



Investor Presentation

Enabling the transformation of healthcare

Kate Quirke, Group Managing Director

May 2019



The delivery of healthcare is changing

More data doesn't mean improved productivity or quality information for decision making: *This is our opportunity*

- Increased spending on digital patient data has led to a decrease in productivity
- Clinical risk and avoidable errors remain a major issue – 1 in 9 Australian patients will develop a hospital acquired complication
- Government and funders are moving towards penalising hospitals for errors or complications which lead to further hospitalisation
- Disparate IT systems, poor analysis and communication of clinical information exacerbate the problem

21.5% p.a. growth

in the Clinical Decision Support Market (2013-2018)

(Source: IndustryARC)

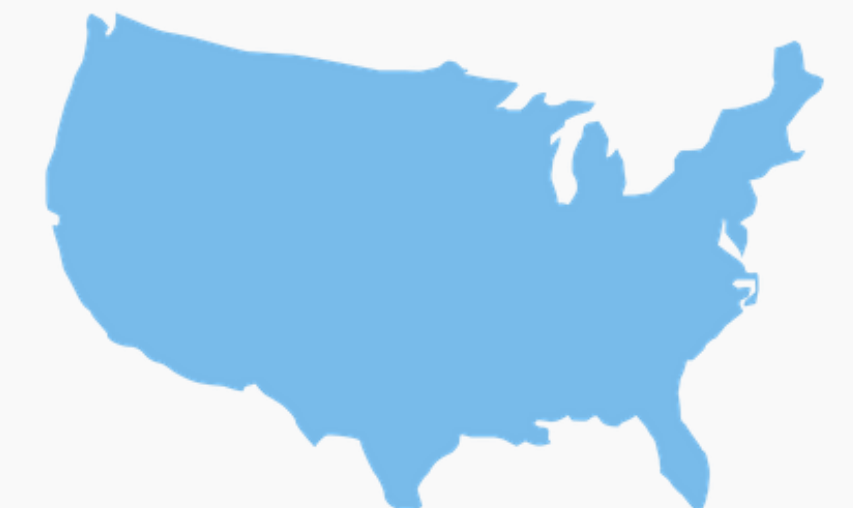


UK Government allocated £4 billion

to transition the National
Health Service into a paperless
environment

~\$40 billion spent in the US

in digitising patient data via
EHR and other systems, in
accordance with the US
Patient Protection and
Affordable Care Act



The Alcidion business today



Smart collection of clinical observations and patient data, clinical communication and AI driven decision support systems



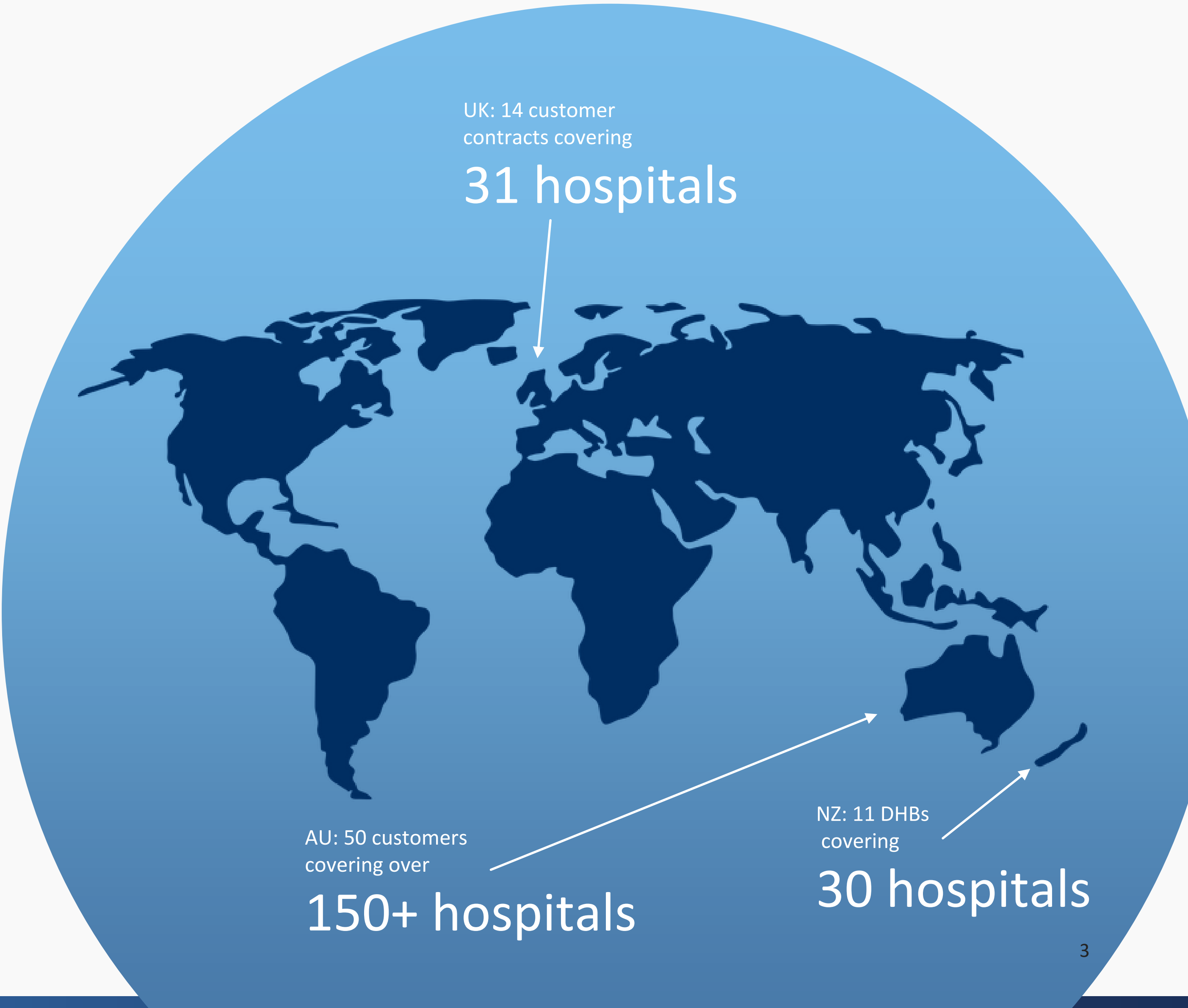
Fully integrated platform underpinned by leading edge, adaptable, platform technology



Solid base of contracted revenue, high potential for growth to existing and new customers



