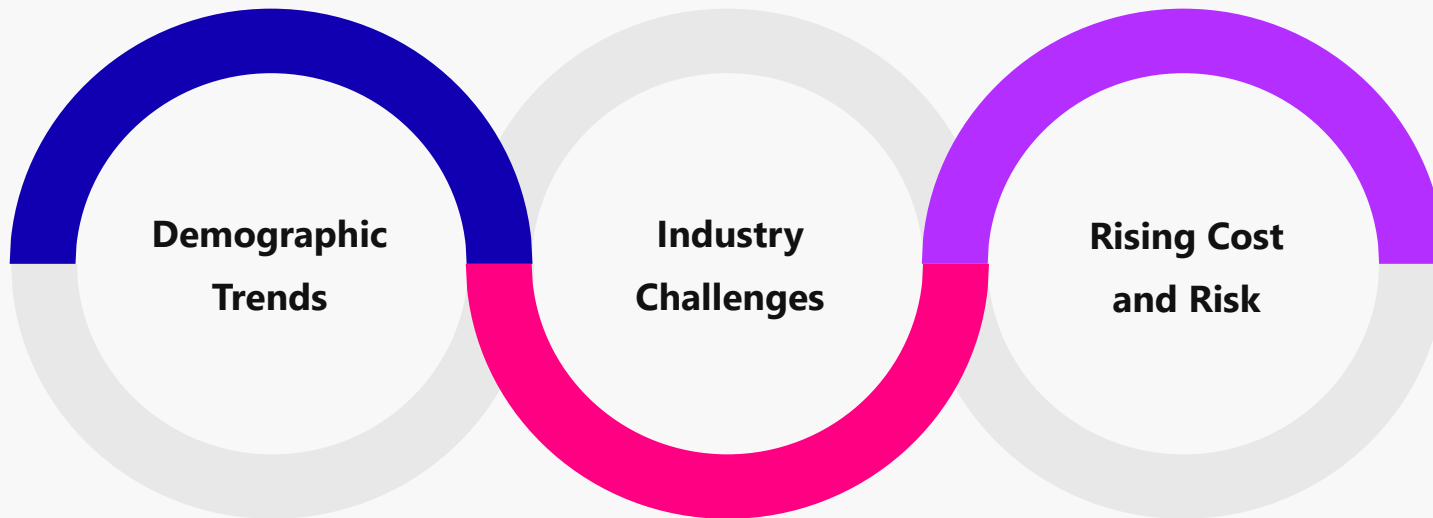


# Investor Presentation

Leading the digital transformation of healthcare

**Kate Quirke, Group Managing Director**  
Annual General Meeting – 14 November 2019

# Challenges facing healthcare providers



- Ageing population
- Rise in chronic disease

- Disenfranchised Workforce
- 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

Big single solution EMR is not the answer - care team productivity can drop by 20-30%

**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 of hospital-acquired complications to the Australian public sector in FY18. That's 8.9% of hospital expenditure

**3<sup>rd</sup>**

Adverse events in hospital are 3<sup>rd</sup> leading cause of death in the US

## Better lives by transforming healthcare delivery through smart technology

- Highly differentiated **platform providing smart infrastructure for healthcare**
- **AI-powered** clinical decision support system (CDSS) that improves safety and productivity
- **Comprehensive solution** to transform healthcare delivery, supported by skilled service delivery team



