28 November 2024

2024 Annual General Meeting
Chair's & CEO's Addresses and Presentation

Mach7 Technologies Limited ("M7T" or "the Company") (ASX:M7T), a company specialising in innovative imaging software solutions provides, in accordance with ASX Listing Rule 3.13.3, the attached documents to be presented at its Annual General Meeting to be held today, Thursday, 28 November 2024:

- Chair's Address;
- CEO's Address;
- Presentation.

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), 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 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.

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ASX Announcement

Forward-looking statements

This announcement may contain forward-looking statements regarding the Company's financial position, business strategy and objectives (rather than being based on historical or current facts). Any forward-looking statements are based on the current beliefs of the Company's management as well as assumptions made by, and information currently available to, the Company's management. Forward-looking statements are inherently uncertain and must be read accordingly. There can be no assurance that some or all of the underlying assumptions will prove to be valid.

All data presented in this announcement reflects the current views of the Company with respect to future events. Forward-looking statements are subject to risk, uncertainties and assumptions relating to the operations, results of operations, growth strategy and liquidity of the Company. To the maximum extent permitted by law, the Company, its officers, employees and agents do not accept any obligation to release any updates or revisions to the information (including any forward-looking statements) in this announcement to reflect any change to expectations or assumptions; and disclaim all responsibility and liability for any loss arising from reliance on this announcement or its contents.

Mach7 Technologies Ltd

Annual General Meeting

28 November 2024

Chair's Address

Before moving to the formal part of the meeting, I would like to provide an overview of the 2024 financial year. I will then hand over to our CEO and Managing Director Mike Lampron.

Mach7 develops innovative management and viewing solutions that form the core of an integrated enterprise imaging system.

Our solutions are highly competitive as they stream disaggregated patient data across the entire healthcare facility, while saving our customers and healthcare professionals time and money. Our products rank highly amongst competitors as judged independently by the KLAS industry rankings.

FY24 has been a transformative year for Mach7 as we laid the foundations for future growth. We executed on a refreshed strategy, further secured our customer base with a record renewal program, continued investment in talent, product innovation and automated processes to enhance service delivery and our market competitiveness.

We achieved our FY24 guidance for sales orders, revenue and opex growth and were cashflow positive, a significant achievement as we transitioned to a predominantly subscription sales model.

We also delivered record results and strong growth in high quality Contracted Annual Recurring Revenue (CARR) and Annual Recurring Revenue (ARR). Note that all amounts I will now refer to are in Australian dollars.

In FY24, Mach7 delivered record sales orders of A$61.3M in Total Contract Value (TCV). This strong result was driven by a large renewal program demonstrating strong retention among Mach7's existing global customer base. Renewals accounted for A$37.5M or 61% of total sales orders, the highest in the Company's history.

Mach7 delivered FY24 revenue of A$29.1M, which was marginally lower on pcp and at the high end of our revised revenue guidance of A$27-30M. The marginal decline was due to the short-term impact of the accelerated subscription transition with 83% of sales orders relating to Subscription Fees and Maintenance and Support Fees.

We generated A$22.0M of ARR, a run rate calculated by annualising revenue earned from Subscription Fees and Maintenance & Support Fees. This run rate was A$5.0M or nearly 30% higher compared to 30 June 2023. ARR will continue to grow as new customers achieve First Productive Use or FPU and existing customers renew at increased rates or achieve FPU on add-ons.

CARR was A$27.9M, up A$7.3M or 35% from 30 June 2023.

Adjusted EBITDA, which excludes unrealised net foreign exchange movements and non-cash share-based payments expense, was -A$2.0M compared to A$2.5M in FY23. This mainly reflected the short-term decline in revenue associated with the subscription transition.

We maintained a disciplined approach to cost management with operating expenditure growth in line with FY24 guidance.

In FY24, Net Profit after Tax and before Amortization was -A$1.2M impacted by the short-term revenue decline from the change to Subscription sales.

Cash receipts were a record A$34.9M and we reported positive operating cash flow of A$3.5M which is a significant milestone in the context of our transition to a largely Subscription sales model.

Our FY24 cashflow positive guidance was achieved due to disciplined cost management, increased fees for licence renewals and improved predictability for Subscription Fee contracts.

Importantly, the financial position of the Company remains strong with no debt and A$26.2M cash on hand at 30 June 2024, our highest level in four years.

During the year, there has been significant renewal at Board level which has brought fresh perspectives and expanded our skillset.   As a Non-Executive Director of the Company, I was delighted to accept the Chair role in October 2023.

In September 2023, we announced that Rebecca Thompson would join the Board as a Non-Executive Director. Rebecca brings deep experience in financial markets and a strong understanding of Mach7, which has proven invaluable.

We have also made changes to our remuneration structure following feedback from our shareholders. For example, we no longer award options to directors. While this is common practice in the US, where our operations and people are based, it does not align with the expectations of the Australian market.

As we look to the future, Mach7's innovative products form the core of an enterprise imaging strategy that enables healthcare providers to make more informed decisions and deliver exceptional patient care.

The results achieved in FY24 would not be possible without the hard work of our CEO and Managing Director, Mike Lampron, his leadership team and staff across North America and the Asia-Pacific.

I would like to thank our customers and shareholders for their ongoing engagement and support.

As a Board, we do not believe the current share price reflects the intrinsic value of our Company or its long-term prospects. We believe we have the right strategies in place to deliver strong returns for our shareholders and positive outcomes for our employees, customers and importantly, their patients.

