

# CEO Presentation Annual General Meeting 2017

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# TODAY'S MESSAGES

WE HAVE A STRONG VALUE PROPOSITION FOR:

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## **Our Customers:**

- Improve commercial execution
- Mach7 Healthcare Data Services platform is ready for next generation of digitization (Maine & UVM are Mach7's 1<sup>st</sup> full portfolio production implementations).

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## **Our Shareholders:**

- Continued strong top line growth and driving towards EBITDA positive milestone
- 2018 and beyond – focused on improving cash generation.

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## **Our Employees & Business Partners:**

- Culture of accountability and focused execution
- Strong healthcare domain resources
- Management and employees all focused on consistent metrics
- Employee incentives focused on EBITDA positive 2018 result

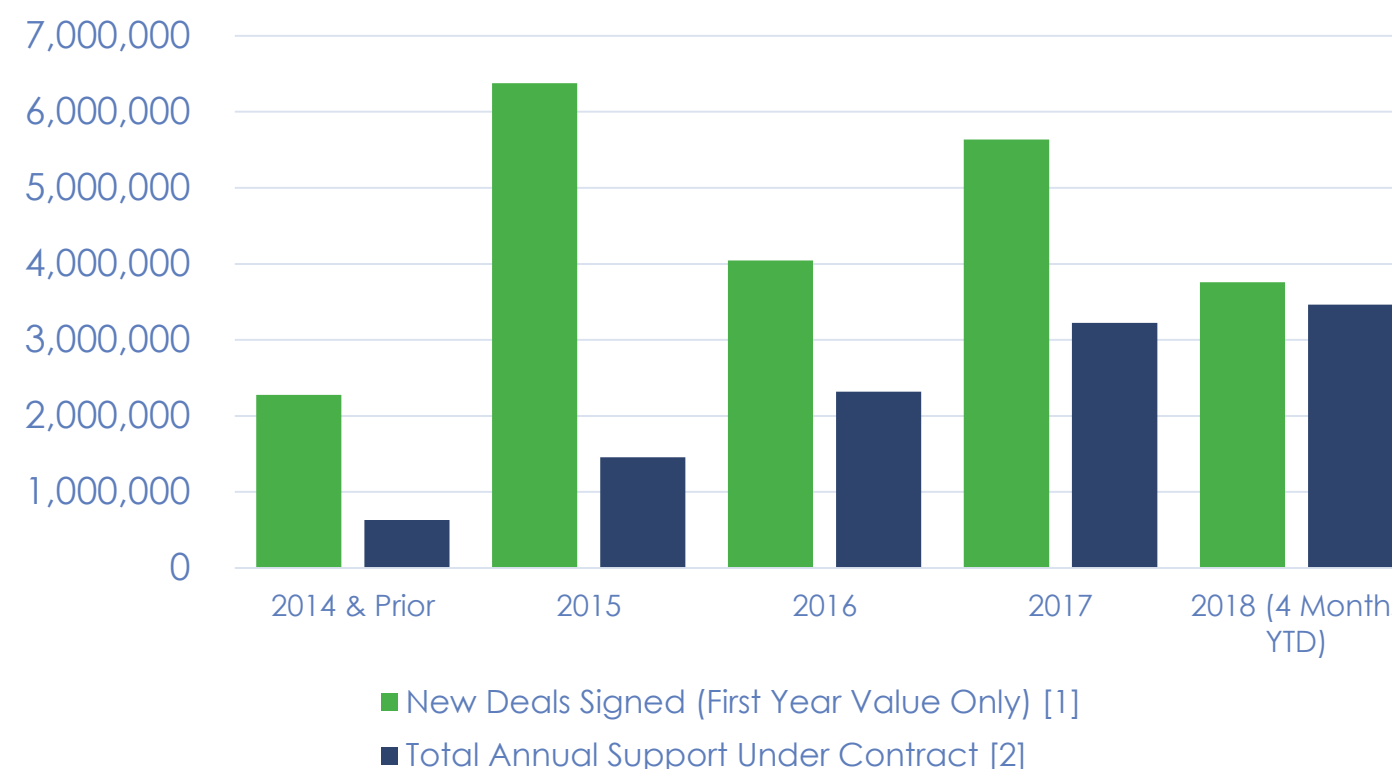
# FINANCIAL UPDATE

## FINANCIAL INFORMATION (\$A)

Share price (close 29-Nov-17)	\$0.225
Number of shares (m) <sup>1,2,3</sup>	130.0m
<b>Market Capitalisation</b>	<b>\$29.2m</b>
Cash on Hand (approx.)	\$4.7m
Debt	\$-
<b>Enterprise Value</b>	<b>\$24.5m</b>

1. Excludes 25m unlisted performance shares
2. Excludes 5.9m unlisted options
3. Excludes 6.8m unlisted performance rights

## CUSTOMER CONTRACT WINS (\$US)



1. New deal values include license fees, implementation/training fees and first year annual support fees for new contracts signed in that financial year only.
2. Total annual support under contract are the total value of annual support fees contracted which will continue into the foreseeable future. Every new contract win, will add to this amount.