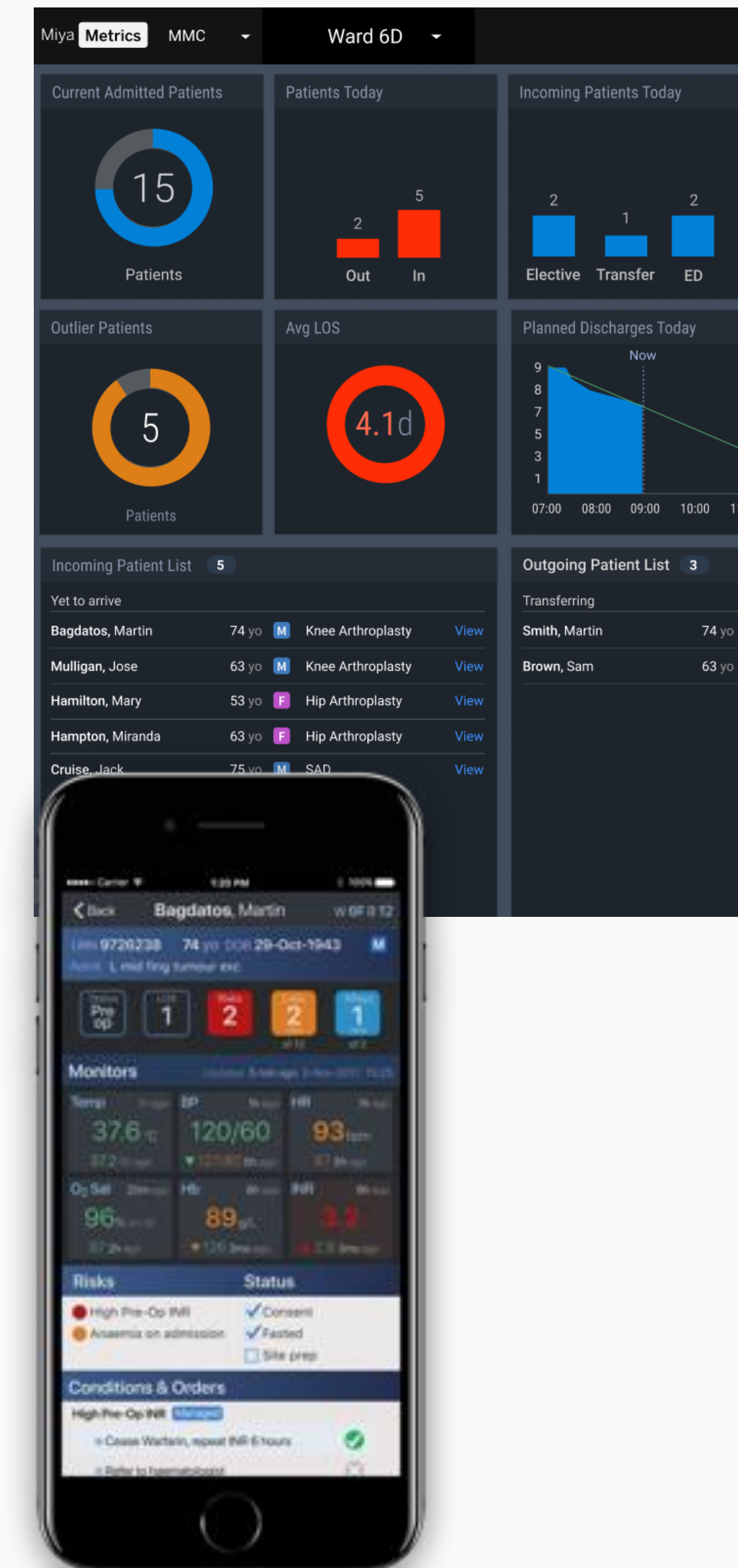
Geographical reach – customers across Australia, New Zealand and the UK

