



Improving Care With AI

Data-driven Insights and Analysis

InteliCare Holdings Limited
(ASX:ICR)

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Ageing Population and Rising Costs of Healthcare are Driving Innovation



Aged Care and Seniors Living

Residential Care, Home-based Care, Retirement Living

- Staff shortages and inefficient processes
- Increasing staffing costs
- Sector reforms and regulatory compliance
- Increasing need for incident/falls detection and prevention
- Consumers choosing to remain at home



Health Care

Hospital Services and Home-based Care

- Staff shortages and inefficient processes
- Ageing population and increasing rates of chronic disease are driving demand for hospital and health services
- Cost of in-hospital care vs home-based care



Disability Care (NDIS)

Residential and Home-based Care

- Staff shortages and inefficient processes
- Night-time staff costs
- Rising service delivery costs are unsustainable
- Need to provide environments and service models that enhance independence

Need for better data, remote monitoring and models for home-based care

Healthcare Opportunity – Bridging the Gap with AI



Technology is a key enabler to a better future of care for providers and consumers

Technology Landscape

01

- No leading digital health care platform in market
- Existing technology solutions are niche and singular in focus
- No preventative care solution in market
- Need for data-driven care

Artificial Intelligence (AI)

02

Establish a leading AI driven digital care platform which:

- Supports remote patient monitoring (RPM)
- Delivers better care outcomes
- Improves efficiencies, compliance and lowers cost for care providers

Investment Highlights



InteliCare is a fully commercialised digital healthcare platform that delivers AI driven data to improve care outcomes, compliance and drive efficiencies for providers



