

9 October 2023

## MACH7 INVESTOR DAY PRESENTATION

Mach7 Technologies Limited (“Mach7” or the “Company”) (ASX:M7T), a company specialising in innovative medical imaging software solutions, provides the attached presentation for the Investor Day being held today from 8.30-11am AEDT.

Investors can register for the briefing via the following link:

[https://mach7t.zoom.us/webinar/register/WN\\_EYnhMa0gQz2BKf7UMfJ8Yg](https://mach7t.zoom.us/webinar/register/WN_EYnhMa0gQz2BKf7UMfJ8Yg)

A recording of the Investor Day will be available after the event on Mach7’s Investor Relations website (<https://www.mach7t.com/about-us/investors>).

**Released on authority of the Board by:** Mike Lampron Managing Director and Chief Executive Officer

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**About Mach7 Technologies:**

Mach7 Technologies (ASX:M7T) is a medical imaging systems provider that develops innovative image management and viewing solutions for healthcare organisations. The core of these offerings is the Mach7 Enterprise Imaging Solution, encompassing Enterprise Data Management, Enterprise Diagnostic Viewing and Diagnostic Workflow applications. Mach7’s Enterprise Data Management solution, consisting of a powerful Vendor Neutral Archive (VNA) and data administration tools, allows for the fast storage, access, retrieval and viewing of images across a healthcare network with connectivity to the Cloud. In July 2020, Mach7 acquired Client Outlook and the eUnity Enterprise Diagnostic Viewing technology to augment Mach7’s Enterprise Data Management and Diagnostic Workflow applications. eUnity is a zero-footprint, FDA-approved, image viewing solution that makes images accessible on any workstation. This offers healthcare professionals consolidated access to all patient images and data, ensuring clinical staff have timely access to the right information to diagnose and treat patients. Uniquely, the company also gives customers independence to deploy its solutions either on a component basis or in a unified comprehensive platform. Mach7 has built a global network of diverse customers that range from expansive Integrated Delivery Networks, National Health Systems, medical research facilities, and large academic medical institutions to regional community hospitals, private radiology practices, and independent provider groups. Visit [Mach7t.com](https://www.mach7t.com).





# Mach7 Technologies Investor Day

9 October 2023

Mach7 Technologies  
ASX: M7T



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- >> Welcome & Overview** **Mike Lampron, CEO**
- >> Sales Overview** **David Madaffri, COO**
- >> VNA Demonstration** **Jeff Hastings, Technical Sales Manager**
- >> Clinical Demonstration** **Kristi Creasey, Senior Clinical Specialist**
- >> Q&A**

# Welcome & Overview

Mike Lampron, CEO



**Mach7 Technologies develops innovative image management and viewing solutions that form the core of an integrated enterprise imaging ecosystem.**

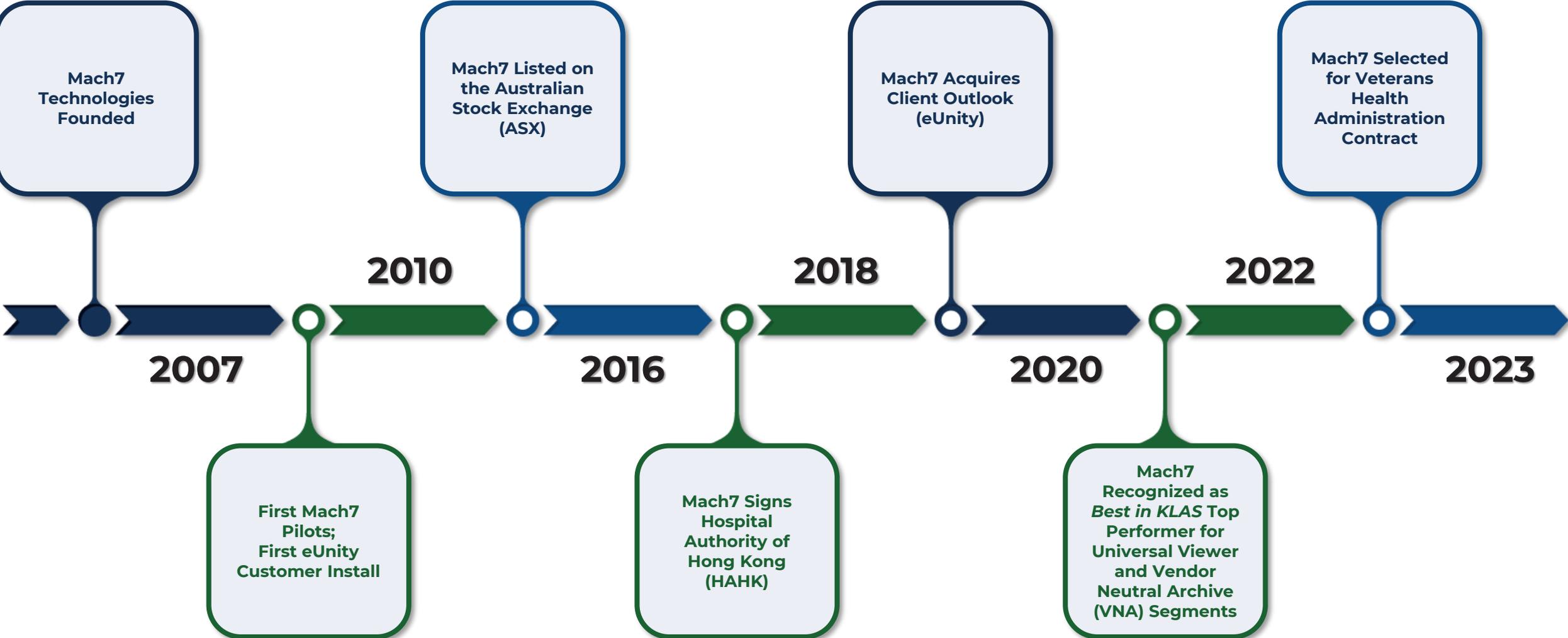
We give healthcare organizations the independence and flexibility to deploy our solutions according to their needs, either through individual product components or via a unified, comprehensive end-to-end enterprise imaging platform.

