



# InteliCare

InteliCare Holdings Ltd  
ABN 84 622 484 397

ASX Code  
ICR

## Corporate Directory

Non-Executive Chair  
**Dr Neale Fong**

Non-Executive Director  
**Mr Greg Leach**

Non-Executive Director  
**Tim Chapman**

Company Secretary  
**Mr Neil Hackett**

Chief Executive Officer  
**Mr Daniel Pilbrow**

Issued Shares  
**487,338,144**

Unlisted Options  
**146,636,458**

Listed Options  
**74,824,568**

## Company Details

Email  
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Website  
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## Registered & Principal Office

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Leederville WA 6001

30 January 2025

# InteliCare Operations Update December 2024 Quarter

- **InteliCare's deployment within leading customer Hardi Aged Care ("Hardi") has now moved to the third and fourth Hardi sites**
- **Deployment at Hardi's first and second sites, Manly Vale and Blacktown sites, continue with monthly SaaS commencing at Manly Vale**
- **Continued growth and progress in commercial pipeline based on success at Hardi**
- **AGM held on 29 November, with all resolutions passed and approved**
- **Customer feedback from existing deployments leading to enhancements that provide further alignment to the residential aged care value proposition.**

InteliCare Holdings Ltd ("ICR" or the "Company") (ASX: ICR), an Australian Software-as-a-Service (SaaS) technology company commercialising its proprietary AI driven InteliCare platform (InteliCare) in the aged care, disability and health sectors is pleased to provide this Quarterly Report together with an operational and business update.

InteliCare utilises smart sensors and artificial intelligence (AI), to empower care providers to tailor care solutions for their customers, delivering improved care outcomes and increasing client independence.

**Daniel Pilbrow, Chief Executive Officer commented,** "Following the successes at Hardi Aged Care's ("Hardi") initial two facilities, we have turned our attention to finalising and implementing planning timelines for Hardi's four other aged care facilities, in particular its third and fourth sites.

With the client handover at both of Hardi's Manly Vale and Blacktown facilities continuing, I am encouraged by the early value that key staff are experiencing, in particular through the falls detection functionality. It's also fantastic to see the great working relationships that have been established between the Hardi and InteliCare teams.

The next phase of deployment at Manly Vale and Blacktown is focused on integrating InteliCare into Hardi's care management (Manad) and nurse call systems. I am incredibly excited we are nearing this point when the full capabilities of InteliCare can be experienced. We look forward to generating valuable insights through these integrations, with connected information to inform care decision making and supporting the best outcomes for Hardi's residents.

We are really excited to be supporting Hardi as it continues to innovate in its care model, through providing real-time monitoring of residents, escalation of care through real-time alerts, as well as supporting compliance, governance and reporting requirements.

In addition, we continued to invest in progressing and broadening our commercial pipeline of direct aged care and healthcare providers as well as strategic channel partners and we expect to be entering further commercial agreements in the near term. With success at Hardi our pipeline of aged care providers continues to expand and we expect to be able to update shareholders on further commercial progress in the near term.”

## **Review of Operations**

### ***Aged Care Providers***

#### *Hardi Aged Care*

InteliCare has largely completed deployment in Hardi’s Manly Vale facility and the initial 42 beds at the Blacktown facility, with final hardware and implementation revenues for those facilities received during the December quarter, and client handover phase well underway. The client handover phase will continue over the coming months. Hardi and ICR are currently finalising the planning for the phased deployment and purchase plans for the next two Hardi facilities.

As previously disclosed, the total Hardware and implementation fees generated from this agreement will be \$1.7 million with approximately \$400,000 generated in annual recurring SaaS fees once the platform is fully deployed across all six sites. Monthly SaaS fees have commenced at Manly Vale.

#### *Aged Care Reform*

With the changes proposed in the new Aged Care Act and the Support at Home Program coming into effect 1<sup>st</sup> July 2025, and the rising costs of care associated with those changes, we are seeing providers seeking solutions that are smart, innovative, and adaptable to their needs. We see this as a growth opportunity for the Company to convert pipeline opportunities into concrete partnerships.