Sector leading,
Proprietary, 100%
owned, customisable
AI healthcare
platform



Enterprise-grade and
Scalable, upfront
hardware and SaaS-
based licence
revenues



Commercialised with
large and growing
addressable markets
for AI driven care



Aligned with
Government policy
supporting home-
based care



Board and
Leadership
team with extensive
depth in the
healthcare industry

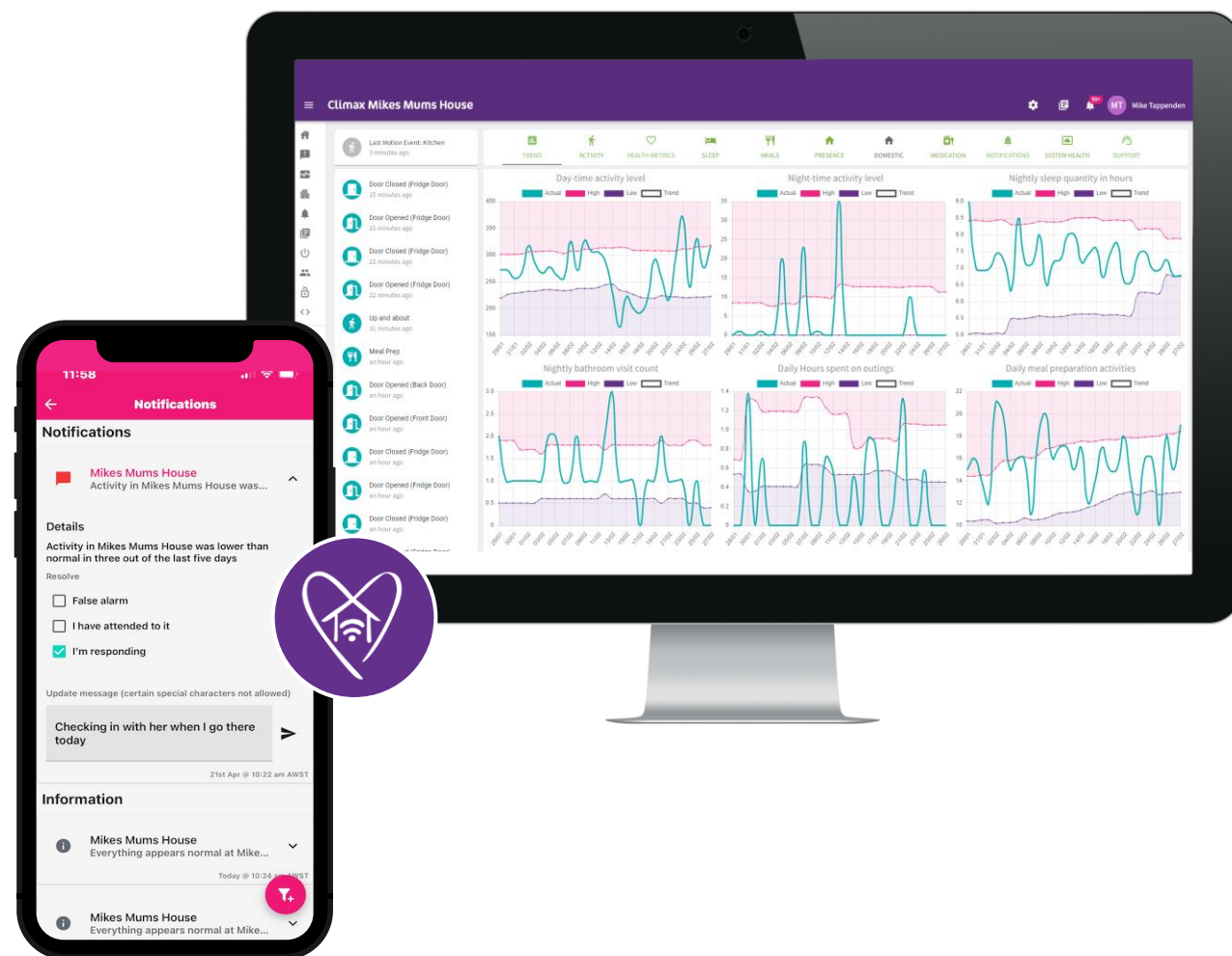
Leveraging AI and Data for Better Care

Who we are

A fully integrateable, proprietary AI healthcare platform which learns and distills data to provide valuable insights and actions for care providers.

Our purpose

Transform the quality of care for patients and consumers while driving significant efficiencies for care providers.



Data insights

Care outcomes

1

Monitor

Smart sensors and wearables gather activity and health and wellbeing data in real-time

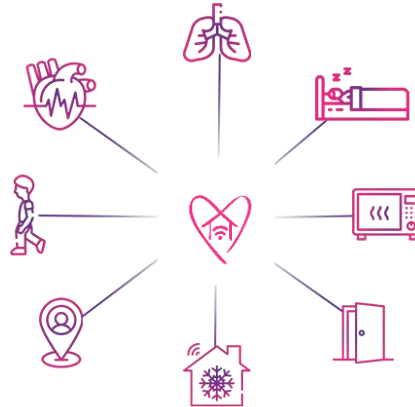


Health wearable technologies, vitals monitoring, emergency alerting and incident/falls detection

2

Learn

InteliCare tracks and understands activity, behaviours and health metrics

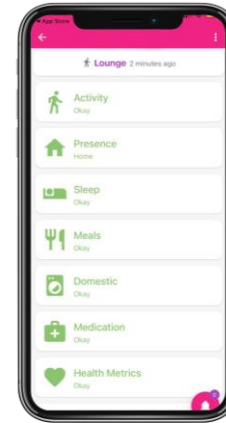


Health metrics, social activity and activities of daily living

3

Inform

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 or threshold reached on a health metric

4

Action

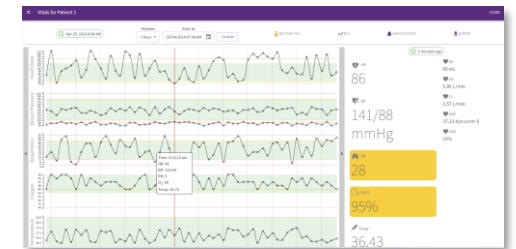
Live and historical data empowers staff to:

Deliver care proactively, prevent deterioration and optimise care outcomes

Prioritise tasks

Remotely monitor and triage multiple patients

Identifying areas of efficiency



InteliCare Value Proposition



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

Customers need

InteliCare features



Improved care & health outcomes

Event detection (e.g. falls), preventative care and health metrics monitoring



Centralising data in one platform

Aggregates data already being captured by customers into one centralised platform



Efficient workforce and staffing

Monitors clients/patients in real-time, enabling staff to respond where and when needed



