

**30 October 2020**

ASX RELEASE

## Extraordinary General Meeting – CEO’s Address

In accordance with ASX Listing Rule 3.13 attached is the CEO’s addresses together with presentation slides which will be delivered at the IMEXHS Limited Extraordinary General Meeting commencing at 11.00 am today.

Authorised for release by the Board of IMEXHS Limited.

**-ENDS-**

### For more information, please contact:

#### Media and Investor Relations

Françoise Dixon, Citadel-MAGNUS

E: [fdixon@citadelmagnus.com](mailto:fdixon@citadelmagnus.com)

T: +61 412 292 977

#### Business Inquiries

Reena Minhas – CFO & Company Secretary, IMEXHS

E: [enquiries@imexhs.com.au](mailto:enquiries@imexhs.com.au)

T: +61 (0)2-9030-0040

### About IMEXHS

**IMEXHS Limited [ASX: IME]** is a leading imaging Software-as-a-Service (SaaS) and ancillary solutions provider with over 120 customers on recurring contracts in over 250 sites, and distributors in 15 countries. Founded in 2012, IMEXHS is known for its innovation in the imaging services market, offering flexible and scalable imaging solutions via its HIRUKO branded suite of solutions for next generation Picture Archiving and Communications System (PACS) and integrated medical imaging systems (including a Radiology Information System (RIS), a Cardiology Information System (CIS) and an Anatomical Pathology Laboratory Information System (APLIS)). The HIRUKO™ system is completely cloud-based, vendor neutral and zero footprint with no need for installed software. The IMEXHS products are designed to increase productivity and save money for end users, with a scalable platform that is configured for the future and enhances patient outcomes. For more information, visit [www.imexhs.com](http://www.imexhs.com)

**IMEXHS Limited** ABN 60 096 687 839

**Imaging Experts and Healthcare Services Pty Ltd** ABN 18 624 772 756

122 O’Riordan Street, Mascot NSW 2020

Tel: +61 2 9030 0040

**IMEXHS Limited  
Extraordinary General Meeting  
30 October 2020**

**CEO's Address**

---



Built by physicians for physicians

**CHIEF EXECUTIVE OFFICER'S ADDRESS**

**Dr German Arango**

# 2020 Achievements to date



- **Aquila in the Cloud** product offering launched in May 2020 with 17 orders received to date for combined ARR of \$473k
- **Significant progress made in new markets** with new office in Miami, significant management appointments and ANVISA certification in Brazil
- **Solid 3Q FY20 result** with YTD revenue of \$6.7m up 21% on pcp<sup>1</sup>, annualised recurring revenue (ARR) of \$9.0m up 11%<sup>2</sup>
- **Successful completion of \$8.3m placement** to fund its international expansion and investment in sales and marketing and R&D

1) *Up 34% on constant currency basis*

2) *Up 30% on a constant currency basis*

# Successful completion of Placement



## Placement Details

-  **276m** new shares issued @ 3.0 cents per share, gross proceeds of ~\$8.3m
-  Represents **19%** of issued capital post raising
-  New shares **issued under available placement capacity** per ASX Listing Rules 7.1 and 7.1A
-  New shares to **commence trading on 30 October 2020**

## Purpose of Placement

-  **Secure funding** for next phase of growth as expand into new markets and increase investment in product development
-  Expected to fund operations through to **EBITDA breakeven by end CY2021**
-  Introduce **high-quality institutional investors** to the register

# Use of Proceeds



## 1. Accelerate International Expansion – Invest in Sales & Marketing

- USA - World's largest RIS & PACS market, Total Addressable Market (TAM) US\$1.2 billion
- Brazil - Latin America's largest market
- Australia
- Digital Sales – Ingram Micro Marketplace, Cloud Blue etc.

## 2. Software Development | Product

- Alula Market Place | Become a Platform - To create the world's first Pathology Marketplace
- Strengthen AQUILA
- AI - Harness the Company's +700m images
- Other Ologies - Develop other verticals i.e. Gastrology

## 3. EBITDA Break-Even

- Reach EBITDA Break-Even by December 2021

# FY20 Outlook



**USA** – Increase sales presence leveraging the new sales office established in Florida



**Brazil** – Promotion activity to capitalise on ANVISA certification



**Australia** – Commence sales activity following the appointment of GM - Business Development



**LATAM** – Convert strong interest in Aquila in the Cloud



**Trading in second half** in line with company expectations



Some impact from second waves of **COVID-19** in key markets



**FY20 revenue** expected to be \$10.0m - \$12.0m