



**Intellicare**

# **Annual General Meeting**

23<sup>rd</sup> November 2020

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# CEO and Managing Director Update

Triple winner at prestigious national technology awards



iAwards is Australia's **longest running and most broadly scoped** innovation recognition program

**Won every nominated category**

**Won overall** Victorian Government Inspiration Award and a \$10k prize

From a field comprising **over 40 technology companies**

Winning multiple awards emphasizes the industry's recognition of Intelicare's **leading proprietary platform and its measurable impact** on the aged and disability care industries



# InteliCare

**Harnessing artificial intelligence (AI) to provide home monitoring solutions - enabling people to age in their own home for longer**



## AI Solution to Independent Living

End-End Home monitoring solution harnessing Artificial Intelligence.



## Rapidly Ageing Population

Population share of over 65's to increase from 15% in 2017 to 23% in 2066<sup>1</sup>.



## Fully Commercialised Product

Business to Business (B2B) and Business to Consumer (B2C) SaaS sales established.



## Successful ASX Listing

Successful ASX listing following \$5.5 million IPO in May 2020.

1: Aged Care Financing Authority Annual Report on the Funding and Financing of the Aged Care Sector (July 2017)

# Investment Highlights



**Proprietary IOT platform** utilising smart sensors and AI for use in aged care and health industries



**Strong market trends** – ageing population of baby boomers supporting demand for core products



**Increasing Federal Government funding** for residential & disability care supporting demand for core products



**Strong, high margin**, SaaS revenue growth combined with rapidly expanding distribution channels

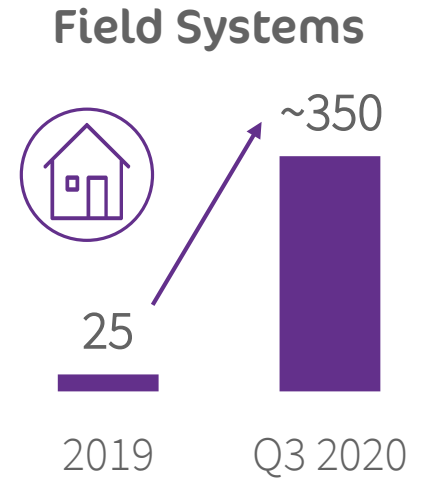


**Industry leading AI powered products** solving shortfalls of competing flawed home monitoring technologies



**Well credentialed, experienced and performance driven management team** with proven track records

# Significant Growth – FY 2020



## As at 30 June 2020

**>300%**  
Increase to revenue



**>500%**  
Increase to cash receipts



**>10x**  
Installed IntelliLiving devices



Confirmed orders to increase this to **> 16 x**



Overheads **-29%** increasing sales margins



**11 Active Agency agreements in Major Aged Care**



# A Large & Growing Market – Aged Care & Disability Clients

The influx of ageing baby boomers is driving market growth and putting stress on the aged care industry, creating a needs gap.

