



ALCIDION

Webinar Presentation

FY22 Full Year Results

30 August 2022



Alcidion – a Snapshot

- **Alcidion's purpose** is to transform healthcare with smart, intuitive technology solutions that improve the efficiency & quality of patient care in healthcare organisations, worldwide
- Focus on providing tools to clinicians to enable a proactive (rather than reactive) approach to patient care
- Complementary set of software products (driven by the flagship, Miya Precision) & technical services create a differentiated offering in global healthcare market

401

Hospitals
Across UK, AUS & NZ

87

Healthcare Organisations
Partnering with ALC

65K

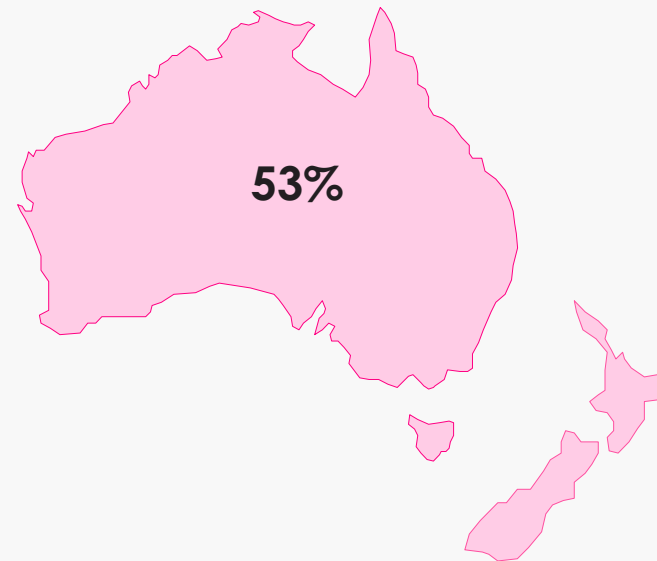
Beds
Using ALC technology

\$34.4M

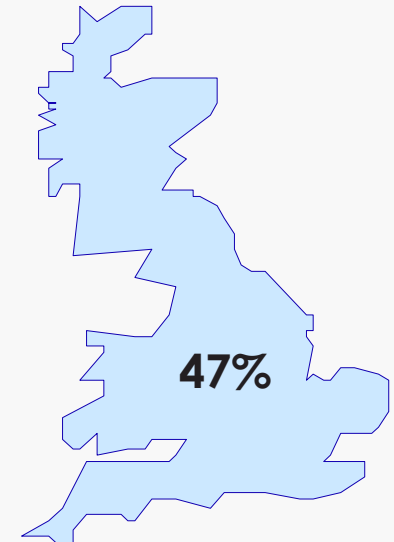
FY22 **Revenue**

Alcidion Operates in 2 Geographies (% FY22 Revenue)

ANZ



UK



FY22 Summary

FY22 – Financial Highlights¹

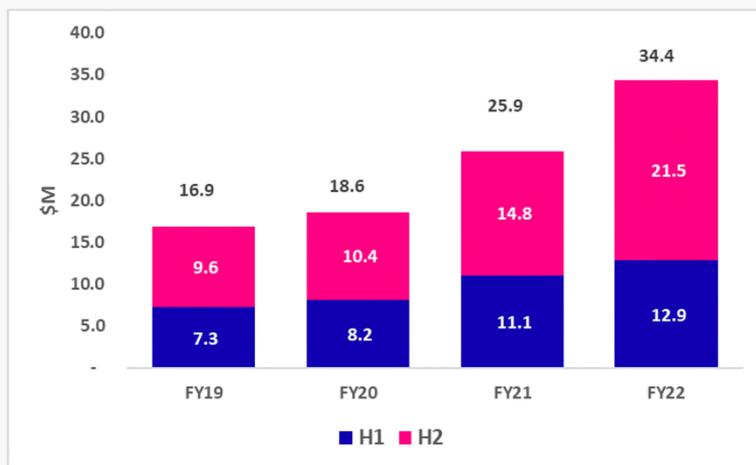
Strong performance in key financial metrics and record sold revenue heading into FY23