I will now invite Mike Lampron to address the meeting.

CEO and Managing Director's Address

Good morning, everyone and I would like to add my welcome to today's AGM.

As Rob has illustrated, FY24 was an important year for Mach7. The metrics on Slide 8 demonstrate the breadth and depth of our business.

In FY24, we had 80 contract wins for different components of our software which covered a wide variety of use cases across multiple *ologies* in both the acute care and ambulatory care segments. This included 19 renewals which demonstrates the strength of our long term customer relationships and the value of our products.

During the year, we completed 32 implementations which remain a key focus as our customers need these use cases to be live and First Productive Use is generally a precursor to recognising ARR. We secured almost A$51m of forward revenue, that is secured book of business over the next five years.

When we compare our performance from FY22 to FY24 we see marked improvement across the company. Over the past two years we have created a stronger and more diverse business. This is reflected in our key metrics which show CARR increasing by 61% and ARR increasing by 53%. Our sales have continued to grow consistently year over year and our cash has continued to be solid even with the ARR type sales orders increasing by 162%.

This is really important to us and probably the greatest measure for how the company is doing as we have migrated from a capital to subscription sales model which means our business is really geared towards our customer, our installation base and net new customers.

Recurring revenue now represents 72% of total revenue and operating expenses are 75% of our ARR Run Rate compared to 65% in FY22.

We are in a strong financial position and maintain a disciplined approach to costs and cash management.

Turning to the markets in which we operate, the North American radiology market is forecast to grow at a compound annual growth rate or CAGR of 7% per annum over the five years to FY28 and by 12% per annum in the Asia Pacific.

Within this medical imaging landscape, we still have a fragmented imaging market and a continuing shift towards ambulatory from acute care settings. Increasingly, there is a trend toward non-physician practitioners or NPP's reading studies in doctors' offices (ambulatory). These NPPs do not require the advanced features of a radiologist and are assisting to pave the way further towards enterprise or universal viewers.

We have legacy modality vendors that continue to lose market share. We are seeing the consolidation of healthcare providers and demand for centralised imaging with IT decisions being made by the CIO in addition to the clinicians at the larger institutions.

Enterprise imaging strategies require a simplified management and diagnostic viewing solution from any location. This means it should be zero footprint and scalable across the whole enterprise which can include multiple locations. Our reading environment is also getting more complex with more radiologists working outside the walls of the hospital.

All of this is mandating investment in technology and a growing opportunity to capitalise on replacement cycles.

What differentiates Mach7 from others in the industry is that we consider ourselves to be a platform, and our purpose is to make sure that not only our software, but the software of other third parties is integrated and working together to give healthcare providers the capability to make more informed decisions. One of the things we really pride ourselves on is our ability to develop strong customer relationships, and customer intimacy is a component of our business that is important and drives a lot of our behaviour.

Our software specifically revolves around data management and image viewing and allows our customers to grow and take advantage of new technologies as they are developed over time. We deliver our own workflow orchestration toolset and have proven interoperability with other leading industry vendors in this space. This gives customers the ultimate flexibility in their technology choices and reflects our tagline of *Independence through Innovation*.

From a technical perspective, we can either deploy our product on-prem or in the cloud. We are integrated with all the major hyperscalers - AWS, Azure, Google and have customers across all three of those platforms. We also have customers who use private cloud solutions although the bulk of our customers continue to use an on-premise solution.

Our solution is a highly performant system. It is a measurement that tends to be subjective in our industry but we believe our time to first image is as fast or faster than anyone in the market. Our viewer is a zero footprint viewer which means there is no software to install. This makes it very user friendly for the IT department, the security department as well as the end user. This makes it ideal for work outside or inside the radiology department.

Our VNA is robust and feature-filled and offers a lot of great benefits to our customers. This is a differentiator for many in the market or more what we call a *bitbucket* - great for storage but lacking the intelligence to properly manage and distribute data in a meaningful way. And of course, we work across the spectrum of traditional radiology practices and teleradiology practices in both the acute and ambulatory space.

Turning to Slide 12, Mach7 has delivered record sales orders over the past four years and CAGR of 28% in US dollars. The long sales cycle means that sales orders are lumpy, especially when viewed on a quarterly basis. This lumpiness will continue over time, but as our install base and ARR grows, we will see more predictable revenue numbers from the business.

Our pipeline overall is getting stronger, especially at this time of year when your funnel starts to build up. Our sales cycle is still around 12 to 18 months. We have got a great sales team and the pipeline continues to grow.

We have recently introduced a new product called UnityVue which is essentially meant for the ambulatory space. In the past two weeks, we have had 30 new opportunities come in, highlighting the importance of these sort of partnerships.

We have RSNA, the biggest trade show of the year, coming up next week with the number of demonstrations already booked in, up over 30% on last year.

Our focus for FY25 is on bringing in net new logos and that is reflected in our pipeline.

We will also continue to grow through expansions, add-ons and renewals from our existing install base which highlights the ongoing success of our 'land and expand' strategy. You will have seen that we signed some significant expansion and renewal agreements in recent months.

Turning to our KLAS rankings, we are currently ranked in the Top 3 for the Universal Viewer category and top 4 in the VNA category. We have seen a pleasing improvement across both categories during the year. This year as one of our strategic priorities we have invested in customer intimacy. We believe this can be a key differentiator for us and is core to a healthy recurring revenue style business model. Our continued investment in the support services team has played a pivotal role in the improvement of our scores and we feel that as older scores age out of the system, our scores will continue to improve.

