Business Update – Q2 FY22

Positive results in a challenging environment

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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 PCP \(^1\)
  - Includes $3.8M from Silverlink
  - $1.9M scheduled renewal revenue expected to convert

- **$18.9M Cash Balance**
  - As at December 31 2022

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1. PCP = Prior Corresponding Period
Q2 Trends

• 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
Questions . . .

Please enter your questions using the Zoom Q&A function