#### *New customers and Channel Partners*

As part of the Company’s commercialisation strategy, we continue to seek out opportunities for strategic partnerships and integrations with identified potential users and resellers of the InteliCare platform. Key target verticals with strong business cases include large private health insurers, medical/remote monitoring device manufacturers, boutique residential aged care providers, and other private care providers. ICR has been steadily developing its channel partners pipeline and look forward to converting prospective opportunities into meaningful partnerships.

#### *Vlepis*

InteliCare and Vlepis Solutions Pty Ltd (“Vlepis”), a leading smart wellbeing sensing technology manufacturer, earlier in the year entered into an agreement to undertake a pilot program to evaluate the ability of the InteliCare platform to integrate with Vlepis devices. Discussions between the parties are continuing, but have expanded beyond initial proof-of-concept projects. ICR looks forward to progressing this partnership, and updating shareholders in the coming months.

### ***Health Care Providers & Remote Patient Monitoring Opportunities***

We continue to work to enhance the InteliCare platform to be able to support the growing demand for enhanced (and in some cases virtual) Remote Patient Monitoring (RPM) solutions to support the hospital, hospital in the home (HITH) and primary/community care settings.

To support this approach, ICR entered into a supply agreement with North Shore GP (a GP practice in Townsville) as it undertakes a pilot of a virtual chronic disease monitoring program supporting fifteen (15) patients with chronic heart failure over the next twelve (12) months. North Shore GP is using the IntelliCare platform to support their management of these patients, with patient recruitment commencing in late December 2024. ICR looks forward to updating shareholders in coming months.

Furthermore, during the quarter, ICR provided support to Specialist Direct Pty Ltd as it launched a pilot project in Brunei in partnership with local healthcare providers. The pilot project is assessing the uptake of and compliance with remote monitoring technology to support the local healthcare providers' existing programs for obesity management, Parkinson's disease and post-stroke patients. The pilot project is utilising the IntelliCare platform for nine (9) patients across these cohorts over three (3) months, with a second phase involving 40 patients expected to commence during the quarter. Again, we look forward to updating shareholders in coming months.

### ***Product Enhancement and Roadmap***

Whilst the primary focus of the business is commercialising the IntelliCare platform, enhancements and modifications continue to be made based on customer feedback.

During the quarter, the Company continued to release new functionality that enhances the ICR offering for the Residential Aged Care market and further optimises the ability to scale deployment capability for both planned and prospective clients. These include:

- Public release of iOS and Android based Dashboards that can be installed on any tablet or smart TV as flexible, low-cost alternative for expensive proprietary displays.
- Platform management efficiencies reducing hosting costs by up to 25%.
- Additional configurable settings for intelligent alert management for call bell, falls alerts and location base alerts to deliver improved visibility for staff and response time tracking.
- Expansion of the system health capabilities and remote support functionality to efficiently manage and support large scale facility deployments.
- Expansion of the customisable rules engine to allow for detection of events from an expanded range of sensors.

### ***Compliance and Governance***

The Company held its Annual General Meeting on 29 November 2024, with all resolutions presented being passed.

### ***Cash Position and a Continued Focus on Expenditure***

Receipts from sales activities for the quarter was \$177k up from \$164k for the prior quarter. The Company also received \$620k in government grants and incentives during the quarter. December 2024 quarter key expense components included staff costs (\$380k), research and development costs (\$14k), administration and corporate costs (\$265k), advertising and marketing (\$2k) and product manufacturing and operating costs (\$66k). The Company held cash and cash equivalents of \$1.26 million at 31 December 2024. The Company is well funded to continue with its current business operations, but will continue to maintain its focus on controlling cash burn.

Payments of \$73k were made to related parties and their associates during the quarter. These payments relate to remuneration arrangements for non-executive directors and service agreements with Forward Logic Pty Ltd.

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

For more information regarding IntelliCare, visit [www.intellicare.com.au](http://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.*