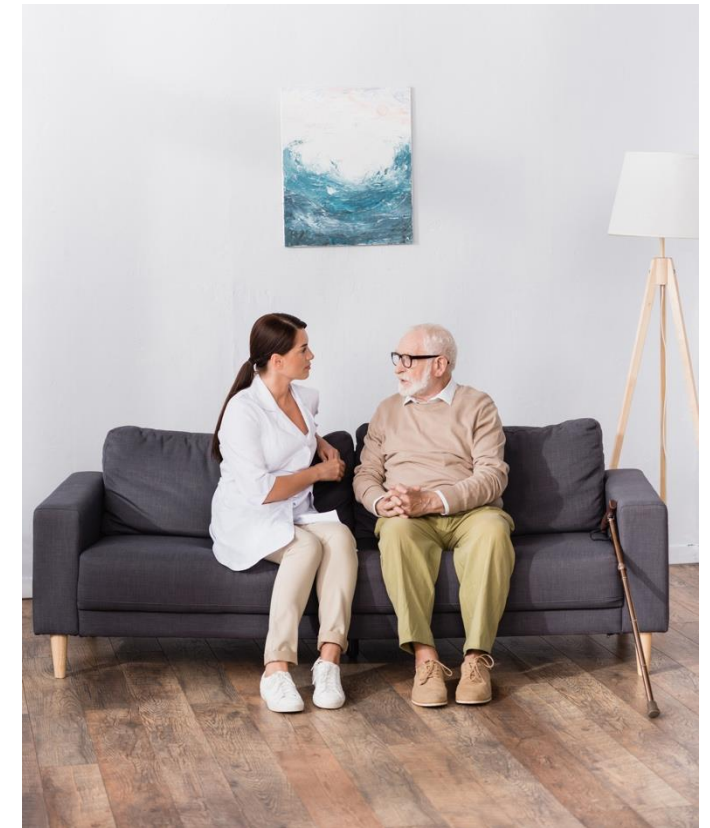
Differentiation from competitors

Customisable and device agnostic - a clear differentiation from other software and platforms



Regulatory compliance

Reporting framework supports compliance with governance and regulatory requirements



Aged Care Opportunity

G-T-M targeting leading B2B operators

Market sizing	Providers	Places/packages/ participants	Industry investment
Residential	>760	~220k	\$16.3b (Fed Govt funding)
Home care	~2,250	~1.1m*	\$10.0b (Fed Govt funding)
Retirement living	~450	>260k	\$5.1b



Source: https://www.gen-agedcaredata.gov.au/topics/providers-services-and-places-in-aged-care#Providers_services_and_places_in_Australia
<https://www.propertycouncil.com.au/advocacy/our-divisions/retirement-living-council#>; <https://www.theweeklysource.com.au/>
* Includes Home Care Package participants (258,000 people) and Commonwealth Home Support package participants (816,000 people)

Benefits



Providers

- Staff efficiency (particularly in rural settings)
- Incident prevention / detection (including falls etc.)
- Supporting compliance and governance and care quality
- Promotes independent and Home-based living

Health Care Opportunity

G-T-M targeting key influential public and private hospital operators

Market sizing	Providers	Places/packages/participants	Industry investment
Hospital Operators	~1,350 Public and Private Hospitals	8.8m ED Presentations 11.6m Hospital Admissions	\$89.6b Public and Private Hospital \$315m Telehealth Spend \$1.5b APAC RPM Spend



Source: <https://www.aihw.gov.au/reports/hospitals/australias-hospitals-at-a-glance/contents/spending-on-hospitals>

Benefits



Providers

- Supports early discharge and virtual HITH models, and chronic disease management
- RPM and acute real-time monitoring of vitals
- Alleviates bed shortage with optimised care

Disability Care Opportunity

G-T-M targeting large NDIS providers

Market sizing	Providers	Places/packages/ participants	Industry investment
NDIS	>5,000	>610k Total NDIS >23k SDA Funding >30k SIL Supports	\$35.7b Total NDIS \$365m SDA Funding \$11.5b SIL Supports



Source: NDIS Quarterly report to disability ministers Q4 30 June 2023.
<https://www.ndis.gov.au/media/6258/download?attachment>

Benefits



Providers

- Increased participant independence
- Promotes evidence-driven and proactive care
- Staff efficiency and workload management
- Supporting compliance and governance

Commercialisation Strategy: SaaS-based Revenue Model

InteliCare Revenue and Sales Model

Revenue is generated at the following stages:

- Upfront planning, implementation & hardware
- Annual InteliCare SaaS platform licence
- Additional consulting/development opportunities

Example pricing on 1 room*

Upfront hardware/install	\$1,800 - \$4,500
SaaS fees p.a.	\$550 - \$800
Total for year 1	\$2,350 - \$5,300
Year 2 onwards	\$550 - \$800



Customers are onboarded through a stepped sales and pilot process



* This example is for illustrative purposes. Pricing here is based on a Residential Aged Care example. Specifications for each scenario (residential, home-based care, RPM) will differ depending on the operating model and budget requirements of each care provider.
* The commercial model for remote patient monitoring (RPM) is much more focused on SaaS fees based on numbers of devices/patients enrolled. This model is less hardware focused and has the capacity for high volume.

