



**11 February 2020**

Australian Securities Exchange  
20 Bridge Street,  
Sydney NSW 2000

## **Investor roadshow presentation and business update**

**Melbourne, Victoria** – Alcidion Group Limited (ASX: ALC) today advises it has released the attached investor presentation and business update, which will be presented to investors this week by Managing Director Kate Quirke.

Highlights from the presentation include:

- Two contracts signed in Q3 since the release of the Appendix 4C, adding a further \$1 million of sold revenue to be recognised in FY2020
- An increasing market opportunity showing continued investment in digital health across Alcidion's current markets and details of Alcidion's expansion strategy
- Update on Q3 activities, including the planned launch of Miya MEMRe in the UK

Alcidion Managing Director Kate Quirke will be meeting with investors in Sydney and Melbourne from Tuesday 11<sup>th</sup> February to Thursday 13<sup>th</sup> February 2020.

**ENDS**

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### **About Alcidion**

Alcidion Limited (ASX:ALC) has a simple purpose: to transform healthcare with smart, intuitive technology solutions that meet the needs of hospital and allied healthcare, worldwide. It offers a complementary set of software products and services that create a unique offering in the global healthcare market; solutions that support interoperability, allow communication and task management, and deliver clinical decision support at the point of care to improve patient outcomes. In 2017 Alcidion acquired Oncall System and its Smartpage clinical communication system. In 2018 it acquired the Patientrack bedside patient monitoring software and MKM Health, an IT solutions and services provider. These offerings now operate under the Alcidion brand. With over 25 years of combined healthcare



experience, Alcidion brings together the very best in technology and market knowledge to deliver solutions that make healthcare better for everyone.

[www.alcidion.com](http://www.alcidion.com)

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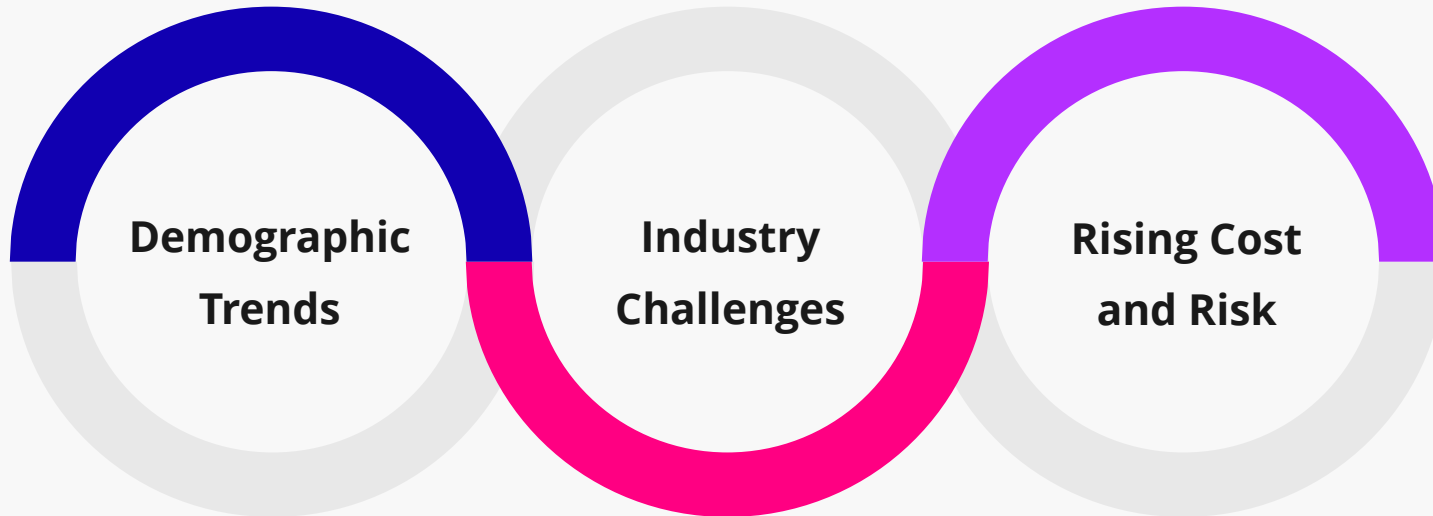
This announcement is authorised for release by the Board of Directors of Alcidion Limited.

# Investor Presentation

Leading the digital transformation of healthcare

**Kate Quirke, Group Managing Director**  
February 2020

# 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 to the Australian public sector of hospital-acquired complications in FY18, representing 8.9% of hospital expenditure

