



2 May 2018

Australian Securities Exchange
20 Bridge Street,
Sydney NSW 2000

Alcidion – MKM Health and Patientrack Acquisition – Investor Presentation

Adelaide, South Australia, 2 May 2018 - Alcidion Group Limited (ASX: **ALC**), today released an investor presentation which will be presented at an investor roadshow taking place in Melbourne, Sydney and Brisbane from 2 May – 4 May 2018.

Ray Blight, Chief Executive Officer and Kate Quirke, Chief Executive Officer of MKM Health will be jointly delivering the presentation, to provide investors with an overview of the recently announced acquisition of MKM Health and Patientrack.

ENDS

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About Alcidion

Alcidion Group Limited (ASX:ALC) is a publicly listed, innovative health informatics company that specializes in clinical products that improve productivity, safety and efficiency. Alcidion's solutions target key problems for Emergency Rooms, Inpatient Services and Outpatient Departments and are built upon a next generation health informatics platform, which incorporates an intelligent EMR, Clinical Decision Support Engine, Data Integration Capability, Smartforms, Terminology Support and Standards Based Web Services.

Alcidion's focus is on delivering solutions that enable high performance healthcare and which assist clinicians by minimising key clinical risks, tracking patient progress through journeys and improving quality and safety of patient care.

www.alcidion.com

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Acquisition of MKM Health & Patientrack

May 2018



Creating a new leader in health informatics



Market-leading “next generation” decision intelligence technology

- Enlarged Alcidion Group has:
 - Diversified product platform with lead products including Miya (Alcidion) & Patientrack (MKM Health)
 - Cloud-enabled, mobility focused
 - Innovative technology that complements existing electronic medical record (EMR) vendor offerings
 - Extensive capabilities in healthcare system implementation, integration and data management, supporting product platforms
 - Proven sales and go-to market capabilities and strong customer relationships
 - Large, diversified customer base across Australia, UK and New Zealand
 - Combined revenue of approximately \$13 million (on a FY2017 pro-forma basis)
- Highly experienced Board & Management team
 - MKM Health CEO Kate Quirke to be appointed CEO; Ray Blight to remain Executive Chairman



Transformative acquisition

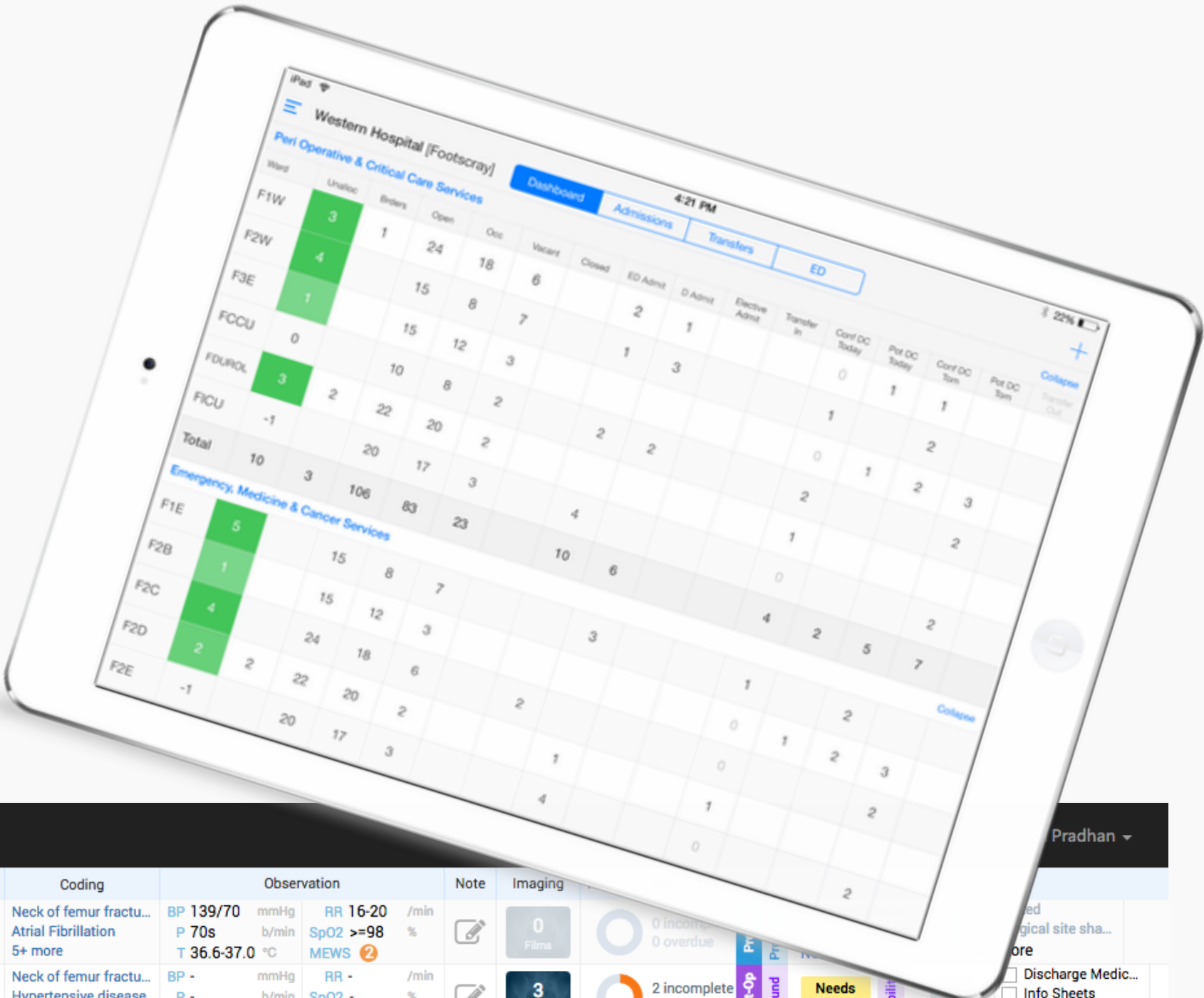


- **Expanded Product Set:** Highly complementary and aligned functionality and technology – a highly differentiated platform to take to market
- **Strengthens Strategic Capabilities:** Proven go-to-market capability, long term customer relationships & specialist health IT advisory, implementation and integration skills
- **Global Reach & Expansion:** Strong presence in three markets provides opportunity to accelerate Alcidion's presence in new geographies, that are fast growing markets
- **Highly valuable “big data” play:** Larger data set increases the value of AI. Learnings can be fed back into real-time clinical decisions
- **Improved Financial Model:** Adds profitable new business lines and diversifies revenue streams; doubles annuity revenue and smooths cash flow
- **Builds Critical Mass:** Three-fold business growth + lower risk expansion model via established customer base
- **Ready to hit the ground running:** Aligned cultures and positioning, minimises integration challenges

