30 June 2021

Australian Securities Exchange
20 Bridge Street,
Sydney NSW 2000

UK-Focused Webinar Presentation

Melbourne, Australia – Alcidion Group Limited (ASX: ALC) Managing Director, Kate Quirke, and UK Managing Director, Lynette Ousby, yesterday hosted a UK-focused webinar to a select group of institutional investors, analysts, and broking firms.

The presentation has been released to the ASX.

The presentation is also available on Alcidion's website at: https://www.alcidion.com/wp-content/uploads/2021/06/UK-Investor-Webinar-Presentation-29-June-2021.pdf

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About Alcidion Group Limited (ASX:ALC)

Alcidion Group Limited (Alcidion) has a simple purpose: to transform healthcare with proactive, smart, intuitive technology solutions that improve the efficiency and quality of patient care in healthcare organisations, worldwide.

Alcidion offers a complementary set of software products and technical services that create a unique offering in the global healthcare market. Based on the flagship product, Miya Precision, the solutions aggregate meaningful information to centralised dashboards, support interoperability, facilitate communication and task management in clinical and operational settings and deliver Clinical Decision Support at the point of care; all in support of Alcidion's mission to improve patient outcomes.

Since listing on the ASX in 2011, Alcidion has acquired multiple healthcare IT companies and expanded its foothold in the UK, Australia, and New Zealand to now service over 300 hospitals and 60 healthcare organisations, with further geographical expansion planned.

With over 20 years of healthcare experience, Alcidion brings together the very best in technology and market knowledge to deliver solutions that make healthcare better for everyone.

www.alcidion.com

This announcement is authorised for release by the Board of Directors of Alcidion Group Limited.

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Investor Presentation

UK Webinar – Market Position and Opportunity

Lynette Ousby, UK Managing Director
Kate Quirke, Group Managing Director
29 June 2021

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Agenda

1. Driven and experienced UK Team established
2. Alcidion in the UK
3. Overview – UK Market Dynamics
4. NHSX – Acceleration of the Digital Strategy
5. Digital strategy provides potential to disrupt large EPR vendors
6. Increasing importance of the ICS in UK market
7. Current UK Market Penetration
8. Acquisition of ExtraMed
9. Salford – opportunity to partner with Hitachi at forefront of digital command centre rollout in the UK
9. UK Growth Strategy

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Driven & highly Experienced UK Team

UK Team

- Investment in UK team over past 2 years, grew staff head count from 10 to 35
  - Established clinical product specialist team
  - Focus on sales and marketing; most BDMs coming from other EPR / PAS providers
- Cost base established; able to support material revenue growth with only minimal incremental investment

Breakdown of UK team by function	June-19	June-21
Sales & Marketing	2	**4**
IT & Product Support, Implementation	6	**27**
Management, Finance & Admin	2	**4**
Total	**10**	**35**

UK Managing Director – Lynette Ousby

- 20+ yrs experience in customer service, business transformation and operations across healthcare IT & finance sectors
- Previously, GM at **EMIS Health**, overseeing their acute (hospital) division
  - EMIS supplies solutions to Acute hospitals, mental health hospitals, pharmacies and GPs across UK
  - Prior to GM, Director of Customer Service & Support
- Strong focus on transforming customer engagement and ensuring Alcidion continue to deliver innovative technology solutions

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Alcidion in the UK

Jul-18 — Alcidion acquires
MKM Health & Patientrack

Mar-19 — 1st UK Miya Precision
contract with Dartford & Gravesham
$1.9m TCV

Nov-19 — $16.2m Placement
Funds primarily used to build sales, marketing & clinical support in UK

Dec-19 — Lynette Ousby
Appointed GM, UK Sales & Marketing;
Now, UK Managing Director

Jul-20 — NHS Lanarkshire
5-year contract to deploy Patientrack to 3rd largest heath board in Scotland

Aug-20 — Smartpage Included
on NHSX Clinical Comms Procurement Framework

Sept-20 — Miya Precision
formally launches in UK

Nov-20 — 2nd UK Miya Precision
contract with South Tees (incl. meds mgmt. / PT[1] & SP[2])
$11.3m TCV

Mar-21 — East Lancashire
Contract across 5 hospitals for PT[1] + SP[2] for TCV of $2.2m

