

Capital Raising Presentation

October / November 2019

Better lives by transforming healthcare delivery through smart technology

- Highly differentiated **platform providing smart infrastructure for healthcare**
- **AI-powered** clinical decision support system (CDSS) that improves safety and productivity
- **Comprehensive solution** to transform healthcare delivery, supported by skilled service delivery team



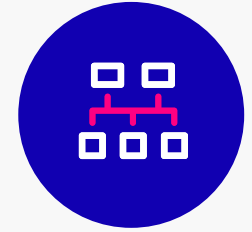
30K

Beds using our technology



215

Hospitals across the UK, Australia, New Zealand



42

Healthcare organisations transforming healthcare with us



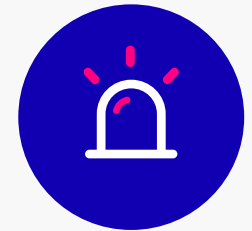
11K

Active users



79M

Observations recorded

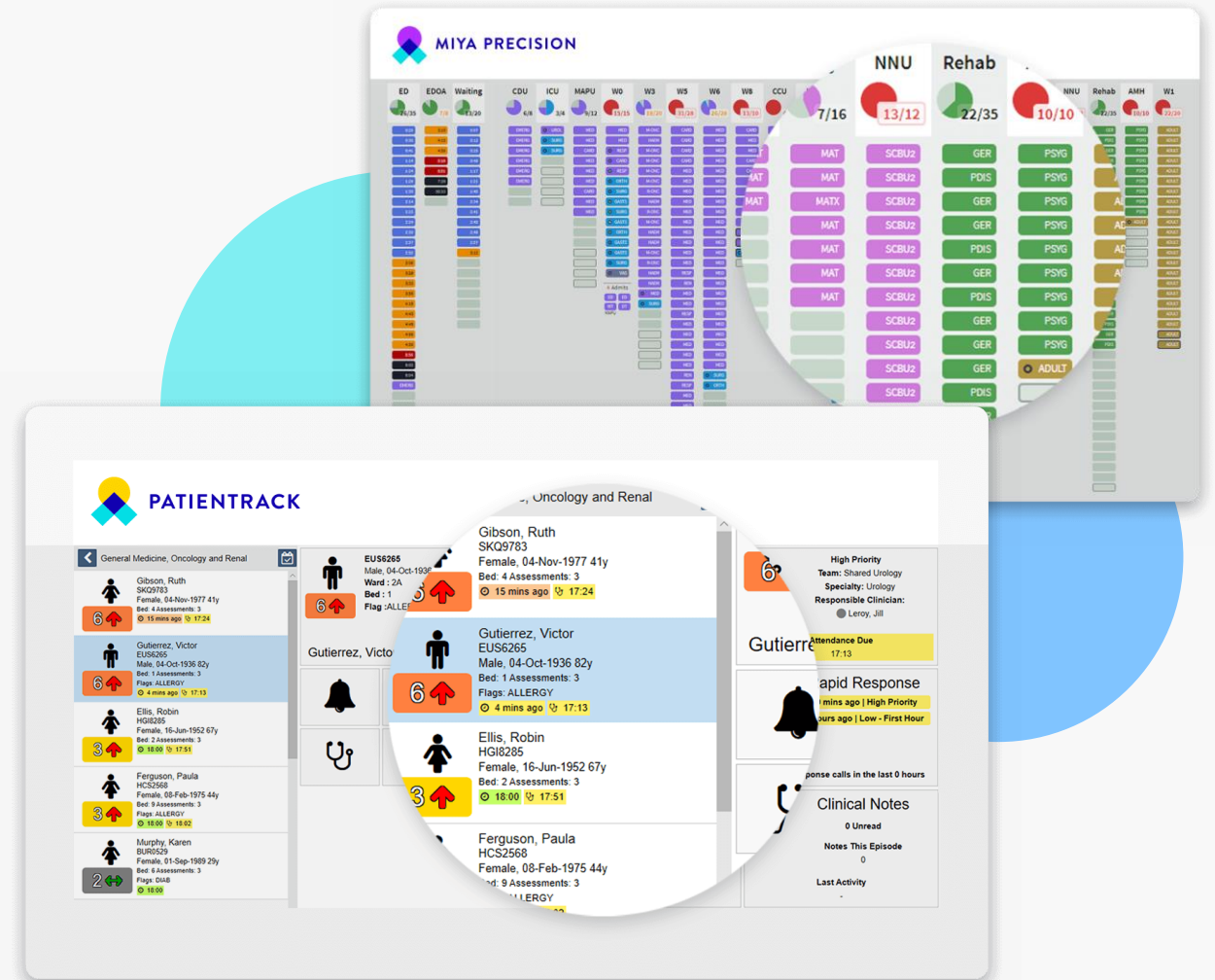


590K

Alerts generated

Uniquely placed to transform healthcare delivery

- Miya Precision is an innovative events driven platform
- Adds real value to existing investment in Electronic Medical Records (EMR)
- Better decisions engineering the risk out of healthcare, pushed to the point of care
- Business intelligence to reduce costs and improve productivity
- Operates using open standards and able to integrate with any solution
- A highly differentiated combined product offering that incorporates electronic observations and clinical communications



