

# LETTER FROM OUR CHAIR

## DEAR SHAREHOLDERS

As we enter a new era of commercial activation with our Miya Precision Platform, I wanted to take this opportunity to update you on our progress, accomplishments and the path we are charting for the future.

The Miya Precision Platform has been a game-changer for healthcare customers in the UK, Australia and New Zealand. It has been designed to address the unique challenges of our customers, and with our modular product architecture, empowers them to evolve and expand their digital health maturity progressively. We pride ourselves on being disruptive, not in displacing entire digital health ecosystems, but in the compelling benefits that Miya Precision brings to clinical environments. The ability for our products to build on, and extract further value from heavy investment in historical systems is compelling for decision-makers.

This last year, we have focussed on the consolidation of our business by effectively integrating our last two acquisitions, ExtraMed and Silverlink. This strategic step has allowed us to strengthen our foundations and enable future growth. We aspire to create a global digital healthcare business of scale, a goal that is supported both at the micro and macro levels.

Our commitment to customer satisfaction remains unwavering, as evidenced by the growth of our customer base and successfully winning new contracts in a highly competitive landscape. Moreover, we take great pride in delivering on our strategy to add new modules to our existing customers, extending and expanding our contracts with world-leading digital health solutions such as the recently released Miya Emergency (for Emergency Department).

With continued solid 18% revenue growth this fiscal year, we are confident and well positioned as we enter the new year, with \$33.7M of contracted, locked-in revenue to be recognised in FY24, prior to any new sales. This guaranteed revenue floor provides us with a solid foundation on which to build and reinforces our short- and long-term investment proposition.

Key factors contributing to our continued confidence are the near-zero customer churn and long-term nature of our contracts. Our product proposition aligns perfectly with the pressing issues facing healthcare today. It addresses the challenges of an overburdened healthcare system where hospitals consistently operate at capacity, challenging the welfare of patients and healthcare professionals alike. This is a problem that is impacting healthcare globally.

Our commitment to innovation and the integration of AI in our technology sets us apart from the competition, but it's not new. AI is at the core of our product, harnessing the power of machine learning to identify patient risks and provide predictive data that empowers clinicians to make informed decisions, ultimately improving patient outcomes.

Our focus remains on driving growth. The opportunity for Alcidion is immense, and we are committed to capturing additional market share in our existing markets while exploring new growth initiatives. Your trust in us to build a business of scale and relevance motivates us to remain single-minded in our operational focus and determination to achieve success.

I would like to express my gratitude to our team of nearly 200 staff members across our three markets. Their unwavering commitment to our vision has been instrumental in our success, and we appreciate their embrace of the fast-paced and dynamic nature of the global healthcare environment.

I also extend my thanks to our CEO, Kate Quirke, whose exceptional leadership has been the driving force behind our accomplishments. Kate's strong internal rapport with employees and her ability to connect with shareholders, customers and the broader industry have been pivotal to our growth. Supported by an exceptional senior team with deep industry experience, a high-performing culture and an unwavering determination for success, we are well prepared for the opportunities that lie ahead.

And finally, to my fellow Board Directors. Thank you for your invaluable support throughout the year. Each member's individual expertise and experience have actively shaped Alcidion's future, propelling us forward on this exciting journey.

As we continue to evolve and expand, your trust in us is important. We are steadfast in our pursuit of excellence and our mission to make a positive impact on patients.

Thank you for being an essential part of our journey.



**Ms Rebecca Wilson**  
Chair, Alcidion Group Limited

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