

13 May 2024

Mach7 Investor Roadshow Presentation

Mach7 Technologies Limited (“M7T” or “the Company”) (ASX:M7T), a company specialising in innovative imaging software solutions, today provides the attached presentation ahead of an investor roadshow by the CEO Mike Lampron in Sydney and Melbourne this week.

Released on authority of the Board by:

Mike Lampron
Managing Director and Chief Executive Officer

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Investor Relations

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About Mach7 Technologies:

Mach7 Technologies (ASX:M7T), founded in 2007, is a medical imaging software company that enables exceptional patient care by empowering healthcare providers to make better informed decisions. Mach7’s Enterprise Imaging Solution comprises Enterprise Data Management, Enterprise Diagnostic Viewing and Departmental 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. Mach7’s eUnity Enterprise Diagnostic Viewing technology is a zero-footprint, FDA-approved, image viewing solution that makes images accessible on any workstation. This, together with Mach7’s Departmental Workflow applications, offers healthcare professionals consolidated access to all patient images and data, ensuring radiologists and clinical staff have timely access to the right information to diagnose and treat patients. Uniquely, the Company gives customers the independence to deploy its solutions either on a component basis or in a unified comprehensive platform. With more than 165 customers across 15 countries, Mach7 has built a global network of customers ranging 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.

Investor Roadshow Presentation

May 2024



Dr Eliot L. Siegel, leading radiologist and
Mach7 Non-Executive Director



Our Purpose

To enable exceptional patient care by empowering healthcare providers to make more informed decisions.

Our Offering

Innovative data storage, management and image viewing solutions for the healthcare enterprise.



Global Company with a Personal Touch



A future-proof solution built on a modern technology stack that allows customers to grow, adapt and innovate.



Personalised customer service and support to ensure product stability, optimal performance and user satisfaction.

Unique Deployment Flexibility



Vendor neutral solutions give independence; modular products allow select deployments.



Capable of being used on existing IT infrastructures to leverage existing investments.



Deploy on premise or in the cloud with integration to the latest technology platforms.

Lasting Technology Built for the Entire Enterprise



A software-only solution designed for the whole healthcare organisation.



A highly performant Enterprise Imaging Platform with robust interoperability and scalability to adapt to changing needs.



A best of breed single universal viewing and data management platform to unify patient records.



Support for telemedicine, teleradiology and tele-mammography workflows.



A secure solution designed to incorporate the latest advanced applications including AI algorithms, analytics and business intelligence tools.

Enterprise Data Management

Vendor Neutral Archive

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



Enterprise Diagnostic Viewing

eUnity Enterprise Diagnostic Viewer

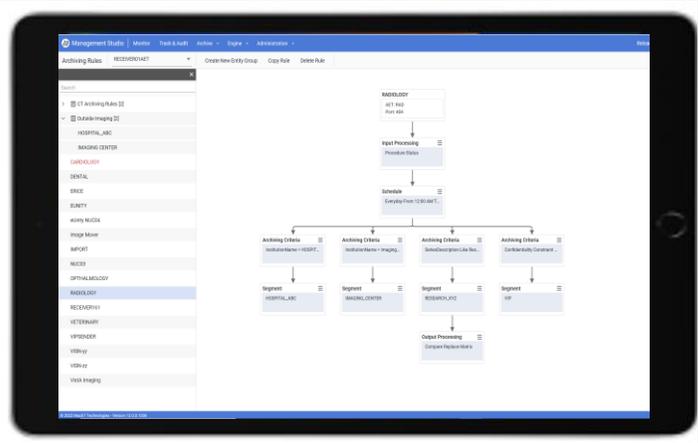
- ✓ Zero footprint HTML-5 viewer; 100% fidelity
- ✓ Virtual aggregation of imaging data across the enterprise
- ✓ 3D/MIP/MPR/**Mammography**/Pet CT
- ✓ Image enable the EMR
- ✓ Image enablement for downtime PACS solution
- ✓ Research and **AI** test platform

