ALCIDION

Investor Presentation

2020 Annual General Meeting

Kate Quirke, Group Managing Director

November 2020

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ALCIDION

A period of growth, integration & investment

FY2020 saw an expanded product user base, product evolution & investments to scale up the business

- **Two Miya Precision reference sites**
(South Tees + Dartford & Gravesham)
- **Key contracts signed in AU, NZ & UK for Patientrack & Smartpage**
with opportunity to expand scope
- **FY2021 YTD contracted revenue of A$20.2M**
(7 months remain in year)
- **Miya Memory & remote patient monitoring launched** – important contracts signed supporting COVID-19 management
- **Rebranded product offering** to better align with how healthcare providers are implementing digital health solutions
- **Investment in sales & marketing to be completed in H1 FY2021**
with full-year impact of that investment to be realised during H2
- **Unprecedented investment in digital health** taking place across our markets

Significant contracts signed in FY2020

NHS Dartford and Gravesham NHS Trust

NSW Government Health Murrumbidgee Local Health District

NHS Taunton and Somerset NHS Foundation Trust

NSW Government Health Sydney Local Health District

NHS Queen Victoria Hospital NHS Foundation Trust

NHS Fife

More signed already in FY2021

NHS South Tees Hospitals NHS Foundation Trust

ACT Government Health

NHS Lanarkshire

Victoria State Government Health and Human Services

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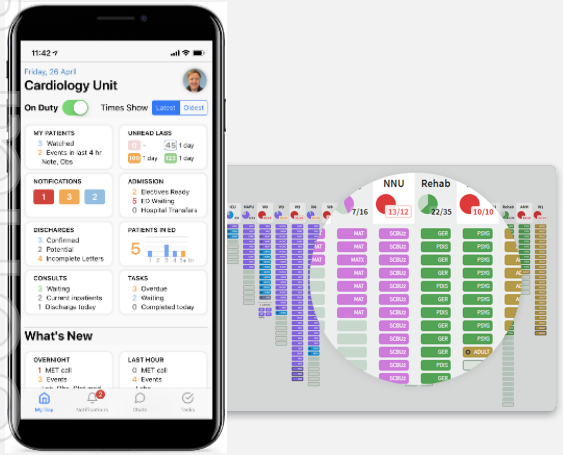
Milestone A$9.5M deal with South Tees NHS Trust

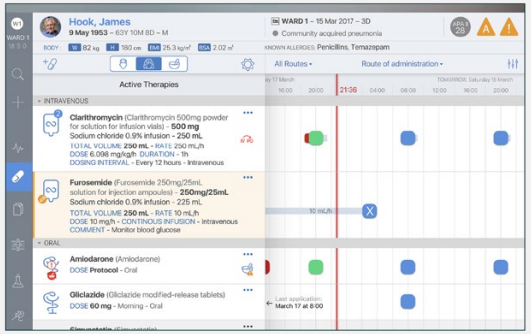
MIYA PRECISION +

- Our flagship product suite
- Second UK customer for Miya Precision
- >80% of contract value

OPENeP

- Medication management solution
- Alcidion is a reseller
- <20% of contract value





- **Largest ever Miya Precision deal** – total contract value of A$9.5M over five years
  - Miya Precision will be used across 1,000 beds, enabling digitalisation of patient care processes & records
- **Second NHS Trust** to procure Miya Precision & OPENeP (following Dartford & Gravesham)
  - Collective contract value A$13.5M over 5 yrs
- Only two of ~223 NHS Trusts[1] have Miya Precision implemented, highlighting significant opportunity to scale
- **A$5.5M to be recognised in FY2021**, reflecting a mix of implementation revenue + upfront portion of licence revenue
- FY2021 booked revenue now sits at A$20.2M (with 7 months remaining in year) compared with total revenue of A$18.6M in FY2020

1. *According to The Kings Fund as of October 2019*

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Major Contract Wins (FY2020 + YTD FY2021)

Two key reference sites for Miya Precision & continued momentum in winning/renewing Patientrack sites

