

Qtr'ly Update – Q1 FY22

Continuing to build on solid foundations

Kate Quirke, Group Managing Director
26 October 2021

Q1 FY22 Financial Highlights

Continuing to build on solid foundations in FY22

\$2.7M
New Contracts

TCV in Q1 of new
contracted revenue
(\$2.4M to be
recognised in FY22)

\$17.2M
Contracted
Revenue

Contracted revenue
to be recognised in
FY22
17% up on pcp¹

Further \$2.3M of
scheduled renewals

\$6.6M
Cash Receipts

Increase of
2.3% on pcp

\$3.4M
Cash Outflow

Cash outflow in Q1;

Driven by:

- Full Qtr. impact of new hires in H2 FY21;
- Payment of FY21 staff bonuses; and
- Large net GST/VAT payments of \$1.3M

\$21.5M
Cash

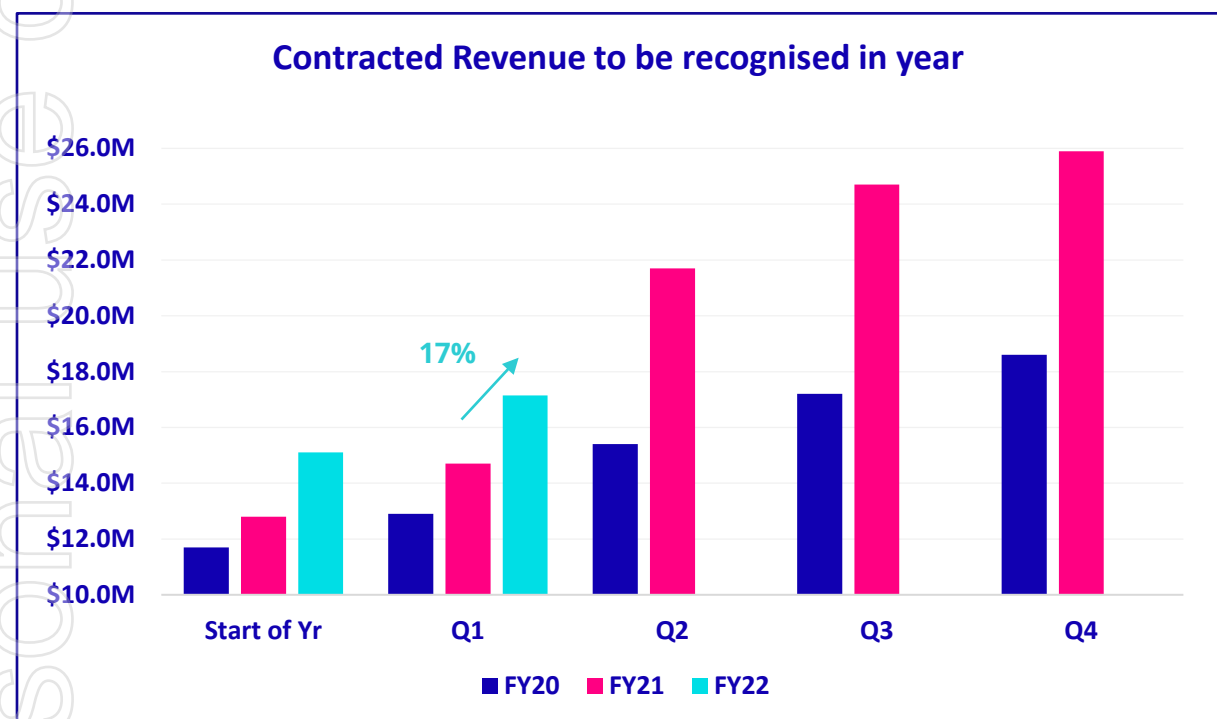
Strong Cash balance
as at 30 Sept. 2021

^{1.} PCP = Prior Corresponding Period

Growing Pipeline

Pipeline continues to develop with several sizable opportunities now entering the contract negotiation stage which has provided a heightened optimism about the broader opportunity for Alcidion, particularly in the UK market.

Increasingly seeing the potential to cross/up sell our products to existing customers.



- As end of Q1, \$17.2M of contracted revenue to be recognised in FY22, 17% increase on pcip
- Further \$2.2M of scheduled renewal revenue which is expected to be converted to contracted revenue over FY22
- Post end of Q1, signed a further \$3.1M of contracted revenue (Approx. \$0.9M will be recognised in FY22)

Operational Highlights – Q1 + YTD (Oct)

Sydney LHD

- New contract with TCV of \$1.8M over 3 years, won via competitive tender process
- Use of Miya Precision in supporting virtual care of acute diverticulitis patients (likely to include other patients) via rpavirtual along with roll-out of Alcidion's new patient care app, Miya Care
- Key reference site highlighting functionality of Miya Precision in supporting virtual care monitoring across hospitals in Aust.

Queens Hospital Burton NHS (ExtraMed)

- First new ExtraMed contract win (TCV \$0.6M over 3 years) following the acquisition of ExtraMed in April 2021
- Part of University Hospitals of Derby and Burton NHS Foundation Trust, one of the largest NHS trusts in the UK
- Cross-sell validation as Burton is a current user of Patientrack

Derby Teaching Hospitals (ExtraMed)

- Contract extension (TCV \$0.6M over 3 years) with Derby Teaching Hospitals for use of ExtraMed platform (IPFM)
- Derby is a 'sister Trust' to Queen's Hospital Burton and have documented success in reducing length of stay using the ExtraMed solution – extension of their licence and support contract validates the solutions positive impact on patient care

Board Updates

- Appointed Victoria Weekes and Daniel Sharp to the Board as Independent NEDs
- Highlight's ability to attract high calibre Directors and part of continued evaluation of skills on the Board to support next phase of growth

Questions . . .

Please enter your questions using the Zoom Q&A function