

Mach7 Annual General Meeting 30 November 2020



Welcome to Mach7's 2020 AGM

- Opening Remarks
- Introductions
- Order or Proceedings
- Using the Online Platform
- Chair's Address
- CEO Presentation
- Items of Business
- Shareholder General Questions
- Voting
- Closure

Chair Address

We are delighted to present you with our annual results for 2020. This year we regard as having been an extraordinarily successful year for our Company, having doubled our revenue and achieved profitability and positive cash flows for the first time since listing in 2016. These were all goals we set at the start of the year, and we are proud to have successfully delivered on these. This has well positioned Mach7 to achieve future growth.

Whilst the Coronavirus pandemic created a challenge this year, the Company continued to deliver results. The Executive team has executed two successful capital raisings during the year which puts us in a strong financial position for the year beyond. A big part of our year included pursuing our planned strategic initiative, the acquisition of Client Outlook, whose “eUnity” Enterprise Viewer is a recognised leader in the universal viewer market. We were pleased to announce this deal successfully closed on July 13, 2020, a deal which we believe is transformational for the Company.

Notably, throughout the last 24 or more months, we have seen our share price increase 6-fold, which we trust has been a pleasing result to our shareholders.

We are optimistic about what the market opportunities will yield for Mach 7 in the months and years to come.

CEO Presentation – 2020 AGM



“Mach7” - who we are



Our Solutions



FY20 in Review



FY21 so Far



The Future



Enterprise Imaging with a Global Presence

Hospital systems around the world employ Mach7 Technologies

Building a Global Network

- Academic Medical Institutions
- Community Health Centers
- Imaging Centers
- Integrated Delivery Networks (IDNs)
- Medical Provider Groups
- National Health Systems
- Pediatric Hospitals
- Platform hosting
- Regional Trauma Centers
- Strategic Partners
- Tertiary Care Centers
- Veterinary hospitals

Large Global Market

- Competing in Enterprise Imaging and PACS markets, globally
- Global market US\$3BN combined