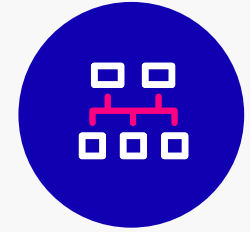
**30K**

Beds using our technology



**215**

Hospitals across the UK, Australia, New Zealand



**42**

Healthcare organisations transforming healthcare with us



**11K**

Active users



**79M**

Observations recorded

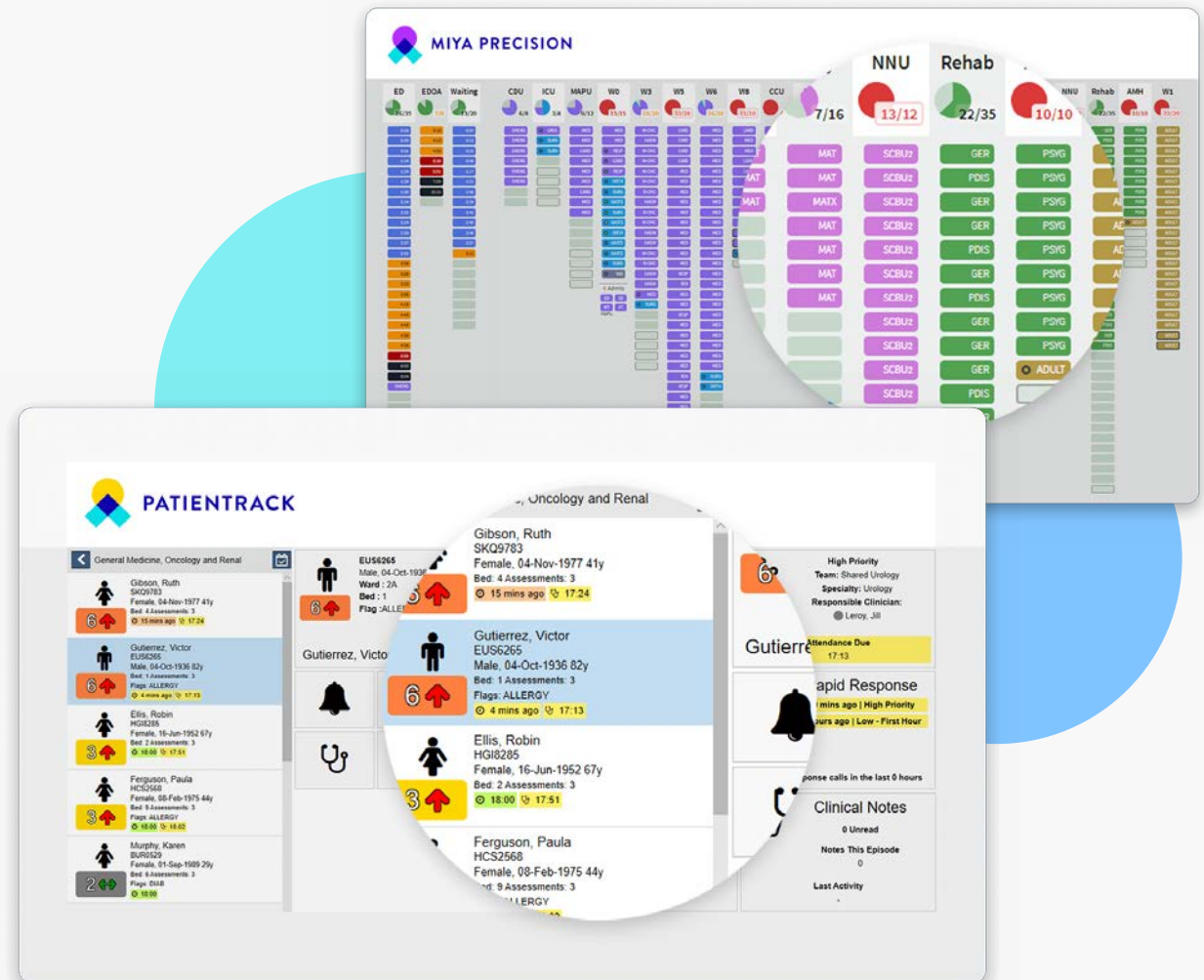


**590K**

Alerts generated

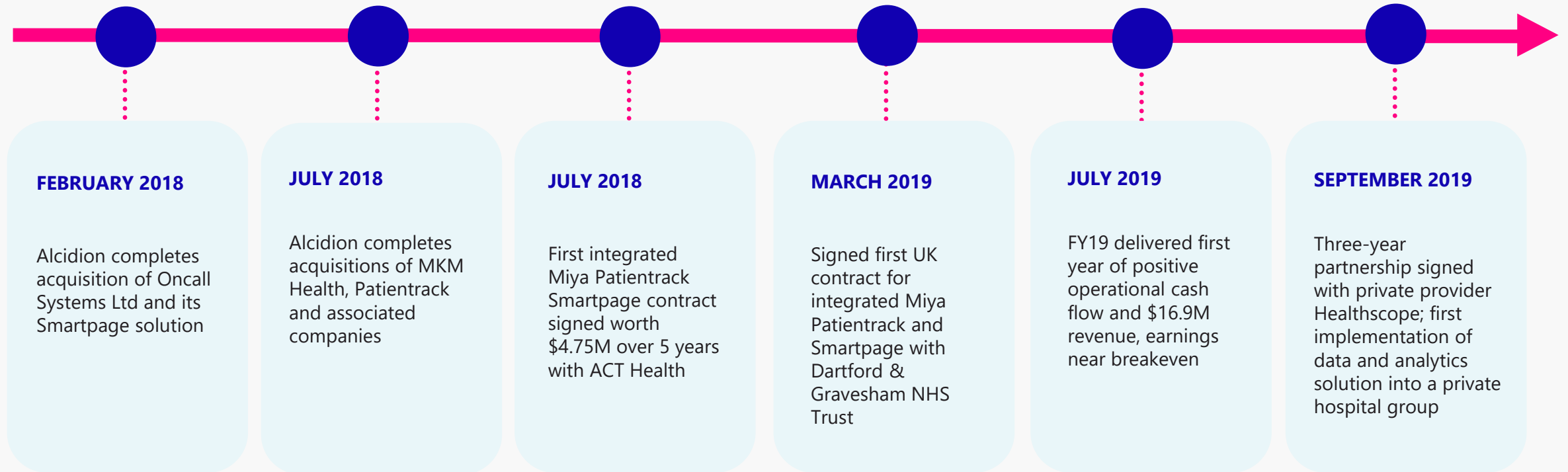
# Uniquely placed to transform healthcare delivery

- Miya Precision is an innovative events driven platform
- Adds real value to existing investment in Electronic Medical Records (EMR)
