



Quality of Life. Peace of Mind.

AI Solving Aged Care.

INVESTOR PRESENTATION MARCH 2020

Important Notice / Disclaimer

Intellicare Holdings Ltd ACN 622 484 397 (the Company) is the issuer of this presentation. The issue of this presentation is intended only for the person or entity to which it has been transmitted.

Not a disclosure document

The Company has prepared this presentation in anticipation of its proposed offer of securities in the Company. This presentation is provided to you as a person who is either a holder of an Australian financial services licence or an authorised representative of such a licensee, or either a “professional investor” or “sophisticated investor” who is also a “wholesale investor” (as those terms are defined in the Corporations Act 2001 (Cth) (Corporations Act)), to whom a prospectus is not required to be given under Chapter 6D of the Corporations Act. In accepting this Presentation you warrant that you are an investor within the scope of this paragraph and that you accept this Presentation on the basis set out in this notice. The Company will shortly lodge a Prospectus under the Corporations Act for its proposed offer which is expected to be made available to potential investors within the first half of the calendar year.

Confidentiality

The presentation is provided on a strictly confidential basis and is not to be published. It is not intended for, and must not be distributed to, any person other than as transmitted by or on behalf of the Company. Any disclosure to the advisers of the recipients must be on a confidential basis, for the purpose only of assessing the presentation as adviser to the recipients. The information contained in this presentation or subsequently provided to the recipients whether orally, electronically or in writing by or on behalf of the Company or its employees, agents, advisers and consultants is provided on the terms and conditions of this disclaimer.

Forward-looking statements

This presentation contains forward-looking statements. Those forward-looking statements reflect views held only as at the date of this presentation. Any such statement is subject to inherent risks and uncertainties. Actual events or results may differ materially from the events or results expressed or implied in any forward-looking statement, and such deviations are both normal and to be expected. Recipients must make their own assessment about the likelihood of a matter, about which a forward looking statement is made, occurring. The Company makes no representation about the likelihood of a matter, about which a forward-looking statement is made, occurring. The Company and its directors, employees, agents, advisers and consultants: give no representation or warranty to a recipient of this presentation as to the accuracy or completeness of the statements contained in this presentation or in relation to any other matter; and to the fullest extent permitted by law, disclaim responsibility for and have no liability to a recipient of this presentation for any error or omission in or for any statement in this presentation.

Reliance on presentation

A recipient of this presentation must make their own assessment of the matters contained herein and rely on their own investigations and judgment in making an investment in the Company. This presentation does not purport to contain all of the information a recipient of this presentation requires to make an informed decision whether to invest in the Company. Specifically, this presentation does not purport to contain all the information that investors and their professional advisers would reasonably require to make an informed assessment of the Company's assets and liabilities, financial position and performance, profits, losses and prospects. The Company intends on lodging a prospectus for an initial public offering of its shares (IPO) in the coming months. Recipients of this presentation who are considering participating in the IPO must make investment decisions based on the prospectus and their own investigations and not this presentation.

Not a recommendation or financial advice

The information in this presentation is not a recommendation to subscribe for securities in the Company and does not constitute financial advice. Any person who intends to subscribe for securities must conduct their own investigations, assessment and analysis of the Company and its operations and prospects and must base their investment decision solely on those investigations and that assessment and analysis. Prospective investors should consult their own legal, accounting and financial advisers about an investment in the Company.

No other material authorised

The Company has not authorised any person to give any information or make any representation in connection with any proposed offer of securities. A prospective investor cannot rely upon any information or representations not contained in this presentation.

Upcoming IPO

For the purposes of section 734(5)(b) of the Corporations Act, the Company notes the following:

- the Company intends to conduct an IPO to raise up to \$5 million by an issue of ordinary shares under a prospectus;

- the prospectus will be made available when the shares are offered;

- anyone who wants to acquire shares under the IPO will need to complete an application form that will be in or will accompany the IPO prospectus; and

- a copy of the IPO prospectus will be available on the Company's website or from the Company's registered office.



Intellicare

A revenue generating technology company using artificial intelligence (AI) enabling people to age in their own home longer



RAPIDLY AGEING POPULATION

Population share of over 65's projected to increase from 15% in 2017 to 23% in 2066¹.