Revenue	\$34.4M ↑ 33%	Recurring Revenue	\$23.3M ↑ 42%
Gross Margin	85.8% ↓ 2.5pts	Sold Revenue for FY23	\$28.3M ↑ 87%
Underlying EBITDA ²	\$0.9M ↑ \$0.4M	FY22 TCV ³ new sales	\$57.7M ↑ 96%
Operating Cashflow	\$1.0M ↓ \$0.5M	Cash	\$17.3M ↓ \$7.7M

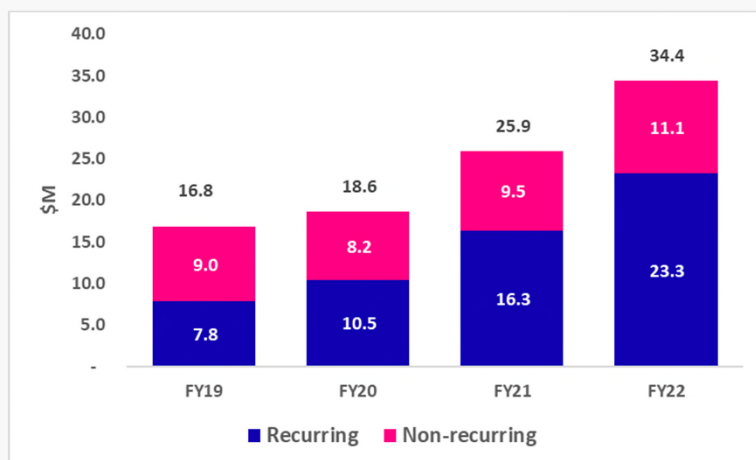
1. Comparisons are to prior corresponding period (FY21)
2. Underlying EBITDA excludes share based payments & M&A costs
3. TCV = Total Contract Value

