InteliCare

Connect. Detect. Prevent.

Smart Monitoring Solutions for Elderly and Disability Care

May 2021

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InteliCare

Harnessing artificial intelligence (AI) to provide home monitoring solutions - enabling people to age in their own home for longer

AI Solution to Independent Living

End-End Home monitoring solution harnessing Artificial Intelligence.

Rapidly Ageing Population

Population share of over 65's to increase from 15% in 2017 to 23% in 2066[1].

Fully Commercialised Product

Business to Business (B2B) and Business to Consumer (B2C) SaaS sales established.

Successful ASX Listing

Successful ASX listing following $5.5 million IPO in May 2020.

1: Aged Care Financing Authority Annual Report on the Funding and Financing of the Aged Care Sector (July2017)

Triple winner at prestigious national technology awards

Triple winner at prestigious national technology awards

Won every nominated category

Won overall Victorian Government Inspiration Award and a $10k prize

50

Technology **Fast 50**
2020 Australia **Top 50**

Deloitte.

"The winning list in 2020 highlights that the COVID-crisis has continued to accelerate the disruption of traditional industries. The rise of businesses that have successfully harnessed technology is clear."

Deloitte Partner Josh Tanchel

Significantly increased Government spending

The Sydney Morning Herald

Exclusive Politics Federal Aged care

'Very big package': $10 billion aged care boost at heart of federal budget

By James Massola
April 18, 2021 — 5.00am

Save Share A A A 225 View all comments

The Morrison government will promise at least $10 billion over four years for aged care in the May federal budget, including allowing more people to stay in their own homes for longer.

When the final report of the aged care royal commission report was released last month, Prime Minister Scott Morrison said the government's response would be at the heart of the budget.

"…including allowing more people to stay in their homes for longer."

THE WALL STREET JOURNAL.

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POLITICS | HEALTH POLICY

Biden Infrastructure Plan Would Fund Shift Toward Home Healthcare for Seniors

President's proposal calls for $400 billion to give elderly more care at home rather than at institutions and hospitals

"As coronavirus cases surged, families feared for relatives in nursing homes and searched for safe care for vulnerable loved ones at home."

Investment Highlights

Proprietary IOT platform utilising smart sensors and AI for use in aged care and health industries

Strong, high margin, SaaS revenue growth combined with rapidly expanding distribution channels

Strong market trends – ageing population of baby boomers supporting demand for core products

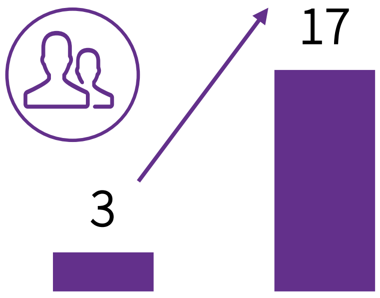
Industry leading AI powered products solving shortfalls of competing flawed home monitoring technologies

Increasing Federal Government funding for residential & disability care supporting demand for core products

Well credentialled, experienced and performance driven management team with proven track records

Significant Growth – FY 20/21

Distributors



Q3 22%

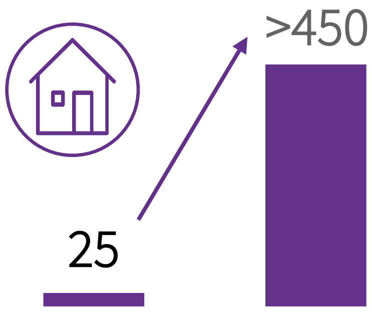
Over
Q2 Revenue

>65,000 HRS
Development

Q3 911%

Above Q2
Cash Receipts

Field Systems



As at 31 March 2021

>18x
Installed InteliLiving devices

~123%
Increase to HY 20/21 Cash Receipts

~55%
Increase to HY 20/21 Revenues

Successful placement of $2.5mil

A Large & Growing Market – Aged Care & Disability Clients

The influx of ageing baby boomers is driving market growth and putting stress on the aged care industry, creating a needs gap.

Australians over the age of 65[1]

2017		2030 projected
3.8m	↑	5.4m

Australian Government aged care expenditure[2]

