

13 June 2018

Australian Securities Exchange
20 Bridge Street,
Sydney NSW 2000

Investor Presentation: 121 Tech Conference Hong Kong

Adelaide, South Australia, 13 June 2018 - Alcidion Group Limited (ASX: **ALC**), today released an investor presentation which will be delivered by Kate Quirke, CEO of MKM Health, at the 121 Tech Conference Hong Kong being held on 13th and 14th June 2018.

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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121 Tech Investment Conference

Creating a new leader in health informatics

13 – 14 June 2018



A new leader in health informatics



Alcidion has a diverse technology suite that is improving patient care

- Clinical risk and avoidable errors are a MAJOR healthcare issue, exacerbated by legacy IT systems and manual communication tools
- Alcidion's complementary suite of technology consolidates real-time data enabling BETTER, FASTER communication and decision making in the hospital setting - at the point of care
- Transformative acquisition of MKM Health Pty Ltd and Patientrack Holdings Ltd to complete on 2 July - delivers immediate revenue uplift and creates a strong platform for growth
 - Combined revenue of approximately \$13 million (FY2017 on pro-forma basis) with multiple annuity revenue streams
 - Large, diversified customer base across Australia, UK and New Zealand
- Powerful combination of proven technology and deep healthcare IT expertise a key point of difference
- Proven sales and go-to market capabilities and strong customer relationships
- Highly experienced Board & Management team

