



Business Update – Q2 FY22

Positive results in a challenging environment

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27 January 2022

Q2 FY22 Financial Highlights

Positive operating cash flow & signed largest ever contract . . .

**\$23.3M
Contract
Signed**

In Consortium led by Leidos Australia, to deliver Healthcare IT for Commonwealth of Australia

**+\$1.5M
Operating
Cashflow**

Driven by \$9.9M Q2 cash receipts
Total YTD cash receipts \$16.4M

**\$27.7M
New Sales**

\$6.2M to be recognised in FY22

**Acquired
Silverlink PAS
software**

Positioning Alcidion to become cloud-native, modern, modular Electronic Patient Record provider

**\$27.1M
Contracted
Revenue**

To be recognised in FY22
Up 25% on PCP¹
Includes \$3.8M from Silverlink
\$1.9M scheduled renewal revenue expected to convert

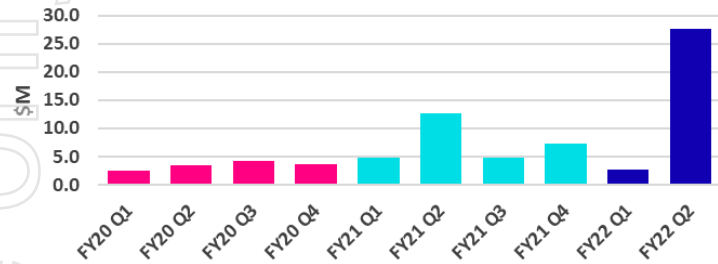
**\$18.9M
Cash Balance**

As at December 31 2022

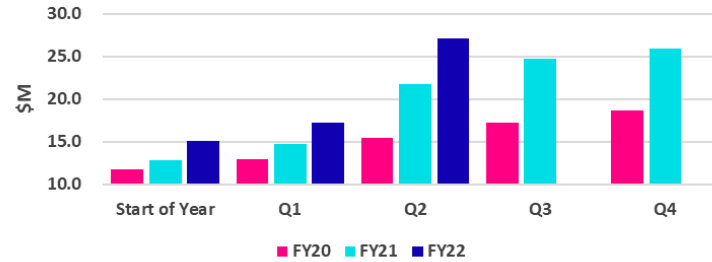
¹. PCP = Prior Corresponding Period

Q2 Trends

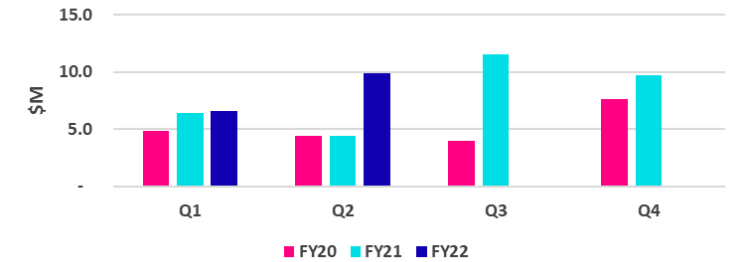
Quarterly new sales



Contracted revenue to be recognised in year



Quarterly cash receipts



- Sold \$27.7M of new sales in Q2 with \$6.2M to be recognised in FY22
- Comprises \$15.4M of recurring revenue & \$12.3M of non-recurring revenue
- Includes \$23.3M initial contract value for Health IT Project for Commonwealth of Australia

- At Q2 end, contracted revenue able to be recognised in FY22 was \$27.1M
 - \$23.3M organic revenue & \$3.8M of Silverlink revenue
 - Represents 25% increase on pcp
- Contracted revenue only includes revenue from current signed contracts

- Generated positive operating cashflow of \$1.5M for quarter
- Cash receipts from customers in Q2 were \$9.9M, 125% increase on pcp
- Resulted in total cash receipts of \$16.4M, 52% higher than same time in previous year

Q2 FY22 Operational Highlights

Leidos Contract

- Signed largest ever contract, as part of a Consortium led by Leidos Australia, to deliver key capability for a Healthcare IT project for the Commonwealth of Australia
- Further potential to take up Miya Observations & Miya Assessments
- \$23.3M TCV over 6 years & options to renew up to 15 years creates possible TCV of approximately \$50.0M

Silverlink Acquisition

- In December 2021, Alcidion acquired Silverlink, one of the largest & few remaining specialist Patient Administration System (PAS) providers servicing UK NHS market.
- Acquisition provides Alcidion with core PAS capability, expanding overall product offering & positioning Alcidion to offer a cloud-native, modern, modular Electronic Patient Record (EPR) to rival major global vendors
- In addition, expands company's UK presence to 38 NHS Trusts, ~26% market presence, while also expanding addressable market

Additional Contract Wins

- Three-year contract with Sydney Local Health District for Miya Precision to support rpavirtual operations
- First ExtraMed contract since acquisition for Queen's Hospital Burton for Inpatient Flow Manager
- Extension of three years for Royal Derby Hospital for Inpatient Flow Manager

Outlook

Near-term Sales Outlook

- Contracted revenue for FY22 of \$27.1M at 31 December 2021 (includes \$3.8M from Silverlink)
 - Further \$1.9M of scheduled renewal revenue expected to be converted to contracted revenue & recognised in FY22
- Pipeline continues to develop with new Miya Precision opportunities progressing further through contract negotiation stage
 - Further cross sell opportunities related to recent acquisitions (ExtraMed & Silverlink)
- 2nd half historically a strong period for new sales, particularly in UK as coincides with end of their financial year (31 March)
 - Pressure on healthcare systems driven by accelerating COVID figures impacting speed (not willingness) of decision making / negotiation for major contracts

Silverlink Opportunity

- Acquired Silverlink in December 2021, expanding overall product offering & ability to offer modular, cloud-native EPR/EMR platform
 - Expands market presence & overall customer TAM
- Initial feedback from customers (& broader industry) very positive, facilitating significant cross / up sell potential to existing customers
 - Several new conversations underway with prospective customers about broader modular EPR offering

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Questions . . .

Please enter your questions using the Zoom Q&A function