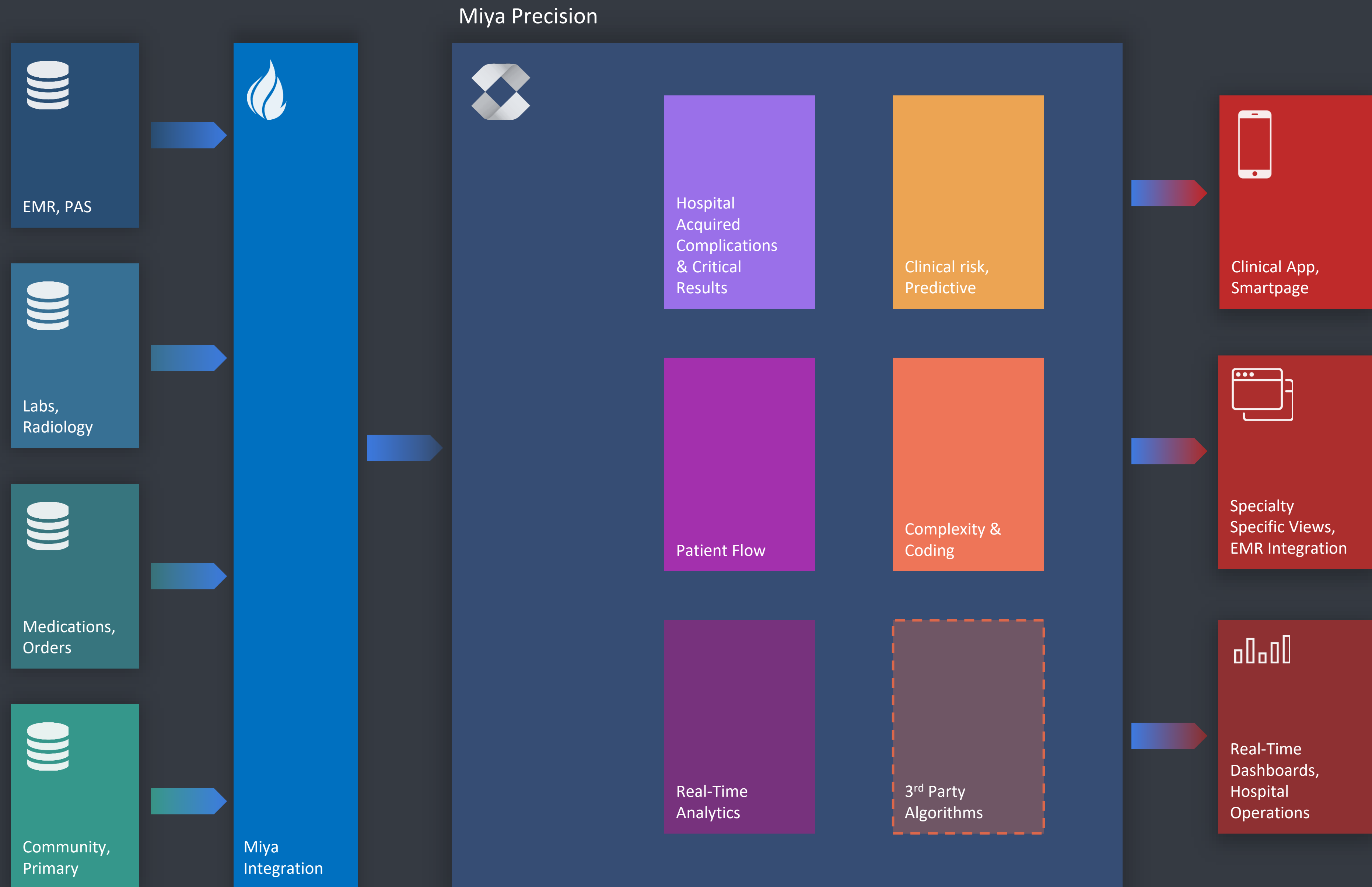


The Alcidion Difference



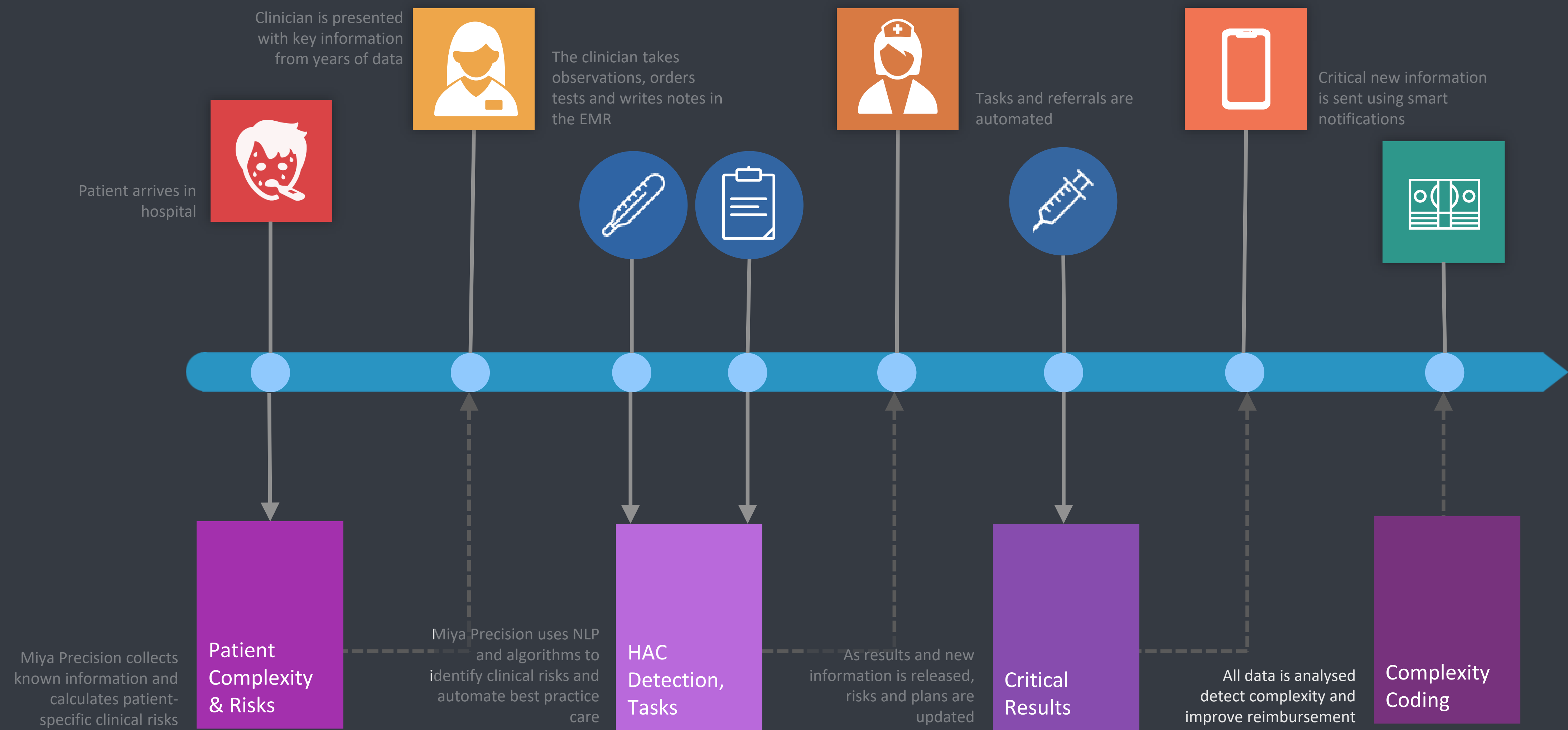
- Big single solution EMR is not the answer
 - care team productivity can drop by 20-30%
 - stifles innovation and hostage to one vendor solution
- We have the platform to transform healthcare
 - Miya Precision is an innovative events driven platform
 - combined with the skills required to integrate the data from the EMR
- We build decision intelligence, for better, faster decisions
 - *clinical* decisions, to mitigate clinical risk, for better outcomes
 - *business* decisions, to reduce costs and improve productivity
- Decision intelligence *pushed* to the point of care, automatically
- Intuitive software that is easy to use – that *you want* to use

