

Healthcare IT (HIT) Cloud SaaS software platform
company specializing in Enterprise, Diagnostic,
Connected Health and Artificial Intelligence Solutions

AGM 2018
November 12, 2018
Mike Jackman, CEO & Managing Director

Disclaimer 'Forward-Looking' Statements

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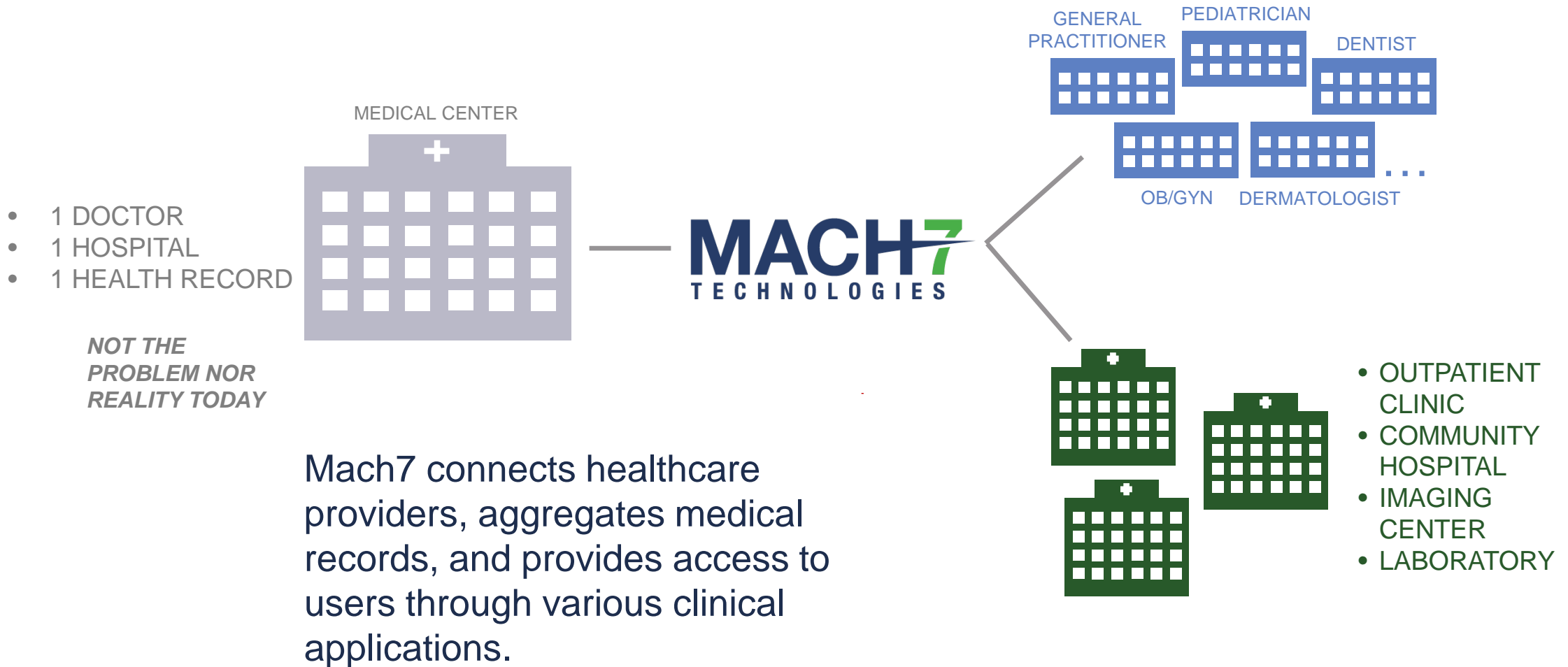
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Cloud SaaS Healthcare IT Solutions Provider

- Providing enterprise software solutions to hospitals and clinics
- Growing global customer base, in the USA, UK, Qatar, China, South East Asia



The Delivery of Healthcare



Focused on the Challenges

Upwards of 75% of clinical data lives outside of the hospital's electronic medical record (EMR).



PROVIDER COLLABORATION

25% of U.S. patients reported that results and records from one provider did not reach another provider in time for their appointment.



INTEROPERABILITY

20% of malpractice claims involve missed or delayed diagnosis due to the deficits in communications between providers.



COORDINATION OF CARE

80% of all serious medical errors involve miscommunication during care transitions.