I would also add that these data points are an important source of customer feedback. This helps us to align our customers' feedback with our actions. Ensuring that we are delivering what is being asked of us and not delivering what we think the customers need.

Turning to our business objectives, the number one priority is providing solutions that compete at the enterprise level in selected market segments. As an enterprise company, we want our product to be used across all *ologies* not just radiology and the more complex, the better for our software. We are in the acute care and ambulatory care market in North America, APAC and the Middle East. We compete in segments that we can win in and support.

We had an opportunity this year to make a small investment back into the business and felt and continue to feel like that was the best use of our cash. This investment has led to a stronger more capable business that we believe will deliver better short term and long term growth for the company.

We remain focused on our core products. Driving utilisation and ROI with our clients and continuing to develop useful software for our end users to make more informed decisions.

We will go into more detail on each of these pillars in the next few slides. It is important to note that everything we do falls into one of these main categories or pillars. An overarching pillar for us is customer intimacy, where we are really focused on delivering a great customer experience, a great customer support system, and adding value to our customers

Our three strategic pillars are around cloud enablement, service and supportability of our products and integration and interoperability.

Currently, although we can be deployed and managed through the hyperscalers we have work to do with our products to make them more *cloud native*, meaning, so our products can actually take advantage of the scaling opportunities the cloud can provide. Currently, we and our clients need to spend far too much time dedicated to infrastructure and scaling. With this work, we can cut considerable time from deployment and give our clients a more performant system that is easier to maintain.

We also continue to have an eye towards profitability. As such, we need to ensure that our products are easy to deploy and easy to support. Making improvements in our core products will help in both regards. This will

ultimately lead to better margins in the medium to long term.

Integration & Interoperability are arguably the most important of the pillars. One of the things that separates an enterprise solution from a departmental solution is the ability to allow for integrations across many third party solutions. This can be anything from EMR's to modalities or oncology treatment planning solutions. Our ability to use standards-based integration methods in combination with an emphasis on usability will allow our customers to get the most from their software platform.

Turning to UnityVue, our latest partnership, Mach7 currently offers a worklist to its customers but it is only available with the VNA and does not have the functionality offered by the UnityVue product. There will still be times that we sell our own worklist and there will be times when we partner with others. However, UnityVue is more than a worklist, our proprietary integration with this product makes it one of a kind and we think that this is going to resonate very well with our clients. We will specifically be targeting workflow challenges within IDNs and radiology group practices.

IDNs have typically grown through acquisition and acquired aging disparate imaging solutions. UnityVue provides an opportunity for these organisations to bridge the legacy solutions with a new modern imaging infrastructure without having to perform a costly and disruptive lift and replace strategy.

Radiology practices often provide diagnostic reading services to multiple hospitals, imaging centres, and multi-specialty clinics. This process can be quite challenging from a workflow and efficiency perspective. UnityVue provides a common reading workflow across disparate solutions which greatly improves radiologist efficiency.

I invite you to click on the link on the bottom of this slide to watch a short video to find out more about UnityVue.

Slide 23 gives you a great idea of some of the key areas that we will cover with the UnityVue product. Key among these features is the federated aspect of the solution and the fact that a migration is not necessary to see the immediate impact of the solution.

Turning to Slide 25, we have significant tailwinds that will benefit Mach7 as we enter our next phase of growth. These include strong long-term demand for enterprise imaging solutions, the continued growth of our recurring revenue base and the addition of new logo and opportunities created by our investment in product innovation and customer intimacy. Finally, we believe further long-term value can be created through acquisition opportunities that meet our strategic imperatives and internal benchmarks for ROI.

Looking ahead, we expect to see continued demand and volume growth from existing customers and the addition of new logos which has been the trend of the past few years. We also expect to see growth across each of our regions in North America, APAC and the Middle East.

We have a diverse approach to our product offering with clients that find value in our components individually or as a tech stack. Our unique approach will be reflected next week at RSNA, where our product is going to be presented at over ten booths in addition to our own.

We reaffirm our FY25 guidance for CARR growth of 15-25%, revenue growth of 15-25% and for opex growth to be less than revenue growth. We have provided a range to reflect that our customers retain the option to choose either a subscription or capital licence model.

We will continue to undertake targeted and disciplined investment in our people, processes and tools.

Before handing back to the Chair, I would like to thank the Board for their guidance over the past year. I would also like to acknowledge and thank our team across the globe for their hard work and dedication. And finally, to our customers and shareholders, thank you for your ongoing support.

Mach7 Technologies Limited

Annual General Meeting

28 November 2024

Mach7 Technologies | ASX: M7T

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Chair's Address

Rob Bazzani

MACH7

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

Key Updates and Achievements

Strong business and competitive positioning

MACH7

Strategy	Customers	Product	Team

Strategy
- ✓ Successful navigation of subscription transition with strong growth in high quality recurring revenues
- ✓ Increased capabilities with our APAC/ME team
- ✓ Creation of strategic pillars with emphasis on customer intimacy as value differentiator
- ✓ Aligned executive management and Board

Customers
- ✓ Large renewal program built foundational book of business for medium term
- ✓ FY25 focus on net new logos and conversion of a large and diverse pipeline of opportunities, including the VA Phase 2 contract

Product
- ✓ Investments in product innovation reflects customer-centric mindset and will increase scalability of the business
- ✓ R&D and software investment focused on three STRATEGIC pillars:
  - Cloud enablement
  - Service and supportability
  - Integration and interoperability

