



# Annual General Meeting

26<sup>th</sup> November 2021

**Greg Leach**

Chairperson

**Jason Waller**

Chief Executive Officer and  
Managing Director



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## Today's Agenda

- |   |  |
|---|--|
| 01   Welcome, Opening of Meeting, and Quorum      | 06   Resolution 1: Adoption of Remuneration Report         |
| 02   Notice of Annual General Meeting and Proxies | 07   Resolution 2: Re-election of Director – Mr Greg Leach |
| 03   Conducting of the Poll                       | 08   Formal AGM Close                                      |
| 04   Chairperson address                          | 09   CEO Update  |
| 05   Financial Statements and Annual Report       | 10   Questions and Other Business                          |
|   | 11   Meeting Close   |





# NOTICE OF ANNUAL GENERAL MEETING AND PROXIES





# CONDUCTING OF THE POLL

# Chairperson's Address



- **A year of progress despite the continued global challenges**
- **Aged Care Royal Commission continues to drive momentum**
- **Excellent progress on key objectives**



## INCREASED COMMERCIAL REVENUE AND SALES

by 179% and 36% respectively.



## WON COMPETITIVE DEALS

marquee clients such as St John of God and MercyCare.



## CONDUCTED B2B AND B2C MARKET CAMPAIGNS

across multiple market channels driving a large increase in immediate sales opportunities.



## RELEASED SIGNIFICANT NEW FUNCTIONALITY

including personal health metrics and enhanced fall detection, strengthens our position as a market leader.



## FURTHER MATURED BACKEND SUPPORT AND OPERATIONS

to provide high quality experiences to our clients.



## INCREASED SALES AND BUSINESS DEVELOPMENT CAPABILITY

grown pipeline, resulted in some excellent wins and positioned strongly for ongoing success and rapid growth.



# **Financial Statements and Annual Report**

**Resolution 1: Adoption of Remuneration Report**

**Resolution 2: Re-election of Director – Mr Greg Leach**



# CEO REPORT





## Traction from growing user base increasing performance



**REVENUE ↑ 179%.**

\$927,635 (2020: \$322,256)

YoY) growth 123% since 2019

.....



**SALES ↑ 36%**

\$363,124 (2020: \$267,539)

235% YoY growth since 2019

.....



**USERS ↑ 68%**

352% YoY since 2019

.....



**\$410k R&D TAX OFF-SET**

Significantly decreases effective expenditure and rewards product investment

.....



**HIGH ARPU >\$30/mth\***

Up-sells from significant and growing IoT sensor base

.....



**NET LOSS \$4.3m**

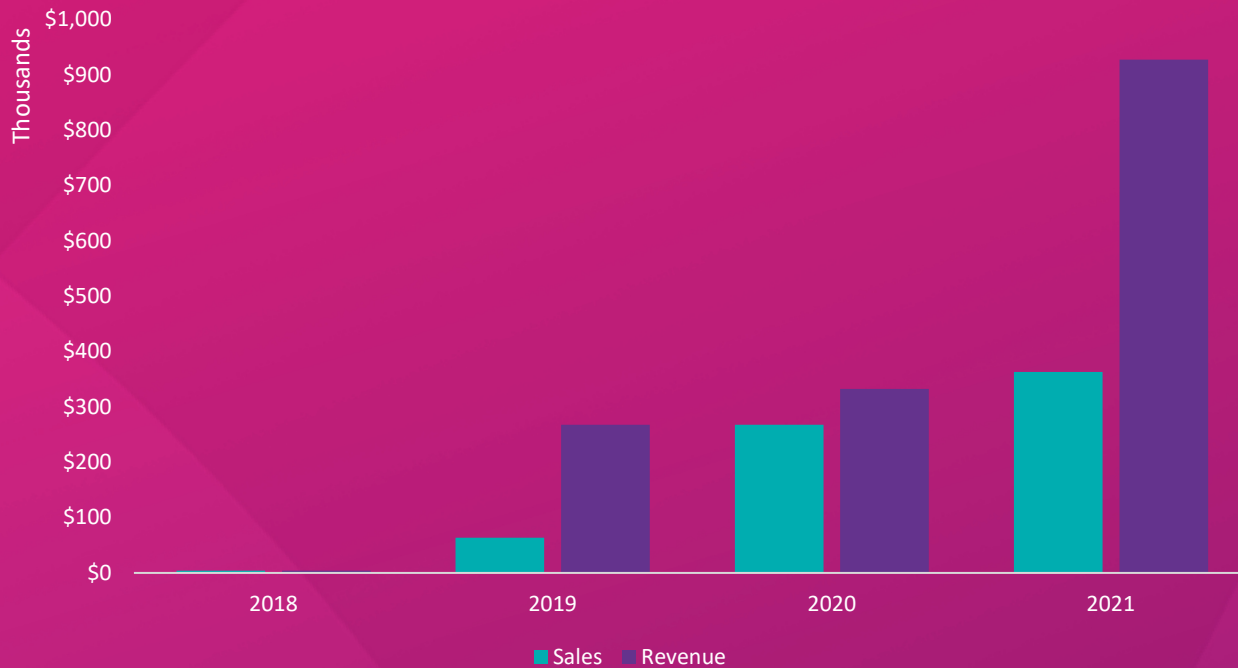
(2020: \$2,5m)