In this way, we help our customers to;

- improve efficiency
- achieve operational cost savings
- leverage their existing IT investments
- improve the experience for patients and medical professionals and
- support healthier outcomes.



# Mach7 History – Key Milestones



## AI Market Dynamics:

- According to Signify Research, the **medical imaging AI** market was estimated at US\$576 million and is forecast to reach almost **US\$1.75 billion** by 2027
- **Major drivers** for the use of AI in medical imaging include the increasing number of imaging procedure volumes creating additional workload for radiologists as well as the introduction of new reimbursements for AI adoption in the US.
- **M&A activity** has commenced with 9 acquisitions in the last year, including pharmaceutical giant, Bayer, acquiring Blackford Analysis, and ultrasound modality vendors GE Healthcare and Philips acquiring Caption Health and DIA Imaging Analysis respectively.
- Barriers remain for widespread adoption of AI with **reimbursement limited** across all clinical segments, especially beyond the US; a **lack of evidence** demonstrating the health economic benefits, including return-on-investment for providers; and the **regulatory process** to enable commercialisation of algorithms is lengthy and expensive for AI vendors.

## AI Ready - Data Storage, Management & Orchestration

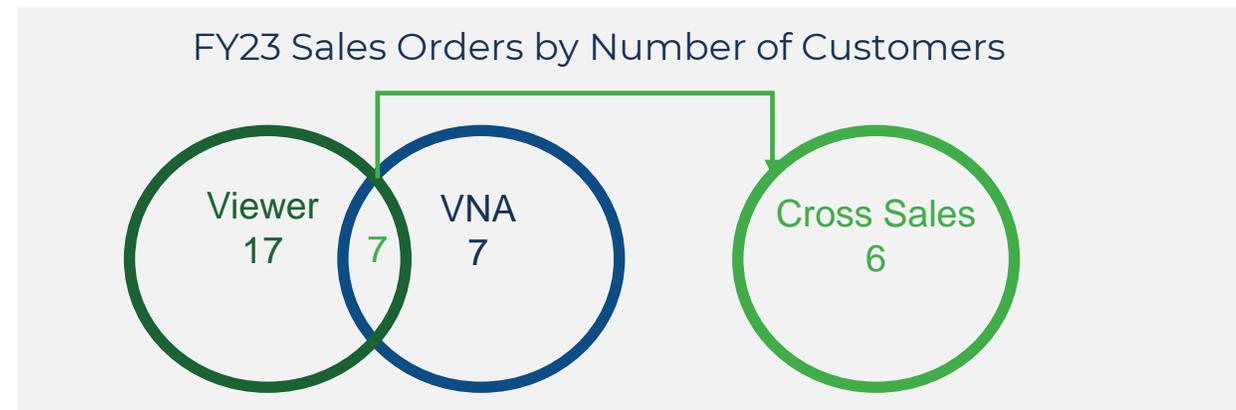
Deployment, integration, data depth, data management and data orchestration are key requirements for AI enablement



Mach7 VNA	Mach7 Data Pool
Total contracted annual studies archived (new studies only):	>30,000,000
Annual study range (smallest to largest customer):	10,000 to 6,500,000
Migrated studies are also stored in VNA (examples of large migrations):	22.6M, 16M studies, 300 TB etc.

## ClientOutlook Acquisition Impact

- Acquisition Date: 14 July 2020
- Acquisition cost: \$35M
- Revenue at Acquisition: \$8M
- Single product – eUnity Diagnostic Viewer
- Previously a tender partner with Mach7 VNA
- Previously Mach7 was a reseller of eUnity Viewer
- Complete product suite – front & back-end post FY20
- FY23 sales order value predominantly VNA + Viewer or cross-selling of Viewer to existing VNA customers
- Sales pipeline has grown 4-fold since acquisition



1. Excludes Professional Services component of sales orders. "Cross Sales" means the customer had one product then bought the other; "VNA + Viewer" means the customer bought both products together.



**Record Sales Orders (TCV)<sup>1</sup>**  
**\$40.3M**  
 +\$7.1M or 21% on PCP<sup>2</sup>



**Record Revenue**  
**\$30.1M**  
 +\$3.0M or 11% on PCP



**CARR<sup>3</sup>**  
**\$20.6M**  
 +\$3.6M or 21% on PCP  
**\$24.8M** at July 2023



**ARR<sup>4</sup>**  
**\$17.0M** run rate  
 +\$2.6M or 18% on PCP  
**\$17.7M** run rate July 2023



**New contracts in high growth market**  
 Akumin  
 Nuvodia  
 VHA & DIA in Q1 FY24



**EBITDA (adjusted)<sup>5</sup>**  
**\$2.5M**  
 -\$1.3M or -34% on PCP



**NPAT**  
**-\$1.0M**  
 +\$3.1M or 75% on PCP  
**NPATA<sup>6</sup>**  
**\$7.2M**  
 +\$2.8M or 61% on PCP



**Strong financial position**  
 Cash: **\$23.4M** 30 June 23  
**\$25.9M** 3 July 23  
 no debt

1. TCV – Total Contract Value; 2. PCP – Prior Corresponding Period; 3. CARR: Contacted Annual Recurring Revenue; 4. ARR: Annual Recurring Revenue; 5. EBITDA adjusted for foreign exchange impacts and non-cash share-based payments; 6. NPATA: (Net Profit After Tax and before Amortisation) is NPAT adjusted for amortisation of acquired intangibles

## Fragmentation opportunities

- Fragmented imaging market with long-time legacy vendors losing market share.
- Dynamics continuing to skew toward ambulatory from acute care settings.
- Opportunities created for Mach7's enterprise imaging products which serve both markets.



## Complex opportunities

- More complex reading environments and remote workforces becoming the norm.
- Enterprise imaging strategies require innovation and interoperability to give hospital networks and private groups a simplified image management and diagnostic viewing solution from any location.



## Renewal opportunities

- Large FY24 renewal program will provide the opportunity to re-price and extend license terms.
- Generating additional revenue in some cases and extending contract life cycles in other cases.



## Sales pipeline opportunities

- Largest and most diverse pipeline of sales opportunities in Mach7 history.

