



## InteliCare Operations Update June 2022 Quarter

**InteliCare Holdings Ltd**  
ABN 84 622 484 397

**ASX Code**  
ICR

### Corporate Directory

Non-Exec Chairman  
**Dr Neale Fong**

Chief Executive Officer  
**Mr Daniel Pilbrow**

Non-Executive Director  
**Mr Greg Leach**

Non-Executive Director &  
Company Secretary  
**Mr Neil Hackett**

Independent Non-Executive  
Director  
**Mr Cam Ansell**

Independent Non-Executive  
Director  
**Mr Scott Taylor**

**Issued Shares**  
**121,616,307**

**Unlisted Options**  
**20,710,569**

### 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

- **Strategic restructure for growth**
- **Sales performance, including WACHS pilot program helping regional Australians live independently**
- **Product development and roadmap**
- **Controlled cash burn and reduction in expenses**

InteliCare Holdings Ltd (“InteliCare” or the “Company”) (ASX: ICR), an Australian Software-as-a-Service (SaaS) technology company in the aged care, disability and health industries has developed an award-winning AI-based care support solution. Built on its proprietary internet of things (IOT) platform utilising smart sensors and artificial intelligence (AI), InteliCare empowers care providers to tailor solutions to their customers, delivering improved outcomes and increasing client independence. The Company is pleased to provide this Quarterly Report together with an operational and business update.

### Strategic Restructure for Growth

As highlighted in the March 2022 quarter update, the Company announced the appointment of Daniel Pilbrow as the company’s new Chief Executive Officer to succeed Jason Waller. The past three months have included a comprehensive handover from Mr Waller to Mr Pilbrow, who formally commenced in the role on Monday 18 July 2022.

Recent board strengthening included the addition of Dr Neale Fong as Non-Executive Chairperson and Cam Ansell as an Independent Non-Executive Director. The Board and management have undertaken a review of market channels, with an increased focus on B2B relationships and sales. This has also involved a broadening of scope to include providers of home-based aged care, residential aged care, and supported disability accommodation market segments.

The operational team have been strengthened with the recent commencement of business development executives based in Perth, Sydney and Melbourne to drive the refocused partnership and sales approach.

### Sales Performance

There was strong sales performance in this quarter with a key deal signed up with a leading WA government care provider, WA Country Health Service (WACHS), launching a \$101,691 assisted technology pilot program. to support ageing residents to live as independently as possible in residential aged care.

60 % of the project funding was awarded at project commencement, with the remaining 40% awarded on the completion of project milestones. In line with the Company's accounting policies, revenue is recognised when product is delivered. IntelliCare has previously worked with WA Country Health Service with a \$500,000 grant in 2017.

In addition to other commercial sales achieved in the quarter, IntelliCare has continued to work closely with Bethanie and Optus in progressing the previously announced residential care proof-of-concept pilot project. The Company has also continued to progress the previously announced partnership with boutique, premium in-home aged care provider Like our Own.

### **Product Roadmap and Development**

During the Quarter IntelliCare successfully delivered new features that cement its industry leading capabilities in target sectors such as Specialist Disability Accommodation (SDA) / Supported Independent Living (SIL) and next generation, data enabled residential care.

On the back of IntelliCare's work with St John of God Accord, the Company has now released advanced analytics and visualisations enabling our SDA / SIL customers to understand interactions and activities for multiple clients living in shared accommodation.

This unique capability allows for rapid response to urgent events as well as delivering staff efficiencies, particularly overnight.

Other significant developments include:

- The addition of a Real Time Dashboard that allows care staff to monitor high-risk clients in a residential care setting for events and activities that require rapid staff response. Care staff stay informed of resident activities and can attend to residents when and where needed, delivering improved care outcomes and opportunities for staff efficiencies.
- Significant improvements to enterprise user management and access roles. Our platform now provides large scale and enterprise customers with the ability to manage cohorts of clients according to a flexible organisational structure such as regions or service divisions. Staff access to client data can be managed according to client groups and roles.
- We have continued to build upon our analytics and reporting capabilities to streamline client assessments, care plan effectiveness and enable remote care services. These features address multiple industry pressures stemming from staff shortage and increasing audit and reporting requirements.

### **COVID-19**

The impact of COVID-19 continues to be monitored. Recent pressures causing delays in installations and friction in sales lead development due to working from home conditions has been alleviated as the country has continued to open up and people have returned to the workplace.

Intelicare has implemented a set of supply chain risk management approaches including forward ordering of stock for consumables such as sensors, as well as taking advantage of batch manufacture of components where designs were adjusted to address specific chip set shortages. We have recently been advised that chip set availability has improved alleviating risks with Intelicare manufactured components.

### **Controlled Cash Burn and Reduction in Expenses**

Sales in this quarter remained softer when compared to the September and December quarters, however the company has maintained its focus on controlling cash burn and further reduction in expenses. The company had cash and cash equivalents of \$2.487m at the end of the quarter and is sufficiently funded to continue with its current business operations.

Cash outflows from operating activities for the quarter amounted to \$657k. This included lower marketing and advertising costs of \$24k and further reduced staff costs of \$362k.

InteliCare made payments of \$139k to related parties and their associates during the quarter. These payments relate to service agreements with Frontline Services Pty Ltd and Frontline Technology Services Pty Ltd for IT and project services.

This announcement is approved for release by the Board of InteliCare Holdings Limited.

**For more information regarding InteliCare, visit [www.intelicare.com.au](http://www.intelicare.com.au).**

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

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#### **About Intelicare Holdings Limited**

*InteliCare is an Australian technology company that has commercialised a predictive analytics hardware and software system for use in the aged care and health industries. InteliCare 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), InteliCare aims to enable people to stay in their own homes for longer while empowering healthcare providers to deliver higher quality, more efficient services.*