AI SOLUTION TO INDEPENDENT LIVING

End-End Home monitoring with Artificial Intelligence



SUBSTANTIAL COSTS SAVINGS

Reduce staff, medical and risk costs.



COMMERCIALISATION UNDERWAY

Business to Business (B2B) and Business to Consumer (B2C) SaaS.



ABILITY TO EXECUTE

Management with a track record of successful technology commercialisation.

1: Aged Care Financing Authority Annual Report on the Funding and Financing of the Aged Care Sector (July 2017)

The Market

Influx of Baby Boomers driving market growth

Australians over the age of 65¹

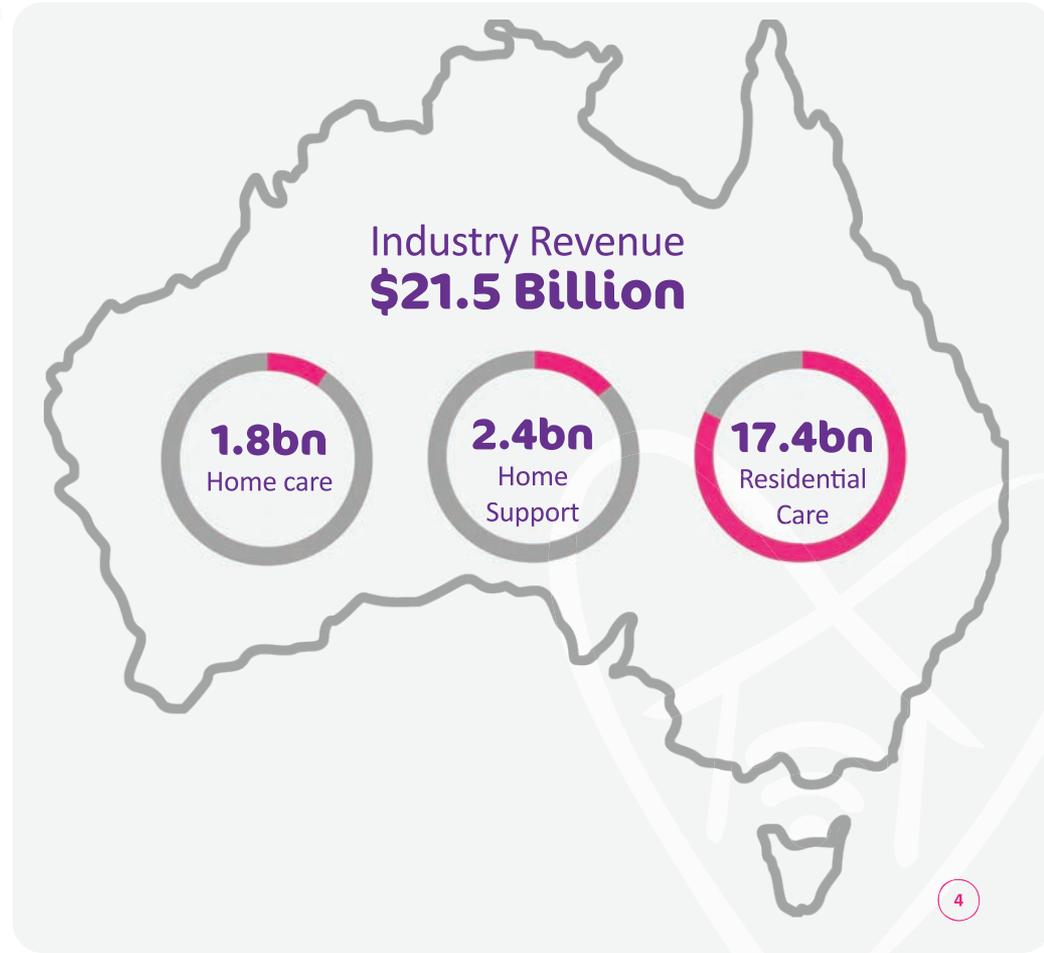
2017 **3.8m** ↑ 2030 projected **5.4m**

Australian Government aged care expenditure²

2017-2018 **\$18.1bn** ↑ 2021-22 projected **\$24.0bn**

By 2050, the world's population aged 60 years and older³

2015 population **900m** ↑ 2030 population **1.14bn**



1: Aged Care Financing Authority Annual Report on the Funding and Financing of the Aged Care Sector (July 2017)