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# Consistent Sales and Revenue Growth

- Off the back of B2B Sales
- Marquee clients
- Contracts include recurring revenue



*“InteliCare demonstrated their system to meet the broadest range of capabilities and configurations. This is critical for us to give our caregivers the best technology to deliver person-centred care and our clients the greatest possible independence.”*

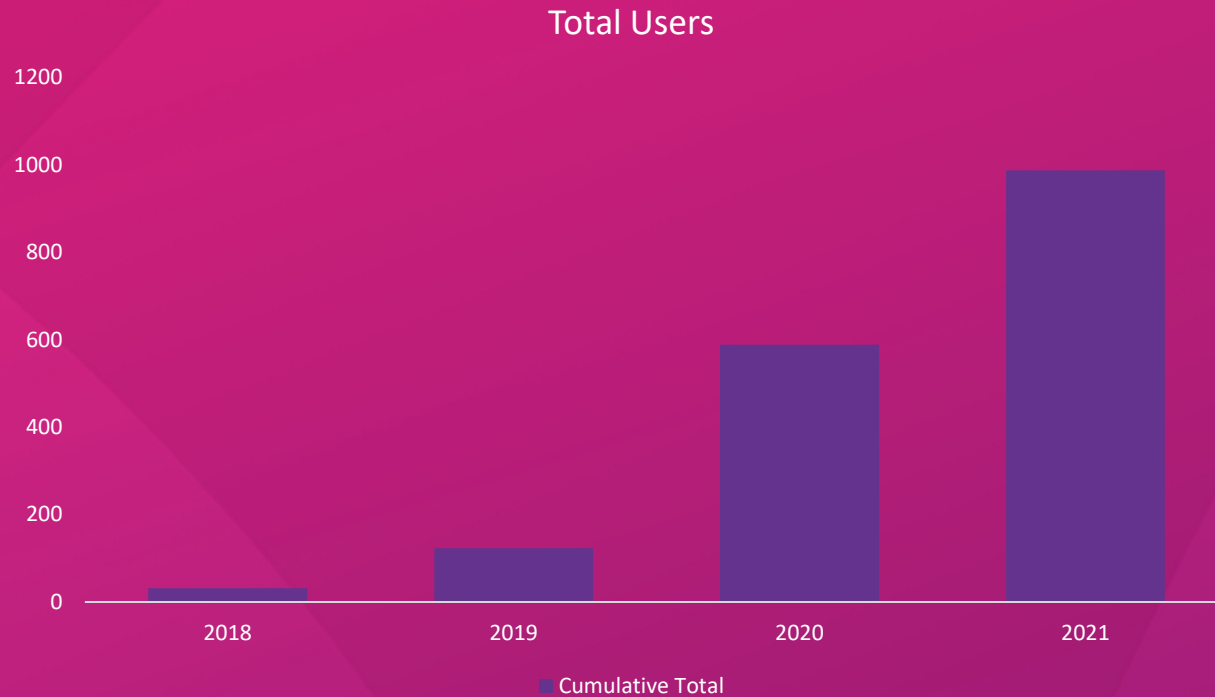
- Lisa Evans, CEO, St John of God Accord.