CONNECTING HEALTH RECORDS

3 out of every 10 tests are reordered because results cannot be found.

Mach7 Solutions Portfolio





Solutions for Radiologists

Gain **one hour of efficiencies** daily with hanging protocols that work



MODALITY

Through intelligent modality workflow connectors:

- Provide DICOM Modality Worklist
- Automate image distribution
- Localize study metadata
- Translate modality formats

10% – 20% cost reduction operating a modern PACS vs. traditional PACS offerings



TECHNOLOGIST, AND RADIOGRAPHERS

Through a zero install Web-based client:

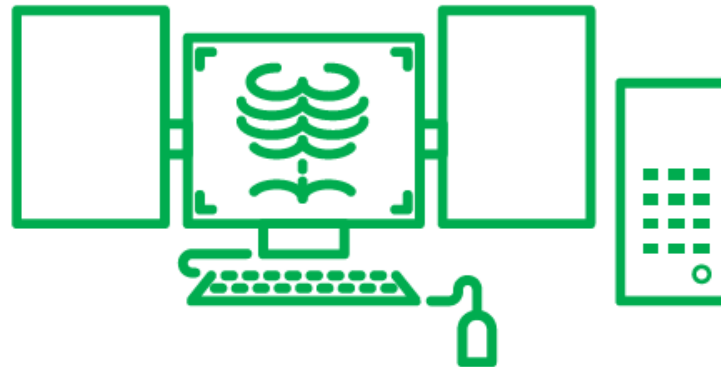
- Enable quality control (QC) workflows
- Split and merge studies
- Resolve study mismatches
- Verify studies

