



Alcidion Group Limited

Alcidion Investor Presentation

May 2017



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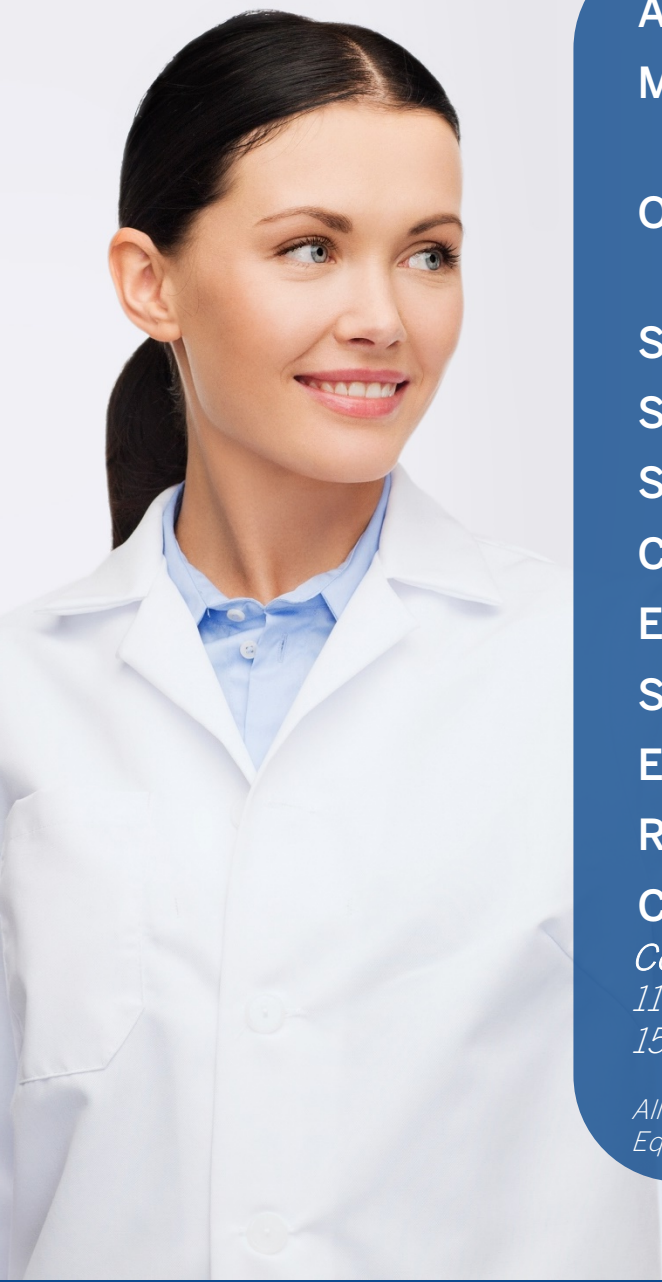
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ASX Ticker

ALC

Market Capitalisation

\$45 million

Ownership

38% Founders

14% BlueSky Private Equity

5% Owned by Employees

Share Price

7.40c

Share Range (12 Months)

4.00c → 14.00c

Share Volume (12 Months)

148m Shares (TTM)

Cash on hand

\$5.73 million

Enterprise Value

\$36 million

Shares on Issue

608 million

Employees

30 x FTE

Revenues FY16

\$4 million

Cumulative R&D Investment

\$19 million

Contingent Share Rights

*11,827,957 Shares on achieving \$10m in TTM revenue by 29/2/2018 and;
15,053,763 Shares on achieving \$15m in TTM revenue within 29/2/2019.*

All financial data has been rounded as of 31 December 2016

Equity data accurate as of 25 May 2017



WHY IS DIGITAL HEALTH SUCH AN EXCITING INVESTMENT OPPORTUNITY ?

- The global population is aging, resulting in a dramatic and unparalleled increase in population, complex patients with multiple co-morbidities.
- The United States spends 18% of GDP on Healthcare, representing over \$USD3 trillion dollars annually, which is set to grow to 37% by 2050.
- Global expenditure on Healthcare IT in 2014 was \$USD83.98 billion and is expected to grow to \$USD114.75 billion by 2019
(Source:Health Analytics)



- The Patient Protection & Affordable Care in 2010, mandated that all US hospitals upgrade their Clinical Information Systems.
- This HITECH Act stipulates that healthcare providers must demonstrate the meaningful use of health IT by 2016 or face a reduction in Medicare reimbursements.
- Global Healthcare organisations are embracing EMRAM to improve efficiency in Healthcare.



