



InteliCare Operations Update September 2022 Quarter

InteliCare Holdings Ltd
ABN 84 622 484 397

ASX Code
ICR

Corporate Directory

Non-Exec Chairman
Dr Neale Fong

Non-Executive Director
Mr Greg Leach

Non-Executive Director
Mr Scott Taylor

Non-Executive Director
Mr Cam Ansell

Company Secretary
Mr Neil Hackett

Chief Executive Officer
Mr Daniel Pilbrow

Issued Shares
121,616,307

Unlisted Options
33,210,569

Company Details

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Website
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Registered & Principal Office

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Leederville WA 6001

- **Platform for growth**
- **Sales performance and pipeline**
- **Strategic partnership with AllCare**
- **Product development and roadmap**
- **Consolidated expenditure and controlled cash burn**

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.

Platform for growth

Following on from new board appointments in the last quarter of FY22 and the commencement of a new Chief Executive Officer in the first quarter of this year, the Company has been investing in a review of its operations and market channels and increasing its focus on B2B relationships and sales.

The review on operations has involved:

- a strengthening of supply chain relationships, including to support key components of the Company’s approach to hardware as part of the standard InteliCare Living suite of products
- a strengthening of the customer support team.

This work alongside a review of strategy and stronger focus on the InteliCare value proposition for our customers is helping establish a strong platform for growth across the remaining quarters of the financial year.

Sales Performance and Pipeline

Sales in the quarter was softer than the previous quarter, however the Company increased its national footprint through a commercial agreement with South Australian-based care services and home care package provider, ECH.

The \$59,000 plus contract includes 85 InteliCare hardware kits, meaning once all units are rolled out and subscriptions active that the total value of the arrangement in its first 12 months is more than \$120,000. Currently

approximately 50 customers had systems installed and subscriptions activated, with the balance of the original 85 units to be deployed over coming months. With over 15,000 clients, ECH is one of the largest integrated providers of retirement village accommodation and ageing care services in South Australia, providing future potential for IntelliCare technology to support further clients.

With an increased sales and business development presence on the east coast the sales pipeline continues to build out with new opportunities being developed.

In addition to the above, the Company has continued to work closely with Bethanie, WACHS, and Like our Own in getting these more recently announced projects established.

Strategic Partnership with AllCare

The Company recently announced partnership with Allcare, an Australia-based integrator of security systems, medical alarms, assistive health technology, communication integration and surveillance networks for the residential, commercial, industrial, health and aged care sector. This partnership will provide the opportunity for IntelliCare's aged care and disability clients to access critical event and duress call assistance which will in turn provide valuable support to family members and care providers and assist in the management of risk.

Product Roadmap and Development

During the Quarter the Company continued to successfully deliver new features that support its existing industry leading capabilities across target sectors. These developments include:

- The 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 is now being tested in a 10-bed residential care pilot with Bethanie.
- Radar Sensor alerting is currently being tested in our project with DoC (Dept of Communities) and showing very promising results. This will also be implemented in both Bethanie and WACHS residential care pilots which are underway.
- Medication tracking is currently being tested as part of additional functionality to support ECH clients, this functionality will be available to all clients once testing is completed.
- Work continues on the integration with Alexa.

COVID-19

The impact of COVID-19 continues to be monitored. Intelicare continues to implement 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. With chip set availability improving we have been able to alleviate risks to Intelicare manufactured components.

Consolidated Expenditure and Controlled Cash Burn

Receipts from sales activities for the quarter was \$90k, up against the previous quarter. Total cash outflows from operating activities for the quarter amounted to \$1,276k. The Company has maintained its focus on further reduction in expense and controlling cash burn. The Company had cash and cash equivalents of \$986k at the end of the quarter which added to a funding facility of \$872k against the FY22 R&D tax refund left the Company with \$1.858m total available funding, meaning it is sufficiently funded to continue with its current business operations.

Payments of \$96k to related parties and their associates during the quarter was a reduction of \$43k compared to the previous quarter. These payments relate to service agreements with Frontline Services Pty Ltd and Frontline Technology Services Pty Ltd for IT and project services.

Events Subsequent to the Quarter

Subsequent to the quarter, the follow notices and announcements were made:

- **Annual General Meeting (AGM):** the AGM of the Company will be held at 1:00pm (AWST) on Tuesday 29 November 2021.
- **Annual report to Shareholders:** the Annual Report for 30 June 2022 was released.

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

For more information regarding IntelliCare, visit www.intellicare.com.au.

Contact and Authorised for Release to the ASX

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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.