Contracts	Contract Term	Start Date	Contract Value (A$)	PT	Miya	Services / Third-party	Importance
Australia							
Healthscope	3 years	Sep-19	$0.9M			✓	Major private hospital network
Murrumbidgee LHD	12 months	Jan-20	$0.7M		✓		Key reference site: Miya Memory/virtual care trial
Sydney LHD	1 yr (1x1 yr ext)	Jun-20	$0.6M		✓		Key reference site: COVID-19 virtual care
ACT Health	2 years	Jan-21	$1.3M			✓	Latest extension to 15 yr. support service
UK							
Dartford & Gravesham NHS Trust**	5 years	Mar-19	$2.1M	✓	✓	✓	1st UK site to use all ALC products
Dartford & Gravesham NHS Trust	6 years	Dec-19	$1.9M			✓	UK meds management reference site
Taunton & Somerset NHS	3 years	Dec-19	$0.5M	✓			NHS Global Digital Exemplar site
South Tees NHS Hospitals	6 years	Dec-19	$9.5M	✓	✓	✓	2nd UK site to use all ALC products
NHS Fife (Scotland)	5 years	Apr-20	$1.5M	✓			Extension of PT 1st Scotland site
NHS Lanarkshire (Scotland)	5 Years	Jul-20	$1.5M	✓			One of largest health districts in Scotland

*** Signed in FY19, but included given reseller arrangement with OPENeP which was signed in FY2020*

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Growth strategy

Expanding our UK presence

Our growth strategy

- GM & sales appointments; sales team headcount increased 100% in 12 months
- Raise awareness of re-launched flagship Miya Precision product suite, positioned as a new product category tailored to lead NHS digital transformation
- Working with early adopters, digital exemplars key to Alcidion's UK growth strategy
- Focus on cross-selling Miya Precision modules, leveraging on our success at key reference sites
- Expanding presence of Patientrack (Miya Observations and Miya Assessments)
- Continue to leverage Smartpage's appointment to NHSX Clinical Communications Procurement Framework, which bypasses tender process
- Ongoing M&A assessment

Market dynamics

$1.1Bn

Market potential

145K total beds

- UK a key opportunity for market size & digital transformation
- Digital investment central to NHS Long Term plan, £28M in year one with additional funding over five years
- Adopter of "best of breed" systems rather than large EPR/EMR

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Sales & marketing investments driving growth

Focus: Raising profile of our unique Miya Precision product offering & expanding localised sales teams in each market

- Sales appointments include Lynette Ousby, General Manager UK, Steve Lutz, GM Business Development ANZ, increased sales staff headcount
- Flagship Miya Precision product suite formally launched in UK market
- Key marketing activities include product launch webinar with NHS decision makers, exhibiting at UK Digital Health Rewired, website refresh to focus messaging & highlight product scope
- Success with Miya Precision shown with South Tees deal as well as Dartford & Gravesham NHS Trust, Murrumbidgee LHD, Sydney LHD
- Early signs of investments taking hold, noted increase in sales in early FY2021 & solid pipeline of potential business established
- Sales & marketing investment activities to be completed in FY2021, cost base to stabilise & sales expected to accelerate

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Product demonstration

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Outlook

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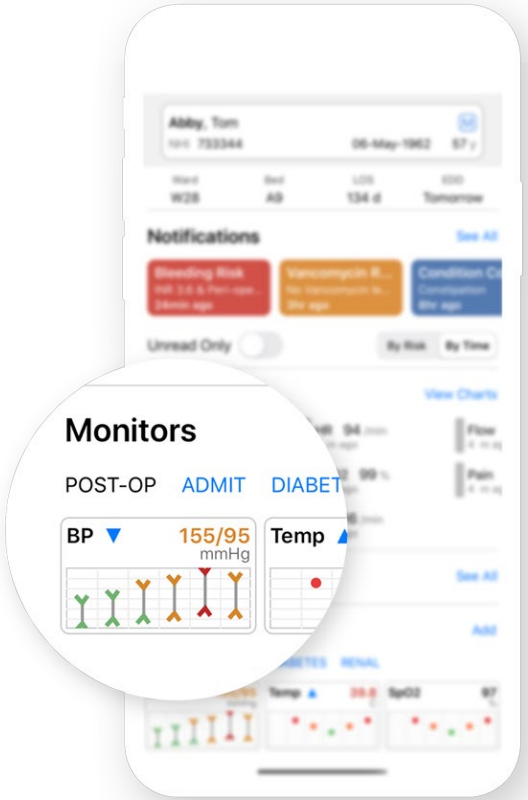
Momentum increasing as investments take hold

- Sales momentum in FY2021 expected to continue accelerating as investments deliver value
  - Strong potential to expand scope of initial customer contracts signed in Australian market
  - Established reference sites & modular structure of Miya Precision provide solid footing for new sales, cross selling to existing customers
- As investment phase tapers off in H1 FY2021, cost base expected to stabilise & sales to accelerate (full-year impact of H1 FY2021 investments expected to be fully realised in H2); Alcidion on path to profitability
- COVID-19 operating environment stabilising; healthcare providers returning focus to digital health initiatives
- Well-capitalised with $14.7M cash reserves at end Q1 FY2021



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