

# Alcidion Group Limited



Annual General Meeting

24 November 2017

*Better, Faster Decisions*

A close-up photograph of a person's hand, wearing a blue surgical glove, holding a glowing, translucent, 3D model of a human brain. The brain is illuminated with a bright blue light, and a small blue dot is visible on its surface. The background is a blurred blue surgical drape.

Ms Rebecca Wilson  
Director

- Alcidion's core asset is the Miya software platform
  - Creates *decision intelligence* from real-time data taken from disparate healthcare IT systems
  - *Miya : better, faster decisions*
- Addressing an unmet market need – avoidable errors in health care remain a major problem - are the 3<sup>rd</sup> largest killer of US citizens (*John Hopkins University, 2016*)
- Miya is gaining traction in the Australian & NZ markets with 15 Australian hospital customers and one NZ hospital implementation in progress
- The digital health industry is experiencing rapid growth
- New products of high value to private hospital sector, as well as public, are deployed to proof of concept
- Second stage commercialisation / revenue growth strategy is in place
- Complementary cloud product platform in progress

Market & financial overview	A\$m
ASX listed Feb 2016	ALC
Share price (17/11/17)	\$0.048
Market cap (17/11/17)	29.2
Revenue (FY17)	3.5
NPAT (FY17)	(2.1)
Cash on hand (30/9/17)	5.7
Ownership by Board & Mgt	~ 43%



Miya means **BETTER, FASTER** decisions to improve patient care and business outcomes

### What is Miya?

- Miya is a differentiated decision intelligence platform that :
  - PUSHES key clinical information to users rather than requiring user to PULL the information
  - integrates with all major hospital IT systems to simplify extensive volumes of data for clinicians
  - provides “higher value” cloud based analytics and decision support for healthcare providers

### How does Miya add value?

- Miya is focused on value creation through:
  - Consolidating and extending the customer's existing data investment (based on other vendors information)
  - Reducing and eliminating avoidable injury and death (*clinical workflows*)
  - Business process improvement (cost, productivity and revenue) (*business workflows*)



#### Clinical decisions drive:




- Safety of the patient
- Quality of care
- Speed of recovery



#### Business decisions drive:

- Cost of services
- Staff productivity
- Revenue recovery

## A broad suite of Clinical Decision Support products

	Product overview:	Customer sites:
	<ul style="list-style-type: none"> <li>Emergency Dept management</li> <li>Clinical dashboards &amp; ED whiteboards</li> <li>Results management</li> <li>Missed result tracking</li> <li>Miya ID</li> </ul>	<ul style="list-style-type: none"> <li>Royal Melbourne hospital</li> <li>Footscray hospital</li> <li>Sunshine hospital</li> <li>Williamstown hospital</li> <li>Royal Darwin hospital</li> <li>Alice Springs hospital</li> <li>Katherine hospital</li> <li>Tennant Creek hospital</li> </ul>
	<ul style="list-style-type: none"> <li>Bed flow management system</li> <li>Patient electronic journey boards</li> <li>Manage department metrics &amp; workload</li> </ul>	<ul style="list-style-type: none"> <li>Footscray hospital</li> <li>Sunshine hospital</li> <li>Williamstown hospital</li> <li>Royal Darwin hospital</li> <li>Alice Springs hospital</li> <li>Katherine hospital</li> <li>Palmerston North (NZ) hospital*</li> </ul>
	<ul style="list-style-type: none"> <li>Computerised physician order entry</li> <li>Ensures optimal pathology ordering (minimizing waste)</li> <li>Real time tracking of order completion</li> </ul>	<ul style="list-style-type: none"> <li>Royal Darwin hospital</li> <li>Alice Springs hospital</li> </ul>

\* Implementation in progress

Software modules that work together with existing hospital IT systems



Delivers significant service performance improvement measured across areas such as patient treatment times, reduction in redundant tests, tests properly witnessed, care team satisfaction



