

09 November 2021

## **MACH 7 TECHNOLOGIES CEO TO PRESENT AT BELL POTTER HEALTHCARE CONFERENCE**

Mach7 Technologies Limited (**M7T** or the **Company**) is pleased to announce that Mike Lampron, M7T's CEO will be presenting the attached Presentation at the Bell Potter

Healthcare Conference at 10:00am on Tuesday the 9<sup>th</sup> of November 2021 (AEDT).

The Company looks forward to engaging with all interested parties.

Released on authority of the Board by:

Mike Lampron  
Chief Executive Officer

For more information, contact:

Veronique Morgan-Smith  
Company Secretary  
[vmorgansmith@leydinfreyer.com.au](mailto:vmorgansmith@leydinfreyer.com.au)

### **About Mach7 Technologies:**

Mach7 Technologies (ASX:M7T) develops innovative data management solutions that create a clear and complete view of the patient to inform diagnosis, reduce care delivery delays and costs, and improve patient outcomes. Mach7's award-winning enterprise imaging platform provides a vendor neutral foundation for unstructured data consolidation and communication to power interoperability and enables healthcare enterprises to build their best-of-breed clinical ecosystems. Mach7's sophisticated workflow tools, advanced clinical viewing and optimized vendor neutral archiving solutions unlock silos of legacy systems empowering healthcare providers to own, access and share patient data without boundaries. Visit [Mach7t.com](http://Mach7t.com).



**Mach7 (ASX: M7T)**

**Bell Potter Healthcare Conference**

**09 November 2021**



# Disclaimer

**Summary of information:** This presentation contains general and background information about Mach7 Technologies Limited ("M7T") activities current as at the date of the presentation and should not be considered to be comprehensive or to comprise all the information that an investor should consider when making an investment decision. This presentation is not a prospectus, disclosure document, product disclosure statement or other offering document under Australian law or under any other law. The presentation does not purport to contain all the information that a prospective investor may require in assessing a possible investment in M7T nor does it contain all the information which would be required in a prospectus prepared in accordance with the requirements of the Corporations Act 2001 (Cth). The information provided is in summary form, has not been independently verified, and should not be considered to be comprehensive or complete. It should be read solely in conjunction with the oral briefing provided by M7T and all other documents provided to you by M7T. The information in this presentation remains subject to change without notice. M7T is not responsible for providing updated information and assumes no responsibility to do so.

**Not financial product advice:** This financial information provided in this presentation is for information purposes only. The information contained in this presentation is of a general nature only and is not a financial product, investment advice or a recommendation to acquire M7T securities and has been prepared without taking into account the objectives, financial situation or needs of any person or entity. Before making an investment decision prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs, and seek legal, taxation and financial advice appropriate to their jurisdiction and circumstances. M7T is not licensed to provide financial product advice in respect of its securities or and other financial products. Cooling off rights do not apply to the acquisition of M7T securities. M7T assumes that the recipient is capable of making its own independent assessment, without reliance on this document, of the information and potential investment and will conduct its own investigation.

**Disclaimer:** M7T and its related bodies corporate and each of their respective directors, agents, officers, employees and advisors expressly disclaim, to the maximum extent permitted by the law, all abilities (however, caused, including negligence) in respect of, make no representations regarding, and take no responsibility for, any part of this presentation and make no representation or warranty as to the currency, accuracy, reliability or completeness of any information, statements, opinions, conclusions or representations contained in this presentation. In particular, this presentation does not constitute, and shall not be relied upon as, a promise, representation, warranty or guarantee as to the past, present or future performance of M7T.

**Future performance:** This presentation contains certain forward-looking statements and opinions. The forward-looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Forward-looking statements, including projections, forecasts and estimates, are provided as a general guide only and should not be relied on as an indication or guarantee of future performance and involve known and unknown risks, uncertainties and other factors, many of which are outside the control of M7T. Past performance is not necessarily a guide to future performance and no representation or warranty is made as to the likelihood of achievement or reasonableness of any forward looking statements or other forecast.

**Risks:** An investment in M7T securities is subject to investment and other known and unknown risks, some of which are beyond the control of M7T. You should have regard to the 'Key Risks' section of this presentation which outlines some of these risks.

