographical Split (FY23) (UK / ANZ)





Looking Forward FY24

Continued momentum



Key Drivers

- › \$35.3M of contracted and scheduled renewal revenue for FY24 (as of 30 September 2023, before any new sales)
- › Deep engagement with new and existing customers relating to further module sales against a backdrop of increasing referenceability
- › Multi-layered growth strategy across the UK and ANZ to drive upsell and new customer wins
- › Forecast to be EBITDA and operating cashflow positive for FY24
- › Proforma* cash balance of ~\$11.5m, with no debt

Key Growth Drivers:



New Contract Wins

New contract wins build on long-term TCV while validating products



Contract Up-Sell

Adding new modules (services) to existing customers



Contract Renewals

Renewal of contracts at term end to continue recurring revenue streams

* Includes \$6.5m cash at 30 September 2023 + \$5m Placement

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