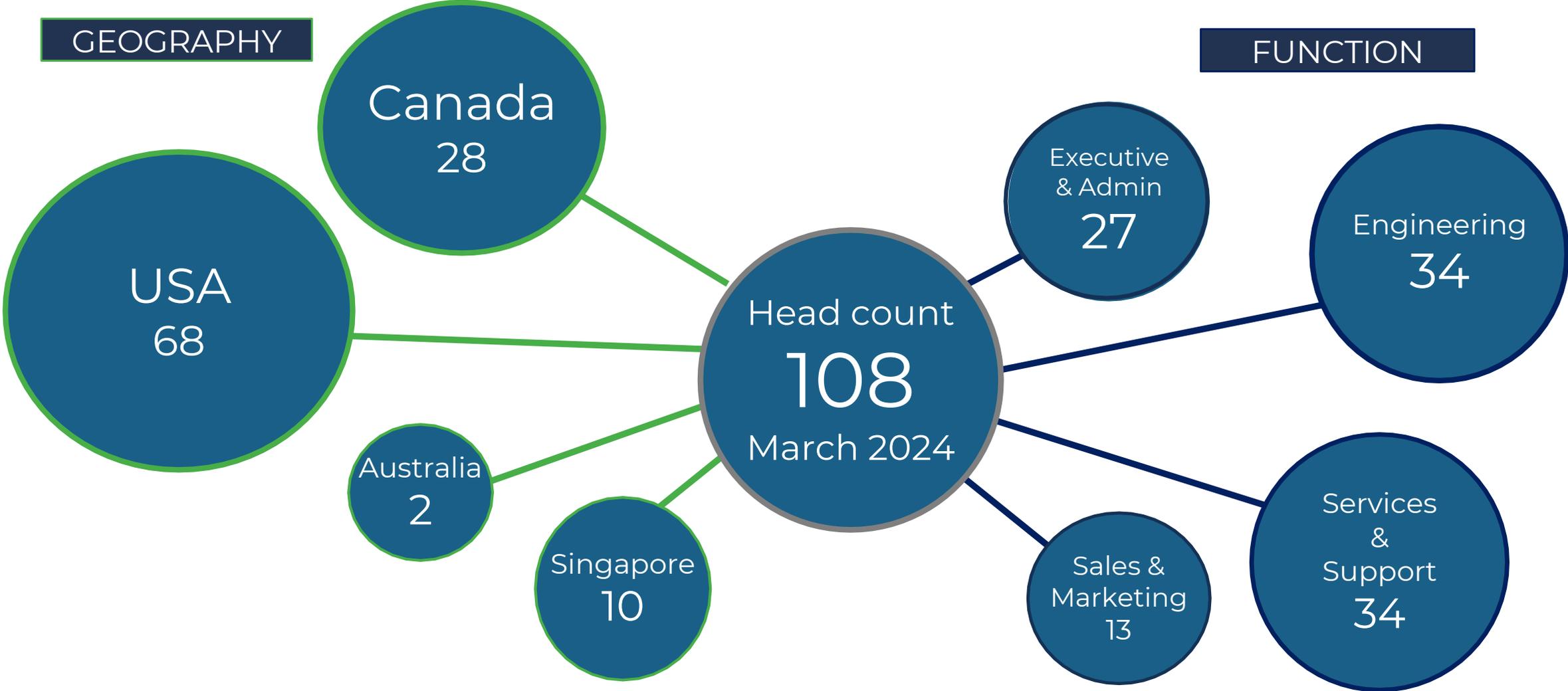


Workflow Orchestration

Communication Workflow Engine

- ✓ Data Normalisation through Dicom Tag Morphing
- ✓ Dicom Routing for complex workflows
- ✓ Sophisticated **AI Workflow Optimisation**
- ✓ Data anonymisation
- ✓ Image lifecycle management
- ✓ HL7 and clinical event-based rules engine