MACH7
TECHNOLOGIES

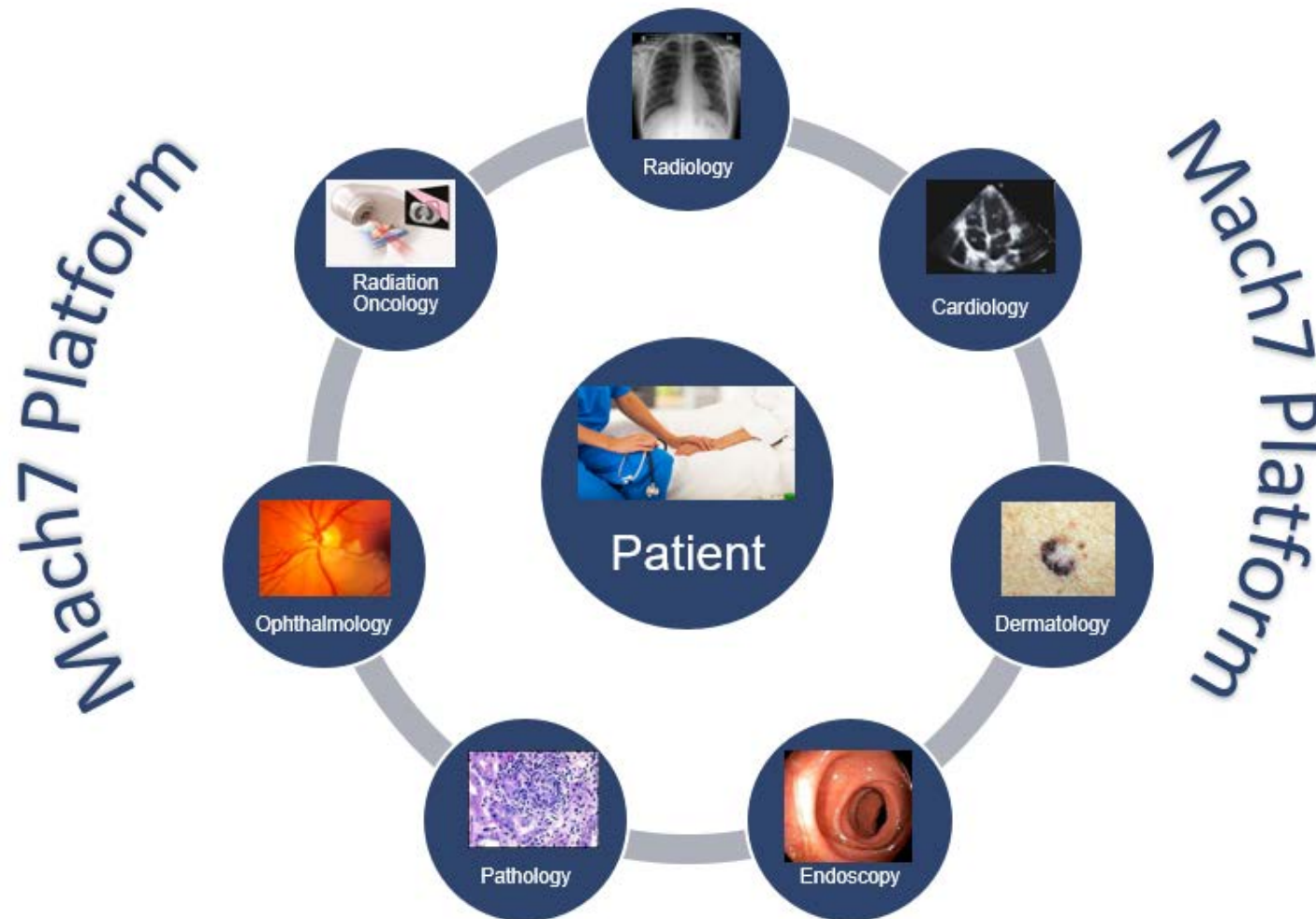
SPECIALIST – RADIOLOGIST, CARDIOLOGIST

Powered by a smart worklist and diagnostic viewer:

- Intelligently distribute workload
- Accurately prioritize STAT procedures
- Enable hanging protocols to work consistently
- Appropriately identify relevant clinical data
- Simplify collaboration with colleagues
- Manage interruptions and communications with referring physicians and technologists
- Utilize AI to assist with diagnosis

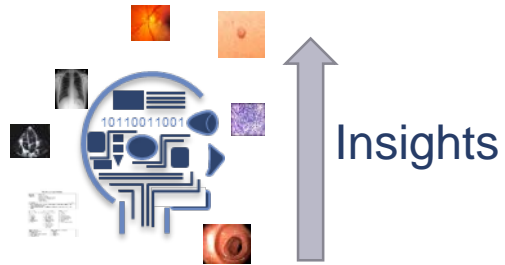


Solutions for Clinicians



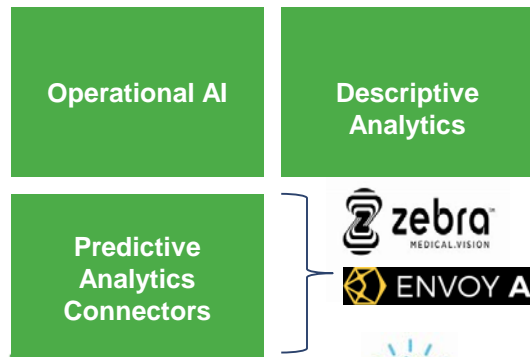


Diagnostic Workflow



Mach7 Analytics Studio

Data platform and tools for adopting AI technologies and optimizing operations today.



zebra[™]
MEDICAL VISION

ENVOY AI



Enabling AI Assisted Diagnosis

- Mach7 uniquely positioned to take advantage of AI
- Transforming patient care with the power of AI
- Our Open Standards Data Platform provides access to images and reports
- Today, we are enabling Assisted Diagnosis in workflows
- Developing AI tools to improve Operational efficiency
- We provide clinical connectors to ecosystem of AI Algorithms

Mach7 Customer Examples



- Academic medical center
- Enterprise Imaging Platform
- Client since **2014**



- Partners Healthcare System
- Academic medical centers
- Client since **2010**



- Academic medical center serving the State of Vermont
- Client since **2017**



- Academic medical center, 130 sites
- Communications Workflow Engine
- Client since **2012**



- 1 of 10 largest US hospital systems
- 30+ hospitals & clinics
- Client since **2015**



- Hospital system serving VA & NC
- 12+ hospitals & clinics
- Client since **2014**

Mach7 Customer Examples



- Qatar's leading hospital system
- 12 + hospitals
- Client since **2009**

MaineHealth

- Statewide healthcare provider system
- 30+ hospitals and clinics
- Client since **2016**



- 443-bed acute care hospital
- Enterprise Imaging Platform
- Client since **2018**

HCA

- US & UK provider
- Communication Workflow Engine & Image sharing
- Client since **2013**