### **FY24 expectations**

- 20% sales order growth
- 15-25% revenue growth
- Lower opex growth than revenue growth
- Cashflow positive in FY24

# Sales Overview

David Madaffri, COO



## Enterprise Data Management

### Vendor Neutral Archive

- ✓ Consolidate **ALL** Images across the enterprise
- ✓ Allows customers to take control of their data
- ✓ Leverage existing I.T. infrastructure
- ✓ Store in native format or wrap in DICOM
- ✓ On-premise or via **Cloud** infrastructure



## Enterprise Diagnostic Viewing

### eUnity Enterprise Diagnostic Viewer

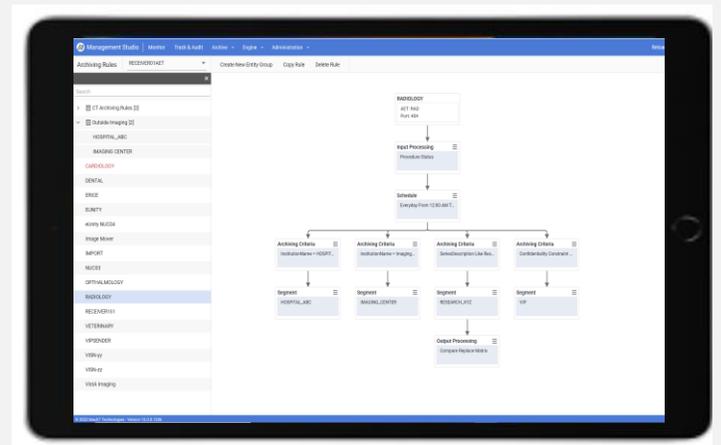
- ✓ Zero Footprint HTML -5 Viewer -100% Fidelity
- ✓ 3D/MIP/MPR/**Mammography**/Pet CT
- ✓ Image enable the EMR
- ✓ Image enablement for downtime PACS solution
- ✓ Research and **A.I.** test platform



## Workflow Orchestration

### Communication Workflow Engine

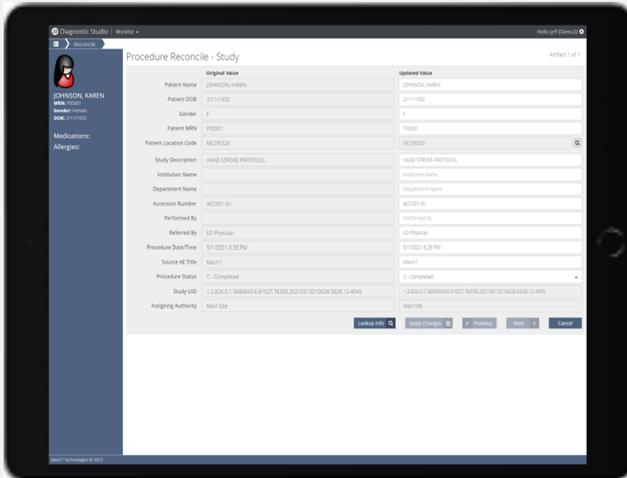
- ✓ Data Normalization through Dicom Tag Morphing
- ✓ Dicom Routing for complex workflows
- ✓ Sophisticated **A.I. Workflow Optimization**
- ✓ Data Anonymization
- ✓ Image Lifecycle Management



## Quality Control

### Extending Radiology Tools to Enterprise

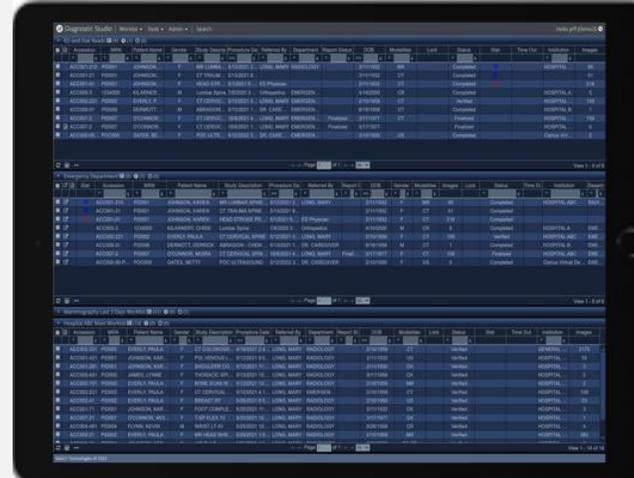
- ✓ Image Quality Control
- ✓ Patient Data Security
- ✓ Optimize Billing Capture



## Enterprise Worklists

### Making Clinicians More Efficient

- ✓ Provide Clinicians with Custom Worklists
- ✓ Streamlines Patient Rounds
- ✓ Provides visualization of all Patient activity



## Viewer Mobility

### Improving Clinician Collaboration

- ✓ Allows Bedside Consults with Patients
- ✓ Seamless Collaboration between Physicians
- ✓ Images Anywhere, Anytime on Demand



## More than 165 customers spanning 15 countries

Hospitals and healthcare entities around the world deploy Mach7's solutions and innovative technologies.

We have built a global network of diverse customers that range from expansive Integrated Delivery Networks, National Health Systems, medical research facilities, and large academic medical institutions, to regional community hospitals, children's health centers and independent provider groups.