Company Snapshot



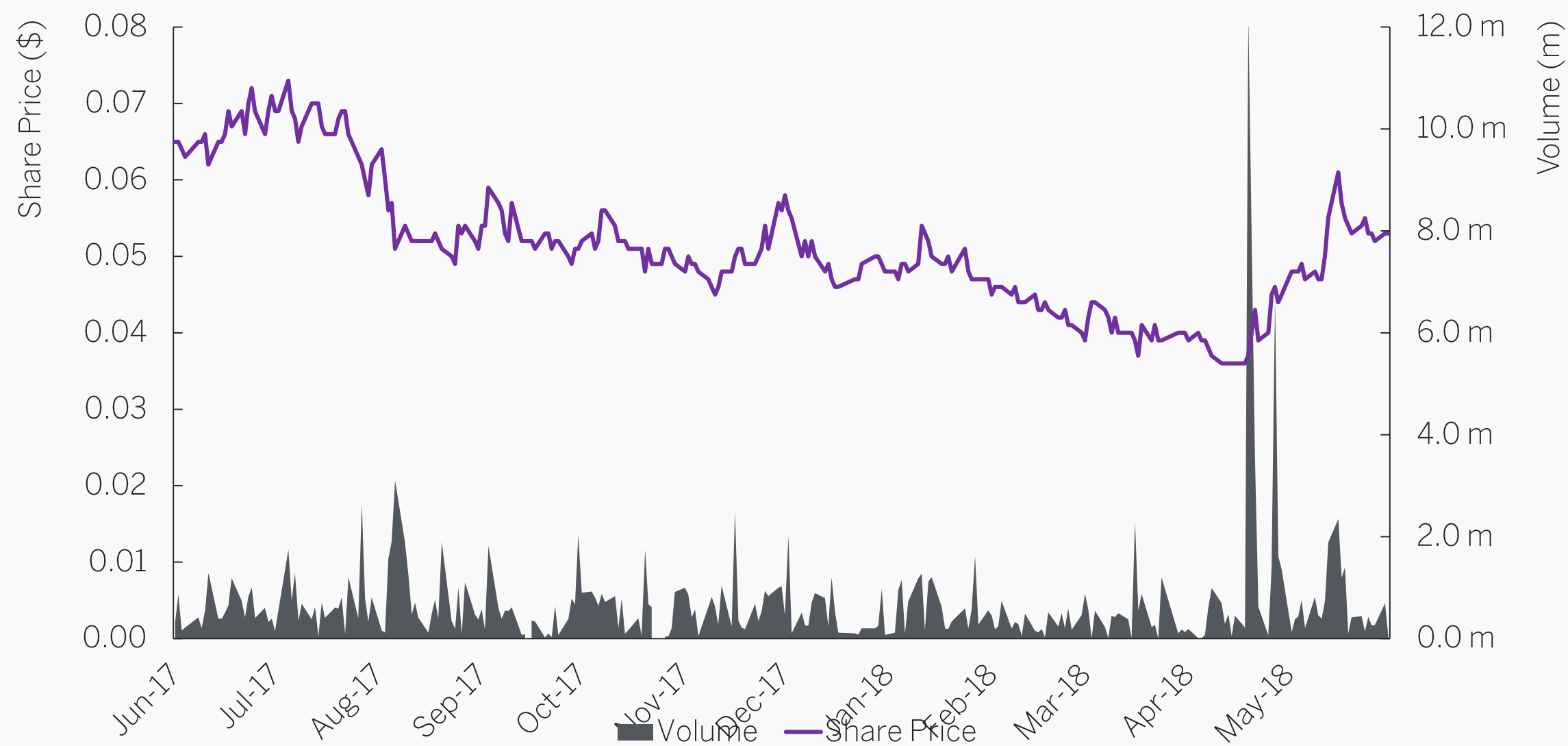
Capital Structure

Ordinary Shares on issue	607.8m
Share price (6 June 2018)	5.3 cents
Market Capitalisation	\$32.2m
Net Cash	\$3.2m
Enterprise Value	\$29.0m

Top Shareholders

Name	Shares Held	% of Shares on issue
Dr. Malcolm Pradhan	134.6m	22.1%
Ray Blight	100.1m	16.5%
Bspe Medical Technology Pty Ltd	84.9m	14.0%
Nathan Buzza	19.2m	3.2%
Duncan Craig	3.9m	0.6%
Top 20 Holders	376.6m	62.0%

Share Price / Volume History (A\$ millions)



Board

Name	Position
Ray Blight	Executive Chairman
Kate Quirke	Executive Director
Dr. Malcolm Pradhan	Executive Director
Nick Dignam	Non-Executive Director
Geoff Rohrsheim	Non-Executive Director
Rebecca Wilson	Non-Executive Director

SOURCE: Iress; S&P
Capital IQ

Complementary technology + trusted expertise

Miya

- Decision intelligence software that consolidates real time data from disparate IT systems
- Next generation, cloud based analytics
- Multiple products delivering safety, productivity and cost-saving and revenue capture benefits

patientrack

- Best-in-class patient safety software product
- Digital and mobile bedside solution capturing vital signs, early warning scores and clinical responses
- 10,000 licensed beds served to date across 40 hospitals in AU, NZ and UK

smartpage

- A leading clinical messaging solution
- Smartphone enabled technology, replacing legacy communication systems
- Three modules – clinical, orderly, emergency

mkm health

- Established provider of IT solutions and services working exclusively in health
- Experts in data management & analytics, integration & operability, managed services
- 2.5 x revenue growth over past five years

