

**8 September 2016**

Australian Securities Exchange  
Level 40, Central Park  
152-158 St George's Terrace  
Perth WA 6000

## **Alcidion to Present at the AusBioTech WA Broker Meets Biotech Lunch**

Alcidion Group Limited (ASX:ALC) today announced that it will present at the AusBioTech WA Broker Meets Biotech Lunch on Thursday, 15 September 2016.

Executive Director, Mr. Nathan Buzza will present to brokers, investors and financial advisors, on behalf of Alcidion. Updating the group on the latest developments within the company, since being publicly listed in February 2016.

This event will be hosted by Mr. Brian Leedman, Co-Chairman of AusBioTech WA and Non-Executive Director to Alcidion Group Limited.

It will feature a keynote presentation from Mr. Mark Dehring, Head of Investor Relations for CSL Limited, an overview of the biotechnology industry investment landscape from Mr. Stuart Roberts, Life Sciences Analyst at NDF Research.

Spotlight presentations from three biotechnology companies, including Alcidion, will follow. Guests will be served lunch and drinks, followed by networking with investors, presenting companies and senior members of Perth's biotechnology community.

### **Event Details**

**Date:** Thursday 15 September 2016

**Time:** 2:00pm arrival for a 2:30pm start

**Venue:** Parmelia Hilton Perth, 14 Mill Street Perth

Registration is free for brokers, investors and financial advisors.

### ENDS ###

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Alcidion Group Limited

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### **About Alcidion**

Alcidion Group Limited (ASX:ALC) is a publically listed, innovative health informatics company that specializes in clinical products that improve productivity, safety and efficiency. Alcidion's solutions target key problems for Emergency Rooms, Inpatient Services and Outpatient Departments and are built upon a next generation health informatics platform, which incorporates an intelligent EMR, Clinical Decision Support Engine, Data Integration Capability, Smartforms, Terminology Support and Standards Based Web Services.

Alcidion's focus is on delivering solutions that enable high performance healthcare and which assist clinicians by minimising key clinical risks, tracking patient progress through journeys and improving quality and safety of patient care.

[www.alcidion.com](http://www.alcidion.com)

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# Alcidion Group Limited

AusBiotech Presentation

August 2016



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## Future matters

This presentation contains reference to certain intentions, expectations, future plans, strategy and prospects of the Company. Those intentions, expectations, future plans, strategy and prospects may or may not be achieved. They are based on certain assumptions, which may not be met or on which views may differ and may be affected by known and unknown risks. The performance and operations of the Company may be influenced by a number of factors, many of which are outside the control of the Company. No representation or warranty, express or implied, is made by the Company, or any of its directors, officers, employees, advisers or agents that any intentions, expectations or plans will be achieved either totally or partially or that any particular rate of return will be achieved.

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## NATHAN BUZZA

- Chief Executive of Allure Capital.
- 25 Years Experience Healthcare Technology.
- Founder and former Chief Executive of Clinical Middleware provider CommtechWireless.
- Vice President of Austco Communications.
- General Partner of Future Health.
- Ernst & Young “Entrepreneur of the Year”.
- Studied a Bachelor of Commerce at Curtin University, majoring in Information Systems.
- Executive Director of Alcidion Corporation.



Healthcare Information Technology

## Consumer Centric Technologies

## Practice Centric Technologies

Applications	Connect Chat Share Feedback	Communicate Data Collection Track	Deliver Monitor Care	Prevention Manage Engage Healthy Lifestyle	Data Storage Data Transmission Medical Records Analytics Intelligence Information Exchange	Schedule Verify Bill Collect	Education Outsource Recruitment Hiring	Data Breach Privacy
Tech Groups	 Social Health	 Mobile Health	 Tele Health	 Personal Health	 Health information Management	 Revenue Cycle Management	 Service Providers	 Security
Subgroups	Social Health Network Physician → Physician Patient → Patient Physician → Patient	Apps Sensors Mobility Wireless	Remote Monitoring Telemedicine	Personal Health Record Patient Engagement PC-EHR Wellness Information	EHR EMR Decision Support CPOE RIS PACS Imaging RTLS LIS MDDS Analytics	Billing Claims Processing Patient access Management Solutions	Staffing & Outsourcing Medical Transcription Consulting Scribes Benefits	Health Information Protection HIPAA