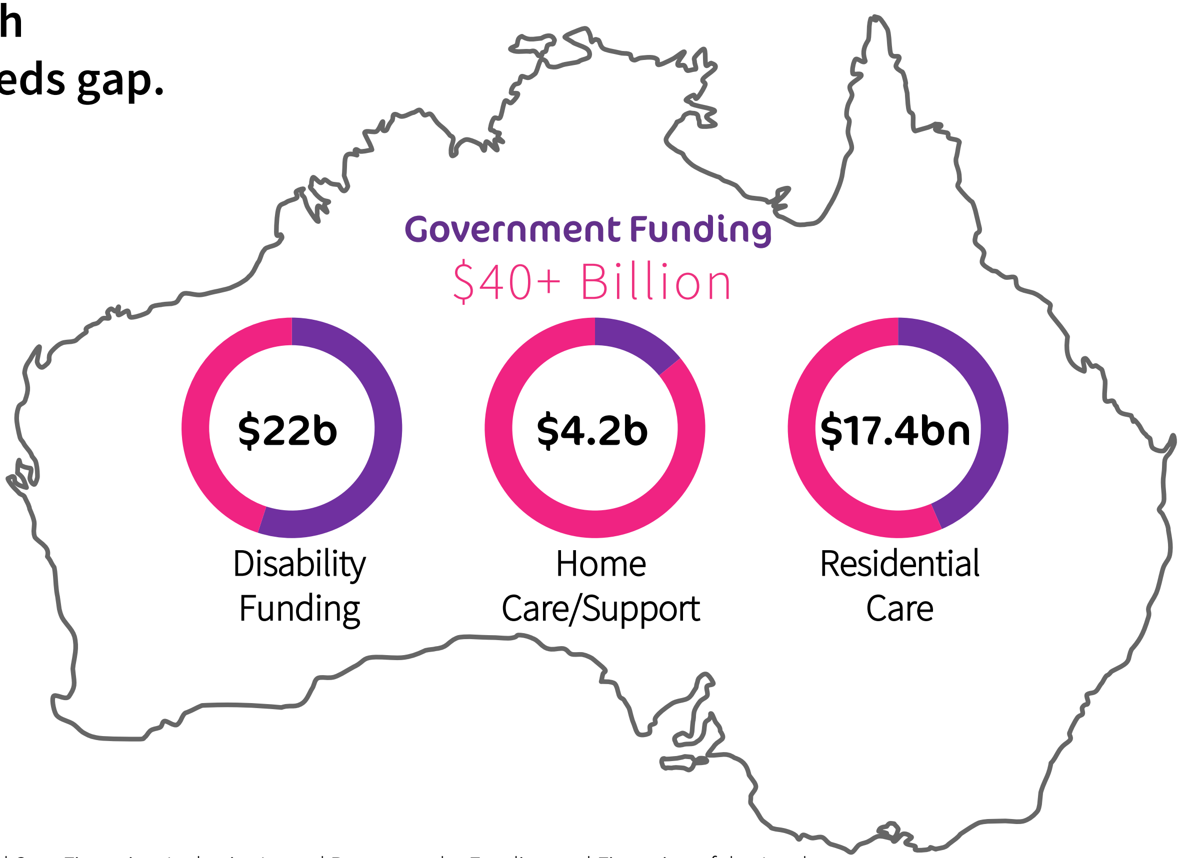
2017-2018		2021-22 projected
$18.1bn	↑	$24.0bn

By 2050, the world's population aged 60+ years[3]

2015 population		2030 population
900m	↑	1.14bn

Australian Government Disability Funding[4]

2019/20 funding		2022/23 funding
$17.8bn	↑	$24.7 bn



1: Aged Care Financing Authority Annual Report on the Funding and Financing of the Aged Care Sector (July 2017)

2: ABS 6523

3: Data: United Nation (2017). World population Prospects: the 2017 Revision

4. NDIS Corporate Plan 2020-2024

The Aged Care Crisis - Why InteliCare is Needed

Most seniors choose to avoid aged care and remain living in their own home as long as possible.

In 10 years

Most economies will have a 20% elderly population, some >33%

Ageing population places a large demand on resources.

34 months

Australian average wait time to receive government support

Affordable solutions are needed now.

$225 Billion

The increase in the US Home care market by 2024

An overwhelmed system leaving seniors vulnerable and exposed.

$20 Trillion

Asia Pacific spend on aged between 2015 and 2030

Governments cannot provide aged care services to all seniors.

The Aged Care Crisis – Market Stress

As the population of the elderly increases, the tax base to service them diminishes.

Residential Aged Care in 2020

2018: 41%

51% **Unprofitable** homes

2013: ($0.86)

($8.25) **Losses** Per Bed Per Day

Home Care in 2020

2015: $9,726

$7,951 First 25% **EBITDA per client**

Home Care Market Growth

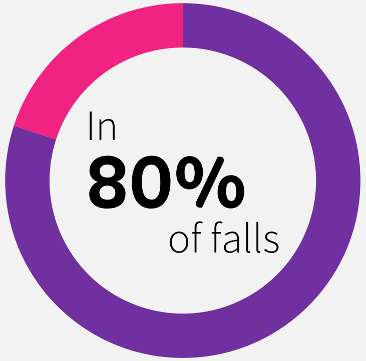
16,000 people died waiting for a home care package in 2017/18