Health informatics: A rapid growth market

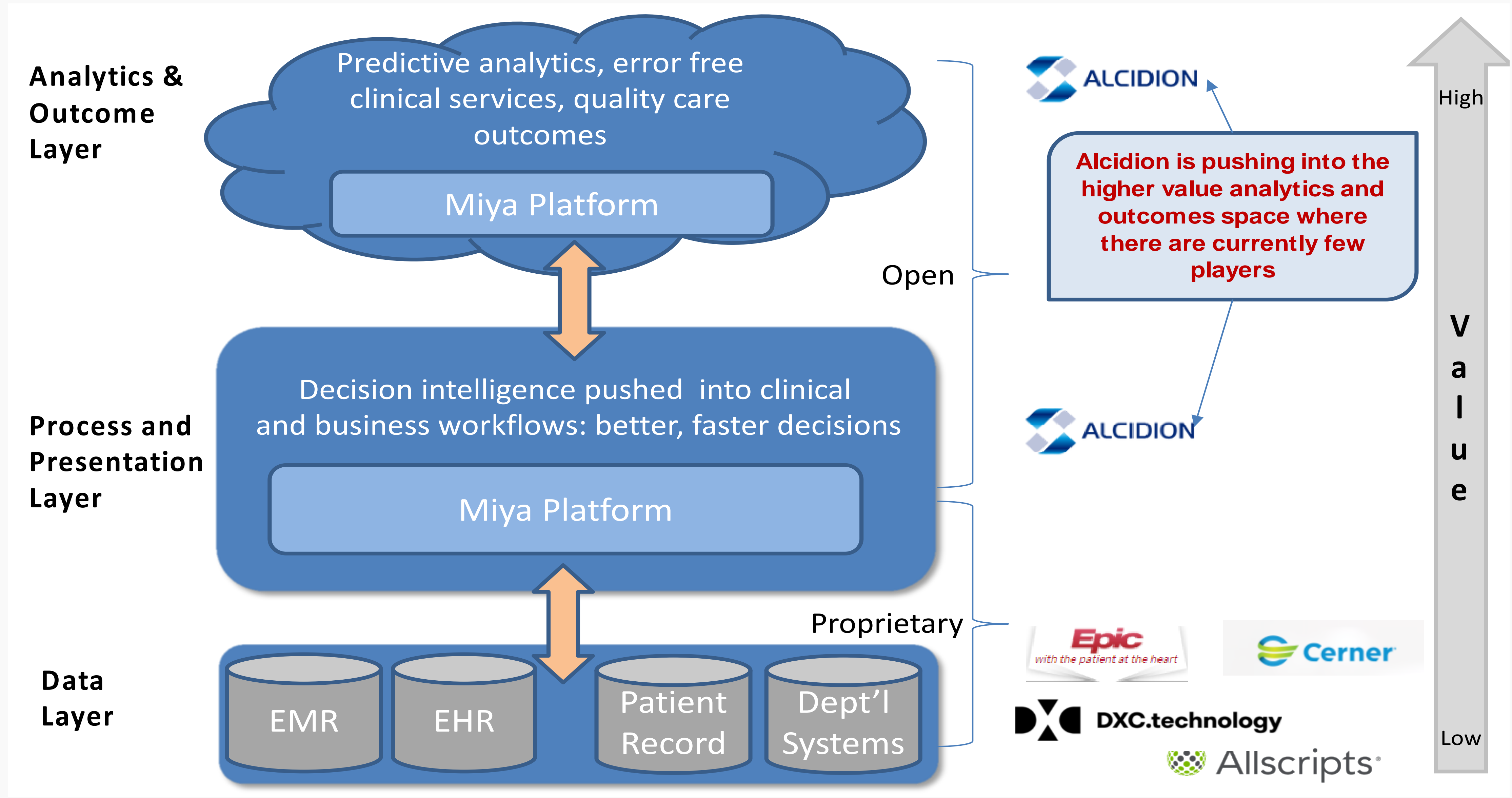


Clinical risk & avoidable errors are a major healthcare issue

- Current health IT requires care team to PULL data from repositories – this deluges staff 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) – *this is the market Alcidion operates within*