Key Transaction Terms



- Initial acquisition consideration of \$12m
 - Scrip component : \$10m (ALC shares to be issued at 5.05c/share)
 - Cash component : \$2m to be funded from existing cash reserves (subject to completion adjustments)
- Additional contingent payment of up to \$4m (in ALC shares), payable in 12 months, based on two targets:
 - 50% based on a revenue target of \$11m
 - 50% based on EBITDA target of \$2m
- Customary conditions precedent
- Share Purchase Agreements executed
- Completion subject to shareholder vote
 - EGM scheduled for 14 June 2018



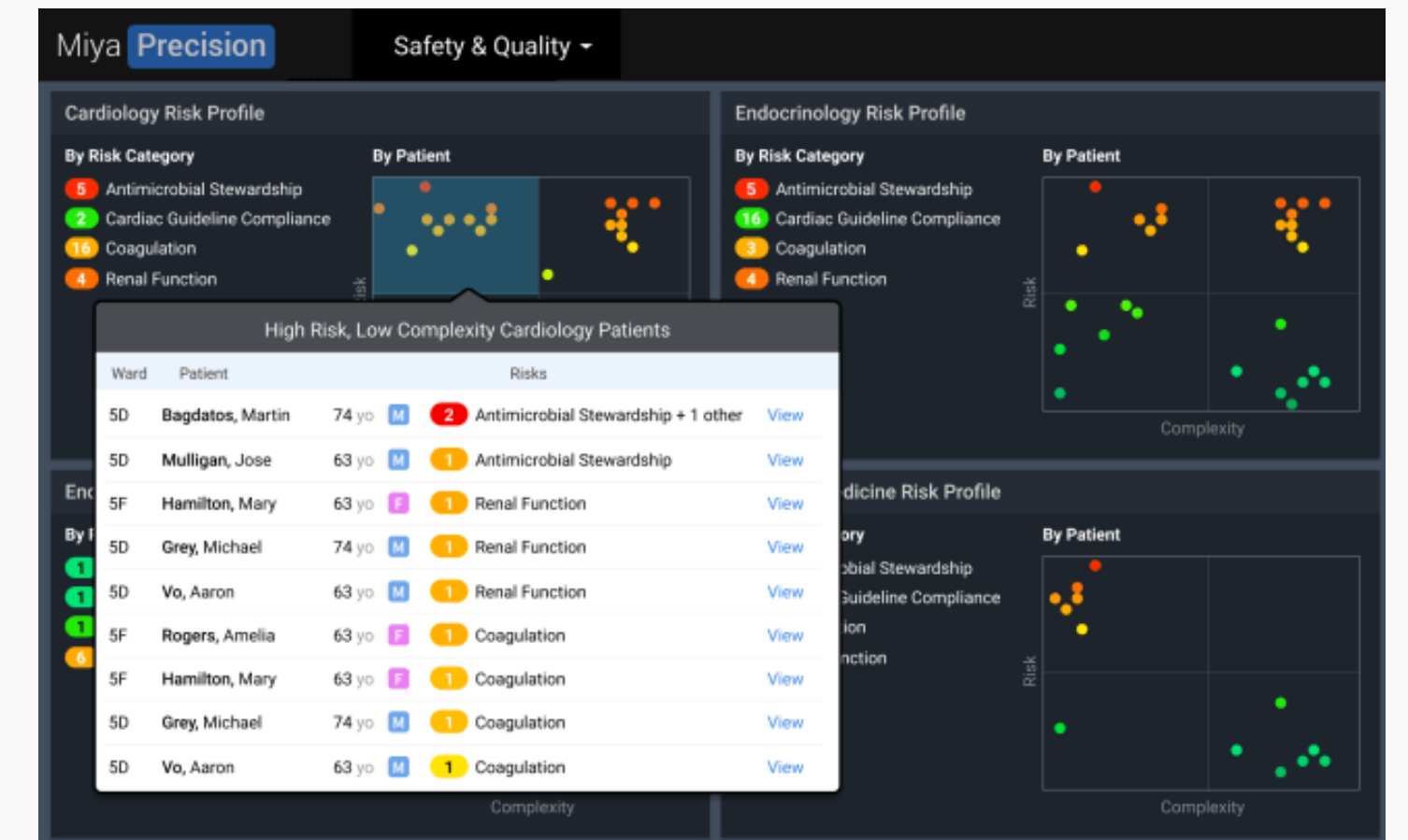
Location	Patient	LOS	Doctor	EDD	Risks	Coding	Observation	Note	Imaging
7F B 01	Trujillo, Katherine URN 1920001	59y 2	John Shaw	Tomorrow 12 Apr 11:01	<ul style="list-style-type: none"> High Pre-op INR Anaemia 	Neck of femur fractu... Atrial Fibrillation 5+ more	BP 139/70 mmHg P 70s T 36.6-37.0 °C RR 16-20 /min SpO2 >=98 % MEWS 2		0 Films
7F B 02	Majors, Edward URN 1920002	49y 3	John Shaw		<ul style="list-style-type: none"> Surgical Risk Risk of internal bleeding Infection 	Neck of femur fractu... Hypertensive disease 12+ more	BP - mmHg P - b/min T - °C RR - /min SpO2 - % MEWS 0		3 Films
7F B 03	Mitchell, Cockburn URN 1920003	83y 3	Sanath Krishn...		<ul style="list-style-type: none"> Uncontrolled BGI Bleeding Risk 	Triple vessel disease Myocardial infarction 4+ more	BP 109/78 mmHg P 60s T 37.1-37.5 °C RR 16-20 /min SpO2 >=98 % MEWS 0		0 Films
7F B 04	Michael, Caitlin URN 1920004	29y 2	Susan Costello		No risks detected	Sepsis	BP 139/75 mmHg P 80s T 36.1-36.5 °C RR 16-20 /min SpO2 94-97 % MEWS 0		0 Films
7F B 05	Hindmarsh, Graeme URN 1920005	46y 2	John Shaw		<ul style="list-style-type: none"> Surgical Risk Risk of internal bleeding Infection 	Sepsis Fluid overload 27+ more	BP 141/85 mmHg P 70s T 36.1-36.5 °C RR 16-20 /min SpO2 94-97 % MEWS 0		0 Films

Miya platform



Miya is focused on BETTER, FASTER decisions that support improved patient care

- Decision intelligence software that consolidates real-time data from disparate healthcare IT systems
- Differentiated decision intelligence platform that :
 - PUSHES relevant decision intelligence to users rather than requiring user to PULL the information
 - Integrates with all major hospital IT systems to simplify extensive volumes of data for clinicians
 - Provides “higher value” cloud based analytics and decision support for healthcare providers
- Consolidates and extends customer’s existing data investment (based on other vendors information)
- Reduces and eliminates avoidable injury and death (clinical workflows)
- Improves business process improvement (cost, productivity and revenue) (business workflows)



MKM Health & Patientrack



Synergistic technology to Alcidion + sales and delivery capacity + long standing customer base = a turbo charged offering with near term growth opportunities