Our
opportunity
to
accelerate
growth



Capitalising on the Growth Opportunity

The Growth Opportunity

- Significant global market opportunity - digital patient data driving demand
- Regulatory environment leading technology adoption in healthcare
- A leading-edge technology suite and differentiated product offering
- Delivering commercial results, near-term value creation as contracted revenue pipeline grows

Capital raise

- Placement raised \$16.2m to accelerate growth and strengthen balance sheet
- Growth to be driven by
 - **Organic growth** – funds to be used to scale business development and strengthen sales
 - **Geographical expansion** – new territories through direct entry and partners
 - **Acquisitions** – where appropriate for scale or to enter new geographies

Australia – ready to expand

Current state of play

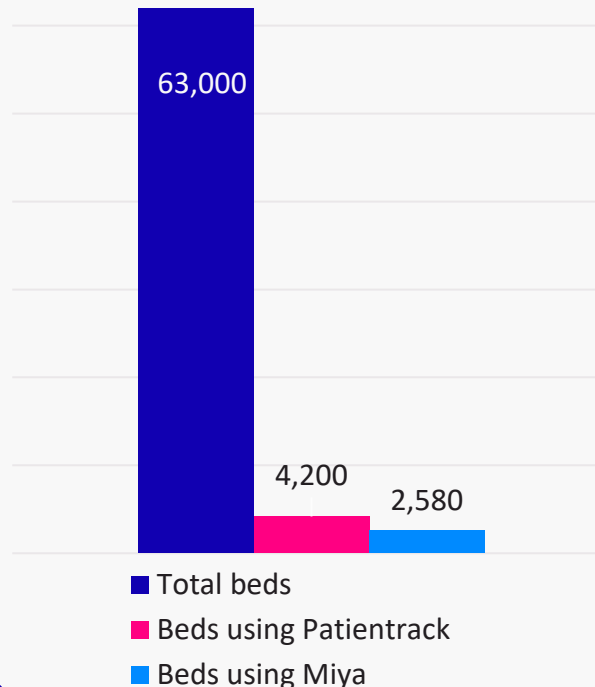
- EMR penetration in public sector is high: 60-70% of hospitals (beds) covered by part or all EMR
- Hospital spending rising by 4.2% per annum
- Alcidion has 50+ customers covering over 150+ hospitals for services and products

Key customers



Alcidion today

Opportunity to increase share of beds

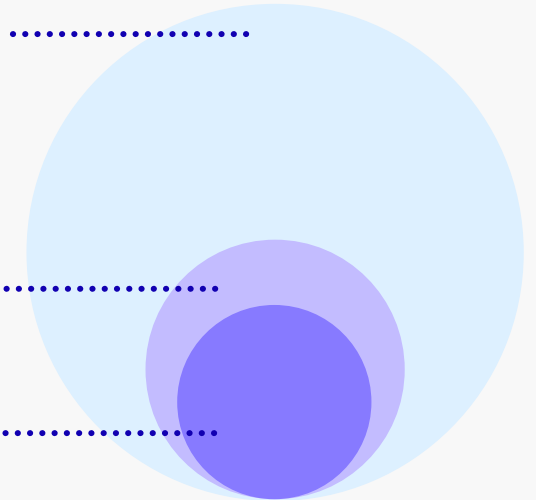


Global Market potential - 5 years

\$1.63Bn total market potential across AU, UK, NZ

\$450M total market potential in AU for all products and services

\$240M Alcidion's target accessible market in AU, adjusted for achievability



Our strategy

- Add value to existing EMR investment through mobile EMR and clinical decision support
 - Offer alternative to EMR by interoperability and enhance 'best of breed'