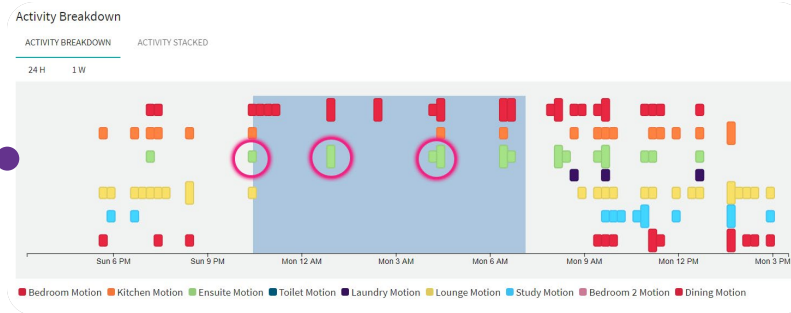
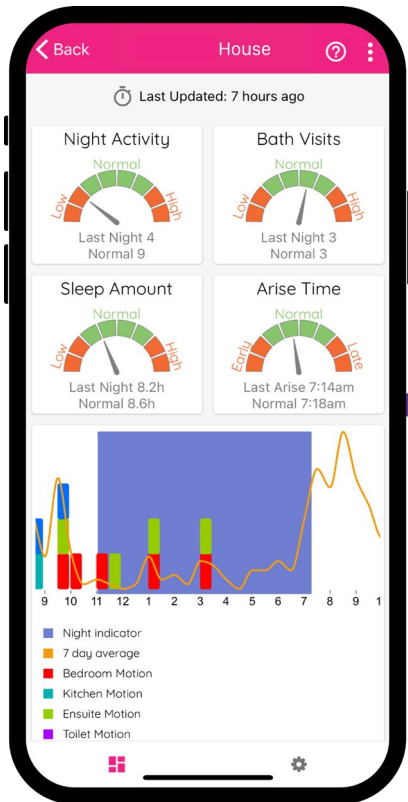


# Growing User Base to Underpin SaaS Model

- Marketing campaign delivers 7.5x B2C growth
- Families and care workers increasingly refer service providers
- Drives national Homecare and NDIS channels
- High ARPU clients, not just pendant/alarm sales



# Growing technology stack delivering multiple use cases



AI-driven proactive care

Passive fall detection technologies

Health metrics



The InteliLiving system has been invaluable for us to provide our clients personalised care.

When one of our clients moved into [NDIS accommodation], we discovered that her sleep was extremely disrupted. This was a surprise as we had been providing services for her for eight years. With these insights we've been able to support her to receive the right medical help.

- Fiona, Melba Support Services, Vic



The following are real client examples which demonstrate IntelliCare's ability to detect deterioration and provide alerts for the case managers who acted proactively to improve their clients' health and safety.



# Malnutrition is a significant falls risk factor\*



## ALERT

InteliCare notified the client advisor that her client had reduced his meal preparation activity.

## INVESTIGATE

The client - a 96-year-old gentleman – was using UberEats to deliver his daily Chiko Roll.

## ACTION

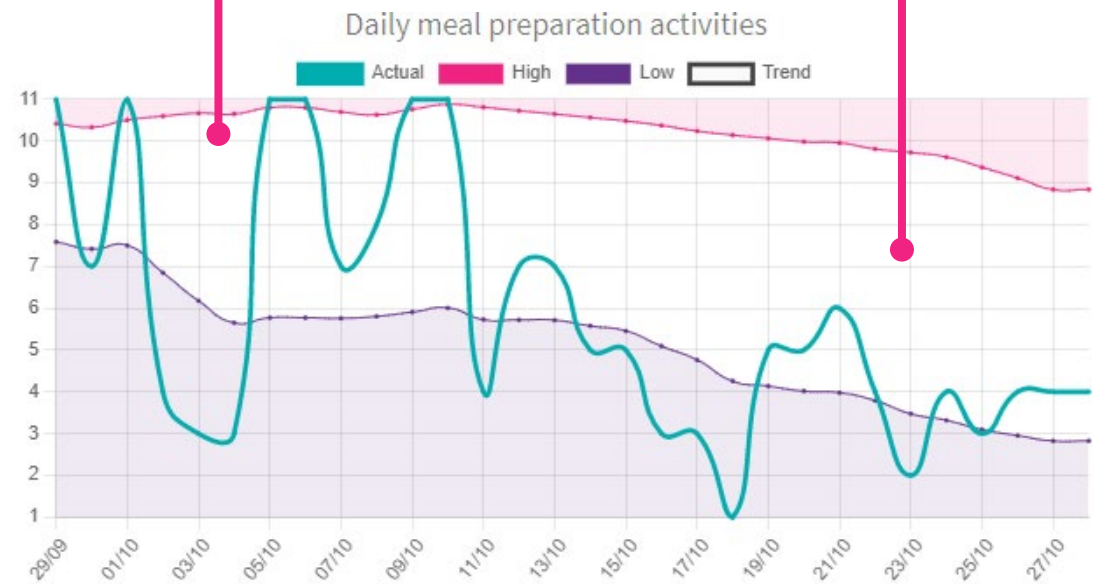
The nutritionist changed his breakfast meal to accommodate nutritional needs.