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

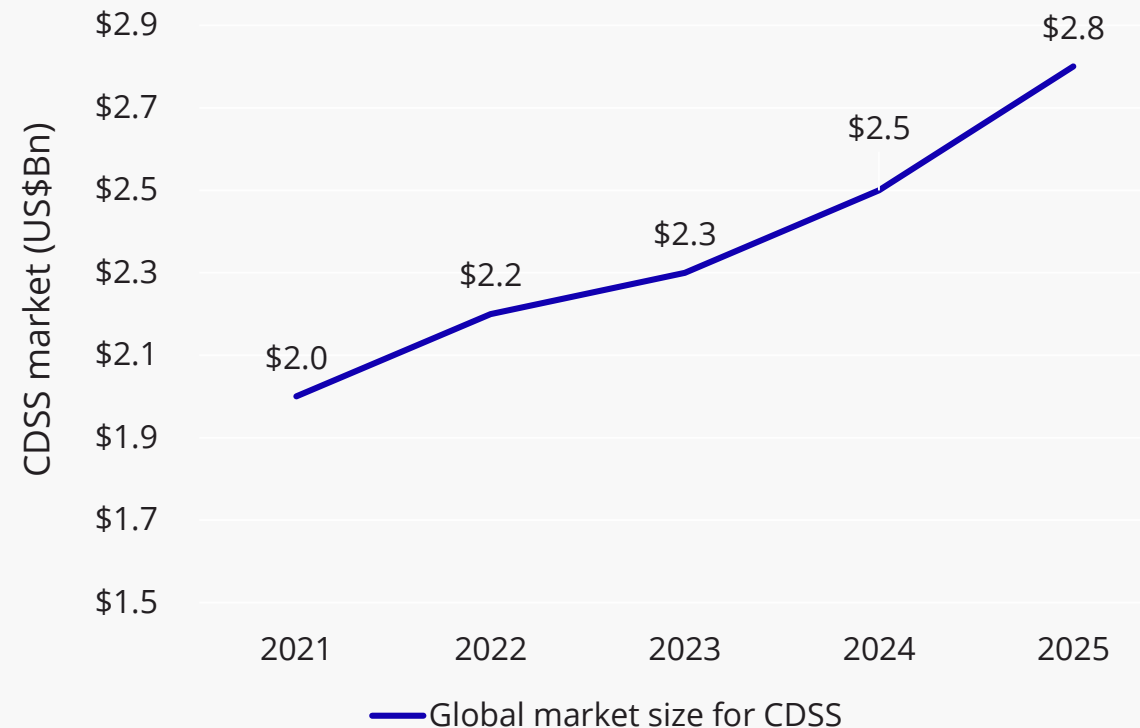
Adverse events in hospital are 3<sup>rd</sup> leading cause of death in the US

# Global market for clinical decision support systems to grow rapidly

Clinical decision support systems (CDSS) provide clinicians and staff with timely information at the point of care, to help inform decisions about patient care

- CDSS market to rise 39% over five years to US\$2.8 billion\*
- Knowledge-based CDSS products to grow to US\$2.4bn (40.7%) by 2025, vs non-knowledge-based CDSS products (17.2%)
- 400,000 lives lost globally due to medical errors, with \$1 trillion annual financial burden on hospitals globally. This has led to a growing emphasis on adopting CDSS technology
- Strong opportunity for Alcidion to capitalise on this market growth, funds raised to scale-up business and technology