- Established provider of IT solutions and services – working exclusively in the health industry
- Multi-sector experience: Government departments, public / not for profit & private healthcare providers, research institutions and specialist health agencies
- Areas of expertise:
 - **Data management & analytics:** Providing meaningful data to support care delivery & research initiatives, identify clinical events & business efficiencies & deliver cost savings
 - **Integration & interoperability:** All aspects of system interoperability, across integration platforms & standards, healthcare solutions & applications in use across Australia
 - **Solutions & services:** Providing healthcare ICT solutions & expert services to address clinical & business needs, optimise existing investments & contribute to improved patient care
- A team with deep industry experience, blend of clinical and technical / IT expertise
- Operations and customers across Australia, New Zealand and the UK: 54 FTE

Proven track record



- Health IT solutions & services firm with diversified revenue streams
 - Revenue from product sales, specialist healthcare IT implementation, integration and data management skills
 - Lead product is Patientrack which is focused on improving patient safety and the quality and efficiency of care in hospitals and healthcare
 - Highly experienced team, with proven capability in sales and marketing
 - Been in business 15 years, commenced in AU and expanded to NZ and UK
- Strong team and culture attracting some of the most sought after healthcare IT specialists
- Large and long standing customer base with more than 80 customers: NHS customers in the UK and public and private hospital and healthcare groups in Australia & NZ
- Revenues of approx. \$9.5 million and NPAT of \$0.7 million in FY17
 - MKM Health has delivered 2.5x revenue growth over past five years – at a compound annual growth rate of 29%
 - 28% of MKM Health / Patientrack revenue from recurring annual licence fees or annual support revenues in FY17
- Partner with several large software companies to deliver product

Some of our client relationships



easternhealth



MELBOURNE HEALTH



Leading digital healthcare solution, highly complementary to Alcidion's Miya product suite

- Best-in-class patient safety software product, developed with clinicians and evolved over eight years in market
- A complete digital and mobile bedside patient data collection solution which improves patient safety, quality and efficiency of care in one easy-to-use application
- Real time data to the right person, at the right time at the point of care
- Captures Early Warning Scores (EWS), clinical responses to EWS and assessment protocols

“Any clinician can instantly see the profiles of the sickest patients in the hospital. Patientrack has helped us introduce some of the biggest and most immediate changes in clinical practice I have ever seen” Dr Gavin Simpson, Critical Care Consultant, NHS Fife Scotland

40 acute hospitals using Patientrack solution in proven deployments across UK & ANZ

10,000 licenced beds served to date

20,000 active users

500 Million vital signs analysed

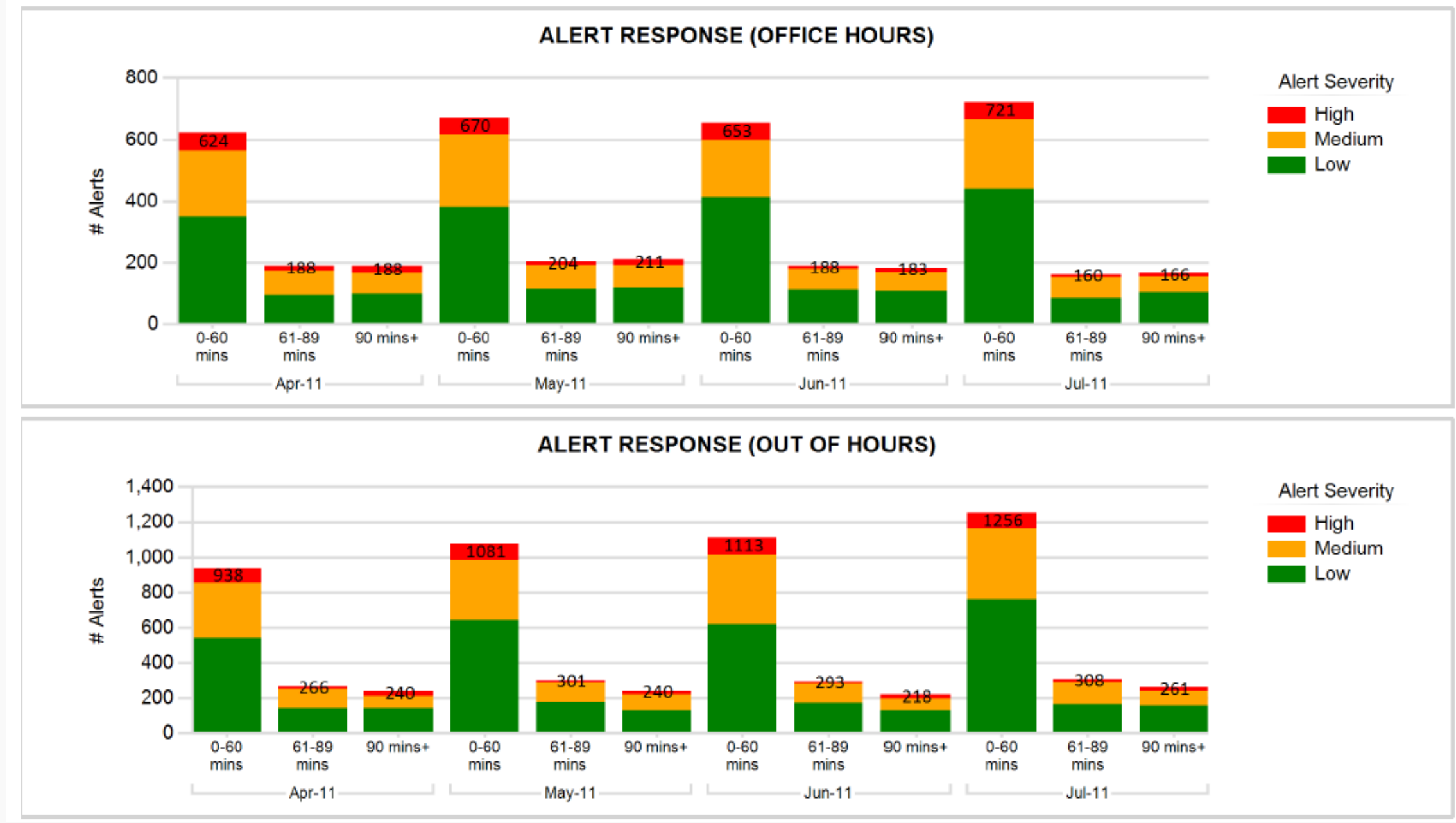
25 Immediate and near-term opportunities

Demonstrated ROI



In multiple clinical trials Patientrack delivered dramatic results in improved patient outcomes & economic benefits

- Hospital length-of-stay reduced by 20%
- 80% reduction in cardiac arrests
- High risk admissions to ICU fell from over 10% to under 5%
- Saved thousands of hours after seeing a two-third reduction in time spent performing observations
- Early intervention in deteriorating patients improved significantly > reduces the wastage of care team time and resources
- Calls to the medical emergency team have fallen by one-fifth



*Jones S, Mullaly M, Ingleby S et al. Bedside electronic capture of clinical observations and automated clinical alerts to improve compliance with an Early Warning Score Protocol. *Crit Care Resusc* 2011;13(2):83-8

*Achieving Digital Excellence in the NHS. A Strategic Analysis of Digital Transformation Projects in the NHS. March 2017