## Australians over the age of 65<sup>1</sup>

2017  
3.8m

↑

2030 projected  
5.4m

## Australian Government aged care expenditure<sup>2</sup>

2017-2018  
\$18.1bn

↑

2021-22 projected  
\$24.0bn

## By 2050, the world's population aged 60+ years<sup>3</sup>

2015 population  
900m

↑

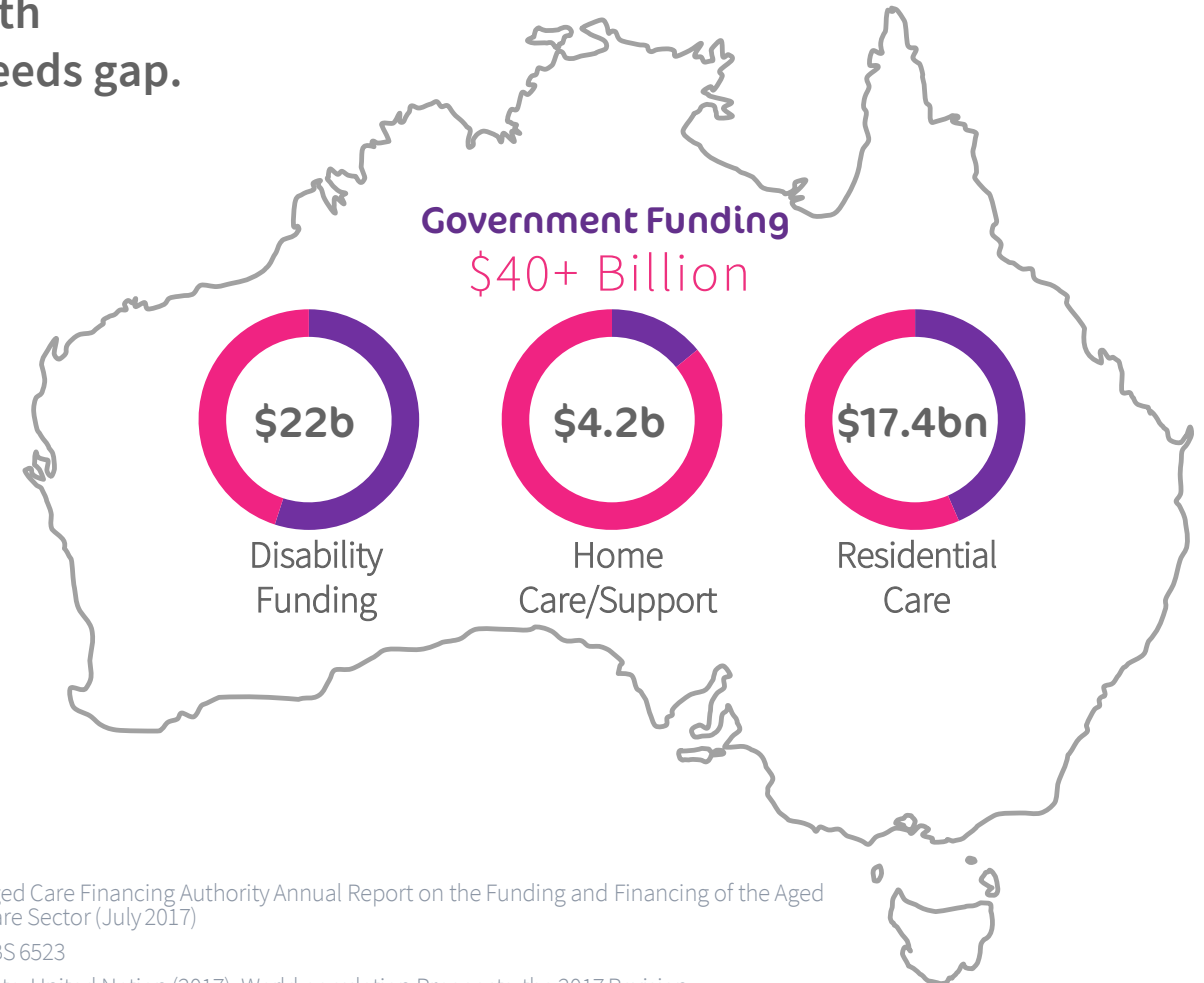
2030 population  
1.14bn

## Australian Government Disability Funding<sup>4</sup>

2019/20 funding  
\$17.8bn

↑

2022/23 funding  
\$24.7bn



1: Aged Care Financing Authority Annual Report on the Funding and Financing of the Aged Care Sector (July 2017)

2: ABS 6523

3: Data: United Nation (2017). World population Prospects: the 2017 Revision

4: NDIS Corporate Plan 2020-2024

# The Aged Care Crisis - Why IntelliCare is Needed

Most seniors choose to avoid aged care and remain living in their own home as long as possible.

## In 10 years

Most economies will have a 20% elderly population, some >33%



Ageing population places a large demand on resources.

## \$225 Billion

The increase in the US Home care market by 2024



An overwhelmed system leaving seniors vulnerable and exposed.

## 34 months

Australian average wait time to receive government support



Affordable solutions are needed now.

## \$20 Trillion

Asia Pacific spend on aged between 2015 and 2030



Governments cannot provide aged care services to all seniors.





# The Aged Care Crisis – Market Stress

As the population of the elderly increases, the tax base to service them diminishes.