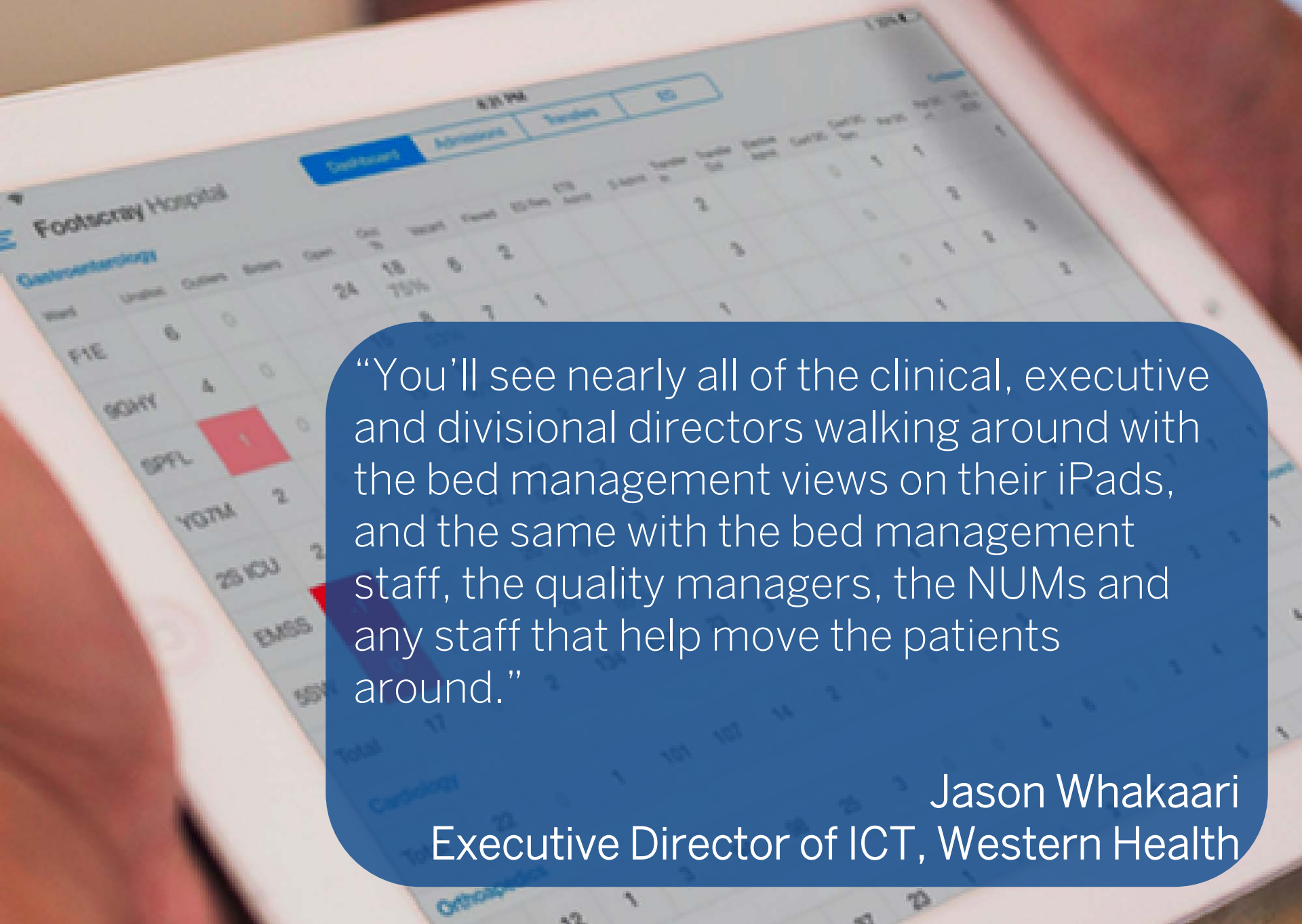
- FDA Regulating the environment.
- The Global Governments are allocating funds to Digital Health:
 - The United States government has set aside more than \$USD20 billion in stimulus funds to implement Electronic Health Records nationwide
 - The United Kingdom has allocated £4 billion to transition the National Health Service into a paperless environment.
 - Australian Digital Health Agency formed 27th Jan 2016.
- The adoption of Digital Health encourage the adoption of Digital Health – a self fulfilling prophecy.