Patienttrack customers



United Kingdom

- Manchester University NHS Foundation Trust
- Western Sussex Hospitals NHS Foundation Trust
- George Eliot Hospital NHS Trust
- Harrogate and District NHS Foundation Trust
- Derby Teaching Hospitals NHS Foundation Trust
- Bolton NHS Foundation Trust
- Basildon and Thurrock Hospitals NHS Foundation Trust
- St Helens and Knowsley Teaching Hospitals NHS Trust
- Stockport NHS Foundation Trust
- Pennine Acute Hospitals NHS Trust
- NHS Fife Scotland
- Noble's Hospital, Isle of Man



Australia

- Hunter New England Health - 43 Hospitals
- ACT Health
- Australian Society of Head and Neck Surgeons

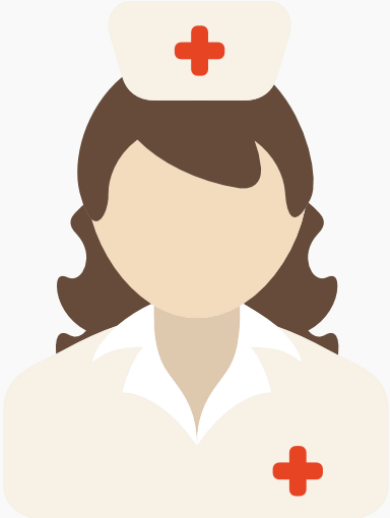


New Zealand

- Canterbury and West Coast DHBs
- Waitemata DHB
- Counties Manukau DHB
- Nelson Marlborough DHB



Product visualisation: What a nurse sees



Cancel **ESPOSITO, Julian** Submit

Temperature* c 38.2 ✓

Lying BP* (Lying) mmhg 125/85 ✓

Standing BP (Standing) mmhg ✓

Heart Rate* /minute 101 ✓

Respiration Rate* /minute 31 ✓

AVPU* Verbal ✓

7	8	9	0
4	5	6	RA
1	2	3	⌂

Observation Set Submitted Close

ESPOSITO, Julian 4

RAG7787
Male, 26-Nov-1967, 48y
Ward : 1A

Temperature c 38.2 1

Lying Blood Pressure (Lying)mmhg 125/85 0

Standing Blood Pressure (Standing)mmhg

Heart Rate /minute 101 1

Respiration Rate /minute 31 1

AVPU Verbal 1

Oxygen Saturation % 98 0

Fraction of Inspired Oxygen % 21

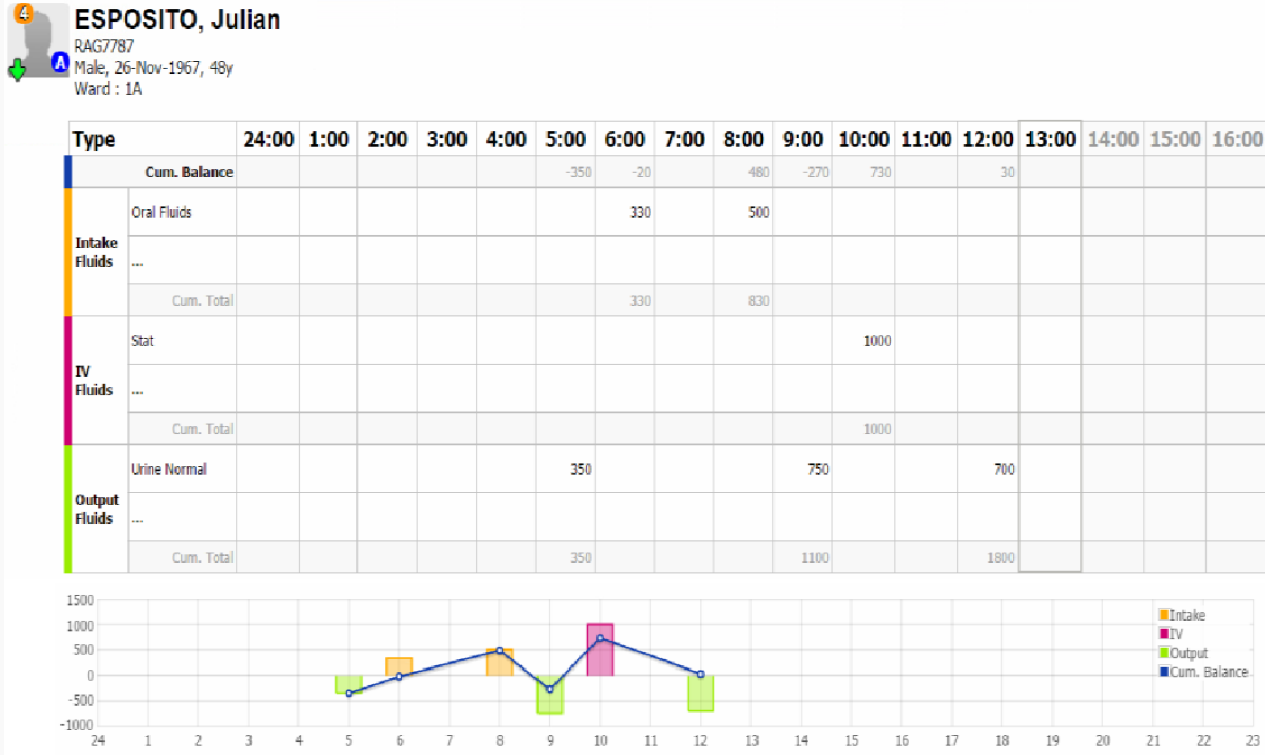
RAG7787
Male
26-Nov-1967, 48y
Ward : 1A
Flag : -

