InteliCare

Supporting Care Providers to deliver improved care outcomes

InteliCare Holdings Limited (ASX:ICR)

Investor Presentation

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Daniel Pilbrow

Chief Executive Officer

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InteliCare

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InteliCare – a holistic care solution

**InteliCare develops a 360-degree view of Health and Wellbeing.**

Integrates with existing & emerging sensors and devices.

Tracks and understands patient activity, behaviours and health metrics

Delivers data and reporting to optimise care provision, staffing, and resourcing.

What is InteliCare?

- AI driven digital health platform that sits at the centre of the care provider's operations, capturing and distilling data from existing and emerging sensors/inputs to provide insights, analysis, reporting and actions

- Proprietary Code & AI Algorithm allowing for bespoke care provider solutions

- Sensor agnostic platform (fully integratable) for 3rd party sensors and other data inputs.

1	2	3	4
Monitor	**Learn**	**Report**	**Action**
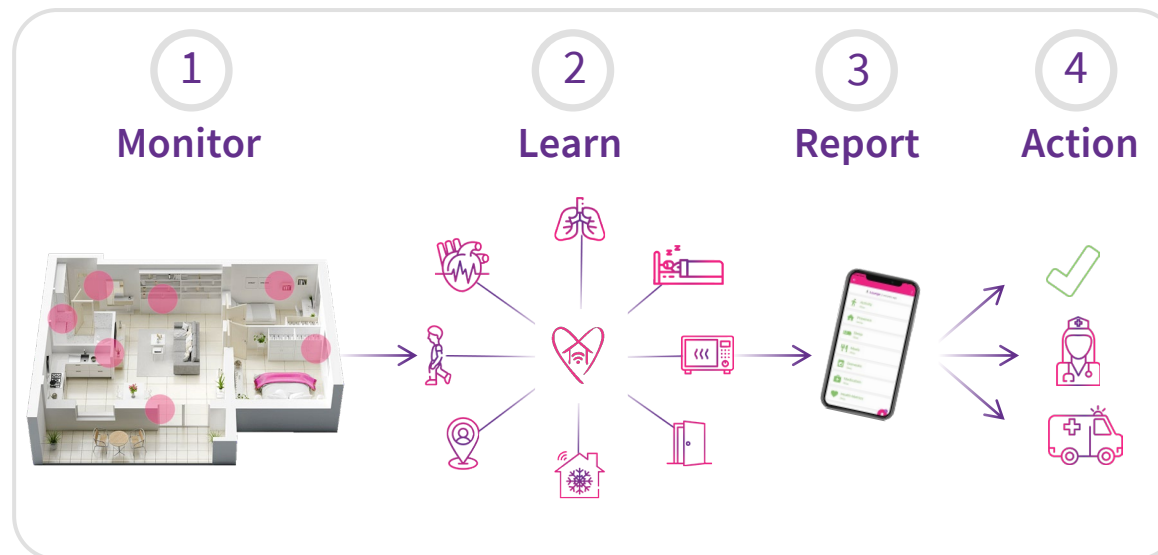
Customer Verticals

Applicability of the InteliCare solution across;