## Residential Aged Care in 2020



2018: 41%

**51%**

**Unprofitable** homes



2013: (\$0.86)

**(\$8.25)**

**Losses** Per Bed Per Day

## Home Care in 2020



2015: \$9,726

**\$7,951**

First 25% **EBITDA per client**

## Home Care Market Growth

**16,000 people died** waiting for a home care package in 2017/18

The current waiting list for homecare packages is well **over 120,000 people**

November 2019, the Morrison government announces **\$537million** across 10,000 packages

# Competing Home Monitoring technologies are flawed

## Technology



Pendants are often uncharged and not used effectively



CCTV privacy invasion is unacceptable for users



Nurse call systems can be out of reach

## Pitfalls



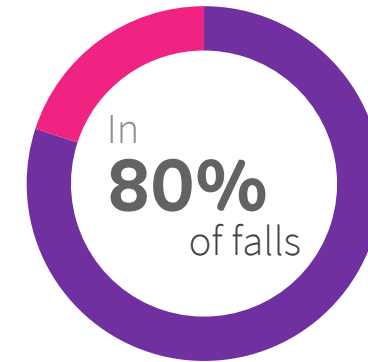
Used post-accident and does not prevent one



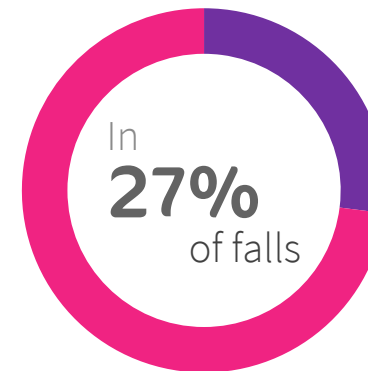
Don't encompass wellness or predictive alerts



No integration with other devices / technology



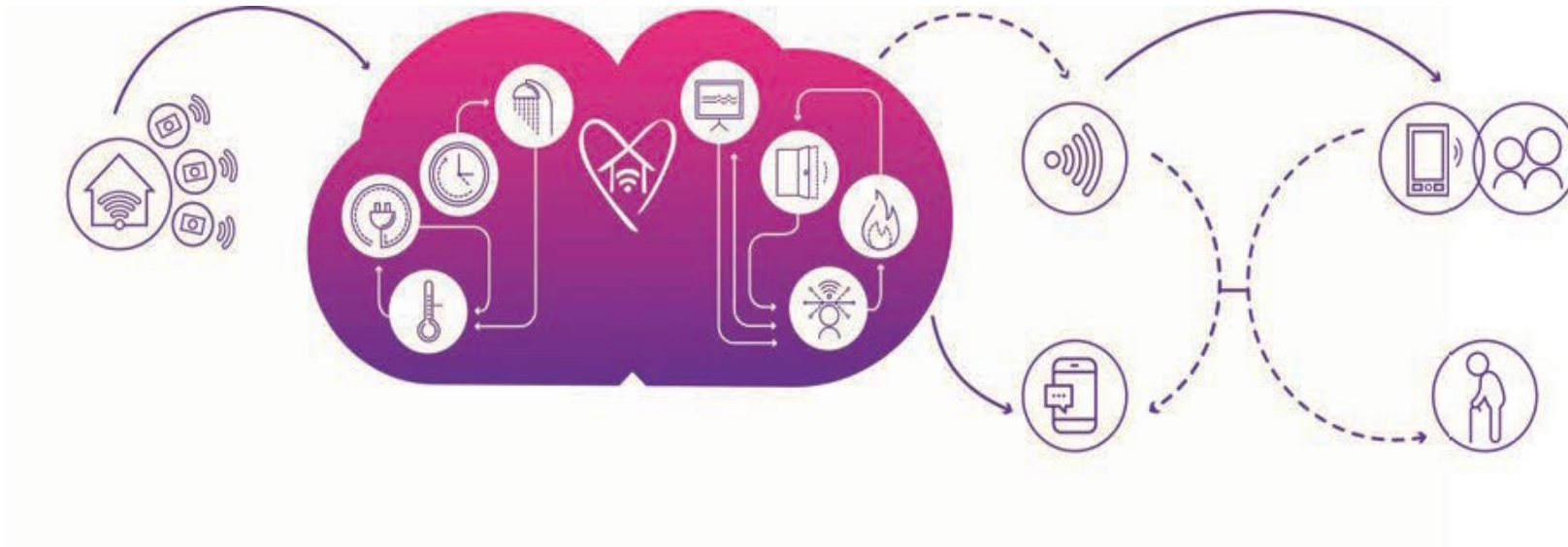
Users don't use their duress alarms



Users were lying on the floor for >1hr

# Intelicare - Powered by AI

Industry leading AI systems use Internet of Things (IoT) data to detect changes in activity and behaviour patterns.