“This has skyrocketed the efficiency in patient care as well as the **safety**”

Professor Tissa Wijerante
Consulting Neurologist
Director of the Stroke & Neuroscience Unit
Western Health



“You’ll see nearly all of the clinical, executive and divisional directors walking around with the bed management views on their iPads, and the same with the bed management staff, the quality managers, the NUMs and any staff that help move the patients around.”

Jason Whakaari
Executive Director of ICT, Western Health



Chief Medical Officer
Prof. Malcolm Pradhan

- Formal qualifications in medicine complimented by a PhD in Medical Informatics from Stanford University.
- Founding fellow of the Australasian College of Health Informatics.
- Associate Dean of IT & Director of Medical Informatics at the University of Adelaide.
- Clinical Lead within the Australian Government's National e-Health Transition Authority.



Non-Executive Director
Mr. Brian Leedman

- Formal qualifications include a Bachelor of Economics and a MBA.
- Co-Founder of Resapp Health ([ASX:RAP](#)).
- Co-Founder of Oncosil Medical ([ASX:OSL](#)).
- Co-Founder of Imugene ([ASX:IMU](#)).
- WA Chairman of AusBiotech.
- Previously Marketing Manager at Ernst & Young.



Chief Executive Officer
Mr. Ray Blight

- Formal qualifications include a Bachelor of Technology, Bachelor of Economics and a MBA.
- Former CEO of the South Australian Health Commission and Chair of the Health Ministers' Advisory Council
- Consultant to the World Bank.
- Chairs the University of SA IT & Mathematical Sciences Advisory Board.



Executive Director
Mr. Nathan Buzza

- Former founder & CEO of Clinical Middleware provider, Commtech Wireless.
- EY "Entrepreneur of the Year".
- BRW in the Fast100 for three consecutive years.
- Western Australia IT & telecommunications Life Time achievement Award for contribution to the IT community.
- Previously the second largest shareholder of Azure Healthcare ([ASX:AZV](#)).



Non-Executive Director
Mr. Nick Dignam

- Formal qualifications include a Bachelor of Commerce, Bachelor of Law and a Masters of Applied Finance.
- Investment Director of BlueSky ([ASX:BLA](#)), a listed alternative asset manager with \$1.7b of assets under management.
- Responsible for originating new investment opportunities, working with portfolio companies to deliver growth and managing exit processes.
- Joined Blue Sky from Catalyst Investment.

- Hospitals are built upon a complex eco-system of disparate Clinical Information Systems.
- Alcidion's Miya platform integrates disparate Clinical Information Systems to identify emerging clinical risk and push this clinical intelligence to the care team via a continuum of mobile and desktop devices.
- Under the stewardship of our CMO, Professor Malcolm Pradhan and CEO Ray Blight, the former Chief Executive of the SA Health Commission, Alcidion has invested over \$19m in the development of the Miya Platform.

