INVESTOR NEWSLETTER

Insights from across Alcidion

OCTOBER 2025

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Investor Newsletter
October 2025

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Group Managing Director and CEO

Kate Quirke

On behalf of Alcidion Group Limited (ASX:ALC), I am pleased to share our Investor Newsletter for October 2025.

Alcidion has entered a new phase, focused on delivery and long-term growth.

In FY25 we reached a significant milestone - achieving profitability and positive operating cash flow while continuing to invest in innovation and customer success. It reflects the hard work and belief that has defined Alcidion since its founding, and it confirms that our technology is creating lasting value for the healthcare systems we serve.

At our recent Annual General Meeting our Chair Rebecca Wilson shared further detail behind these results, including record revenue growth, strong recurring income and disciplined cost management that have strengthened our balance sheet and positioned us for sustainable expansion. If you have not yet viewed the AGM presentation, I encourage you to take a look. It provides an excellent overview of how Alcidion is building for the long term with a solid foundation and a clear sense of purpose.

As we continue to grow, the depth of expertise within our Board and leadership team is proving invaluable. We welcome Professor Andrew Way AM, one of Australia's most respected healthcare leaders, who brings a deep understanding of the challenges facing health services and the critical role digital systems play in improving patient outcomes. His perspective, captured in our recent Insights Series, highlights the importance of practical, clinician-centred innovation that changes how healthcare is delivered, not just how it is documented.

Our footprint continues to expand both in scale and influence. In the United Kingdom, the North Cumbria Integrated Care NHS Foundation Trust program is setting a new benchmark for regional digitisation.

In Australia, projects such as the Hume Access to Care initiative are demonstrating how connected intelligence can transform patient flow and support equitable access across large and diverse regions.

Each milestone reinforces Alcidion's ability to scale and to deliver technology that unites data, people and processes into systems that truly work – for clinicians, patients and communities.

Looking ahead, our focus remains clear. We will continue to deepen our customer relationships, explore new markets and demonstrate that smarter technology can make healthcare safer, more efficient and more human. A challenge and a privilege.

As always, thanks for your support.

Kate Quirke
Group Managing Director and CEO

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Investment Highlights and Roadshow

Alcidion CEO and MD, Kate Quirke, recently shared the Company's updated investor presentation with selected groups in Sydney, together with a summary of FY25 results.

Alcidion is entering FY26 with **$34m in contracted revenue**, excluding anticipated contract wins.

Delivering a **global health informatics platform** to enhance and replace outdated, manual and legacy systems to meet modern day demands in healthcare.

Long growth runway with a **multi-focus approach to drive revenue** via existing customer expansion, new customer wins, new markets and geographies.

CLICK HERE to view the September Investor Presentation

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Record results set the stage for sustained growth

Held on 16 October 2025, **Alcidion's FY25 Annual General Meeting** provided shareholders with an overview of the Company's strong financial performance and growth trajectory.

This year was marked by Alcidion's return to profitability, an expanding global footprint and continued operational discipline heading into FY26.

HIGHLIGHTS

Achieved **profitability and positive operating cash flow** in FY25.

Built a **$140 million contracted and renewal revenue base** extending to FY30

Secured a record **$73.8 million in new contracts**, including the largest in Company history

Strengthened presence across **Australia, New Zealand, the UK and Wales**

CLICK HERE to view the AGM Presentation

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EXECUTIVE INTERVIEWS - TWO PART SERIES

Alcidion Non-Executive Director, Professor Andrew Way AM

Alcidion Chair Rebecca Wilson recently met with Non-Executive Director Professor Andrew Way AM to participate in a two-part armchair interview series.

As former longstanding CEO of Alfred Health, Andrew shares unique real-world perspectives on how digital innovation can reshape and optimise hospital operations, and how he has witnessed this from a clinical and operational perspective.

This is an engaging conversation with one of Australia's most celebrated healthcare leaders, who in 2019 was appointed to the Order of Australia as a Member (AM) for clinical research leadership and brings nearly 25 years C-level experience across the Australian and UK healthcare systems.

> "All health systems are looking for ways in which they can provide the same care, better care, more care, but with the minimum additional resources. Technology gives us an opportunity to look at different settings, different configurations of care, bringing people together in different ways - which ultimately provides better insights into the care that's needed."
>
> **Professor Andrew Way AM**
> **Non-Executive Director**
> Alcidion Group Limited

Take a look

PART 1

PART 2

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Spotlight

Insights from the Alcidion team.

WHAT WILL IT TAKE TO CREATE A TRULY CONNECTED NHS?

Alcidion Chief Medical Officer and UK Managing Director Dr Paul Deffley calls for a decisive shift from fragmented digital systems to a platform-based model capable of realising the NHS 10-Year Plan. Drawing on frontline clinical and digital transformation experience, he describes how true interoperability, open standards and workflow-integrated intelligence can create a connected, learning health system. The piece sets out a four-phase roadmap for trusts to move from isolated pilots to scalable, sustainable transformation.

