

# Investor Presentation

## 2020 Annual General Meeting

Kate Quirke, Group Managing Director

November 2020



# A period of growth, integration & investment

FY2020 saw an expanded product user base, product evolution & investments to scale up the business

- **Two Miya Precision reference sites**  
(South Tees + Dartford & Gravesham)
- **Key contracts signed in AU, NZ & UK for Patienttrack & Smartpage**  
with opportunity to expand scope
- **FY2021 YTD contracted revenue of A\$20.2M**  
(7 months remain in year)
- **Miya Memory & remote patient monitoring launched** – important contracts signed supporting COVID-19 management
- **Rebranded product offering** to better align with how healthcare providers are implementing digital health solutions
- **Investment in sales & marketing to be completed in H1 FY2021**  
with full-year impact of that investment to be realised during H2
- **Unprecedented investment in digital health** taking place across our markets

## Significant contracts signed in FY2020



## More signed already in FY2021



# Milestone A\$9.5M deal with South Tees NHS Trust



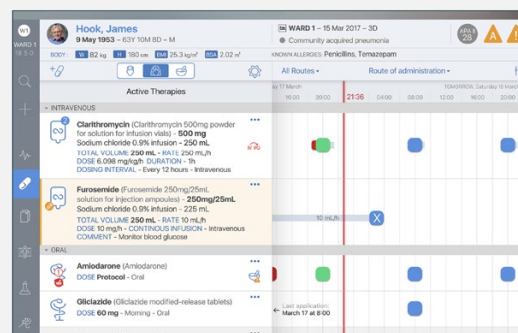
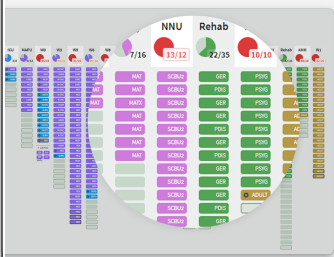
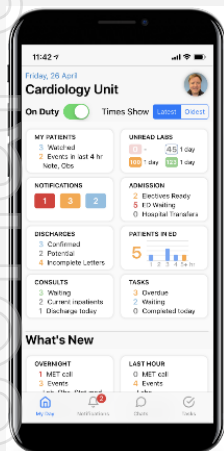
**MIYA PRECISION**



**OPENeP**

- Our flagship product suite
- Second UK customer for Miya Precision
- >80% of contract value

- Medication management solution
- Alcidion is a reseller
- <20% of contract value



- **Largest ever Miya Precision deal** – total contract value of A\$9.5M over five years
  - Miya Precision will be used across 1,000 beds, enabling digitalisation of patient care processes & records
- **Second NHS Trust** to procure Miya Precision & OPENeP (following Dartford & Gravesham)
  - Collective contract value A\$13.5M over 5 yrs
- Only two of ~223 NHS Trusts<sup>1</sup> have Miya Precision implemented, highlighting significant opportunity to scale
- **A\$5.5M to be recognised in FY2021**, reflecting a mix of implementation revenue + upfront portion of licence revenue
- FY2021 booked revenue now sits at A\$20.2M (with 7 months remaining in year) compared with total revenue of A\$18.6M in FY2020

1. According to The Kings Fund as of October 2019

# Major Contract Wins (FY2020 + YTD FY2021)

Two key reference sites for Miya Precision & continued momentum in winning/renewing Patienttrack sites

Contracts	Contract Term	Start Date	Contract Value (A\$)	PT	Miya	Services / Third-party	Importance
<b>Australia</b>							
<b>Healthscope</b>	3 years	Sep-19	\$0.9M			✓	Major private hospital network
<b>Murrumbidgee LHD</b>	12 months	Jan-20	\$0.7M		✓		Key reference site: Miya Memory/virtual care trial
<b>Sydney LHD</b>	1 yr (1x1 yr ext)	Jun-20	\$0.6M		✓		Key reference site: COVID-19 virtual care
<b>ACT Health</b>	2 years	Jan-21	\$1.3M			✓	Latest extension to 15 yr. support service
<b>UK</b>							
<b>Dartford &amp; Gravesham NHS Trust**</b>	5 years	Mar-19	\$2.1M	✓	✓	✓	1 <sup>st</sup> UK site to use all ALC products
<b>Dartford &amp; Gravesham NHS Trust</b>	6 years	Dec-19	\$1.9M			✓	UK meds management reference site
<b>Taunton &amp; Somerset NHS</b>	3 years	Dec-19	\$0.5M	✓			NHS Global Digital Exemplar site
<b>South Tees NHS Hospitals</b>	6 years	Dec-19	\$9.5M	✓	✓	✓	2 <sup>nd</sup> UK site to use all ALC products
<b>NHS Fife (Scotland)</b>	5 years	Apr-20	\$1.5M	✓			Extension of PT 1 <sup>st</sup> Scotland site
<b>NHS Lanarkshire (Scotland)</b>	5 Years	Jul-20	\$1.5M	✓			One of largest health districts in Scotland