Team
- ✓ Consolidation of Viewer and VNA support teams and ticket portals into one
- ✓ Investment in people, process and tools in FY25

FY24 in Review

Positioning Mach7 for long-term growth

1 Successfully navigated subscription transition with strong growth in high quality recurring revenue while delivering positive operating cashflow

2 Record sales orders of A$61.3M and successful completion of large renewal program creating foundational book of business for medium term

3 Record results and strong growth in CARR and ARR

4 Maintained a disciplined approach to cost management with operating expenditure growth in line with FY24 guidance (<15% on pcp)

5 Strong financial position with no debt and met FY24 guidance to be cash flow positive

6 Invested in people, processes and tools to further differentiate from competitors
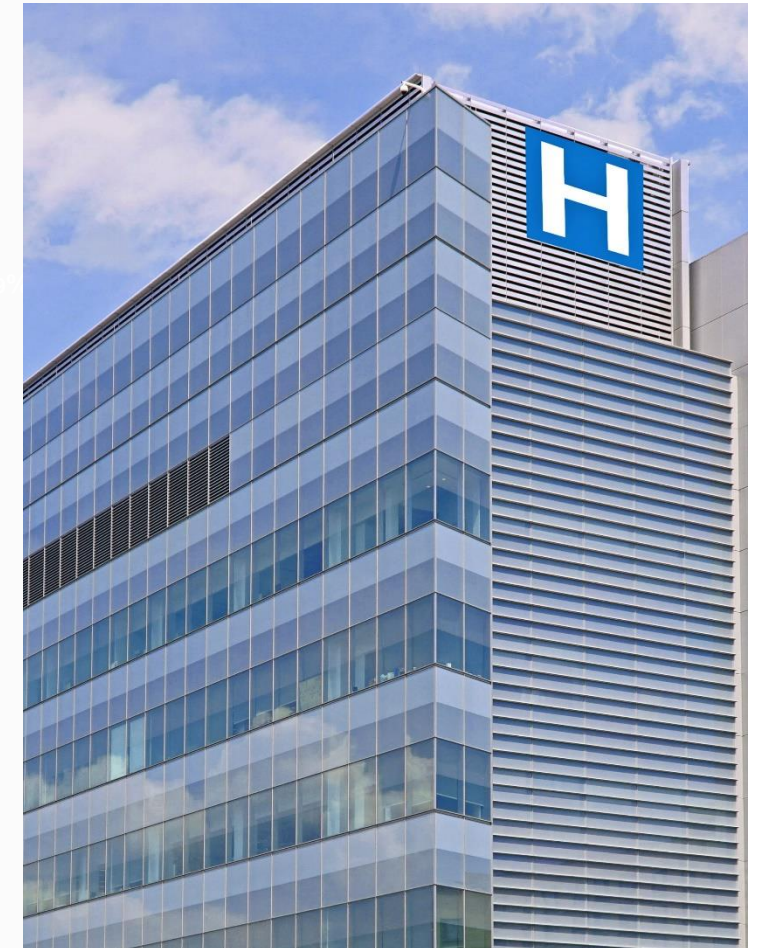
FY24 Financial Highlights

A$29.1M
Revenue

-A$0.9M or -3% on PCP[1]
In line with revised
FY24 Guidance[2]

A$21.1M
Recurring Revenue[3]

+A$4.7M or +29% on PCP
72% of total revenue
(FY23: 54%)
72% of opex (FY23: 63%)

A$27.9M
CARR[4]

+A$7.3M or 35% on PCP

A$22.0M
ARR[5] Run Rate

+A$5.0M or 29% on PCP

A$61.3M
Record Sales Orders (TCV)[6]

+A$21.0M or 52% on PCP
In line with revised
FY24 Guidance[2]

-A$2.0M
EBITDA (adjusted)[7]

(FY23: A$2.5M)

-A$1.2M
NPATA[8]

(FY23: A$7.2M)

NPAT -A$8.0M
(FY23: -A$1.0M)

A$3.5M
Positive Operating Cashflow

In line with FY24 Guidance
Closing Cash A$26.2M
(FY23 Closing Cash: A$23.4M)
No debt

1. PCP – Prior Corresponding Period.;. 2. On 24 Jan 2024, Mach7 revised FY24 sales order guidance from A$48M to exceed A$60M and FY24 revenue guidance to A$27M-$30M from growth of 15-25% as transition to subscription sales orders accelerated; 3. Recurring revenue consists of Subscription revenue and Maintenance and Support revenue recognised in FY24; 4. CARR: Contracted Annual Recurring Revenue; 5. ARR: Annual Recurring Revenue; 6. TCV – Total Contract Value comprising capital software licence fees, professional service fees, annual Subscription fees + annual Maintenance and Support fees over contract life; 7. EBITDA adjusted for net unrealised foreign exchange movements and non-cash share-based payments; 8. NPATA: (Net Profit After Tax and before Amortisation) is NPAT adjusted for amortisation of acquired intangibles.