Apr-21 — Acquired ExtraMed
UK leader in patient flow management software

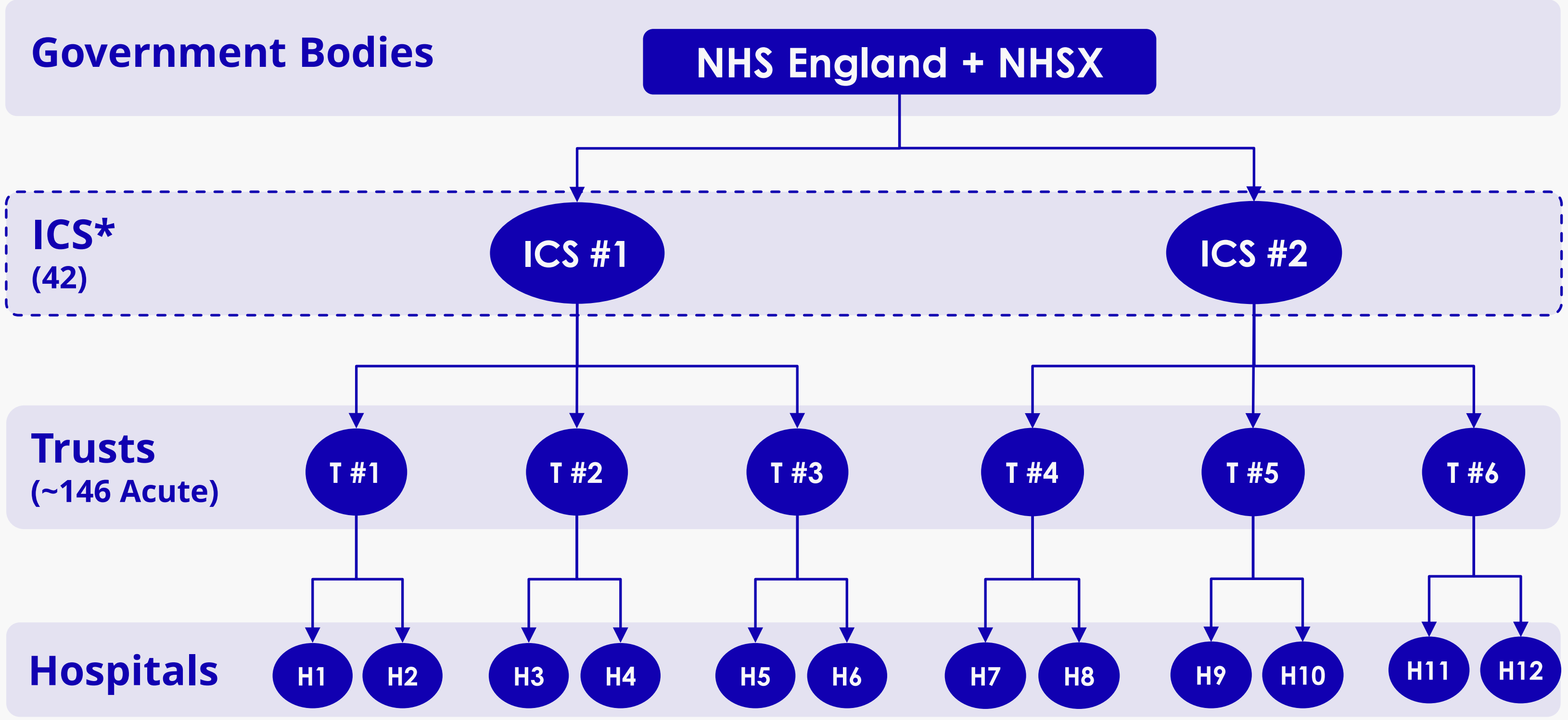
1. Patientrack
2. Smartpage

Overview – UK Market Dynamics

For Illustrative Purposes Only

Alcidion's Customer (**Future**, albeit still emerging)

Alcidion's Customer (**Today**)



** Integrated Care Systems (ICS) – Discussed in further detail on slide 8*

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NHSX – Acceleration of the Digital Strategy

NHS X

- NHSX: joint unit of NHS England and the Department of Health and Social Care, supporting local NHS and care organisations to:
  - Digitise their services
  - Connect the health & social care systems through technology
  - Transform delivery of patient care in hospital, community & home

Digital Aspirant programs[1]

- NHSX initiated funding programs aimed at raising the digital maturity across the NHS to ensure a set of core capabilities
  - In 2020, 27 Trusts received up to £6m each
  - In 2021, 32 Trusts received funding from £250k to £6m
- NHS Trusts can select from a **framework of approved suppliers**