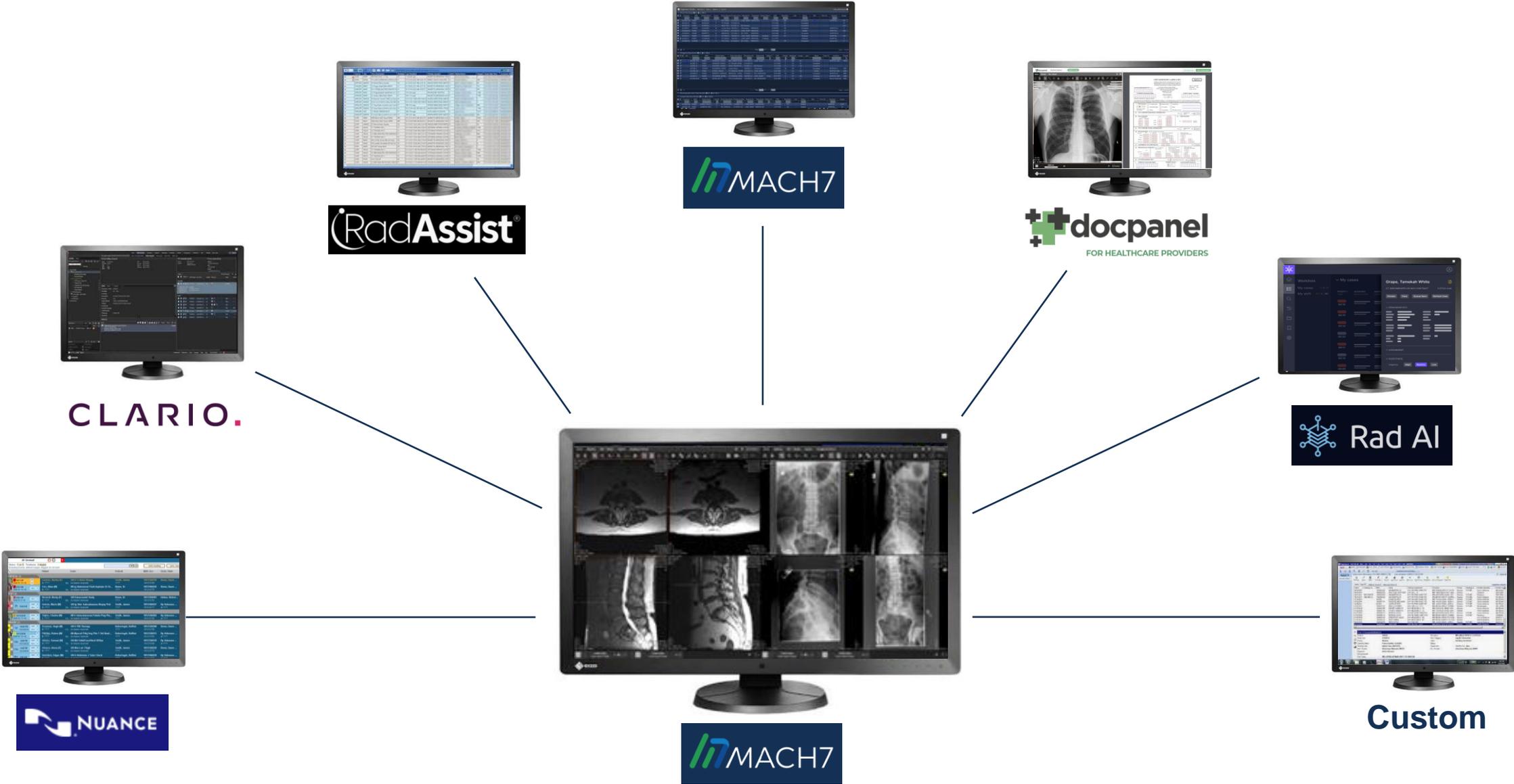


## Partnerships focused on Meaningful Value to Support Patient Care

Augmenting and expanding Mach7's Enterprise Imaging Solution through innovative and collaborative partnerships designed to provide elevated value to healthcare providers around the globe.



# Our Solution – Flexible Worklist Utilisation



## Best in KLAS 2023: Universal Viewer Segment

- #2** Placed #2 overall for second year in a row
- #1** Held the #1 spot for most of CY 2022
- #1** Currently in #1 rank in live data in KLAS\*
- 96%** Notable performance: 96% “yes” response to “Would you buy again.”



## Mach7 VNA (Vendor Neutral Archive)



Ranked alongside large legacy PACS vendors by KLAS including GE, Agfa and Philips.



V12 of the Mach7 VNA being rolled out at customer sites; expected to drive scores up over the coming year.

**CIO, on functionality and upgrades:** “Mach7 Technologies is really configurable. It allows us to do things that other VNAs haven’t been able to do. We interact with other vendors’ VNAs at other locations, and those VNAs don’t have any of the same flexibility that we have in Mach7 Technologies’ system. We couldn’t do what we do without Mach7 Technologies’ system.”  
**Provided to KLAS Research January 2023**

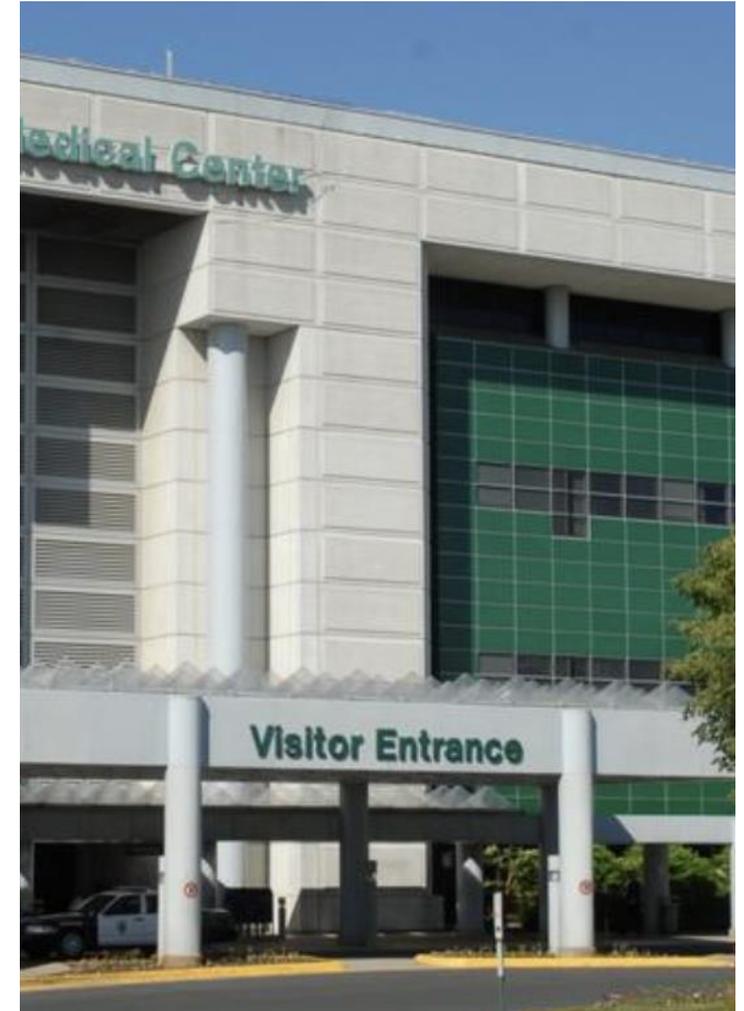
## New customers expand geographic and sectoral footprint