CEO and Managing Director's Address

Mike Lampron

MACH7

A Transformational Year

Building a foundational book of business

80
Number of contract wins

19
Number of renewals

32
Number of implementations completed

A$50.9M
Forward revenue
FY24 secured book of business over 5 years
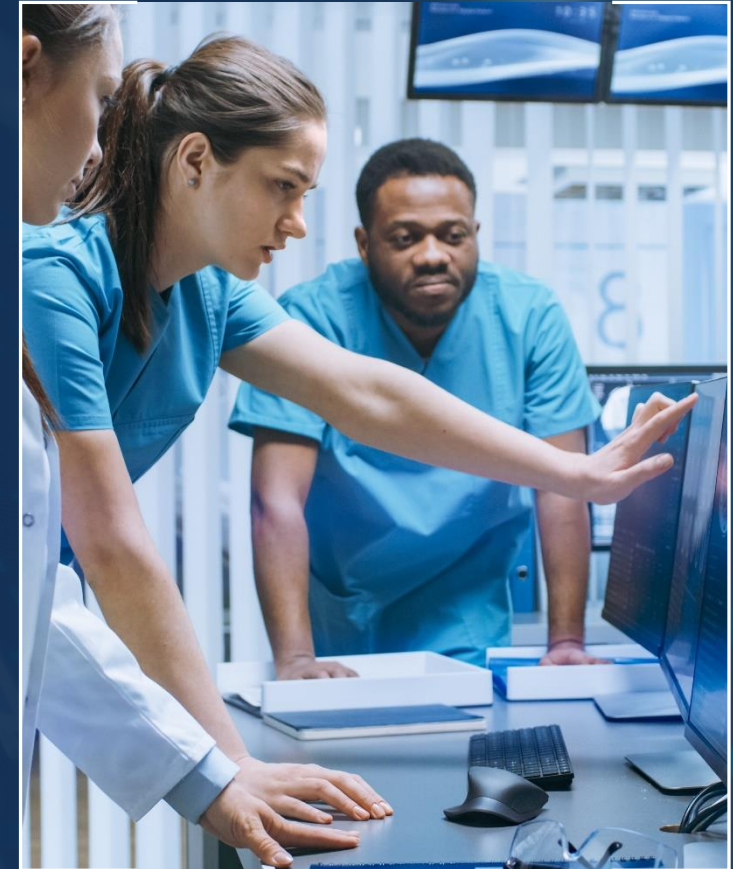
Step change achieved in the business

Post Client Outlook acquisition, significant growth delivered across key metrics

MACH7

		FY22	FY24	Change	Commentary
Scale	CARR	17.3	27.9	**+61%**	✓ Step-change reflects impact of contract wins and transition towards higher subscription revenue
	ARR Run Rate	14.4	22.0	**+53%**	✓ Achieving first productive use (FPU) and increasing ARR will deliver greater total value and revenue predictability
	Backlog (CARR less ARR)	2.9	5.9	**+103%**	✓ Differential between CARR and the ARR run rate has grown setting up a foundational base for ARR growth
Revenue Quality and Diversity	Total Revenue % Recurring	49%	72%	**+47%**	✓ Expanding existing sticky customer base
	# of Customers	~150	~165	**+10%**	✓ Significant growth in customer base
Cash Flow and Cost Control	Cash Receipts	28.2	34.9	**+24%**	✓ Record cash receipts driven by timing of contract milestones and the billing of ARR for new projects / customers achieving FPU and ARR renewals
	ARR Run Rate Coverage of Opex	65%	75%	**+15%**	✓ Demonstration of positive operating leverage throughout period of recurring revenue expansion
Future Book	Sales Orders (TCV)	33.2	61.3	**+85%**	✓ Record sales orders in line with guidance
	ARR-type Sales Orders (TCV)	19.4	50.9	**+162%**	✓ Pipeline being converted reflects change to predominantly subscription-based model

CARR: Contracted Annual Recurring Revenue.
ARR: Annual Recurring Revenue.
TCV: Total Contract Value comprising capital software licence fees, professional service fees, annual Subscription fees, annual Maintenance and Support fees over contract life.

Market to see long-term growth

Changing medical imaging landscape plays to our strengths

North America Radiology IT Market (Enterprise Only)[1]

US$m

~7% FY23A-FY28F CAGR

681	727	777	830	887	947
FY23A	FY24F	FY25F	FY26F	FY27F	FY28F
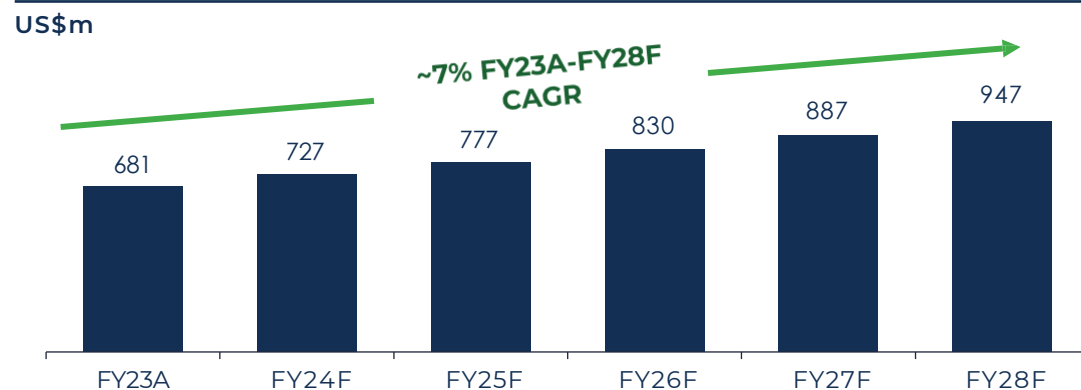
Asia Pacific Radiology IT Market (Enterprise Only)[1]

