

16 May 2023

ASX ANNOUNCEMENT

2023 Annual General Meeting – Chairman and CEO Addresses

In accordance with ASX Listing Rule 3.13, attached are the Chairman and CEO Addresses together with the presentation slides, which will be delivered at the IMEXHS Limited Annual General Meeting commencing at 11.00 am today.

Authorised for release by the Board of IMEXHS Limited.

-ENDS-

For more information, please contact:

Business Inquiries

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About IMEXHS

IMEXHS Limited (ASX: IME) is an innovative provider of medical imaging software and radiology services in 18 countries including Colombia, the US and Australia. Founded in 2012, IMEXHS develops software as a service (SaaS) imaging solutions that includes a Picture Archiving and Communications System (PACS), a Radiology Information System (RIS), a Cardiology Information System (CIS) and an Anatomical Pathology Laboratory Information System (APLIS). Its solutions are completely cloud-based, vendor neutral and zero footprint, with no need for installed software. The IMEXHS products are designed to increase productivity and save money for end users, with a scalable platform that enhances patient outcomes. For more information, [visit www.imexhs.com](http://www.imexhs.com)

Headquarter Australia

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Offices USA

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IMEXHS Limited

Annual General Meeting

16 May 2023

Chairman's Address

As investors know, 2022 was a challenging year for markets. Midway through the year the world started to come out of its response to the Covid pandemic with countries moving at different speeds but with all central banks and government fiscal policy stimuluses still propping up economies and encouraging demand.

Unsurprisingly, we saw accelerating inflation across the board touching every aspect of economies. Most countries went into and through 2022 with strong employment. Adding to the encouragement of interest rates at record lows and fiscal generosity we saw ongoing supply chain disruption as a hangover from Covid together with global tensions and Russia's attack on Ukraine all of which have contributed to inflation returning to levels not seen for many years. The response in the 3rd and 4th quarters as we know was increased interest rates around the world though not much in the way of fiscal tightening.

The impact on asset values has been a re-rating across the board of public markets and of assets held in private equity and venture capital. Also, the number and value of transactions have sharply decreased. We saw pre-profit tech stocks fall and capital availability become limited.

Against the backdrop of dynamic market conditions and prudent decision-making, the Board and Management implemented a cost optimisation project to enhance profitability while preserving robust growth prospects. The project, executed during Q2 and Q3 of 2022, targeted operating and software development costs, with a total reduction in Opex and Capex expenses amounting to approximately \$250K per month. As we monitor performance in the upcoming year, we will assess opportunities for additional investment in product or market expansion."

The company raised capital of \$4m in August and Board members strongly supported that raise as did shareholders. Raising modest amounts of capital is not particularly efficient but under the circumstances necessary. Board members ceased to be paid cash fees from 1 April 2022 and are paid in shares.

The cost out project has been accompanied by decisions to pursue those product and market development projects that had a near term path to profit. The changes allow us to continue to strongly support customer service and to grow markets where we were confident, we could do so profitably. That has involved some hard decisions. The cost of direct sales teams in new markets is substantial. We had made progress in the USA, but we could not continue to support the cost of a team there. Consequently, we have, for the time being, withdrawn from that market as a direct sales operation though we will of course continue to support our current customers in the USA.

So, what does our strategy look like going forward?

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Our strength is in Latin America, and we continue to see good growth in the key markets. Our sales of IMEXHS Cloud have mostly been through our partner program and mostly outside of Colombia. We do have direct sales and support in Mexico alongside Partners and our growth there accelerated in 2022. We have entered the Brazilian market with Partners and are making good progress across Central and South America. We will sell into other markets both opportunistically and strategically as appropriate.

All our software sales in Latam outside of Colombia are priced in USD or in a relevant strong currency such as AUD or Euro. This policy has been in place for some time however the revenue now priced in these currencies is growing and becoming of substance. In 2022 software revenue of 31% was priced in hard currencies which is translated into COP or local currency at the spot rate. We expect that share written in USD will continue to rise.

Our customers love our software - it meets the highest functional needs, easy to use, lowers their operating cost, fast to install and integrates with clinic and hospital systems. You can see the acceptance and use of our software through the growth metrics of number of studies, volume of data storage and the number of radiologists and other clinicians using our tools. Similarly, the growth in studies reported through RIMAB shows the strength of our offering.