The current waiting list for homecare packages is well **over 120,000 people**

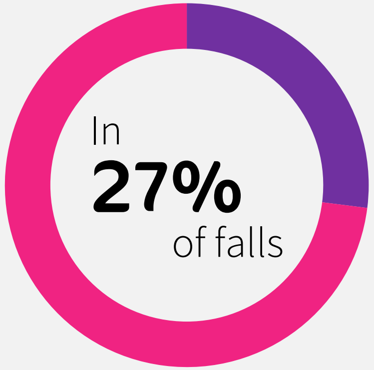
November 2019, the Morrison government announces **$537million** across 10,000 packages

Competing Home Monitoring technologies are flawed

Technology	Pitfalls
Pendants are often uncharged and not used effectively	Used post-accident and does not prevent one
CCTV privacy invasion is unacceptable for users	Don’t encompass wellness or predictive alerts
Nurse call systems can be out of reach	No integration with other devices / technology



Users don’t use their duress alarms



Users were lying on the floor for >1hr

Proprietary, Predictive Artificial Intelligence (AI) solution

Intelicare overcomes the pitfalls of post-event driven home monitoring systems.

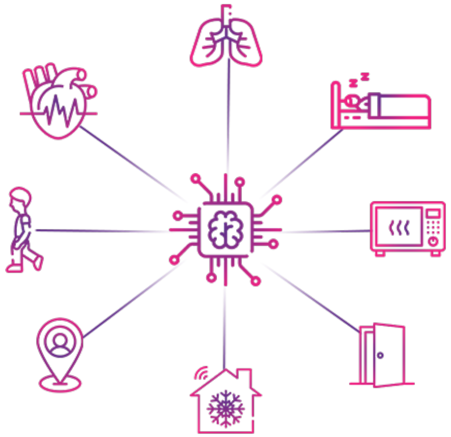
Step 1

Smart sensors installed through the home

Open architecture easily integrates with emerging or custom sensors such as wearables, or radar

Step 2

InteliCare learns normal domestic behaviour

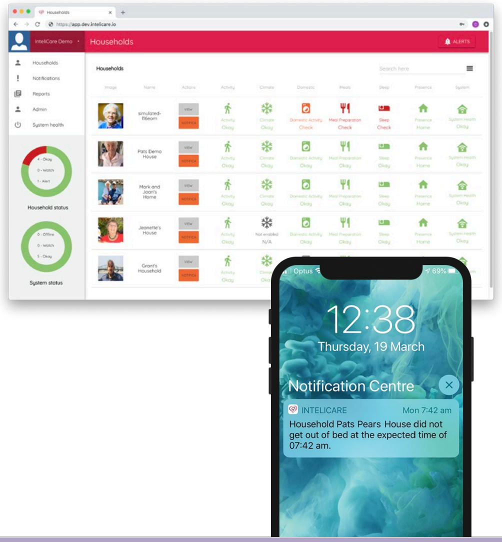


Sleep patterns, bathroom use, meal preparation, climate, social activity and household activity

Step 3

Receive daily notifications and actionable insights from the InteliCare app or dashboard

"All okay" daily messages and alerts when there is a change in normal behaviour



Step 4

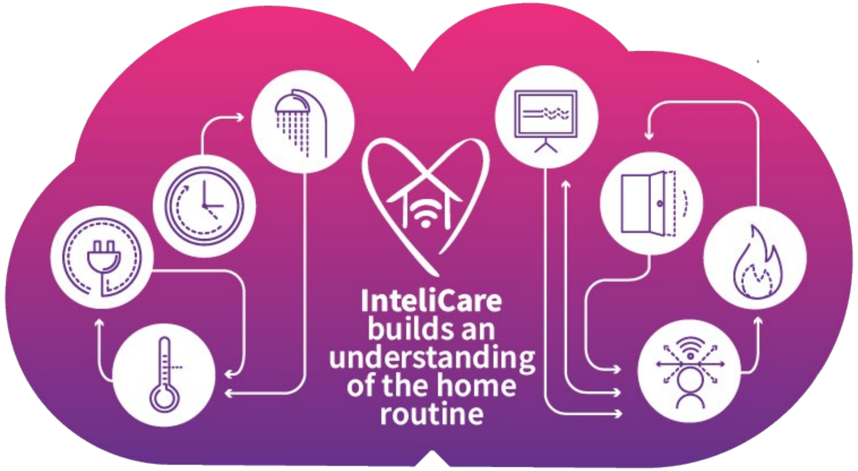
Increased early incident detection to help reduce liabilities and enable better care