### FY23 Highlights – New Customers Buy Entire Enterprise Imaging Platform:

- **St. Paul's Hospital HK** - a private hospital with ~500 beds and more than 20 departments. The capital contract has TCV of \$1.52M.
- **Nuvodia** - a US radiology and IT service provider focusing on outpatient imaging centres. The subscription contract has a 5-year term with a TCV of \$2.5M.
- **Akumin** – an outpatient radiology service provider with a network of 234 outpatient radiology and oncology centers and approximately 1,000 hospitals and health system clients across 48 states. The capital contract has a 10-year term with TCV of \$16.7M.

### Q1 FY24 Highlights – Public Sector Entry and Outpatient Focus:

- **Veterans Health Administration (VHA)** - National Teleradiology Program (NTP) contract. Phase I will see Mach7's VNA and eUnity viewer solutions form the core of NTP's NextGen PACS and has a potential TCV of \$11.7 million with a 12-month implementation fee period then a fee/study subscription licence over a 3-year term.
- **Diagnostic Imaging Associates (DIA)** – an onsite and teleradiology service provider to public and private radiology departments throughout Oklahoma and surrounding states. The subscription contract has a TCV of \$3.7M and a 5-year term.
- **Hospital Authority of Hong Kong (HAHK)** – 5-year extension of HAHK VNA and eUnity Support and Maintenance and professional services. Total value of extension is \$15.26m with recurring revenue value of \$12.36m (\$2.47m annually). Professional services component of \$2.9m delivered / recognised on as needed basis.



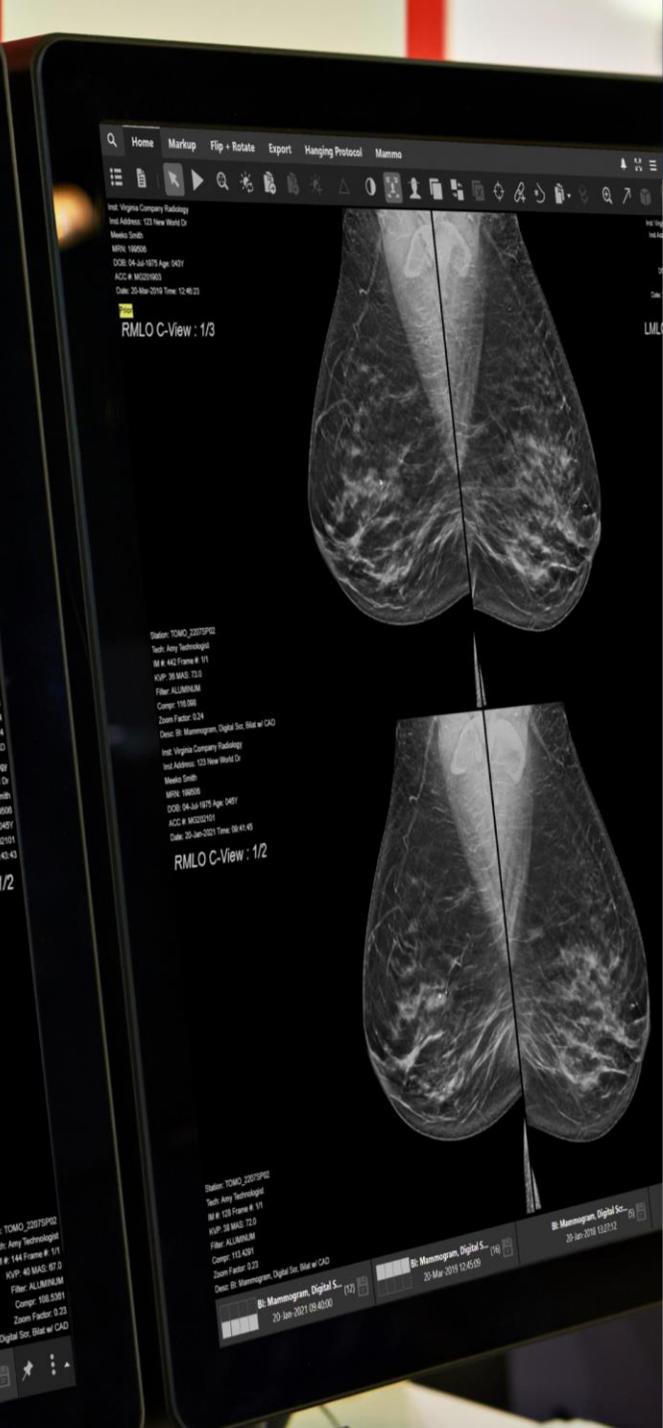
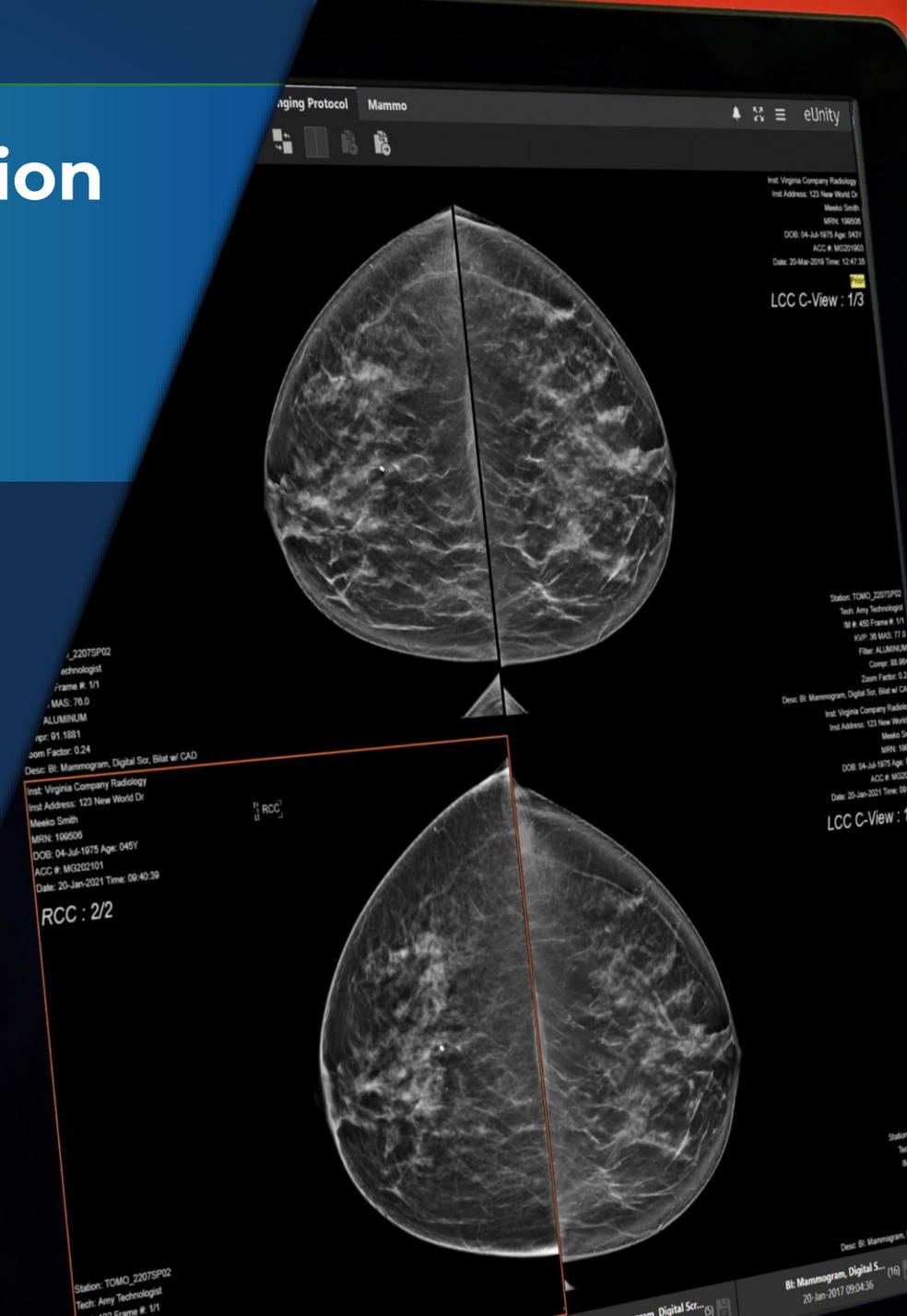
# VNA Demonstration