Since our acquisition of RIMAB in October 2021, we have successfully integrated their services into our operations and eliminated any potential conflicts of interest. Although this has simplified our business management, we still face challenges in separating our accounting processes into distinct business units for software and radiology services.

The acquisition has provided an outstanding showcase for our software, and RIMAB will continue to expand in Colombia while exploring new opportunities in nearby markets. We are confident that our combined expertise and resources will enable us to deliver exceptional radiology services and technology solutions to even more customers in the years to come.

The fourth quarter of 2022 and the early weeks of 2023 saw sales in line with plan of software and new contracts for radiology services which will provide us with a strong start to 2023.

During the year, the management team continued to evolve with some good hires. Management has addressed many important matters during the year including key areas of price structure, client commitment, implementation process, pace and discipline, collections, development program and its pathway to profitability, better defined go-to-market and target markets and operating cost.

As we move through 2023 and can demonstrate profitable growth we will, where appropriate, invest in further growth opportunities.

I want to thank the directors and management for their effort and support during 2022 and we enter the new year with confidence in the direction the company is pursuing.

I will now invite our CEO Dr German Arango to address the meeting and provide a business update.

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CEO's Address

Good morning, it is a pleasure to present the CEO's address for our 2023 Annual General Meeting.

I am based in Bogota but was pleased to visit Sydney and Melbourne last month to meet IMEXHS clients and shareholders and provide an update on the company's progress.

Today we will be discussing the latest developments of IMEXHS, a company with two businesses that aim to democratize access to medical expertise. Most of the material we are going to outline was covered in our annual results but I will touch on post year end trading and events. We have lodged the pack which I will speak to on the ASX. If you can't see our screen you might want to get that pack in front of you.

As shown on slide 7, the first business of IMEXHS is the provision of innovative, cloud-based, medical imaging software solutions. The second business is outsourcing imaging facilities and teleradiology to hospitals and medical facilities.

Turning to slide 8. IMEXHS has expanded its global footprint to 18 countries, with 449 sites and used by more than 3,000 radiologists. It has also established 35 distributors in 15 countries. In terms of radiology, IMEXHS operates in Colombia, Spain, and Mexico, with 35 radiology centers and over 150 in-house radiologists.

Moving on to the FY22 Business Highlights on slide 9, IMEXHS has demonstrated the scalability of its business across different geographies, with an attractive product and disruptive business model.

The company is now focused on generating positive earnings and cash flow, with a focus on sales within Latin America and product development projects that have a path to profitability in the near term. At least for the time being, IMEXHS has pulled back from costly direct sales efforts in the USA.

IMEXHS has reported FY22 revenue of \$17.1m, up 28% on a year-over-year basis and 34% on a constant currency basis. It has also reported an underlying EBITDA loss of (\$0.1m) and annualized recurring revenue of \$19.7m, down 4% on a year-over-year basis but up 8% on a constant currency basis after choosing to exit a customer with a poor payment record.

IMEXHS has implemented a cost-out project to address the cash cost to the company and improve EBITDA and cash levels.

Turning to slide 10, the operational highlights. As I mentioned, the Company successfully implemented a cost-reduction plan during FY22.

At 31 December 2022 IMEXHS had an ARR of \$3.5m from 169 active customers both billing and contracted but not yet billing. IMEXHS Enterprise and IMEXHS Cloud have been installed in 449 sites worldwide at this date.

Software contracts in Latin America and outside of Colombia are all priced in USD (31% of FY22 Software Revenue). Contracted orders in deployment will contribute positively in 2023, with steady expansion of software sales across Latin America.

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IMEXHS has also been awarded a new expanded three-year contract with major hospital group Colsubsidio, for the outsourcing of its entire radiology services network at increased prices and additional services.

It has renewed a contract with Colombia's National Police Force, with a price increase of 15%, increasing ARR to A\$1.3m.

IMEXHS has signed a new three-year RIS/PACS Enterprise software contract with Mexico's Social Security Institute with ARR of ~A\$340,000 to A\$440,000.

