

ImExHS Limited – (ASX: IME)
CORPORATE PRESENTATION

Leading Medical Imaging Solutions

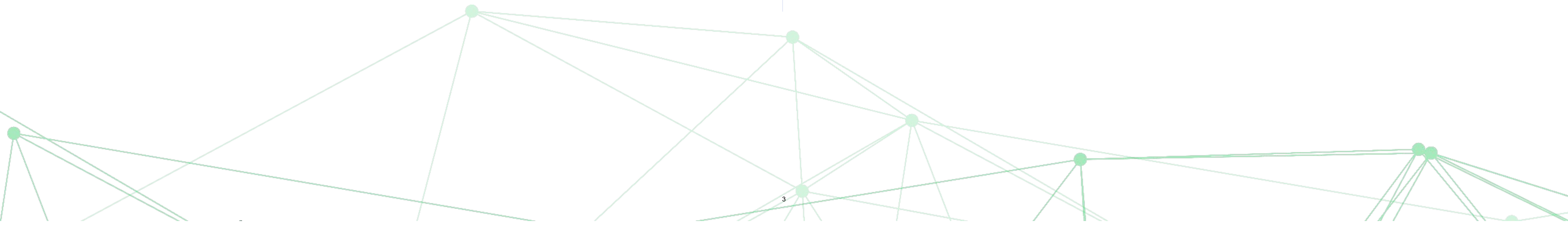
6 May 2019

- Established next generation Radiology and Imaging Software platform
- IME founded in 2012
- Current operations in Colombia, Peru, Mexico, Ecuador and Costa Rica.
- 18 distributors in 11 countries
- Ongoing expansion into neighbouring LATAM countries with low risk go-to-market strategy
- First collaboration in Australia under testing H1 2019.
- Additional cutting-edge functionality implemented- Web MPR/Web 3D & MIP - Two pilot sites deployed Q4 2018, full commercial release Q1 2019.
- Applied for FDA approval in 2018, ahead of USA soft launch in H1 2019

Solutions are Fully Developed, Validated & In Operation

- ImExHS has deployed >200 sites in LATAM
- 18 distributors covering 11 Countries
- Used by over 600 Radiologists
- > 35,000 clinical devices
- 71 Hospitals
- 180 Clinics
- 216 Customers
- > 5 million new radiological studies per annum

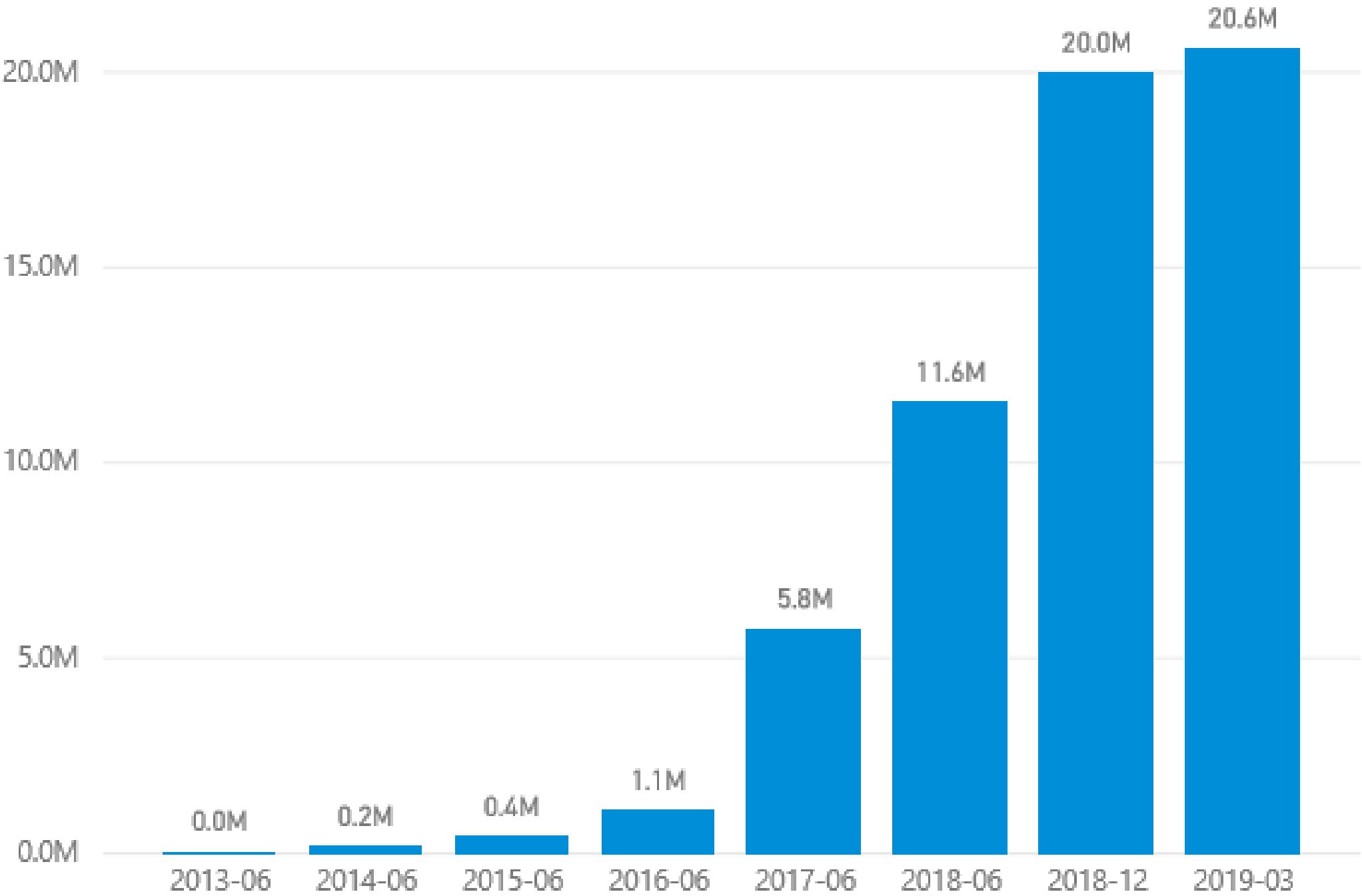
- Receipts from customers of \$1.4m, an increase of 81% on prior quarter
- Total Contracted Value (TCV) A\$20.6m, with new signed contracts
- Annualized Recurring Revenue (ARR) reaches A\$4.5m
- Cash at seasonal low of \$886k. With \$847k of receivables expected in April/May from remaining 2018 one-off sales, resets cash to \$1.7m.
- Improved collection metrics across \$2.8m of trade receivables
- Further geographic expansion with new distribution agreements into four additional LatAm countries
- Total of \$2.25m of growth debt financing being implemented - new working capital facilities have been agreed with Banco de Bogota, and the Company has entered into a Binding Terms Sheet with a syndicate of Australian debt providers
- Strong growth outlook driven by new product development, SaaS & PaaS sales and broader geographic expansion
- Positive net cash flow inflows expected in next quarter