UK – our largest current market

Current state of play

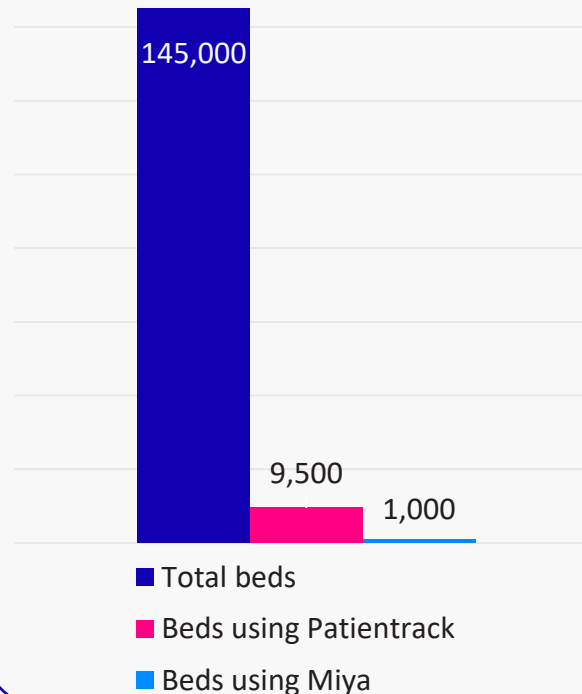
- Early adopter of new technology within Europe, less EMR penetration, hybrid approach including best of breed
- NHSX - government leading push to paperless healthcare
- Alcidion currently has 16 Trusts covering 35 hospitals

Key customers



Alcidion today

Opportunity to increase share of beds

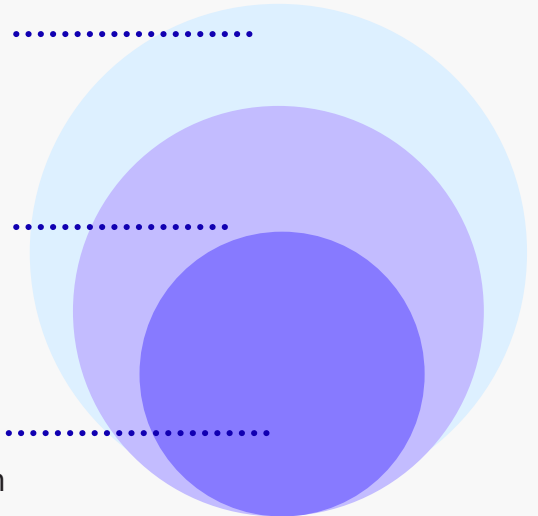


Global Market potential - 5 years

\$1.63Bn total market potential across AU, UK, NZ

\$1.1Bn total market potential in UK for all products and services

\$586M Alcidion's target accessible market in UK, adjusted for achievability



Our strategy

- Dual strategy – leapfrog integrated EMR
- Add value to existing EMR implementations
- Focus on penetration and growth through replacement of paper and pagers as per NHSX strategy

NZ - strong existing presence provides future potential to upsell

Current state of play

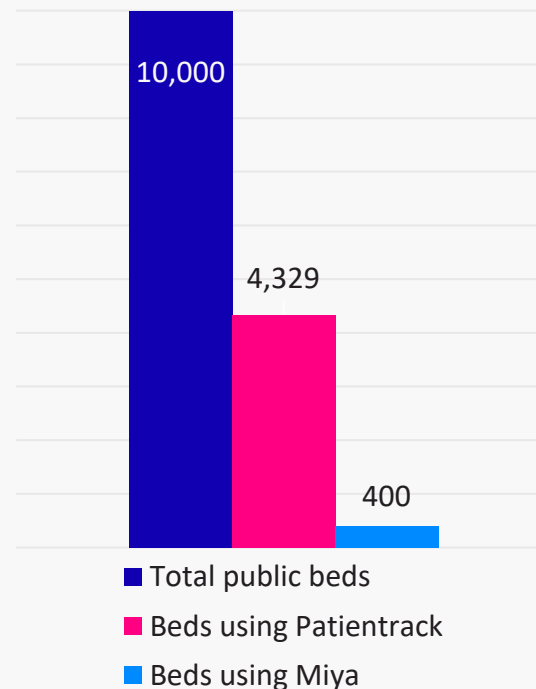
- Best of breed more commonly used over integrated EMR
- Patienttrack clear market leader for patient observations in South Island District Health Boards and Northern Region with 40% of the market
- Alcidion has existing contracts with 11 DHBs covering 30 hospitals for Patienttrack and data services