On slide 11. IMEXHS's path to profitability has included a cost-out project that decreased run rate operating and software capex costs by circa \$250k per month with a view to moving the company to cash positive.

Market and product development projects that did not have a clear pathway to profitability were halted. Commencement of some major projects has been deferred until late 2023.

This included, at least temporarily, closing IMEXHS's office in the USA and focusing on Latin America. The effect has been driving increased margins and no significant impact on operations. The strategic vision and direction of IMEXHS are on course to be realized.

The next slide, number 12, shows the FY22 Financial Highlights of our company. Allow me to share with you some of the key numbers that we have achieved over the past year.

Firstly, our Sales Revenue has increased by 28% year on year, and by 34% on a constant currency basis, bringing the total to \$17.1 million. Our Annual Recurring Revenue (ARR), on the other hand, has seen a slight decrease of 4% year on year, but an increase of 8% on a constant currency basis, amounting to \$19.7 million.

Moving on to our EBITDA, we are proud to say that we have improved significantly from a loss of \$3.0 million in FY21 to a loss of \$0.8 million in FY22.

Our Underlying EBITDA has also seen a significant improvement, from a loss of \$1.4 million in FY21 to a loss of only \$0.1 million in FY22.

In terms of Debt, we have managed to reduce it to \$1.1 million from \$2.4 million as of 31 December 2021. Meanwhile, our Closing Cash has decreased to \$1.9 million from \$4.2 million at 31 December 2021.

Overall, we are pleased with the progress we have made in the past year and we remain committed to continuing this positive trend.

Slide 13. I am pleased to present to you the FY22 Business Unit Results of IMEXHS. Our software primarily relates to sales of IMEXHS Enterprise and growing IMEXHS Cloud business.

Our revenue has increased by 28% year on year, and our Annualized Recurring Revenue (ARR) has gone up by 30%. Under Radiology, we have RIMAB, along with other services related to outsourcing radiology

on-premise or remotely using IMEXHS software. Our revenue has also increased by 28% year on year, although our ARR has gone down by 21%.

Turning to slide 14, current trading and update. The company recently announced a Famisanar contract with ARR of \$1.1 million, which commenced operations and billing in February.

We also announced in April 2023 a radiology services contract with ARR of \$0.75m won with Grupo Avidanti which commenced within that month.

The company is also experiencing a continued increase in USD billing for software, including now several customers in Colombia being billed in USD and all software customers outside Colombia.

Software implementation is making sound progress, although the choke point is usually the customer's infrastructure and readiness.

Trading so far this year has been encouraging and the number and value of contract discussions are promising, but closing always takes longer than initially proposed by the customer.

Despite reducing software development Capex, the company has an exciting development program through 2023 and beyond, some of which is commercial in confidence.

There is an opportunity to deliver, both growth and financial performance off the reset cost base in front of us.

The company has a solid team, that is well-focused and understands the need to deliver commercially.

Q1 2023 saw the company achieve planned sales, move into cash and EBITDA positive territory with reduced debt.

Slide 15. Our software development strategy and priorities. Our goal is to prioritize high impact development that can help us increase margins, revenue, reduce costs, and deliver a competitive edge. To achieve this, we have several projects in the pipeline that we believe will provide significant benefits to our company and our customers.

One of our key projects is the PACS: new architecture to reduce at least 50% of storage cost. This project is currently under deployment, and we believe that once it's fully implemented, it will help us reduce our storage costs significantly.

Another important goal we have, is to create a single unified medical imaging platform that will provide us with a clear competitive advantage. We plan to deliver this platform by 2024, and we believe that it will help us streamline our operations and improve the overall quality of our services.

In addition to these projects, we're also launching several new products, including DICOM and Modality Worklist Gateway, which is a new product that is no longer hardware-based. It's now delivered as software, which will increase the speed of installation and provide seamless integration with modality worklist, resulting in a 30% reduction in implementation time.

We're also introducing a new Viewer with Walkthrough and Oblique MPR features, and Aquila 4.0, which will include several enhancements. Our new Portal version, 3.01 will have role selection, share report, mobile optimization, updated viewer, and about label.