Digital Health is very board

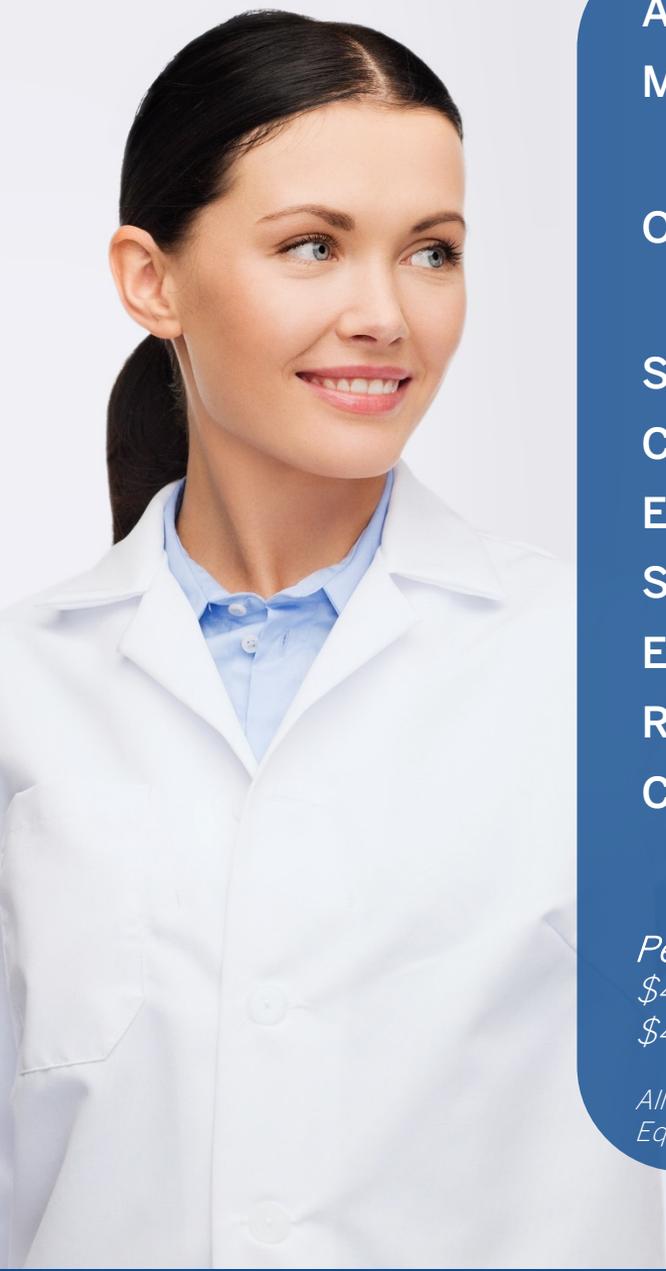


- The global population is aging, resulting in a dramatic and unparalleled increase in population, complex patients with multiple co-morbidities.
- The United States spends 18% of GDP on Healthcare, representing over \$USD3.0 trillion dollars annually, which is set to grow to 37% by 2050.
- Global expenditure on Healthcare IT is \$USD40.4b, growing to \$USD56.7b by 2017.
- The Obama Administration introduced the Patient Protection & Affordable Care in 2010, mandating that all US hospitals upgrade their Clinical Information Systems.
- This Act stipulates that healthcare providers must demonstrate the meaningful use of health IT by 2016 or face a reduction in Medicare reimbursements.



- Global adoption of the “Electronic Medical Records Adoption Model (EMRAM)”, supported by government funding.
- The rise of interoperability and global standards.
- Mobile Health technology is growing from \$USD6.9b market to \$USD23b market by 2017.
- Apple introducing HealthKit and Research Kit, coupled with the launch of powerful mobile tablets.
- FDA Regulating the environment.
- Global Government allocating funds to Digital Health:
  - The United States government has set aside more than \$USD20 billion in stimulus funds to implement Electronic Health Records nationwide
  - The United Kingdom has allocated £4 billion to transition the National Health Service into a paperless environment (7<sup>th</sup> Feb 2016).
  - Australian Digital Health Agency formed 27<sup>th</sup> Jan 2016.
- The adoption of Digital Health encourage the adoption of Digital Health – a self fulfilling prophecy.