2: ABS 6523

3: Data: United Nation (2017). World population Prospects: the 2017 Revision

The Market Stress

Aged care industry in crisis, diminishing tax base will exacerbate

Residential Aged Care

↑ 2018: 41%
51% Unprofitable homes

↑ 2013: (\$0.86)
(\$8.25) Losses Per Bed Per Day

Home Care

↓ 2015: \$9,726
\$7,951 First 25% EBITDA per client

16,000 people died waiting for a home care package in 2017/18

The current waiting list is **over 120,000 people**

In Nov 2019 the Morrison government announced **\$537million** across 10,000 packages

Royal Commission into Aged Care Quality and Safety



“It is shocking that the express wishes of older people to remain in their own homes for as long as possible is downplayed”

- Lynelle Briggs AO- Royal Commission

Historical pathway is to ultimately enter aged care

Aged care crisis is driving increased ageing-in-place trend

Current solution is a mix of home modifications and limited technology

Clearing the waiting list is estimated to cost \$2.5bn.

Current Technology Gap

Technology to remain independent doesn't address the crisis

Current technology to safely live independently is ineffective:

- Post-event mitigants, not preventative
- Require activation
- Don't encompass complete wellness

80% of falls, people with alarms didn't use them and 27% resulted in the person laying on the floor for 1+ hours¹

Current Technology



CCTV invades privacy and is unacceptable for most people



Pendants are often uncharged and not used effectively



Nurse call systems can be out of reach

1. Fleming J., Brayne C., "Inability to get up after falling, subsequent time on floor and surrounding help" (2008).

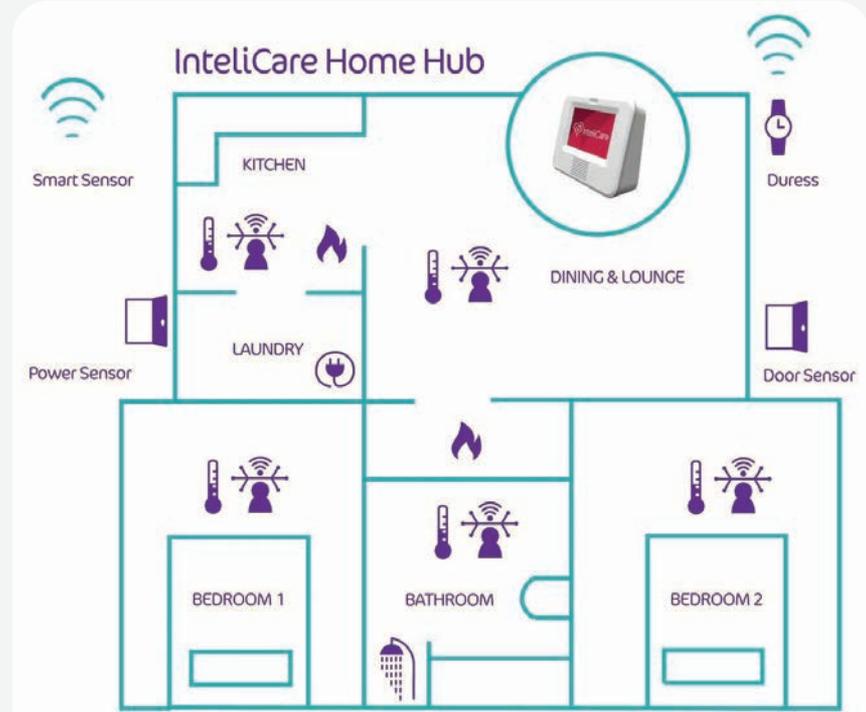
Technological Solution

Overcoming fundamental limitations and reliance on personal duress systems for care monitoring