CUSTOMER FOOTPRINT - 15 COUNTRIES GLOBALLY

Australia

Canada

China

France

Hong Kong

Indonesia

Italy

Philippines

Qatar

Saudi Arabia

Singapore

The Netherlands

United Kingdom

United States

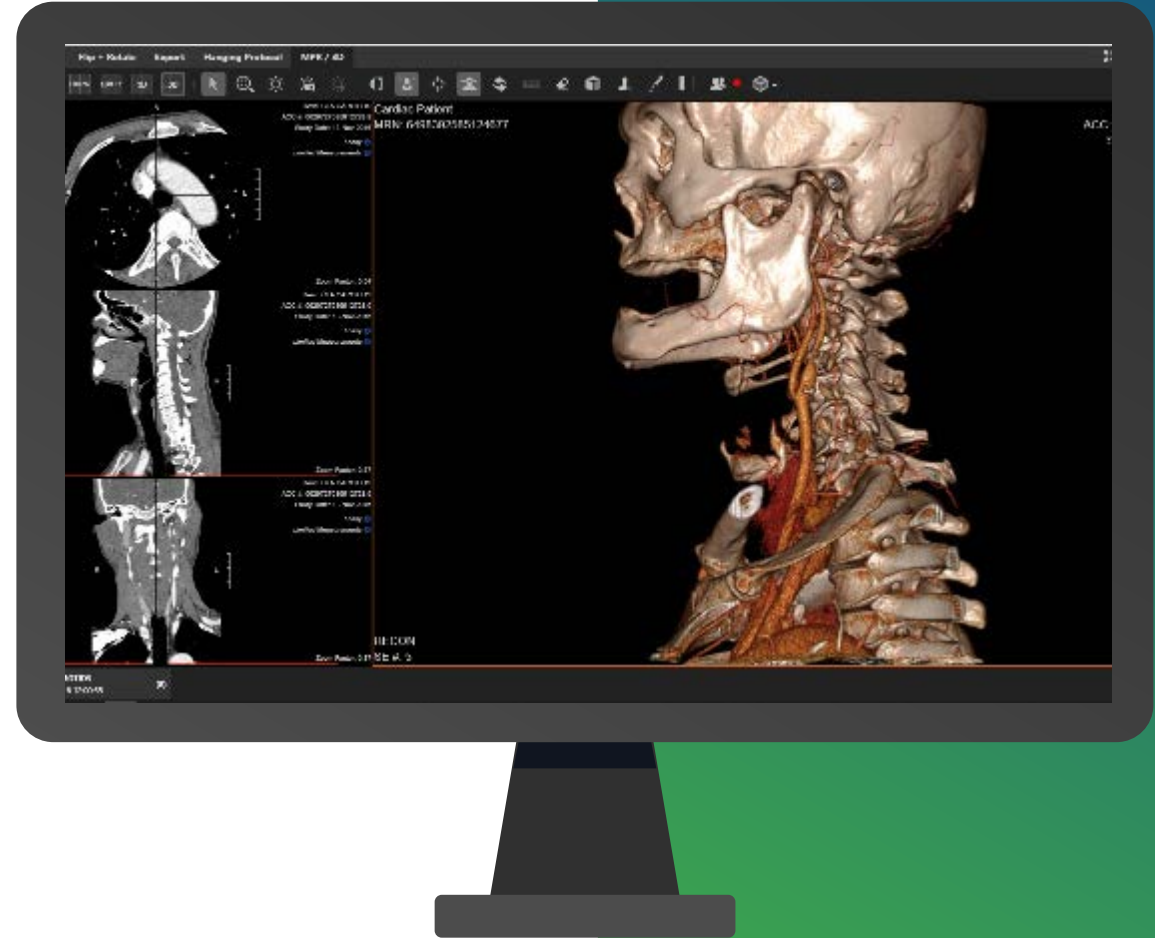
Vietnam

Solutions

Mach7 offers an enterprise-wide platform for storing, retrieving and viewing all medical imaging data in one vendor neutral ecosystem

Core features & functionality include:

- Enterprise Diagnostic Viewing
- Enterprise Data Management
- Enterprise PACS



Product Positioning



Enterprise imaging is a journey, not a product

- Mach7 solution can quickly deliver immediate value that can transform and evolve over time to meet future demands



Clinical imaging needs to become part of the EMR

- Mach7 solution delivers access to critical imaging components of a patient's medical record



Replacing legacy PACS is arduous

- Mach7's comprehensive platform is designed to bridge the gaps of existing legacy systems & offer a flexible strategy for the future



Demand for teleradiology and telehealth is at an all-time high due to COVID-19

- Mach7's solution for teleradiology allows radiologists to read from anywhere by leveraging our zero-footprint diagnostic viewer, worklist, and workflow engine



We help healthcare providers drive enterprise imaging forward in a strategic way, moving beyond technology deployment to achieving a mature strategy that includes all the structural building blocks of success.

Mach7 Positioning with Artificial Intelligence (AI)

“Mach7 collaborates with Nuance to innovate solutions that can accelerate the at-scale adoption of AI models from the Nuance AI Marketplace within PowerScribe One”

AI State of Play

- Effective use of AI is still maturing
- Increasing numbers of AI algorithms in medical imaging
- The industry continues its work towards the sustainable use of AI
- Mach7 is not in the business of creating new AI algorithms
- Mach7 must continue to support the industry as a platform for discovery and innovation for AI algorithms towards the realization of the sustainable use of AI in clinical workflow

AI Visualization R&D Projects

- Mach7 is involved in several discovery projects with Partners and Customers to help those Partners and Customers better understand the use of AI within clinical workflow.
- These projects are focused on allowing our Partner and Customer to use our products as a platform for expanding their understanding of AI
- These projects are largely focused on adding to the support of developing standards and to define and manage data and event workflows to support the AI initiatives