Jeff Hastings, Technical  
Sales Manager



# Clinical Demonstration

Kristi Creasey, Senior  
Clinical Specialist



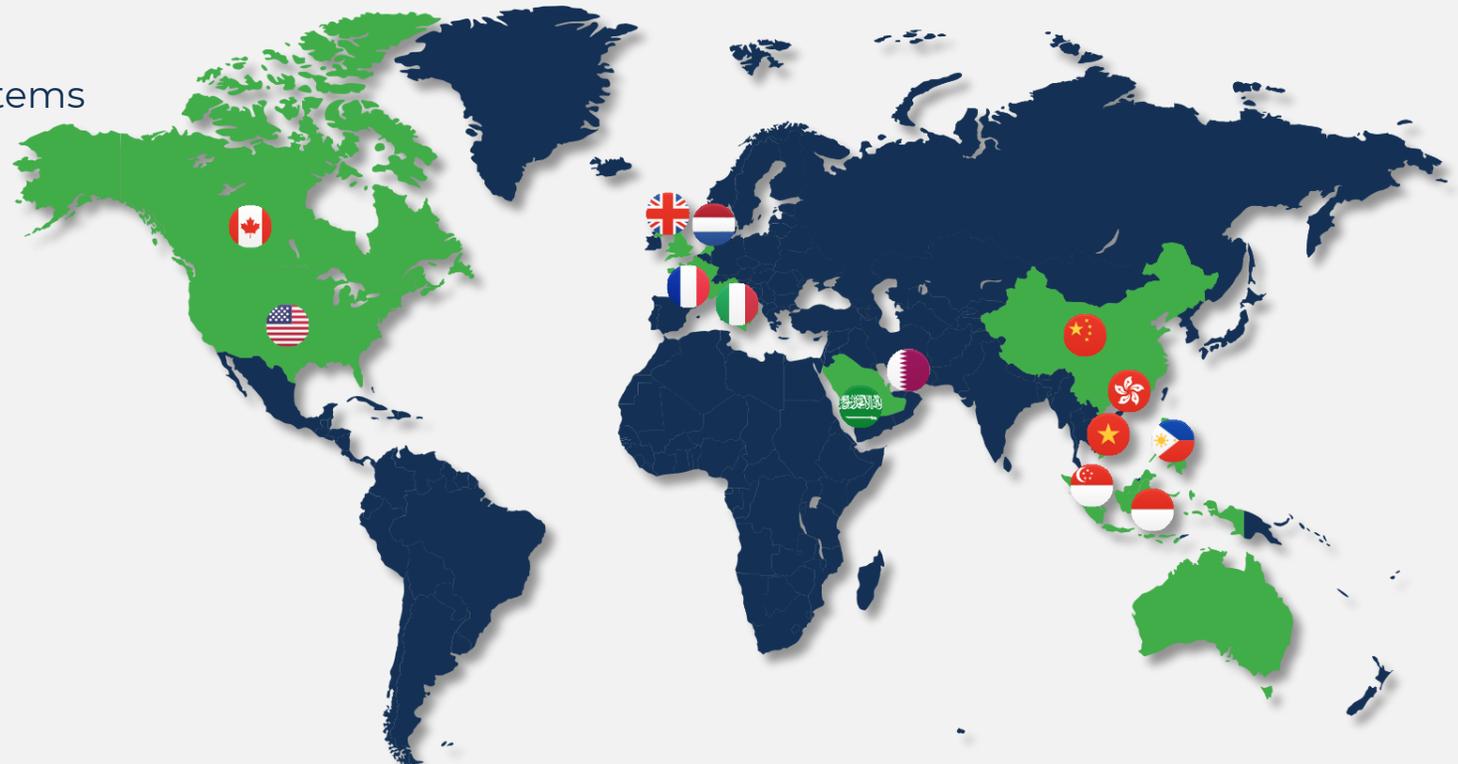
# Questions

# Appendix

## Diverse Market Segments and Global Footprint

- Integrated Delivery Networks (IDNs)
- US public health system (new market in FY24)
- International hospital authorities
- Regional and community hospital systems
- Academic medical institutions
- Medical research facilities
- Independent provider groups
- Imaging Centres
- Teleradiology service providers
- Strategic partnerships
- Children's health centres