## OUTCOME

Client enjoys his Chiko roll and averts malnutrition-related hospitalization.

Single notification but not a cause for concern

Pattern shows decrease in meal preparation



# Increased night time activity increases falls likelihood\*



## ALERT

InteliCare notified the client advisor that her client had increased night-time activity.

## INVESTIGATE

80-year-old client has osteoporosis and is high falls risk. Client was unaware of this activity.

## ACTION

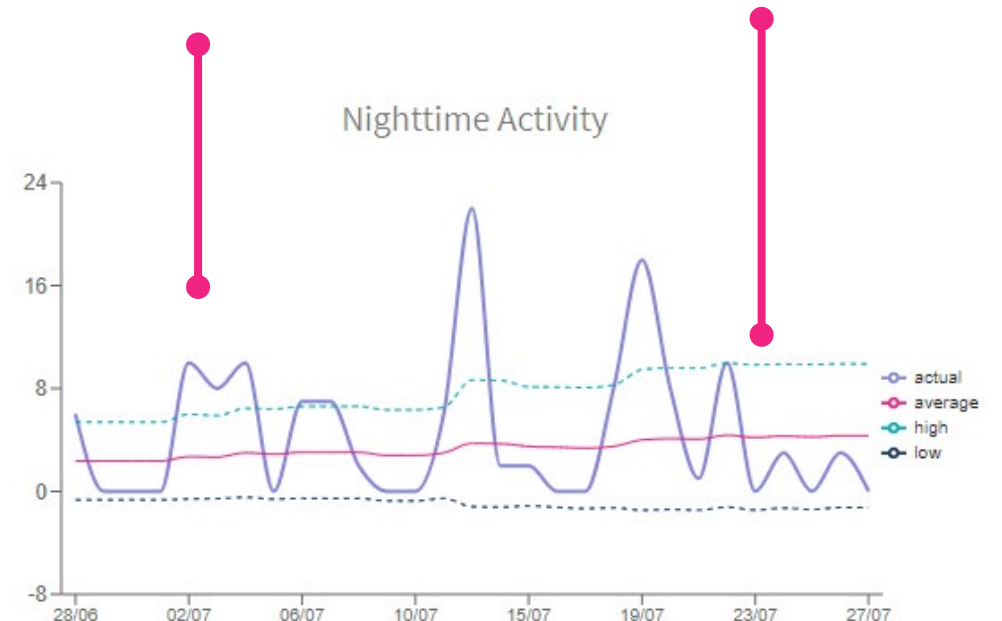
The case manager was able to provide choices for the client, who chose a visit from the nurse.

## OUTCOME

Continence nurse referral has reduced the falls risk at night, and client feels more rested during the day.

High activity will trigger a notification

Pattern shows increasing night-time activity



\*University of Warwick. "Falls are more likely when you've had a bad night sleep." ScienceDaily. 30 November 2018.

# Isolation/loneliness are associated with 37% of falls\*



## ALERT

InteliCare notified the client advisor that the client had increased missed outings.

## INVESTIGATE

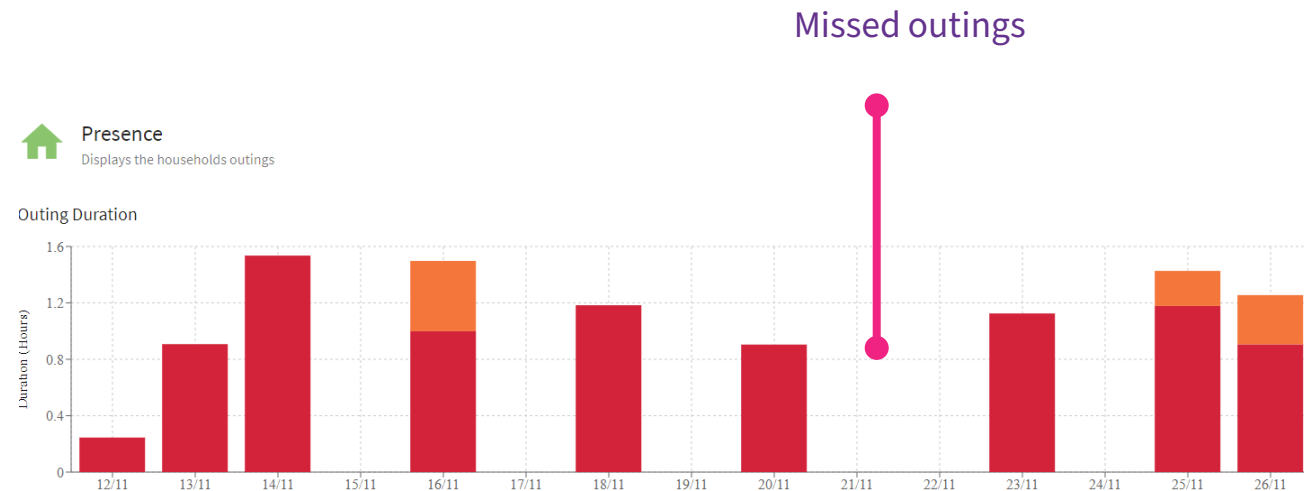
The client's hip was flaring up, so became reluctant to join in normal social activities.