Read the full article

DEVELOPING A BUSINESS CASE FOR ADVANCED PATIENT FLOW: HEALTHTECH ROI

Alcidion Chief Marketing Officer Nick White draws on years of business case development experience with Deloitte, startups and healthcare software vendors, to cover practical frameworks, the critical role of evidence-based research and how AI is reshaping patient flow solutions. The discussion unpacks the unique complexities healthcare organisations face - from managing multiple stakeholder groups to demonstrating value that goes beyond traditional ROI metrics.

Listen here

SMARTER HOSPITALS, SAFER PATIENTS: THE REAL-WORLD ROLE OF AI

Alcidion CEO Kate Quirke joined Emma Hossack on the Medical Software Industry Association podcast, *Smarter Hospitals, Safer Patients* to discuss the evolving role of AI in healthcare. From reducing administrative burden to improving clinical decision-making, Kate shares a pragmatic, evidence-based perspective on how data and digital infrastructure can unlock system-wide improvements in patient flow and hospital efficiency.

Listen here

REIMAGINING EPRS FOR 2030

Alcidion Chief Clinical Information Officer Tracy McClelland reflects on how the NHS can move beyond traditional, monolithic electronic patient records toward modular, platform-based ecosystems that evolve with patients, clinicians and policy. She outlines why a platform-first strategy is essential to support interoperability, resilience and long-term sustainability — and how Alcidion's Miya Precision platform brings this vision to life.

Read the full article

Deployed and delivering

NALHN LIVE WITH MIYA PRECISION

In South Australia, **Northern Adelaide Local Health Network** has successfully launched Miya Precision into full operational deployment across its acute hospital sites. From day one, the system achieved impressive integration with the state-wide EMR, with digital bed management and real-time network visibility now enhancing patient flow across the network. This marks our first full-scale deployment in South Australia, establishing a strong foundation for future growth in the state.

CONNECTED CARE TAKES SHAPE ACROSS REGIONAL VICTORIA

The **Hume Access to Care Project** is transforming healthcare delivery across 15 hospitals and health services in regional Victoria, powered by Alcidion's Miya Precision and delivered in partnership with the Hume Rural Health Alliance and Hume Health Services Partnerships.

Phase 1 saw Miya Access and Flow deployed at Albury Wodonga Health and Northeast Health Wangaratta within 100 days, enabling real-time of patient flow visibility, enhanced inter-hospitals coordination and reduced administrative burden for clinicians.

Phase 2 will extend the platform to 13 additional services, creating a unified and scalable foundation for regional care, with future enhancements enabling virtual monitoring and remote specialist support. This milestone demonstrates Miya Precision's ability to scale across large, multi-site networks, and reinforces Alcidion's leadership in connected, data-driven healthcare.

UNIVERSITY HOSPITAL SOUTHAMPTON GOES LIVE WITH MIYA EMERGENCY

We recently celebrated **University Hospital Southampton NHS Foundation Trust (UHS)** for their successful go-live with Miya Emergency across their Emergency department (ED). UHS have now fully digitised the patient pathway, meaning clinicians have access to noting, task management, e-observations and patient longitudinal records, all accessible via our electronic patient journey boards or via iPads at the point of care.

UHS leadership and operational teams now have real time reporting to truly understand patient flow within the department. This is enabling safer, faster decision-making and smoother patient flow in one of the busiest clinical environments. Rolling out new technology in a 24/7, high-pressure emergency care setting takes incredible dedication, and we are extremely proud of this successful result and to see the impact of our technology for the customer.

EXPANDING DIGITAL CAPABILITY ACROSS NORTH CUMBRIA

Alcidion has expanded its partnership with **North Cumbria Integrated Care NHS Foundation Trust** to integrate Mizaic's MediViewer within the Miya Precision EPR, giving clinicians seamless access to scanned and historical patient records. The expansion reinforces Alcidion's modular, interoperable platform approach, supporting regional information-sharing and laying the foundation for future AI-enabled innovation.

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Recent Conferences

WORLD HEALTH EXPO (WHX TECH), DUBAI

In September, Kate Quirke attended the WHX Tech conference in Dubai; a crucial opportunity to engage with global leaders at the forefront of digital healthcare delivery. The region is pursuing ambitious healthcare transformation backed by substantial digital investment. Interoperability and data-driven healthcare delivery dominated the agenda, with emerging fields like genomics highlighting the growing complexity of healthcare data - reinforcing the need for robust data management and interoperability.

TRANSFORMING PATIENT FLOW ACROSS QUEENSLAND

In early October, Alcidion was proud to sponsor the ACHSM Patient Flow Symposium for Queensland, Australia. This workshop brought senior clinicians and healthcare leaders together for a day of focussed problem solving and discussion. The session sparked a wealth of proactive ideas, with participants demonstrating a sophisticated grasp of how connected systems are fundamental to optimising Patient Flow.