## GLOBAL FORECAST GROWTH OF THE CDSS MARKET



# Our Solution



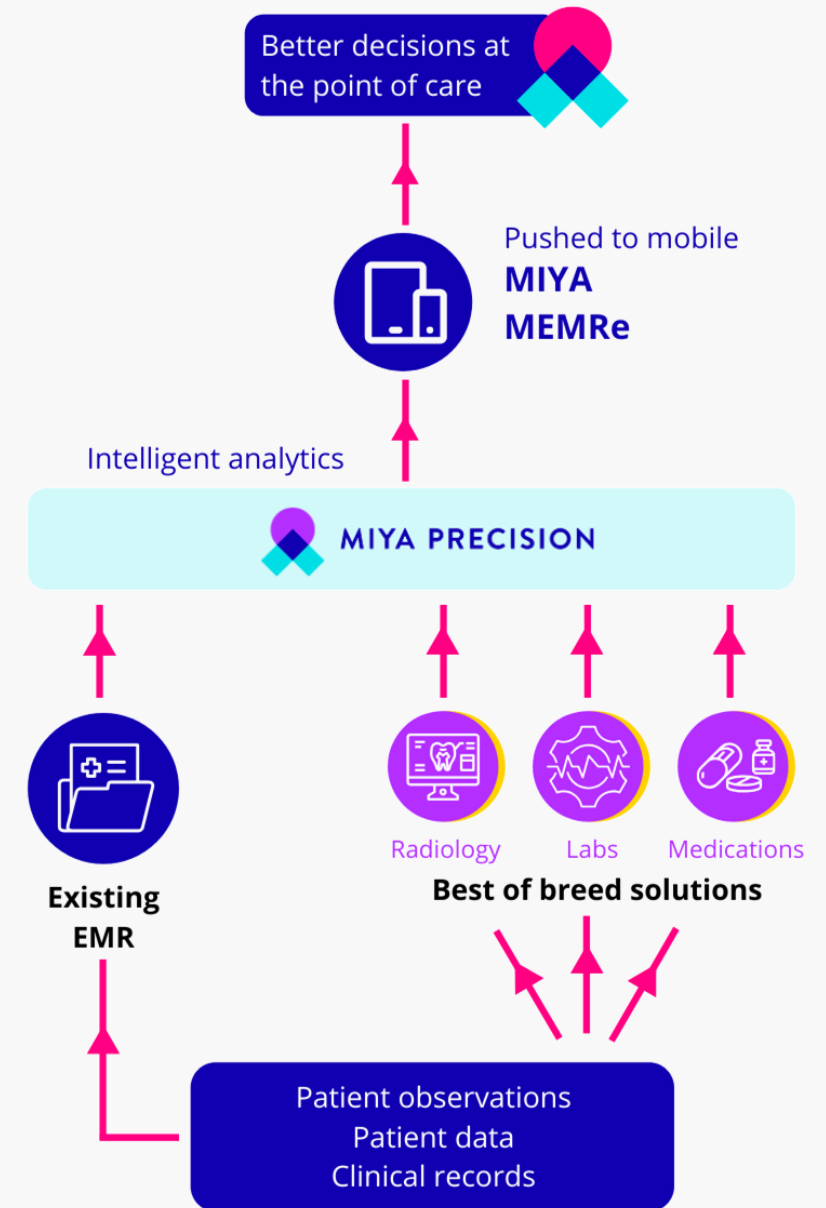
# Our unique technology platform

## The problem with an EMR

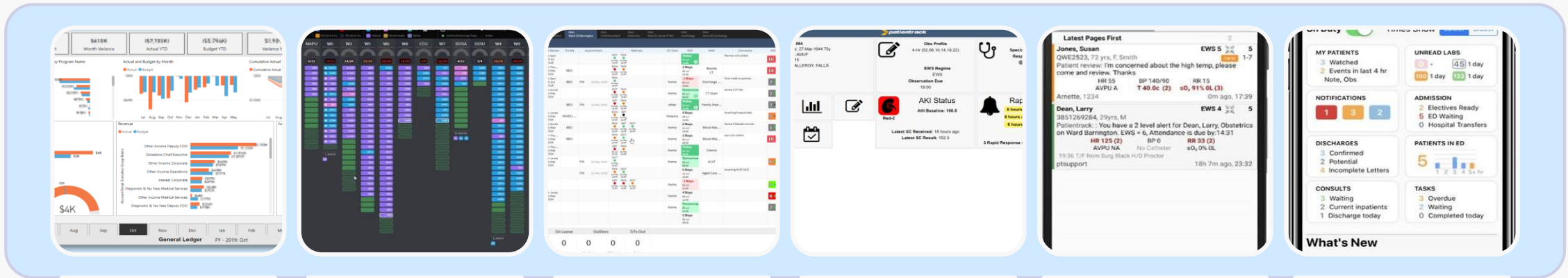
- EMR systems were designed as data repositories & do not support scalable real-time Clinical Decision Support (CDS) & automation that can improve clinical productivity
- While EMRs have improved many aspects of clinical care, they have also taken a toll on clinical productivity

## Our point of difference

- A **real-time**, clinical decision support system (CDSS) platform providing **smart infrastructure for healthcare**
- **Next-generation CDSS** able to support a high volume of algorithms and respond to changes in patient status
- Customisable dashboards and workflow automation **improves productivity** and ensures **critical information is easily accessible**
- **Integrates with existing EMRs** or can leapfrog EMRs and integrate **best-of-breed solutions**



# Our solutions improve the delivery of healthcare



**Management Dashboards**  
 Consolidates real-time data from multiple systems presented clearly to support decision making

**Operational Dashboards**  
 Real-time overview & insights to organisation-wide status, pressure points & resource utilisation

**Patient Flow & Access**  
 Patient status summarising clinical indicators, resource availability & enabling streamlined care

**Clinical Documentation**  
 Observations & assessments captured at point of care, providing real-time notification of patient status & deterioration

**Clinical Communication**  
 Secure messaging between clinicians to support ease of communication, clinical workflow & task management

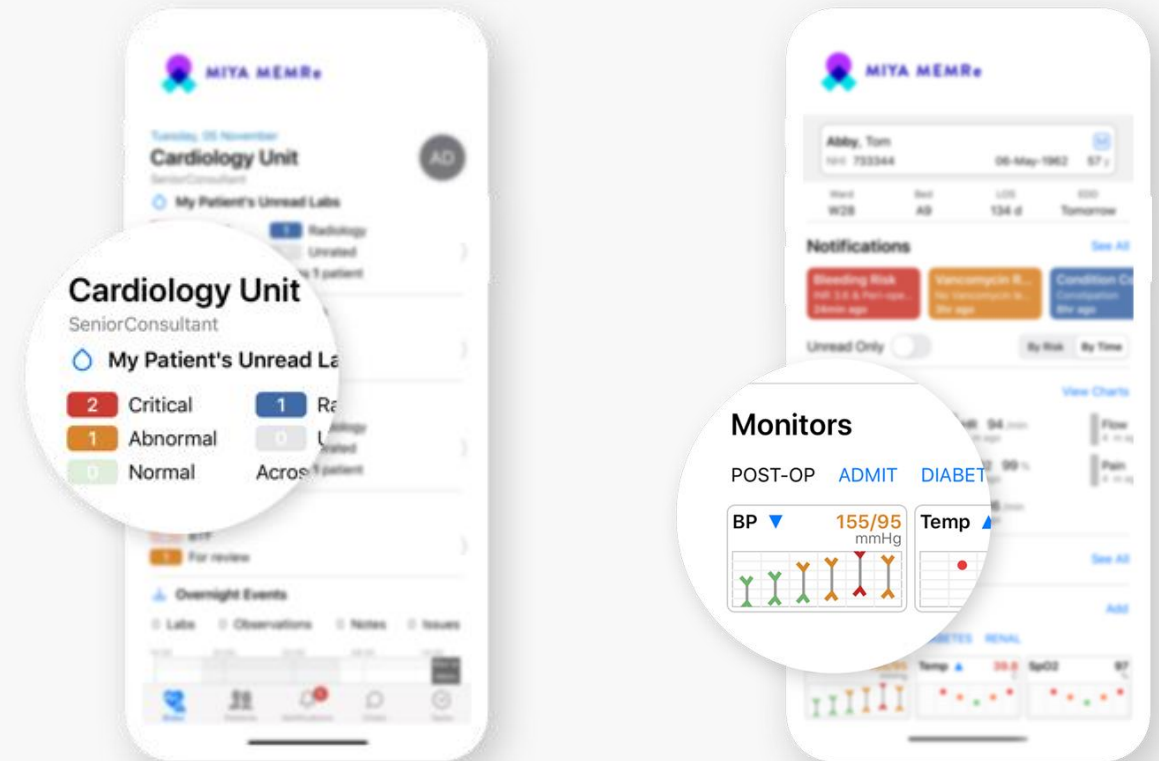
**Clinician Mobility**  
 Streamlined mobile access to patient status updates & notification of critical changes in patient condition