## ACTION

The physio was able to improve mobility and reduce pain.

## OUTCOME

Increased mobility resulted in reduced falls risk and the client is out socialising again.





# Roadmap Future Development and Outcomes



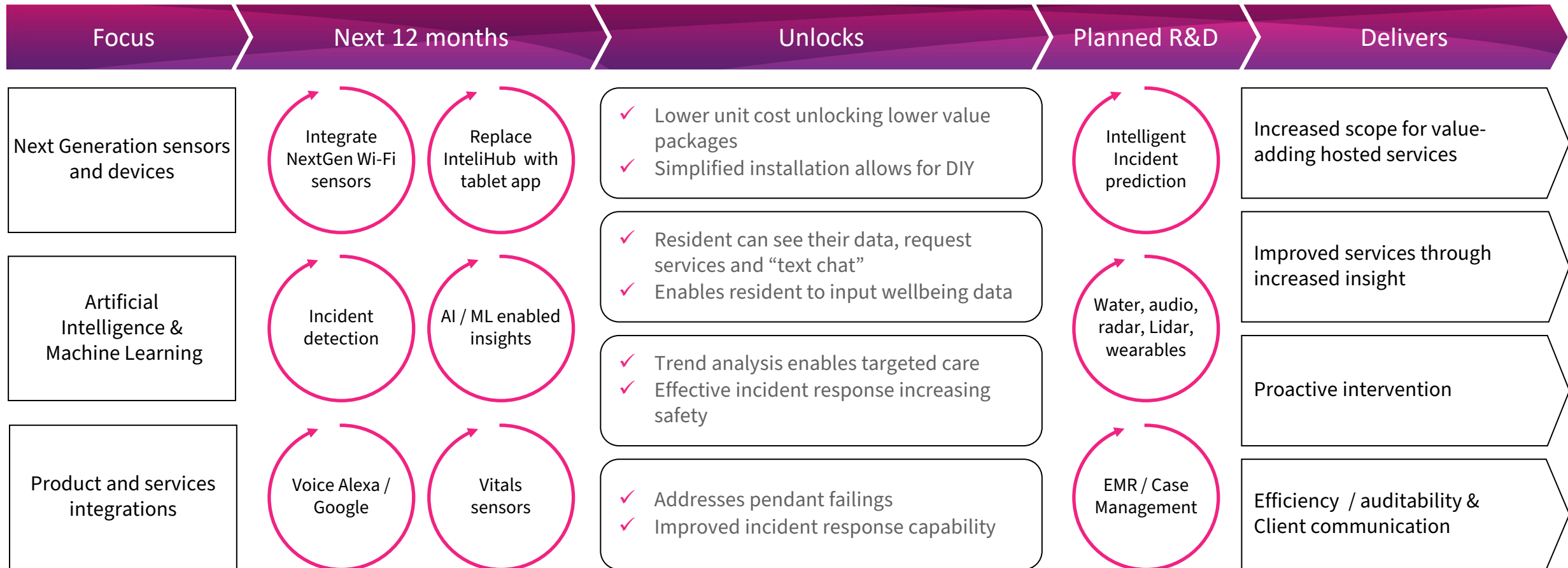
## Improving Connection, Detection and Prediction with esteemed research partners



THE UNIVERSITY OF SYDNEY



MACQUARIE University SYDNEY · AUSTRALIA





Growth Kicking In



Increasing Healthcare Market Tailwinds



Blue-Sky Technology Headroom



Technical Competitive Advantages



Questions?