- Radiology service provider
- Enterprise Imaging Platform
- Client since **2014**

Montefiore

- 11 hospital health system in greater NYC
- Enterprise Imaging Platform
- Client since **2010**

Hospital Authority of Hong Kong



- **Estimated deal value HK\$81 Million (~ A\$15M) over 5 years**
- **Enterprise Imaging and Viewer for entire Hong Kong territory**
 - The Hospital Authority manages 43 public hospitals and institutions, 48 specialist outpatient clinics and 73 general outpatient clinics.
- **Objective:**
 - Reduce complexities and costs related to system integration and the consolidation, sharing, access and management of medical imaging data across Hong Kong.

Sentara Healthcare

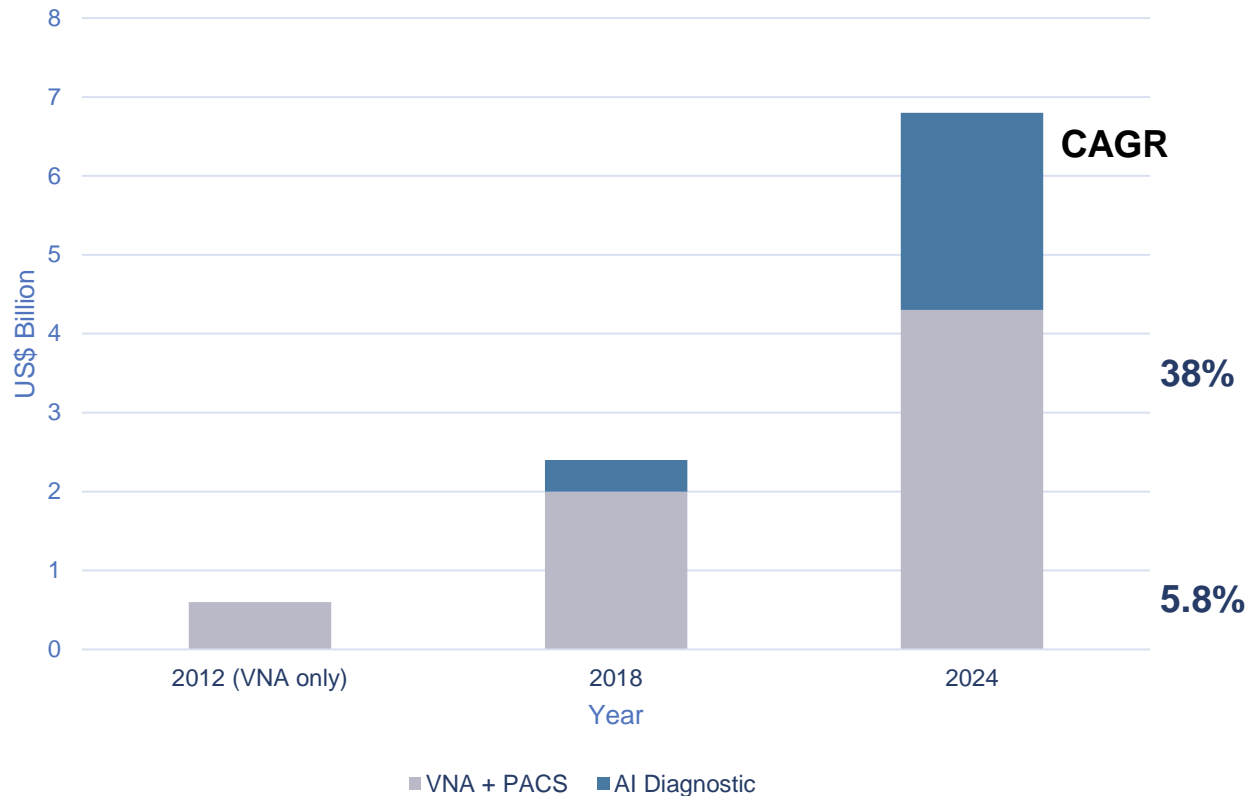


- Leading hospital system in Virginia & NC, USA
- 12 hospitals, 1000 + Physicians, 3800 provider staff
- Multiple PACS systems (GE, Agfa, Fuji, Medstream Cardiology, etc)

