



InteliCare Holdings Ltd  
ABN 84 622 484 397

ASX Code  
ICR

#### Corporate Directory

Chief Executive Officer &  
Managing Director

**Mr Jason Waller**

Non-Exec Chairman

**Mr Greg Leach**

Non-Executive Director

**Mr Branden Dekenah**

Non-Executive Director &  
Company Secretary

**Mr Neil Hackett**

Non-Executive Director

**Mr Scott Taylor**

#### Issued Shares

73,123,789

#### Unlisted Options

13,262,500

#### Company Details

Email

[investors@intelicare.com.au](mailto:investors@intelicare.com.au)

Website

[www.intelicare.com.au](http://www.intelicare.com.au)

#### Registered & Principal Office

Level 1, 299 Vincent St  
Leederville WA 6001

## InteliCare Operations Update December 2020 Quarter

- **Continued sales growth with distributor channels increasing by 45%**
- **Significant and expanding installed base proving market traction**
- **New simulator capability to underpin software scalability**
- **New vital signs monitoring to broaden sensor portfolio and boost sales opportunities**
- **Strong cash position poised to support additional marketing channels and customer teams**

InteliCare Holdings Ltd (“InteliCare” or the “Company”) (ASX: ICR), an Australian technology company that has commercialised a subscription-based Internet of Things (IoT) and Artificial Intelligence (AI) product for use in the aged care and health industries, is pleased to provide this Quarterly report together with an operational and business update.

#### Sales and Operations

InteliCare continued to expand its installed base through direct sales and distributor sales. As previously announced, this included a binding B2B sales agreement with Eremea Home Care Services (Eremea), with an initial order valued at over \$150k for InteliLiving systems. This transaction is expected to finalise in the March 2021 quarter.

Under the Company’s revenue recognition policy and in accordance with *AASB 15 - Revenue from Contracts with Customers*, subscription revenue from this and similar sales will generally be amortised and reported over 12 months.

This brings the total number of subscriptions sold to over 450 compared to a baseline of 25 systems at the conclusion of the previous 2019 period. While this growth is coming off a small base, the Company is confident that market traction is now evident, and the commercialisation strategy is at the early stages of scaling.

Additionally, InteliCare executed an agency agreement with Technology for Ageing and Disability ACT Inc (TADACT). Under the commercial terms of the agreement, TADACT will act as an agent for InteliCare and receive a commission for products sold, including InteliLiving and InteliCare Pro.

Along with other agreements, this increases the number of distributors, either agents or resellers, by 45% over the previous quarter to sixteen entities across Australia.

Sales through resellers have begun to flow, though not yet material in number. The Company will continue to pursue this channel to market also as it is a cost effective and key element of the overall commercialisation strategy.

In particular, a key element in shaping the sales opportunity pipeline has been to identify and target organisations who see IntelliCare technology as a disruptor to the traditional homecare service offering. Pipeline deal flow has measurably improved with organisations that recognise the likely disruption to the market following the Royal Commission into Aged Care Quality and Safety outcomes and technology as an as a key differentiator and enabler to future service growth.

Further, following launch of the B2C platform, direct to consumer sales have continued to increase. On the back of market testing, IntelliCare intends to grow this division of the sales and support teams with additional customer experience and technical support staff in the coming quarter.

## **Marketing**

During the quarter, as precluded in the last operations report, IntelliCare further refined its Brand Strategy, Marketing Strategy and Channel Plan. The company has engaged a media agency and creative agency to develop that work to the next stage of execution. Initial testing of marketing plans is expected to occur late in the calendar Q1 2021. It will be dependent on ensuring the additional customer and product support teams are onboarded and trained.

## **Product Development**

### **New Simulator Capability**

A key component to IntelliCare's technology strategy is to ensure the platform can scale seamlessly and efficiently. During the quarter, the Company completed development of an advanced robotics simulator COLT (Container Based Load Testing). The COLT system is able to run virtually unlimited virtual "robotic" households that each independently simulate a person going about their daily routine. Development incorporated leveraging advanced mathematical analysis to ensure COLT accurately replicated real households from the installed base.

The COLT system is a major asset to IntelliCare as it accurately simulates real client data for load testing purposes as well as supporting IntelliCare's test driven development and Artificial Intelligence training and validation. Running many thousands of simulated COLT households, all with unique routines provides a continuous testing capability that enables IntelliCare's on demand upgrade capability as the Company releases new capabilities and enhancements.

### **New Vital Sign Monitoring**

The integration of a radar-based vitals monitoring sensor into the IntelliCare Pro dashboard and the IntelliLiving mobile application has been completed. This enables carers to view key biometric vital sign information associated with a resident's wellbeing. Building on the initial deployment for the WA Department of Communities, the rich data and real time telemetry will enable a range of analytics and proactive alerts to be developed broadening the scope of IntelliCare's value proposition into other use cases.

Due for release in calendar Q1 2021, Intelicare is set to more than double its portfolio of connected sensors and data sources through the addition of a broad set of health metrics. Using smart health devices such as Fitbit, residents and carers will be able to track 10 new health indicators such as blood pressure, blood glucose, weight, activity (steps), respiration, blood oxygenation and heart rate. Throughout 2021, Intelicare intends to broaden the supported health sensor portfolio by including additional Therapeutics Goods Administration (TGA) approved devices. When combined

with IntelliCare's existing passive monitoring-based analytics, the addition of health metrics provides a step change in capability for our AI driven predictive analytics and the ability for care organisation to deliver improved outcomes for clients.