Case Study: Subscription Agreement with Hardi Aged Care



Validation of Commercialisation Strategy



Large Western
Sydney Aged Care
Provider

InteliCare's
Largest Commercial
Deployment

6 Facilities
600+ Beds
>\$2.9M Revenue



1 Pilot 

Initial deployment for 10 beds
at Manly Vale facility

\$30,000 initial
deployment fee

2 Site rollout 

Full deployment in Hardi's
Manly Vale facility (92 beds)

\$240k hardware total and \$70k
deployment

3 Full organisational deployment 

Deployment into 6 Hardi
facilities with over 600 beds

\$1.7m total hardware and
Implementation fees

4 3+ year recurring revenue model 

Total contract value: ~\$2.9M
with 2 x 1-year extensions

\$400k annual
SaaS fees

Source: ICR ASX announcement 28 February 2024

Partnership Opportunity with Bolton Clarke



Significant Revenue Opportunities in Broad-scale Deployment



Australia's Largest Independent, NFP Aged Care Provider

Pre-cursor to Strategic Partnership with Key Industry Participant

88 Residential Homes
38 Retirement Villages
130k At-home-care



1 Pilot 

Trials in Home Care Services and Residential Aged Care to commence in June 2024

2 Site rollout 

Residential Aged Care homes and Home Care Services

3 Full organisational deployment 

Potential 9,000+ beds across 88 residential aged care homes and 4,200 Home Care Package clients

4 Deployment to additional sectors within the organisation 

38 retirement villages (3,500 residents) and 130,000 at-home-care opportunities

Source: ICR ASX announcement 28 November 2023

Roadmap



Projects

- Hardi roll-out
- Complete Bolton Clarke trial projects (Home Care and RAC)
- Established POCs with Vlepis (re-seller)
- Start Phase 2 Projects with Peter Mac
- Pipeline:
 - Aged care provider (home care and RAC) project agreed
 - Develop home care pilot project in international location

- Complete Hardi roll-out
- Commence Bolton Clarke priority area roll out
- Established Strategic Partnership arrangement with Vlepis
- Pipeline:
 - Supported Disability Accommodations Provider project commences
 - Part of major consortium RPM project in regional area

- Continue Bolton Clarke priority area roll out
- Pipeline:
 - 2 x new aged care provider projects established
 - 1 x major consortium RPM project

6-month horizon

12-month horizon

18-month horizon

Technology

- Location Tracking deployment and reporting
- Vayyar (Falls) detection enhancements
- Real-time Dashboard for large cohorts
- Location Aware Reporting
- Active Care Tracking
- Care/Clinical System Integration with 'Manad Plus'

- Client/Patient App for at home care and HITH & RPM
- Additional TGA device integration for HITH and RPM projects
- Further exploration of other care/clinical system integrations

- Falls prediction and falls risk scoring (subject to award of grant funding)