Moreover, our Enterprise Imaging & Imexhs Cloud will now have a basic workflow creator, Single-Sign-On feature, centralized reporting of studies per customer, and user management for partners. All of our products will have improved localization (EN, PG, ES), improved security, and fixes to improve support of the top 10 issues, with a reduction of the number of tickets by 50%).

Turning to slide 16. Looking ahead to FY23, our plan is to stay cash positive and focus geographically on software development that can deliver revenue, margin improvement, and competitive edge in the near term.

Finally, we are encouraged by the early trading in 2023 and have a healthy level of sales activity and engagement.

In closing, I would like to extend my sincere thanks to the directors for their guidance, as well as the whole IMEXHS team for their efforts. And thank you to our shareholders for your continued support.

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Annual General Meeting

16 May 2023

Board of Directors



Doug Flynn
Non-Executive
Chairman



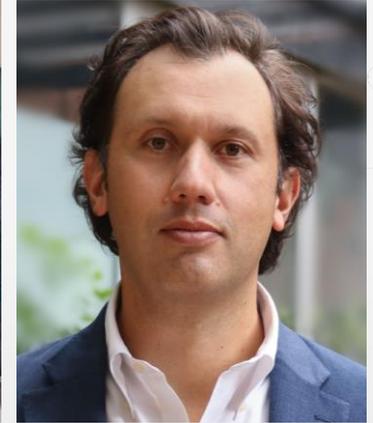
Carlos Palacio
Non-Executive
Director



Dr Doug Lingard
Non-Executive
Director



Damian Banks
Non-Executive
Director



Dr German Arango
CEO & Managing
Director

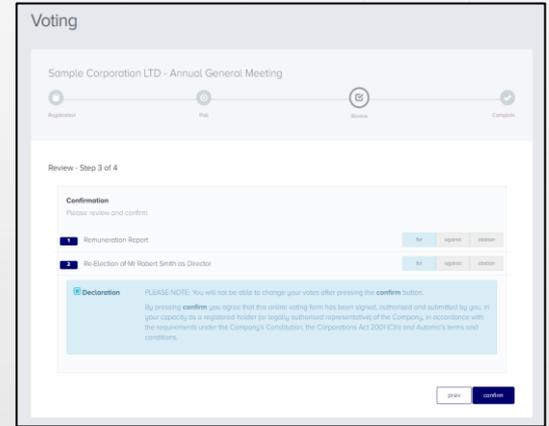
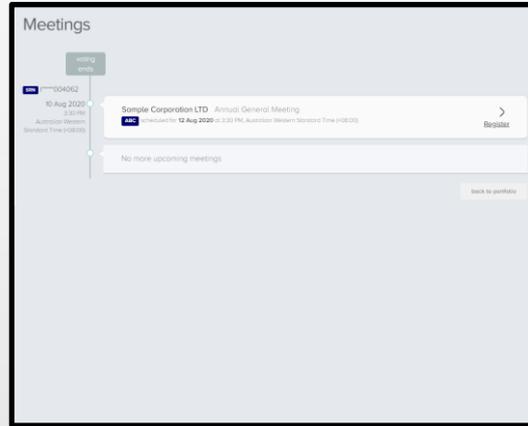
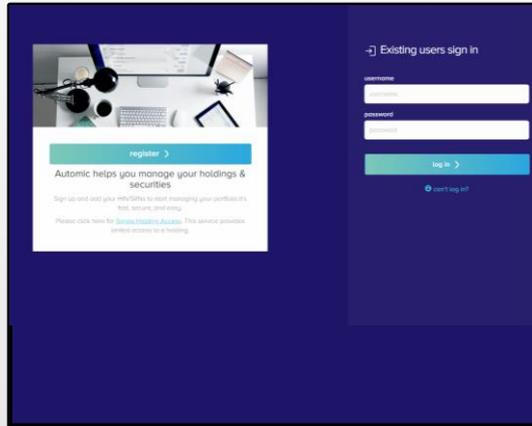
Registration & Voting

1. Log in or register at:

<https://investor.automic.com.au/#/home>

2. Click view and register your attendance for the meeting

3. Record your vote. Once you confirm it is lodged and final



To contact support:

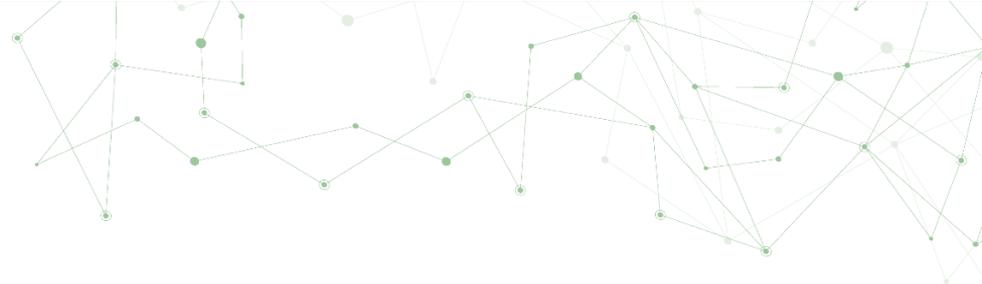
Call 1300 816 159 or open live chat from the Investor Portal

Agenda

2023 AGM



- 1. Introductions**
- 2. Chairman's Address**
- 3. CEO's Address**
- 4. Business of Meeting**
- 5. Resolutions & Proxy Vote Results**





Chairman's Address

Doug Flynn

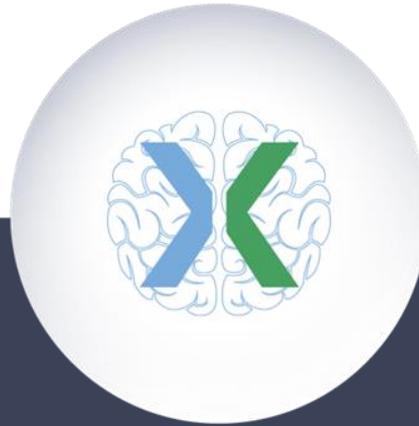


CEO's Address

Dr German Arango

One Company with two businesses aimed at democratising access to medical expertise

imexHS



Medical Imaging Software

Provider of innovative, cloud-based, medical imaging software solutions

Radiology Services

Outsourcing of imaging facilities and teleradiology to hospitals and medical facilities

Expanding global footprint



Software

18 countries; 449 sites

3,000+ radiologists

35 distributors in 15 countries

Radiology

Colombia, Spain and Mexico

35 radiology centres

150+ in-house radiologists

Business Highlights



- *The Company has demonstrated the scalability of the business across different geographies with an attractive product and disruptive business model and now is focused in generating positive earnings and cashflow.*
- *Focus is on sales within Latin America and those product development projects that have a path to profitability in the near term.*
- *At least for the time being, pulled back from costly direct sales efforts in the USA.*

FY22 Revenue of \$17.1m, up 28% on pcp and 34% up on constant currency

FY22 Underlying EBITDA loss of (\$0.1m)

Annualised Recurring Revenue of \$19.7m, down 4% on pcp; up 8% on constant currency after choosing to exit a customer with poor payment record

Path to Profit
Cost out project addressed the cash cost to the company and improvement at the EBITDA and Cash level

FY22 Operational Highlights

- Successful implementation of a **cost reduction plan** completed
- Continued sales momentum for **IMEXHS Cloud** with an ARR of \$3.5m from 169 active customers at 31-Dec-22
- IMEXHS Enterprise and IMEXHS Cloud installed in **449 installations worldwide** by 31-Dec-22
- Software contracts in Latam and outside of Colombia are **priced in USD** (31% of FY22 Software Revenue)
- Contracted orders in deployment will **contribute positively** in 2023
- Steady **expansion** of software sales across Latam
- Awarded **new expanded 3-year contract** with major hospital group Colsubsidio, for the outsourcing of its entire radiology services network at increased prices and additional services
- **Renewed contract** with Colombia's National Police Force, with price increase of 15% increasing ARR to A\$1.3m
- Signed new **3-year RIS/PACS Enterprise software contract** with Mexico's Social Security Institute with ARR of ~A\$340,000 to A\$440,000

Path to Profitability

- Cost out project had the effect of decreasing run rate operating and software capex costs by circa \$250k per month with the view to moving company to cash positive
- Market and product development projects that did not have a clear pathway to profitability were halted. Commencement of some major projects has been deferred until late 2023
- This included, at least temporarily, closing our office in the USA and focus on Latam.
- The effect has been driving increased margins and no significant impact on operations
- Strategic vision and direction on course to be realised