**Record Sales Orders
(TCV)¹**
YTD FY24 A\$56.9M
Q3 FY24: A\$7.4M



CARR²
A\$28.2M
+5% on A\$26.8M
at 31 Dec 2023



ARR³
A\$22.3M run rate
+20% on A\$18.6M
at 31 Dec 2023



**New contracts, strong
renewal program**
VHA, DIA, HAHK,
Sentara, Penn State
Health



**Strong financial position
with no debt**
Cash: **A\$24.8M**
+9% on A\$22.7M
at 31 Dec 2023



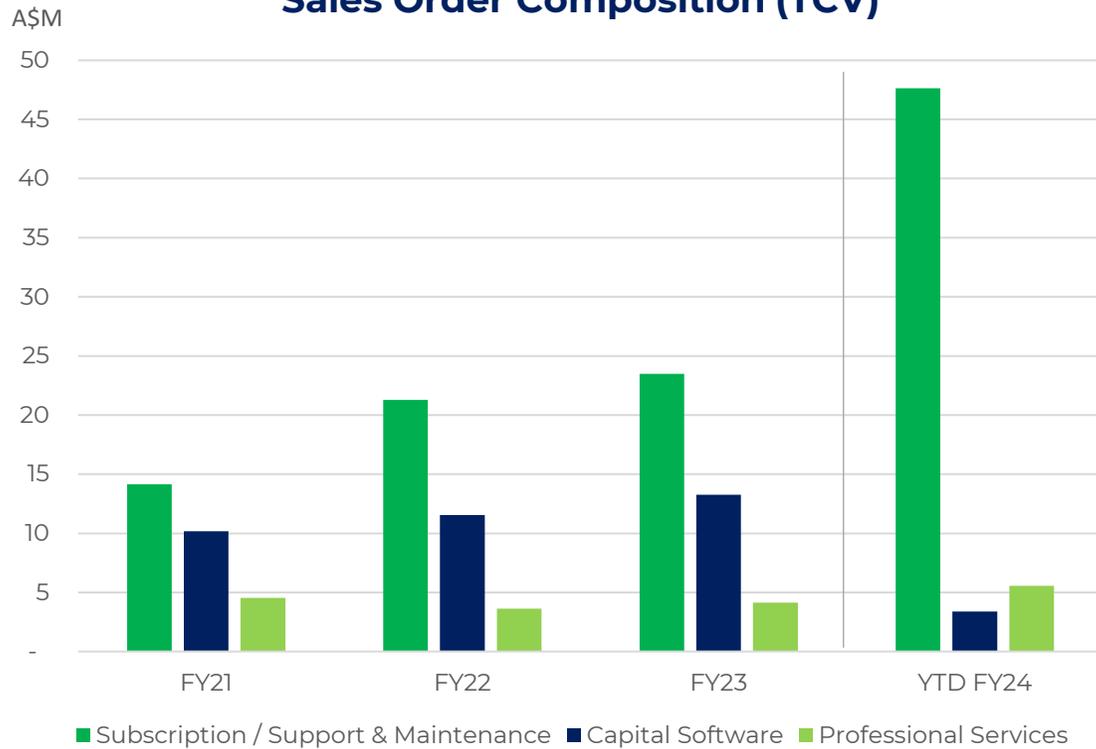
**Renewed Board
Refreshed Strategy**
Innovation focus
Customer centric

Our Momentum - CARR Leading Indicator of Future Recurring Revenue

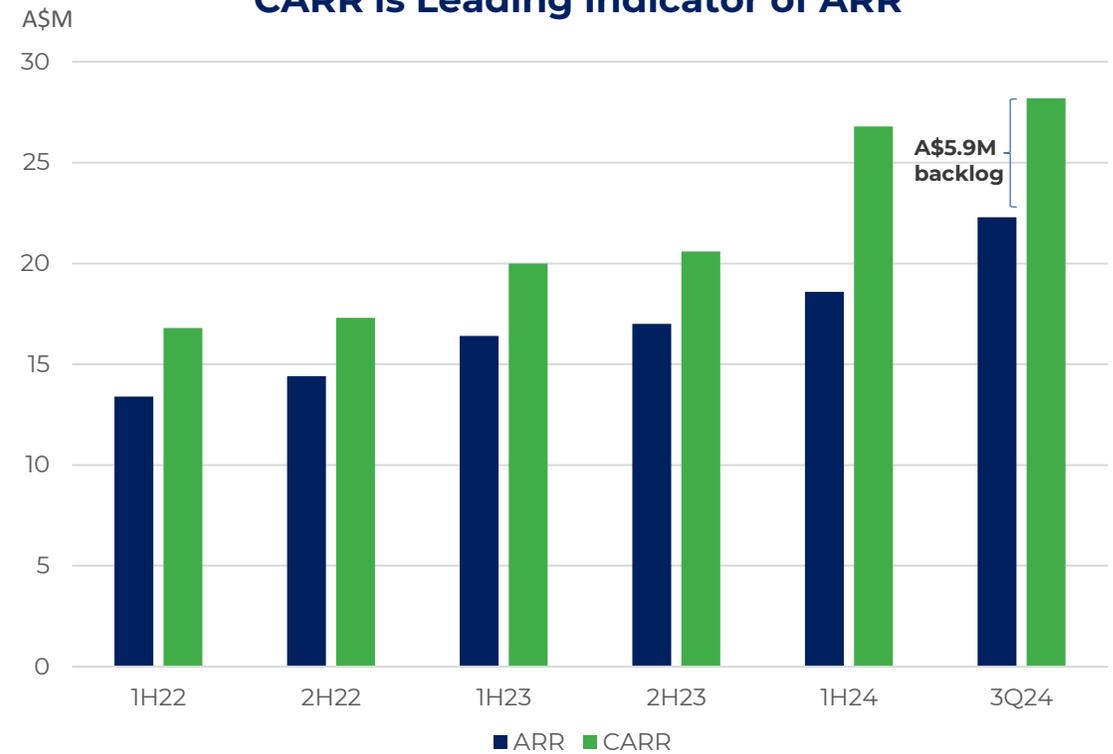


Acceleration in subscription transition to drive future ARR growth

Sales Order Composition (TCV)