165+ Customers in 15 Countries



## Fits Individual Needs

We can fit into customers' existing technology infrastructure or adapt as it changes, such as in the number of servers at a customer site or whether they are centralised, in the cloud, or a hybrid.

## Designed for the Enterprise

The foundation is in the enterprise, not individual departmental systems. The Mach7 platform and its modular software solutions have focused on integration, workflow, scalability, and performance.

## Flexible Workflows

Flexibility of workflows – with an intuitive and graphical interface, users can customise workflows to meet the needs of individual departments and users.

## Lasting Technology

Our software-only solution can stay with customers even as their hardware changes over time. It easily scales to adapt to the customer's changing environment, such as additional sites acquired due to mergers.

## Solves Immediate Needs

The modularity of the solution allows users to implement only the features they absolutely need, and its software-only design is capable of being used on customers' existing IT infrastructure.

## Customer Partnerships

We value our customers' input and have taken measures to ensure open lines of communication to ensure their feedback reaches us.

## Flexible Contract Terms

Mach7's modular solution allows us to offer flexible contractual agreements that fit the varying budgetary needs of healthcare organisations.

## Cutting Edge Technology

Our solutions give organisations a connected, vendor neutral infrastructure built on a modern technology stack that allows them to grow, adapt and innovate.

## Global Company

Mach7 is a global company with a focus on healthcare imaging. Because of our size relative to the biggest industry players, we have the agility and flexibility to adapt quickly.

## The Best in KLAS report recognises 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 2023 is based on data accumulated through data surveys and insights in CY 2022.



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.

Revenue model caters to client funding needs

Flexible revenue model allows for both subscription (“SaaS”) and capital licences, generally on 5-year terms.

Equivalent Contracts:		Capital Licence		Subscription Licence	
Activity/Timing	Fee Type	Revenue Recognition	Contribution CARR/ARR	Revenue Recognition	Contribution CARR/ARR
Sales Order Signed/ Software delivered	Licence Fee	100% eg: \$1M	CARR eg: \$0.2M p.a.	0%	CARR eg: \$2.4M over 5yrs = \$0.48M p.a.
Implementation/ Migration/Training	Professional Service Fee (one-off)	Milestone related eg: \$0.3m	0%	Milestone related eg: \$0.3m	0%
Software Live/ First Productive Use (FPU)	Annual Support Fee (20% of contract value)	20% annually eg: \$0.2M p.a. over 5yrs = \$1M	ARR eg: \$0.2M p.a.		
	Licence Fee			20% annually eg: \$0.048M p.a.	ARR eg: \$0.48M p.a.
	<b>Year 1 Revenue</b>	<b>\$1.5M</b>		<b>\$0.78M</b>	
<b>Total Contract Value (TCV)</b>	<b>Over 5-Years</b>	<b>\$2.3M</b>		<b>\$2.7M</b>	

CARR= Contracted Annual Recurring Revenue: ARR + annual subscription licence fees and annual support fees where customer is yet to reach FPU  
 ARR= Annual Recurring Revenue: annual subscription licence fees + annual support fees recognised as revenue upon the customer achieving FPU  
 TCV= Total Contract Value: capital software licence fee/ annual subscription fee, professional service fees and annual support fees over life of contract;  
 FPU= First Productive Use; SaaS = Software as a Service



# MACH7 UNIVERSITY

- Innovative solution to deliver training that fits work schedules and lifestyles.
- Unlimited attendees and unlimited access to informational videos, instructor-led training courses, and interactive knowledge-sharing sessions.
- Courses are tailored to specific roles, such as System Administrators and Clinical Super-Users. Many courses offer ASRT CE credits to help technologists retain their registry status.
- Predictable forecasting and budgeting of training costs via simple annual subscription.

## Course Catalog Examples

- Clinical Studio Overview
- eUnity 7.0 Overview
- eUnity Mammography
- Hanging Protocols for Administrators
- Mach7 Tech QC
- Universal Worklist Overview
- Advanced Visualization Overview
- DICOM Routing
- eUnity 7.2 New Features
- eUnity System Administrator Overview
- Mach7 VNA V12
- Management Studio for Administrators
- Universal Worklist for Administrators

# Our Leadership Team



**Mike Lampron**  
Chief Executive  
Officer

Mike is the CEO of Mach7 Technologies. With over 20 years of experience in business and operational management for Healthcare IT companies, Mike brings a broad experience ranging from private start-up organizations to established companies such as IBM and GE. Mike was previously the CEO for a National Teleradiology Company and has a proven ability to drive results through a combination of astute analysis, innovative execution, and cross-functional teamwork. Mike is responsible for our customers' success while driving excellence throughout Mach7.



**Dyan O'Herne**  
Chief Financial  
Officer

Dyan is the Chief Financial Officer of Mach7 prior to which she spent seven years in financial controller roles. With the benefit of tenure and leadership positions, Dyan has a deep knowledge of the Company's finances, operations, history and culture. She is a Chartered Accountant with more than 20 years' experience in senior finance roles including with Aon Insurance Managers and PricewaterhouseCoopers immediately prior to joining Mach7.



**David Madaffri**  
Chief Operating  
Officer

David is the Chief Operating Officer of Mach7, having held the role of Global Vice President of Sales previously. David began his career as a Radiologic Technologist and later managed the Imaging Services at Sharp Memorial Hospital in San Diego, CA. After leaving Sharp, he worked in Process Improvement Consulting, Implementation Services, and later Sales for both IDX and GE. For the past 12 years, David has worked for Philips Healthcare in a variety of sales leadership roles. Just prior to joining Mach7, David served as Philips' Vice President of Sales for Enterprise Diagnostic Informatics for North America.