FY22 - Revenue

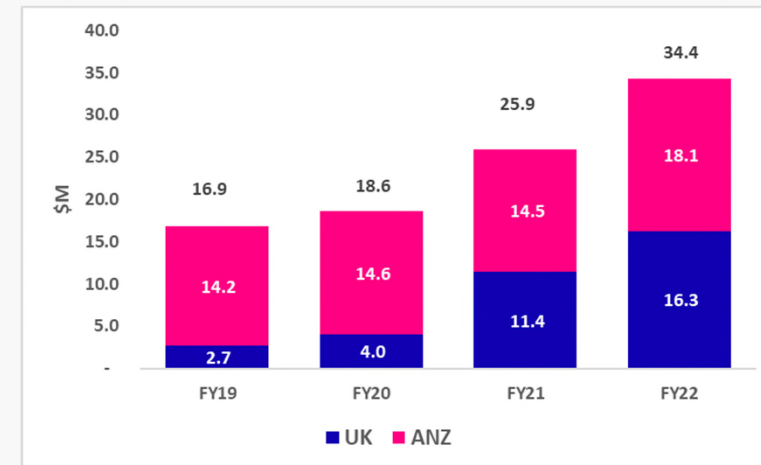
Half-on-half revenue



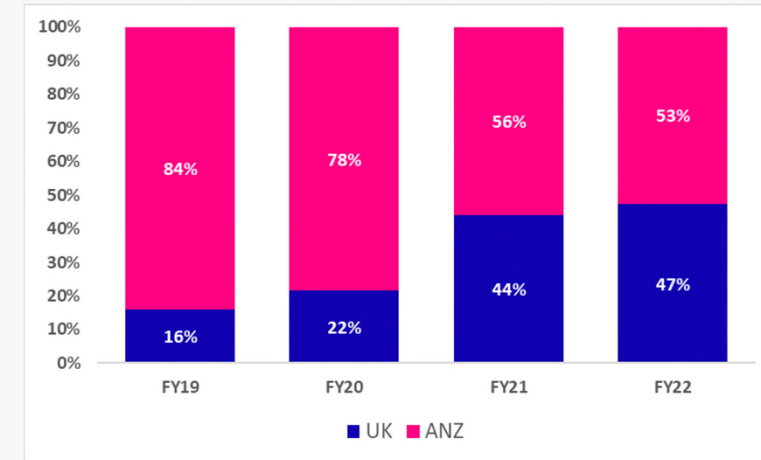
Recurring / non-recurring revenue



Revenue by region



% Revenue by region



Profit & Loss

Profit & loss (\$000)	FY22	FY21	% change
Recurring revenue	23,274	16,343	42%
Non-recurring revenue	11,081	9,539	16%
Total revenue	34,355	25,882	33%
Direct costs	(4,862)	(3,018)	61%
Gross profit	29,493	22,864	29%
Gross profit %	85.8%	88.3%	2.5%
Salaries & wages	(23,614)	(18,659)	27%
Marketing	(577)	(573)	1%
Professional fees	(1,100)	(938)	17%
Other operating expenses	(3,346)	(2,459)	36%
Operating expenses	(28,637)	(22,629)	27%
Other income	-	275	NC
Underlying EBITDA	856	510	68%
M&A costs	(2,136)	(769)	178%
Share based payments expense	(328)	(227)	44%
EBITDA (loss)	(1,608)	(486)	231%
Depreciation & Amortisation	(2,256)	(457)	394%
EBIT	(3,864)	(943)	310%

Key Comments

- Record FY22 revenue of \$34.4m, up 33% on FY21
- | A\$M | Products | Product Imp | Services | Total |
|---------------|-------------|-------------|------------|-------------|
| Recurring | 23.3 | - | - | 23.3 |
| Non-recurring | - | 6.3 | 4.8 | 11.1 |
| Total | 23.3 | 6.3 | 4.8 | 34.4 |
- Gross Profit increased 29% to \$29.5M
 - Slight decrease in margin due to product mix
 - Increase in staff costs consistent with strategy of scaling resourcing, particularly in the UK, to take advantage of emerging opportunities
 - Further increases expected in FY23, due to full-year impact of H2 FY22 hires and Silverlink staff costs and planned new hires not yet recruited
 - Underlying EBITDA of \$0.9M, \$0.4M improvement versus prior year
 - \$2.1M M&A expenses relate to the acquisition of Silverlink
 - Increase in Amortisation relates to acquired intangible in Silverlink and ExtraMed

Balance Sheet

Balance sheet (\$'000)	FY22	FY21
Cash & cash equivalents	17,339	25,027
Trade & other receivables	7,251	4,114
Other assets	1,672	1,206
Current assets	26,262	30,347
Plant & equipment	638	371
Intangible assets	98,824	27,489
ROU assets	2,630	178
Total assets	128,354	58,385
Trade & other payables	5,227	2,919
Employee provisions	2,516	2,774
Unearned revenue	12,906	7,107
Contingent consideration	2,638	-
Other current liabilities	1,104	199
Total current liabilities	24,391	12,999
Provision & other liabilities	2,009	164
Deferred tax liabilities	7,999	-
Total liabilities	34,399	13,163
Net assets	93,955	45,222

Key Comments

- Strong balance sheet with \$17.3M cash and no debt
- Unearned revenue of \$12.9M (up \$5.8M) reflects revenue invoiced in advance of products/services being delivered
 - The increase includes income in advance acquired with Silverlink
 - Revenue is recognised in accordance with AASB 15 (revenue from contracts with customers)
- Material increase in Intangible assets as result of the acquisition of Silverlink
- Contingent consideration relates to the second tranche of the Silverlink deferred consideration – the first tranche having been settled in H2

