



1H FY22 Results Presentation

February 28, 2022

Mach7 Technologies
ASX: M7T



Disclaimer “forward looking” statements



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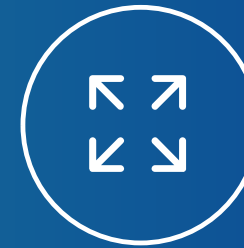
Mach7 is a clear market leader in the provision of a **complete enterprise imaging solution**, encompassing imaging data management (vendor neutral archive and data administration tools), departmental workflow applications and a powerful enterprise and diagnostic viewer for the viewing of digital images across all healthcare specialties.



Mach7 is in a strong financial position **with significant contract wins in FY 2022 across multiple market segments including community care facilities, Independent Delivery Networks (IDNs) and channel partnerships.**



Our technology has continued to be enhanced with upgrades that deliver increased functionality for our customers. New releases of the Mach7 solution show continued product innovation from our talented software engineers which makes it more attractive to the market.



Will continue to extend our product portfolio, maintain our business flexibility and allow our customers a level of vendor independence through innovation that makes them even more successful in the delivery of high-quality patient care.



Record Sales Order growth (TCV)

first half 22.1M
+\$11.3M or 206% PCP*



Significant contract wins from US premier healthcare providers –

Advocate Aurora \$4.4M
Trinity Health \$11.2M



Record EBITDA

\$3.1M
+\$6.3M or 192% PCP



Contracted Annual Recurring Revenue (CARR)

\$16.8M
+6% (24% annualized) on
Q421 \$15.8M



Record Revenue Growth

\$14.3M
+\$7.2M or 102% PCP



Annual Recurring Revenue (ARR)