FY20 in Review

Financials

- Revenues \$18.9M (up 102%)
- EBITDA \$3.3M (up 181%)
- Free cashflow \$4.7M (up 263%)
- Cash on hand 30 Sept. \$17.8M
- No debt
- No capitalized R&D (all expensed)
- Owns I.P. – gross margins high (+90%)
- Highly scalable – exponential profit growth

Business

- Successfully completed two capital raisings, both well supported by retail and institutional shareholders
- Financing allowed us to acquire Client Outlook (“eUnity”) in July’20
- Product innovation including:
 - Cardiology Integration with Epic Cupid
 - Enhancement of Diagnostic Workflow
 - Introduction of Universal Worklist Chat features to include physician collaboration
 - First full-scale Cloud deployment

People

- Strengthened Board with addition of Rob Bazzani, KPMG
- Now employing 85 employees across North America, Asia-Pacific
- Added (July):
 - Chief Product Officer (Steve Rankin)
 - Chief Operating Officer (Brenda Rankin)
 - VP Sales (John Marshall)
 - VP Marketing (Bob Tranchida)

Current Market Conditions

COVID 19 Update & Sales Pipeline

- COVID-19 has had an unpredictable impact to hospital revenue across the globe
- We are seeing signs of image volume returning and hospitals reengaging with previously planned projects and investment
- It's difficult to predict the budgetary impact to our current and future customers
- Our products help to solve the ongoing issue of providing care from outside the walls of the hospital
- Continue to receive RFPs. Those that were on hold are picking up again
- Pipeline is very strong in late-stage deals - alluding to a strong 2HFY21
- Continued strong partnership with our largest clients. Leading to continued upside selling
- New Marketing initiatives kicking off this coming week to assist in bolstering the pipeline for FY22

Sales FY21 So Far...

New Customers

Boston Scientific

Juniata

Saint Francis

Trinity Health

12 new customers via our Reseller
Partners

Sales to Existing Customers

Advocate Aurora Health

Cabell Huntington Hospital

Diversified Radiology

Hospital Authority Hong Kong

MaineHealth

Raleigh Radiology

Scottsdale Medical Imaging

Sentara Healthcare

Sidra Medicine

University of Kentucky

University of Washington M.C.

A\$10.8M of sales
orders (total contract
value) so far FY21

Marketing Initiatives

Trade Shows

- **RSNA** Virtual Trade Show commenced yesterday
 - **SIIM** 2021May 26-28, 2021 | Oregon | Portland
- 2021 **HIMSS** Global Health Conference & Exhibition
August 9–13, 2021
Las Vegas



Rebranding



New Website

- New Mach Website LIVE
www.mach7t.com



U.S. Press Releases



Client Outlook Integration

IMMEDIATE INTEGRATION

SYNERGIES

OPTIMIZATION

TRANSFORMATION

OBJECTIVE

"One Mach7"

Identify AU\$2M in cost consolidation opportunities

Improve how we do Business

Transform our Business

WHAT WE'VE ACHIEVED

- Integrated Sales, Marketing, HR, Legal, most of IT, Product, Engineering, R&D, Service and Support

- Future-state org structure designed
- Overlapping costs 90% identified
- Identified IT systems and processes to consolidate

- Redesigned sales process
- Cross-product training

- Identified key transformation projects

REMAINING

- 100% complete

- Execute IT systems consolidation
- Implement org changes and reduce overlapping costs

- Highlight our new value proposition
- Streamline marketing collateral
- Disciplined Delivery Process

- Execute long-term systems transformation
- Continue refining our vision for the future (products, markets, levels of service and support)
- Execute transformation projects