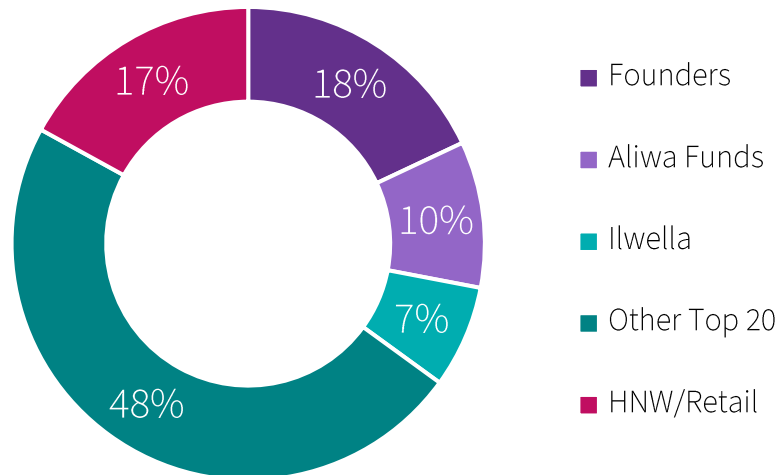
Corporate Overview



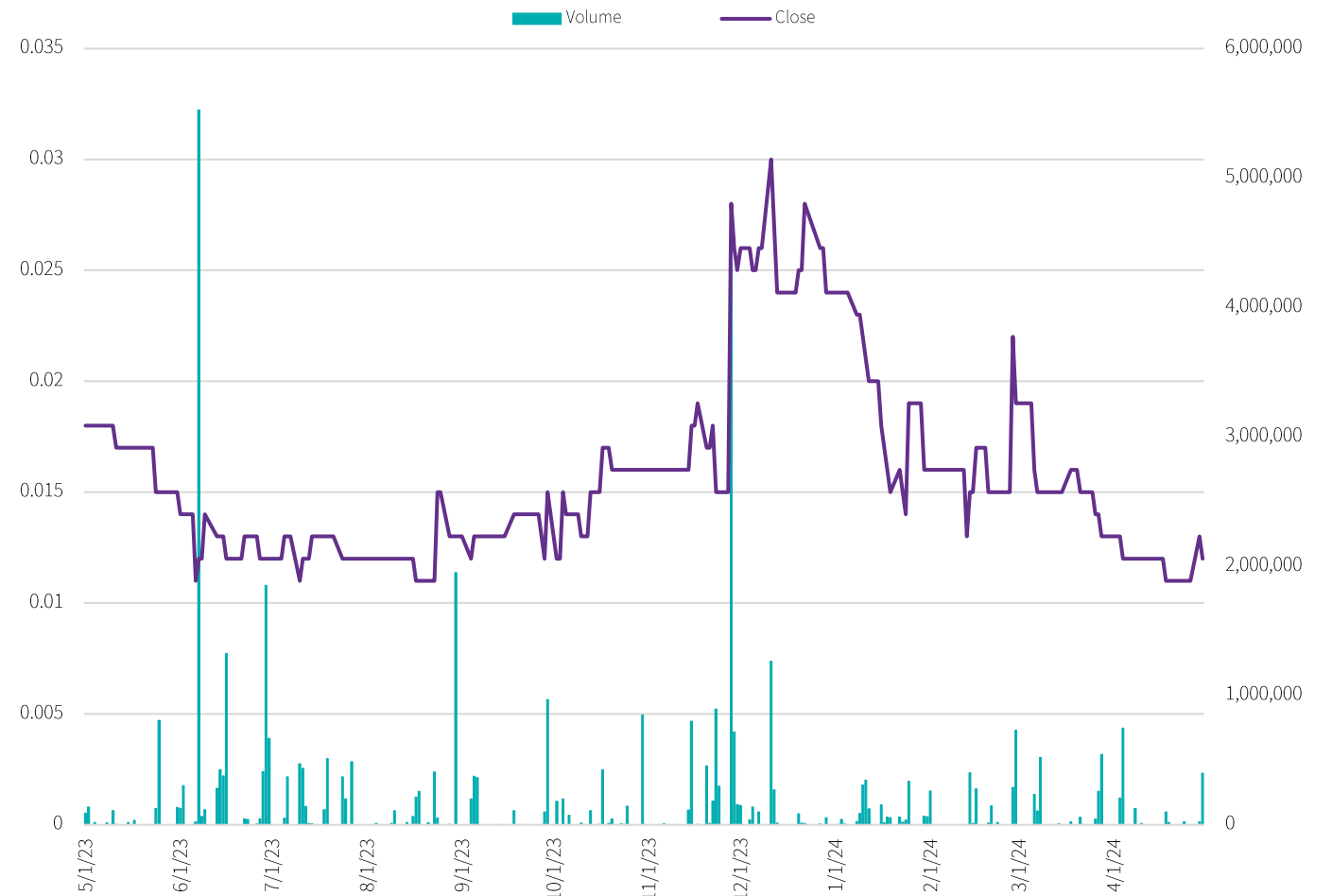
Capital Structure

ASX Code	ICR
Listing Date	25 May 2020
Shares on Issue	236,526,998
Options on issue	99,939,232
Current share price (05/06/24)	\$0.010
Market-capitalisation (@ \$0.010)	\$2,365,270

Shareholder Breakdown



Share Price and Trade Volume: 01/05/2023 – 31/05/2024



Experienced Board and Executive Team



Dr Neale Fong
Chairman and 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 and 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 and 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 and 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 and Lead Consultant, Empired Ltd (EPD:ASX):
- Director, Frontline Services Ltd
- Technology Architect, Woodside Energy



Appendices

Multiple Layers of Detection and Prevention for Care Providers



Early adopters



	2021	2022		2023	2024			
	Q3 2021	Q3 2022		Q3 2023	Q1 2024	Q2 2024		
Provider:	ST JOHN OF GOD Health Care	WA Country Health Service	Department of Communities	Peter Mac Peter MacCallum Cancer Centre Victoria Australia	HARDI AGED CARE	HARDI AGED CARE	Bolton Clarke HEART OF POSITIVE AGEING	
Market segment:	Supported Independent Living (NDIS)	Residential Aged Care	Correctional services/Disability	Hospital/Healthcare RPM	Residential Aged Care	Residential Aged Care	Residential Aged Care Home Based Care Retirement Living	
Location:	VIC	WA	WA	VIC	NSW	NSW	National	
Pilot size:	10 houses/ 60 rooms (ongoing subs)	6 rooms (24-month subs)	10 residents (ongoing subs)	40 patients (6 months)	10 beds (6 weeks)	560 beds	30 clients (home care) 30 residents (RAC)	
Opportunity size:	Disability services in Vic and NZ Hospital/Health Services in Vic, WA and NZ	26 Resi Care sites	TBC	44,741 inpatient admissions p.a. 3,307 elective surgical patients	6 Resi Care sites 600+ beds	6 Resi Care sites 600+ beds	88 Resi Care sites 38 retirement villages 130,000 people receiving home-based services	