- Better decisions engineering the risk out of healthcare, pushed to the point of care
- Business intelligence to reduce costs and improve productivity
- Operates using open standards and able to integrate with any solution
- A highly differentiated combined product offering that incorporates electronic observations and clinical communications



## Alcidion's growth since listing in 2016

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



# Product demonstration



# Our opportunity to accelerate growth

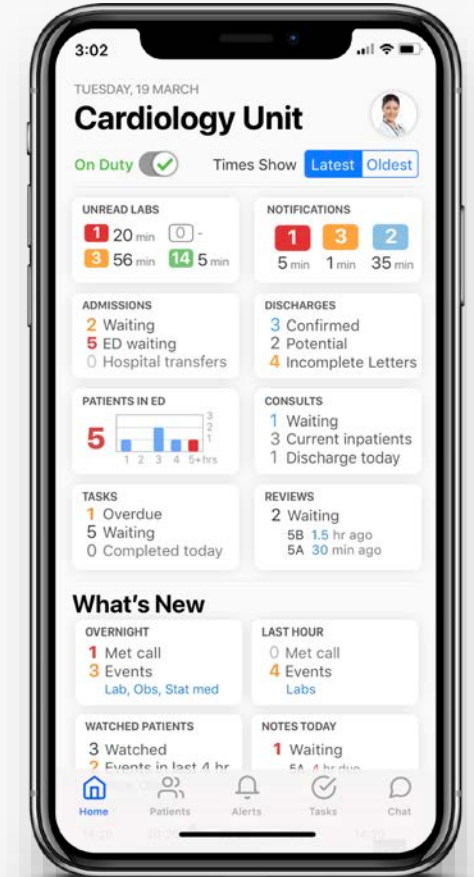
# Capitalising on the Growth Opportunity