Aged Care

Disability Care

Hospitals and healthcare

Home Care

InteliCare in Action
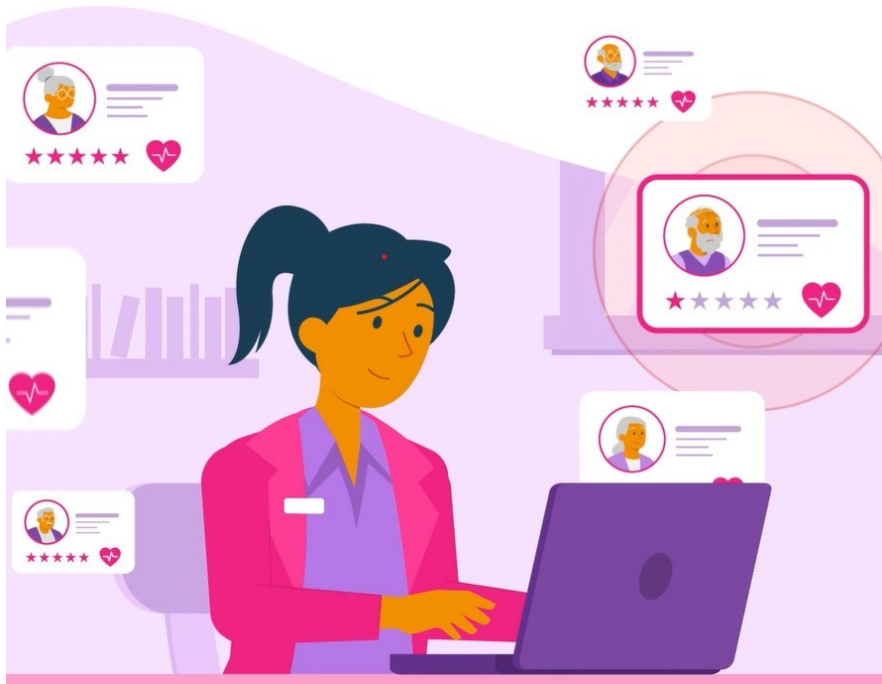
Residential care animation (click picture above)
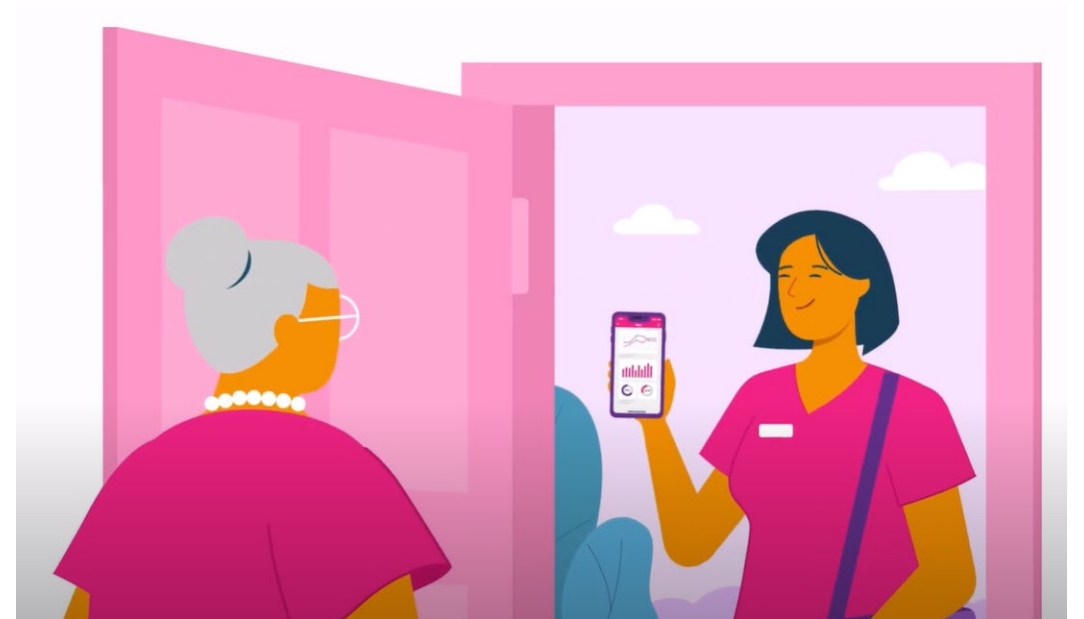
Home based care animation (click picture above)

Executive Summary

AI leading technology built, tested & commencing B2B commercialisation

Addresses significant current and future healthcare challenges of staffing, compliance and cost

Evolving market with considerable and growing private and government investment

Strategic pilot programs underway in multiple markets

Board & Leadership team with extensive depth

InteliCare

Manages health metrics, activity & behaviours in one place supporting improved quality of care

Delivers Real Time Data from existing and emerging technology/innovation

Integrates into all healthcare environments delivering synergy across existing and emerging technology and innovation