**Not an offer:** This presentation is not, and should not be considered as, an offer or an invitation to acquire securities in M7T or any other financial products and neither this document nor any of its contents will form the basis of any contract or commitment. This presentation is not a prospectus. Offers of securities in M7T will only be made in places which, or to persons to whom it would be lawful to make such offers. This presentation must not be disclosed to any other party and does not carry any right of publication. Neither this presentation nor any of its contents may be reproduced or used for any other purpose without the prior written consent of M7T.

**No distribution in the US:** This presentation is not an offer of securities for sale in the United States. Any securities to be issued by M7T have not been and will not be registered under the US Securities Act of 1933, as amended (the "US Securities Act") and may not be offered or sold in the United States absent registration or an exemption from registration under the US Securities Act. No public offer of the securities is being made in the United States and the information contained herein does not constitute an offer of securities for sale in the United States. This presentation is not for distribution directly or indirectly in or into the United States or to US persons.

**Monetary values:** Unless otherwise stated, all dollar values are in Australian dollars (AUD\$). The information in this presentation remains subject to change without notice.

**Sophisticated and professional investor:** By attending this presentation, you present and warrant that (i) if you are in Australia, you are a person to whom an offer of securities may be made without a disclosure document as defined in the Corporation Act 2001 (Cth) ("Corporation Act") on the basis that you are exempt from the disclosure requirements of Part 6D.2 in accordance with Section 708(8) or 708(11) of the Corporations Act; (ii) if you are in the United States, you are a qualified institutional buyer (as defined under Rule 144A Under the U.S. Securities Act; (iii) if you are outside Australia and the United States, you are a person to whom an offer and issue of securities can be made outside Australia without registration, lodgement or approval of a formal disclosure document or other filing in accordance with the laws of that foreign jurisdiction. If you are not such a person, you are not entitled to attend this presentation. Please return this presentation and any copies and do not provide this presentation to any other person.

**No distribution:** Distribution of this presentation may be restricted by law. Persons who come into possession of this presentation should seek advice on and observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable security laws.

# Enterprise Imaging with a Global Presence



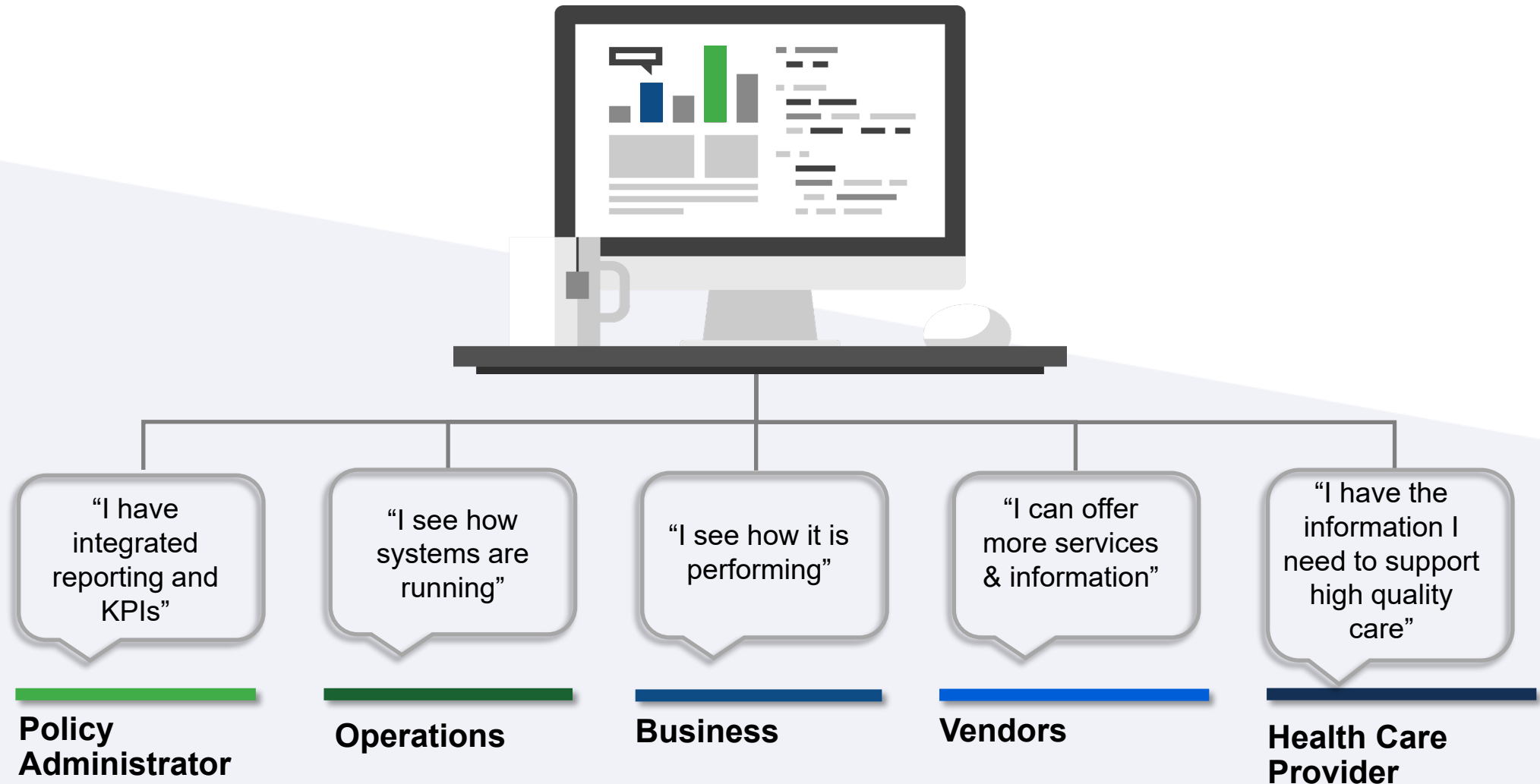
**Hospital systems around the world use Mach7 Technologies**