## The Growth Opportunity

- Significant global market opportunity - digital patient data driving demand
- Regulatory environment leading technology adoption in healthcare
- A leading-edge technology suite and differentiated product offering
- Delivering commercial results, near-term value creation as contracted revenue pipeline grows

## Capital raise

- Institutional placement in November 2019 raised \$16.2m to accelerate growth and strengthen balance sheet
- Growth to be driven by
  - **Organic growth** – funds to be used to scale business development and strengthen sales
  - **Geographical expansion** – new territories through direct entry and partners
  - **Acquisitions** – where appropriate for scale or to enter new geographies



# Growth Strategy underpinned by additional \$16.2m capital

Geographical expansion

Further develop out of hospital care

Add distribution channels

Scale existing business

Accelerate growth in existing markets

## Use of funds

### Accelerate the ANZ Business

- Strengthen sales and marketing capabilities to demonstrate value of our platform to existing EMR solutions in public sector

### Scale Up the business to meet growth

- Investments in Miya Precision platform and strengthening Alcidion's ability to deploy Miya Precision

### Infrastructure and Development

- Strengthened cash reserves
- Investments in sales, marketing and clinical support resources to underpin market adoption

### Accelerating UK growth

- UK is Alcidion's largest addressable market
- Miya Precision has first mover advantage in UK

### Enter new geography

- Currently analysing markets with earliest potential
- Canada, Singapore, South Africa, Germany, Scandinavia are early possibilities
- This may be via channel partnership, direct entry or acquisition

## Australia – ready to expand

### Current state of play

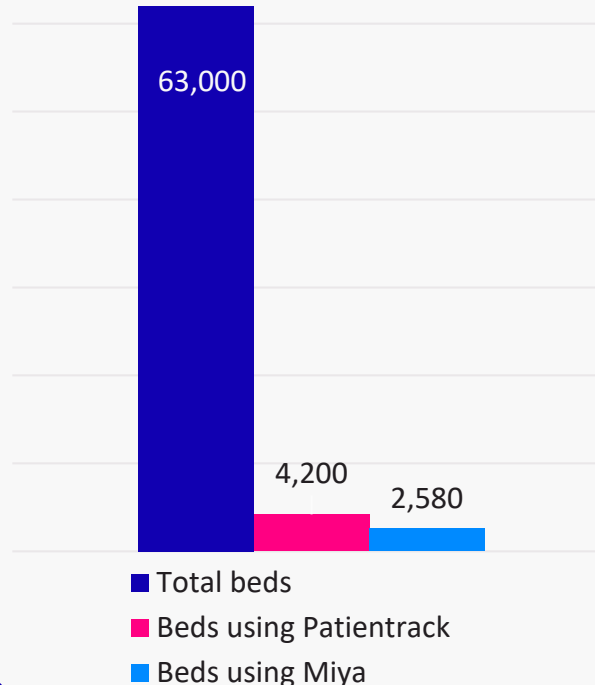
- EMR penetration in public sector is high: 60-70% of hospitals (beds) covered by part or all EMR
- Hospital spending rising by 4.2% per annum
- Alcidion has 50+ customers covering over 150+ hospitals for services and products