Note: 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
 * Bolton Clarke commencing in Q2 2024

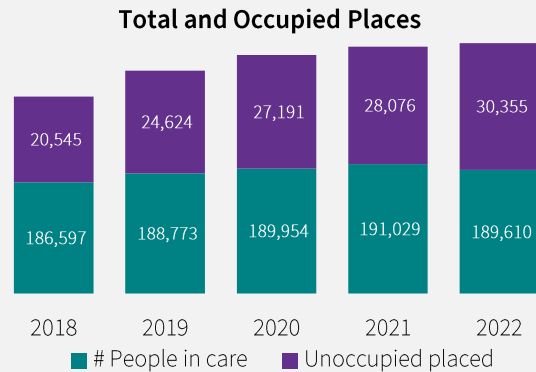
Addressable Markets

In 2023 the Digital Treatment and Care Revenue was ~ \$US960¹, with the Australia Patient Monitoring Market size estimated to reach USD 1.23 billion in 2024²

Residential Aged Care



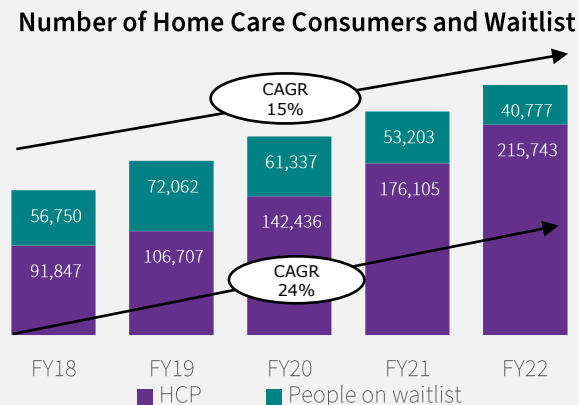
- 764 providers delivering residential aged care
- Total number of residential and flexible care places increased by 7.1% over the 5 years since 2018
- New requirements relating to staffing and minimum 'care minutes' targets



Home Care Packages



- Focus on keeping people in their homes for as long as possible
- Growth in number of people accessing Home Care Packages reflects 23% increase in Gov funding between FY12 and FY22



Remote Patient Monitoring & Hospitals in the Home

Remote Patient Monitoring facilitates reduced length of stays, lower readmissions rates and increased uptake of 'at home' treatments such as dialysis

Potential Cost Savings			
Hospital Readmissions			
22%	1.5B	\$3,698	\$330M
Reduction of readmissions within 28 days ³	Annual cost of readmissions ⁴	Savings per admissions	Potential savings from readmissions
Chronic Disease Hospitalisations			
42%	1.01 days⁶	\$2,440 Savings per separation	
Reduction in Average Length of Stay (ALOS) ⁵	ALOS reduced from 2.4 days		

1. <https://www.mordorintelligence.com/industry-reports/australia-patient-monitoring-market-industry>
2. <https://www.statista.com/outlook/hmo/digital-health/australia#revenue>
3. <https://journal.achsm.org.au/index.php/achsm/article/view/2785/1141>
4. https://ahha.asn.au/wp-content/uploads/2023/11/hospital_readmissions_reduction_primary_care_role_0-1.pdf
5. <https://www.csiro.au/en/news/all/news/2016/august/home-monitoring-of-chronic-disease-could-save-up-to-3-billion-a-year#:~:text=%22In%20addition%20to%20a%202024,during%20the%2012%20month%20trial.>
6. https://www.ihacpa.gov.au/sites/default/files/2024-05/nhcdc_public_sector_infographic_2021-22.pdf