## Falls protection

Three levels of falls protection ranging from detection to prevention



## Failure to Get Out of Bed

Push notification escalates to alert with message and SMS



## Daily Update

24 hours push notification all is "normal"



## Social Isolation

Social isolation has a 37% increase in falls risk. In-built warnings help manage this risk.



## Domestic and Mobility Activity

24 hours push notification



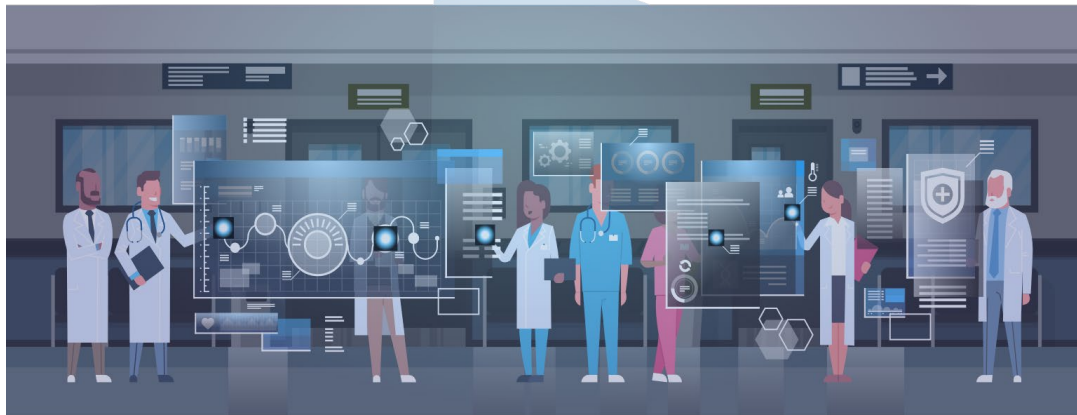
## Meals Alerts

Track meals or medication, to monitor malnutrition and illness risks

# InteliCare & COVID-19

## Critical element in a Telehealth digital pathway pandemic response

Relieves stress on the health system and mitigates risk of imposed-isolation when hospitals reach capacity.