**Ravi Krishnan**  
General  
Manager,  
APAC

Ravi is a founding partner of Mach7 Technologies and is an accomplished image management professional with nearly 2 decades of domain-based experience with the technology intricacies which drive medical imaging. Ravi is a Medical Imaging Informatics and image workflow expert. He has been instrumental in the growth of industry-leading healthcare teams in Asia Pacific including GE Healthcare and Agfa Healthcare. As one of the two co-founders of Mach7, Ravi has built the design philosophy and technical strategy for Mach7.



**Lisa Thompson**  
Vice President,  
Services

Lisa is the Vice President of Services for Mach7, including Professional Services and Client Support. Lisa brings over 18 years of experience in the healthcare software industry working with radiology, cardiology, patient access and enterprise software. Before joining Mach7, Lisa was Senior Director of Professional Services at GE Healthcare and VP Services and Support for QuadraMed/Harris Healthcare. Lisa has led teams responsible for professional services, support, implementation quality, operational excellence, business integration, and process management. Lisa holds a Black Belt in Six Sigma and is experienced in Lean and Change Management.



**Bob Tranchida**  
Vice President,  
Marketing

Bob is Mach7's Vice President of Marketing. With over 25 years of experience in the direct medical provider and healthcare IT space, he is a seasoned expert with vast experience and knowledge in many types of organizations, from IT startups to Fortune 500 organizations like Philips. Bob has held many leadership roles within these organizations, spanning product management, program management, strategic account management and marketing. He brings a deep well of knowledge, passion and energy to the leadership team and is focused on building out Mach7's strategic global marketing programs.



**Andrew Volkening**  
Vice President,  
Product

Andrew is a veteran imaging informatics leader with deep industry knowledge gained from over 20 years in healthcare imaging. He began his career as a Field Service Engineer and became PACS Administrator at Sunnybrook Health Sciences Center, one of Canada's foremost teaching and research hospitals as well as the nation's largest trauma center. Andrew's direct experience managing PACS has given him the unique ability to understand the customer perspective and focus on relevant solutions that address their specific clinical imaging needs. Andrew is also an imaging researcher who has earned awards for his work developing Canadian guidelines for lossy compression.

# Our Board of Directors



**David Chambers**  
Outgoing Non-Executive  
Chairman

David has more than 30 years' extensive experience in the Healthcare and Life Science industry and a proven track record in healthcare IT systems through a series of senior executive roles in Australia, North America, Europe, and Asia. David up until recently acted as Managing Director, Asia-Pacific, of Allscripts Healthcare Solutions, a NASDAQ listed billion-dollar global leader in Healthcare Technology, retiring after close to seven years, on 30th June 2020. Prior to that David was General Manager, Asia and ANZ with Carestream Health. He was former chief executive of ASX-Listed health software business Pro Medicus Limited. David also served eleven years with Agfa Healthcare, including managing their Informatics group in Asia Pacific, and culminating in his elevation to Vice President of Agfa North America.



**Mike Lampron**  
Managing Director

Mike is the Chief Executive Officer and Managing Director of Mach7 Technologies. With over 20 years of experience in business and operational management for Healthcare IT companies, Mike brings a broad experience ranging from private start-up organizations as well as long established companies such as IBM and GE. Mike was previously the Chief Executive Officer for a National Teleradiology Company and has a proven ability to drive results through a combination of astute analysis, innovative execution and cross-functional teamwork. Mike is responsible for our customers' success while driving excellence throughout Mach7.



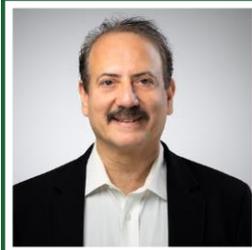
**Philippe Houssiau**  
Outgoing Non-Executive  
Director

Philippe held a variety of executive roles as Partner with PriceWaterhouse and PwC, CEO of Agfa Healthcare, where he transitioned the business from being an Analog Film manufacturing outfit to become a world leader in Imaging and Health IT, CEO of Alliance Medical, the leading European Imaging Services Provider and CEO/Chairman of the Rhapsody Healthcare Interoperability business, now Lyniate. Philippe also ran the CSC/DxC Healthcare business in the UKI and Netherlands and held many board and Chair positions, in Imaging and Healthcare. He currently serves as the CEO of MAK-System, the leading Blood Management Software company and as Chairman of Corilus (Primary Care). Philippe is based in Antwerp, Belgium.



**Rob Bazzani**  
Non-Executive Director

Rob spent 20 years with the global consulting firm KPMG, where he served as Chairman of KPMG Victoria, National Managing Partner for KPMG Australia's Enterprise Division and National Managing Partner for KPMG's M&A Division. Whilst in these roles, Rob was a member of KPMG's National Executive Committee which oversees and is responsible for the Firm's turnover, strategic decision making, profitability and operations. Rob has a demonstrated track record of leading and growing large scale and complex businesses. He has played a significant role in advising clients on commercial matters, corporate governance, M&A and has engaged with Government and Regulators. With extensive experience in corporate advisory, Rob has deep commercial and industry knowledge across financial services, asset and wealth management, property, insurances and consumer & industrial markets.



**Eliot Siegel, MD**  
Non-Executive Director

Dr. Eliot Siegel is the Professor and Vice Chair of information systems at the University of Maryland School of Medicine, Department of Diagnostic Radiology, and the Chief of Radiology and Nuclear Medicine for the Veterans Affairs Maryland Healthcare System. Under his guidance, the VA Maryland Healthcare System became the first filmless healthcare enterprise in the World. He has written over 300 articles and book chapters about PACS and digital imaging and has edited six books on the topic. Dr. Siegel is a fellow of the the American College of Radiology and is a Board member of Carestream Health, a billion-dollar global company in digital radiography and computed radiography systems and serves on numerous advisory boards in medical imaging.



## Contact Us

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This document was authorised for release  
to the ASX by Mike Lampron, Managing  
Director and Chief Executive Officer

Mach7 Technologies