Market Focus – Aged Care service demand

Strategic focus on areas/regions with greatest aged care demand

Target Market

79%

Home Care package clients are in Eastern States

78%

Residential Aged Care users are in Eastern States

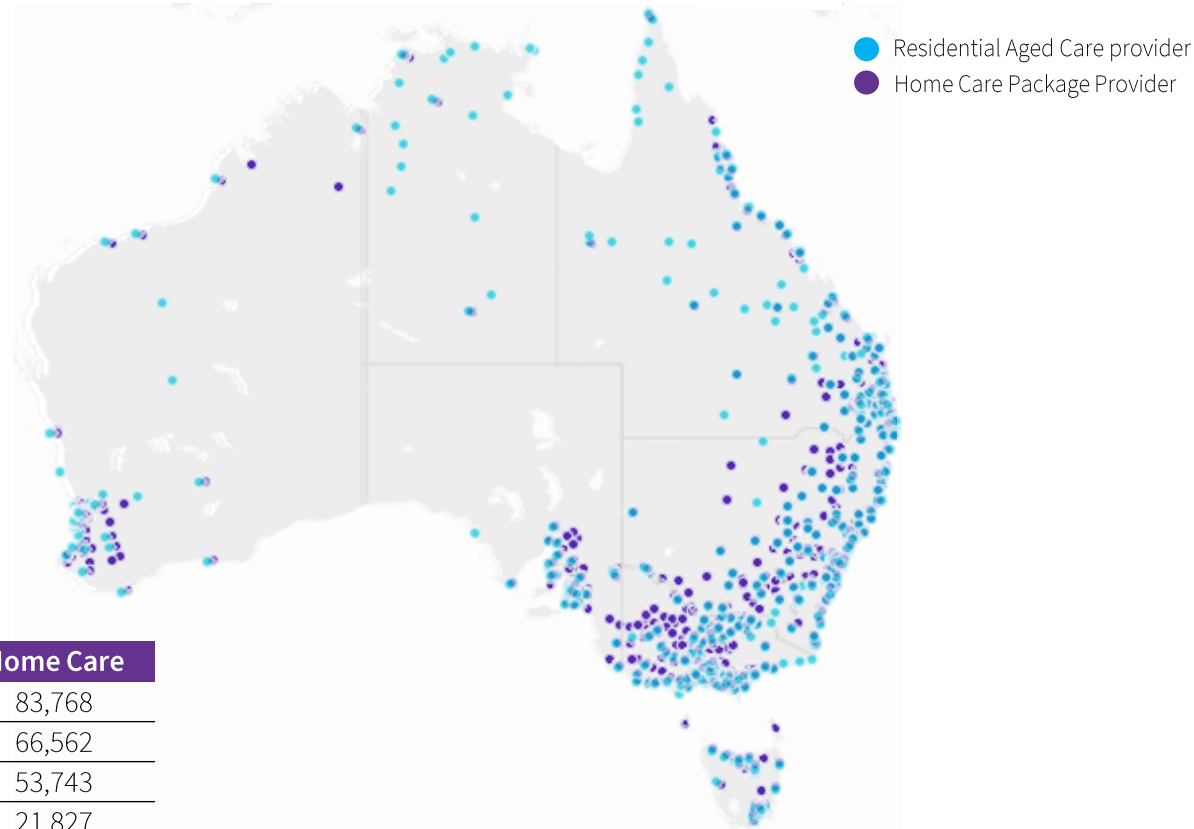
62.5

People per 1,000 using Home care in Metropolitan, Regional Centres or Large Rural Towns

Breakdown of User by state

	Residential	Home Care
NSW	71,288	83,768
VIC	59,396	66,562
QLD	43,471	53,743
WA	19,887	21,827
SA	18,187	22,889

Residential Aged Care (RAC) and Home Care(HC) Package Providers

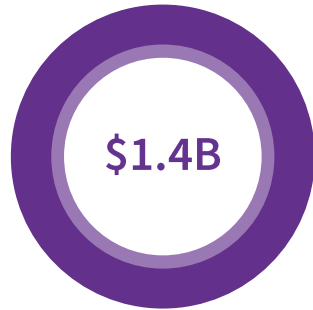


Key statistics:

- Approx 2 in 3 people using aged care services are women
- Number of people using home care services has increased more than **fourfold** between 2013 and 2023
- **58%** of people living in permanent residential aged care are aged over 85 years old
- **40%** of people receiving home care packages are aged over 85 years old, and **29%** of people receiving home support are aged over 85 years old
- There are currently **2,100** people under the age of 65 years old living in permanent residential aged care
- Spending on home care and support in 2022-23 was **10%** higher than in 2021-22, and **46%** higher than in 2018-19

Funding in the FY24-25 Federal Budget

\$2.2 billion quality aged care package with more than half of that paying to upgrade technology systems and digital infrastructure across the sector



Tech measure including:

- **\$1.2 billion** over 5-years to sustain current systems and support introduction of new Aged Care Act
- **\$175 million** over 2-years for ICT for the new Support at Home Program and Single Assessment System
- Significant technology and platform maintenance and enhancements



For an extra **24,100 Home Care packages** to:

- Help older people remain independent in their home for longer
- Reduce average wait times and address increasing demand for in-home aged care