Compatible with 3rd party devices and infrastructure already installed

Peace of mind for providers, staff, patients and families

InteliCare workflow

InteliCare

1 Monitor

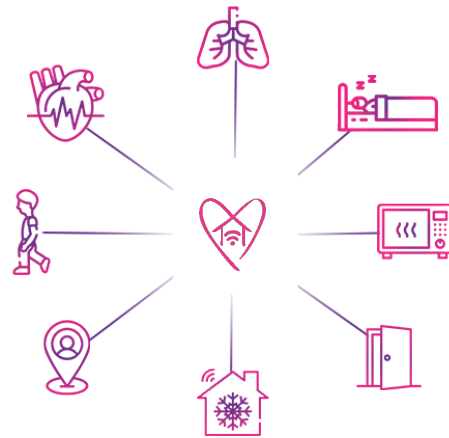**Smart sensors and wearables gather client activity and wellbeing data**

Wearable technologies, vitals monitoring and emergency alerting/duress devices are also be integrated

2 Learn

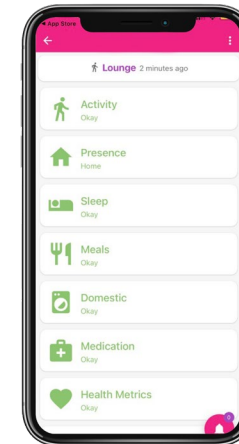**InteliCare tracks and understands patient activity, behaviours and health metrics**

Health metrics, social activity and household activity

3 Report

Receive daily notifications and actionable insights from the InteliCare app or dashboard

"All okay" daily messages. Alerts when there is a change in normal behaviour

4 Action

Live and historical data empowers staff to:

- Prioritise tasks
- Deliver care proactively, prevent deterioration and optimise care outcomes
- Remotely monitor and triage multiple patients
- Identifying areas of efficiency

InteliCare – monitoring, prevention & detection

InteliCare (logo)

Dashboard and app
Tap into 24/7 data, real world evidence and reports.

Vitals and health metrics
Use manual and automated feeds and a range of IoT devices and biopatches to track and improve health and wellness with Health Metrics.

- Respiration
- Heart rate
- Blood glucose
- Lung capacity
- Blood oxygen
- Activity
- Blood pressure
- Weight

Emergency and duress alerts
Integrate a range of 4G compliant emergency and incident detection options.

Core client intelligence
Establish a behaviour baseline and highlight changes.

- Sleep quality
- Bathroom visits
- Meal preparation
- Movement
- Social isolation
- Door alert
- Night wandering

Experienced Board and Executive Team

InteliCare

Dr Neale Fong
Chairman & Non-Executive Director

- Over 35 years' experience in the health services and strategic planning.
- CEO of Bethesda Hospital
- Chair, WA Country Health Service Board.
- Chair, Australian College of Health Service Management
- Chair of ASX listed Little Green Pharma (ASX:LGP)
- Chair, WA Institute of Sport

Greg Leach
Co-Founder & Non-Executive Director

- Co-Founder and CTO of Empired Ltd (EPD. ASX) for 16 years leading to $140m+ market cap company on ASX.
- 30 years technology industry experience

Cam Ansell
Non-Executive Director

- Cam Ansell, has over 25 years' experience in the aged care and retirement living sector.
- Working with retirement and aged care services in Australia, New Zealand and USA, he performed operational and financial reviews, identifying market opportunities.

Daniel Pilbrow
CEO

- Over 25 years' experience in the health, aged care and disability sectors, both internationally and nationally.
- Executive Director NSW & Head of National M&A, The Silver Chain Group
- Investment Director, AMP Capital
- Chief Strategy Officer, Opal Aged Care
- Executive Director Strategy & Redevelopment, Peter MacCallum Cancer Centre

Mike Tappenden
CTO & Co-Founder

- Managed programs of work valued up to A$200 million, project teams of up to 50 people and worked with board-level stakeholders of tier-1 corporates.
- 25 years' technology industry experience
- BDM & Lead Consultant, Empired Ltd (EPD:ASX):
- Director, Frontline Services Ltd
- Technology Architect, Woodside Energy

Corporate Overview

InteliCare

Capital Structure	
ASX Code	ICR
Listing Date	25 May 2020
Shares on Issue	210,617,907
Options on issue	104,435,137
Current share price (02/11/23)	$0.016
Market-capitalisation (@ $0.016)	$3,369,886