**ASX Ticker**

ALC

**Market Capitalisation**

\$39m

**Ownership**

40% Founders

15% BlueSky Private Equity

9% Owned by Employees

6% Allure Capital

**Share Price**

6.50c

**Cash on hand**

\$6.16m

**Enterprise Value**

\$31m

**Shares on Issue**

603m

**Employees**

32 x FTE

**Revenues FY16**

\$4.02m

**Cumulative R&D Investment**

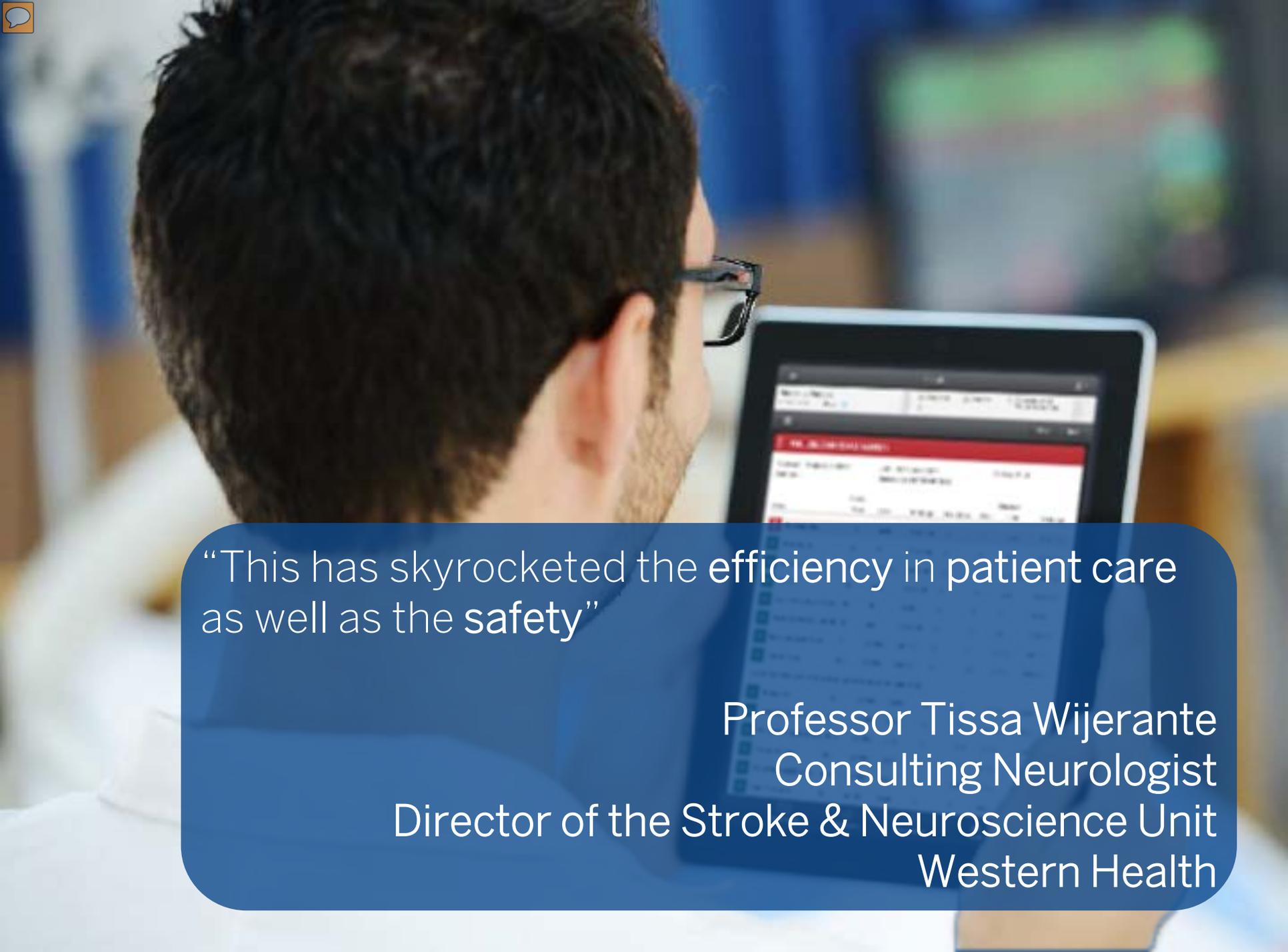