FY22 Financial Highlights

imexHS

Sales Revenue¹

Up 28% yoy
Up 34% on a constant
currency basis³

\$17.1m

Annual Recurring Revenue (ARR)

Down 4% yoy
Up 8% on a constant
currency basis

\$19.7m

EBITDA

vs (\$3.0m) in FY21

(\$0.8m)

Debt

Vs \$2.4m at 31
December 2021

\$1.1m

Closing cash

vs \$4.2m at 31
December 2021

\$1.9m

Underlying EBITDA²

vs (\$1.4m) in FY21

(\$0.1m)

1. Financial results include RIMAB Results from 1 October 2021
2. Underlying EBITDA excludes the impact of FX, share based payments, transaction costs for the RIMAB acquisition and any one-off costs in relation to the cost-out program.
3. Constant currency basis assumes FY22 results are converted at the average foreign exchange rate for FY21. This removes the impact of changes in currency rates and allows comparison of IMEXHS's underlying operating performance.

FY22 Business Unit Results

The logo for imexHS, with 'imex' in blue and 'HS' in green, is positioned in the top right corner of the slide. The background features a network of green lines and dots.

\$M	Software	Radiology	Corporate	Total
Revenue	6.4	10.7	-	17.1
Underlying EBITDA	1.1	0.7	(1.9)	(0.1)
ARR	9.2	10.5	-	19.7

- Software primarily relates to sales of IMEXHS Enterprise and growing IMEXHS Cloud business
 - Revenue up 28% yoy
 - ARR up 30%
- Radiology includes RIMAB along with other services related to outsourcing radiology on-premise or remotely using IMEXHS software
 - Revenue up 28% yoy
 - ARR down 21%

Current Trading & Update

- Famisanar contract with ARR of \$1.1m announced on 6 March 2023 and commenced operations during February.
- Radiology services contract with ARR of \$0.75m won with Grupo Avidanti and commenced in April 2023
- Continued increase in USD billing for software including first customer in Colombia billed in USD.
- Sound progress in software implementation - choke point is usually customer infrastructure and readiness.
- The number and value of contract discussions is promising but closing always takes longer than initially proposed by the customer.
- Despite reducing software development Capex, exciting development program through 2023 and beyond. Some of which is commercial in confidence.
- Opportunity to deliver both growth and financial performance off the reset cost base.
- Overall solid team, well focused, that understand the need to deliver commercially.
- Q1 2023 saw the company achieve planned sales, move into cash and EBITDA positive territory with reduced debt.

Software development

Strategy & Priorities

- **Prioritize high impact development**, to increase margins, revenue, reduce cost and/or to deliver a competitive edge.
- **PACS**: new architecture to **reduce** at least **50% of storage cost** (currently under testing)
- Goal of a **single unified medical imaging platform** will deliver a clear competitive advantage.

Delivered in 2022

- **DICOM and Modality Worklist Gateway:v1.2** new product, no longer hardware, now delivered as software reducing speed of installation, seamless integration with modality worklist (30% reduction of implementation time)
- **Viewer: Walkthrough, Oblique MPR**
- **Aquila v4.0**: Lateral and contrast studies, critical cases, NPS measurement, and Analytics
- **Portal v3.01**: Role selection, share report, mobile optimization, updated viewer and about label
- **Enterprise Imaging & Imexhs Cloud**: basic workflow creator, Single-Sign-On feature, centralized reporting of studies per customer and user management for partners
- All products with improved **localization** (EN, PG, ES), improved **security**, and fixes to **decrease support** on top 10 issues (number of tickets reduced by 50%)

FY23 Outlook

Our Plan

- To be cash positive
- Focused geographically for 2023
- Software development to deliver revenue, margin and competitive edge
- Drive revenue growth in Software and Radiology



To be delivered through:

- Cost out project aimed at moving to cash positive and balance sheet sustainability
- Focus on Latam countries – traction and cost of doing business
- Development projects - near term to market and with a path to revenue, earnings, competitive edge and ROI
- Contract wins in late 2022 and expected in early 2023 plus implementation of contracts not-yet-billing will contribute to revenue and growth.
- Healthy level of sales activity and engagement.
- Early trading in 2023 is encouraging

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Business of Meeting



Resolutions & Proxy Vote Results

Financial Report

The logo for imexHS, featuring the text 'imexHS' in a blue sans-serif font. The 'i' and 'm' are lowercase, while 'e', 'x', 'H', and 'S' are uppercase. The 'H' and 'S' are significantly larger than the other letters. The logo is positioned in the top right corner of the slide, partially overlapping a decorative network of green lines and dots.