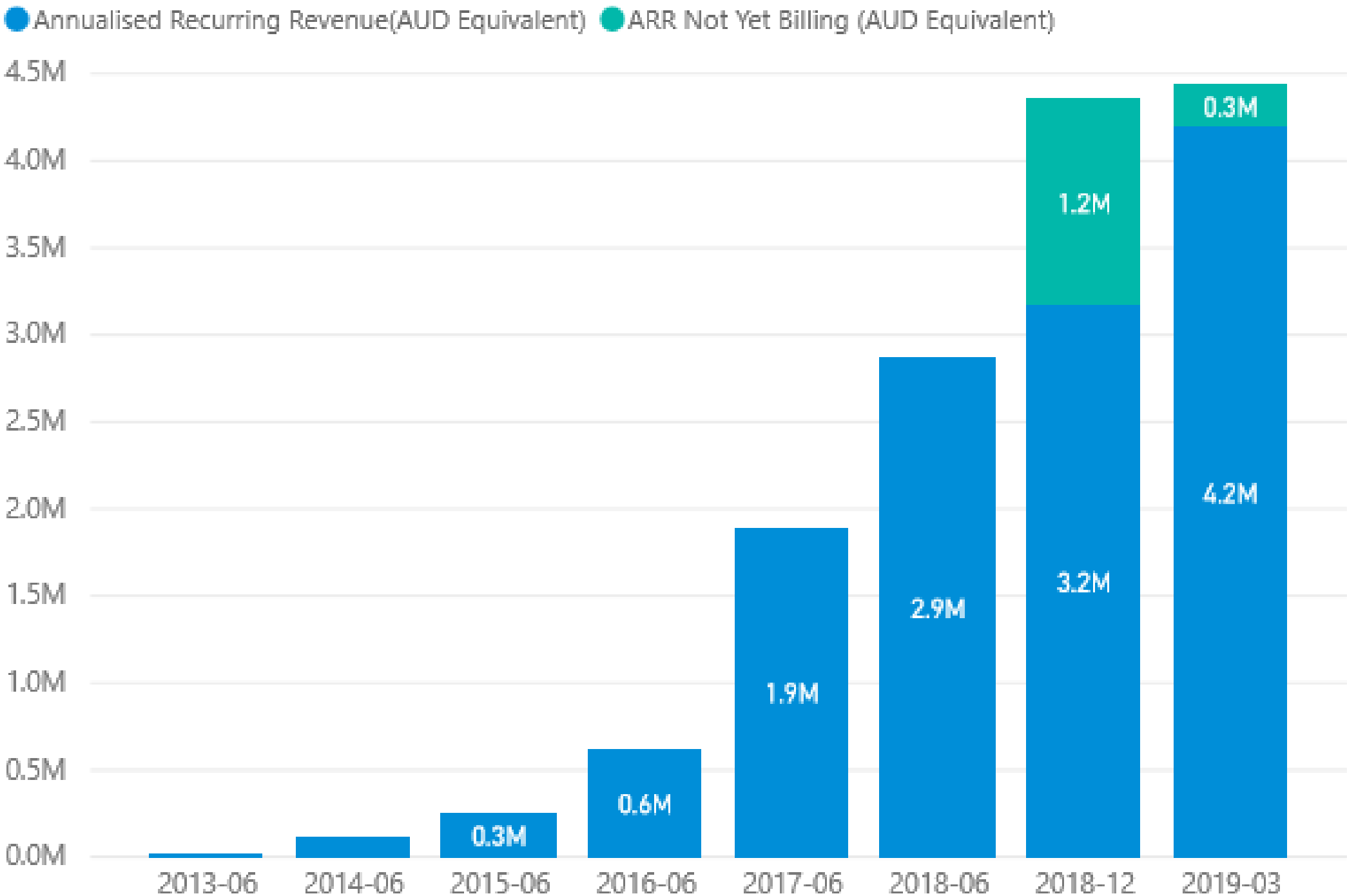
Company Highlights



Total Contracted Value (AUD Equiv)



Annualised Recurring Revenue (AUD Equiv)



Revenue Contract Models



1. Software as a Service (SaaS)
3-5 year contacts (paid monthly)



2. Platform as a Service (PaaS)
5-7 year contacts (paid monthly)



3. One-off Sales & Maintenance
Paid in Full

Target Geographies

LATAM
(Now)

Australia & APAC
(Next)

USA (FDA pending)

Europe (market driven)

Target Markets

HEALTH CARE FACILITIES

—
Private Hospitals & Clinics

Public Hospitals & Clinics

Private Practices

Target Verticals

Radiology

Anatomical Pathology (APLIS)

Cardiology

Security Body Scanning (new)

Distribution Model

DIRECT SALES

—
Global Growth developing
branches in each new country

Cloud Market Place Globally

Augment with channel strategy

CHANNELS

—
Specialist Distributors

TELCOs

OEMs

White Label

Radiology businesses (hospitals & clinics) prefer the ImExHS Hiruko platform because:

- Exceeds the capability & usability of competing high end platforms – Integrated Business Intelligence
- Disruptive price point – up to 75% cheaper than competitors
- Cloud-based with zero in-house IT impact
- Single end to end solution including integrated scheduling and billing tools; avoid integration of multiple solutions
- Supports non-standard file formats that have clinical significance

Radiologists love the ImExHS Hiruko platform because they can:

- Work from anywhere, using any device (Mac, PC, tablet or smartphone)
- Use speech recognition with full Clinical Language understanding embedded in the application
- Use post-processing of images to aid in diagnosis