ESPOSITO, Julian

Med - First Hour

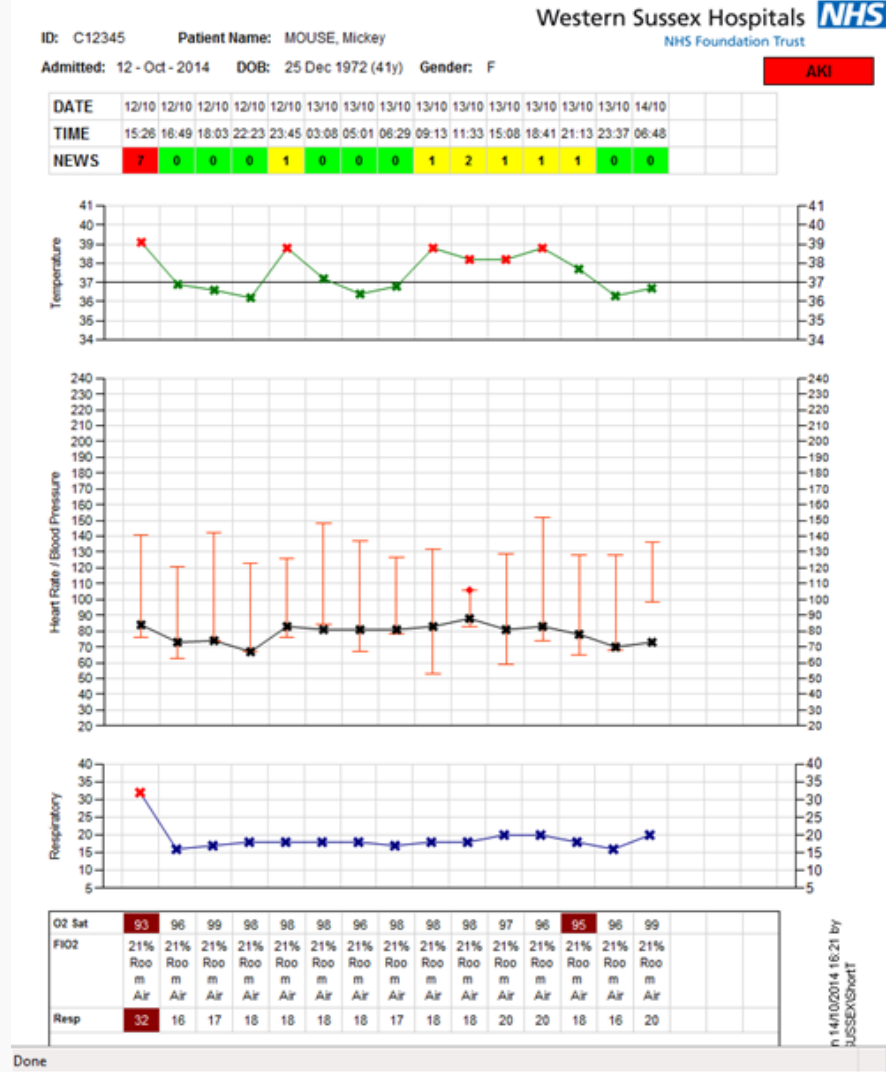
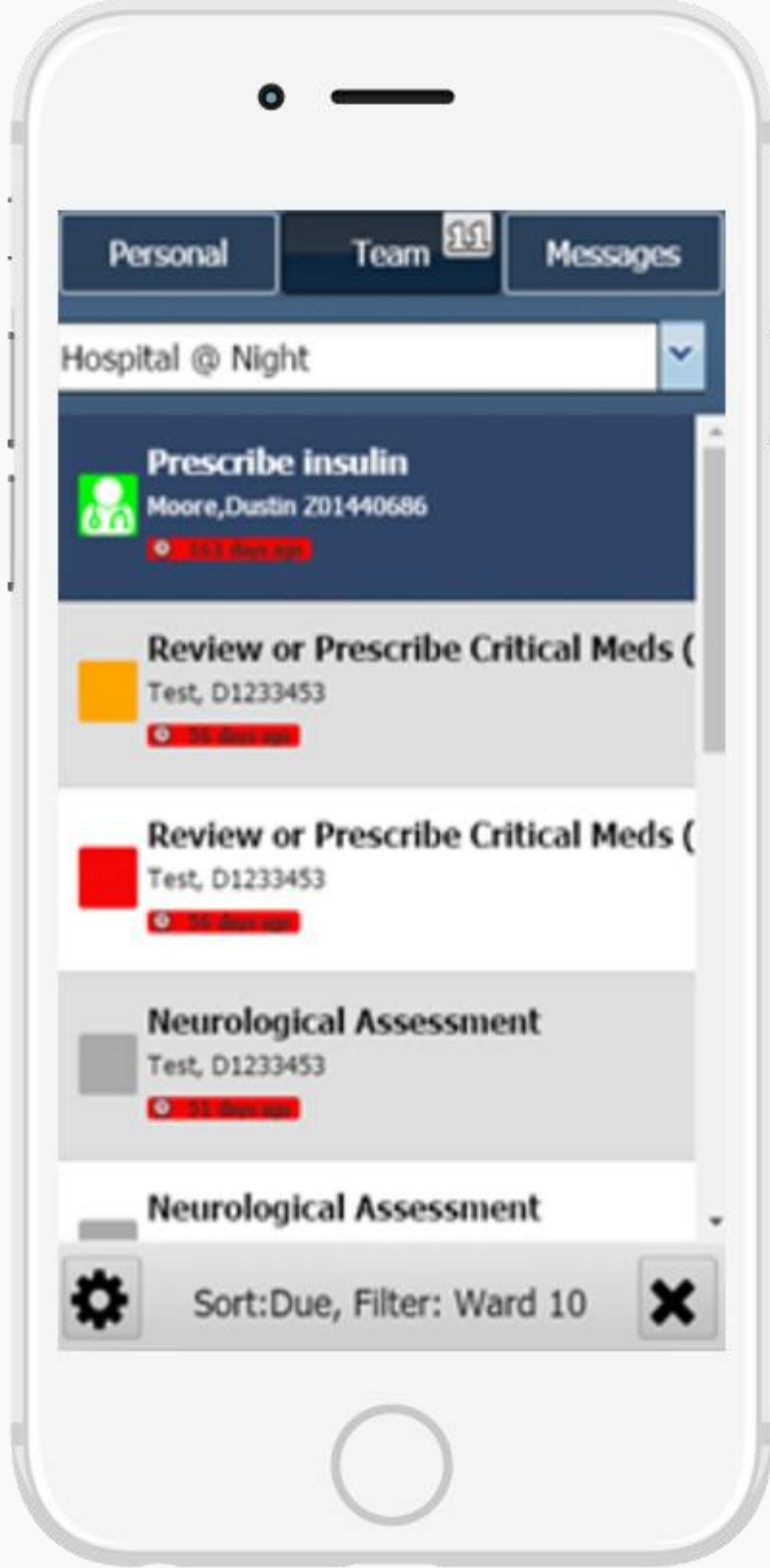
Assigned
Team: Cardiac Surgery - Abercrombie
Specialty: Cardiac Surgery

Attendance Due
13:18



	Malor	Falls	Delirium	M&H	MUST	Infection Control	Critical Meds
AGE			45				
BMI					0		
Unplanned weight loss in past 3-6 months					0		
Nutritional intake	3				0		
Overall clinical condition	4						
Specific illness/injury							
Medication							
Current medication contributes to falls risk		✓			0		✓
Bladder continence	0						
Faecal continence	0						
Continence issues		✓					
Skin condition	0						
Consciousness	1				0		
Cognition/psychological		✓			1		
Previous falls					4		
Attachments					1		✓
Environment					2		
Range of body movement	2						
Mobility	2				2		
Balance							
Foot hearing/vision		✓			1		
Pain	1				1		
Total score	19	✓			13	0	✓
Risk level	Red	Red	Green	Red	Green	Red	Red
Subjective malnutrition risk assessment							

Product visualisation: What a doctor sees



AKI Status

AKI Baseline: 165.3

Amber

Latest SC Received: 02 Jun
Latest SC Result: 205.3
AKI Management Status: First Hour Outstanding

Assess for signs of shock, hypoperfusion and sepsis, and if NEWS ≥ 5 request senior review

Is Sepsis suspected?
Is the patient hypovolaemic?
Urine tests
Drug chart review

THIS PATIENT NEEDS TO FOLLOW SEVERE SEPSIS PATHWAY (BUFALO):
BEST/CRITATE: WITHIN ONE HOUR

B - Blood cultures
U - Urine output measurements commenced
F - IV Fluid resuscitation