\$13.4M
providing 64%
coverage of operating
expenses



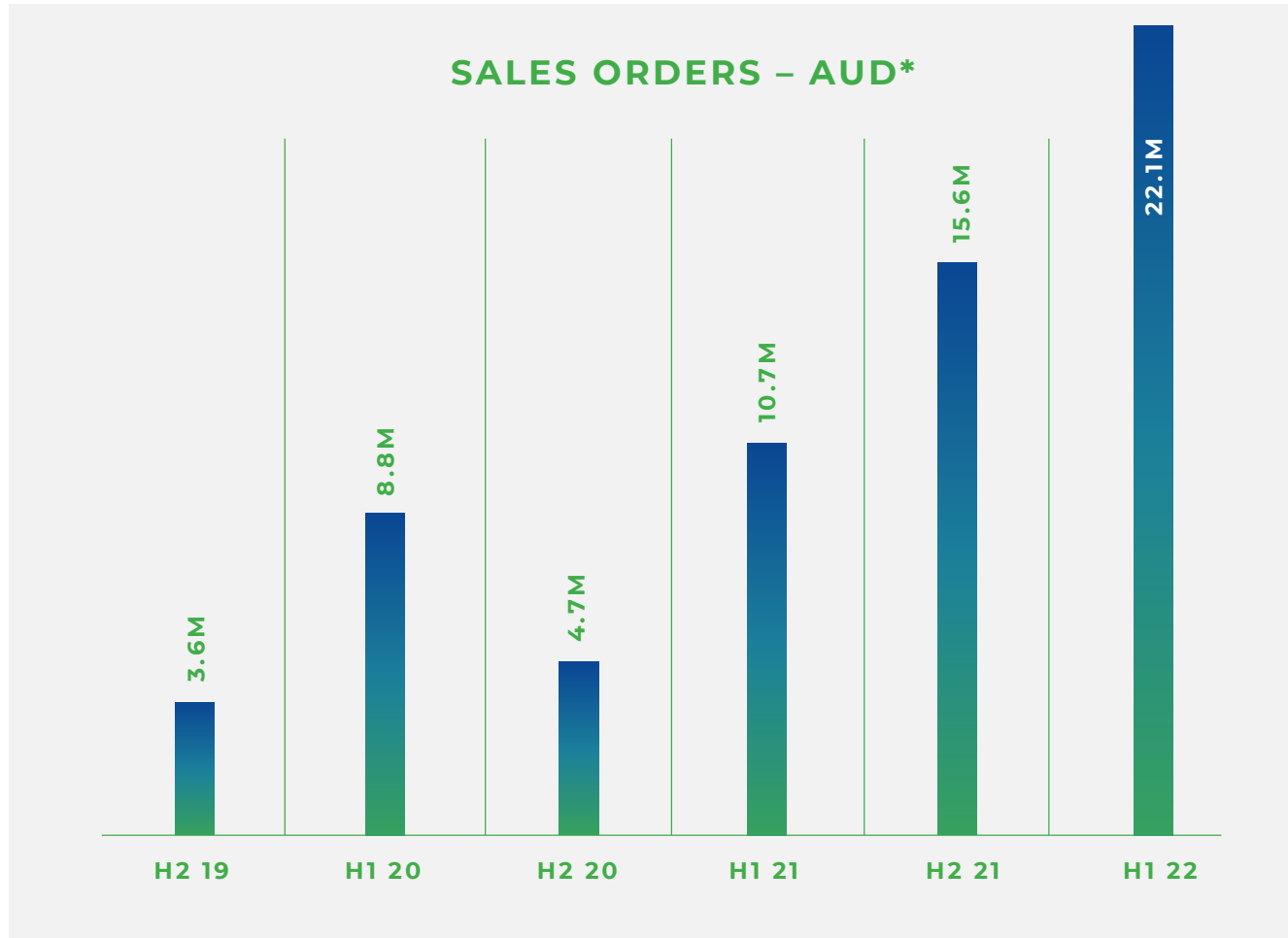
Strong financial position

\$20.2M cash
+\$5.8M or 40% PCP
and no debt



Net Operating Cash Inflow

\$3.0M
driven by record Sales
Orders & Revenue



*FX rates normalized across the half years.

Highlights:

- Sales growth is continuing to build from a record FY21 of \$25M
- \$22.1M sales orders 1H FY22 (up 206% from \$10.7M PCP).
- Pipeline is continuing to build with an increasing interest coming in the form of tenders and channel partnerships
- A mixture of market segments has demonstrated the flexibility of the Mach7 portfolio
- High demand for Enterprise Viewing solution to enable teleradiology in COVID environment
- Channel Partners with the eUnity viewer are an important part of sales growth moving forward

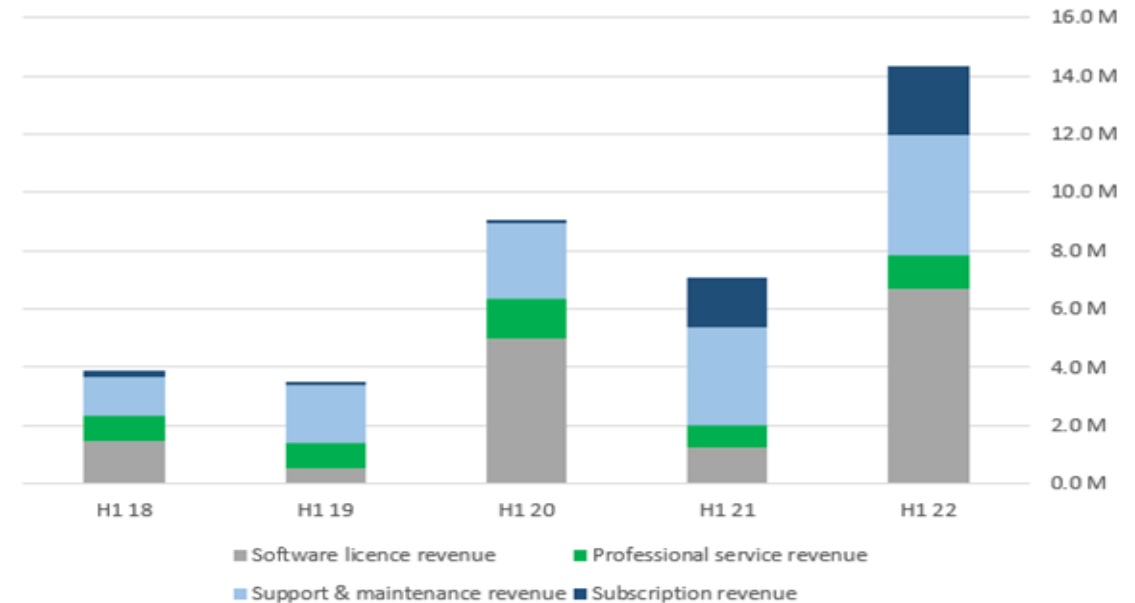
Strong Revenue growth across all segments

Highlights:

- +100% growth in both Diagnostic Viewing (eUnity) and Data Management (VNA) segments
- Recurring revenue (Subscription revenue, Support & Maintenance revenue) \$6.5M, up 27% from \$5.1M PCP
- Software Licences revenue (capital deals) \$6.7M, up 447% from \$1.2M PCP
- Service revenue \$1.1M, up 48% from \$0.8M PCP
- Achieved CY21 revenue goal of \$27M (on constant currency basis)
- 2H Sales Orders will continue to drive revenue growth:
 - Cabell (\$2.1M TCV)
 - Penn State (\$1.9M TCV)
 - Trinity wave 1 & 2 (\$1.6M TCV)

	1H 2022	1H 2021	% Change
Enterprise Diagnostic Viewing (eUnity)	5.4 M	2.7 M	100%
Enterprise Data Management (VNA)	8.9 M	4.4 M	102%
Total	14.3 M	7.1 M	102%

Revenue Split - Half Year



Improved Gross Margins & synergies realized will increase profitability for 2H 22

	1H 2022	1H 2021	% Change
Revenues	14.3 M	7.1 M	+102%
Distributor Fees	0.5 M	0.3 M	+48%
Gross Margins %	97%	96%	
Operating expenses	10.7 M	8.3 M	+29%
EBITDA	3.1 M	(3.2 M)	192%

Highlights:

- Gross margins will continue to improve as 3D capability is developed in-house
- Operating expenses of \$10.7M for 1H expected to increase for 2H from salary actions taken to retain talent
- Recurring revenue is providing 64% coverage of operating expenses
- Continued revenue growth expected to contribute to positive EBITDA for 2H

Frost & Sullivan



**2021 Global Enterprise
Imaging Solutions Product
Leadership Award**

Industry Tech Insights



**2021 Top 10 Companies
Revolutionizing
Healthcare**

CIO Review



**2021 Top 20 Most
Promising Workflow
Solution Providers**

The Best in KLAS report recognizes software and services companies who excel in helping healthcare professionals improve patient care.



KLAS surveys' healthcare IT customers (providers) throughout the calendar year and releases its final findings in Q1 of the following calendar year. That is, Best in KLAS 2022 is based on data accumulated through data surveys and insights in CY 2021.



A Best in KLAS award signifies to the healthcare IT industry the commitment and partnership that the top vendors should provide.



The Best in KLAS report recognizes software and services companies who excel in helping healthcare professionals improve patient care.



All rankings are a direct result of the feedback of thousands of customers and providers over the last year.

Best in KLAS is highly competitive and based on customer experiences and satisfaction. The goal of most healthcare IT providers is to be listed in the “Solution Comparison” section as these are the healthcare IT companies that have reached the minimum customer survey threshold and scored high enough to be ranked as one of the best for their competitive field.

While “Best in KLAS” designates the #1 overall rank based on weighted scores, being positioned in the top 4 is considered the best of the pack and creates tremendous visibility in the markets as the IT companies that present the best value and customer satisfaction.

Best in KLAS
2022 Report



#2

Industry Performer

Universal Viewer

Best in KLAS
2022 Report



#3

Industry Performer

Vendor Neutral Archive

CIO
Bulletin



50 Most Influential
Companies of the Year 2022

To be published in April 2022

Best in KLAS 2022-
Universal Viewer

- #2

 Vaulted to #2 overall ranking in Market
- #1

 Held the #1 spot for most of CY 2021
- #1

 Currently (as of Feb 9, 2022) in #1 rank
- 95%

 Notable performance is a 95% score for “Would you buy again.” Industry average is 84%





Best in KLAS 2022 - VNA

- #3** Mach7 springs out of Limited Data segment to #3 in performance “Solution Comparison” listing.
- 👍** Mach7 goes from 7 to 18 distinct site survey respondents showing significantly increased customer engagement and attachment.
- 🏆** Outperforming similar size and type vendor competitor (Hyland- Acuo).
- 🏆** Beating out large legacy PACS vendors including GE, Agfa and Philips.

Growing optimism

Growing optimism within the Healthcare IT sector. Emphasized by continued M&A consolidation and the dependency of clinicians to work remotely with technology



Strong sales performance

Strong 1H, which we expect to continue in 2H. New sales team gaining traction in a high-growth industry. Continued revenue growth expected to contribute to positive EBITDA for 2H



Award-winning products

Highly acclaimed products being recognised in the marketplace, resulting in increased traction



Building up our business

FY2021 was about building up our business in a sustainable way. In FY22 our focus turned to our customers needs and creating an inclusive product roadmap to shape our long-term product direction



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