- Efficiently consult with colleagues for second opinions
- Hiruko software is fast, stable and easy to access

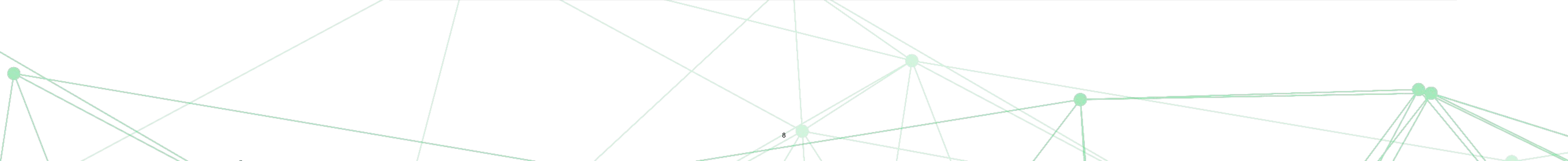


ImExHS Today – Channel Partners





DE-RISKED	High margin contracted future revenues from core SaaS model
LEADING TECHNOLOGY	Next generation workflow and image management solution for healthcare facilities, built by radiologists, for radiologists
PROVEN	Successfully demonstrated market penetration into Mexico, Ecuador, Peru and Costa Rica with post-raising strategies for rapid expansion in other LATAM and Asia-Pacific
SALES PIPELINE	Strong sales pipeline, including renewals will add to existing contracted revenue, no customer churn
FUNDING	Funding largely dedicated to core business expansion, rather than technical development. Initial debt funding secured to help drive PaaS growth (SaaS capital light)



	VOLPARA (ASX:VHT)	PRO MEDICUS (ASX:PME)	ImExHS (ASX:IME)
Description	Breast X-ray imaging, transitioning to SaaS based contracts	Radiology imaging software, strong 5 year contracted revenue order book	Radiology imaging software, High growth SaaS based revenue
Market Cap	\$311m ¹	\$2,040m ¹	\$27m ¹
TRADING MULTIPLES			
Total Contracted Value (TCV)	n/a [*]	\$135m ³	\$20.6m ⁴
TCV Multiple	n/a	15.1x	1.3x
Annualised Recurring Revenue (ARR)	\$6.3m ⁴	\$36.8m ²	\$4.5m ⁴
ARR Multiple	49.5x	55.5x	6.0x

Notes:

1. 3 May 2019 (Source: ASX)
2. 31 Dec 2018 (Source: PME Investor Presentation 2/5/19)
3. 30 Jun 2018 (Source: PME-Annual Report)
4. 31 March 2019 (Source: VHT-4C Announcement)

* Not applicable as TCV definition is not comparable

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