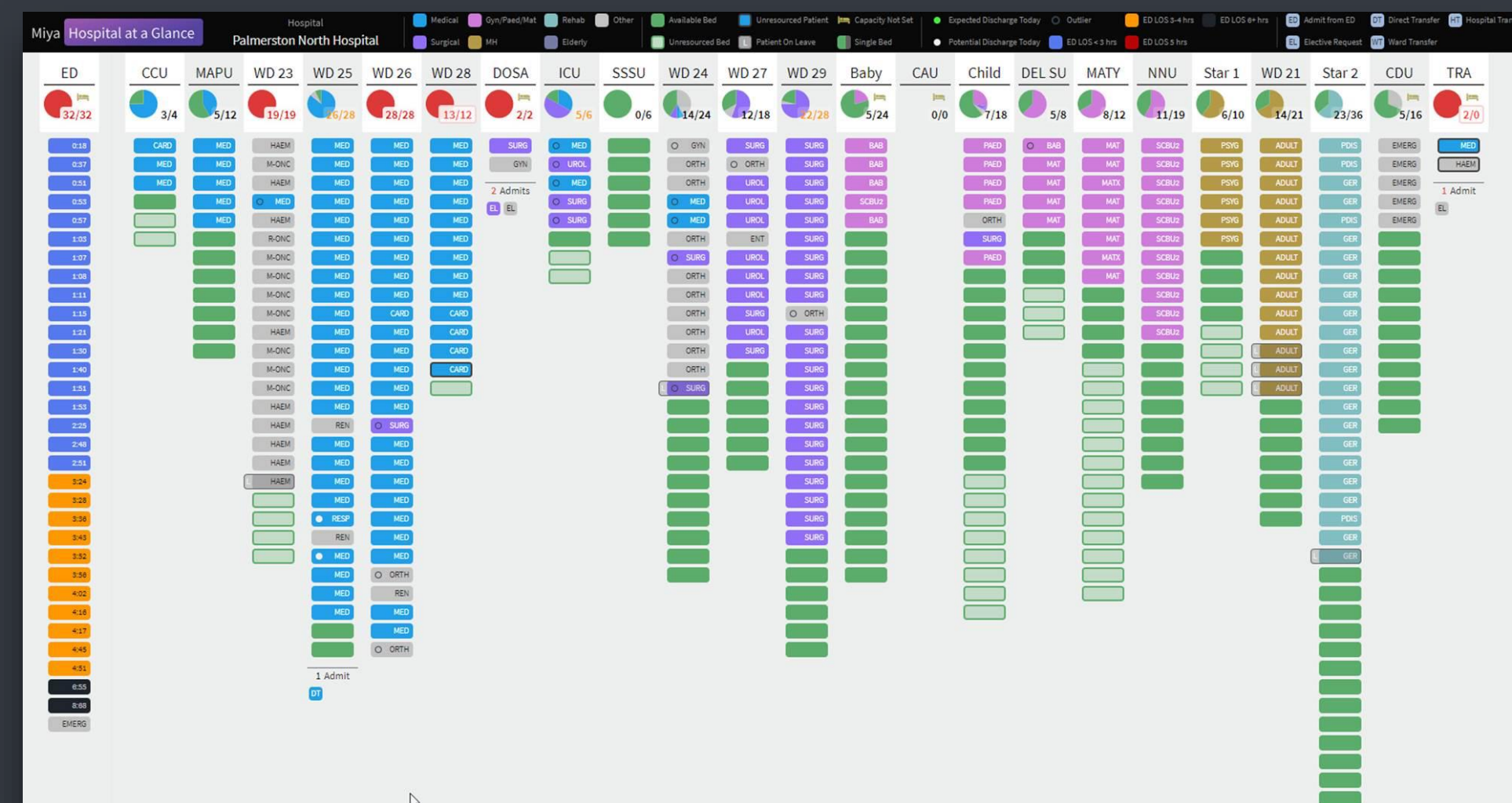
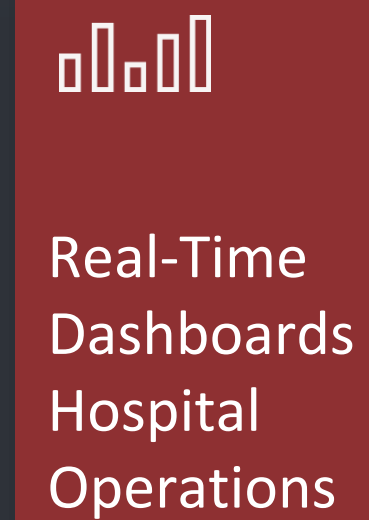
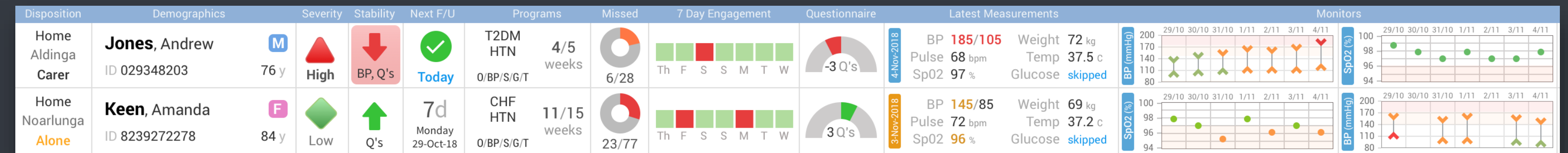
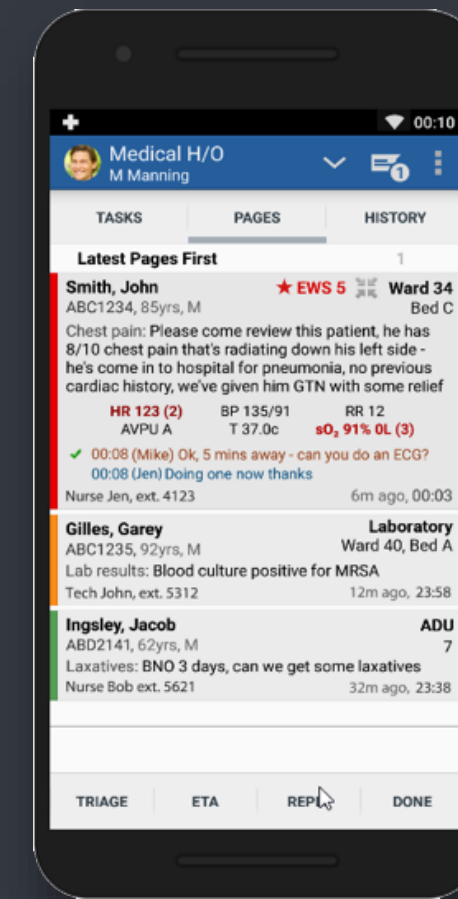




Miya Precision

Target Workflow





From this.....To This



23/04/15									
THURSDAY									
NURSE IN CHARGE: James									
2IC: TUESDAY MONDAY WEDNESDAY									
ROOM NO.	NAME	RISKS	NURSE	CONSULTANT	EDD	RAPID ROUND	APPT'S ATTACH	D/C DESTINATION	COMMENTS
1	MESA	needs update	Theresa	lander	19/05	OT vac today		HTH	
2	MESA		Marie G.	Brookings	23/4	Pacemaker		Home	
3	MESA		Marie G.	Medical	27/04	admission		Home	
4			Theresa	lowe	25/04	admission		Home	
5			Theresa	lowe	24/04	admission		Home	
6			Pip	Dagmar				Home	
7-1			Pip	Dagmar				Home	
7-2			Pip	Dagmar				Home	
7-3			Pip	Dagmar				Home	
7-4			Pip	Dagmar				Home	
7-5			Pip	Dagmar				Home	
8-1			Marie G.	Orlho	25/04	admission		Home	
8-2			Marie G.	Orlho	29/04	admission		Home	
8-3			Marie G.	Orlho	29/04	admission		Home	
8-4			Marie G.	Orlho	29/04	admission		Home	
9-1			Fiona	Wilson	25/4	admission		Home	
9-2			Fiona	Wilson	24/4	admission		Home	
9-3			Fiona	Wilson	24/4	admission		Home	
9-4			Fiona	Wilson	24/4	admission		Home	
10-1			Marie L.	Rhind	24/4	admission		Home	
10-2			Marie L.	Rhind	24/4	admission		Home	
10-3			Marie L.	Rhind	24/4	admission		Home	
10-4			Marie L.	Rhind	24/4	admission		Home	
11-1			Marie L.	Rhind	24/4	admission		Home	
11-2			Marie L.	Rhind	24/4	admission		Home	
11-3			Marie L.	Rhind	24/4	admission		Home	
11-4			Marie L.	Rhind	24/4	admission		Home	
12-1			Marie L.	Rhind	24/4	admission		Home	
12-2			Marie L.	Rhind	24/4	admission		Home	
12-3			Marie L.	Rhind	24/4	admission		Home	
12-4			Marie L.	Rhind	24/4	admission		Home	
12-5			Marie L.	Rhind	24/4	admission		Home	