Clinicians & Carers

Remotely monitor deterioration and triage multiple patients

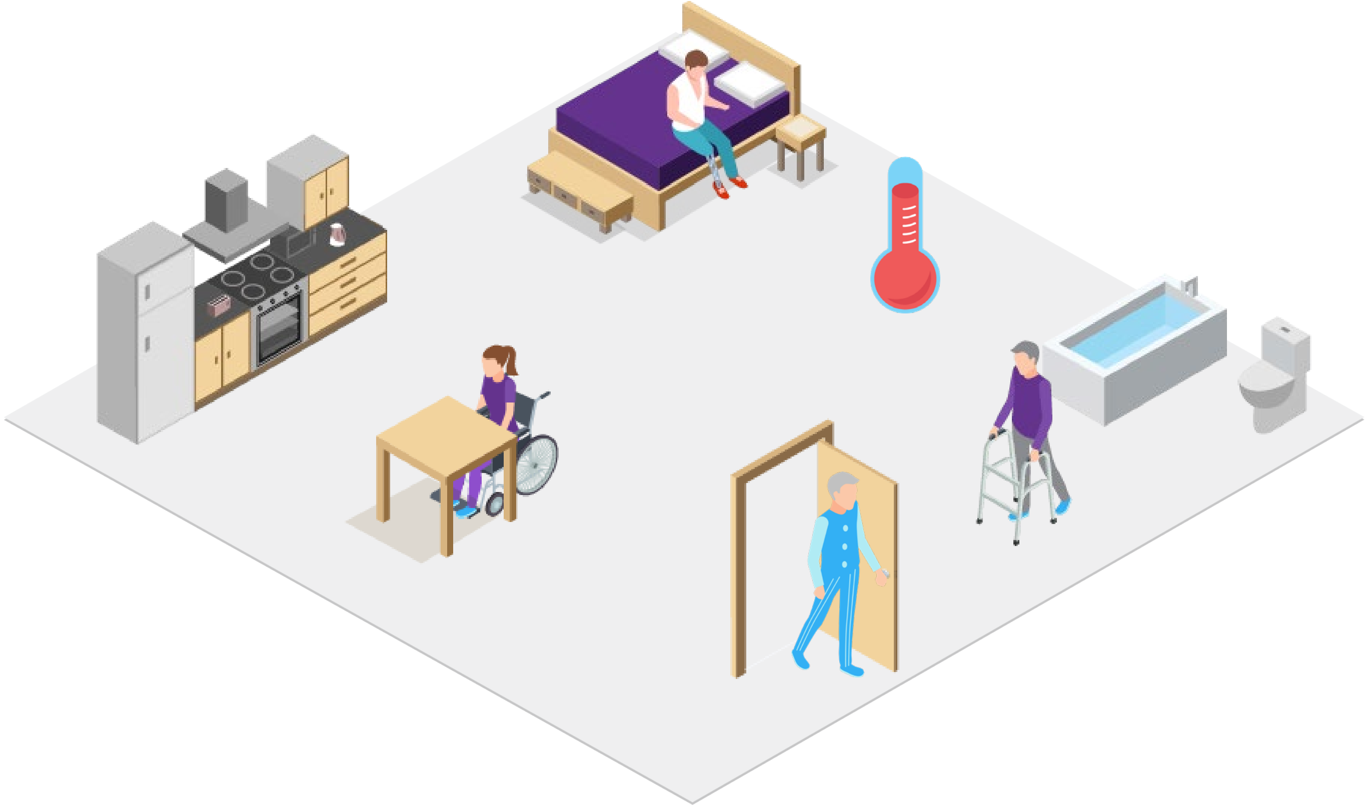
Intelicare - Powered by AI

Industry leading AI systems use Internet of Things (IoT) data to detect changes in activity and behaviour patterns.



Foundational Layer: Data driven customer intelligence

Patterns of behaviour tracked 24/7 - non-wearable tech



Emergency Detection Layer: Immediate help & assistance

Get immediate help with instant alert detection.

- Wearable and non-wearable options.
- Full audit trail for compliance reporting.

1. **Falls-wearable: Watch & Pendant**
2. **Instant Fall Detector (room-based)**
3. **Alexa Voice**
4. **Wall Button**

Vitals and Health Metrics Layer

Vitals tracking – manual entry and automated using wearable and ambient devices.

- Compliance reporting with full audit trails.