SEVERE SEPSIS RESULT: YES

THIS PATIENT HAS SEVERE SEPSIS

SEVERE SEPSIS RESULT: YES

THIS PATIENT HAS SEVERE SEPSIS

SEPSIS Assessment
SEPSIS Bufalo
SEPSIS BUFALO WS
SIRS Assessment

Name	Sex	Flags	Ward	Team	EWS
BENNETT, Martin	M	SEPSIS	1B	CSURGBEWSH	8
TRELOAR, Zubari	F	TRMA,SEPSIS	D11		4
NWANDO, Chifo	M	SEPSIS	D11		3
SCHNEIDER, Michael	M	TRMA,SEVSEP	ED	RESUSMACK	3
BRUNNER, Allan	M	COPD,SEPSIS	1A	CSURGBEWSH	2
DOHERTY, Theodore	M	NOCC,SEVSEP	1A		1
HYDE, Clara	F	SEPSIS	1B	CSURGBEWSH	1
WAX, Maurice	M	SEPSIS	1A	CSURGBEWSH	0

Patient ID	Patient Name	Admission Date	Ward	Current Hp	Date Of Birth	RR	AVPU	CCF	CKD	Liver	D.M.	Current Status	Severity	APS	Creat	Base Line
2094589	Nilsen, Valerie	07/09/15 19:38 (375 days)	AMU1(Chichester)	Murphy, Neil	04/06/1922 (93)							●		3	-	15
2099187	Schmidt, Dustin	08/09/15 14:52 (374 days)	AMU1(Chichester)		19/07/1923 (92)							●		3	-	8
26751	Wouters, Vanessa	10/09/15 23:50 (372 days)	AMU1(Chichester)		14/08/1906 (109)			!				●		4	-	8
2231626	Muller, Rodney	13/09/15 10:22 (369 days)	AMU1(Chichester)	Roberts, Robert	25/05/1949 (66)							●		2	-	1
0665145	Harris, Marc	13/09/15 20:57 (369 days)	AMU1(Chichester)	Roberts, Robert	25/08/1948 (67)							●		2	90	9
2091668	Fischer, Ryan	18/09/15 16:06 (364 days)	AMU1(Chichester)		15/02/1933 (82)							●		3	-	20
0202040	Pett, Julia	18/09/15 18:18 (364 days)	AMU1(Chichester)	Wimmer, Zahed	03/04/1919 (96)					!		●		4	89	8
12247	Muller, Steve	19/09/15 22:43 (363 days)	AMU1(Chichester)	Schmidt, Adam	21/03/1988 (46)			!				●		1	-	7
0191265	Reiter, Elaine	20/09/15 00:43 (363 days)	AMU1(Chichester)	Schmidt, Adam	05/05/1949 (66)			!				●		4	74	7
18079	Wright, Faye	20/09/15 01:32 (363 days)	AMU1(Chichester)	Schmidt, Adam	09/12/1914 (100)			!	!			●		4	-	12
0126834	Pett, Ryan	20/09/15 03:03 (362 days)	AMU1(Chichester)	Schmidt, Adam	25/02/1944 (71)							●		2	-	1
01779551	Wimmer, Theresa	20/09/15 08:16 (362 days)	AMU1(Chichester)	Wright, Jocelyn	25/03/1923 (92)			!	!			●		5	-	23
2232315	Fischer, Faye	20/09/15 15:24 (362 days)	AMU1(Chichester)	Schmidt, Adam	28/12/1974 (40)							●		0	-	1
19616	Jensen, Gloria	20/09/15 15:30 (362 days)	AMU1(Chichester)	Schmidt, Adam	28/03/1966 (49)							●		0	63	6
0147782	Bianchi, Dorothy	20/09/15 19:07 (362 days)	AMU1(Chichester)	Schmidt, Adam	08/01/1954 (61)							●		2	77	7
15164	Knudsen, Pearl	20/09/15 20:03 (362 days)	AMU1(Chichester)	Schmidt, Adam	15/09/1936 (79)					!		●		3	108	10
0190464	Wouters, Pearl	20/09/15 23:07 (362 days)	AMU1(Chichester)	Schmidt, Adam	02/09/1915 (100)					!		●		3	4	233
17492	Abela, Angela	21/09/15 00:31 (362 days)	AMU1(Chichester)	Schmidt, Adam	16/02/1981 (34)							●		0	-	7
26132	Jacobs, Terry	21/09/15 02:16 (361 days)	AMU1(Chichester)	Schmidt, Adam	04/10/1909 (106)							●		2	-	6
2232455	Maier, Victoria	21/09/15 03:05 (361 days)	AMU1(Chichester)	Schmidt, Adam	09/05/1992 (23)							●		0	-	1
24845	Thompson, Jackie	07/10/15 00:47 (346 days)	AMU1(Chichester)	Roberts, Robert	04/12/1955 (59)							●		1	0	212
2083448	Rivins, Ryan	14/10/15 10:45 (338 days)	AMU1(Chichester)	Schmidt, Adam	15/03/1947 (73)							●		7	-	8

Business integration & market opportunity



Strong platform & product integration



Welcome Demo Nurse | Reports | Handover | Patienttrack | Edit Placements | Feature 1.9.0.84 | Logout