### Step 1:

#### Remote Diagnoses and Treatment

Telemedicine based screening for first consult

Teleconsult with GPs and other clinicians

Digital ePrescription from GPs to pharmacies & home delivery

Connect 24/7 patients/GP/carers



Higher Temp



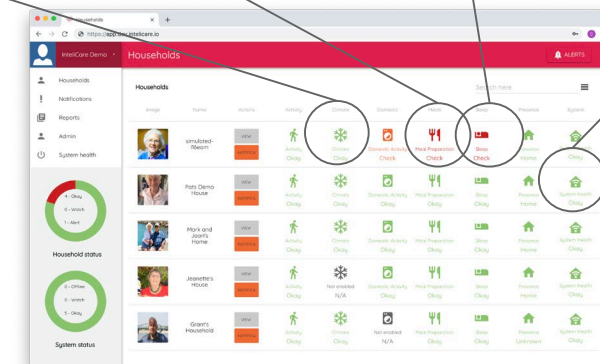
Decreased Meals



Failure to Arise



Lower Activity



### Step 2:

#### Remote Care Triaging

Data driven response based on clear trends

Carers respond to those most in need

Reduces infection pathways from carers doing welfare checks

Removes risk of undiscovered death in quarantine

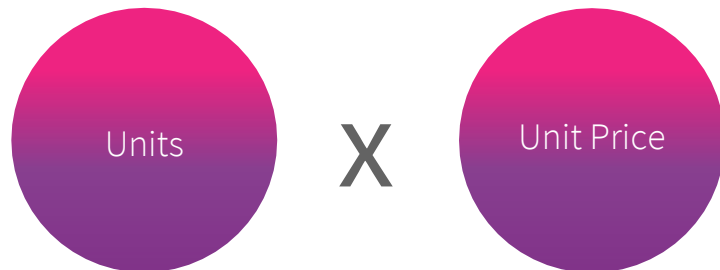
# Revenue Model – Product Sales & SaaS

## Competitive product pricing and attractive subscription revenue model

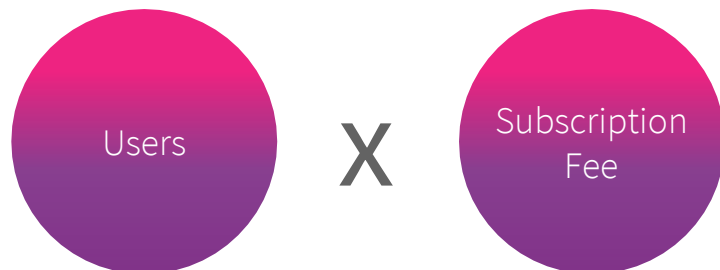
Upfront revenue through direct hardware sales with SaaS recurring revenues through an application supporting growth in following years.

### Primary revenue streams

#### Upfront Revenue – Hardware Sales



#### SaaS Revenue – Subscription Model



- Fully commercialised with aged care B2B contracts and B2C sales providing lucrative SaaS recurring revenues.
- Very high SaaS margins at scale
- Attractive B2C subscription model combines upfront hardware costs & subscription costs into one competitive monthly rate.
- Consumers can purchase through IntelCare's new e-Commerce platform – available through IntelCare's website.

# Value Proposition - Quality Care Outcomes

InteliCare delivers significant industry wide cost savings and efficiencies with additional revenue streams.



## Independent Living

- 1 Low cost advanced technology solution
- 2 Defers the burdensome high costs of aged care
- 3 Affords users to age in their own homes



## Governments

- 1 Protect vulnerable in COVID-19 isolation
- 2 Reduce transmission pathways
- 3 Reduce Aged Care tax burden



## Elderly/Disability Care

- 1 Better care whilst limiting client loss
- 2 Increase productivity
- 3 De-risk operations and improved compliance
- 4 Additional revenue



## Hospitals

- 1 Decrease hospital admission and re-admissions
- 2 Reduce days spent in hospitals
- 3 Enable in-home hospitals



## Insurers

- 1 Reduce underwriting risk for private health
- 2 Reduced premiums for abled elderly to attract market share

# Go-to-Market Strategy - Multiple Channels

## Business-to-Business (B2B)



Aged / Disability Carers



End Users

Australian estimated total addressable market  
**1.1 million**

## Business-to-Consumer (B2C)



E-Commerce Platform



End Users

Australian estimated total addressable market  
**3-4 million**

## Business-to-Business-to-Consumer (B2B2C)



Distributors / Agents



Business



Distributors / Agents



Retail



End Users

To achieve budget break-even IntelliCare needs  
**<3.2% of the WA total end users<sup>1</sup>**

1: The figure is a target only, there is no certainty that the Company will be able to achieve the stated market penetration.

# Microsoft Partnership – Co-sell ready and active

InteliCare was selected for Microsoft's ScaleUp program, a global initiative designed to fast-track sales scale



Direct channels opened to Fortune 500 & ASX 200 Companies



InteliCare to receive USD\$250,000 in Azure Credits



Microsoft provides a dedicated sales team with global reach



Opportunity pipeline developed and active



Access to Microsoft tools, resources, connections and big data capabilities.

## InteliCare + Microsoft Azure

- Inbuilt level of reliability and security.
- Flexible, secure, enterprise class functions to support integration.
- Ability to integrate a huge range of sensors and devices.

## InteliCare + Microsoft Power BI

- Leverage existing investment in Microsoft technology to derive additional value, including integrated reports.