Respiration

Blood oxygen

Heart rate

Activity

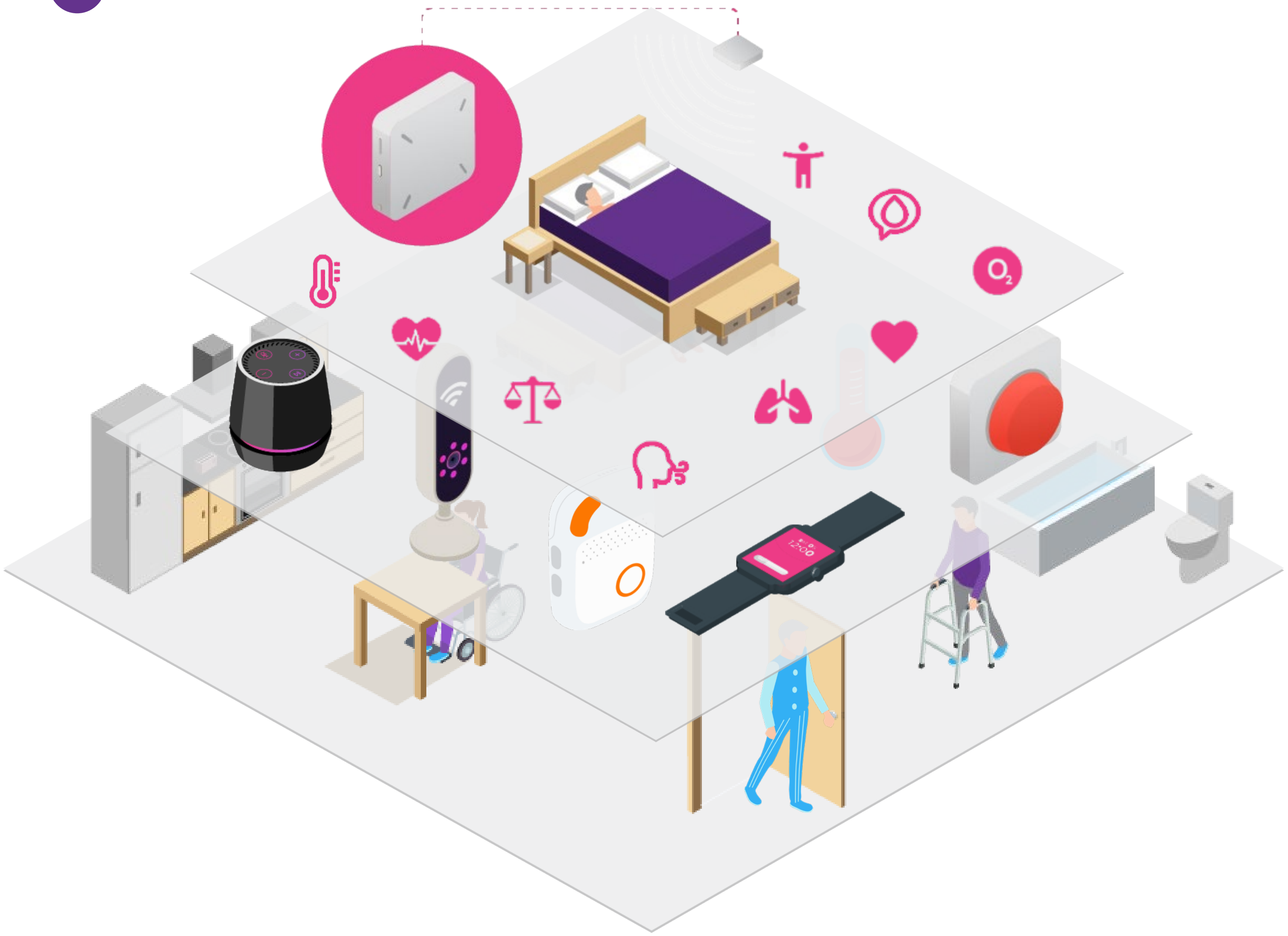
Blood glucose

Lung capacity

Weight

Blood pressure

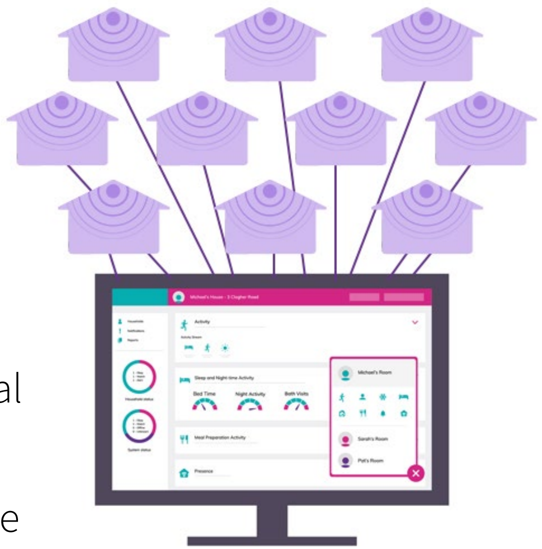
Temperature



Key Products - InteliCare Pro & InteliLiving

InteliCare Pro (B2B)

Multi Client Interface



- Business-to-Business for residential care
- Monitors multiple locations at once
- Triage dashboard allows priority care
- Staff receive unparalleled wellness and activity insights
- Scalable and customisable
- Advanced reporting and audit trails for accountability

InteliLiving (B2C)

Family-Friendly Interface

- Business-to-Consumer hardware and software
- Supports Do-It-Yourself (DIY) independent living
- Low-cost technology solution to aged care
- Off-the-shelf, easy to purchase and install
- Includes subscription to the InteliCare app
- Available through care providers government support programs

Value Proposition - Quality Care Outcomes

InteliCare delivers significant industry wide cost savings and efficiencies with additional revenue streams.