CARR is Leading Indicator of ARR



TCV: Total Contract Value;

ARR Run Rate: revenue earned from subscription and maintenance and support fees at the end of March/June/December, annualised;

CARR: ARR Run Rate + annual subscription and maintenance and support fees where FPU or renewal date is yet to occur;. FPU: First Productive Use

Our Business Objectives

- Provide solutions that will compete at the enterprise level in selected market segments; focused on value-based solutions
- Grow recurring revenue, stay grounded in our purpose, and protect our ability to expand into new future revenue streams for profitable growth
- Drive financial KPIs with an eye to profitability
- Leverage our capability to innovate and create a pathway to investment
- Invest in our people, processes and products to further differentiate ourselves from our competitors

Our Product Focus

Product innovation focusing on:

- Cloud enablement (cloud adoption, migration, implementation)
- Service, supportability
- Interoperability

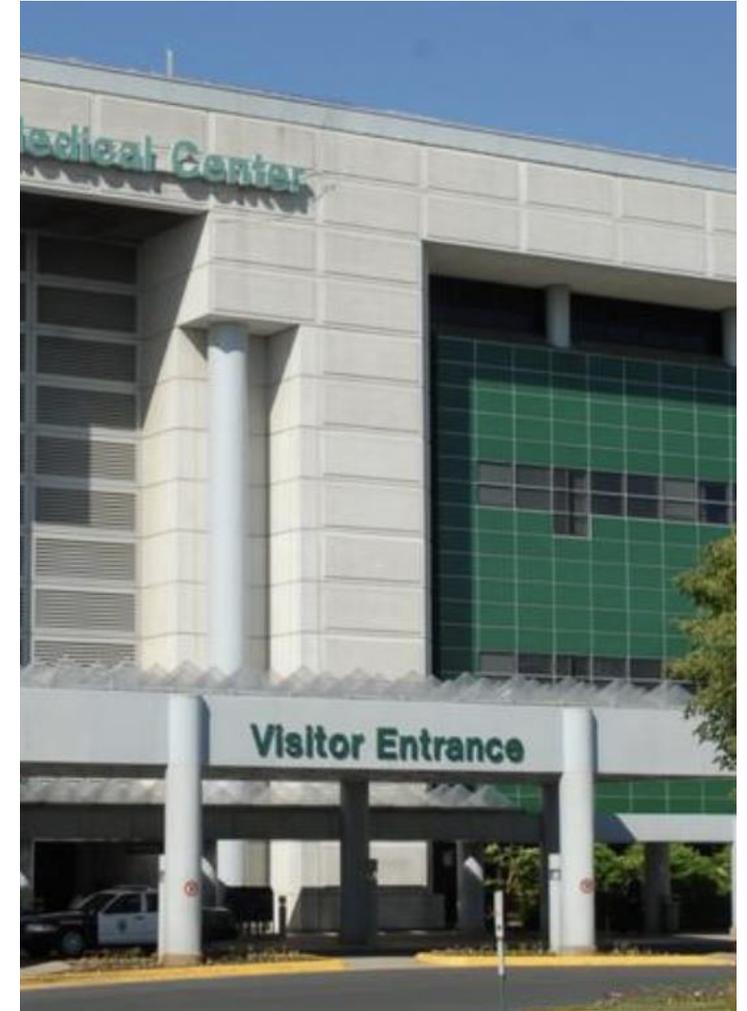
Our Company DNA

Culture of customer intimacy:

- Make our company more customer-centric
- Create an amazing customer support system
- Add extra value for our key customers

Positioning Mach7 for long-term growth

- 1 Record sales orders of A\$56.9M for the nine months to 31 March 2024
- 2 Successful completion of large renewal program creating foundational book of business for medium term
- 3 Strong growth delivers record results for CARR and ARR
- 4 Acceleration in subscription transition to result in high quality recurring revenue providing greater earnings reliability
- 5 Strong financial position with no debt and on track to be cashflow positive in FY24
- 6 Renewed board; refreshed strategy



Fragmentation opportunities

- Fragmented imaging market with legacy modality 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 ambulatory and acute 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.



Product Innovation

- Invest in product innovation to reflect a customer-centric mindset and to increase the scalability of the business.
- Focus on investment in people, process and tools that enable our customers to achieve our purpose of enabling exceptional patient care.



Sales pipeline opportunities

- Following successful completion of largest renewal plan in Mach7's history, focus on net new opportunities in FY25.

FY24 expectations

- Sales orders >A\$60M
- Revenue of A\$27M-\$30M
- Opex growth < 15%
- Cashflow positive in FY24



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



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