Key customers



Alcidion today

Opportunity to increase share of beds

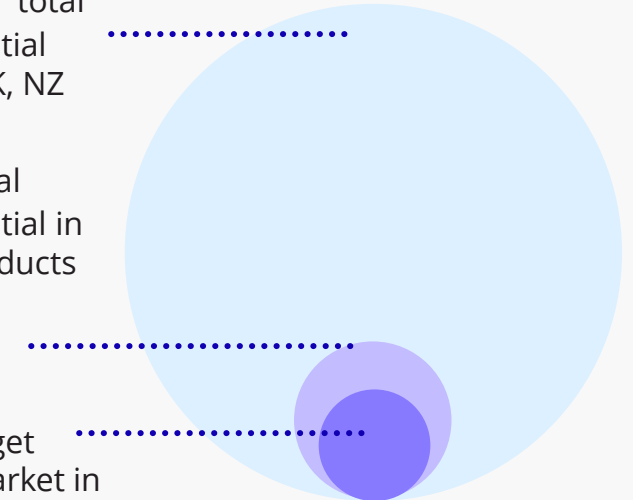


Global Market potential - 5 years

\$1.63Bn total market potential across AU, UK, NZ

\$75M total market potential in NZ for all products and services

\$42M Alcidion's target accessible market in NZ, adjusted for achievability



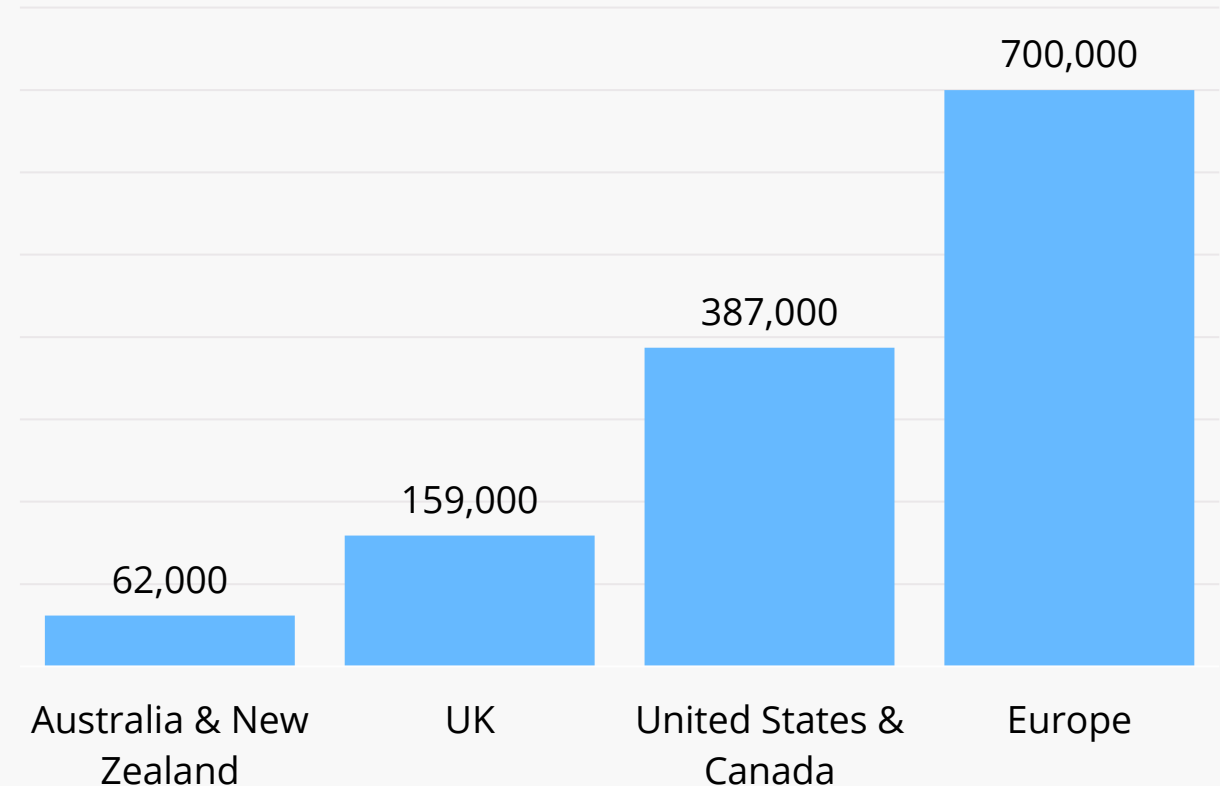
Our strategy

- Offer an alternative to an integrated EMR
- Provide the base for an interoperability platform to support their best of breed approach

Opportunity in additional markets

- Similar drivers for adoption exist
- Shift to digitalisation still at an early stage in many markets
- Currently analysing markets with earliest potential
- Canada, Singapore, South Africa, Germany, Scandinavia are early possibilities
- Entry to these markets and others may be through channel partners

Number of Hospitals by Region (2016)



Why invest in Alcidion

- **Positioned to capture large market opportunity** at the right time, as healthcare undergoes digital transformation
- **Differentiated offering and unique tech platform** – delivering solutions for a range of hospital needs with strong cross-selling opportunities
- **Scalable business model with clear growth strategy** – opportunities in out of hospital care, entry into new geographic markets, scaling up business across UK, Australia, New Zealand
- **Industry-leading management team** with proven track record of delivering commercial growth across the health IT sector
- **Strong commercial foundation** – established customer base and strong relationships in existing markets, healthy pipeline of recurring and non-recurring revenue, earnings at break-even with positive operational cash flow achieved in three quarters across FY2019



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