~\$18.60m

*Performance Shares*

*\$4m in script on achieving \$10m in TTM revenue by 29/2/2018 and;  
\$4m in script on achieving \$15m in TTM revenue within 29/2/2019 .*

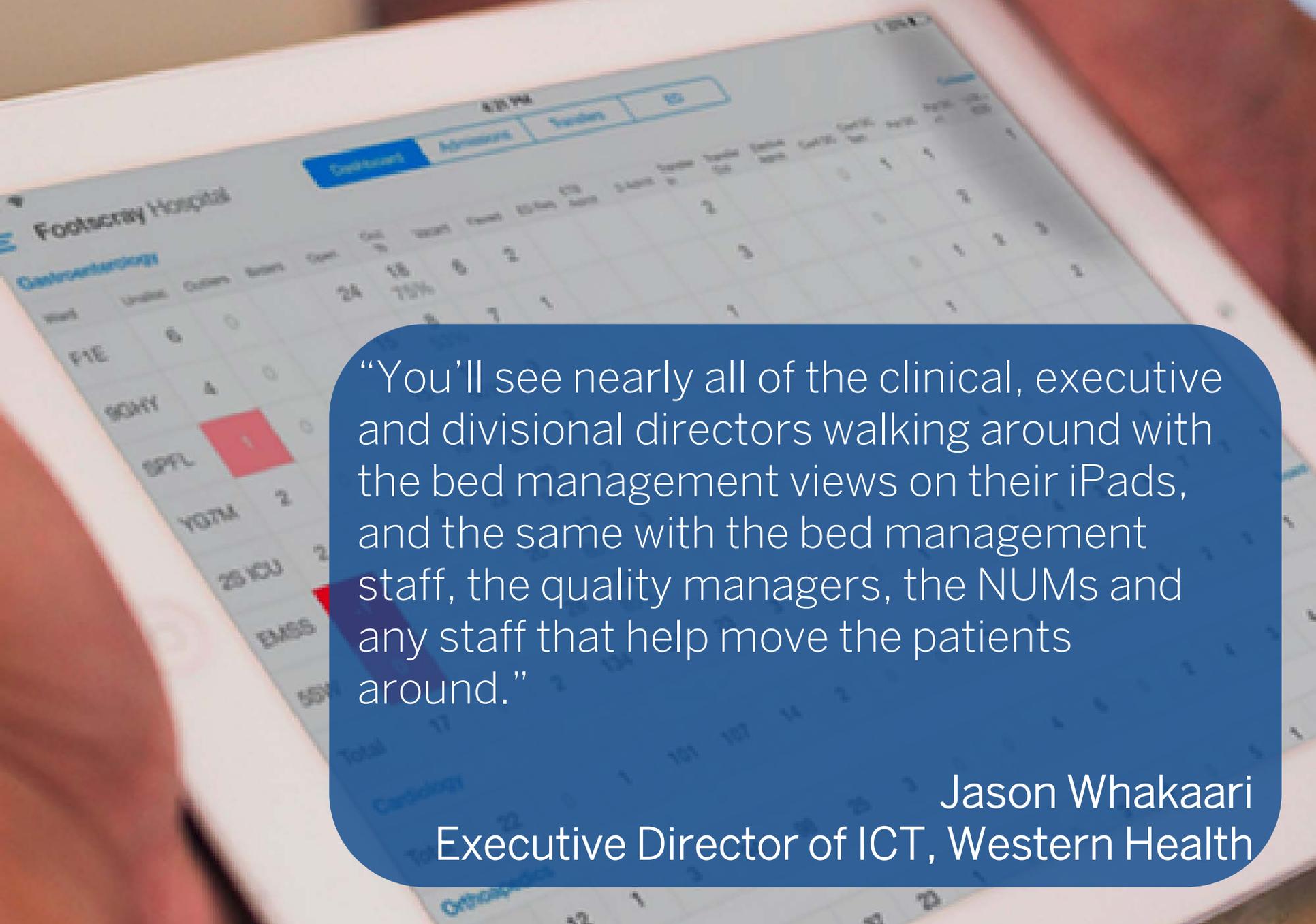
*All financial data has been rounded as of 29 July 2016  
Equity data accurate as of 31 August 2016*