US$m

~12% FY23A-FY28F CAGR

138	154	172	192	215	240
FY23A	FY24F	FY25F	FY26F	FY27F	FY28F
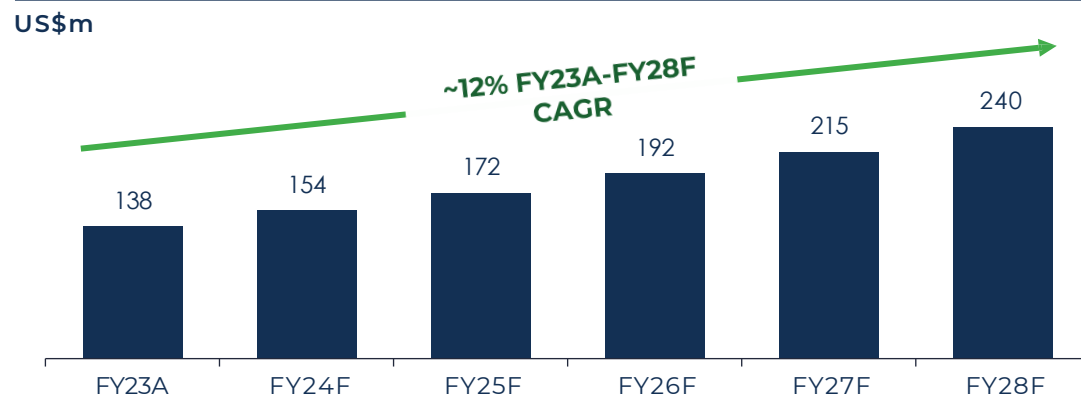
Market Drivers

✓ Continuing shift towards ambulatory from acute care settings

✓ Increasing emphasis on enterprise efficiency and cost savings in C-suite decision-making

✓ Preference for a simplified image management and diagnostic viewing solution from any location in enterprise imaging strategies

✓ Growing remote workforce creating complex reading environments that requires investments in new technology

✓ Opportunity to capitalise on replacement cycles as providers venture into multi-ology enterprise imaging

✓ Opportunity to grow market shares as the imaging market becomes more fragmented with legacy modality vendors losing market share

Highly differentiated in competitive landscape

MACH7

Unique value proposition and platform for partnerships

Unique Value Proposition
- Personalised customer service and support
- Future-proof solution built on modern tech stack

Unique Deployment Flexibility
- Vendor neutral solutions and modular products
- Leverage existing IT infrastructures
- Cloud, on-premise deployment, integration to latest tech platforms

Lasting Technology Built for the Entire Enterprise
- Secure solution incorporates latest advanced applications
- Support for telemedicine, teleradiology and telemammography workflows
- Software-only solution designed for whole healthcare organisation
- Best of breed single universal viewing, data management platform
- Enterprise Imaging platform with robust interoperability and scalability

Large and growing pipeline in FY25

Focus on net new logos and pipeline conversion

- Record sales orders delivered CAGR of 28% over the past four years in USD

- Global funnel contains broad range of opportunities

- FY25 qualified pipeline up 6% from July to Nov 2024

- ~80% of pipeline focused on net new logos in Nov 2024

	Jul 2024 to Nov 2024 % Change
Global funnel (TCV)	24%
FY25 Pipeline (TCV)	6%
FY25 New logos pipeline (TCV)	8%

Record Sales Orders (TCV)

28% CAGR

US$M

FY21 FY22 FY23 FY24
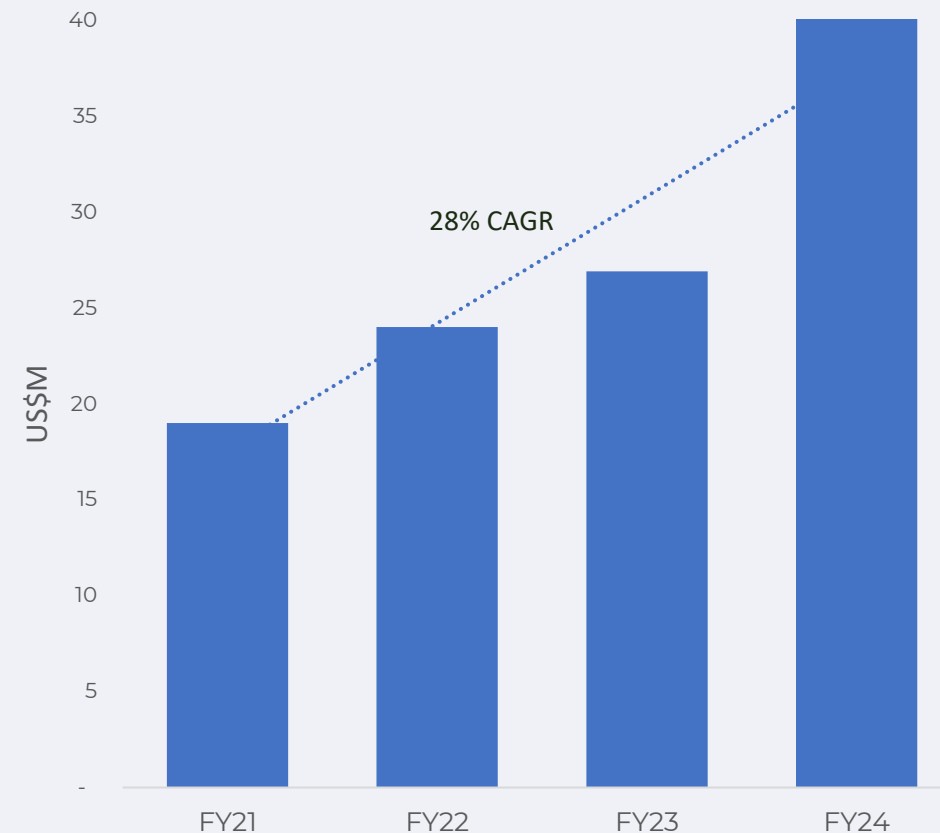
Our Product Rankings