- **Sentara Enterprise Imaging & Migration Projects**
 - Mach7 VNA and 20 million study migration underway.
 - Started in 2014 as VNA contract of A\$2.6M - grown to A\$9M / 10-year value deal.
 - Awarded Vendor of Choice – PACS Modernization
 - Perpetual subscription
 - Value to be communicated upon final contracting
- **Objectives**
 - Reduce complexities and costs related to system integration and the consolidation, sharing, access and management of medical imaging data across all 'ologies'

Mach7 is in a Healthy, Growing Market

Expanded Market Available to
Mach7 Platform



- In the last 15 months, Mach7 has increased its addressable market significantly.
- Market has shifted to Enterprise Imaging Solution and Mach7 technology is at the sweet spot.
- Healthcare customers need to reduce cost and improve efficiencies.
- PACS modernization with Enterprise Imaging is a must to gain efficiencies.
- Connected Health and AI Solutions are quickly becoming additional markets for us.
- Mach7 is ready for this paradigm shift.

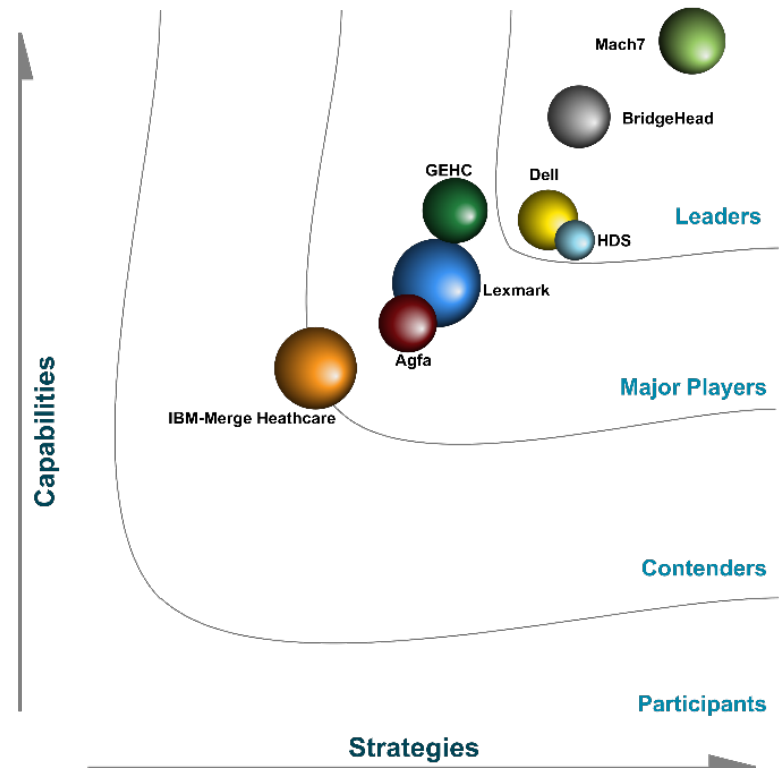
Recognition

IDC MarketScape Report Recognizes Mach7 Highest Overall in Capabilities and Strategies



Mach7 recognized for its patient-centric clinical platform with proven interoperability and functional flexibility designed with an Application-Independent Clinical Archive (AICA) Architecture allowing providers to manage access to disparate types of unstructured content among multiple clinical specialties, across the entire integrated clinical delivery network.

IDC MarketScape: U.S. Healthcare Provider VNA/AICA Unstructured Data Platforms for Integrated Care Vendor Assessment



Source: IDC

Mach7 Technologies (M7T:AX)

