

30 July 2024

Australian Securities Exchange
20 Bridge Street
Sydney NSW 2000

Q4 FY24 Quarterly Activities Report

Melbourne, Australia – Alcidion Group Limited ('Alcidion' or the 'Company') today releases its Appendix 4C for the quarter ended 30 June 2024 (Q4 FY24).

Highlights:

- Q4 FY24 positive operating cashflow of \$5.6M; H2 FY24 positive operating cashflow of \$4.3M
 - Record quarterly cash receipts of \$18.6M (\$17.6M pcp (prior corresponding period))
 - Impact of cost saving initiatives realised; staff costs of \$6.3M in Q4 compared to \$8.1M in Q3
- Q4 FY24 new sales of \$5.0M, with \$0.9M recognised in FY24
 - FY24 new sales of \$35.3M, with \$6.2m recognised in FY24
 - Strong base of recurring revenue to be recognised in future periods
- FY24 revenue (unaudited) expected to be in the range of \$37.0M to \$37.5M
 - Approximately 74% recurring revenue / 26% services revenue (FY23: 70% / 30%)
- Selected as the Preferred EPR supplier by North Cumbria Integrated Care NHS Foundation Trust (NCIC) for its new Electronic Patient Record (EPR) system
 - TCV under negotiation; estimated A\$30-40M over 10 years depending on modules included
- Signed new partnership with Hume Rural Health Alliance (HRHA) for use of Miya Precision as an enterprise digital platform with a focus on patient flow & virtual care; \$4M TCV over 5 years
- Cash balance of \$11.8M and no debt as of 30 June 2024

Alcidion Group Managing Director Kate Quirke said, "Q4 was a strong period for cash collections with record cash receipts of \$18.6M resulting in a positive cashflow for the quarter and the second half of the year. As indicated at the time of our half year results, we expected to deliver a strong second half cashflow result which now positions us well as we head into the new financial year. The results also highlight the impact of the cost saving initiatives implemented over Q2 and Q3 that collectively will result in \$6.4m of annualised cost being removed."

"As announced last week we are excited to build upon our existing relationship with NCIC by being selected as their preferred EPR supplier. Our integrated, modular EPR solution allows NCIC to develop their existing digital footprint, protecting the Trust's existing investments and allowing healthcare professionals to realise the benefits of additional clinical capabilities, such as electronic noting and integrated observations, through integration with several existing systems. At a time when health services are under enormous pressure, we see this increased speed to deliver value as a real opportunity for our customers."

"We continue to receive strong market interest in the patient flow and command centre capabilities of Miya Precision which, along with virtual care, forms the core of our recently announced partnership with Hume Rural Health Alliance in regional Victoria, Australia. Demands for healthcare have never been greater and across all healthcare systems we are seeing greater interest in technology to support efficient care delivery

and improved patient flow. Miya will be used by HRHA to consolidate data across multiple health services and locations into a single integrated regional platform, supporting operational efficiency and improved patient information access across a wide geographical area.”

“At an operations level, we recently went ‘live’ at Hampshire Hospitals trust with our first site using our new Emergency Department (ED) module of Miya Precision. Over 2700 documents were created across three locations in the first twelve hours demonstrating Miya’s ability to support high demand healthcare services. This was a key milestone for the business as it highlighted not only our ability to innovate but also commercialise new functionality that adds value to our customers. Furthermore, with one site now live and others due to follow shortly we are increasing our referenceability which is a key part of the procurement decision for many customers.”

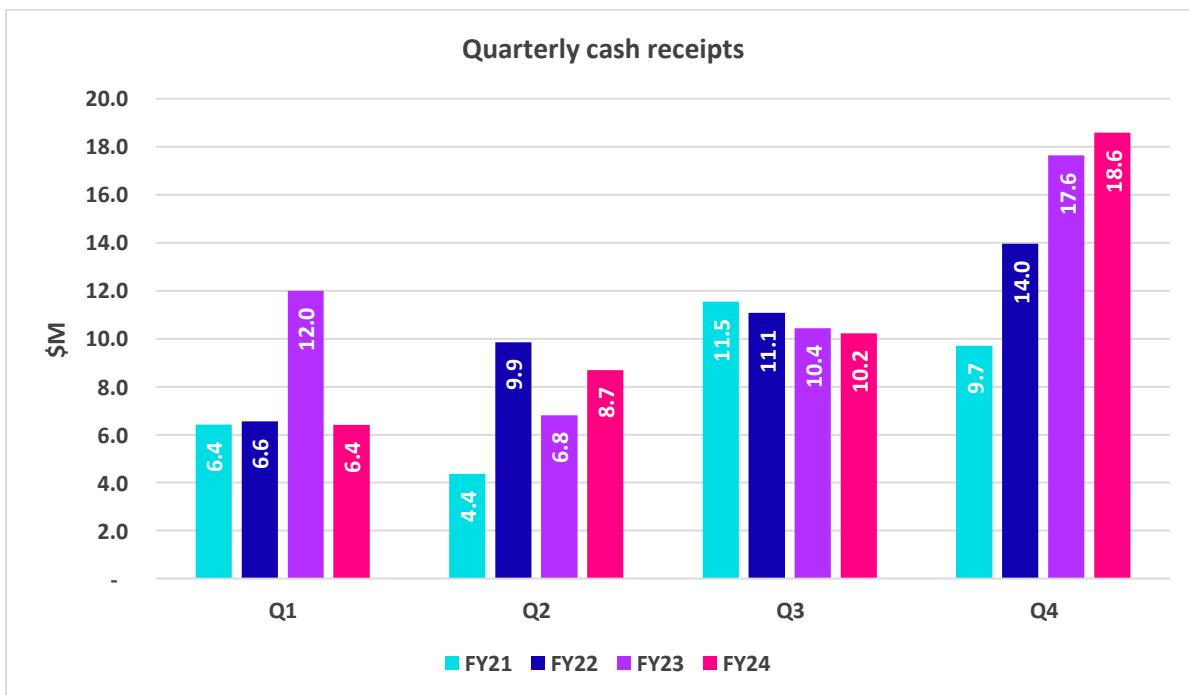
“We remain confident in our product offering and market positioning and as we start to see the tender activity of FY24 move through the selection processes, we are pleased with the progress and our level of involvement across several opportunities in ANZ and the UK. We look forward optimistically to FY25”.