Universal Viewer Segment
(Mach7 eUnity Viewer)

#3

Placed #3 overall, in live data as of 20 Nov 2024

#3

Score increased 2% since FY24 Report

83.2

Above industry average score for segment avg. 82.5)

One of only two solutions ranked in segment that has remained above average for past 3 years

* As at November 2024

Vendor Neutral Archive Segment
(Mach7 VNA)

#4

Placed #4 overall, in live data as of 20 Nov 2024

74.9

Significant improvement going up 8% points in current score from FY24 report

Director, on relationship:

"We are continuing to grow and expand our strategy, and the Mach7 Technologies team has been helpful.

We have a strong account manager and a good project manager. Those people made a difference with our last upgrade. Things were really smooth and organized.

The team is knowledgeable and able to help us move forward."

Provided to KLAS Research December 2023

Passion for improving healthcare

BEST IN KLAS®

SOFTWARE & SERVICES 2024

Recognizing the software and services organizations that excelled in helping healthcare professionals deliver better patient care

13

Our
Strategic priorities

MACH7

Our Business Objectives

MACH7

Provide solutions that compete at the enterprise level in selected market segments

Grow recurring revenue and expand into new revenue streams for profitable growth

Drive financial KPIs with an eye on profitability

Leverage our capability to innovate and create new solutions

Invest in our people, processes and products to further differentiate ourselves from our competitors

Developing our product roadmap

Commitment to continuous product improvements and innovation

- Mach7 takes a holistic approach to understanding our customers and continually assess the positive impact we can make on the healthcare community to achieve better patient outcomes.

- We provide innovative ways for our customers to improve their ability to manage, share and interpret images efficiently and effectively with providers and patients.

Focus on the "Voice of the Customer"

- Our Product Roadmap is driven by "voice of the customer" enhancements and healthcare industry feedback with an emphasis on prioritisation based on clinical and operational importance, medical necessity and clinical efficacy.

- Mach7 continues to develop and release innovative software offerings to meet the needs of clinicians to add value and promote diagnostic confidence, overall patient care and treatment planning.

Leverage strategic pillars to drive next phase of growth

MACH7

Product innovation

Cloud Enablement

Service and Supportability

Integration and Interoperability

Customer Intimacy

Customer-centric focus

Amazing customer support system

Add value by addressing growing use cases

Our roadmap and initiatives

MACH7

Mach7's product roadmap is focused on success in three key strategic areas

Cloud Enablement

Leverage cloud-based APIs and storage models to provide greater flexibility for IT deployment strategy.

Service and Supportability

Utilise proven, industry-standard applications and technologies to increase the speed of implementations and problem resolution.

Integration and Interoperability

Continue expanding our independent, deconstructed model with streamlined plug-and-play interoperability across the healthcare ecosystem.

Pillar #1 – Cloud Enablement

Provide a flexible strategy that accounts for storage speed and geographic location

- Improved the Mach7 archive segment access policies
- Made configurable priority rules for hybrid archive configurations
- Implemented multi-time zone normalisation for acquisition location, datacenter, and user location

Develop new models for data orchestration in cloud healthcare services

- Independent services for local data orchestration and cache, standards-based Cloud Services integration layer, and the long-term cloud-based archive tier

2024

2025

Maintain a cloud-agnostic business model

- Integrate with AWS, Azure and Google using their custom API methodology to enhance the user experience

Align our portfolio architecture with a broad array of deployment strategies

- Leveraging Azure Health Data Services for full-stack deployments (NTP deployment model)
- eUnity direct integration with Azure Health Data Services
- eUnity direct integration with AWS Health Imaging Services (including HTJ2K)

Optimisation of archive storage

- Archive segmentation functionality without physical duplication

Pillar #2 – Service and Supportability

Provide real-time access to implementation activities and project status

- Deployed Rocketlane project management application
- Personalised customer portal
- Automated notifications and reminders

Reduce implementation time frames

- Increase automation of deployment scripts
- Deploy vendor-reference libraries
- Expand default hanging protocols, dictionaries, and other common configurations

2024   **2025**

Service organisational improvements

- Alignment into a single support structure
- Increased staffing for all Service tiers and Engineering teams
- Established NPS (Net Promoter Score) program

Expanded monitoring functionality

- Partnership with Paragon to provide greater flexibility in VNA infrastructure monitoring and troubleshooting
- Strings Application utilised by the Mach7 service team
- Enhanced granularity in root-cause troubleshooting and improvement monitoring

Cloud deployment and serviceability

- Refinement of deployment tools across all public cloud platforms
- Improved monitoring and serviceability for full-cloud deployments

Pillar #3 – Integration and Interoperability

Enhanced the User experience with external applications

- Chromium extension to remember window size and placement
- Interrupted workflow functionality embedded in the viewer
- Patient Jacket for optimized EMR integration