### Key customers



### Alcidion today

Opportunity to increase share of beds

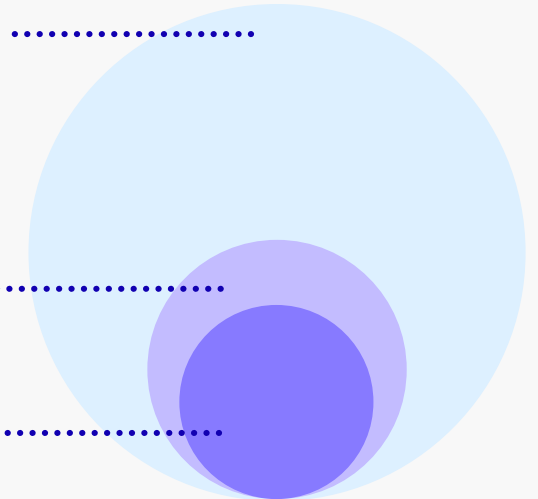


### Global Market potential - 5 years

**\$1.63Bn** total market potential across AU, UK, NZ

**\$450M** total market potential in AU for all products and services

**\$240M** Alcidion's target accessible market in AU, adjusted for achievability



### Our strategy

- Add value to existing EMR investment through mobile EMR and clinical decision support
  - Offer alternative to EMR by interoperability and enhance 'best of breed'

## UK – our largest current market

### Current state of play

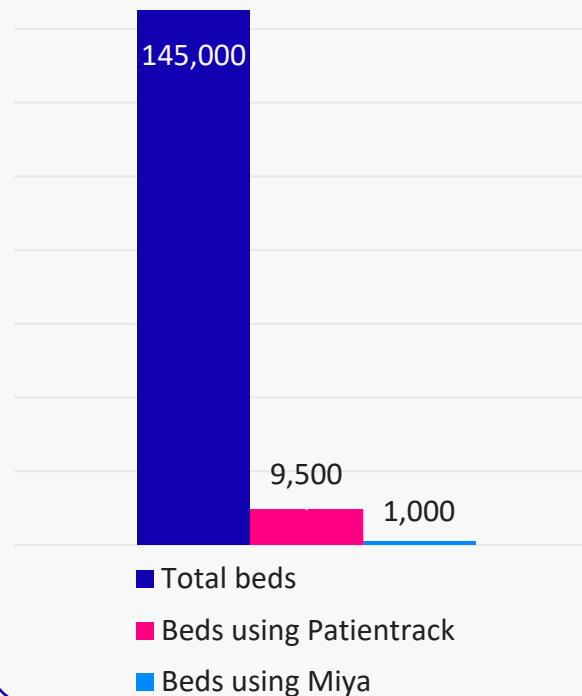
- Early adopter of new technology within Europe, less EMR penetration, hybrid approach including best of breed
- NHSX - government leading push to paperless healthcare
- Alcidion currently has 16 Trusts covering 35 hospitals

### Key customers



### Alcidion today

Opportunity to increase share of beds

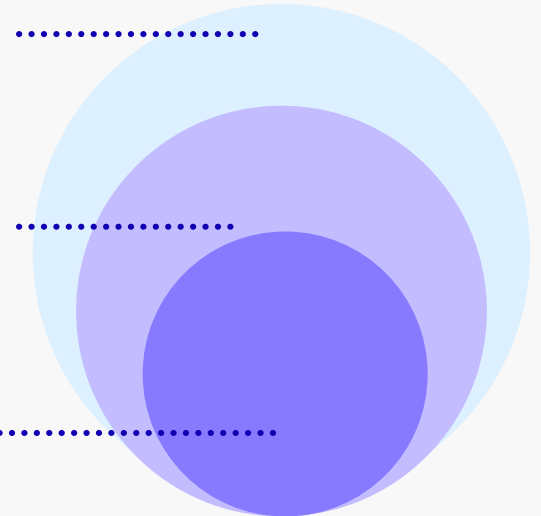


### Global Market potential - 5 years

**\$1.63Bn** total market potential across AU, UK, NZ

**\$1.1Bn** total market potential in UK for all products and services

**\$586M** Alcidion's target accessible market in UK, adjusted for achievability



### Our strategy

- Dual strategy – leapfrog integrated EMR
- Add value to existing EMR implementations
- Focus on penetration and growth through replacement of paper and pagers as per NHSX strategy