FY21 Outlook

Revenues

- Expect to deliver minimum A\$11.5M in Annual Recurring Revenue (ARR) from existing customer base, >90% growth on FY20
- Remaining FY21 revenue will come from new sales orders & continuing professional services
- To date, Mach7 has signed \$10.8M (total contract value) of new sales orders - contributing to FY21 and future year revenue

EBITDA

- Expect to deliver positive EBITDA growth for FY21
- ARR provides 70% coverage of existing cost run rate (excluding one-off costs)

Cash

- Expect to deliver positive cash flows for the year, however quarter to quarter will continue to fluctuate due to irregular timing of cash receipts from license fees
- Maintain strong cash reserves (\$15M+) and no debt

Future Outlook

Organic Growth strategy

- Investment in marketing for the first time in over three years
- Sales team is larger today than it has been in three years
- Multiple products to sell across the spectrum of Enterprise Imaging
- Greater demand than ever for Enterprise Viewers due to current market conditions
- Sales pipeline remains strong with a pleasing proportion in mid-late stage
- Additional growth of recurring revenue from customers who reach “go live” on the Platform

Acquisitive Growth Strategy

- We look forward to fully realizing the value and growth from the transformational acquisition of Client Outlook as a top priority
- If we find opportunity that can fill product gaps and/or provide great value to our customers, we will evaluate that opportunity
- We are 100% committed to being cashflow positive into the future



We are opportunistic in regards to acquisition and 100% committed to remaining cashflow positive on an annual basis

Item 1 – Financial & Related Reports

To receive and consider the Financial Report of the Company and its controlled entities and the related Directors' and Auditor's Reports in respect of the financial year ended 30 June 2020.

Resolution 1 – Remuneration Report

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

***“THAT** the Remuneration Report of the Company and its controlled entities for the year ended 30 June 2020 be adopted.”*

1	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	66,302,785	1,095,239	162,213	67,560,237	65,173
% of available votes	98.14%	1.62%	0.24%		

Resolution 2A - Re-election of Mr. Robert Bazzani as Director

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*"**THAT** Mr. Robert Bazzani, having been appointed as a Director on 1 January 2020, retires as a Director of the Company in accordance with article 47(c) of the Constitution and, being eligible and having offered himself for election, be re-elected as a Director of the Company."*

2A	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	66,945,003	1,122,800	117,628	68,185,431	16,470
% of available votes	98.18%	1.65%	0.17%		

Resolution 2B – Re-election of Dr. Eliot Siegel as Director

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*"**THAT** Dr. Eliot Siegel having retired from his office as a Director in accordance with article 47(b) of the Constitution and, being eligible and having offered himself for re-election, be re-elected as a Director of the Company."*

2B	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	66,963,128	1,112,800	109,503	68,185,431	16,470
% of available votes	98.21%	1.63%	0.16%		

Resolution 3A – CEO Performance Rights

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“**THAT**, for the purposes of ASX Listing Rule 10.14 and for all other purposes, shareholder approval is given for the Company to issue 378,114 performance rights to Mr. Michael Lampron, CEO and Managing Director of the Company, under the Company's Long Term Incentive Plan on the terms and conditions set out in the Explanatory Memorandum accompanying this Notice.”*

3A	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	66,662,172	1,118,442	377,809	68,158,423	43,478
% of available votes	97.80%	1.64%	0.55%		

Resolution 3B – Issue of Options to Director, Mr. David Chambers

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“**THAT**, for the purposes of ASX Listing Rule 10.11 and for all other purposes, shareholder approval is given for the Company to issue 35,000 options, each to acquire one Share in the Company, to Mr. David Chambers, a Non-Executive Director of the Company, or his nominee(s), and the issue of underlying Shares in respect of those options, on the terms and conditions set out in the Explanatory Memorandum accompanying this Notice.”*

3B	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	63,579,473	1,110,470	3,458,563	68,148,506	53,395
% of available votes	93.30%	1.63%	5.08%		