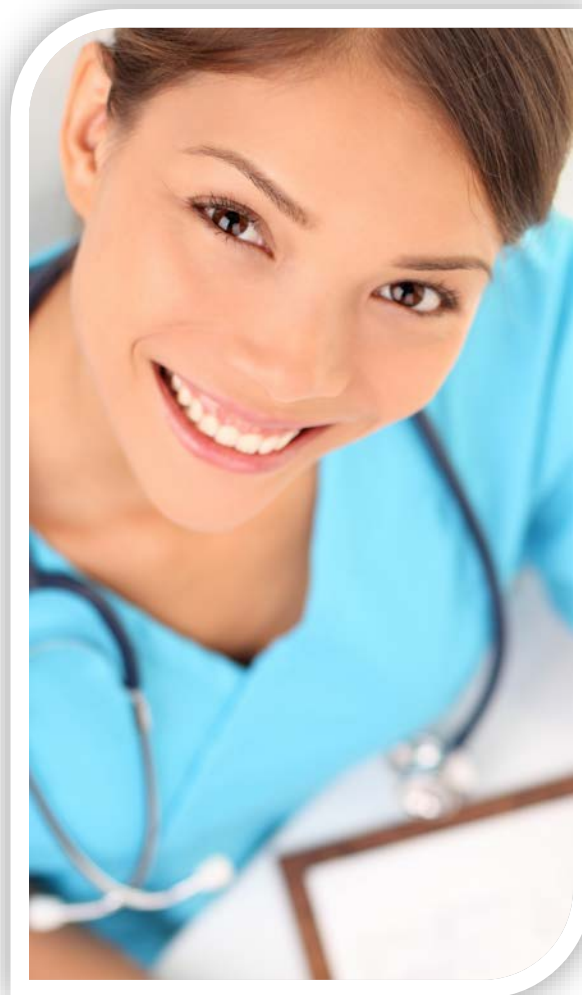


- The technology is already deployed and operational at:
 - Western Health (3 Hospitals).
 - Northern Territory Health Department (5 Hospitals).
 - Tasmania Health (4 Hospitals).
 - Royal Melbourne Hospital.
 - Coffs Harbour Base Hospital.
 - Sunshine Coast University Hospital.
 - NT Cardiac (about to be deployed).
- By providing clinicians with decision support tools and prompting care guidance in accordance with hospital approved clinical protocols, patient clinical outcomes may be improved.

Alcidion is intending to revolutionize the healthcare industry, by providing an agnostic Clinical Information System that resides over the top of the existing systems.



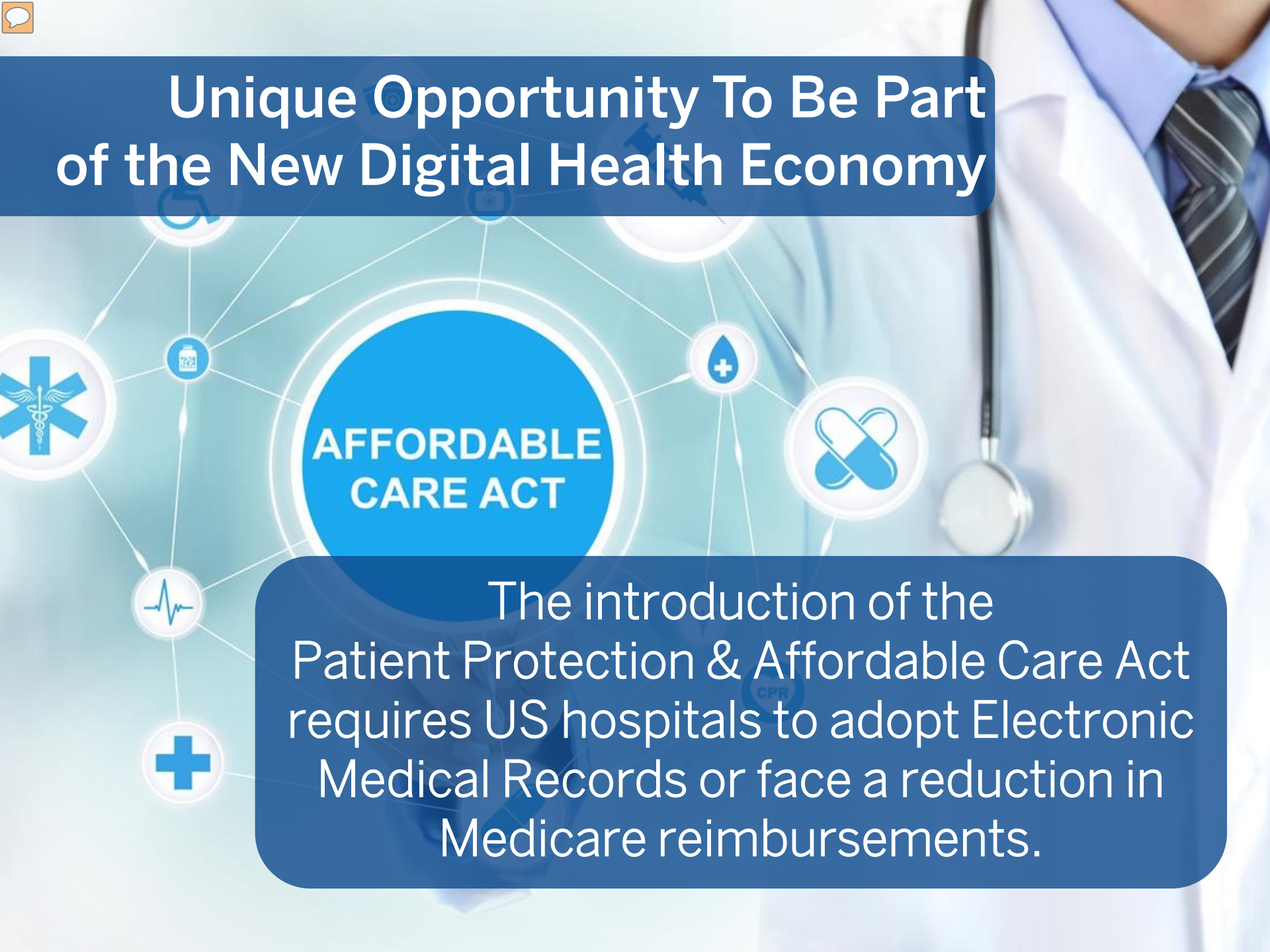
- Listed Alcidion on the ASX on February 29 2016, with \$7m in cash, with minimal debt.
- Posted two consecutive cashflow positive quarters for Q1 and Q2 in FY17, with total cash of \$5.75m (plus R&D Tax Provision of \$576k)
- Commenced our commercialiation strategy, which in broad terms will see the Alcidion Sales Team systematically engage the continuum of Australian and New Zealand healthcare.
- Executed a \$2.35m Contract with Western Health, signifying the transition of our Patient Flow and Bed Management applications from Pilot Site to commercial utilization.
- Executed a \$NZD1.60m Contract with the Mid Central District Health Board in New Zealand.
- Signed an agreement with Calvary Health to assist the organization with streamlining clinical coding and patient data across their facilities.