**Focused Services**  
 Product implementation, health systems integration, data analytics and 24x7 support services



# Introducing Miya MEMRe: Mobile EMR + CDSS

- First locally developed fully-mobile EMR solution, offering the full benefits of Miya Precision on mobile devices
- CDS risk rated information – clinicians can quickly see emerging risk as well as outstanding tasks
- All information accessible within a few taps
- Uses Miya Precision Natural Language Processing (NLP) and based on the open FHIR standard
- Targeted and tailorable alerts/notifications at a care giver's fingertips



# Product demonstration





Capitalising on a  
significant market  
opportunity

# Heavy investment in digital health across all markets

## Matt Hancock announces new programme to help NHS trusts go digital



Hancock says tech revolution must include the 'whole NHS – not just the leading trusts'

Written by **Sam Trendall** on 19 December 2019 in **News**

Health secretary uses first speech since election to ramp up rhetoric on digital and data and reveal plan for 'digital aspirant' programme

## NHSX to mandate minimum technology spend for trusts

Recent guidelines for NHSX sets out plans to define spending levels required so organisations can achieve digital aims

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## NHSX building a digital-ready NHS workforce

## Australia launches new program to equip nurses and midwives with digital health skills

## Queensland govt hunts for first ever digital chief

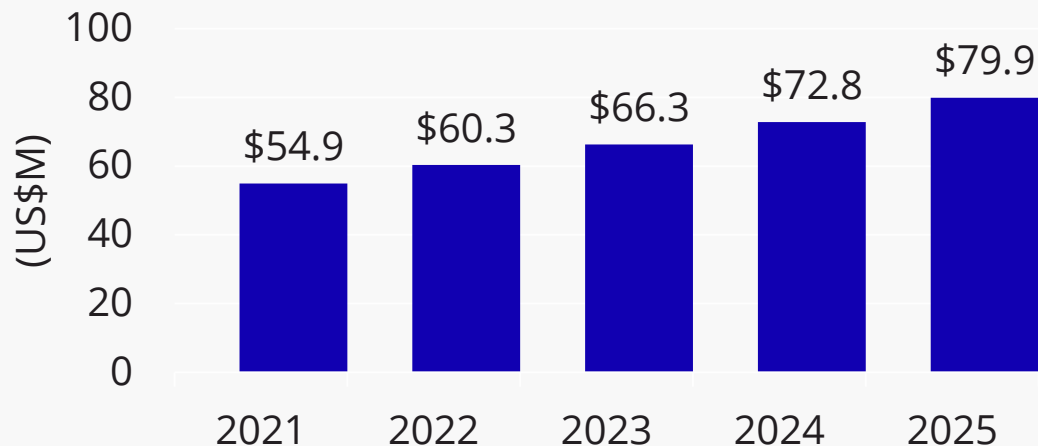


# The UK is a large market opportunity

## Current state of play

- Early adopter of new technology, less EMR penetration, hybrid approach, including best of breed
- Favourable operating environment post-election, with investments promised by policymakers to support the entire NHS achieve digital maturity
- Existing Patienttrack base provides solid footing for cross-sell

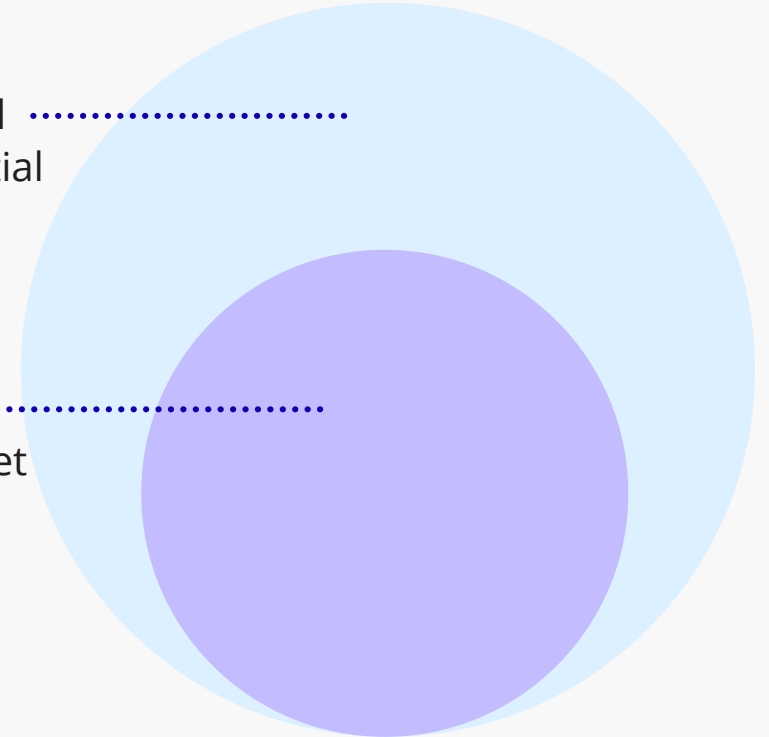
## Forecast growth of CDSS market in the UK (to 2025)