**More than 150  
customers spanning  
15 countries**

Hospitals and healthcare entities around the world deploy Mach7's solutions and innovative technologies.

We have built a global network of diverse customers that range from expansive Integrated Delivery Networks, National Health Systems, medical research facilities, and large academic medical institutions, to regional community hospitals, children's health centers and independent provider groups.

# Enterprise Imaging – Why is it important?





# Value Proposition

At Mach7, we provide an Enterprise Imaging Platform, that provides:

## Consolidation of all images

At the core of this platform is a Vendor Neutral Archive which consolidates all images and reports across the enterprise into a single repository. Removing redundant operating expenses across an enterprise.

## Access all images

We then enable access to this data to enterprise users directly or through the Electronic Medical Record using our true zero footprint viewer. This combined solution insulates the enterprise users from radiology departmental technology changes or departmental downtime issues.

## PACS solution

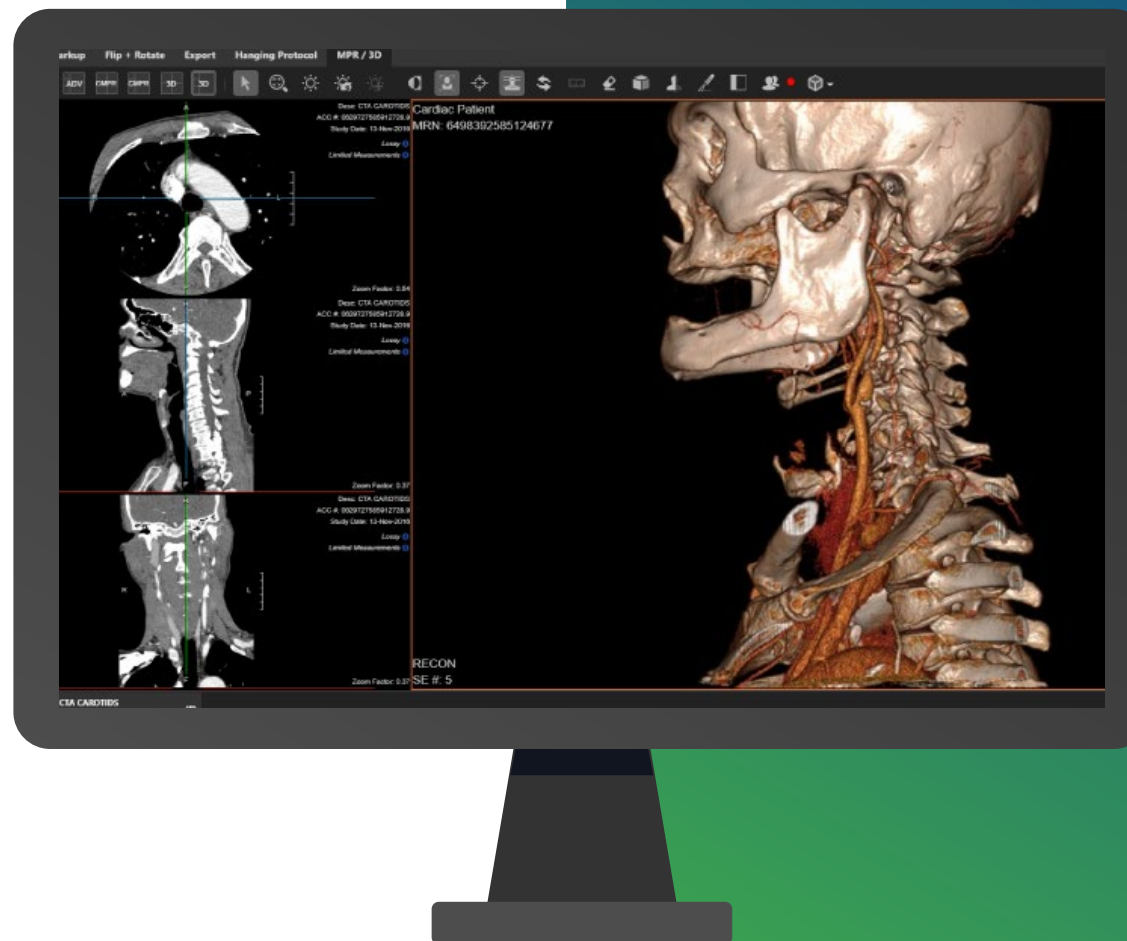
The enterprise platform can be used as a diagnostic PACS solution, research platform, or AI integration platform without impacting clinical workflow. This is a software only solution that leverages our customers existing IT infrastructure to streamline workflow and reduce IT burden.