Our Competitive Advantage

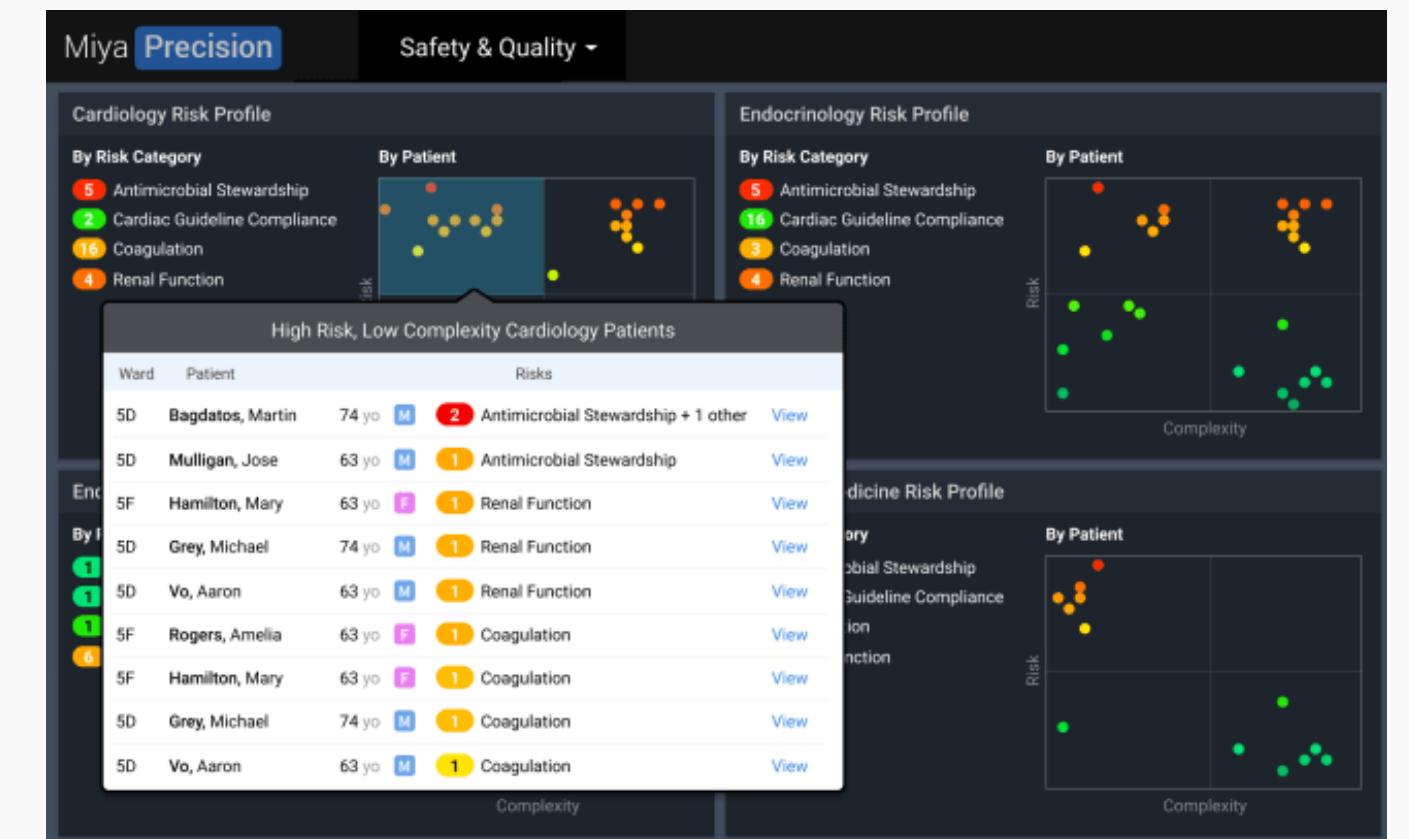


Alcidion's Miya platform



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

- Differentiated decision intelligence platform that :
 - PUSHES relevant decision intelligence to users rather than user having to PULL the information
 - Integrates with all major hospital IT systems to simplify extensive volumes of data
 - 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)
- Multiple product modules to meet a range of clinical workflow and business process needs – including Patient Flow, Revenue and Reimbursement tracker and AI based healthcare analytics
- Reduces and eliminates avoidable injury and death (clinical workflows)
- Improves business process improvement, particularly cost, productivity & revenue (business workflows)



Patienttrack overview



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. Patienttrack 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 Patienttrack solution in proven deployments across UK & ANZ