Resolution 3C – Issue of Options to Director, Dr. Eliot Siegel

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“**THAT**, for the purposes of ASX Listing Rule 10.11 and for all other purposes, shareholder approval is given for the Company to issue 25,000 options, each to acquire one Share in the Company, to Dr. Eliot Siegel, a Non-Executive Director of the Company, or his nominee(s), and the issue of underlying Shares in respect of those options, on the terms and conditions set out in the Explanatory Memorandum accompanying this Notice.”*

3C	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	63,578,573	1,110,503	3,459,430	68,148,506	53,395
% of available votes	93.29%	1.63%	5.08%		

Resolution 3D – Issue of Options to Director, Mr. Robert Bazzani

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“**THAT**, for the purposes of ASX Listing Rule 10.11 and for all other purposes, shareholder approval is given for the Company to issue 25,000 options, each to acquire one Share in the Company, to Mr. Robert Bazzani, a Non-Executive Director of the Company, or his nominee(s), and the issue of underlying Shares in respect of those options, on the terms and conditions set out in the Explanatory Memorandum accompanying this Notice.”*

3D	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	63,574,773	1,110,503	3,463,230	68,148,506	53,395
% of available votes	93.29%	1.63%	5.08%		

Resolution 3E – Issue of Shares to Director, Mr. David Chambers

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“**THAT**, for the purposes of ASX Listing Rule 10.11 and for all other purposes, shareholder approval is given for the Company to issue 30,480 Shares to Mr. David Chambers, a Non-Executive Director of the Company, or his nominee(s), on the terms and conditions set out in the Explanatory Memorandum accompanying this Notice.”*

3E	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	66,430,456	1,113,543	607,223	68,151,222	50,679
% of available votes	97.48%	1.63%	0.89%		

Resolution 3F – Issue of Shares to Director, Dr. Eliot Siegel

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“**THAT**, for the purposes of ASX Listing Rule 10.11 and for all other purposes, shareholder approval is given for the Company to issue 21,100 Shares to Dr. Eliot Siegel, a Non-Executive Director of the Company, or his nominee(s), on the terms and conditions set out in the Explanatory Memorandum accompanying this Notice.”*

3F	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	66,430,456	1,110,503	594,063	68,135,022	66,879
% of available votes	97.50%	1.63%	0.87%		

Resolution 3G – Issue of Shares to Director, Mr. Robert Bazzani

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“**THAT**, for the purposes of ASX Listing Rule 10.11 and for all other purposes, shareholder approval is given for the Company to issue 21,100 Shares to Mr. Robert Bazzani, a Non-Executive Director of the Company, or his nominee(s), on the terms and conditions set out in the Explanatory Memorandum accompanying this Notice.”*

3G	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	66,446,656	1,115,170	594,063	68,155,889	46,012
% of available votes	97.49%	1.64%	0.87%		

Resolution 4 – Long Term Incentive Plan

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“**THAT** in accordance with Listing Rule 7.2 (Exception 13) as an exception to Listing Rule 7.1 and for all other purposes, approval is given to the Company's Long Term Incentive Plan and the grant of securities under the Long Term Incentive Plan in the manner set out in the Explanatory Statement accompanying this notice.”*

4	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	66,082,094	1,109,761	417,060	67,608,915	16,495
% of available votes	97.74%	1.64%	0.62%		

Resolution 5 – 10% Placement Capacity

To consider and, if thought fit, pass the following resolution as a **special resolution**:

*“**THAT**, for the purposes of ASX Listing Rule 7.1A and for all other purposes, approval is given for the Company to issue up to an additional 10% of its issued Equity Securities by way of placements over a 12-month period, on the terms and conditions set out in the Explanatory Memorandum accompanying this Notice.”*

5	For:	Open:	Against:	Total Available Votes	Abstain:
No. of votes	61,623,527	1,318,442	2,084,585	65,026,554	3,175,347
% of available votes	94.77%	2.03%	3.21%		



QUESTIONS



VOTING