A man with dark hair and glasses, wearing a white lab coat, is seen from the side, looking at a tablet. The tablet screen displays a medical interface with a red header and a table of data. The background is a blurred clinical setting.

“This has skyrocketed the efficiency in patient care as well as the **safety**”

Professor Tissa Wijerante  
Consulting Neurologist  
Director of the Stroke & Neuroscience Unit  
Western Health



“You’ll see nearly all of the clinical, executive and divisional directors walking around with the bed management views on their iPads, and the same with the bed management staff, the quality managers, the NUMs and any staff that help move the patients around.”

Jason Whakaari  
Executive Director of ICT, Western Health



**Chief Medical Officer  
Prof. Malcolm Pradhan**

- Formal qualifications in medicine complimented by a PhD in Medical Informatics from Stanford University.
- Founding fellow of the Australasian College of Health Informatics.
- Associate Dean of IT & Director of Medical Informatics at the University of Adelaide.
- Clinical Lead within the Australian Government's National e-Health Transition Authority.



**Chief Executive Officer  
Mr. Ray Blight**

- Formal qualifications include a Bachelor of Technology, Bachelor of Economics and a MBA.
- Former CEO of the South Australian Health Commission and Chair of the Health Ministers' Advisory Council
- Consultant to the World Bank.
- Chairs the University of SA IT & Mathematical Sciences Advisory Board.



**Executive Director  
Mr. Nathan Buzza**

- Former founder & CEO of Clinical Middleware provider, Commtech Wireless.
- EY "Entrepreneur of the Year".
- BRW in the Fast100 for three consecutive years.
- Western Australia IT & telecommunications Life Time achievement Award for contribution to the IT community.
- Previously the second largest shareholder of Azure Healthcare ([ASX:AZV](#)).



**Non-Executive Director**  
**Mr. Brian Leedman**

- Formal qualifications include a Bachelor of Economics and a MBA.
- Co-Founder of Resapp Health ([ASX:RAP](#)).
- Co-Founder of Oncosil Medical ([ASX:OSL](#)).
- Co-Founder of Imugene ([ASX:IMU](#)).
- WA Chairman of AusBiotech.
- Previously Marketing Manager at Ernst & Young.



**Non-Executive Director**  
**Mr. Nick Dignam**

- Formal qualifications include a Bachelor of Commerce, Bachelor of Law and a Masters of Applied Finance.
- Investment Director of BlueSky ([ASX:BLA](#)), a listed alternative asset manager with \$1.7b of assets under management.
- Responsible for originating new investment opportunities, working with portfolio companies to deliver growth and managing exit processes.
- Joined Blue Sky from Catalyst Investment.



**Non-Executive Director**  
**Mr. Josh Puckridge**

- Formal qualifications include a Bachelor of Commerce.
- Director of Cicero Advisory Services.
- Executive Director of Red Gum Resources.
- Formerly Executive Director and Chief Executive of Discovery Resources Limited.
- Founding Director of Windward Resources Limited([ASX:WIN](#)).
- Non-Executive Director of Top Tung Limited.

- Hospitals are built upon a complex eco-system of disparate Clinical Information Systems.
- Alcidion's Miya platform integrates disparate Clinical Information Systems to identify emerging clinical risk and push this clinical intelligence to the care team via a continuum of mobile and desktop devices.
- Under the stewardship of our CMO, Professor Malcolm Pradhan and CEO Ray Blight, the former Chief Executive of the SA Health Commission, Alcidion has invested over \$18m in the development of the Miya Platform.
- The technology is already deployed and operational at Western Health, Northern Territory Health Department, Tasmania Health and the Royal Melbourne Hospital.
- By providing clinicians with decision support tools and prompting care guidance in accordance with hospital approved clinical protocols, patient clinical outcomes may be improved.
- Alcidion is intending to revolutionize the healthcare industry, by providing an agnostic Clinical Information System that resides over the top of the existing systems.