Major Shareholders	
Directors	18%
Top 20	65%

The Care Sector – Under-Resourced and Facing Numerous Challenges

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Aged, Disability and Health Care Sectors are facing numerous and distinct challenges

Aged Care & Seniors Living

Residential Care, Home based care, Retirement Living

- Staff shortages & efficiency
- Sector Reforms (Royal Commission)
- Regulatory compliance
- High Cost of required care
- Incident detection and prevention

Disability Care

NDIS & Care in the home

- Enhancing independence
- Opportunities to provide high quality care at home
- Cost & impact of accurate monitoring
- Night-time staff costs

Health Care

Hospital Services & providing health care services at home

- Remote patient monitoring
- Cost of in-hospital care vs hospital at home
- Staff spending time on high value activities

Market Opportunity – Bridging the Gap

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Policy

- Workforce Shortages are impacting quality of care for Aged, Disability and Health care sectors

- Federal Government funding is becoming available

Technology Landscape

- No leading digital platform in market

- Existing technology solutions are niche and singular in focus

- No preventative care solution in market

- Until now care providers have seen technology as an add-on rather than a solution

Artificial Intelligence (AI)

- Opportunity to build a leading AI driven digital care platform which;
  - Delivers better care outcomes
  - Supports remote patient monitoring (RPM)
  - Improves staff efficiency and effectiveness in providing care

InteliCare Value Proposition

InteliCare allows its B2B customers to provide better care for their clients, improved efficiency for staff and potentially improved revenue growth

Customers need	Efficient workforce and staffing	Centralising data in one platform	Improved health outcomes	Regulatory requirements	Differentiation from competitors
InteliCare Feature	InteliCare monitors clients/patients in real-time, enabling staff to attend/respond where and when needed	InteliCare can aggregate data already being captured by customers into one centralised platform	InteliCare offers event detection (ie. falls risk monitoring), preventative care (understands bathroom schedules to reduce UTI risk etc.) and health metrics monitoring	InteliCare's reporting framework supports the meeting of governance and regulatory requirements (and improved cost & risk management)	InteliCare is customisable & device agnostic providing B2B customers with a clear differentiation from other care providers

Commercialisation Strategy
SaaS-based revenue model

InteliCare

InteliCare Revenue & Sales model

Revenue is generated at the following stages:

- Upfront Hardware set-up cost

- Installation of sensors

- Annual InteliCare SaaS platform licence

- Scalable and repeatable model

Example pricing on 1 room per annum*	
Upfront Hardware Cost	$ 1,500 - $4,000
Saas Fees	$550 – $800
Installation	$300 - $500
Total for year 1	$2,350 - $5,300

*This example is for illustrative purposes. Pricing is provided in a range as the specifications for each room differ depending on the care context, and the monitoring and budget requirements of the Care provider. Quotes are provided on either a site or full organisational basis.

1 Pilot

2 Site rollout

3 Full organisational deployment

4 Deployment to additional sectors within the organisation
(Retirement living, home care, residential care)

Customers are onboarded through a stepped sales and pilot process

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Target Markets

Residential Aged Care

- For senior Australians no longer able to live independently. Accommodation and personal care 24 hours a day. Access to nursing and general health care services.

Home Care

- Home Care Package Program (HCPP) & Commonwealth Home Support Program (CHSP) are government funded programs to provide care to seniors who live independently at home.
- Support at Home (SAH) funding reforms to be introduced from July 2025 requires care providers to innovate now

Retirement Living

- Increasingly, retirement living options include more diversity of choice, where the 'seniors housing' comes with optional care and support services to help people stay living independently.

Disability Care

- Specialist disability accommodation (SDA) is designed for people with extreme functional impairment or very high support needs. These have accessible features to help residents live more independently and allow other supports to be delivered better or more safely.
- Supported Independent Living (SIL) is NDIS-funded support helping with independent living & skill building.

