

# Investor Presentation

## 2020 Annual General Meeting

Kate Quirke, Group Managing Director  
November 2020



# A period of growth, integration & investment

FY2020 saw an expanded product user base, product evolution & investments to scale up the business

- **Two Miya Precision reference sites**  
(South Tees + Dartford & Gravesham)
- **Key contracts signed in AU, NZ & UK for Patienttrack & Smartpage**  
with opportunity to expand scope
- **FY2021 YTD contracted revenue of A\$20.2M**  
(7 months remain in year)
- **Miya Memory & remote patient monitoring launched** – important contracts signed supporting COVID-19 management
- **Rebranded product offering** to better align with how healthcare providers are implementing digital health solutions
- **Investment in sales & marketing to be completed in H1 FY2021**  
with full-year impact of that investment to be realised during H2
- **Unprecedented investment in digital health** taking place across our markets

## Significant contracts signed in FY2020



## More signed already in FY2021



# Milestone A\$9.5M deal with South Tees NHS Trust

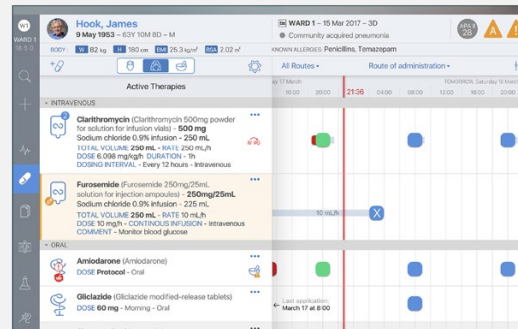
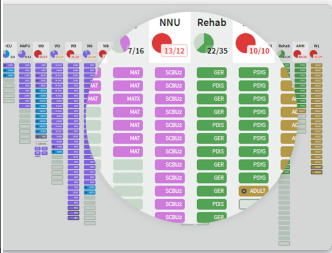
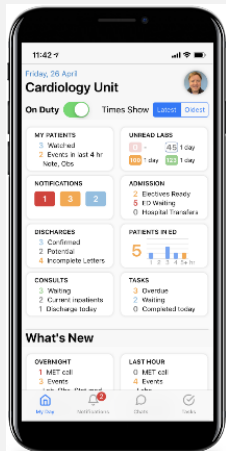


- Our flagship product suite
- Second UK customer for Miya Precision
- >80% of contract value

+

## OPENeP

- Medication management solution
- Alcidion is a reseller
- <20% of contract value



- **Largest ever Miya Precision deal** – total contract value of A\$9.5M over five years
  - Miya Precision will be used across 1,000 beds, enabling digitalisation of patient care processes & records
- **Second NHS Trust** to procure Miya Precision & OPENeP (following Dartford & Gravesham)
  - Collective contract value A\$13.5M over 5 yrs
- Only two of ~223 NHS Trusts<sup>1</sup> have Miya Precision implemented, highlighting significant opportunity to scale
- **A\$5.5M to be recognised in FY2021**, reflecting a mix of implementation revenue + upfront portion of licence revenue
- FY2021 booked revenue now sits at A\$20.2M (with 7 months remaining in year) compared with total revenue of A\$18.6M in FY2020

1. According to The Kings Fund as of October 2019

# Major Contract Wins (FY2020 + YTD FY2021)

Two key reference sites for Miya Precision & continued momentum in winning/renewing Patienttrack sites

| Contracts                        | Contract Term     | Start Date | Contract Value (A\$) | PT | Miya | Services / Third-party | Importance   |
|----------------------------------|-------------------|------------|----------------------|----|------|------------------------|--|
| <b>Australia</b>                 |                   |            |                      |    |      |                        |  |
| Healthscope                      | 3 years           | Sep-19     | \$0.9M               |    |      | ✓                      | Major private hospital network                     |
| Murrumbidgee LHD                 | 12 months         | Jan-20     | \$0.7M               |    | ✓    |                        | Key reference site: Miya Memory/virtual care trial |
| Sydney LHD                       | 1 yr (1x1 yr ext) | Jun-20     | \$0.6M               |    | ✓    |                        | Key reference site: COVID-19 virtual care          |
| ACT Health                       | 2 years           | Jan-21     | \$1.3M               |    |      | ✓                      | Latest extension to 15 yr. support service         |
| <b>UK</b>                        |                   |            |                      |    |      |                        |  |
| Dartford & Gravesham NHS Trust** | 5 years           | Mar-19     | \$2.1M               | ✓  | ✓    | ✓                      | 1 <sup>st</sup> UK site to use all ALC products    |
| Dartford & Gravesham NHS Trust   | 6 years           | Dec-19     | \$1.9M               |    |      | ✓                      | UK meds management reference site                  |
| Taunton & Somerset NHS           | 3 years           | Dec-19     | \$0.5M               | ✓  |      |                        | NHS Global Digital Exemplar site                   |
| South Tees NHS Hospitals         | 6 years           | Dec-19     | \$9.5M               | ✓  | ✓    | ✓                      | 2 <sup>nd</sup> UK site to use all ALC products    |
| NHS Fife (Scotland)              | 5 years           | Apr-20     | \$1.5M               | ✓  |      |                        | Extension of PT 1 <sup>st</sup> Scotland site      |
| NHS Lanarkshire (Scotland)       | 5 Years           | Jul-20     | \$1.5M               | ✓  |      |                        | One of largest health districts in Scotland        |