- Invested \$1.5m developing a Computerized Physician Order Entry (CPOE) platform, in the form of a Best Practice Pathology Ordering product that automates the electronic ordering of pathology for ED physicians.
- Tasmania's Northern Integrated Care Service went live with Alcidion.
- Deployed our Critical Test Results Management Platform across the Northern Territory.
- Announced that our strategic partner, FUJIFILM had secured multiples sales of our intelligent Cardiovascular Information System (iCVIS).
- Integrated into the Cerner EMR Platform – Alcidion's first deployment in NSW.
- Reviewed potential acquisitions, that would compliment Alcidion Product Folio and contribute to the company's overall profitability and accelerate the commercialisation initiatives.





Unique Opportunity To Be Part of the New Digital Health Economy

AFFORDABLE CARE ACT

The introduction of the Patient Protection & Affordable Care Act requires US hospitals to adopt Electronic Medical Records or face a reduction in Medicare reimbursements.

Experienced Management Team



“Capable and Experienced Management Team with a strong track record of commercializing healthcare software, including the former CEO & Chairman of the South Australian Health Commission, a Stanford qualified Medical Doctor and a former Ernst & Young Entrepreneur of the Year.”

Proven Technology

Alcidion's platform is installed into 15 large tertiary hospitals including Footscray, Sunshine, Williamstown, Royal Darwin & Alice Springs Hospitals and throughout Tasmania.



Disruptive Technology Platform

A person wearing a white hospital gown and a white identification band on their left wrist is lying in a hospital bed. They are holding a tablet computer with both hands. The tablet screen displays a medical dashboard with various charts, graphs, and data points. The background is slightly blurred, showing the hospital bed and some papers.

The platform is at the forefront of medical technology, on the crest of the next generation of healthcare technologies.

Strong Growth Platform

The business recently secured a \$2.35m Contract with Western Health to adopt its Patient Flow Solutions across its three locations.

Fully Funded

The company is fully funded, with \$5.73m in cash and minimal debt, with two quarters of positive cashflow.

Line Item	Category	Q1	Q2	Q3	Q4	YTD
Revenue	Revenue	1	204	18	6	229
Cost of Sales	Cost of Sales	15	8	7		30
Gross Profit	Gross Profit	19	196	11	6	206
Operating Expenses	Operating Expenses	2	22	28	2	54
Operating Profit	Operating Profit	17	174	11	4	156
Net Profit	Net Profit	17	174	11	4	156
Total	Total	10	200	36	10	216

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