- Listed Alcidion on the ASX on February 29 2016, with \$7m in cash, with minimal debt.
- Commenced our commercialiation strategy, which in broad terms will see the Alcidion Sales Team systematically engage the continuum of Australian and New Zealand healthcare organisations.
- Executed a \$2.35 MoU with Western Health, signifying the transition of our Patient Flow and Bed Management applications from Pilot Site to commercial utilization.
- Announced that our strategic partner, FUJIFILM had secured multiples sales of our intelligent Cardiovascular Information System (iCVIS).



- Appointed Resapp Health co-founder, Mr. Brian Leedman to the Board.
- Alcidion invested \$1.5m developing a Computerized Physician Order Entry (CPOE) platform, in the form of a Best Practice Pathology Ordering product that automates the electronic ordering of pathology for ED physicians.
- Entered into a non-binding discussions with a major North American healthcare technology provider.
- Tasmania's Northern Integrated Care Service went live with Alcidion.
- Deployed our Critical Test Results Management Platform across the Northern Territory.



- Transition the company from a private entity to a publicly listed business and secure funding to commercialize the product portfolio.
- Transition the existing pilot installations to commercial deployments.
- Productize the Miya Platform and develop toolsets to facilitate rapid deployments and on site configuration.
- Develop an extensive marketing capability, inclusive of promotional materials and develop brand equity across the continuum of healthcare.