Healthcare

- Healthcare services throughout Australia are provided in a number of forms including acute and sub-acute care to primary (general practitioner) and community care. Increasingly there is a move towards hospitals being centres for the most acute care, and a trend to more care being provided at home and in the community.
- Remote Patient Monitoring (RPM) is a growth segment for "virtual" health care provision. This requires enablement through new care processes, technology systems and interoperable, real-time data.

Target Markets by size

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	Providers	Facilities/Outlets	Places/Packages/Participants	Industry Investment
Residential Aged Care	**805**	**2,671**	**219,965**	**$14.6b** (Fed Govt funding)
Home Care	**916** (HCP) **1407** (CHSP) **134** (Other)	**6,623**	**261,314** (HCP) **818,228** (CHSP) **11,767** (Other)	**$10.2b** (Fed Govt funding)
Retirement Living	**450** approx.	**2,500**	**263,000**	**> $5.0b**
Disability Care	**5,191**	**8,128** (SDA)	**610,502** Total NDIS **23,092** SDA Funding **31,509** SIL Supports	**$35.7b** Total NDIS **$365m** SDA Funding **$11.5b** SIL Supports
Healthcare	**697** Public Hospitals **657** Private Hospitals	**8.8 m** ED Presentations **11.6m** Hospital Admissions		**$220b** Total Healthcare **$70.5b** Public Hospital **$19.1b** Private Hospital **$315m** Telehealth spend **$1.5b** APAC RPM spend

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Market Size

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	InteliCare benefit
Residential Aged Care **Home Care** **Retirement Living**	• Staff efficiency and effectiveness (particularly in rural settings) • Incident prevention / detection (including falls etc.) • Supporting compliance and governance • Revenue driver • Marketing / point of difference
Disability Care	• Increased participant independence • Promotes evidence-driven and proactive care • Staff efficiency, effectiveness and workload management • Supporting compliance and governance • Revenue driver through increased services

Healthcare	• Opportunities to support:
	  – early discharge and
	  – virtual HITH models
	  – Chronic disease management
	
	• Assists the bed shortage crisis – assists in potentially freeing up beds
	  – i.e. patients being managed in the right environment for them
	• Acute real-time monitoring of vitals including blood pressure and heart rate.

Early adopters

Provider	Location	Market segment	Pilot Size	Date Commenced	Opportunity Size
Government of Western Australia WA Country Health Service	WA	Residential Aged Care	6 rooms (12-month subs)	Q3 2022	26 Resi Care sites
Bethanie	WA	Residential Aged Care	10 rooms (3-month subs)	Q1 2022	13 Resi Care sites (plus Retirement Living, Home Care etc.)
St John of God Health Care	Vic	Supported Independent Living (NDIS)	10 houses/60 rooms (12-month subs)	Q3 2021	Disability services in Vic & NZ Hospital/Health Services in Vic, WA & NZ
melba support services	Vic	Supported Independent Living (NDIS)	15 rooms (12-month subs)	Q1 2021	1400 NDIS clients
Government of Western Australia Department of Communities	WA	Correctional services/Disability	10 residents (ongoing subs)	Q3 2022	TBC
Peter Mac Peter MacCallum Cancer Centre Victoria Australia	Vic	Hospital/Healthcare RPM	40 patients (6 months)	Q3 2023	44,741 inpatient admissions p.a. 3,307 elective surgical patients Access to Parkville precinct hospitals
Leading Healthcare provider (currently under confidentiality)	-	Hospital/Healthcare RPM	40 patients (3 months)	Q4 2023	Aims to support 18,000 hospital in the home admissions

*Investors should note whilst pilots are an essential step in the commercialisation process of InteliCare there can be no guarantee each pilot will be successful and lead to broader commercial deployment

Success with West Australian Country Health Service (WACHS)

InteliCare

"The technology gives us constant snapshots of a resident's routine and activity without having to wait for more obvious signs of changes which means we can take a proactive approach to their care," Tina said.

"The technology allows us to view and understand residents' activity levels. Some of our residents have told us they are having higher quality of sleep as the technology reduces night-time disruptions from staff, and it gives them greater peace of mind."

Source: WA Country Health Service Annual Report 2023

A year beyond compare in country healthcare

Embracing technology to help aged care residents live independently for longer.