## Total market potential for all products and services over 5 years

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

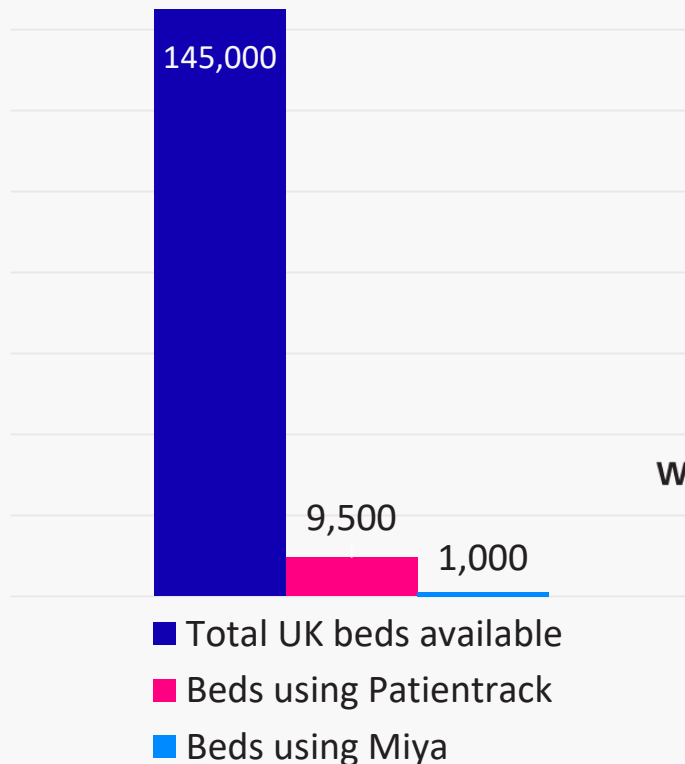
**\$586M** .....  
 Alcidion's target  
 accessible  
 market in UK,  
 adjusted for  
 achievability



# UK growth strategy

## Current market presence

17 NHS Trusts  
35 hospitals



## Key reference sites



## Expansion strategy

- Scale up marketing function and sales force across the UK region, with new GM appointed in Q2 and several planned sales staff appointments
- Dual strategy – leapfrog integrated EMR and add value to existing EMR implementations
- Focus on penetration and growth through replacement of paper and pagers as per NHSX strategy
- Offer a smart healthcare platform for interoperability
- Commercially launch Miya MEMRe to UK market in Q3 FY2020 to capitalise on shifting healthcare environment and market demand for mobile best of breed solutions

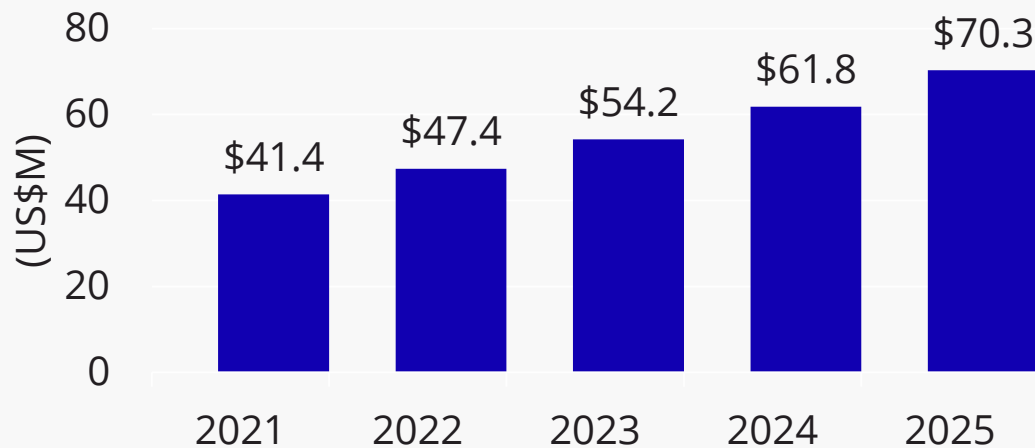


# Australia – ready for expansion

## 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
- Market for clinical decision support to grow an average of 14.1% year-on-year to 2028

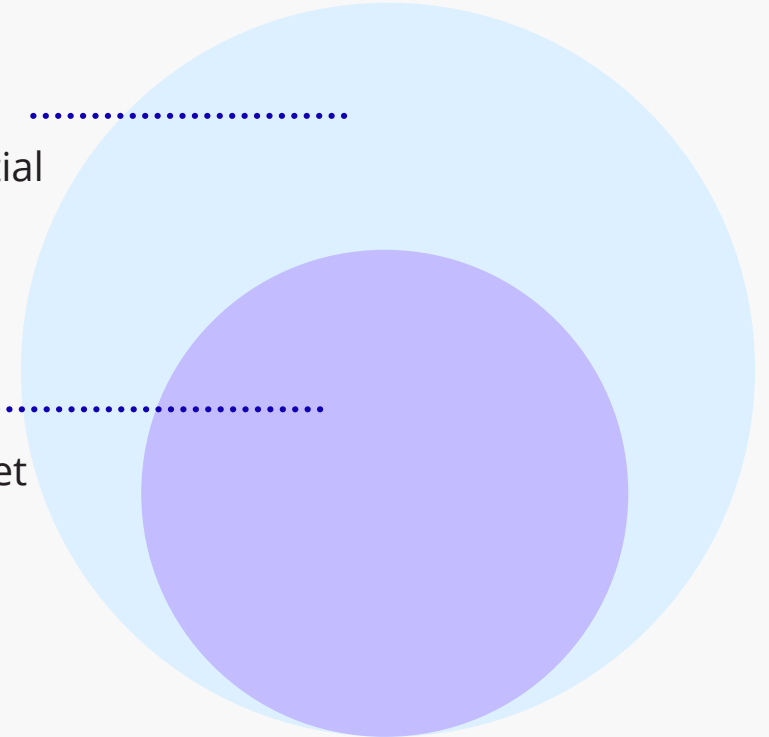
## Forecast growth of CDSS market in Australia (to 2025)