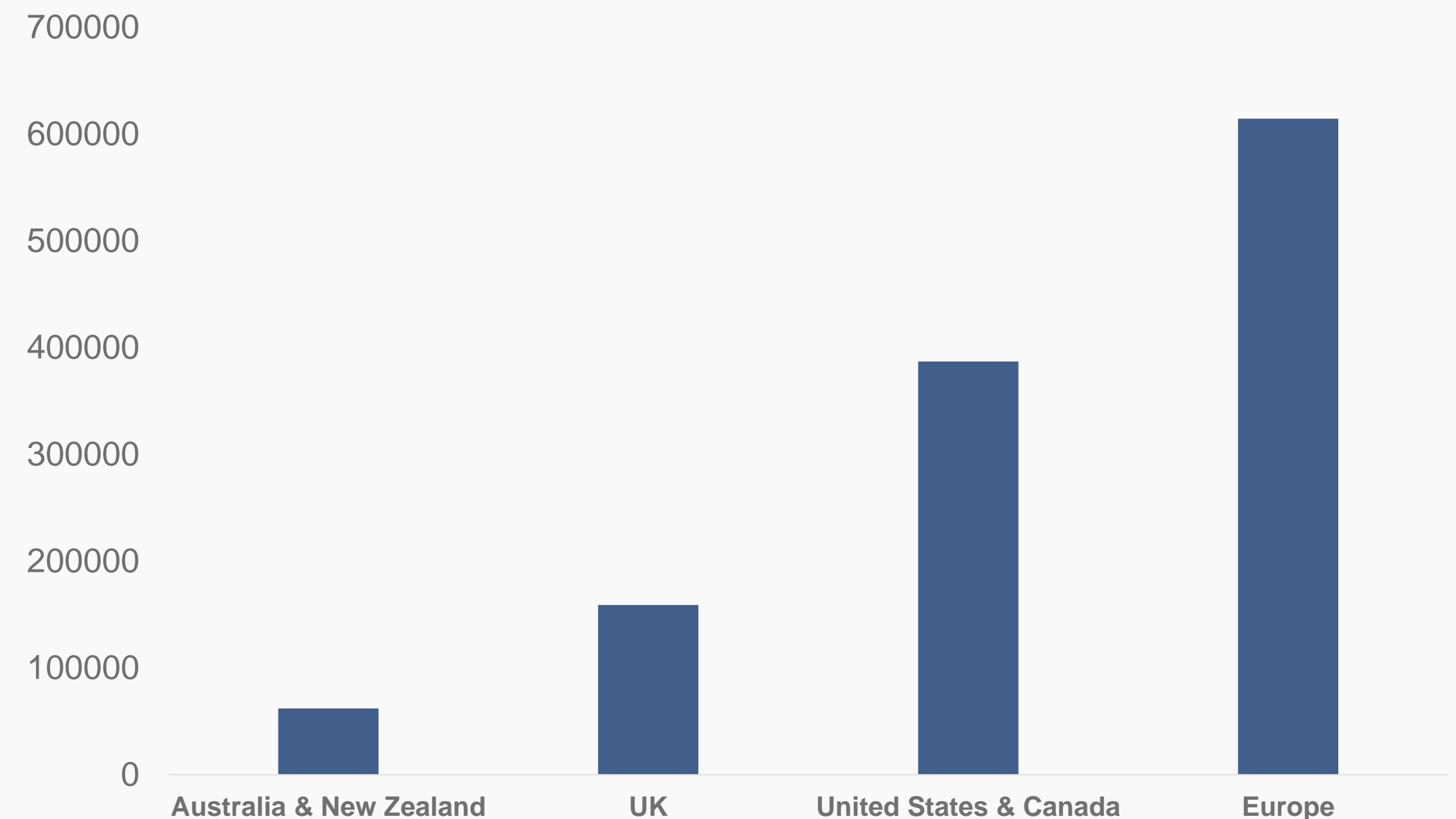
Welcome Demo Nurse									
Miya Patient Flow									
FLR - F2D									
Find & Manage Patients									
Team	Bed/Rm	Patient Name	Unit/Dr	LOS	Diet Code	Flags	TBP	Internal Referrals	D/C Dest
Bob S.	B01 R01	Meyer, Carey	38y	43	FO				Real Care - New
Polly E.	B02 R01	Chang, Wilma	78y	7	D				Real Care - Re...
Polly E.	B03 R02	Justice, Carl	71y	2	F				Home
Polly E.	B04 R03	Travis, Jenny	27y	31	HEHP				Home
Bob S.	B05 R04	Mason, Andres	83y	6	L				SNAP - Gem
Bob S.	B06 R04	Whitney, Kris	19y	5	S				Home
Bob S.	B07 R04	Benjamin, Wm	85y	7	HEHP				Home
VACANT									
Tina B.	B09 R05	Knight, Teri	49y	23	NILN				Home
Tina B.	B10 R06	Rocha, Dominique	82y	29					TBD
Tina B.	B11 R07	Good, Billy	90y	2	S				Home
Tina B.	B12 R07	Tucker, Tyler	42y	28					Home
Tom P.	B13 R07	Meyer, Alvin	74y	5	HEHP				SNAP - Rehab
Summary									
Boards & Outliers	Number of Incoming Patients	Elective Admission Requests	Transfer Requests	Direct Admissions	ED Length of Stay				
7	24	0	0	0	0				
Boards	Outliers	Today	Tomorrow	Today	Tomorrow	Today	Tomorrow	Today	Tomorrow
		0	0	0	0	0	0	0	0
Referral Legend: Referred Active Completed Rejected									

Market opportunity – AU, NZ, UK

- International expansion initially focused where current customers exist - AU, NZ and UK
- Significant opportunity to cross-sell
- In 2016, the number of hospital beds across these regions:
 - 159,000 in UK & Ireland
 - 700,000 in Europe
 - 62,000 beds in Australia and New Zealand