Independent Living

1. Low cost advanced technology solution
2. Defers the burdensome high costs of aged care
3. Affords users to age in their own homes

Governments

1. Protect vulnerable in COVID-19 isolation
2. Reduce transmission pathways
3. Reduce Aged Care tax burden

Elderly/Disability Care

1. Better care whilst limiting client loss
2. Increase productivity
3. De-risk operations and improved compliance
4. Additional revenue

Hospitals

1. Decrease hospital admission and re-admissions
2. Reduce days spent in hospitals
3. Enable in-home hospitals

Insurers

1. Reduce underwriting risk for private health
2. Reduced premiums for abled elderly to attract market share

InteliCare & COVID-19

Critical element in a Telehealth digital pathway pandemic response

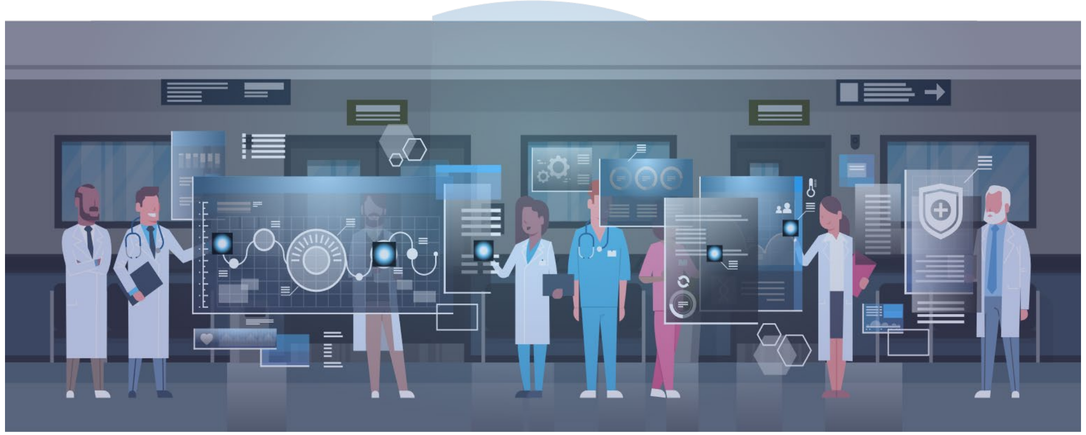
Relieves stress on the health system and mitigates risk of imposed-isolation when hospitals reach capacity.

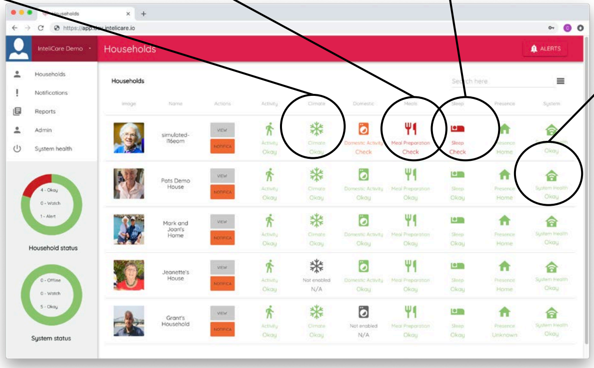
Higher Temp

Decreased Meals

Failure to Arise

Lower Activity





Step 1:

Remote Diagnoses and Treatment

Telemedicine based screening for first consult

Teleconsult with GPs and other clinicians

Digital ePrescription from GPs to pharmacies & home delivery

Connect 24/7 patients/GP/carers

Step 2:

Remote Care Triaging

Data driven response based on clear trends

Carers respond to those most in need

Reduces infection pathways from carers doing welfare checks

Removes risk of undiscovered death in quarantine

Revenue Model – Product Sales & SaaS

Competitive product pricing and attractive subscription revenue model

Upfront revenue through direct hardware sales with SaaS recurring revenues through an application supporting growth in following years.

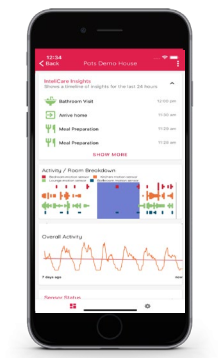
Primary revenue streams

Upfront Revenue – Hardware Sales

Units X Unit Price

SaaS Revenue – Subscription Model

Users X Subscription Fee



- Fully commercialised with aged care B2B contracts and B2C sales providing lucrative SaaS recurring revenues.
- Very high SaaS margins at scale
- Attractive B2C subscription model combines upfront hardware costs & subscription costs into one competitive monthly rate.
- Consumers can purchaser through InteliCare's new e-Commerce platform – available through InteliCare's website.