## Total market potential for all products and services over 5 years

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

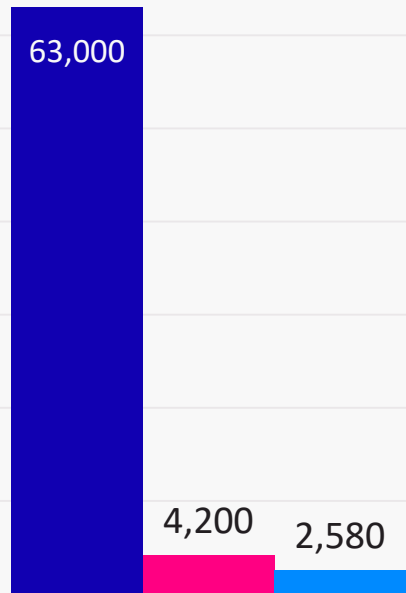
**\$240M** .....  
 Alcidion's target  
 accessible  
 market in AU,  
 adjusted for  
 achievability



# Australia growth strategy

## Current market presence

23 customers  
94 hospitals



- Total AU beds available
- Beds using Patienttrack
- Beds using Miya

## Key reference sites



## Expansion 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'
- Use results from recently completed Proof of Concept (PoC) for Miya MEMRe to drive adoption of the platform in pilot sites, as well as progress across key sites.
- Scale up marketing and sales function across the ANZ region, with new staff appointments
- Use data analytics services to build clinical data warehouses as platform for decision support software
- Target integration services at strategically important initiatives

# NZ market leader in patient observations, solid base for growth

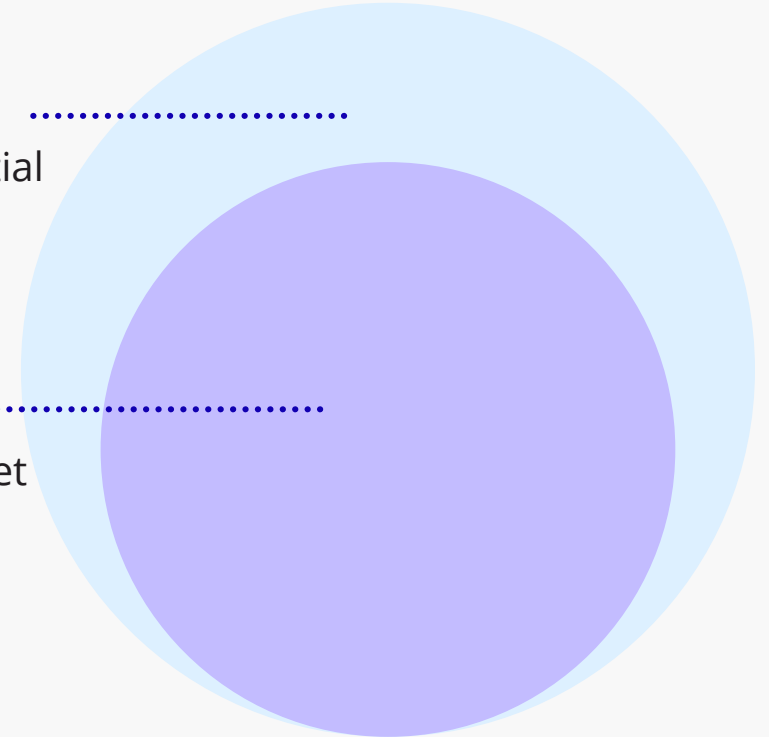
## Current state of play

- Best of breed more commonly used over integrated EMR
- Patientrack clear market leader for patient observations in South Island District Health Boards and Northern Region with 40% of the market
- Miya Precision implemented across Mid Central DHB
- Continued interest in Smartpage

## Total market potential for all products and services over 5 years

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

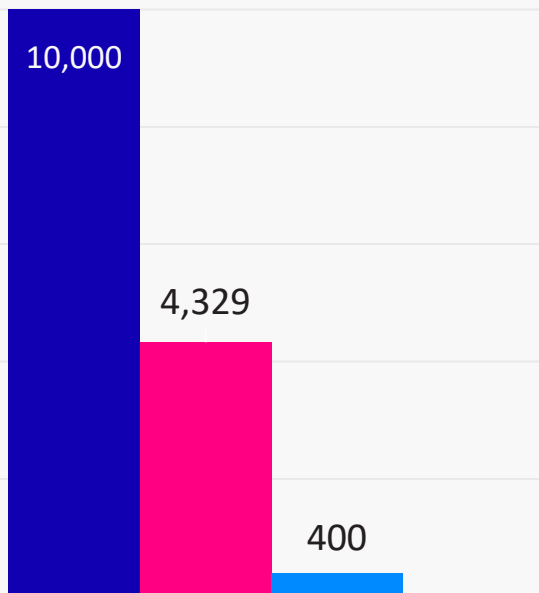
**\$42M** Alcidion's target accessible market in NZ, adjusted for achievability