\*\* Signed in FY19, but included given reseller arrangement with OPENeP which was signed in FY2020



# Growth strategy

# Expanding our UK presence

## Our growth strategy

- GM & sales appointments; sales team headcount increased 100% in 12 months
- Raise awareness of re-launched flagship Miya Precision product suite, positioned as a new product category tailored to lead NHS digital transformation
- Working with early adopters, digital exemplars key to Alcidion's UK growth strategy
- Focus on cross-selling Miya Precision modules, leveraging on our success at key reference sites
- Expanding presence of Patientrack (Miya Observations and Miya Assessments)
- Continue to leverage Smartpage's appointment to NHSX Clinical Communications Procurement Framework, which bypasses tender process
- Ongoing M&A assessment

## Market dynamics



**\$1.1Bn**

Market potential

145K total beds

- UK a key opportunity for market size & digital transformation
- Digital investment central to NHS Long Term plan, £28M in year one with additional funding over five years
- Adopter of "best of breed" systems rather than large EPR/EMR

# Sales & marketing investments driving growth

Focus: Raising profile of our unique Miya Precision product offering & expanding localised sales teams in each market

- Sales appointments include Lynette Ousby, General Manager UK, Steve Lutz, GM Business Development ANZ, increased sales staff headcount
- Flagship Miya Precision product suite formally launched in UK market
- Key marketing activities include product launch webinar with NHS decision makers, exhibiting at UK Digital Health Rewired, website refresh to focus messaging & highlight product scope
- Success with Miya Precision shown with South Tees deal as well as Dartford & Gravesham NHS Trust, Murrumbidgee LHD, Sydney LHD
- Early signs of investments taking hold, noted increase in sales in early FY2021 & solid pipeline of potential business established
- Sales & marketing investment activities to be completed in FY2021, cost base to stabilise & sales expected to accelerate



ersonal use only

# Product demonstration

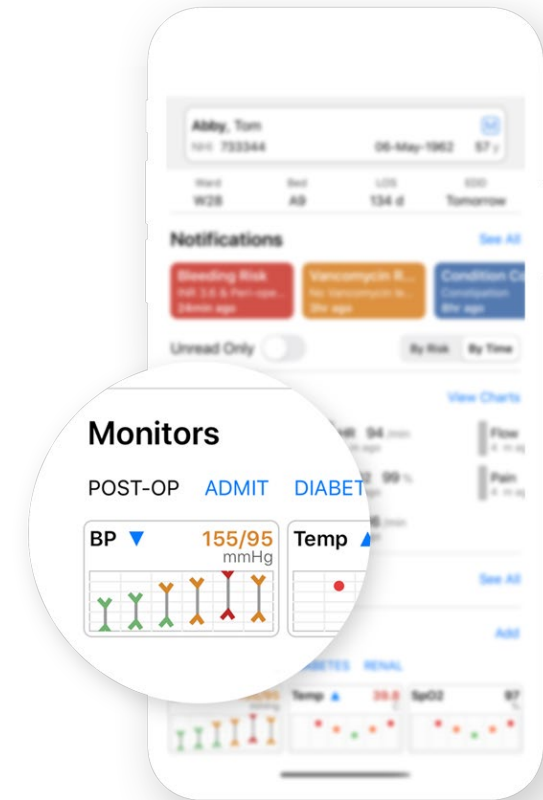




# Outlook

# Momentum increasing as investments take hold

- Sales momentum in FY2021 expected to continue accelerating as investments deliver value
- Strong potential to expand scope of initial customer contracts signed in Australian market
- Established reference sites & modular structure of Miya Precision provide solid footing for new sales, cross selling to existing customers
- As investment phase tapers off in H1 FY2021, cost base expected to stabilise & sales to accelerate (full-year impact of H1 FY2021 investments expected to be fully realised in H2); Alcidion on path to profitability
- COVID-19 operating environment stabilising; healthcare providers returning focus to digital health initiatives
- Well-capitalised with \$14.7M cash reserves at end Q1 FY2021



## Contacts

### **Kyahn Williamson**

Group Head: Corporate and Investor  
Communication  
WE Communications

[Kwilliamson@we-worldwide.com](mailto:Kwilliamson@we-worldwide.com)

+61 401 018 828