To receive the financial report of the Company and the reports of the Directors and of the Auditors for the financial year ended 31 December 2022.

Q&A

Resolution 1: Remuneration Report

“That, for the purposes of section 250R(2) of the Corporations Act and for all other purposes, the Remuneration Report for the financial year ended 31 December 2022 as disclosed in the Company’s Annual Report be adopted.”

Proxy votes

For	Against	Open
6,721,615	99,066	36,833
98.02%	1.44%	0.54%

Resolution 2: Re-election of Director

“That, for the purpose of Article 6.3(c) of the Constitution, ASX Listing Rule 14.5, and for all other purposes, Mr Douglas Flynn, a Director, retires by rotation, and being eligible, is re-elected as a Director of the Company.”

Proxy votes

For	Against	Open
14,022,952	35,526	36,833
99.49%	0.25%	0.26%

Resolution 3: Approval of Issue of Securities under the Long-term Incentive Plan

“That, pursuant to and in accordance with Listing Rule 7.2 (Exception 13(b)) and for all other purposes, Shareholders approve the IMEXHS Limited Long Term Incentive Plan (the Plan), and the grant of the Incentive Securities and the issue of underlying securities under the Plan, on the terms and conditions in the Explanatory Statement. .”

Proxy votes

For	Against	Open
6,715,990	104,892	36,632
97.94%	1.53%	0.53%

Resolution 4: Grant of Options to the Chief Executive Officer

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 162,182 Options to the Managing Director & CEO, Dr German Arango, under the Plan on the terms and conditions set out in the Explanatory Statement.”

Proxy votes

For	Against	Open
6,714,190	106,692	36,632
97.91%	1.56%	0.53%

Resolution 5: Grant of Options to Non-Executive Director Mr Damian Banks

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 39,726 Options to Non-Executive Director, Mr Damian Banks, under the Plan on the terms and conditions set out in the Explanatory Statement.”

Proxy votes

For	Against	Open
6,714,190	106,692	36,632
97.91%	1.56%	0.53%

Resolution 6: Grant of Options to Non-Executive Director Mr Douglas Flynn

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 79,453 Options to Non-Executive Director, Mr Douglas Flynn, under the Plan on the terms and conditions set out in the Explanatory Statement.”

Proxy votes

For	Against	Open
6,764,190	56,491	36,833
98.64%	0.82%	0.54%

Resolution 7: Grant of Options to Non-Executive Director Dr Doug Lingard

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 39,726 Options to Non-Executive Director, Dr Doug Lingard, under the Plan on the terms and conditions set out in the Explanatory Statement.”

Proxy votes

For	Against	Open
6,764,190	56,491	36,833
80.13%	0.67%	0.44%

Resolution 8: Grant of Options to Non-Executive Director Mr Carlos Palacio

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 39,726 Options to Non-Executive Director, Mr Carlos Palacio, under the Plan on the terms and conditions set out in the Explanatory Statement.”

Proxy votes

For	Against	Open
6,714,190	106,491	36,833
97.91%	1.55%	0.54%

Resolution 9: Approval of 10% Share Placement Capacity

*"That, for the purposes of ASX Listing Rule 7.1A and for all other purposes, Shareholders approve the Company having additional capacity to issue Equity Securities up to 10% of the issued capital of the Company (at the time of the issue) (**10% Share Placement Capacity**) calculated in accordance with the formula prescribed in Listing Rule 7.1A.2 and on the terms and conditions set out in the Explanatory Statement."*

Proxy votes

For	Against	Open
13,965,287	94,691	36,833
99.07%	0.67%	0.26%

Disclaimer

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Annual General Meeting

16 May 2023