\*\* Signed in FY19, but included given reseller arrangement with OPENeP which was signed in FY2020



# Growth strategy



# Expanding our UK presence

## Our growth strategy

- GM & sales appointments; sales team headcount increased 100% in 12 months
- Raise awareness of re-launched flagship Miya Precision product suite, positioned as a new product category tailored to lead NHS digital transformation
- Working with early adopters, digital exemplars key to Alcidion's UK growth strategy
- Focus on cross-selling Miya Precision modules, leveraging on our success at key reference sites
- Expanding presence of Patientrack (Miya Observations and Miya Assessments)
- Continue to leverage Smartpage's appointment to NHSX Clinical Communications Procurement Framework, which bypasses tender process
- Ongoing M&A assessment

## Market dynamics



**\$1.1Bn**

Market potential

145K total beds

- UK a key opportunity for market size & digital transformation
- Digital investment central to NHS Long Term plan, £28M in year one with additional funding over five years
- Adopter of "best of breed" systems rather than large EPR/EMR

# Sales & marketing investments driving growth

Focus: Raising profile of our unique Miya Precision product offering & expanding localised sales teams in each market

- Sales appointments include Lynette Ousby, General Manager UK, Steve Lutz, GM Business Development ANZ, increased sales staff headcount
- Flagship Miya Precision product suite formally launched in UK market
- Key marketing activities include product launch webinar with NHS decision makers, exhibiting at UK Digital Health Rewired, website refresh to focus messaging & highlight product scope
- Success with Miya Precision shown with South Tees deal as well as Dartford & Gravesham NHS Trust, Murrumbidgee LHD, Sydney LHD
- Early signs of investments taking hold, noted increase in sales in early FY2021 & solid pipeline of potential business established
- Sales & marketing investment activities to be completed in FY2021, cost base to stabilise & sales expected to accelerate



# Product demonstration

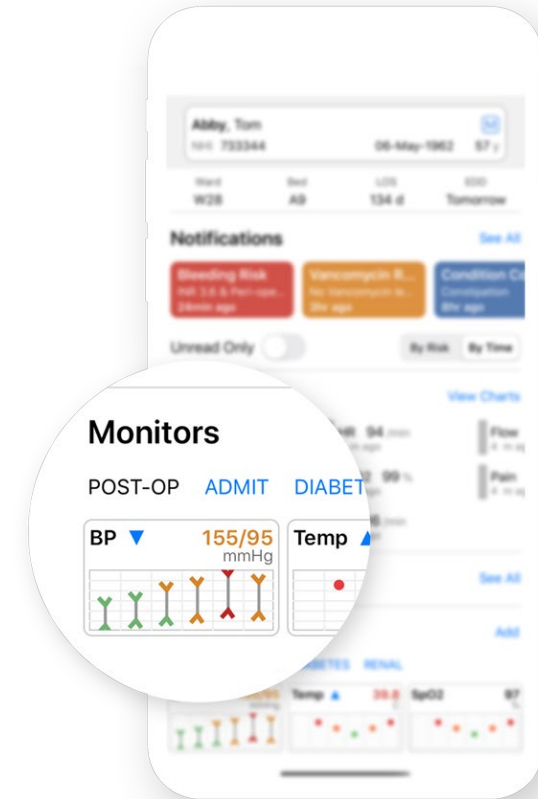




# Outlook

# Momentum increasing as investments take hold

- Sales momentum in FY2021 expected to continue accelerating as investments deliver value
  - Strong potential to expand scope of initial customer contracts signed in Australian market
  - Established reference sites & modular structure of Miya Precision provide solid footing for new sales, cross selling to existing customers
- As investment phase tapers off in H1 FY2021, cost base expected to stabilise & sales to accelerate (full-year impact of H1 FY2021 investments expected to be fully realised in H2); Alcidion on path to profitability
- COVID-19 operating environment stabilising; healthcare providers returning focus to digital health initiatives
- Well-capitalised with \$14.7M cash reserves at end Q1 FY2021



## Contacts

**Kyahn Williamson**

Group Head: Corporate and Investor  
Communication  
WE Communications

[kwilliamson@we-worldwide.com](mailto:kwilliamson@we-worldwide.com)

+61 401 018 828