10,000
licenced beds served to date

20,000
active users

500 Million
vital signs analysed

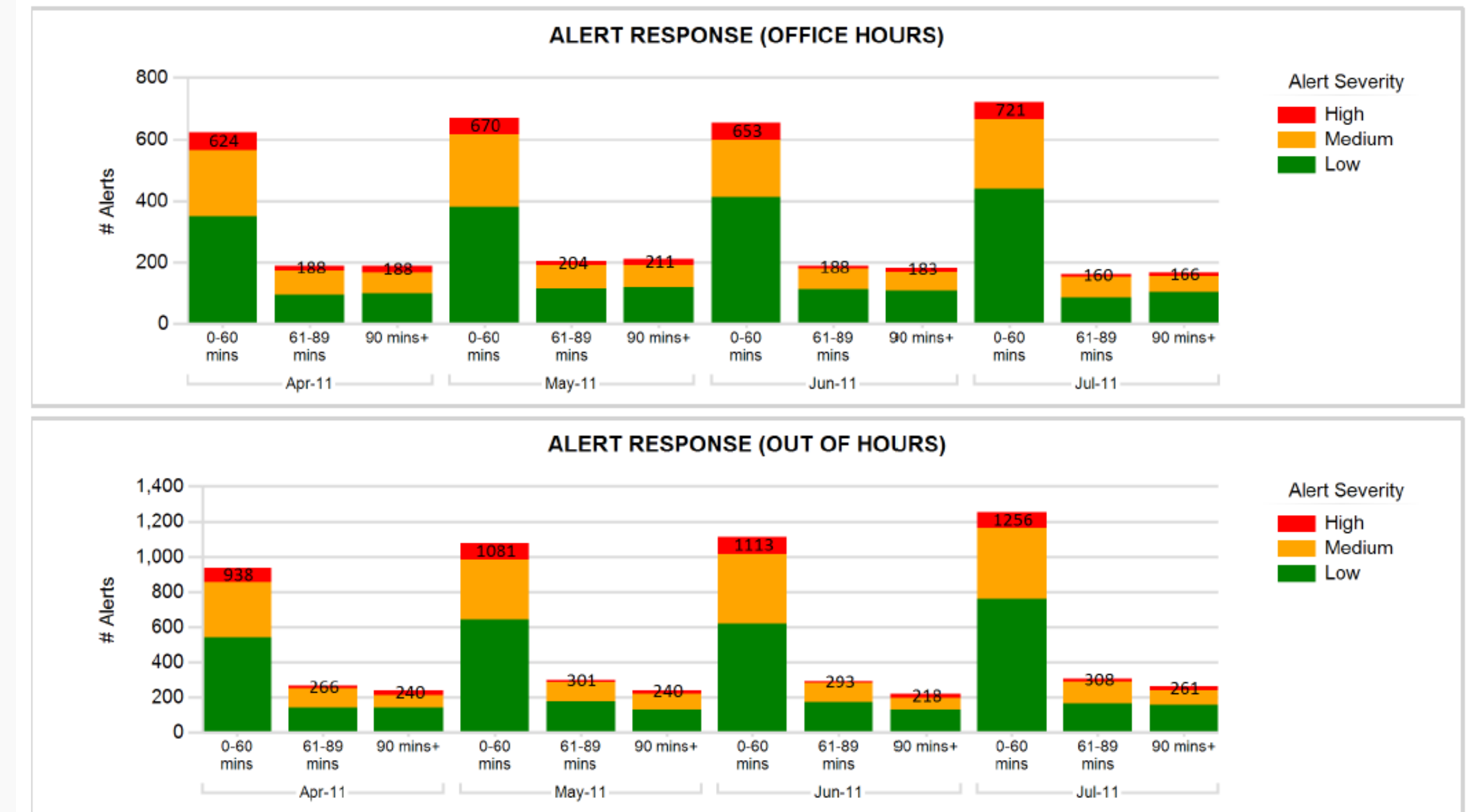
25 Immediate and near-term opportunities

Why do customers use Patienttrack?



In multiple clinical trials Patienttrack 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