# New Zealand growth strategy

## Current market presence

12 District Health Boards  
28 hospitals



- Total NZ public beds available
- Beds using Patienttrack
- Beds using Miya

## Key reference sites

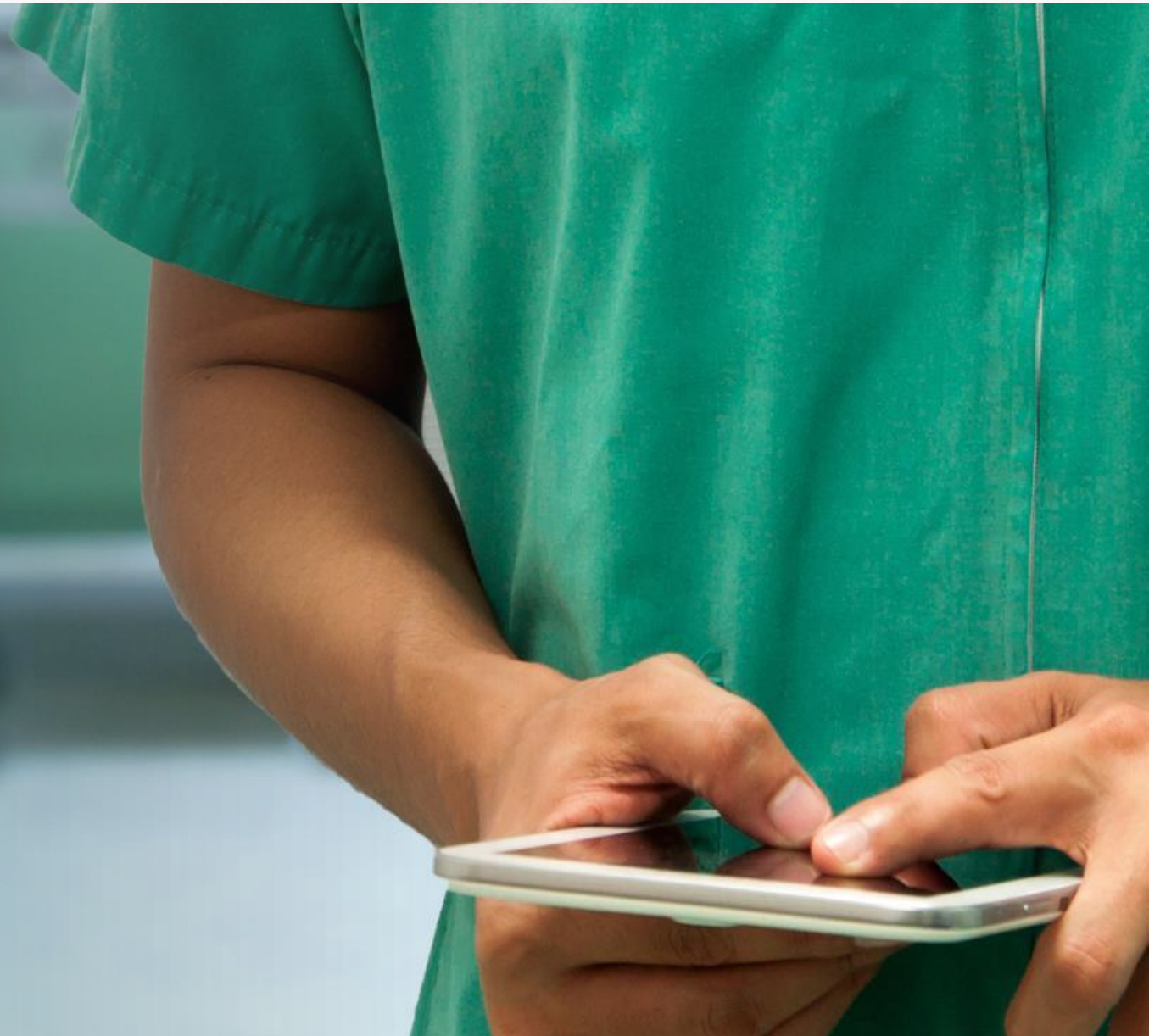


## Expansion strategy

- Offer an alternative to an integrated EMR
- Provide the base for an interoperability platform to support their best of breed approach
- Scale up marketing and sales function across ANZ region, with new staff appointments
- Opportunity to provide additional capabilities to existing Patienttrack sites through Miya and Smartpage
- Create a strategic partnership to demonstrate Alcidion full suite capabilities



Investing to  
accelerate  
growth



# \$16.2m raised to accelerate growth and strategic expansion

- Successful institutional placement in November 2019, bringing several new cornerstone investors onboard
- Funds to be invested in sales and marketing and on scaling the business to capitalise on a rapidly improving global market for digital healthcare
- Substantial scaling of existing sales and delivery capability and potential acquisition

Accelerate growth in existing markets

Scale existing business

Geographical expansion

Further develop out of hospital care

Add distribution channels

## Alcidion's growth strategy

### Accelerate the ANZ Business

- Strengthen sales and marketing capabilities to demonstrate value of our platform to existing EMR solutions in public sector
- Leverage PoCs, reference sites as well as integration and data analytics services

### Scale up the business to meet growth

- Investments in Miya Precision platform and strengthening Alcidion's ability to deploy Miya Precision
- Strengthened cash reserves
- Investments in sales, marketing and clinical support resources to underpin market adoption
- Enhance Group support services across Marketing, IT, People and Finance

### Accelerating UK growth

- Significantly enhance sales capability
- Miya Precision / MEMRe marketing campaign
- Leverage new reference sites
- Explore expansion opportunities via acquisition

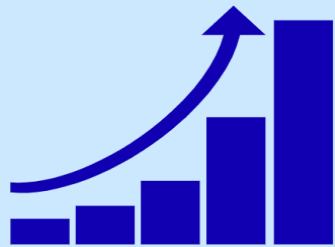
### Enter new geography

- Currently analysing markets
- Canada, Singapore, Scandinavia are early possibilities
- This may be via channel partnership, direct entry or acquisition



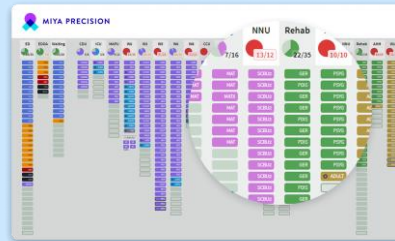
# Investment in growth and expansion underway in Q2

Alcidion made a solid start to FY2020 with strong sales and several investments made to scale up the business.