# NZ - strong existing presence provides future potential to upsell

## Current state of play

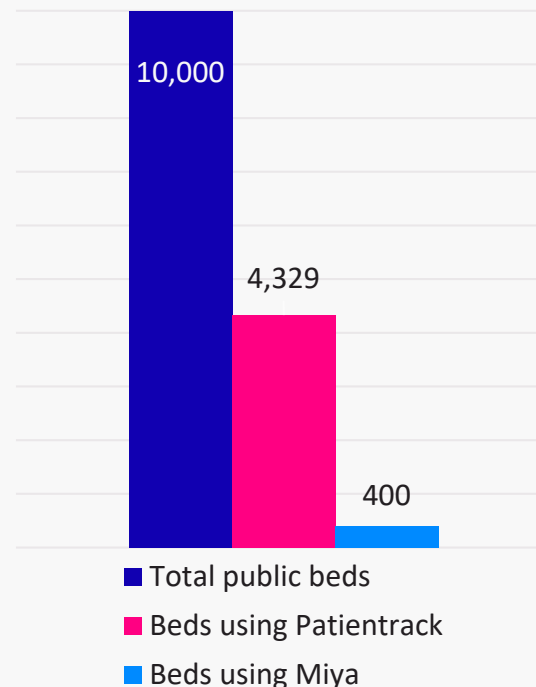
- Best of breed more commonly used over integrated EMR
- Patienttrack clear market leader for patient observations in South Island District Health Boards and Northern Region with 40% of the market
- Alcidion has existing contracts with 11 DHBs covering 30 hospitals for Patienttrack and data services