We are piloting an innovative assistive technology solution that's improving safety and independence for aged care residents at Koolberrin Lodge in Narembeen.

The pilot program, which has been running since January 2023, harnesses assistive living technology created by InteliCare, using discreet sensors and emergency alerts to detect incidents earlier and give staff a clearer picture of residents' daily routines and care needs.

Executive Director Wheatbelt Rachele Ferrari said the technology allows staff to take proactive action based on resident-specific insights.

"We're always looking for new ways to help residents in our aged care facilities live as independently as possible and close to their support networks and loved ones," Rachele said.

"By investing in digital opportunities, we're helping to better support healthy ageing in place for country communities.

"This technology enables more informed care planning between residents, family and staff by providing a better understanding of resident needs."

Koolberrin Lodge Coordinator Tina Gausden said residents, their families and staff have already started to see the benefits of the technology.

Koolberrin Lodge Coordinator Tina Gausden and Patient Care Assistant Sue Harper.

"The technology gives us constant snapshots of a resident's routine and activity without having to wait for more obvious signs of changes which means we can take a proactive approach to their care," Tina said.

"The technology allows us to view and understand residents' activity levels. Some of our residents have told us they are having higher quality of sleep as the technology reduces night-time disruptions from staff, and it gives them greater peace of mind."

Strategy and deliverables for next 6 months

InteliCare

Strategy

- Continue to engage large industry providers for strategic partnerships
- Leveraging partners to execute defined qualified sales pipeline
  - E.g. JNC
- Convert existing pilots into broader deployments
  - E.g. WACHS
- Continue to engage with leading healthcare providers to enhance remote patient monitoring capabilities
  - E.g. Peter Mac
- Continue to refine the platform based on customer feedback and requirements

Customers

- Enter into binding agreement with first JNC client for deployment of InteliCare Q2 FY24
- Enter into binding agreement with second JNC client in Q3 CY24
- Enter into 2 further pilots with other aged care providers Q3 FY24
- Complete WACHS pilot and reach commercial agreement for broader deployment Q3 FY24
- Enter into a further RPM pilot with another leading healthcare institution Q2 FY24
- Conclude initial pilot with Peter Mac and finalise steps for expanded 2nd phase pilot Q4 FY24
- Conclude initial pilot with leading health care provider (currently under confidentiality) and finalise steps for expanded 2nd phase pilot Q4 FY24
- Enter into strategic partnership with industry leader with an initial pilot Q2 FY23

Platform

- Continue to develop Dynamic Falls Risk Tracking capability
  - Using multiple data points to develop predictive capabilities for managing an individual's falls risk
- Currently developing a fully integrated capability for 'real time location' awareness
  - Including facility level staff location enabled duress, analytics, asset management and reporting.
  - Roadmap includes to deliver additional insights for RAC residents to support data for aged care quality standards reporting.
- Enhance mobility tracking capability
- Further refine and improve reporting capability to continue to meet compliance and regulatory obligations
- Continue to integrate 3rd party devices and wearables to expand capability of InteliCare for RPM to support target markets

Investment Highlights – Why Now?

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InteliCare is positioned for the future

Board and Exec team are in place with deep industry experience and connections

Consolidate InteliCare as one of the leading providers of an AI platform in the health, aged and disability care sectors.

Strategic shift in market sentiment with progressive clients now seeing the necessity for data driven care.

Better health outcomes and improved customer experience - Keeping people at home

- Artificial intelligence can provide valuable insights into people's health and wellbeing which assists providers to better tailor and deliver effective & efficient care and clients will experience better health outcomes

The Australian aged care, disability and health care systems are currently unsustainable and with significant workforce challenges – sectors are poised for significant change

- Growing market with considerable increases in government investment required, with a goal of keeping people at home as much as possible
- Technology is part of the solution and there is a current gap in the market

InteliCare's AI technology is sector leading and ready for commercialisation

- Platform/technology largely developed and now beginning to be commercialised through strategic pilot projects underway across aged care (home-based care and residential), disability care and healthcare sectors.

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APPENDICES

InteliCare – Health metrics monitoring

Insights and intelligence to care

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Agnostic approach to hardware choice, giving providers flexibility in monitoring options.