Cash Flow

Cash flow (\$000)	FY22	FY21
Receipts from customers	41,449	32,046
Payments to suppliers & employees	(40,275)	(30,510)
Interest received	24	12
Finance costs	(68)	(3)
Income tax paid	(134)	-
Cash flows from operating activities	996	1,545
Payment for PP&E	(311)	(313)
Acquisition of business, net of cash acquired	(59,432)	(9,530)
Cash (used) for investing activities	(59,743)	(9,843)
Net proceeds for issues of equity securities	51,942	17,502
Payment for principal portion of lease liabilities	(609)	(270)
Cash from financing activities	51,333	17,232
Net (decrease)/increase in cash & cash equivalents	(7,414)	8,934
Cash & cash equivalents opening balance	25,027	15,948
Effects of exchange rate changes	(274)	145
Cash & cash equivalents closing balance	17,339	25,027

Key Comments

- Record \$41.4M receipts from customers, a \$9.4M (29%) increase on FY21
- Positive operating cashflow of \$1.0m
- Low capital requirements with \$0.3m spent on PP&E
- Lease liability payments reflect the accounting for leases under AASB 16 Leases
- \$51.9M (net of costs) raised in December via placement and entitlement offer

FY22 Corporate Summary

Executed key operational and corporate strategies which underpin future growth profile

Silverlink acquisition

- In December 2021, acquired Silverlink PCS, one of last few remaining PAS¹ providers servicing UK NHS
 - 12 long-standing NHS Trusts (11 new for Alcidion) with 95% recurring revenue
 - All operational & HR functions integrated with Alcidion with product upgrades to cloud & integration with Miya Precision platform progressing in order of customer priority
-

Leadership

- Florian Stroehle joined as Director of Strategy & Business Development
 - Dr Paul Deffley joined as UK Chief Medical Officer
 - Steve Leggett appointed as UK Head of Strategic Markets
 - Victoria Weekes & Daniel Sharp appointed as NED from 1 September 2021
 - Nick Dignam resigned from Board on 17 November 2021
-

New & renewed contracts

- Signed several new & renewal contracts in FY22 – with TCV of \$57.7M, up 96% up on FY21
- In UK market, at least one product in 39 NHS Trusts or approximately 27% of all acute NHS sites
- At least one product in 20 of 42 ICS in UK - several touchpoints to leverage potential future ICS level partnerships
- Modular approach to implementing the Miya Precision platform continued to resonate with customers (i.e. Miya Flow) ⁹

1. PAS =Patient Administration System

FY22 – New & Renewed Contracts

United Kingdom

- **Queen's Hospital Burton: South Tees NHS Hospitals:** New three-year contract for ExtraMed's IPFM, first new contract win following ExtraMed acquisition
- **Royal Derby Hospital:** Three-year contract extension, ExtraMed's IPFM licence & support
- **NHS Tayside:** Five-year agreement to implement Miya Observations and Assessments
- **Herefordshire and Worcestershire Health and Care NHS Trust:** Five-year agreement to implement Miya Flow - first NHS community trust to procure Alcidion's flow technology
- **Dartford & Gravesham NHS Trust:** Five-year agreement to include new module of Miya Precision, Miya Emergency, along with resale of Provation's anaesthesia module
- **Moorfields Eye Hospital** and **Liverpool Heart and Chest Hospital:** First two renewals for Silverlink PCS
- **East Lancashire NHS Trust:** Five-year contract to implement Miya Flow, overlaying Cerner's Millennium EPR

Australia

- **Leidos Australia:** Awarded contract to deliver key capability for Healthcare IT project for Australian Defence Force
- **Sydney Local Health District:** New three-year contract for Miya Precision to support virtual care of acute diverticulitis patients by rpavirtual. SLHD to be key reference site for Alcidion, highlighting capability of Miya Precision to support virtual care & remote patient monitoring
- **Northern Territory Health:** Agreement to upgrade from earlier version of Miya to current Miya Precision platform, continuing 13-year partnership
- **Alfred Health:** Five-year contract to implement Miya Flow across Alfred Health's three hospitals & integration with Cerner EMR & existing PAS