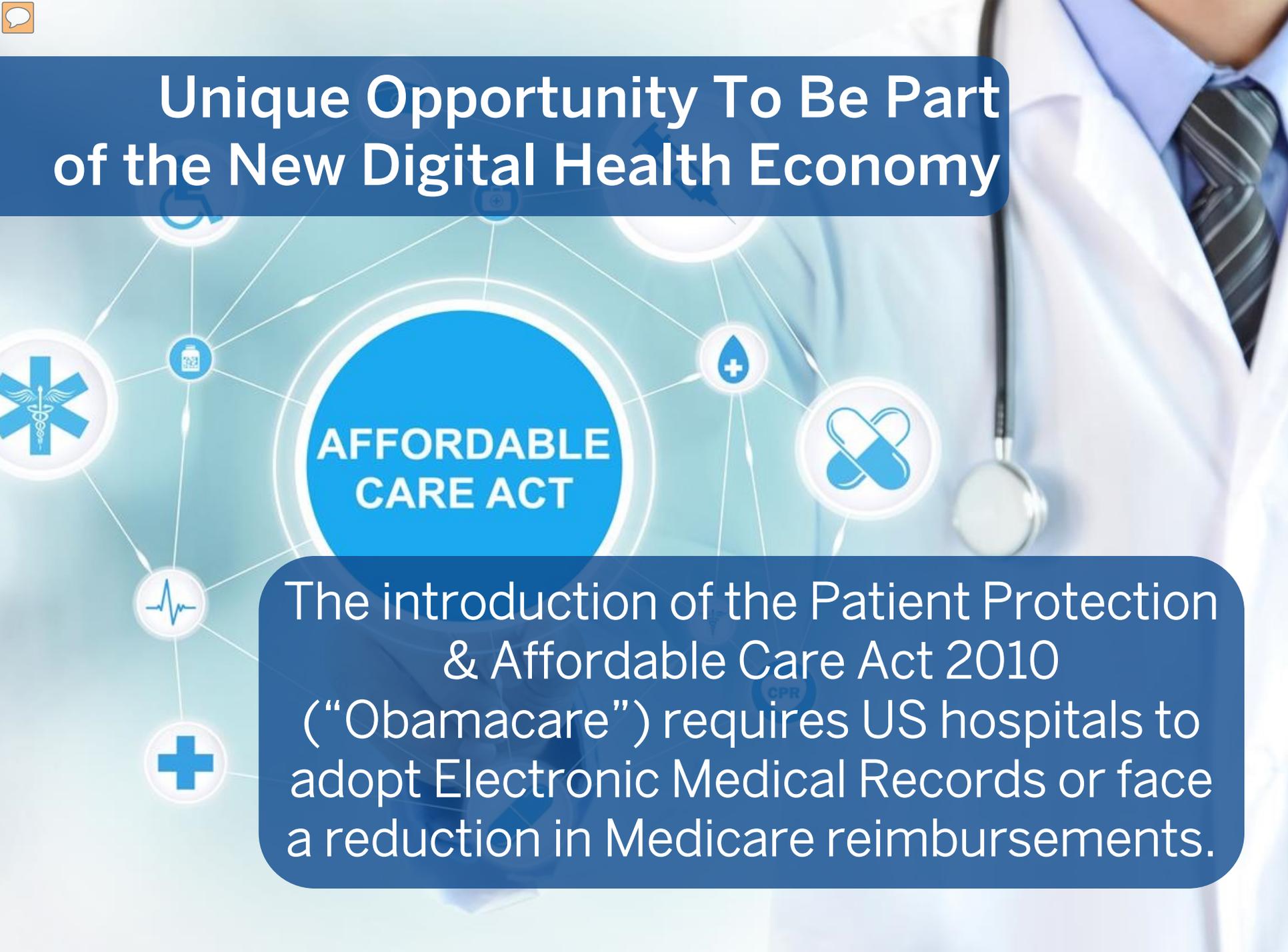
FY15/16

- Rebalance the organization from its core focus of engineering to a balanced business with a significant sales and marketing capability;
- Accelerate the selling and delivery of the Miya Platform across Australia & New Zealand.
- Commercialize Alcidion's CDSS and SmartForms platforms within the domestic market.
- Forge strategic partnerships within the healthcare ecosystem.
- Secure a North American Pilot site by the end of FY17.

FY16/17

- Target a total of 40 hospitals across Australia and New Zealand, to compliment the existing 11 installations.
- Implement QSR820 and registered with the FDA as a Class II FDA 510(k) cleared device.
- Elevate and build the Alcidion brand in the United States.
- Establish an office in the United States by January 2018.

FY17/18



# Unique Opportunity To Be Part of the New Digital Health Economy

## AFFORDABLE CARE ACT

The introduction of the Patient Protection & Affordable Care Act 2010 (“Obamacare”) requires US hospitals to adopt Electronic Medical Records or face a reduction in Medicare reimbursements.



# Experienced Management Team

“Capable and Experienced Management Team with a strong track record of commercializing healthcare software, including the former CEO & Chairman of the South Australian Health Commission, a Stanford qualified Medical Doctor and a former Ernst & Young Entrepreneur of the Year.”

# Proven Technology



Alcidion's platform is installed into 11 large tertiary hospitals including Footscray, Sunshine, Williamstown, Royal Darwin & Alice Springs Hospitals and throughout Tasmania.

# Disruptive Technology Platform

A person wearing a white lab coat is holding a tablet computer. The tablet screen displays a complex medical dashboard with various data points, charts, and text. The person's hands are visible, interacting with the device. The background is slightly blurred, showing what appears to be a hospital or clinical setting.

The platform is at the forefront of medical technology, on the crest of the next generation of healthcare technologies.

# Strong Growth Platform

The business recently secured a \$1.75m contract with the Northern Territory Health Department to roll out a pilot of the Computerised Physician Order Entry technology (CPOE).

Several new contracts are presently being negotiated with leading public and private hospitals throughout Australia and New Zealand.

# Fully Funded

The recent listing of Alcidion on the ASX will see the company fully funded, with \$6.2m in cash and debt free.



The tablet displays a table with the following data:

Code	Units	Days	Cost	Revenue	Profit	Margin	Other	Notes
PTM	1	200	100	0	0	0	0	
PTM	15	0	0	0	0	0	0	
PTM	10	10	0	0	0	0	0	
PTM	1	0	0	0	0	0	0	
PTM	2	20	20	0	0	0	0	
PTM	1	0	0	0	0	0	0	
PTM	1	200	100	0	0	0	0	
Total	10	0	100	0	0	0	0	