Core Pillars of the Digital Strategy (EPR Strategy)

Openness	Ability to integrate with other platforms and systems already in place
Mobility	Ability to use the platform across hospital locations without extensive implementation
Modular	Ability to apply some or all modules depending on existing infrastructure
Ecosystems	Enhance other technologies to unify and streamline a hospitals digital capability

MIYA PRECISION

1. https://www.nhsx.nhs.uk/key-tools-and-info/digital-aspirants/

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Digital strategy provides potential to disrupt large EPR vendors

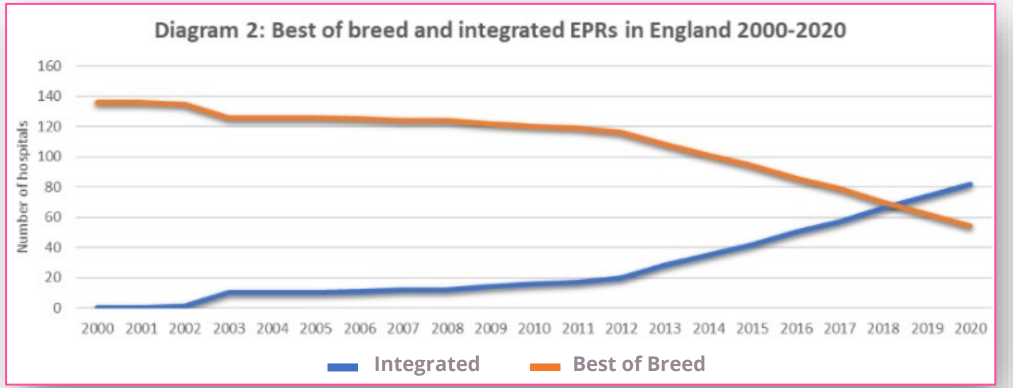
NHS + digital health market changing in UK, leading to growing adoption of larger integrated EPR contracts

- Concept of an EPR is maturing in the UK; market moving from standalone PAS to an integrated EPR given increasing demand for clinical capabilities – **A core competency of Alcidion!**
- EPR wins by major global vendors from larger hospitals has increased over recent years
- However, the adoption of 'Tier 2' vendors from mid/smaller hospitals has been slower driven by perception of higher impact (software only without support) & cost (minimal cost differential) leading buyers to large EPRs

~146	Acute NHS Trusts in England
82	Integrated EPR solutions
54	Best-of Breed solutions
10	'In-house' EPR solutions

Digital Strategy & Alcidion Opportunity

- As Trusts look for integrated EPRs, there is demand & market opportunity for new players with an open platform, modern & modular architecture, mobility & improved price point
- Using Miya Precision as the **core orchestration layer**, Alcidion can layer their own solutions (partnering with others (Better Meds) as required) to create a modular ecosystem EPR that is agnostic of the care setting



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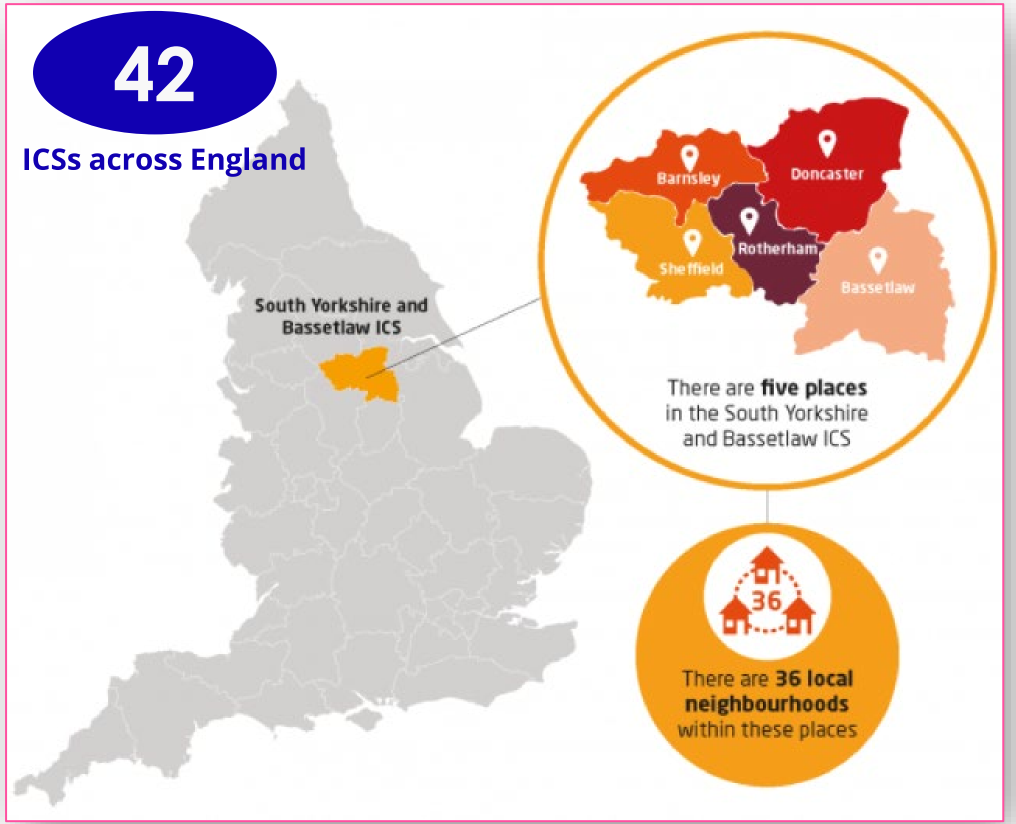
Increasing Importance of ICS in UK Market