Market adoption remains at an early stage with strong global growth drivers including need to eliminate preventable patient deaths and avoidable cardiac arrests

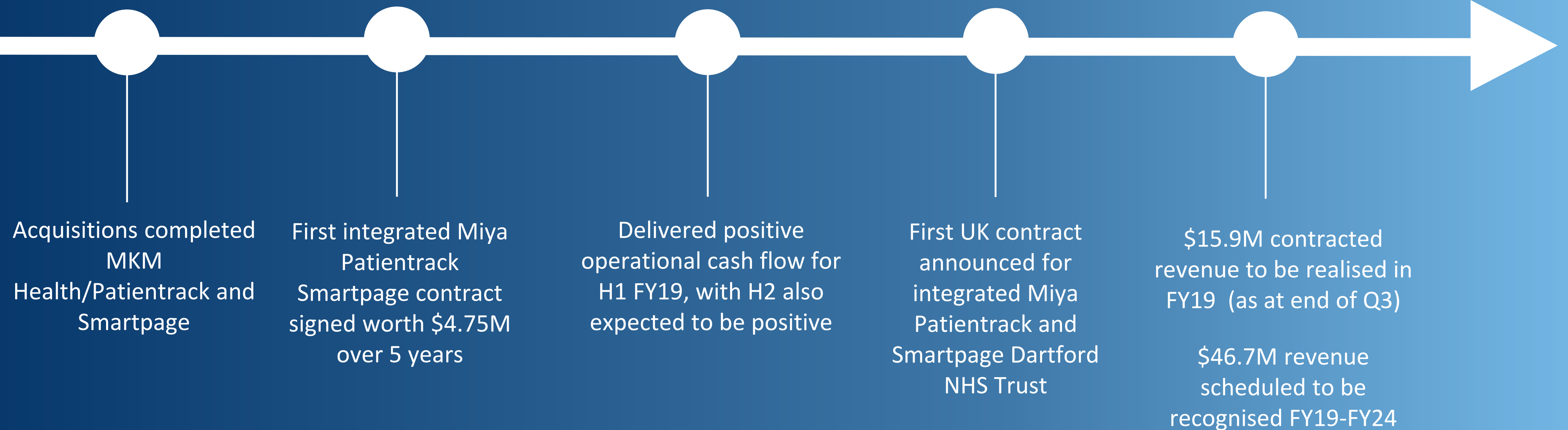
Number of Hospitals by Region (2017)



The Competitive Landscape

Category	Usage	How Alcidion compares / complements	Major Players
Large EMR vendors	<ul style="list-style-type: none"> Currently installed in most states of Australia and in a number of NHS Trusts Interested in improving their use of data but constrained by their technology and customer base 	<p>We help customers realise the value to these large, transactional based systems through application of smart data insights</p> <p>EMR data provides us with the opportunity to apply our platform and algorithms</p>	<p>EPIC Cerner Intersystems Allscripts Philips</p>
Best of Breed solution	<ul style="list-style-type: none"> Customers choosing the best in class for a particular application and relying on integration <ul style="list-style-type: none"> We fill a niche area with our Patientrack and Smartpage solutions in this space Our Miya platform can consolidate and provide a single user interface and apply decision logic across multiple solution vendors 		<p>Orion Health DXC iMDSOFT Nervecentre CARPS Telstra Health</p>
Data Analytics Provider	<ul style="list-style-type: none"> Typically these are drawing on retrospective data and producing predictive data models Aggregate data and apply Business Intelligence tools 	<p>We are drawing on data real time whilst patient being treated</p> <p>Identifying risks and notifying in real time</p> <p>Able to apply Algorithms (our own and 3rd party) to consistent real time data</p>	<p>KenSci Lightfoot Agenic Intelligence Pascal Metrics</p>