## Key customers



## Alcidion today

Opportunity to increase share of beds

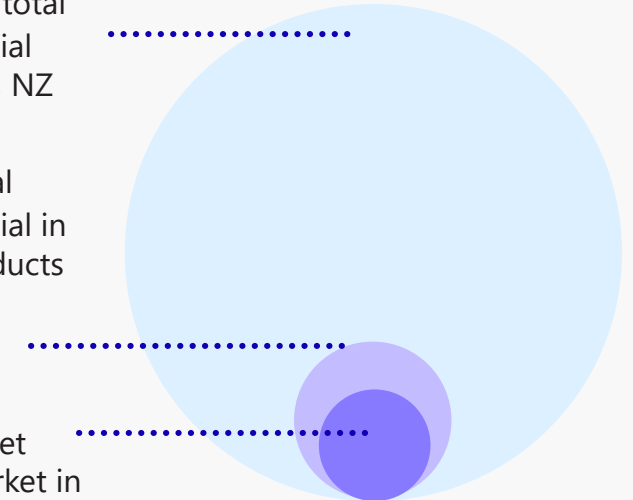


## Global Market potential - 5 years

**\$1.63Bn** total market potential across AU, UK, NZ

**\$75M** total market potential in NZ for all products and services

**\$42M** Alcidion's target accessible market in NZ, adjusted for achievability



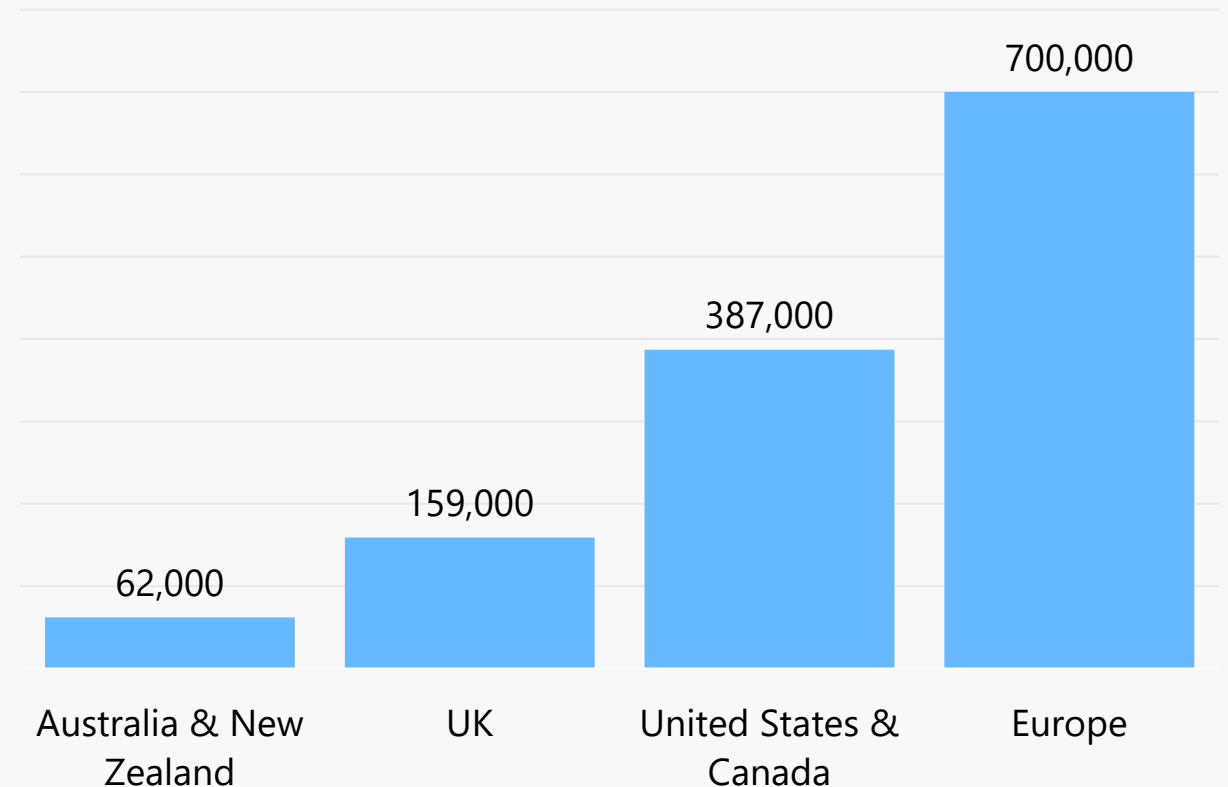
## Our strategy

- Offer an alternative to an integrated EMR
- Provide the base for an interoperability platform to support their best of breed approach

## Opportunity in additional markets

- Similar drivers for adoption exist
- Shift to digitalisation still at an early stage in many markets
- Currently analysing markets with earliest potential
- Canada, Singapore, South Africa, Germany, Scandinavia are early possibilities
- Entry to these markets and others may be through channel partners

**Number of Hospitals by Region (2016)**



## Operational Update

- **Delivery / implementation on major projects**

Dartford and Gravesham NHS Trust – Phase 1 of strategic project (Patientrack) – now live

Referral service directory for Queensland Health – now live

Alfred Hospital data analytics platform delivered

- **Sales force expansion** – Appointed General Manager of Sales and Marketing, UK and added new sales executive for Southern Region based in Victoria
- **eHealth NSW Proof of Concept innovation challenge** early outcomes being presented at eHealth NSW expo
- **Presenting and exhibiting at market-leading exhibitions in the coming week** - SA Health Expo, Digital Health Week in NZ, Scottish Patient Safety Congress, and eHealth NSW Expo

## The opportunity ahead for Alcidion

- **Positioned to capture large market opportunity** at the right time, as healthcare undergoes digital transformation
- **Differentiated offering and unique tech platform** – delivering solutions for a range of hospital needs with strong cross-selling opportunities
- **Scalable business model with clear growth strategy** – opportunities in out of hospital care, entry into new geographic markets, scaling up business across UK, Australia, New Zealand
- **Industry-leading management team** with proven track record of delivering commercial growth across the health IT sector
- **Strong commercial foundation** – established customer base and strong relationships in existing markets, healthy pipeline of recurring and non-recurring revenue, earnings at break-even with positive operational cash flow achieved in three quarters across FY2019



## Contacts

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