Miya Patient Flow | FLR - F 2D | Change

Find & Manage Patients | NUM Tina Blake | NIC Tom Peterson

Team	Bed/Rm	Care	Patient Name	Unit/Dr	LOS	Day	Leave	Locn	Diet Code	Flags	TBP	Internal Referrals	D/C Dest.	GDD	EDD	W4W	Med Trn	Comments	Results	EWS	Due	eVitals	Clinical tasks	Orderly
Bob S.	B01 R01	A	Ortiz, Diana URN 1106333	GAST Beck	39y	Day 43	7hr 0min 27 Apr 08:30	FO	FO	PT, AUD, OT, D Ed, Diet		Resi Care - New	Tomorrow 28 Apr 09:00	2 Days 29 Apr 09:00	D/C sum Script - comp...		Ambulance booked for 1000 Husband will meet at Clarinda Hospital	32	6↑	Obs: 14:10 Bed: 14:25		Pain Maria Taylor	11:04	
Polly E.	B02 R01	A	Howell, Beverly URN 379333	GAST Perry	79y	Day 7		D	D	+2 more		Resi Care - Re...	8 Days 05 May 09:00		Ready, Other		IV AB cease Tuesday - then DC	17	0↓	Obs: 22:00		Analgesia Maria T...	09:56	
Polly E.	B03 R02	A	Campbell, Frank URN 334939	RESP Hurst	72y	Day 2	DAY	F	F	+3 more	OT, PAC, E, Mob	Home	6 Days 03 May 09:00	Tomorrow 28 Apr 09:00	FUNC Comm Servi... + 1 more		family meeting	2	5↑	Obs: 14:11 Bed: 14:56		Initiate Page		
Polly E.	B04 R03	A	Banks, Marilyn URN 908951	ID Mills	28y	Day 31		HEHP	HEHP			Home	Today 27 Apr 09:00		Script - write		Hospital acq infection	51	3↔	Obs: 14:00 Bed: 14:56		Initiate Page		
Bob S.	B05 R04	A	Andrews, Ronald URN 772943	GAST Perry	84y	Day 6		L	L	+2 more	PT, Woun, Cons	SNAP - Gem	2 Days 29 Apr 09:00	Today 27 Apr 16:35	SNAP bed		care planning team meeting	9	5	Obs: 18:11 Bed: 18:56		Initiate Page		
Bob S.	B06 R04	A	Hunter, Robert URN 1456754	GAST Perry	20y	Day 5		S	S			Home	Tomorrow 28 Apr 09:00		Imaging - U/S		U'sound booked 0900, home if OK	3	2↑	Obs: 14:00		Initiate Page		
Bob S.	B07 R04	P	Bowman, Harry URN 249955	ID Alford	85y	Day 7		HEHP	HEHP	+2 more	D Ed, SW, SP, Diet, AUD, HITH	Home	-1 Day 26 Apr 09:00	Tomorrow 28 Apr 09:00	Ongoing Me... I Proc		PEG booked Thursday 1000	11	2↑	Obs: 14:00		Initiate Page		
B08 R04 VACANT																								
Tina B.	B09 R05	R	Johnston, Stephanie URN 623657	RESP Goodman	50y	Day 23		NILN	NILN		Pain	Home	Today 27 Apr 09:00	Today 27 Apr 17:00	D/C Med		partner collecting at 1130	240	4↑	Obs: 14:12 Bed: 14:57		Initiate Page		
Tina B.	B10 R06	A	Schmidt, Jeremy URN 569740	IM2B Burch	83y	Day 29				+2 more	ACLS, PT	TBD	9 Days 06 May 09:00		Ongoing Me... Imaging - MRI			36	1↓	Obs: 14:00		Initiate Page		
Tina B.	B11 R07	A	Sanchez, Alan URN 844011	RESP Doming...	91y	Day 2		S	S	+4 more	Psy L, Cons	Home	Tomorrow 28 Apr 09:00		Trans D/C sum		DC meds given to son	0	2↑	Obs: 14:00		Initiate Page		
Tina B.	B12 R07	A	Chapman, Anthony URN 1466627	ID White	42y	Day 28						Home	Tomorrow 28 Apr 09:00		Imaging		home if chest x-ray OK	8	4↑	Obs: 14:13 Bed: 14:58		Initiate Page		
Tom P.	B13 R07		Jacobs, Jerry URN 168531	RESP Doming...	75y	Day 5		HEHP	HEHP		PT	SNAP - Rehab	3 Days 30 Apr 09:00		Ready, Other		ambulance booked for 0830	0	5↑	Obs: 17:49 Bed: 18:33		Initiate Page		

Boards & Outliers	Number of incoming Patients	Elective Admission Requests	Transfer Requests	Direct Admissions	ED Length of Stay
7	24	5	0	1	0
Boards	Outliers	Today	Tomorrow	Today	Tomorrow
		1	0	1	0
		Today	Tomorrow	Today	Tomorrow
				0	0
				0-4 hrs	4-8 hrs
					> 8 hrs
					3

Referral Legend: Referred Active Completed Rejected

Capitalising on the opportunity for *cloud based predictive analytics* and *artificial intelligence* for decision guidance to healthcare providers, in specialist points of care and across all health care settings



Powerful, clinical decision intelligence



A disruptive force in healthcare IT

- **Unacceptable Truth:** *Clinical risk & avoidable errors are a major healthcare issue – third largest killer in US behind heart disease and cancer (Johns Hopkins University study, 2016)*
- Current health IT requires care team to PULL data from repositories – this deluges care team with masses of data and masks the critical intelligence needed for fast quality decisions
- Patient data is going digital, driven globally by Government spending, creating a massive need for Alcidion type technology to reduce data to meaningful intelligence to help the care team make better, faster decisions
- ~\$40 billion spent in US in digitising patient data via EHR and other systems, in accordance with the US Patient Protection & Affordable Care Act
- UK Government has allocated £4 billion to transition the National Health Service into a paperless environment
- Clinical Decision Support System Market to grow at 21.5%p.a between 2013-2018 (Source : IndustryARC)