People want to feel safe in their **own home**

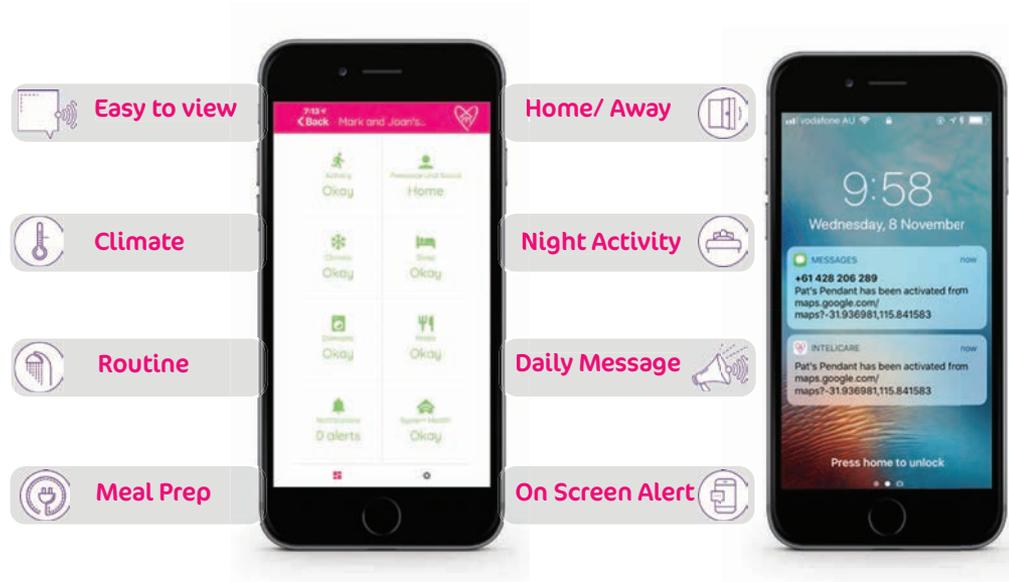
InteliCare turns any home into a **smart home**

Preserves the value of a **family's largest asset**



How it Works

Our proprietary technology provides 24/7 access for family, friends and carers.



How it Works Powered by Artificial Intelligence (AI)

Industry leading AI systems use Internet of Things (IoT) data to detect changes in activity and behaviour patterns.



PRESENCE SETTING

Exiting & entering main door
push notification



GENERAL ACTIVITY

24 hours push notification



SHOWER USE

20 minutes push notification
“shower running”



FAILURE TO GET OUT OF BED

Push notification escalates to alert
with message and SMS



DAILY UPDATE

24 hours push notification
all is “normal”



CLIMATE

+32° or -12° push notification

Current Product Lines: InteliCare Pro & InteliCare Home



Pro (B2B) - Multi Client Interface

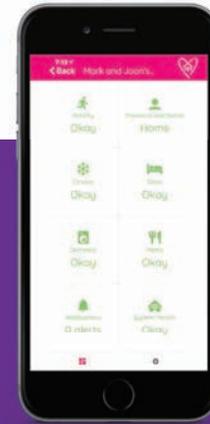
Business to Business (B2B) addresses residential aged care

Large, long-term contracts with significant customer base

Government funded

Barrier to entry and “sticky” clients

Provides a foundational revenue base



Home (B2C) - Family Friendly Interface

Business to Consumer (B2C) addresses the wider market

Supports Do It Yourself (DIY) independent living

Highly scalable, low cost technology solution

Off the shelf easy to purchase and install

Software as a Service (SaaS) recurring revenue model

Intellicare Value Proposition

Quality care outcomes delivering significant cost savings with additional revenue streams

INDEPENDENT LIVING



Would not use their home to fund their retirement



A low cost solution for independent living

low cost

RESIDENTIAL CARE PROVIDERS



Incident detection reduces liabilities and enables better care



Decrease worker visits and corresponding hours 'lost'



Additional Revenue opportunities via "premium care" models

INSURERS



Big data provides insights into patient routines



Early incident detection limits hospital costs



Reduced premiums for abled elderly

GOVERNMENT



Aged care revenue dependent on Government

2018
\$18.6bn

Government contribution to aged care

2017 - 2020
+18.9%

Government spending predicted to rise for aged care

Competitive Landscape

InteliCare Key Features



- ✓ 24/7 real time monitoring
- ✓ Direct resident interaction
- ✓ Low supplier risk
- ✓ Artificial Intelligence
- ✓ New technology integration
- ✓ Technology owned 100%