# MACH7 EVOLUTION



**2007**

Mach7 Founded



**2010**

First Pilots Deployed  
Cloud Deployments  
USA & Middle East



**2012**

First Commercial wins  
Revenue phase begins



**2016**

Merger with 3DM:ASX



**2017**

New commercial strategy

Specialty Applications: v8

Enterprise Imaging Platform: v1.1

Data Services Platform: v1.2

sage



# CUSTOMER EVOLUTION

Mach7's global customer base is progressing from earlier adopters towards significantly larger mid-market

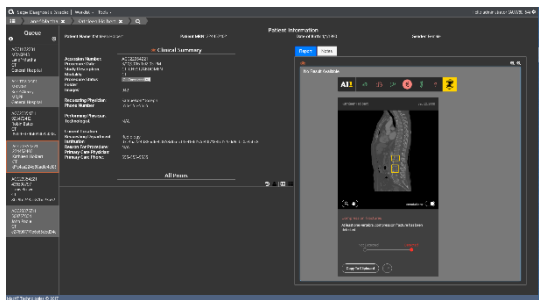
54 Unique healthcare customers (across hundreds of sites) comprising...



**Early customers** – academic medical centres and large integrated delivery networks

**Mid-market opportunities** – mid-market adoption of VNA technology increasingly dominating Mach7's customer focus

# DATA SERVICES HEALTHCARE PLATFORM



## Diagnostics

- Sage PACS
- Universal Worklist
- QC Workflow
- DMWL
- Traditional PACS Connectors

## Analytics

- Sage AI
- Machine Learning
- Descriptive and Predictive Analytics
- 3<sup>rd</sup> Party AI Connectors
- Prepare data for AI (de-identify)

## Specialties

- Radiology
- Cardiology
- Dermatology
- Ophthalmology
- Orthopedics
- Wound Care
- Sports Medicine
- ...



## Intelligent clinical Framework

## Enterprise Imaging

- VNA
- Enterprise Viewing
- Image Distribution and Routing
- Pre and Post Fetching
- HL7 Interface Engine

## Clinical

- EMR Data Connectors
- EMR Interoperability Enablement
- EMR Image Enablement
- Clinical Portal
- Referring Portal
- Image Upload & Sharing
- Visual Light Data Capture

## Patient

- Patient Portal
- Care Coordination

SYSTEM MONITOR
<ul style="list-style-type: none"><li>• Proactive Alerting</li><li>• System Health Monitoring</li><li>• Self Healing</li><li>• Auto Resolve</li></ul>

COMMUNICATIONS
<ul style="list-style-type: none"><li>• DICOM</li><li>• DICOM Web</li><li>• HL7</li><li>• FHIR</li><li>• XDS</li><li>• Web Services</li></ul>

DATA MANAGEMENT
<ul style="list-style-type: none"><li>• Storage Management</li><li>• Data Lifecycle</li><li>• Localization</li><li>• Hierarchical Storage</li><li>• Data Process Plug-in Framework</li></ul>

SECURITY
<ul style="list-style-type: none"><li>• Role Based Access</li><li>• App Access Controls</li><li>• OWASP Compliant</li><li>• Encryption</li><li>• Detailed Audit Record</li><li>• Break Glass</li></ul>

BUSINESS CONTINUITY
<ul style="list-style-type: none"><li>• Highly Available</li><li>• Auto Failover</li><li>• Zero Downtime Update Capable</li><li>• Auto Load Balancing</li><li>• Plug-in Scalability</li></ul>

# MACH7 – SirenMD PARTNERSHIP

Mach7 and SirenMD have partnered to deliver SirenMD's care coordination capabilities to Mach7's customers.



- SirenMD harnesses the power of the Mach7 Data Services Platform to provide organized aggregated clinical data to a team of providers to coordinate patient care seamlessly.
- Together both our companies provide updates in real-time and access to the latest information about a patients' medical event. We align all members of the care team into one unified care coordination effort.





# MACH7 SOLUTIONS

Mach7 solutions are designed for end users to improve patient care. All solutions may be deployed onsite, in the cloud, or through a combination of cloud services and onsite solutions.




## Management Studio

Delivers core information technology to better manage and own your data.

Enterprise Imaging Platform	Vendor Neutral Archive (VNA)
Communication Workflow Engine	Routing Engine
Fetching Engine	Migration Engine

## Clinical Studio

Provides a zero footprint web based user interface designed for clinical user access, content capture, and sharing.