Corporate Overview & Growth Strategy



Combined Group corporate profile



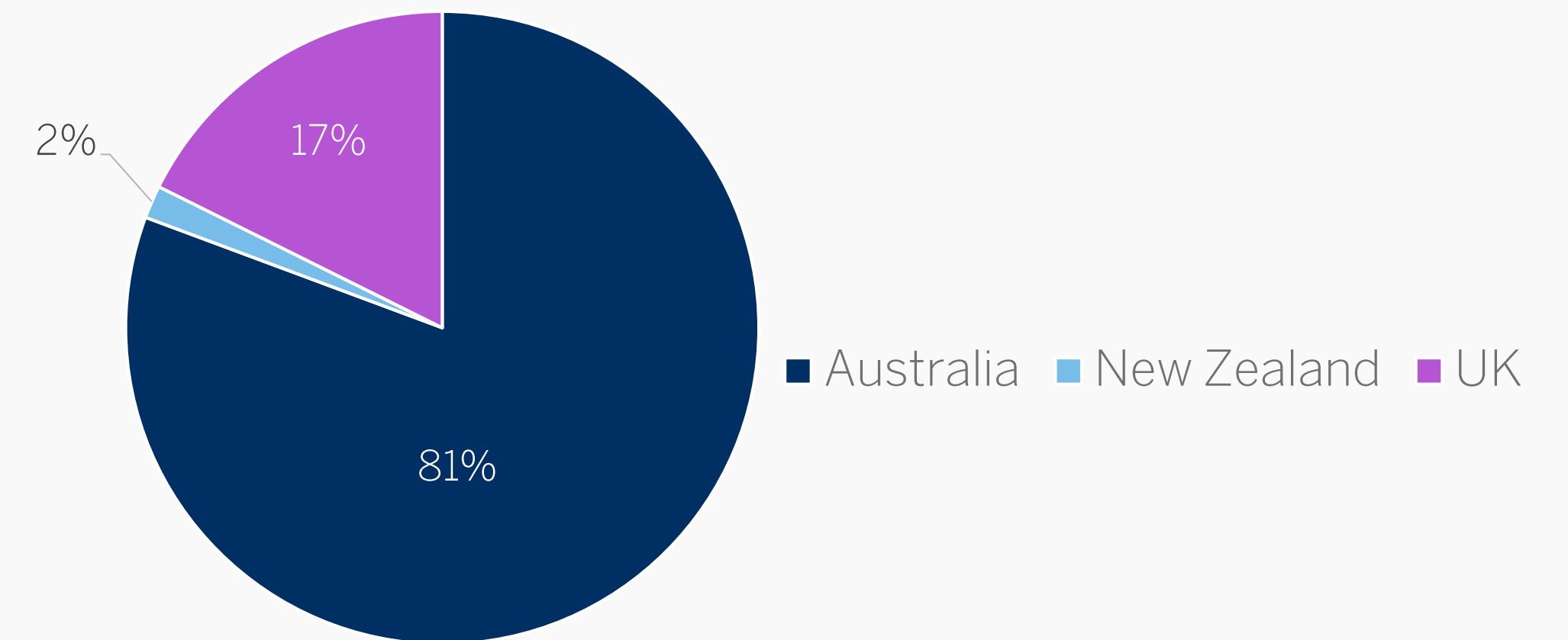
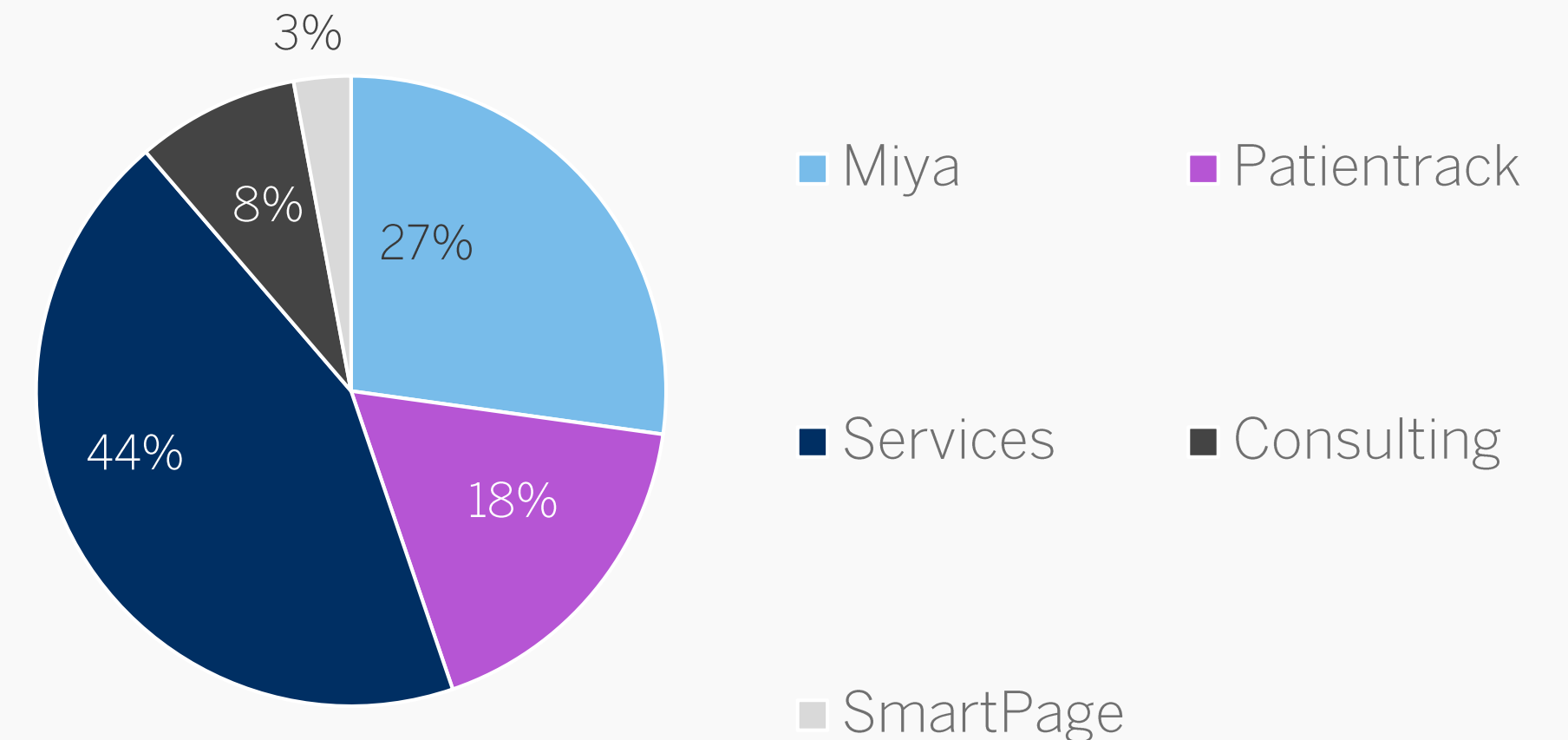
Key financials (FY17)	\$m
Revenue (pro-forma) ¹	13.0
Cash (as at 31 Mar 18, pro-forma)	3.2

Notes :

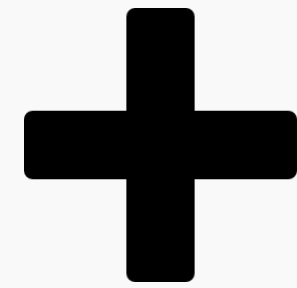
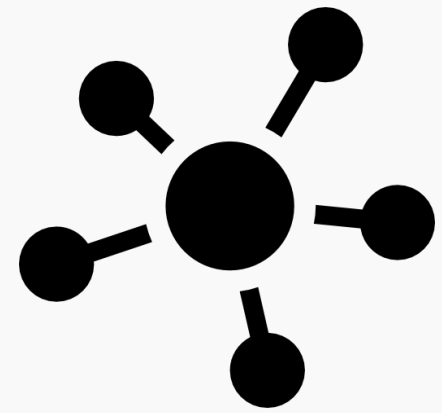
1 Before additional contingent scrip payment to vendors if revenue and earnings targets are met

2 Based on closing ALC share price of \$0.04 per share as at 9/4/18 and includes new shares issued to MKM shareholders as acquisition consideration

Enlarged share capital ¹	Shares (m)	%
Existing Alcidion shareholders	608	75%
Shares issue to vendors	198	25%
Total shares post transactions	806	100%



Focus on building long term contracts and annuity revenues



- Integrate key MKM Health sales & marketing personnel
- Leverage domestic MKM Health relationships
- Utilise success of key reference sites
- Launch integrated Patientrack and Miya PatientFlow product offering
- Business strategy for accelerated market entry in place
- Additional MKM Health product & services capability enhances customer proposition
- Valuable opportunities given much shorter procurement cycle
- New analytics & advanced metrics products to be launched in 2018
- Exploring additional point-of-care product offering
- Complementary cloud based product offering
- MKM track record of product innovation and new service offerings
- MKM provides a “beachhead” to begin cross-selling of Miya products into UK market
- Further investment in UK sales and marketing team post acquisition
- Leverage strong NHS relationships

Summary



Alcidion's acquisition of MKM Health creates a group with:

- Innovative and proven sales team, with long-standing relationships
- Large and diversified customer base with demonstrated appetite to invest in IT innovation
- New international market opportunities
- Experienced management team with proven specialist health IT credentials and depth and breadth required to drive and manage continuing growth
- Positioned to disrupt and lead the fast growth digital health sector
- Revenue growth via additional long term contracted and annuity revenues
- Strategic partnerships with global health IT software suppliers
- Lean operation and cost base
- Unrivalled profile, reputation and contact network across our target markets