Other products in Market

billy **Sofi**hub

essence
Better life made possible™

MIMOCARE

TruSense

VitalCALL

“We will no longer recommend any personal alarms...complaints occurred across a number of brands and models, which we feel points to problems with the personal alarm industry as a whole.” – Choice¹

Competitive Product Pricing & Attractive Subscription Revenue Model

Primary Revenue Streams

**Upfront Revenue
(Direct Hardware)**

$$= \text{Units} \times \text{Unit Price}$$

**SaaS Revenue
(Application Subscription)**

$$= \text{Units} \times \text{Subscription Fee}$$

Upfront revenue through direct hardware sales with SaaS revenue through an application subscription supporting growth in following years.

Multiple Distribution Channels to Market



2020 Q1 Rollout

>200 Units

>\$500k Revenue

>50 Sales of bolt on IoT Devices

>25,000 Hours of development

3 Commercial Pilots Completed
(WACHS, Swan Care, Dept of Community Services)

5 Subsequent B2B customers

SwanCare



Active Sales Agent With
1,000 clients

Funding Partner
~\$250,000 in Grants



ECHO
Community Services

Funding Partner With
80,000+ clients

Active Sales Agent With
1,500 clients

These Q1 figures are subject to matters that are outside the control of the Company and are subject to change without notice and are made only as of the date of this presentation. Forward looking statements should not be relied on as an indication or guarantee of future performance. Investors must conduct their own independent investigation, evaluation and analysis of the matters and data set out in this presentation, and rely entirely on such investigation and analysis.

Multiple Distribution Channels to Market



WA total end users indicated to be **192,000**

Australian estimated total end users **2.9 million**

To achieve budget break even the Company needs to penetrate **less than 3.2%** of the WA total end users

1: The above figure is a target only, there is no certainty that the Company will be able to achieve the stated market penetration.

InteliCare Selected for Microsoft Scaleup Program



InteliCare Selected for Microsoft's Prestigious "Scale-up Program"



Microsoft provides a dedicated sales team



InteliCare to receive USD\$250,000 in Azure Credits¹



Direct channels opened to Fortune 500 & ASX 200 Companies



Access to Microsoft tools, resources, and connections

Microsoft ScaleUp is a 12-month bespoke accelerator aimed at growing B2B companies into tomorrow's major corporations.

1: Currently InteliCare has USD\$120k, and will get to USD\$250k when the following two thresholds are met:

- Increased usage (measured in monthly dollar terms)
- Passing initial co-sell vetting requirements (underway)

Proven Ability to Execute

Key Milestones Hit

Jul 2016

\$500k WACHS grant for product development awarded to Frontline¹



Nov 2018

Successful pilot at Swan Care



Feb 2019

National Disability Insurance Scheme Certification



May 2019

Successful pilot WA Department of Communities



Jun 2019

Selected for Microsoft's world class ScaleUp program



Aug 2019

WSW roll out 100 units



Echo Community Services roll out 100 units



1: I.P. transferred from Frontline Services Pty Ltd to Intellicare Holdings Pty Ltd 2017

Road Map Ahead

Successful IPO on ASX



Grow WA Sales and Customer Experience Team



Intellicare Gen 2 rollout



B2B East Australia rollout



Build the "Off the Shelf" retail product



Proven & Experienced Board & Management Team



Greg Leach

Chairman & Co-Founder

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
- Responsible for multiple value accretive software technology acquisition
- Empired Ltd (EPD:ASX): Co Founder & CTO
- Frontline Services Ltd: Co Founder & Director
- Blockhead Technologies: CEO



Jason Waller

CEO & Managing Director

Former CEO Spookfish (SFI.ASX), acquisition by US company EagleView Technologies for \$136 million in 2018.

- Extensive experience in defence, aviation and technology
- Spookfish: CEO
- Climb Performance: Director
- Royal Australian Air Force: Commanding Officer



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
- Empired Ltd (EPD:ASX): BDM & Lead Consultant
- Frontline Services Ltd: Director
- Woodside Energy: Technology Architect

The Non-Executive Directors have a strong skillmix in technology, healthcare and the ASX having all worked in Non-Executive Directorial positions before.