An emerging leader in healthcare analytics

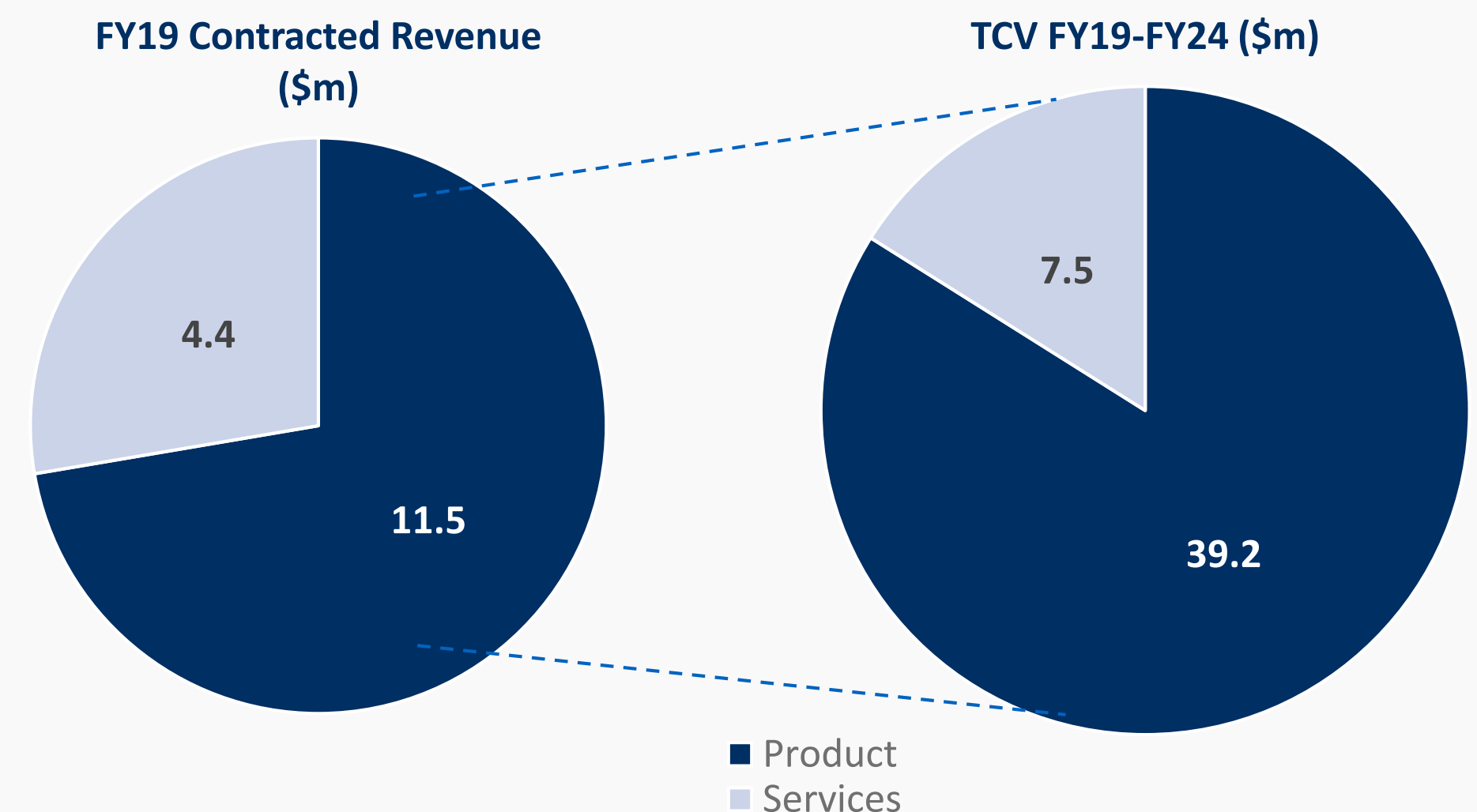
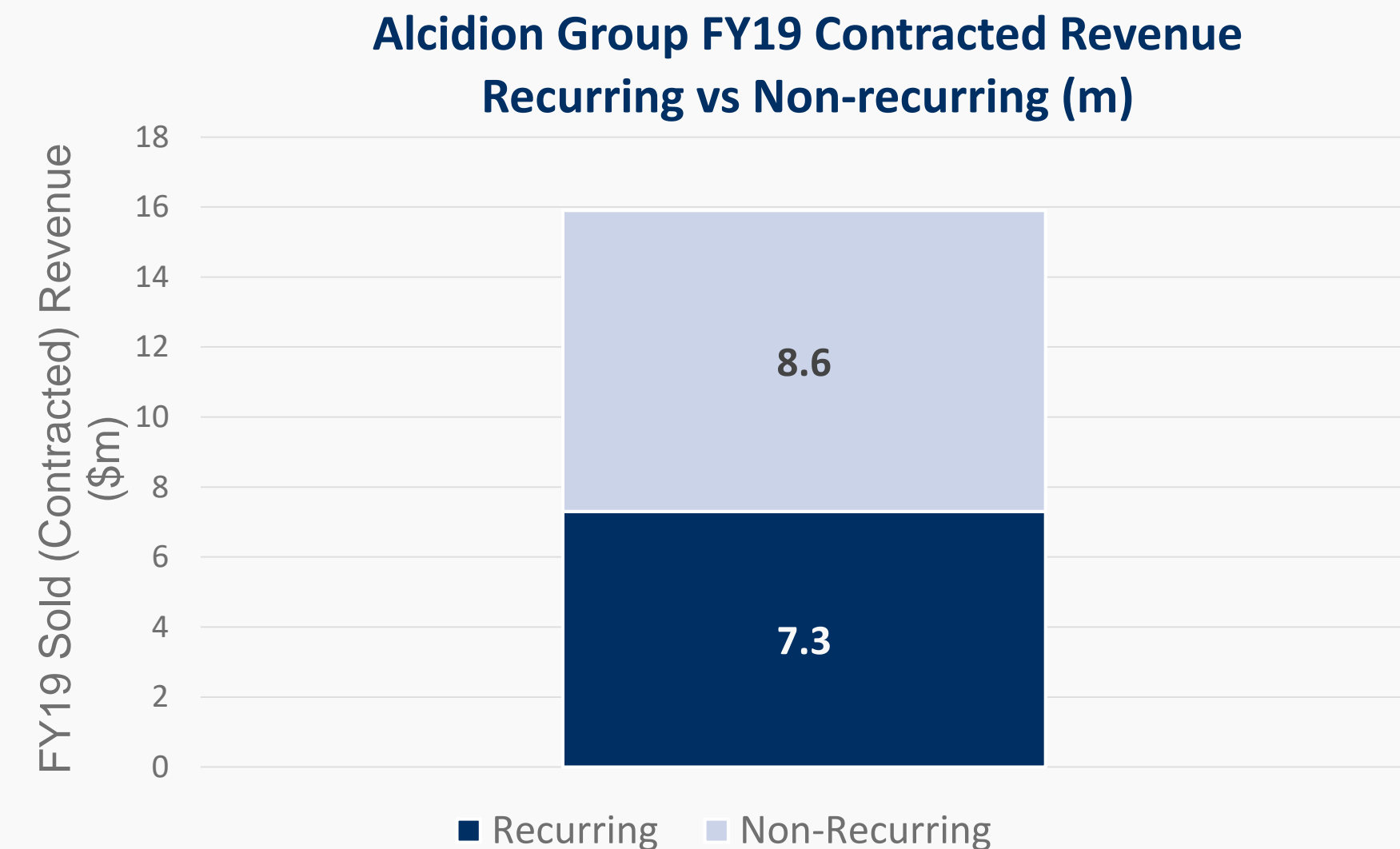


Two acquisitions delivered a diversified product platform, enhanced IT and sales capability, significantly improving the Company's financial position

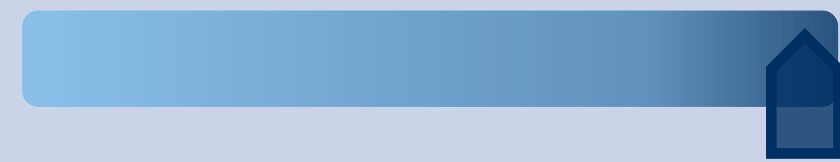
Q3 FY2019 Highlights

Q3 FY2019 results demonstrated continued growth in sales, added contracted revenue, positive net cash inflow and boost to cash reserves.

- Positive cash flow in Q3 confirms expected operational cash surplus for FY19
- Q3 net operating cash surplus of \$1.3m, with cash receipts of \$6.2m
- Cash reserves \$2.9m, sufficient to support ongoing business operations - expect cash reserves to be further boosted in Q4
- 24 contracts signed or renewed in Q3, with \$5.3m Total Contract Value (TCV) added
- Total contracted revenue pool of \$46.7 million (out to FY24)
 - \$15.9 million scheduled to be recognised in FY19, as at end Q3
- H1 FY2019 total revenue of \$7.3 million (462% increase on H1 FY18 \$1.3 million) demonstrating strong year-on-year growth
- Positive operating cash flow expected in Q4

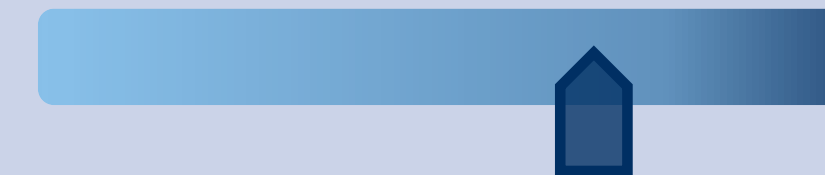


Integration



- Roles and products integrated
- Brand consolidation project started
 - One Company from July 1