Multiple data points create a composite picture for a more accurate patient information profile.

Integrated ecology of sensors and analytics - with the ability to design the monitoring packages according to the service requirements.

Focus on passive data capturing for more reliable and accurate information.

Information can be shared only after permissions have been assigned.

Evidence based reporting
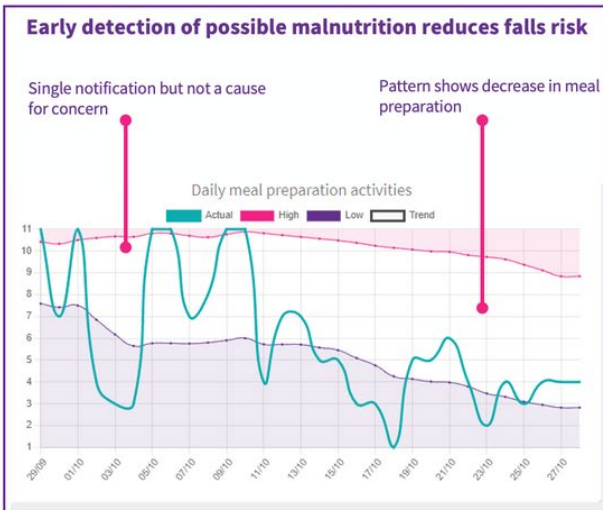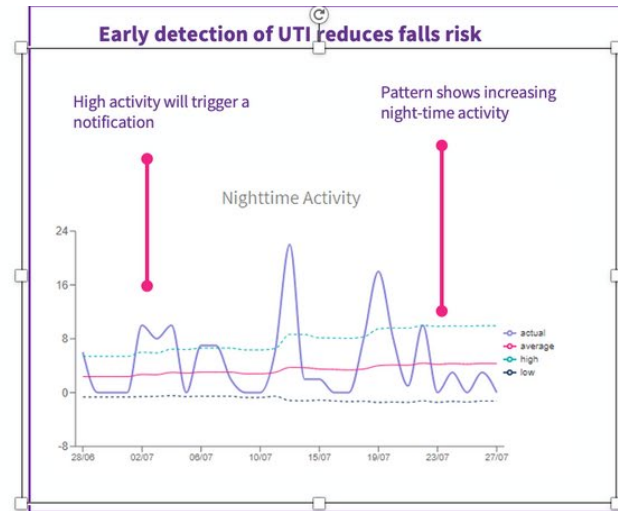
Client trend reports support evidence-based care, providing you with the technological bridge between reactive and proactive care.

Personal Monitoring 24/7

InteliCare

Identified areas for enhancing care

Early detection of illness
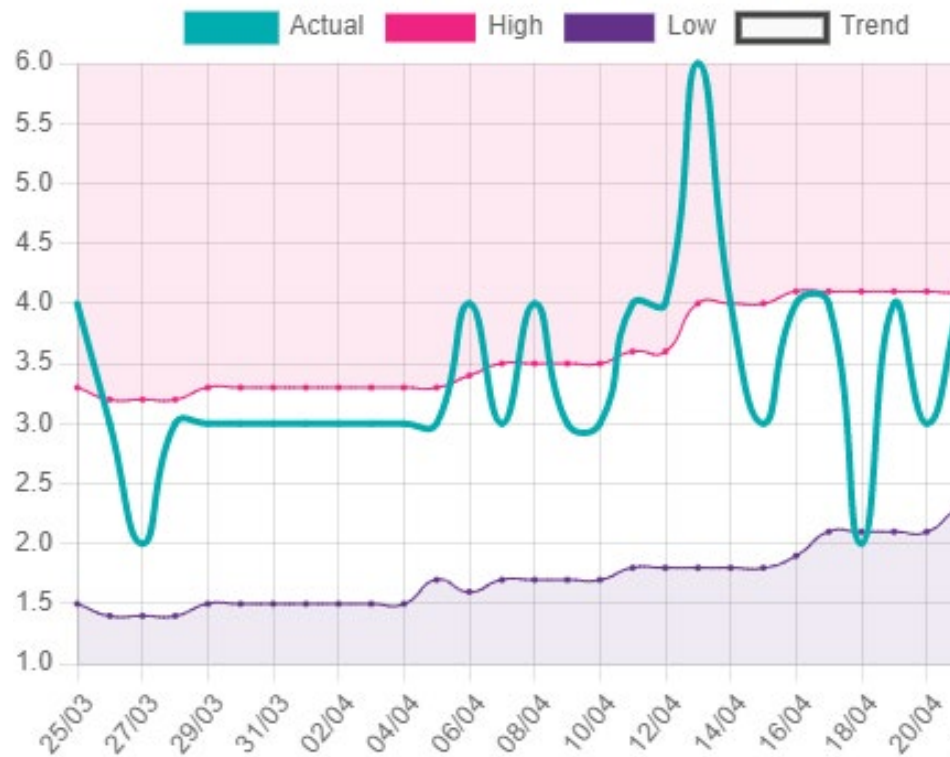
Delivery on the Technology Roadmap