2007

FOUNDED

2012

MACH7 PRODUCT
LAUNCHED

2016

LISTED M7T:ASX

2018

FY18 REVENUE A\$8.6m

59 BLUE CHIP CUSTOMERS

RECURRING REVENUE A\$5.3m

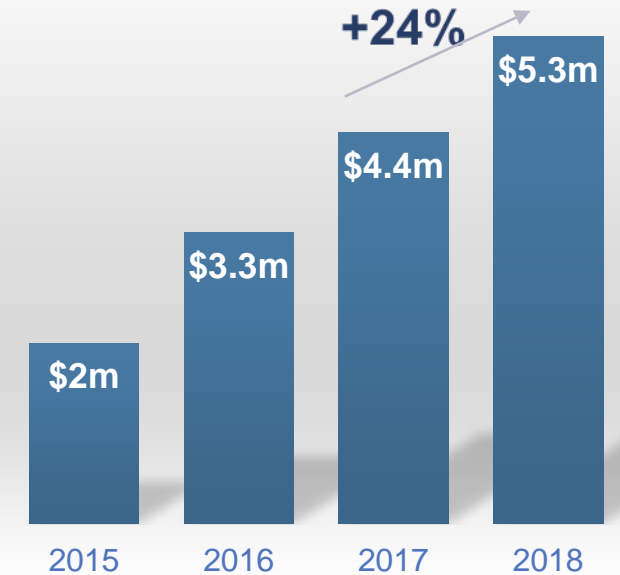
STRONG SALES PIPELINE > \$100m

FINANCIAL INFORMATION (\$A)

Share price (5-Nov-18)	\$0.235
Number of shares (m) ¹	132.5m
Market Capitalisation	\$31.1m
Cash (30-Sep-18)	\$1.8m
Debt (30-Sep-18)	nil
Enterprise Value	\$29.3m

1. Excludes 15.62m unlisted performance rights & options

CONTRACTED ANNUAL RECURRING REVENUE (CARR) - AUD



CARR excludes HAHK & Sentara recent wins – both of which will add to these values

Mach7 Board and Leadership Team

BOARD



Damien Lim
NON-EXECUTIVE CHAIRMAN

- 21+ years experience in private equity and investment banking
- Co-founder of BioVeda Capital
- Currently serves on a number of boards and advisory committees



Eliot Siegel, MD
NON-EXECUTIVE DIRECTOR

- Thought leader in the world of radiology and imaging informatics. Professor and Vice Chair at the University of Maryland School of Medicine
- Chief of Radiology & Nuc Med for the Veterans Affairs Maryland Healthcare System



David Chambers
NON-EXECUTIVE DIRECTOR

- 30+ years' extensive experience in HCIT and Life Science industry.
- Former CEO of Promedius & Visage Imaging
- Currently Managing Director, Asia-Pacific, of Allscripts Healthcare Solutions



Wayne Spittle
NON-EXECUTIVE DIRECTOR

- Extensive industry experience in the global healthcare
- Currently: consultant at Samsung Medison; Advisor at Novum Waves
- Former Executive VP with Samsung Medison and Health and Medical Equipment division

MANAGEMENT



Mike Jackman
MANAGING DIRECTOR, CEO

- Formerly Americas Region CEO HCIT & CEO Enterprise Imaging & Care Area solutions at GE Healthcare
- Former President of Healthcare IT for Carestream Health



Jenni Pilcher
CFO, Company Secretary

- Executive experience in ASX-listed healthcare companies
- Former CFO of Alchemia, and CFO and Co-Sec of Mesoblast (ASX:MSB)
- Part of global finance teams at Cadbury Schweppes and Medeva, PLC



Eric Rice
CTO

- 20 years of systems architecture and design, engineering and management experience
- Held leadership roles and designed solutions for GE Healthcare