Cross-selling to existing customer base



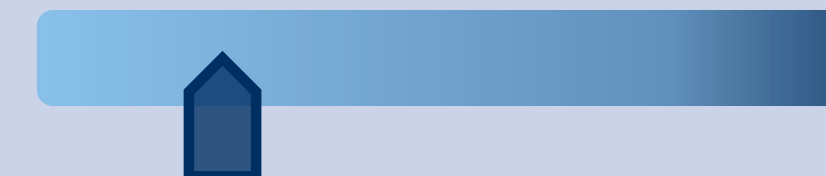
- Focus on key reference sites & established customers
 - Grow pipeline
 - Speed up pipeline conversion

Technology enhancement



- Establish further global partnerships
- Selected for Innovation Proof of Concept for NSW Health to prove our proposition

International growth



- Invest in existing markets in UK and NZ
- Use UK as platform to enter near geographies
- Identify partners with access to new markets such as Asia and North America

Why invest in Alcidion

- Large market opportunity and the right context – digital patient data is driving demand for better healthcare analytics
- A leading-edge technology suite – increasingly looked upon as a strategic solution for improving healthcare delivery
- Differentiated offering – meets a range of needs for the healthcare organisation from improved safety to productivity
- Track record of delivering commercial results – management brings deep specialist healthcare IT + deep industry relationships
- Near-term value creation as contracted revenue pipeline grows and cross-selling opportunities are leveraged across the UK, Australia and New Zealand
- Clear pathway to cash flow generation and profitability



Company snapshot



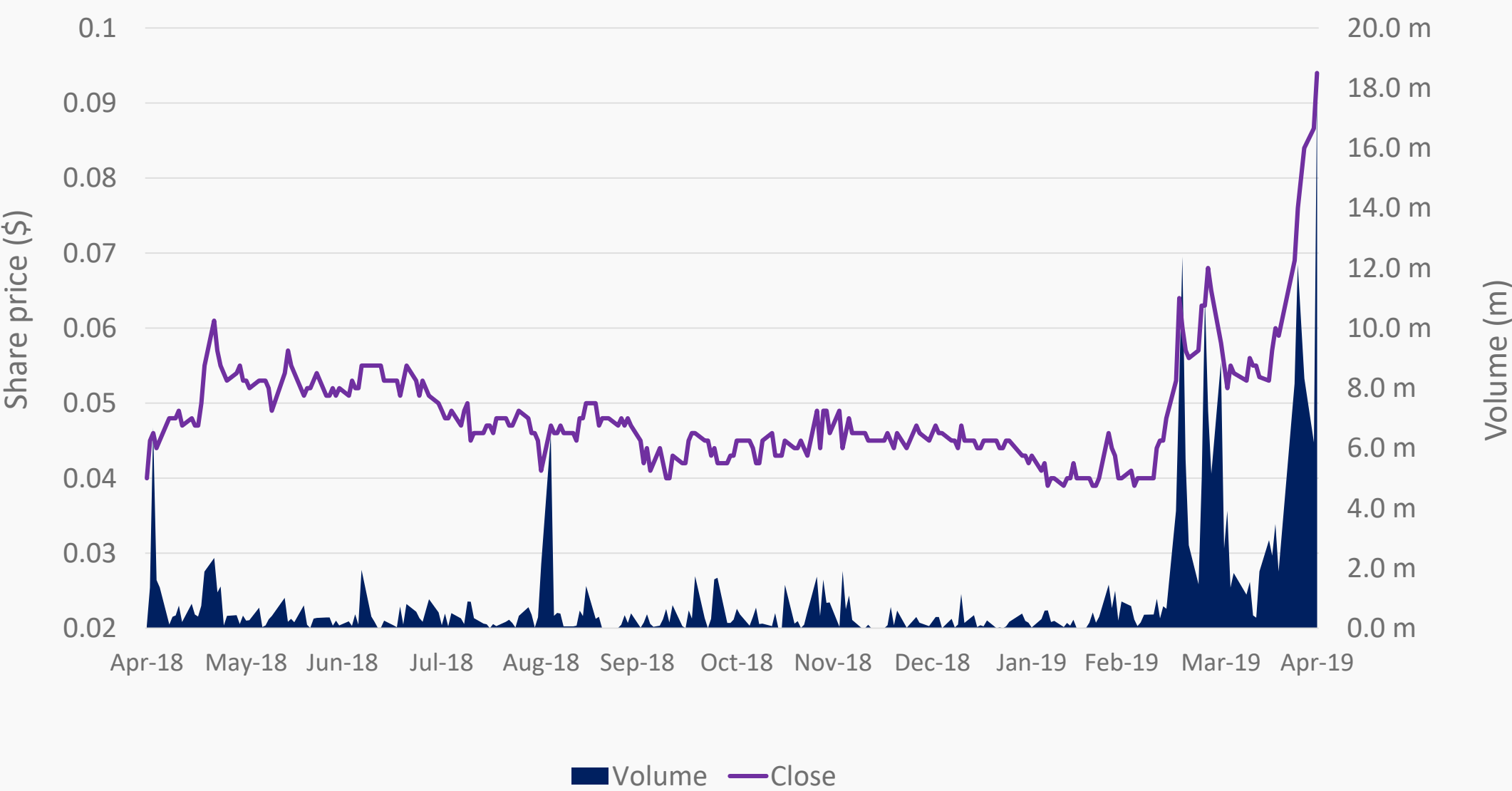
Capital Structure

Ordinary shares on issue	805.7m
Share price (30/04/19)	0.094
Market capitalisation	\$75.7m
Net cash (31/03/18)	\$2.9m

Major Shareholders

Name	Shares Held	% issued shares
Malcolm Pradhan	134.6m	16.7%
Ray Blight	95.8m	11.9%
Isle of Wight Pty Ltd (Colin Mackinnon – MKM Health)	43.2m	5.4%
Caledonia Nominees Pty Ltd (Donald Kennedy – Patientrack)	43.1m	5.4%
Kate Quirke	33.2m	4.1%
Other Significant Management/Staff	68.4m	8.5%
Top 20 Holders	485m	60%

Share Price / Volume History (last 12 months)



Board

Name	Position
Ray Blight	Non-Executive Chairman
Kate Quirke	Executive Director
Dr. Malcolm Pradhan	Executive Director
Nick Dignam	Non-Executive Director
Geoff Rohrsheim (resigned effective 30 June 2019)	Non-Executive Director
Rebecca Wilson	Non-Executive Director

Kyahn Williamson

Head of Investor Communication

WE Buchan

kwilliamson@we-buchan.com

+61 401 018 828