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Focus	Unlocks	Delivers	Timeline
Improved Falls Risk Assessment	Tracking, trending, and alerting for a range of key indicators for increased likelihood of a risk of a fall or incident.	Effective & efficient care delivery. Predictive and optimised staff focus.	Completion Timeline
Residential Care Improved Reporting	Custom reports for care staff with the ability to edit and add comments. Preservation of institutional knowledge and improved internal communications.	A compliance and audit ready tool. Collaborative care between providers and families.	Completion Timeline
Expanded Hardware Support (biopatches and other wearables)	Third-party sensors and automation systems supports entry into commercial facilities, such as residential care.	A flexible platform applicable across multiple sectors, including healthcare and RPM and virtual healthcare delivery.	Completion Timeline

Case Study 1 – WACHS Success

InteliCare

WACHS Pilot Program

- WACHS is piloting InteliCare to assess its ability to improve safety and independence for aged care residents at its Koolberrin Lodge in Narembeen.

- The pilot which began in January 2023 will run for 12 months before a decision is made to deploy InteliCare more broadly across WACHS aged care facilities. WACHS operates 35 aged facilities in regional WA.

Pilot Progress & feedback

WACHS Executive Director Wheatbelt Rachele Ferrari said, **"We're always looking for new ways to help residents in our aged care facilities live as independently as possible and close to their support networks and loved ones,"** Rachele said. "By investing in digital opportunities, we're helping to better support healthy ageing in place for country communities. This technology enables more informed care planning between residents, family and staff by providing a better understanding of resident needs."

Koolberrin Lodge Coordinator Tina Gausden said, **"The technology gives us constant snapshots of a resident's routine and activity without having to wait for more obvious signs of changes which means we can take a proactive approach to their care. The technology allows us to view and understand residents' activity levels. Some of our residents have told us they are having higher quality of sleep as the technology reduces night-time disruptions from staff, and it gives them greater peace of mind."**

WACHS Press Release Link

https://www.wacountry.health.wa.gov.au/News/2023/06/26/Embracing-technology-to-help-aged-care-residents-live-independently-for-longer

Case Study 2 – St John of God HealthCare

InteliCare

St John of God Health Care, one of Australia's largest non-for-profit healthcare providers, wanted to empower their residents to live independently while in supported disability living accommodation.

Utilising in-home sensor technology and AI, InteliCare offers an innovative solution for those living with disability. The smart technology allows St John of God to provide optimal quality care to meet each of their resident's needs, and to monitor for any changes in health. This enables their clients to maintain their independence and reduce intrusions.

Fully integrated sensors, including motions sensors, panic buttons, shower sensors, health metrics and non-wearable fall detectors, will be deployed to 10 supported homes operated by St John of God Accord.

Data collected from these sensors is processed using AI and presented on a consolidated dashboard. This gives carers a complete picture of risk and care needs. Importantly, the dashboard can be configured to allow for multiple clients in each supported house the latest advancements in this leading-edge technology for use across future sites.

"InteliCare demonstrated their system to meet the broadest range of capabilities and configurations. This is critical for us to give our caregivers the best technology to deliver person-centred care and our clients the greatest possible independence."

Lisa Evans, CEO, St John of God Accord