Go-to-Market Strategy - Multiple Channels

Business-to-Business (B2B)

InteliCare pro

Aged / Disability Carers

End Users

Australian estimated total addressable market
1.1 million

Business-to-Consumer (B2C)

Intelli Living

E-Commerce Platform

End Users

Australian estimated total addressable market
3-4 million

Business-to-Business-to-Consumer (B2B2C)

Intelli Living

InteliCare pro

Distributors / Agents

Business

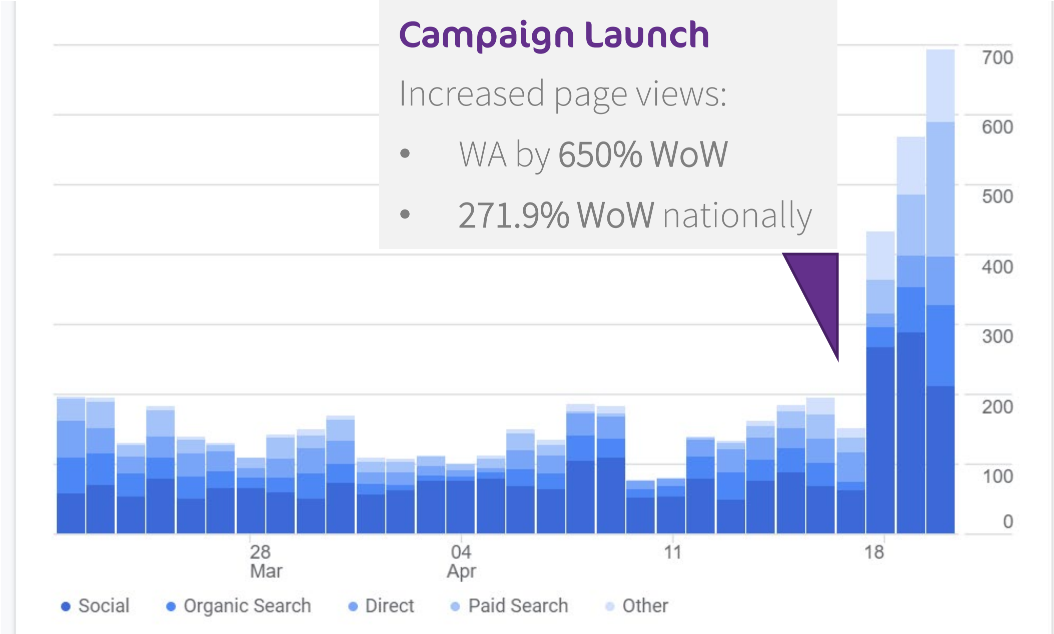
Retail

End Users

To achieve budget break-even InteliCare needs
<3.2% of the WA total end users[1]

1: The figure is a target only, there is no certainty that the Company will be able to achieve the stated market penetration.

Major marketing campaign launched



Microsoft Partnership – Co-sell ready and active

InteliCare was selected for Microsoft's ScaleUp program, a global initiative designed to fast-track sales scale

Direct channels opened to Fortune 500 & ASX 200 Companies

InteliCare to receive USD$250,000 in Azure Credits

Microsoft provides a dedicated sales team with global reach

Opportunity pipeline developed and active

Access to Microsoft tools, resources, connections and big data capabilities.

InteliCare + Microsoft Azure

- Inbuilt level of reliability and security.
- Flexible, secure, enterprise class functions to support integration.
- Ability to integrate a huge range of sensors and devices.

InteliCare + Microsoft Power BI

- Leverage existing investment in Microsoft technology to derive additional value, including integrated reports.

InteliCare + Microsoft Integration

- Integration into existing Microsoft systems.
- Enterprise Agreements with Microsoft for larger clients who wish to own their data .

Roadmap Future Development and Outcomes

Improving Connection, Detection and Prediction

Focus
- Next Generation Sensors and Devices
- Artificial Intelligence & Machine Learning
- Product and Services Integrations

Next 12 months
- Integrate NextGen Wi-Fi Sensors
- Replace InteliHub with Tablet App
- Incident Detection
- AI / ML enabled insights
- Voice Alexa / Google
- Vitals Sensors

Unlocks
- ✓ Lower unit cost unlocking lower value packages
- ✓ Simplified installation allows for DIY

- ✓ Resident can see their data, request services and “text chat”
- ✓ Enables resident to input wellbeing data

- ✓ Trend analysis enables targeted care
- ✓ Effective incident response increasing safety

- ✓ Addresses pendant failings
- ✓ Improved incident response capability

Planned R&D
- Intelligent Incident Prediction
- Water, audio, radar, Lidar, wearables
- EMR / Case Management

Delivers
- Increased scope for value-adding hosted services
- Improved services through increased insight
- Proactive Intervention
- Efficiency / Auditability & Client Communication

Proven, Experienced Board and Management Team

Greg Leach
Chairman & Co-Founder

Co-Founder and CTO of Empired Ltd (EPD. ASX) for 16 years leading to $140m+ market cap company on ASX.