What are Integrated Care Systems (ICS)?

- Partnerships that bring together NHS health services across a **geographical** area (i.e. aggregation of Trusts (who may have multiple hospitals) in a region)
- Aim to **integrate** care across different organisations & settings, linking hospital & community-based services, mental health + health and social care.
- Currently no formal legislation/accountability, albeit are effectively mandated by NHS England – **plans for formal statutory legislation from 2022**

Key ICS for Alcidion (Currently in 15 ICS)

Greater Manchester Health & Social Care	North East & North Cumbria	Lancashire & South Cumbria
Bolton NHS Northern Care (Salford) Greater Manchester Mental Health Manchester University Pennine Stockport	South Tees	East Lancashire Hospitals Lancashire Teaching Hospitals

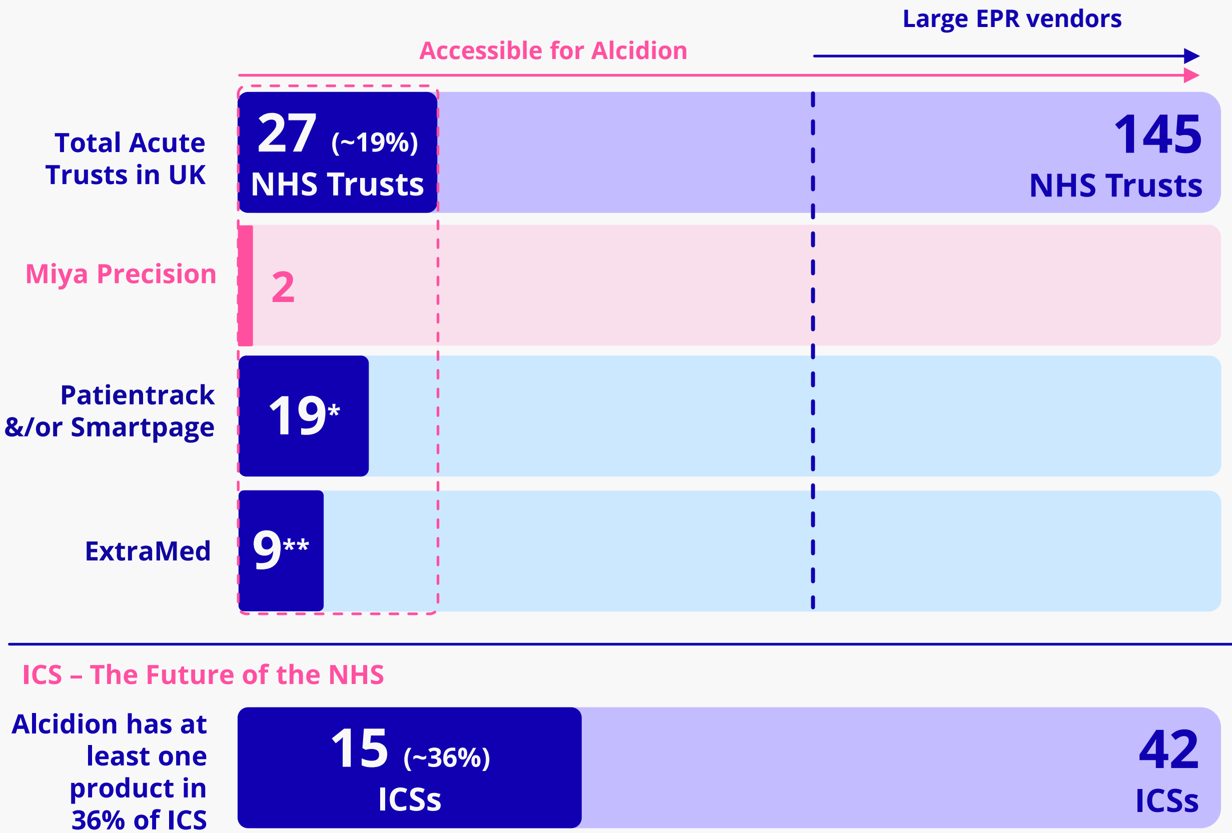


Source: The Kings Fund 2021: Integrated care systems explained: making sense of systems, places and neighbourhoods

Current UK Market Penetration

Material revenue upside driven by product module upsell, along with new customer wins

Alcidion NHS penetration in UK Market



Contract Size

Approx. TCV (5 yrs.)

- $6-10m
- $1.5m
- ~$1m

Upside Potential

- Material revenue increase (6x-10x) by upselling **Miya Precision** to **ONLY** existing customers
- Further opportunity to win new Trusts as only ~19% mkt share (across all products)
- Foothold is strong base to upsell to 36% and target the other 64%

* Includes duplicative sites with Miya Precision
** Includes duplicative sites with Patientrack

Acquisition of ExtraMed

Long-standing UK market leader in patient flow, addressing key pain-points for hospital administrative staff

Business Overview

- Leading UK provider with 20+ year track record providing patient flow management software
- Overlay on legacy hospital systems
- Replaces manual processes with digital solutions giving frontline staff real, actionable visibility of patient flow in hospitals
- Improving hospital workflow increasingly critical as NHS hospitals face overcrowding & resource constraints (highlighted by COVID)

3 Existing

- Bolton NHS Foundation Trust
- University Hospitals of Derby and Burton NHS Foundation Trust
- East Lancashire Hospitals NHS Trust

6 New Customers for Alcidion

- Bedford Hospital NHS Trust
- Medway NHS Foundation Trust