This was an extremely popular event, following on from Kate Quirke's presentation to the Queensland Director-General Budget Breakfast in July, where she delivered a compelling presentation on how real-time visibility, early discharge planning and system-wide coordination are revolutionising hospital capacity and patient outcomes, establishing our organisation as a vital voice in shaping the region's healthcare future.

Coming up

5 November

Integrated Care Delivery Forum, **London**

12-14 November

Hospital in The Home (HiTH) Society ASM, **Sunshine Coast**

17-18 November

Canada Infoway Partnership Conference, **Québec City**

24-27 November

Digital Health Week, **Christchurch**

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IN CONVERSATION:

Q&A with Alcidion Chief Product Officer, Kaye Hocking

Kaye Hocking brings a unique blend of analytical expertise and healthcare industry experience to her role as Chief Product Officer at Alcidion.

With a degree in Mathematical Statistics and an MBA, Kaye has spent decades working within healthcare organisations, providing invaluable insight into the operational challenges that digital solutions are ideally placed to address.

At Alcidion, Kaye has been instrumental in establishing robust product management processes and fostering collaborative relationships between product, development and implementation teams.

Q: Can you tell us about your journey to becoming Chief Product Officer at Alcidion?

A: When I started in this role, I was tasked with building the product management function from the ground up. We've since expanded it to include implementation consultants and testing teams because our team has the deepest product knowledge across the organisation.

My background is quite varied; I have a degree in Mathematical Statistics, which often surprises people. I started my career in public relations and fundraising at the Royal Children's Hospital, which I often say was my dream job. It was such a special organisation and a great place to learn how hospitals work. I was able move around departments and really understand how everything operates.

From there, I transitioned to Alfred Health, where a new CEO saw my mathematical expertise and made me an offer I couldn't refuse to move into performance management. That shift provided foundational analytical skills, while building on the healthcare relationships and insights.

Q: What does your role encompass as Chief Product Officer?

A: From start to finish, we look at customer requirements, market expectations, competitor analysis and our own product evolution.

Our product began as a highly interoperable user interface, but we've evolved into an area where it's responsible for capturing and owning data. That has prompted us to build strong foundations and structure underneath as our technology has evolved.

We're responsible for engaging with customers to understand their requirements and needs, and what models of care they're looking to introduce. We also examine market changes and where funding is being directed, analyse what competitors are doing, and maintain awareness of the broader healthcare landscape.

Q: How has your healthcare background influenced your approach to product management?

A: Working inside hospitals has been invaluable because it has allowed me to understand the operational realities. For example, most people wouldn't know that a surgeon just turns up to theatre - it's the nursing staff, theatre technicians, anaesthetists and everyone else that does the prep work. The surgeon should rightfully have their complete focus on the surgery. These are powerful insights when you're developing healthcare technology.

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IN CONVERSATION:

Q&A with Alcidion Chief Product Officer, Kaye Hocking

This is why I believe many early healthcare digital solutions fail - they simply digitise paper rather than leveraging the opportunity to digitise the processes that support that paper. At Alcidion, we start from the beginning and examine what's truly needed, not just what people think they want.

Healthcare is also incredibly complex and layered from a political perspective. There are hierarchies and structures you need to navigate, with multiple stakeholders involved in the processes we're trying to support.

Q: What approach do you take when working with healthcare organisations looking to implement new technology?

A: We don't fit in a typical box in healthcare software categorisation, and this gives us a unique advantage. It allows us to offer innovative approaches that other software vendors might not have considered.

Healthcare is a sector where you must learn to be patient, and that's one of its strengths - decisions are made carefully because they impact patient care. We've found that the most successful partnerships happen with healthcare providers that are forward-thinking and willing to focus on solving problems, rather than just implementing predetermined solutions.

Some healthcare providers are at a more advanced stage in their approach to technology adoption. They're willing to learn from other successful implementations and think creatively about solutions. These partnerships are incredibly rewarding because we can demonstrate real value and help them transform how they deliver care.

Ultimately, it's about finding organisations that share our vision for improving healthcare through better information sharing and are prepared to work with us to achieve that goal.

Q: What achievement are you most proud of in your current role?

A: Successfully delivering Miya Emergency was a key achievement. The full scope of what we were undertaking wasn't initially apparent to anyone, and the project fundamentally transformed our product architecture. We evolved from being primarily a system of engagement to also serving as a system of record. When you become the primary platform for data capture, that brings tremendous responsibility and operational complexity.

Q: What excites you most about Alcidion's future direction?

A: This year, it will be Miya Mobile. We've completely reshaped our mobile app to be better aligned with what Miya Precision does. The previous version was primarily focused on doctors and there was opportunity to better complement our main platform.

The new mobile app serves different user profiles - not just clinicians, but executives too. They can have different perspectives and access relevant information for their roles.

We're hearing from hospital executives that they're finding unexpected value in our Command view functionality. One executive told us recently that he initially signed the business case thinking it wouldn't have much relevance to his daily work, but now he checks the Command view every morning as part of his routine.

That's exactly what we want - technology that gives healthcare workers a sense of what things should look like, so when something doesn't look right, you immediately see red flags for the day.

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