- **Scott Taylor** Non-Executive Director
- **Branden Dekenah** Non-Executive Director
- **Neil Hackett** Non-Executive Director/ Company Secretary

The Offer

Capital Structure

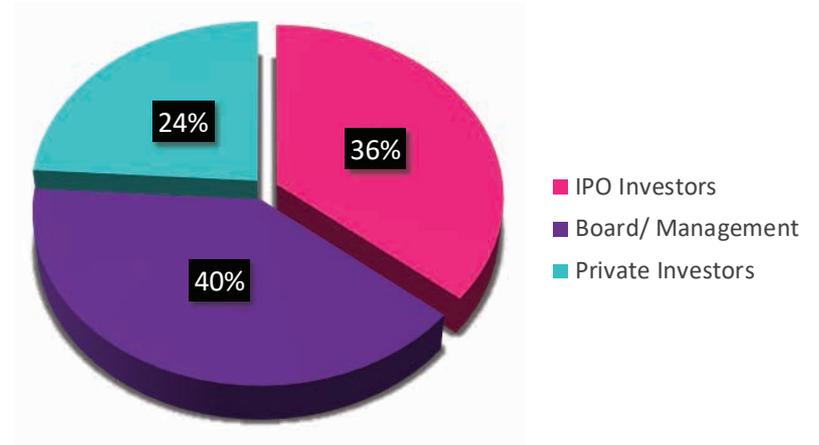
Current Shares on Issue	46.1m
New Shares at IPO	27.5m
Total Shares Post-IPO	75.4m
Total Options Post-IPO	13.3m
% Held by IPO Investors	36%
% Held by Board/ Management	40%
Market-cap Post IPO (\$0.20)	\$15.1m
Enterprise Value Post-IPO (\$0.20)	\$9.6m

Use of Funds¹

Commercialisation and Development	31%
Personnel Team	20%
Working Capital and Overheads	18%
Offer Cost	13%
Inventory	18%

Intelicare is currently looking to secure \$5.5m through an IPO and listing on ASX

Shareholders Post-IPO



1: For a detailed breakdown of the use of funds, please see appendix A
-2.3m CEO Performance right
-4.3m options Board/ Employees
-3m Lead Manager Options
-5.9m seed option holders



Future Focused



OUR AI OPPORTUNITY

Industry-leading suite of aged-care products built on our AI platform provides significant competitive advantage.



SCALING UP

Roll-out of comprehensive B2C product and marketing.



EXISTING PARTNERSHIPS

B2B opportunity driven by industry demand for efficiencies and better care outcomes.



POST REVENUE

Existing revenue underpinned by government funding and age-in-home government policy.

All communication regarding this presentation and the investment opportunity should be directed to the representatives below:



Jason Waller
CEO/Managing Director
InteliCare
T: +61 407 150 263
E: jason.waller@intelicare.com.au

Nic Brownbill
Director
JP Equity Partners
T: +61 417 914 659
E: nbrownbill@jpequity.com.au

Jason Skinner
Managing Director
JP Equity Partners
T: +61 439 975 723
E: jskinner@jpequity.com.au

Appendix A

Proposed use of funds as per prospectus¹



Use of Funds	\$	%
Costs of the Offers ²	650,000	11.8
Hardware purchases	250,000	4.5
Logistics	200,000	3.6
Marketing	500,000	9.1
IT/ Data Security	350,000	6.4
New management personnel	250,000	4.5
New operations/ sales team	500,000	9.1
Technology development team	250,000	4.5
InteliCare Essentials development	750,000	13.6
InteliCare Gen 2	300,000	5.5
Working capital/ Corporate Overheads ³	1,400,000	25.5
Repayment of Frontline Services and Loan ⁴	100,000	1.8
Total Funds Allocated	5,500,000	100.0

Notes:

1. Shareholders should note that the above estimate expenditures will be subject to modification on an ongoing basis depending on the results obtained from the Company's activities. Due to market conditions, the development of new opportunities and/or any number of other factors, actual expenditure levels may differ significantly from the above estimates.