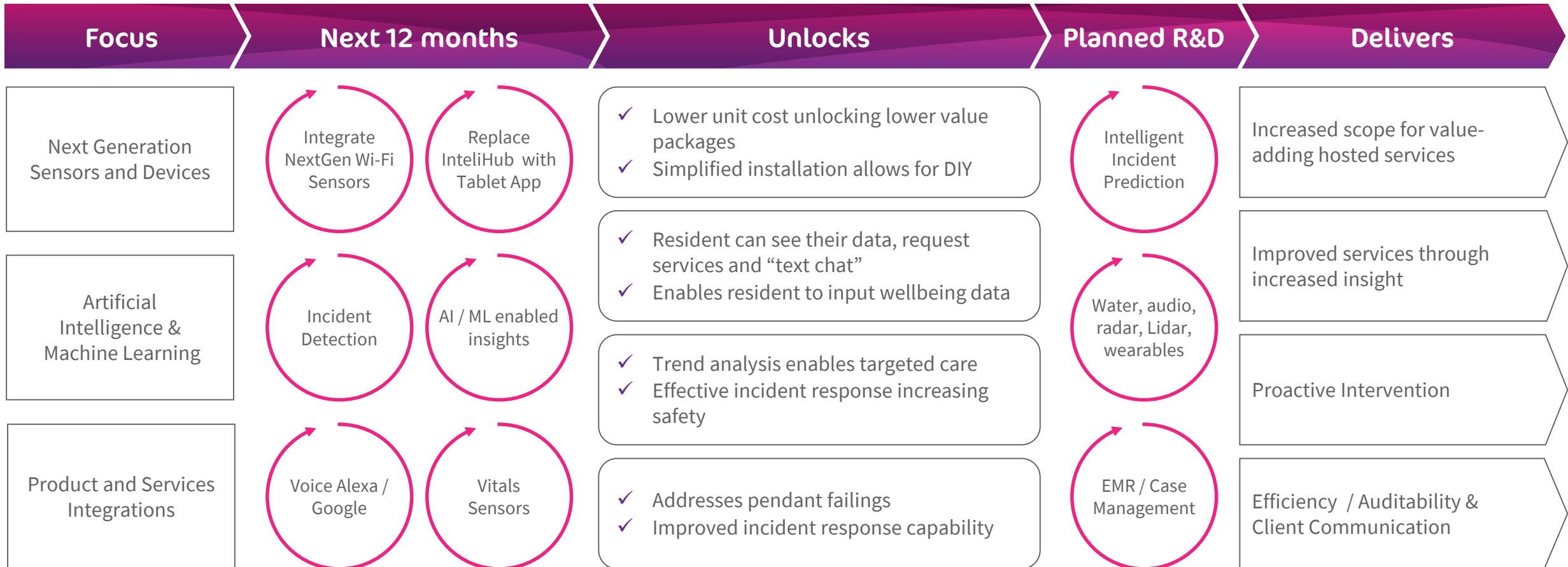
## InteliCare + Microsoft Integration

- Integration into existing Microsoft systems.
- Enterprise Agreements with Microsoft for larger clients who wish to own their data .



# Road Map Future Development and Outcomes

## Improving Connection, Detection and Prediction





## Real people, real stories

**Alice, an 81 year old living with a disability would otherwise have to move into care.**

*I am in a wheel chair and I feel much more secure knowing that IntelliLiving is looking out for me. I would recommend IntelliLiving to be available to all adults with disability who live alone as it would give both them and their family members peace of mind.*

*Alice*

*I love the IntelliCare system as I can see her daily movements without having to make a phone call to "check in" on her each day. I'm thankful that she is independent and can still cook and do gardening, within her means.*

*Dianne, Alice's daughter*

**Without IntelliLiving, Bessema, who is legally blind and lives in her own unit in the country town of Cunderdin, would not be able to stay in her home and her community.**

*I'm in Perth, and I know that the IntelliLiving app will tell me if I have to check in on Bessema. It gives us both great peace of mind knowing she can live in the town she loves, and I don't have to worry about her.*

*Julie Douglas, family member*



# Intellicare

## **Our Ai Opportunity**

Industry-leading suite of aged-care products built on our AI platform provides significant competitive advantage.

## **Scaling Up**

Roll-out of comprehensive B2C products and marketing.

## **Existing Partnerships**

B2B opportunity driven by industry demand for efficiencies and better care outcomes.

## **Post Revenue**

Existing revenue underpinned by government funding and age-in-home government policy.