Starting FY23 with a strong contracted revenue base

Key Comments

- \$28.3M of contracted revenue to be recognised in FY23, 87% higher than at same time last year
- Further \$2.9M of scheduled renewal, expected to be converted to contracted revenue over FY23

Key Growth Drivers:



New Contract Wins

New contract wins build on long-term TCV while validating product offering



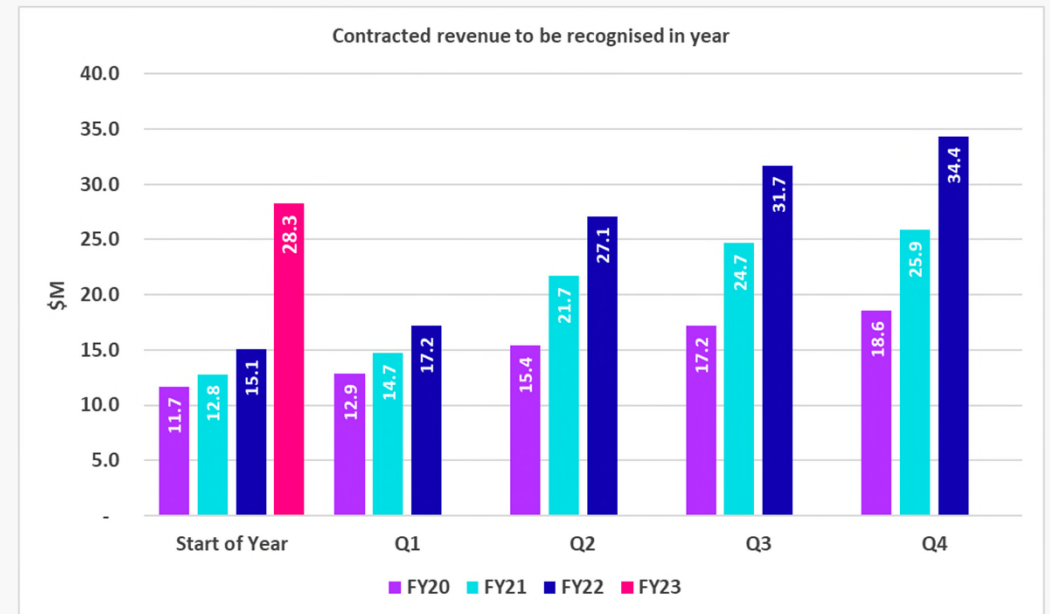
Contract Up-Sell

Adding new modules (services) to existing customers



Contract Renewals

Renewal of contracts at term end to continue recurring revenue streams



Disclaimer

The information contained in this document ("Document") has been prepared by Alcidion Group Limited ACN 143 142 410 (referred to as "Alcidion" or "Company"). This Document is current as at the date of this Document and should be read in conjunction with other Alcidion periodic and continuous disclosure announcements filed with the Australian Securities Exchange (ASX), available at www.asx.com.au.

The information in this Document is not intended to form the basis of any investment decision in relation to the Company or its assets and should not be considered as a recommendation to the Recipient to acquire securities in the Company. This Document is not a prospectus, profile statement or disclosure document and does not constitute an offer or invitation to acquire securities or otherwise invest in the Company, and no agreement to subscribe for securities will be entered into on the basis of this Document.

No representation or warranty, expressed or implied, is or will be made, and no responsibility or liability is or will be accepted by the Company, any of their respective officers, servants, agents or advisers (collectively "Limited Parties") as to or in relation to the accuracy, reasonableness, completeness or reliability of the information in this Document or any other written or oral information made available to any Recipients or their advisers. Any liability therefore is hereby expressly disclaimed. In particular, no representation or warranty is given as to the achievability or reasonableness of any future projections, management estimates or plans, prospects, returns or forecasts.