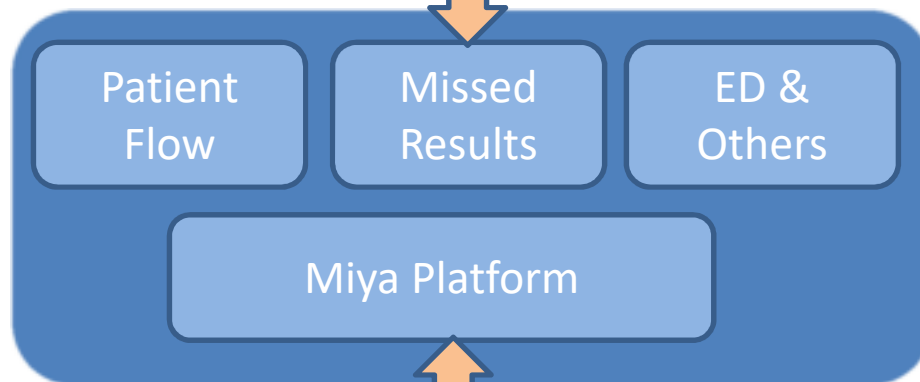
Access from multiple devices (mobile, web, iPad) at the point of care

## Next Generation Applications:

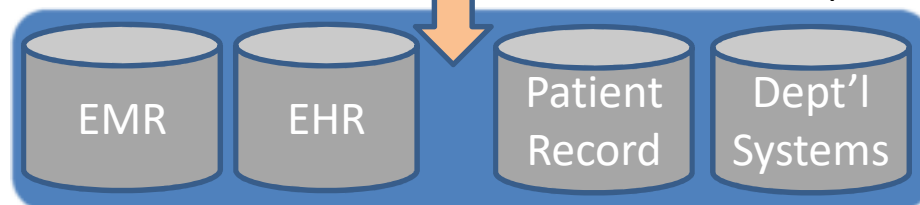
## Analytics & Outcome Layer



## Process and Presentation Layer



## Data Layer



Open

Proprietary

## Key players in the space



ALCIDION

Alcidion is focused on pushing further into the higher value next generation "decision intelligence" space where there are currently few players



ALCIDION

HEALTH IQ



McKESSON



High

Value

Low

## Alcidion charges clients an upfront fee & on-going fees



### Upfront implementation & customisation fee:

- Initial fee charged for:
  - system design
  - implementation
  - training



### Annuity revenue / ongoing fee:

- Payable quarterly or annually in advance
- Maintenance fee
- Expected to grow substantially in FY18 and beyond as new contracts won in FY17 reach maintenance stage



## Focus on building long term contracts and annuity revenues

### 1 Public hospital sector (Aust. & NZ)

- Renewed focus on sales and marketing – via GM appointment
- New sales & marketing personnel appointments progressing
- New third party products integrated into Alcidion product line
- Leveraging success of key reference sites such as Western Health (VIC) & MidCentral (NZ)

### 2 Private hospital sector (Aust. & NZ)

- Business strategy for accelerated market entry now in place
- Established proof of concept of new products with Calvary Healthcare
- Valuable opportunities given much shorter procurement cycle (versus public sector contracts)

### 3 Business & product development

- Strategic M&A opportunities under discussion
- Predictive analytics & advanced metrics focus (high-value)
- On-going product expansion strategy
- Building a community point-of-care product offering (ie. Out of hospital setting)
- Complementary cloud based product offering

### 4 Geographical expansion

- Entry into international markets (UK, North America)
- Preliminary discussions underway with strategic partners
- Reciprocal distribution agreements
- Other geographic markets to be assessed



## Targeted Alcidion news flow next twelve-months:

- ✓ New contract wins – public & private hospital sector
- ✓ Strategic M&A opportunities
- ✓ Entry into new international markets
- ✓ Completion of complementary cloud based product platform
- ✓ Growth in revenues

### Upcoming market communications:

- Annual General Meeting : 24 November 2017
- Q2 FY2018 Appendix 4C : January 2018
- H1 FY2018 financial results : February 2018





## Miya - INNOVATIVE & PROVEN TECHNOLOGY:

- Differentiated product - enabling **better, faster decisions**
- Established reference sites
- Integrates with all major hospital IT systems
- \$20m invested to date in core technology platform

## EXPOSURE TO FAST GROWTH DIGITAL HEALTH SECTOR:

- Global spend on digital health growing rapidly
- Decision Intelligence healthcare market CAGR of 21.5% p.a 2013-2018  
(source : IndustryARC)

## SIGNIFICANT MILESTONES in FY17 & FY18 YTD:

- Significant new contracts in the public sector
- Initial contract win in the private sector (Calvary Health)
- New products introduced & complementary cloud based platform

## STRONG GROWTH PROSPECTS:

- Second stage revenue growth strategy in place
- New sales & marketing team, private hospital market opportunity, product expansion, international markets
- Strategic M&A opportunities with synergies and complimentary product suite