The combination of IntelliCare's existing passive Activities of Daily Living monitoring along with rich health metric data provides exciting opportunities for collaboration with research organisations and clinical trials.

## **COVID-19**

The Company continues normal office operations under a COVIDSAFE Plan. There remains a risk that due to further or additional government restrictions the Company may experience business continuity impact or sales pipeline execution delays, particularly as installation and distribution has been restricted in parts of the country due to isolation and lockdown measures.

## **Solid cash position**

Intelicare closed the quarter in a strong financial position with cash and cash equivalents of \$3.1 million.

Cash inflows from operating activities for the quarter was \$455,000, bolstered by receipt of the FY2020 R&D tax refund.

Cash outflows operating activities for the quarter was approximately \$886,000 representing payment of employment and operating costs.

Intelicare made payments of \$184,000 to related parties and their associates during the quarter. These payments relate to the existing remuneration agreements for the Executive and Non-Executive Directors; related parties Frontline Services Pty Ltd and Frontline Technology Services Pty Ltd and certain staff members that are associates of Frontline Services Pty Ltd.

Pursuant to ASX listing rule 4.7C.2, the Company compares the proposed use of funds contained in section 1.8 of Intelicare's Prospectus to the actual use of funds following admission of Intelicare to the official list of the ASX below:

## **DECEMBER 2020 QUARTERLY COMPARISON**

<b>Appendix One to the Quarterly Activities Report</b>	Prospectus Use	Funds used
	of Funds	total to date
	<b>\$A'000</b>	<b>\$A'000</b>
Costs of the Offers	698	738
Hardware purchases	400	192
Logistics	300	78
Marketing	790	380
IT/data security	350	54
New management personnel	250	222
New operations/sales team	500	140
- Technology development team	300	253
- InteliCare Essentials development	750	421
- Development InteliCare Gen 2	500	67
Working capital/ corporate overheads	1,009	768
Repayment of Frontline Loan and services	110	108
<b>Total Use of Funds</b>	<b>5,957</b>	<b>3,421</b>

Intelicare confirms that it expects to utilise the funds raised under its Prospectus in accordance with the use of funds statement and the key business objectives underlying the expected use of funds remain intact.

#### **Clarifying Statements under Listing Rule 4.7C.1 for September 2020 Quarter**

In addition to previously reported statements in the Quarterly Activities Report and Appendix 4C for the September 2020 period, the Company provides additional information for comparative purposes:

Intelicare closed the September 2020 quarter in a strong financial position with cash and cash equivalents of \$3.6 million.

Cash inflows from operating activities for the September 2020 quarter was \$252,000, due mainly to receipts from customers.

Cash outflows operating activities for the September 2020 quarter was approximately \$831,000 representing payment of employment and operating costs.

Intelicare made payments of \$210,000 to related parties and their associates. These payments relate to the existing remuneration agreements for the Executive and Non-Executive Directors; related parties Frontline Services Pty Ltd and Frontline Technology Services Pty Ltd and certain staff members that are associates of Frontline Services Pty Ltd.

Pursuant to ASX listing rule 4.7C.2, the Company compares the proposed use of funds contained in section 1.8 of Intelicare's Prospectus to the actual use of funds following admission of Intelicare to the official list of the ASX:

#### **SEPTEMBER 2020 QUARTERLY COMPARISON**

<b>Appendix One to the Quarterly Activities Report</b>	Prospectus Use	Funds used
	of Funds	total to date
	<b>\$A'000</b>	<b>\$A'000</b>
Costs of the Offers	698	738
Hardware purchases	400	148
Logistics	300	46
Marketing	790	212
IT/data security	350	32
New management personnel	250	154
New operations/sales team	500	101
- Technology development team	300	165
- IntelliCare Essentials development	750	238
- Development IntelliCare Gen 2	500	41
Working capital/ corporate overheads	1,009	526
Repayment of Frontline Loan and services	110	108
<b>Total Use of Funds</b>	<b>5,957</b>	<b>2,509</b>

Intelicare confirms that it expects to utilise the funds raised under its Prospectus in accordance with the use of funds statement and the key business objectives underlying the expected use of funds remain intact.

#### **Contact and Authorised for Release to the ASX**

Jason Waller, Chief Executive Officer and Managing Director, IntelliCare Holdings Ltd, +61 1300 001 145 , [investors@intelicare.com.au](mailto:investors@intelicare.com.au)

#### **About IntelliCare Holdings Limited**

*IntelliCare is an Australian technology company that has commercialised a predictive analytics hardware and software system for use in the aged care and health industries. IntelliCare believes Australians deserve to age with dignity and through its business-to-business (B2B) and business-to-consumer (B2C) solutions built on its proprietary internet of things (IOT) platform utilising smart sensors and artificial intelligence (AI), IntelliCare aims to enable people to stay in their own homes for longer while empowering healthcare providers to deliver higher quality, more efficient services.*