Clinical Viewer	Referring Physician & Patient Portal
Patient & Order Management	Image Sharing
Care Coordination Powered with 	Clinical Content Capture (iModality)




## Diagnostic Studio

Delivers solutions designed for the specialist to deliver better patient results.

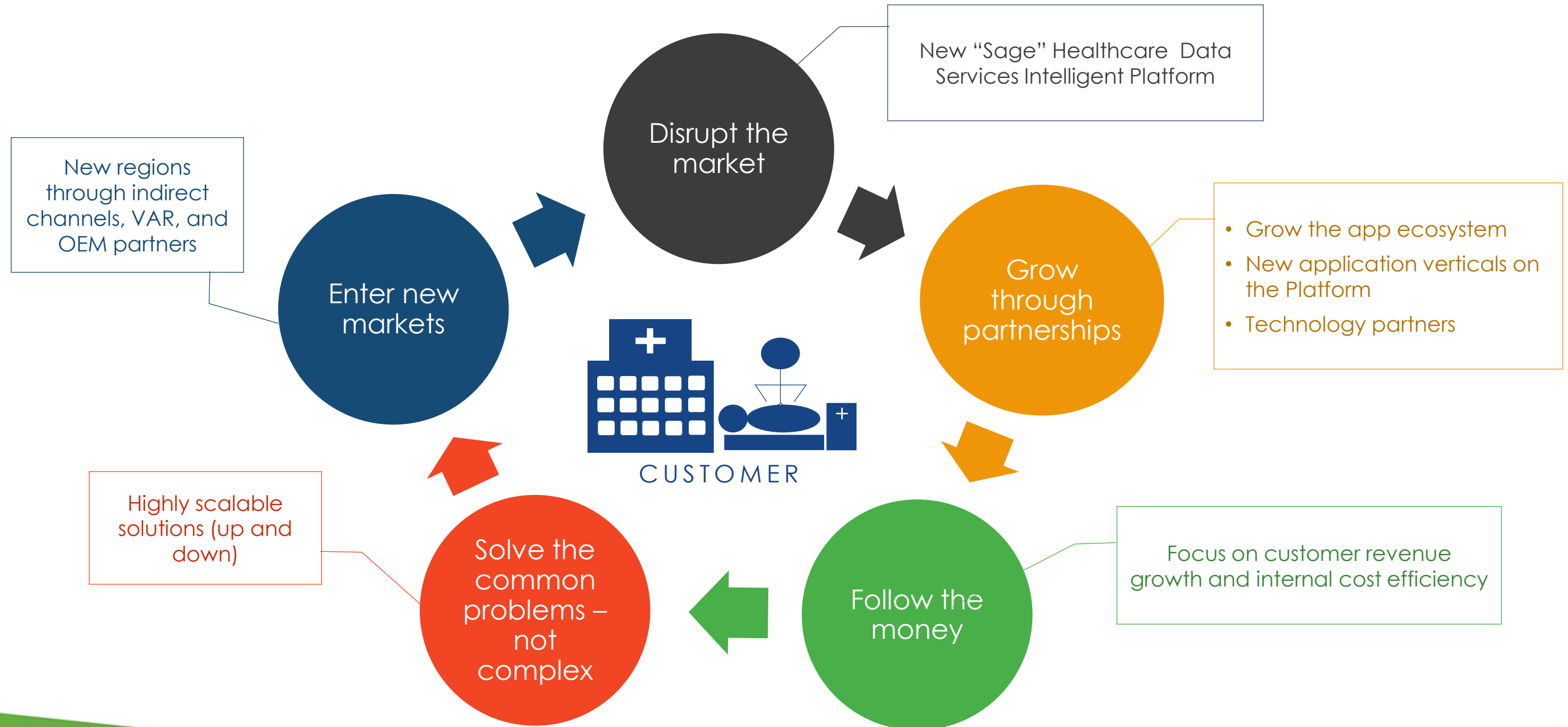
PACS Powered with 	Universal Worklist
QC Workflow	Modality Worklist (DMWL)

## Analytic Studio

Provides a platform for adopting deep learning technologies while optimising operations today.

Sage AI	Sage Descriptive Analytics
Predictive Analytics Connectors	  

# STRATEGY TO WIN



# MANAGEMENT TEAM



**Mike Jackman**  
CEO

- Experienced HCIT executive
- Formerly Americas Region CEO HCIT at GE Healthcare
- The business leader responsible for the GE Healthcare Digital business in Latin America, US, and Canada.



**Jenni Pilcher**  
CFO

- Executive experience in healthcare
- Former CFO of Alchemia, and CFO and Co-Sec of Mesoblast
- Worked in finance teams at Cadbury 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

- More than 20 years experience in business and operational management for HCIT companies
- Mike is responsible for our customers' success while driving excellence throughout Mach7.

# THANK YOU - QUESTIONS?