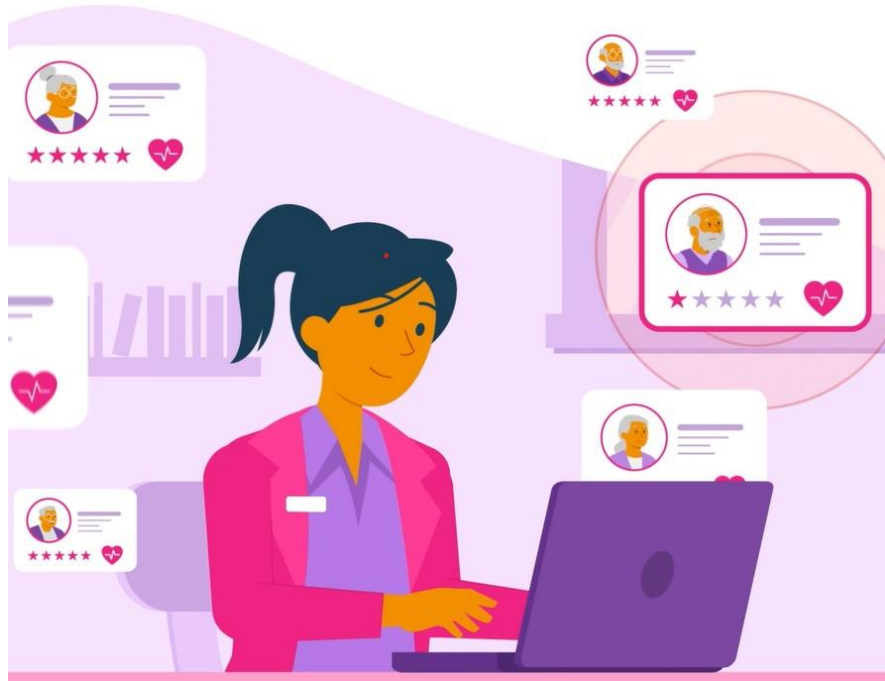
Under **Strengthening Medicare package** to deliver:

- \$601.4 m to states/territories to initiatives that address long-stay older patient challenges
- An additional \$190m for extension and redesign of the Transition Care Program to provide short-term care for older people after a hospital stay

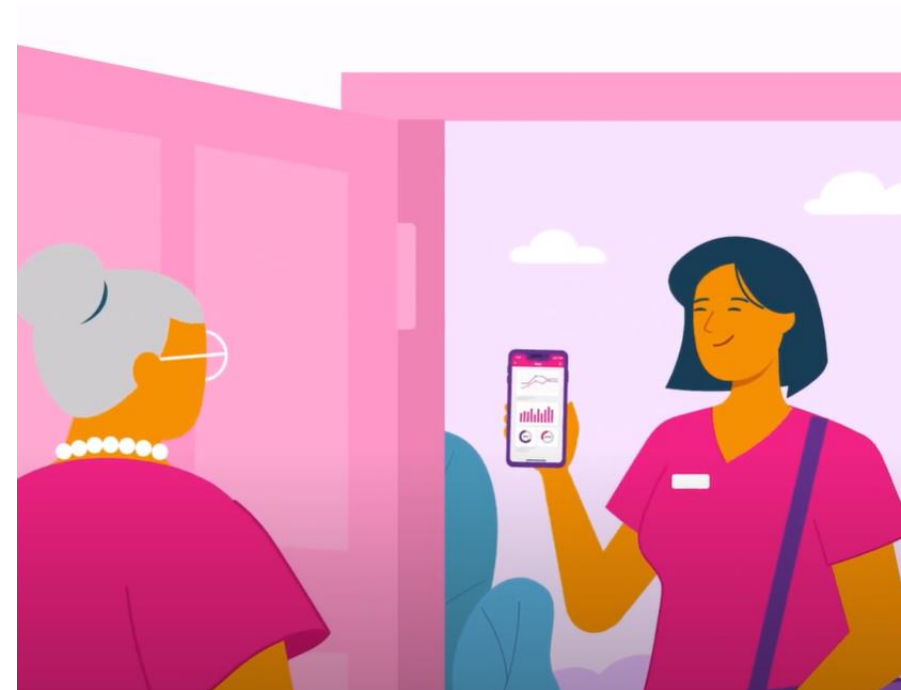
Increased expenditure for remote patient monitoring, particularly for Hospital in the Home

Opportunity for tech systems which can facilitate compliance reporting

Focus on technology developments and implementation for streamlining aged care over the next 5-years



Residential Care Animation
(click image)



Home Based Care Animation
(click image)