

# Q4 FY25 Result Presentation

**29 July 2025**

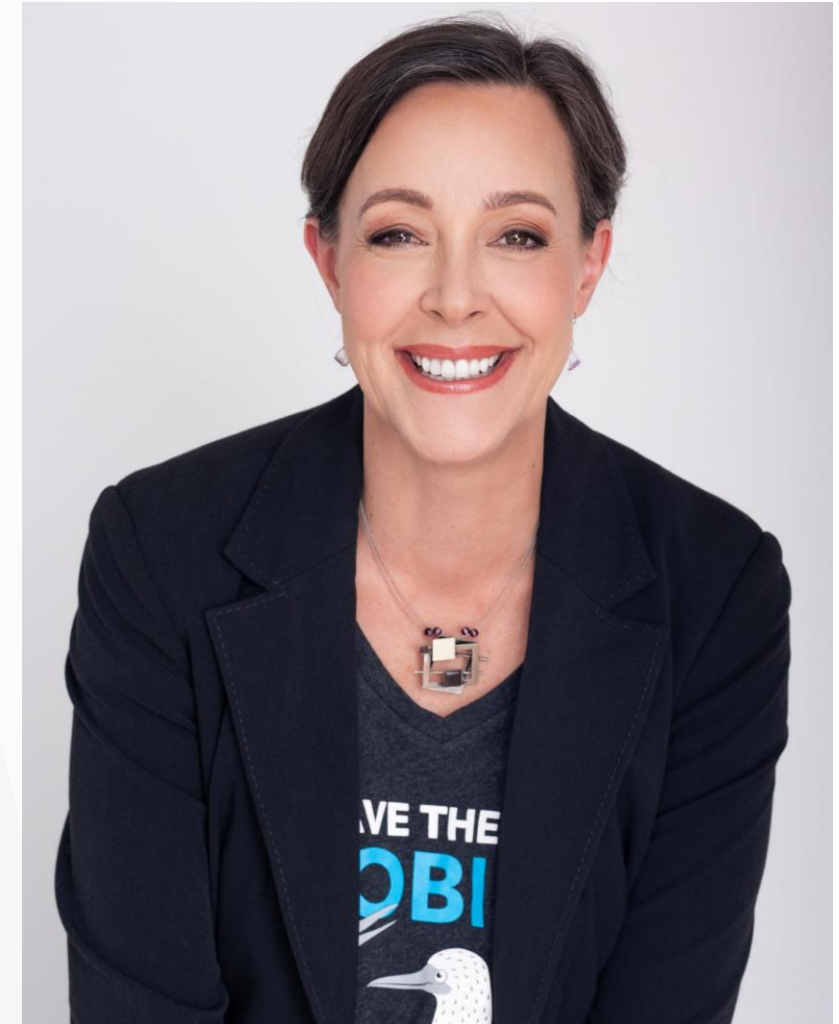
Mach7 Technologies delivers advanced data management and diagnostic viewing solutions to healthcare organisations worldwide.

# Introducing Mach7's new CEO



Teri Thomas commenced as Mach7's CEO and Managing Director on 1 July 2025

- 1 Teri has a distinguished career in healthcare technology, executive leadership and in driving strategic growth.
- 2 As CEO of Volpara Health Technologies Ltd (ASX:VHT), Teri led a remarkable corporate turnaround and positioned the company for the successful acquisition by Lunit in May 2024.
- 3 Teri's extensive experience in healthcare technology includes a 20-year executive career at leading US electronic medical record company, Epic.
- 4 Given her proven track record, Teri is well positioned to lead Mach7 in its mission to revolutionise healthcare imaging through innovation and strong cultural leadership.



# Q4 FY25 Financial Highlights



Reaffirm updated FY25 guidance<sup>1</sup>

**A\$30.2M**

**CARR<sup>2</sup>**

+A\$0.5M on 31 Mar 2025  
In constant currency

**A\$23.1M**

**Closing Cash**

A\$24.9M at 31 Mar 2025  
Strong financial position  
with no debt

**Operating cash  
flow positive**

Q4 FY25: A\$0.6M  
FY25: A\$0.7M

**A\$23.5M**

**ARR<sup>3</sup> Run Rate**

In line with 31 Mar 2025  
In constant currency

**A\$29.1M**

**FY25 Sales Orders**

Q4 FY25: A\$7.8M TCV<sup>4</sup>

**On-market share  
buy-back**

H2 FY25: 6.3M shares  
(A\$2.2M)

1. Updated FY25 guidance: Revenue of A\$33M-\$34M, CARR of approximately A\$30M-\$31M and OPEX growth to be less than revenue growth; 2. CARR: Contracted Annual Recurring Revenue; 3. Annual Recurring Revenue (ARR) Run Rate is calculated by annualising the revenue earned from Subscription and Maintenance and Support fees; 4. Total Contract Value (TCV).



# First 30 days

## Do good, have fun, make money



1. In July 2025, there were several changes to the leadership team with the departure of David Madaffri, Chief Operating Officer and Lisa Thompson, Vice President, Services, and appointment of Paul Jensen as Mach7's first Chief Innovation Officer.

# Immediate Priorities



Leverage existing customer base to drive next phase of growth



## **Drive culture of innovation**

Recent appointment of Chief Innovation Officer will accelerate innovation across the company to align our roadmap with winning.



## **Deliver compelling customer value**

Identify and align key differentiators to focus on the right product-customer fit and target our marketing, sales and product roadmap accordingly.



## **Sales and marketing flywheel**

Build customer engagement and feedback into everything we do across entire team from leadership to product and engineering, sales and marketing.



# Transforming our customer engagement



Six guiding principles to drive customer, sales and marketing flywheel



Customers' long-term success is our true north



Growth mindset in all that we do



Lowest friction wins



Stay connected and have fun



Compelling value drives forever customers



Deliver consistent Mach7 experience





## Contact Us

### **Investor Relations, Mach7**

Françoise Dixon  
+61 (0) 412 292 977  
[ir@mach7t.com](mailto:ir@mach7t.com)

Registered Office: Suite 2, Level 11, 385 Bourke St,  
Melbourne, VIC 3000

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

Mach7 Technologies



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