- University Hospitals Coventry and Warwickshire NHS Trust
- Salisbury NHS Foundation Trust
- Salford Care Organisation Northern Care Alliance NHS Group
- East Cheshire NHS Trust

Value Proposition

Expands UK customer base	• 9 long-standing customers; Alcidion has no presence with 6 customers • Expands UK market presence to 27 Trusts • Further up / cross sell touchpoints / reference sites
Builds upon UK Team	• 11 skilled IT and development healthcare staff • Strong understanding of UK hospital workflow and major existing ‘pain points’
Strengthens position in UK market	• Strengthens patient flow offering; market leading position with well-accepted platform for UK market • Removes competitor from future flow tenders • Prevents larger competitors from acquiring to improve their offering

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Salford – opportunity to partner with Hitachi

Building the UK's first 'Digital Control Centre', a fully integrated digital transformation of care processes

NHS
Salford Care Organisation
Northern Care Alliance NHS Group

- ExtraMed awarded sub-contract for patient flow management as part of £25m large-scale IT project with lead contractor, Hitachi Consulting
- Using advanced data analytics & IoT tools to digitise processes & optimise staff resources, creating UK's first fully integrated hospital-wide digital transformation
  - KPMG, Microsoft & CenTrak also involved in the project
- Initial contract focused on Salford, with potential for expansion to other hospitals in North Care Alliance
- Digital control centre to be modelled on 'Capacity Command Centre' in operation at Johns Hopkins University (USA), designed by GE Healthcare
- Access to valuable IP to evolve Miya Precision positioning in Digital Command Centre

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UK Growth Strategy

Accelerating sales in the UK as part of becoming a leading global healthcare technology organisation

1. **Upsell Miya Precision (or other modules) to existing Alcidion customers**
2. **Win new Miya Precision installs**
3. **Listed on Procurement Frameworks** (to leverage Digital Aspirant programs)
4. **Strategic Acquisitions** – aligned to criteria of improving NHS traction, expanding product offering, financially accretive

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