- 30 years technology industry experience
- Responsible for multiple value accretive software technology acquisition
- Empired Ltd (EPD:ASX): Co Founder & CTO
- Frontline Services Ltd: Co Founder & Director
- Blockhead Technologies: CEO

Jason Waller
CEO & Managing Director

Former CEO Spookfish (SFI:ASX), acquisition by US company EagleView Technologies for

- $136 million in 2018.
- Extensive experience in defence, aviation and technology
- Spookfish (SFI:ASX): CEO
- Climb Performance: Director
- Royal Australian Air Force: Commanding Officer

Mike Tappenden
CTO & Co-Founder

Managed programs of work valued up to A$200 million, project teams of up to 50 people and worked with board-level stakeholders of tier-1 corporates.

- 25 years' technology industry experience
- Empired Ltd (EPD:ASX): BDM & Lead
- Consultant
- Frontline Services Ltd: Director
- Woodside Energy: Technology Architect

Scott Taylor Non-Executive Director

Scott is the founding Partner of Taylor David Lawyers with over 15 years' experience in reconstruction and insolvency law. Scott is a Board Member of the Children's Hospital Foundation Queensland.

Neil Hackett Non-Executive Director

Neil Hackett. Neil has over 20 years of ASX director, company secretary and senior executive experience in mining, industrials and funds management industries and a further 10 years corporate experience with the ASIC.

Branden Dekenah Non-Executive Director

Branden has in excess of 30 years' experience in technology & innovation, as a business founder, consultant and senior executive. Most recently, Branden was co founder and managing director at Conducive, which was sold to Empired Limited in 2012.

Corporate Snapshot

Capital Structure

ASX Ticker	ICR
Shares on Issue (post tranche 2)	83,019,943
Options on issue (post tranche 2)	20,710,577
Cash Balance as at 5/05/21	$3.717m
Current share price (5/05/21)	$0.26
Market-capitalisation (@ $0.26)	$21.6m

Major Shareholders

Board and Management	28%
(Incl. Frontline Services Pty Ltd)	(27%)
Trusted Sound Management Pty Ltd	2.26%
Top 20	48.81%

ICR Price Performance May '20 IPO - Present

InteliCare

Our Ai Opportunity

Industry-leading suite of aged-care products built on our AI platform provides significant competitive advantage.

Scaling Up

Roll-out of comprehensive B2C products and marketing.

Existing Partnerships

B2B opportunity driven by industry demand for efficiencies and better care outcomes.

Post Revenue

Existing revenue underpinned by government funding and age-in-home government policy.

Appendix 1 - Case Study 1: ECHO Community Services

Background

ECHO Community Services provides services to seniors living independently in their own home. ECHO prides itself on providing quality in-home care based on a "MY MUM" approach. In short, if it's not good enough for my mum (or dad), then it's not good enough for yours.

To retain clients and provide a higher level of care, ECHO needed a way to better monitor the wellbeing of their clients, give families peace of mind, and reduce the risk of health incidents.

Use of InteliLiving

ECHO uses InteliLiving to help people remain independent and reduce the risk of a fall or accident.

Sensors are installed in the person's home, and the smart system learns their routine and can identify potential risks.

- Failure to get out of bed
- Household climate
- Reduced domestic activities like preparing meals or doing washing
- Social isolation

InteliLiving runs 24/7 in the background, without the client needing to activate it.

Family members and caregivers can easily access information and ongoing notifications about the person's wellbeing, activity, and home environment via the InteliCare app.

The Result

"For people that are isolated, this is a lifeline, this is really important"
- Jonathan Smith, CEO of ECHO Community Services

"Our elderly mother lives at home alone as she prefers the independence this situation provides her. InteliCare provides me and my family with an insight into Mum's activities and gives us comfort that she is safe at home."
- Nick

"I feel protected, I know that my children know that I am ok."
- Tina

Appendix 2 - Case Study 2: Government Disability Centre

InteliCare Pro Web App Dashboard

Background

A government disability centre provides housing for a up to 10 people who live in a home-like setting. Residents are people with disability who have been accused, but not convicted, of a crime. To ensure the appropriate support was given to vulnerable residents, the facility needed a monitoring system to provide multi-dimensional data.

Use of InteliCare Pro

The customer installed InteliCare Pro throughout the entire facility to monitor residents from a distance. Their safety and security requirements meant that InteliCare needed to integrate with a range of sensors and use AI-powered analysis to provide insights to staff from a safe distance.

The open architecture means InteliCare can source a new specialist sensor, test it, then add it into the visual dashboard and app. Clients can access emerging technology quickly.

The Result

"These new sensors coupled with the InteliCare Pro dashboard materially increases the safety of our residents, who are some of the most vulnerable in our community, and our staff."

- Customer Lead