Market Opportunity – AU, NZ, UK

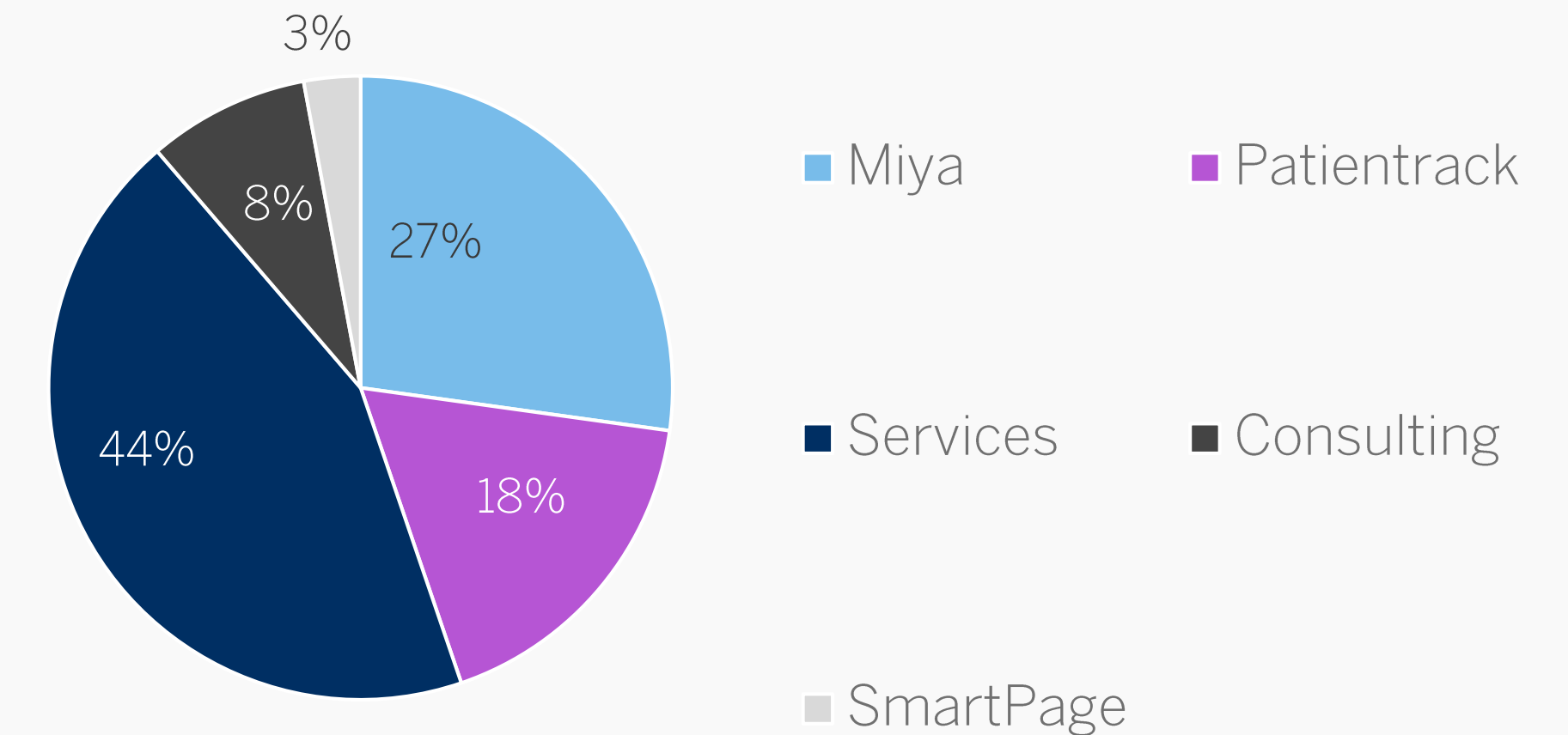


- International expansion initially focused on AU, NZ and UK where we have existing customer base and opportunity to cross-sell
- Market adoption remains at an early stage of growth with strong global growth drivers including need to eliminate preventable in-patient deaths and avoidable cardiac arrests
- In 2016, the number of hospital beds across these regions:
 - 145,000 in UK & Ireland
 - 700,000 in Europe
 - 62,000 in Australia and New Zealand

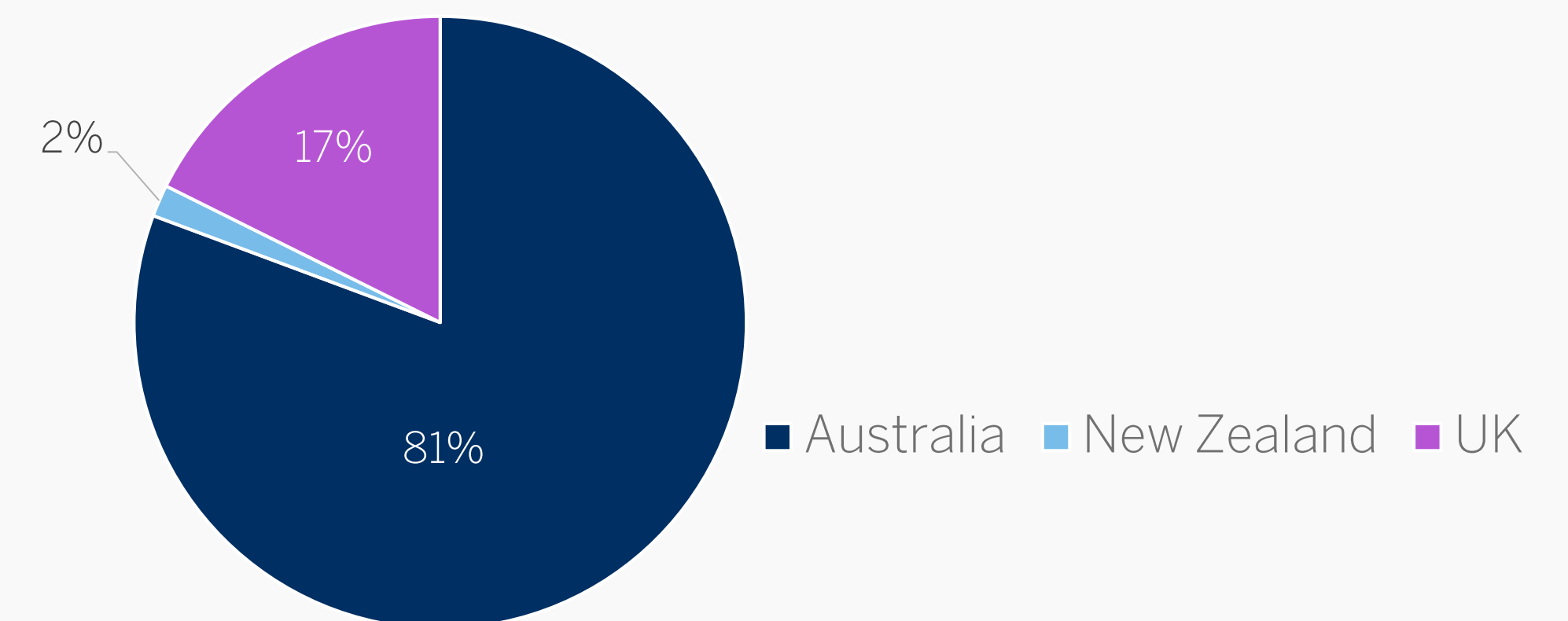
Source: OECD, UK Department of Health, Australian Institute for Health & Welfare, Health USA