Utilise FHIRcast as the preferred client integration methodology

- Migrate to FHIRcast as the JavaScript API alternative for Epic
- Utilize PowerCast (Nuance's extension of FHIRcast) for Nuance PowerScribe One

2024

2025

Provided a viewer that is plug-and-play regardless of the worklist utilised

- URL or API-based integration
- Utilised the Relevancy rules from either the 3rd Party or from Mach7
- Added Relevancy functionality in Mach7 viewer-only configuration

Provide a simplified User experience when interacting with AI objects

- Provide a Finding Navigator tool that allows clinicians to easily navigate multiple findings
- Support a standards-based approach for sharing information in real-time
- Conversion of AI markups into GSPS objects for simplified viewing across multiple platforms

Expand automation and integration

- Dynamic de-identification / re-identification
- Routing prioritisation
- Enhance RESTful Client / Server functionality

UnityVue

A next-generation radiology reading solution

UnityVue is a transformative overlay or alternative to legacy PACS systems.

Its unified worklist and viewer deliver essential tools and information, enhancing radiologists' efficiency and well-being, through its intuitive, stress-reducing workflow experience.

Our focus is on large **Integrated delivery networks (IDNs)**, hospital systems and Radiology Group practices with multiple PACS solutions	**IDNs** are becoming a dominant force in US healthcare with 1,100 IDNs across the US (April 2024)	**Radiology Group Practices** continue to consolidate. There are over 1,575 practices with 10 or more radiologists in the US performing at least 500k+ studies per annum
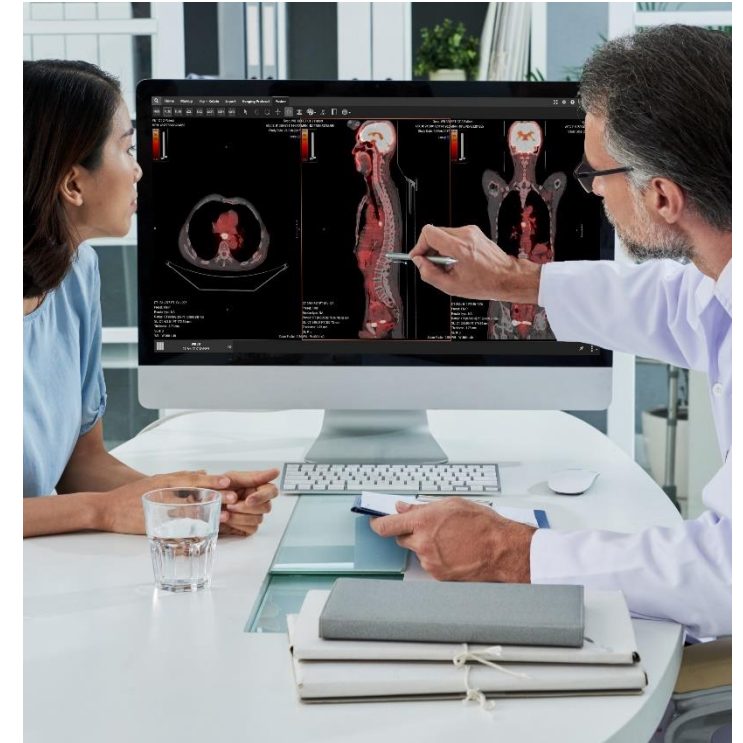
UnityVue merges NewVue's workflow orchestration with Mach7's image management to transform radiology practices and IDNs

Watch the Product Video here

UnityVue

A next-generation radiology reading solution

Intelligent Worklist

Radiologist Cockpit

Diagnostic Viewer

✓ **AI-Prioritization:** Automatically prioritises urgent and relevant cases

✓ **Integrated AI Results:** Presents AI findings directly within the worklist for immediate access

✓ **Peer Learning & Critical Findings:** Facilitates continuous education and ensures critical findings are addressed promptly

✓ **Unified Clinical History Access:** Provides direct access to a patient's clinical history within the worklist

✓ **Clinical History Access:** Direct access to comprehensive patient history

✓ **AI Integration:** Seamlessly displays third-party AI results within the same interface

✓ **AI-Driven Reporting:** Integrated generative AI tools for faster, more accurate report generation.

✓ **Study Prioritization:** Automatically prioritises cases, eliminating the need for traditional worklists.

✓ **Zero Footprint HTML-5 viewer:** 100% fidelity without any plug-ins or downloads

✓ **Federated Data Aggregation:** Consolidate imaging data from multiple PACS silos

✓ **AI Results Navigation:** Consolidates findings from multiple sources and data formats

✓ **Advanced Workflow Functionality:** Configurable reading environment with modality-specific efficiency features

Outlook

MACH7

Long-term growth drivers align with business objectives

MACH7

Market	New logos	Product innovation and customer focus	AI
Strong long-term demand for enterprise imaging solutions	Grow recurring revenue and expand into new revenue streams for profitable growth	• Integration and interoperability to add value by addressing growing use cases • Service and supportability to drive customer-centric focus	Significant opportunity for partnerships to provide add-ons to enhance existing tools

Key tailwinds will benefit Mach7 in its next phase of growth

Outlook

MACH7

- Focus in FY25 will be on net new logos and conversion of a large and diverse pipeline of opportunities

- Invest in product innovation to reflect a customer-centric mindset and increase the scalability of the business

- Investment in people, process and tools in FY25

FY25 expectations

CARR growth	Revenue growth	Opex growth < Revenue growth
15-25%	15-25%	

RSNA – Dec 2024

Disclaimer   "Forward looking" statements