

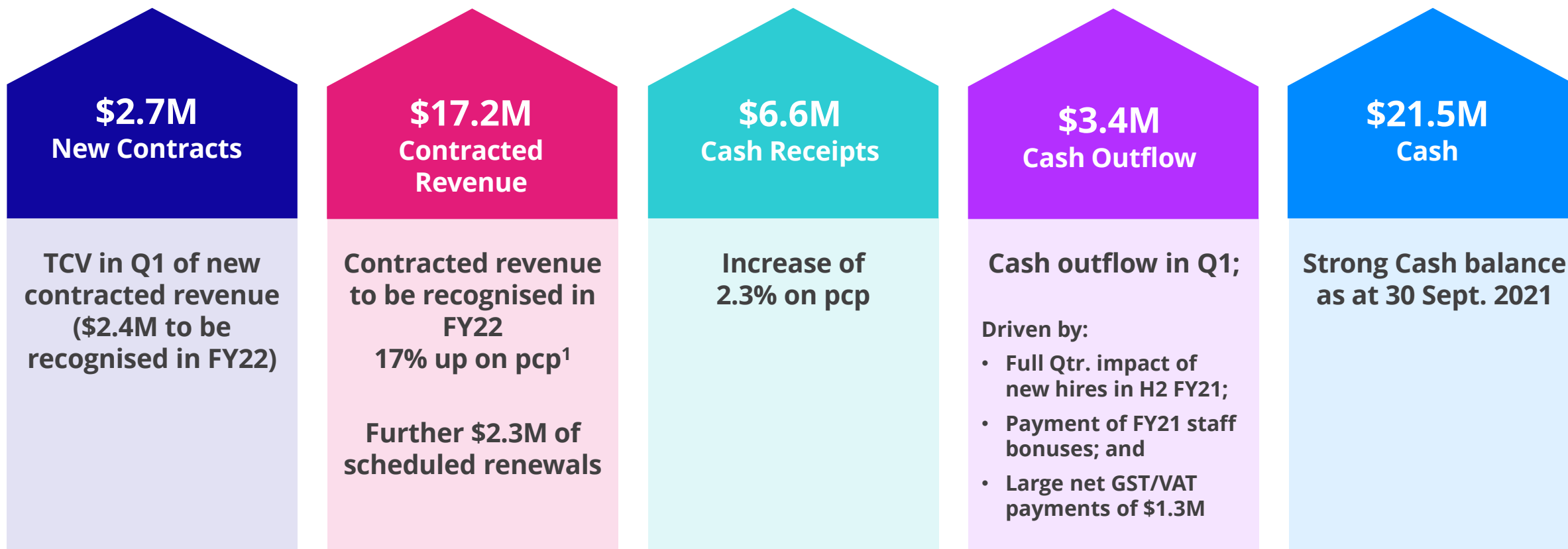
# Qtr'ly Update – Q1 FY22

*Continuing to build on solid foundations*

Kate Quirke, Group Managing Director  
26 October 2021

# Q1 FY22 Financial Highlights

Continuing to build on solid foundations in FY22

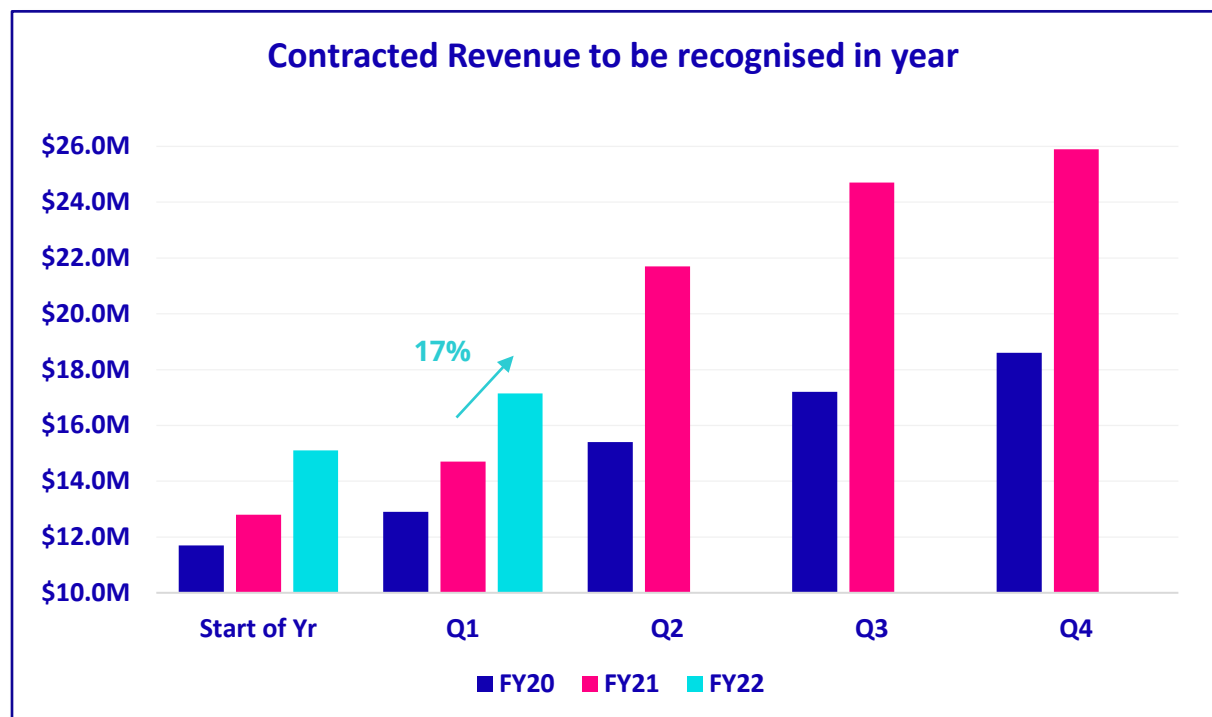


1. PCP = Prior Corresponding Period

# Growing Pipeline

Pipeline continues to develop with several sizable opportunities now entering the contract negotiation stage which has provided a heightened optimism about the broader opportunity for Alcidion, particularly in the UK market.

Increasingly seeing the potential to cross/up sell our products to existing customers.



- As end of Q1, \$17.2M of contracted revenue to be recognised in FY22, 17% increase on pcp
- Further \$2.2M of scheduled renewal revenue which is expected to be converted to contracted revenue over FY22
- Post end of Q1, signed a further \$3.1M of contracted revenue (Approx. \$0.9M will be recognised in FY22)

# Operational Highlights – Q1 + YTD (Oct)

## **Sydney LHD**

- New contract with TCV of \$1.8M over 3 years, won via competitive tender process
- Use of Miya Precision in supporting virtual care of acute diverticulitis patients (likely to include other patients) via rpavirtual along with roll-out of Alcidion's new patient care app, Miya Care
- Key reference site highlighting functionality of Miya Precision in supporting virtual care monitoring across hospitals in Aust.

## **Queens Hospital Burton NHS (ExtraMed)**

- First new ExtraMed contract win (TCV \$0.6M over 3 years) following the acquisition of ExtraMed in April 2021
- Part of University Hospitals of Derby and Burton NHS Foundation Trust, one of the largest NHS trusts in the UK
- Cross-sell validation as Burton is a current user of Patientrack

## **Derby Teaching Hospitals (ExtraMed)**

- Contract extension (TCV \$0.6M over 3 years) with Derby Teaching Hospitals for use of ExtraMed platform (IPFM)
- Derby is a 'sister Trust' to Queen's Hospital Burton and have documented success in reducing length of stay using the ExtraMed solution – extension of their licence and support contract validates the solutions positive impact on patient care

## **Board Updates**

- Appointed Victoria Weekes and Daniel Sharp to the Board as Independent NEDs
- Highlight's ability to attract high calibre Directors and part of continued evaluation of skills on the Board to support next phase of growth



# Questions . . .

Please enter your questions using the Zoom Q&A function