



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

72,899,706

Unlisted Options

13,262,500

Company Details

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InteliCare Quarterly Activity Report June 2020

- Growing revenue and traction from sales
- Sales pipeline building through agency agreements
- Net positive impact of COVID-19 on sales
- Subsequent to the quarter, received largest single order to date and recognised as Information, Communications and Technology (ICT) industry leader in annual INCITE Awards

InteliCare Holdings Ltd (“InteliCare” or the “Company”) (ASX: ICR), an Australian technology company that has commercialised a predictive analytics hardware and software system for use in the aged care and health industries, is pleased to provide this quarterly report and operational update.

In the short period since listing, the company has been focussed on executing its commercialisation strategy, with a primary focus on growing its B2B sales pipeline.

Sales and Operations

The Company is taking a multi-channel approach to its B2B sales. Primarily, it is targeting outbound sales to organisations in the disability and aged care sectors. The focus is on home care service organisations that provide plan management services for Commonwealth allocated funds. Their clients seek to live independently in their own home under the National Disability Insurance Scheme (NDIS), or utilising aged care Commonwealth Home Support Program (CHSP) funds and Home Care Packages (HCP).

Sales to these organisations are typically through single orders placed by individual recipients or their care providers (e.g. plan manager, occupational therapist) following an onboarding and education campaign by InteliCare. The Company is making regular sales through these channels and, consequently, achieved pilot program or approved supplier sales with top tier providers, such as Brightwater Care Group Limited, Alzheimer’s WA, Baptistcare WA and Benetas.

Initially, these sales are expected to be incremental and organic. However, this go-to-market strategy is also a gateway to unlock larger bulk orders once use of InteliLiving products reaches a mass where productivity, care management and additional revenue benefits are realised at scale. Many of these organisations also have adjacent aged care business including residential and retirement living, that offer further opportunities to grow the sales pipeline. At this stage, it is too early for the Company to provide forecasts.

During the quarter, the federal government announced CHSP service providers can use unspent 2019–20 funding to buy up to \$1,000 worth of personal monitoring technology for vulnerable clients during COVID-19. The Company made several sales through this mechanism, including to its existing WA Country Health Service client and a major sale post-quarter (further details below). However, ongoing sales may be constrained by the short time frame and limited unspent funds. In general, the Company considers that while COVID-19 placed increasing burdens on aged care organisations that created short-term pipeline friction, the net affect will be to improve the strategic market landscape due to acceleration of technology adoption and greater focus and funding on independent living as compared to residential aged care.

A further channel for both B2B and B2C sales is through agency and reseller agreements. Since listing, the Company has signed six agency agreements with both assistive living product agents and large care organisations, such as Community Home Care Incorporated, who have 2,800 clients. These relationships enable IntelliCare to market into an existing client base and pipeline, as well as scale sales.

The company is also targeting top-of-the-funnel service providers who provide assessment services, prior to a Commonwealth funded package being awarded. The aim is to create awareness amongst assessors who shape care plans and consequent services. In line with this strategy, APM Group, one of the largest disability service providers in WA, recently selected IntelliCare as one of three providers to present to Local Area Coordinators to provide them with information about how technology can help people living with a disability achieve their goals to remain independent and maximise utility from their allocated funds.

As previously announced, the Company successfully integrated a new radar sensor technology in a trial conducted in partnership with WA Department of Communities (DoC) Justice Services which resulted in being awarded a follow-on order. These systems have commercial application in home care, disability, aged care and hospital care markets, as well as potential for custodial facilities. This continues to demonstrate the value of IntelliCare's 100% owned market leading proprietary open-architecture Internet of Things (IoT) platform because it allows rapid testing and integration of emerging off-the-shelf (OTS) technology.

In addition, future channel targets across a broader reach of the ageing and disability care sectors include residential aged care, retirement and independent living developers, pharmacy and healthcare. These sectors are expected to have longer sales lead times as they rely on capital investment in a technology strategy.

COVID-19

Prior to the initial onset of WA Government and national restrictions the Company exercised a Work From Home (WFH) business continuity plan. This was then enacted with minimal impact on operations. Subsequently, the Company has resumed 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.

Solid cash position

The Company has maintained a solid cash position of \$4.2 million at 30 June 2020. The Company reported cash receipts of \$139,000 during Q4 2020 and \$526,000 YTD, compared to a total of \$63,600 for the year-end 30 June 2019, reflecting growing sales revenue.

Taking into account the short timeframe since listing, the company 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.

Events Post-Quarter

Subsequent to the end of the quarter, the Company announced an expansion of its East Coast presence with first major Business-to-Business (B2B) order in NSW received through a cornerstone order from NSW aged care and disability services provider CCNB for new IntelliLiving systems. This order for 120 IntelliLiving Systems represented the largest single IntelliCare order to date.

On 24 July 2020, IntelliCare was thrilled to be announced as the winners of both categories in which the Company was nominated in the 29th Annual INCITE Awards. The Company won both the Smarter Communities Award and the Social Impact Award. Both categories epitomise what IntelliCare is striving for and recognised the Company as leaders in our field. The INCITE Awards are presented by the Western Australian Information Technology and Telecommunications Alliance (WAITTA) and is WA's longest running Tech Awards Program (since 1991) and the premier event in ICT for the State.

The company previously announced the availability of its core application, IntelliLiving, in the Microsoft Azure Marketplace, an online store providing applications and services for use on Azure, and acceptance to the Microsoft Co-Sell Program. In July, this progressed to the point where IntelliCare achieved Co-sell Ready status, which unlocks incentives for the Global Microsoft sales team to sell IntelliCare's solutions.

Contact and Authorised for Release to the ASX

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About IntelliCare 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. 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.