Europe includes Germany, France, Italy, Netherlands, Sweden & Switzerland

Revenue profile – by product (FY2017 pro forma)



Revenue profile – by geography (FY2017 pro forma)



source – management estimates

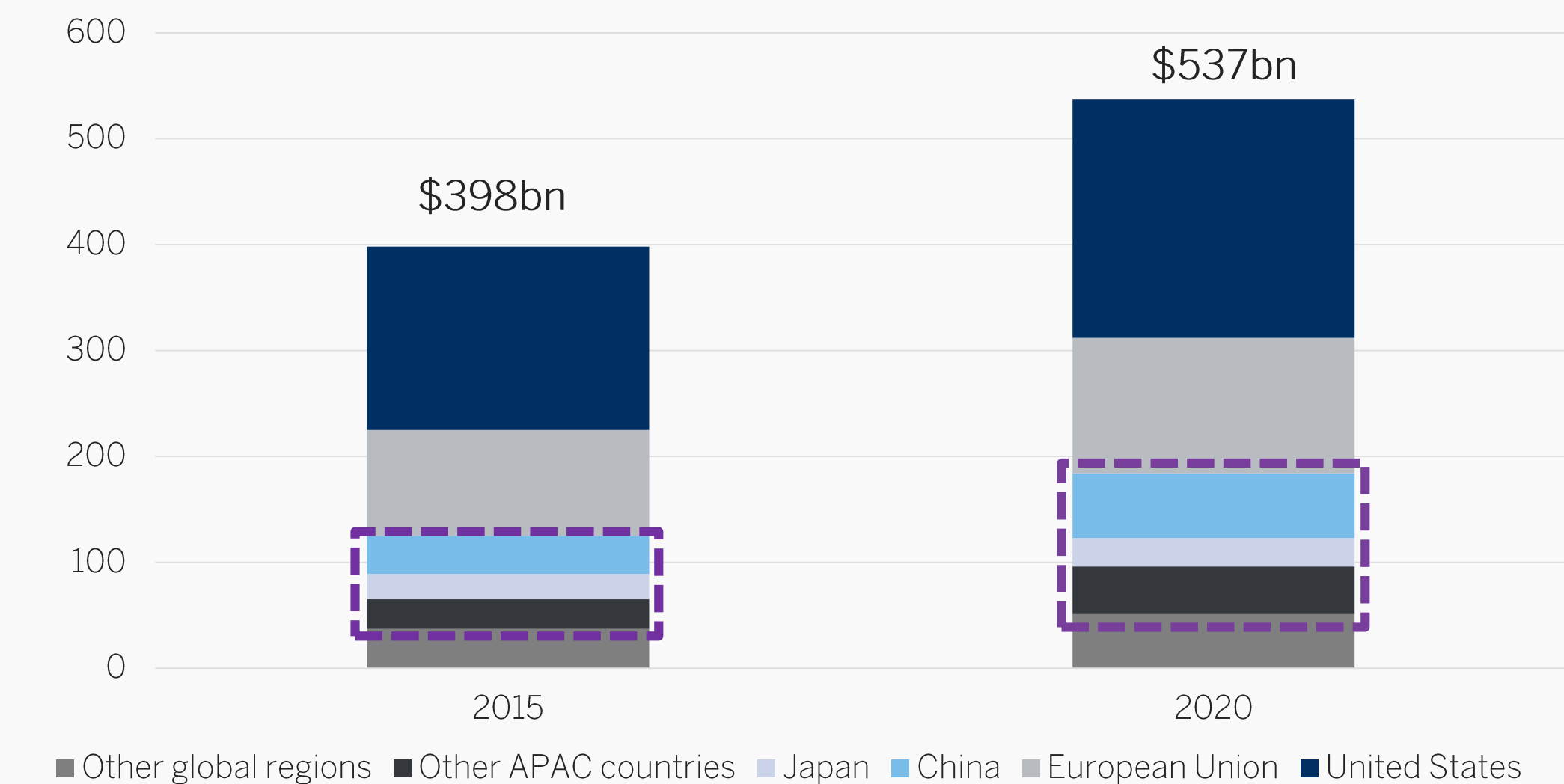
Market Opportunity – Asia



- We are currently assessing the market opportunity in Asia and actively seeking partners to enter these territories
- In 2016, the number of hospital beds across Asia included:
 - 40,000 in Hong Kong
 - 46,000 in Malaysia
 - 1.6 million in Japan
 - 5.7 million in China
- Current projections indicate that healthcare spending in the APAC region will grow by an annual average of 6.6% through 2019
 - China’s healthcare spending alone will increase by an average of 8.8% per year and total nearly \$900 billion in 2019

The APAC region will outgrow the European Union to be the second-largest market for MedTech by 2020

Global MedTech revenue by region (2015-2020)



	Market Size (2015) \$bn	Market Size (2020) \$bn	Percent of total	CAGR (2015-2020)
United States	173	225	42%	5%
European Union	100	128	24%	5%
China	36	61	11%	11%
Japan	24	27	5%	2%
Other APAC countries	28	45	8%	10%
Other global regions	37	51	9%	7%

SOURCE: McKinsey & Company: MedTech in Asia, 2015; Global Health Intelligence; The Statistics Portal

Diverse client base

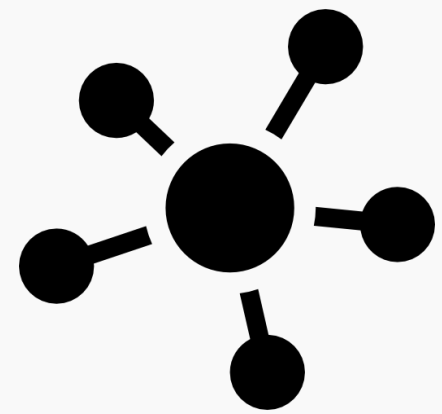


Department of Health



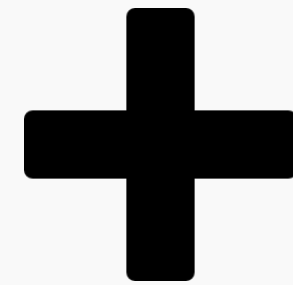
Growth strategy

Focus on building long term contracts and annuity revenues



Realise synergies from MKM Health acquisition

- Integrate key MKM Health sales & marketing personnel
- Leverage established relationships in AU and NZ – cross sell opportunities and shorter procurement cycles
- Utilise success of key reference sites



Leverage enhanced product and service value proposition

- Launch integrated Patientrack and Miya PatientFlow product offering
- Leverage enhanced customer proposition with expanded product and services offering



Continue to lead with new cloud based, analytics solutions

- New analytics & advanced metrics products to be launched in 2018
- Exploring additional point-of-care product offering
- Complementary cloud based product offering



Drive international growth

- Expand international customer base to begin cross-selling of Miya products into UK market
- Leverage strong NHS relationships & invest in UK sales and marketing team
- Establish partnerships in other regions, including APAC

Why Invest in Alcidion Group



- Alcidion is a proven innovator in the massive, global, health care technology market and has built this next generation software platform to eliminate preventable errors in health care delivery
- Alcidion can leverage the MKM Health customer base (UK, Australia, New Zealand) to structure high profile “demonstrations” of how to eliminate avoidable error, and take these proof points into global markets
- The MKM Health delivery capability combined with the cloud enablement of the Alcidion platform gives us the scalability for rapid growth
- The proven sales and marketing track record of MKM Health will be a powerful driver in the early future success of Alcidion Group

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* Substantive appointments expected to take effect from 2 July 2018