Ravi Krishnan
FOUNDER, CSO

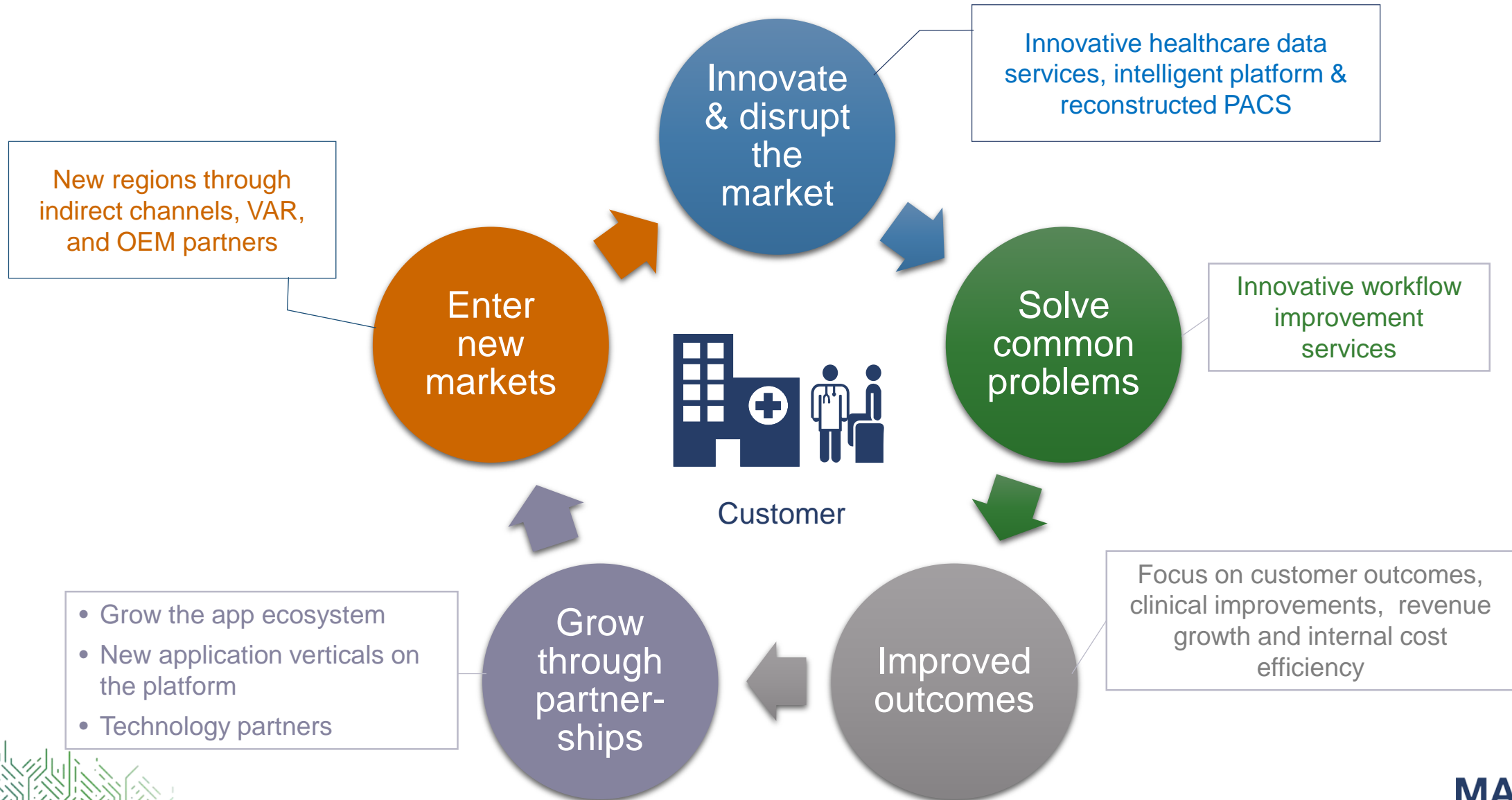
- Founding partner of Mach7 Technologies
- Nearly 20 years of experience with technology intricacies that drive medical imaging
- Previously worked at GE Healthcare and Agfa Healthcare



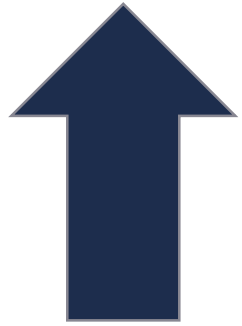
Mike Lampron
COO

- 20+ years experience in business and operational management for HCIT companies
- Mike is responsible for our customers' success while driving excellence

Strategy to Build Value

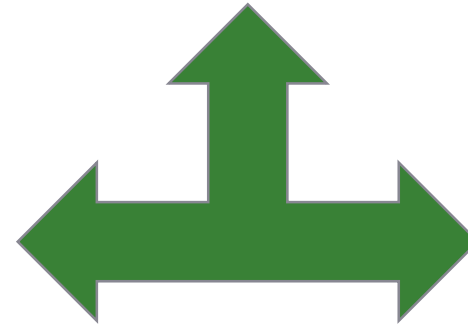


Investment Highlights: Why Mach7? Why Now?



Sales Growth

- Pipeline +50% (last 15 months)
- Growing global customer base across healthcare tiers



Expanding Addressable Market to ~\$4B

- Engagement of distributors and value-added resellers
- Entry into new markets



Product Innovation

- Data Services Platform
- Diagnostic PACS Solution
- Cloud offerings
- Artificial Intelligence
- New release Version 11.8



Enhanced Leadership

- Restructured Board of Directors, adding world-renowned radiologist and A.I. enthusiast, and experienced CEO from PACS and EMR industry