## MARKETING & SALES

- Appointment of UK General Manager for Sales and Business Development
- Appointment of ANZ Southern Region Sales Executive
- Appointed GM for ANZ Sales to start end of Q3



## PRODUCT DEVELOPMENT

- Developments to keep Alcidion's platform ahead of competitor products, including key capabilities for mobile platform.
- Trial concluded with Wagga Wagga Base Hospital
- Commercial launch of Miya Precision and Miya MEMRe, exhibited at three conferences in Q2 FY2020



## STRATEGIC EXPANSION

- Initial exploratory work for new markets commenced, with support from Austrade engagement

# Financial Performance

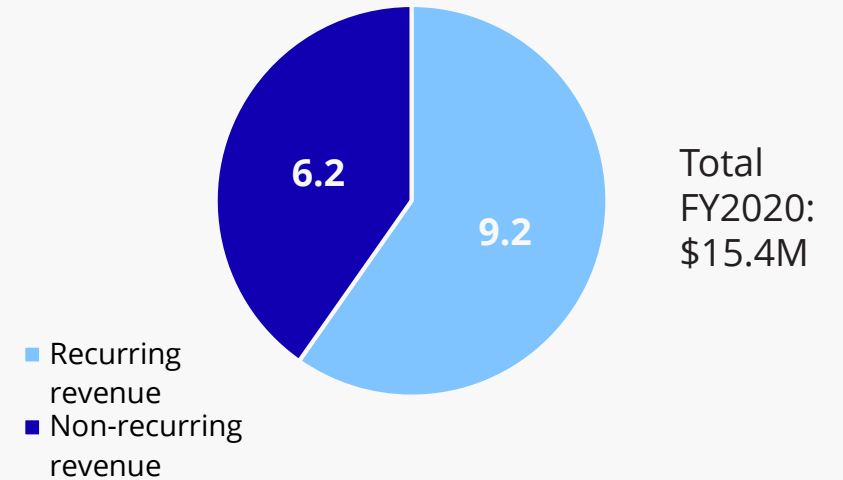


# Q2 FY2020 highlights

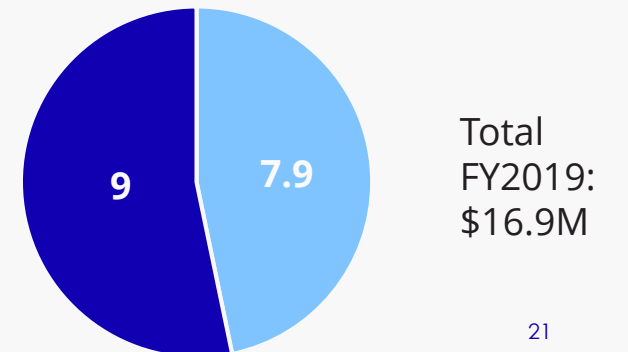
- \$15.4M revenue currently able to be recognised in FY2020 (vs \$16.9M total revenue for FY2019); Total sold revenue of \$37.2M out to FY2025
- Recurring revenue in Q2 FY2020 increased by 22.7% versus Q2 FY2019
- Strengthened cash reserves of \$17.2M including available cash and \$7M on term deposit
- New contracts sold in Q2 totaled \$3.5M, of which \$2.1M revenue will be recognised in FY2020
- Contract signed with Taunton and Somerset NHS Foundation Trust for Patienttrack, Alcidion’s first Global Digital Exemplar customer
- First contract signed for Better’s OPENeP with Dartford and Gravesham NHS Foundation Trust
- Go-lives include Miya Precision at ACT Health and five Patienttrack sites in the UK, demonstrating our ability to rapidly deliver positive outcomes from customer investment

## \$15.4M revenue already contracted to be recognised in FY2020

FY2020 Revenue Contracted as at H1 (\$M)



FY2019 Revenue (\$M)



## Q3 Business update

### **CONTRACT WINS**

- Two contracts signed in January 2020 with Calvary Health Care and eHealth NSW, adding a further \$1M to the \$15.4M FY2020 sold revenue reported at end of Q2
- Alcidion will implement our data warehouse at Calvary Healthcare across all their sites
- eHealth NSW has signed an extension to the child health record to complete the development phase
- Strong pipeline leading into financial year ends for UK, AU and NZ healthcare providers

### **CONTINUED UK INVESTMENT PLANNED IN H2**

- Miya MEMRe to launch in the UK, will be showcased with other Alcidion products at Digital Health Rewired Conference, 3-4 March 2020
- Marketing campaign planned in the UK in Q3 to support Miya Precision and the launch of MEMRe
- Three UK sales staff hires planned in Q3 FY20

### **PLANNED INVESTMENT IN GROUP INFRASTRUCTURE**

- Staff appointments planned in H2 to support ongoing growth of the Alcidion Group. Areas include IT, marketing, people and culture
- GM Sales for ANZ has been appointed

### **INNOVATION PROOF OF CONCEPT WITH eHEALTH NSW**

- Work continues on finalising the evaluation report
- Murrumbidgee LHD continues to use Miya Precision and Miya MEMRe

## Well-placed to be a leader in digital transformation of healthcare

- Healthcare providers globally are turning to smart technology to improve patient outcomes and productivity
- Proven product suite with recent enhancement: *'Miya MEMRe'*
- Market opportunity across three existing markets exceeds \$1 billion and is growing rapidly
- Strong foothold already exists:
  - UK an 'early adopter of technology in healthcare' supported by government signaling substantially increased investment in supporting NHS to achieve digital maturity, multiple NHS Trust clients represent existing reference sites
  - ANZ – Well placed for further expansion, trial recently completed trial in Wagga Base
- Strengthened balance sheet provides platform to invest in organic growth and potential for acquisitions
- Solid start to FY2020, with strategic contract wins, continued uptake of our technology, and platform go-lives providing important reference sites for Alcidion



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