Financial Update

Alcidion generated Q4 new sales of \$5.0M, with approximately \$0.9M expected to be recognised as revenue in FY24.

FY24 revenue (unaudited) is expected to be in the range of \$37.0M to \$37.5M with approximately 74% relating to recurring product revenue and the remaining being services revenue including product implementation and technical services.

In Q4, Alcidion generated record customer cash receipts of \$18.6M (\$17.6M pcp).



The record Q4 cash receipts resulted in positive operating cashflow of \$5.6M, including one-off restructuring costs of \$0.15M paid in April 2024. The Company reports for the full year FY24 operating cash outflow of \$7.1M, acknowledging the impact of the Q1 operating cash outflow of \$8.1M. Cost saving initiatives implemented in Q3 reduced the annualised cost base by approximately \$6.4M.

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Outlook

At 30 June 2024, the cash balance was \$11.8M with no debt.

The Company has approximately \$130M of contract and renewal revenue able to be recognised from FY25 to FY29 which represents significant long-term value. This does not include any upside expansion from existing customer contracts or the yet to be finalised NCIC contract. Tender activity continues to progress, and the company will update the market on progress at the full year results.

Investor Webcast

Alcidion Group Managing Director Kate Quirke will host a webcast with investors via Zoom this morning (Tuesday, 30 July 2024) at 10:00am Australian Eastern Standard Time (AEST).

To register for the webcast, please follow this link:

https://us02web.zoom.us/webinar/register/WN_HMz79yl4RpiS3w-b2OYWYQ

Registered participants will receive an email containing the Zoom access link and phone dial-in details.

ENDS

Authorised for ASX release by the Board of Directors of Alcidion Group Limited

For further information, please contact:

Investor Relations

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About Alcidion

Alcidion Group Limited (Alcidion) has a simple purpose, that is, to transform healthcare with proactive, smart, intuitive technology solutions that improve the efficiency and quality of patient care in healthcare organisations, worldwide.

Alcidion offers a complementary set of software products and technical services that create a unique offering in the global healthcare market. Based on the flagship product, Miya Precision, the solutions aggregate meaningful information to centralised dashboards, support interoperability, facilitate communication and task management in clinical and operational settings and deliver Clinical Decision Support at the point of care; all in support of Alcidion's mission to improve patient outcomes.

Since listing on the ASX in 2011, Alcidion has acquired multiple healthcare IT companies and expanded its foothold in the UK, Australia, and New Zealand to now service over 400 hospitals and 87 healthcare organisations, with further geographical expansion planned.

With over 20 years of healthcare experience, Alcidion brings together the very best in technology and market knowledge to deliver solutions that make healthcare better for everyone.

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Appendix 4C

Quarterly cash flow report for entities
subject to Listing Rule 4.7B

Name of entity

ALCIDION GROUP LIMITED

ABN

77 143 142 410

Quarter ended ("current quarter")

30 June 2024

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	18,550	43,881
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(2,675)	(6,230)
	(c) advertising and marketing	(234)	(1,160)
	(d) leased assets	-	-
	(e) staff costs	(6,283)	(30,688)
	(f) administration and corporate costs	(2,372)	(7,835)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	40	83
1.5	Interest and other costs of finance paid	(21)	(89)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other – GST received/(paid)	(1,365)	(5,091)
1.9	Net cash from / (used in) operating activities	5,640	(7,129)
2.	Cash flows from investing activities		
2.1	Payments to acquire or for:		
	(g) entities	-	-
	(h) businesses	-	-
	(i) property, plant and equipment	(1)	(54)
	(j) investments	-	-
	(k) intellectual property	-	-
	(l) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(1)	(54)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	5,403
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(8)	(399)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (Payment for principal portion of lease liabilities)	(166)	(660)
3.10	Net cash from / (used in) financing activities	(174)	4,344

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	6,454	14,641
4.2	Net cash from / (used in) operating activities (item 1.9 above)	5,640	(7,129)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(1)	(54)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(174)	4,344
4.5	Effect of movement in exchange rates on cash held	(121)	(4)
4.6	Cash and cash equivalents at end of period	11,798	11,798

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	11,216	5,878
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (TDs)	582	576
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	11,798	6,454

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	224
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	150	31
7.4 Total financing facilities	150	31
7.5 Unused financing facilities available at quarter end		119
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
WBC corporate credit card facility secured against cash on deposit, interest charged at 14.25% on overdue accounts		

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	5,640
8.2 Cash and cash equivalents at quarter end (item 4.6)	11,798
8.3 Unused finance facilities available at quarter end (item 7.5)	119
8.4 Total available funding (item 8.2 + item 8.3)	11,917
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer: N/A	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer: N/A	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer: N/A	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 30 July 2024

Authorised by: The Board of Directors

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.