To the fullest extent permitted by law, the Limited Parties will not have any responsibility or liability for any loss or damage (whether foreseeable or not), however arising (including as a result of negligence), in relation to or in connection with the provision of this Document, the Recipient's or any other person's purported reliance on this Document, the failure to provide information of which any of the Limited Parties becomes aware or any errors in or omissions from this Document.

None of the Limited Parties makes or gives any representation, warranty or guarantee, express or implied, that the information in this Document is accurate, current, reliable or complete, has been or will be audited or independently verified, or that reasonable care has been taken in compiling, preparing or furnishing it. Various statements in this Document constitute statements relating to intentions, future acts and events including forecast financial information ("Forward Looking Statements"). Forward Looking Statements involve subjective judgment and analysis, known and unknown risks, uncertainties and other important factors that may cause those future acts, events and circumstances to differ from the way or manner in which they are expressly or impliedly portrayed herein. The Limited Parties do not make or give any representation, warranty or guarantee, express or implied, that any Forward Looking Statements will be achieved or proven correct, or that any assumptions or projections on which the Forward Looking Statements are based are reasonable. No historical financial information, forecast financial information, estimates or projections contained in this Document or any other financial information derived from that information, can be relied upon as a promise or representation, as to the past, present or the future. Past performance is not necessarily a guide to future likelihood of achievement or reasonableness of any Forward Looking Statement, forecast financial information or other forecast.

The Limited Parties do not undertake any obligation to (and expressly disclaim any obligation to) provide the Recipients with access to any additional information or to correct any inaccuracies herein which may become apparent or to disseminate any updates or revisions to any Forward Looking Statements in this Document to reflect any change in expectations in relation to any such statements or any change in events, conditions or circumstances on which any such statement is based.

This document also contains statistics, data and other information relating to markets, market sizes, market shares, market positions and other industry data pertaining to the Alcidion's business and markets. Such information is generally based on independent market and industry data or research. The Alcidion has not independently verified, and cannot give any assurances as to the accuracy and completeness of the information sourced from market and industry data or research contained herein. Accordingly, the accuracy and completeness of such information is not guaranteed. There is no assurance that any of the forecasts or projections contained in the independent market and industry data or research will be achieved. Forecasts and projections involve risks and uncertainties and are subject to change based on various factors. You should note that market data and statistics are inherently predictive and subject to uncertainty and not necessarily reflective of actual market conditions.

Neither the receipt of this Document by any person nor any information contained in it or supplied with it or subsequently communicated to any person in connection with a proposed investment in the Company constitutes, or is to be taken as constituting, the giving of investment or financial product advice (or any other advice) to any such person. Each such person should make their own independent assessment of the merits or otherwise of investing in the Company and should seek their own professional advice in respect of any future investment opportunity and not act on the basis of any matter contained in this Document. In providing this Document, the Company has not considered the objectives, financial position, taxation situation or other needs of any particular Recipient.

The distribution of this document in jurisdictions outside Australia may be restricted by law. Persons who come into possession of this document who are not in Australia, should seek advice on and observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws. In particular, this document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States.

Financial data

All financial amounts contained in this presentation are expressed in Australian dollars (unless otherwise stated). Any discrepancies between totals and sums of components in tables, figures and body content contained in this presentation are due to rounding. Tables, figures and body content contained in this presentation have not been amended by ALC to correct immaterial summation differences that may arise from this rounding convention.

Investors should also be aware that certain financial data included in this presentation including underlying NPAT and underlying EBIT/EBITDA and measures described as "pro-forma", are "non-IFRS financial information" under ASIC regulatory Guide 230 (disclosing non-IFRS financial information). The non-IFRS financial information financial measures do not have a standardised meaning prescribed by Australian International Reporting Standards (AIFRS) and, therefore, may not be comparable to similarly titled measures presented by other companies, nor should they be construed as an alternative to other measures determined in accordance with AIFRS. Investors are cautioned, therefore, not to place undue reliance on any non-IFRS financial measures included in this presentation.



ALCIDION