# Market Leading Enterprise Imaging Solution

An enterprise-wide, interoperable platform for storing, retrieving and viewing all medical imaging data in one vendor neutral ecosystem.

Consisting of:

- Enterprise Data Management
- Enterprise Diagnostic Viewing
- Enterprise PACS





# Market Segments

- Integrated Delivery Networks
- International hospital authorities and health systems
- Regional and community hospital systems
- Academic medical institutions
- Medical Research facilities
- Independent Provider Groups
- Centers of Excellence
- Imaging Centers
- Telehealth service providers
- Integration platform for external systems (EMR, VR, Image Sharing, HIEs)
- Strategic partnerships
- Children's Health Centers



# FY2021 Financial Highlights

- \$25.6M Sales Orders (TCV\*); Highest on Record; up 95%;
- 20% of Sales Orders are SAAS; Up from 3% in FY20
- 97% Gross Margin %; Up from 87% in FY2020
- \$18.4M Gross Margins; Up 12%
- \$19.0M Revenue; Up 1%; (Up 13% on a constant currency basis)
- EBITDA Loss -\$1.8M; (FY20 Profit \$3.3M)

*\*Total Contract Value (TCV) means software license fees, professional service fees and annual support (or annual subscription) over the life of the contract.*

# Key Achievements FY21

## M&A

Completed transformational acquisition of Client Outlook

## Sales Up 95%

Achieved \$25.6M of sales orders, highest in Mach7 history

## ARR Up 80%

Grown CARR to \$15.8M, with annualized ARR (current run rate) at \$13.4M

## New Talent

**Steve Parkes**, CFO

**David Madaffri**, VP Sales

**Lisa Thompson**, VP Services

## Awards



**Frost & Sullivan**  
2021 Global Enterprise Imaging Solutions Product Leadership Award



**Industry Tech Insights**  
2021 Top 10 Companies Revolutionizing Healthcare



**CIO Review**  
2021 Top 20 Most Promising Workflow Solution Providers

# FY22 - Q1 Financial Highlights

- Sales orders \$16.2M (TCV); **up 368% on last quarter (Q4'21 \$4.4M)**
- Major expansion contract wins secured from **Trinity Health and Advocate Aurora Healthcare**
- Contracted annual recurring revenue (CARR) \$16.8M; **up 6% (or 24% annualized) (Q4'21 \$15.8M)**
- Cash on hand **\$17.2M; (30 June 2021 \$18.4M)**

*\*Total Contract Value (TCV) means software license fees, professional service fees and annual support (or annual subscription) over the life of the contract.*

# FY22 Outlook

## Financial

- \$27M Revenue Target for CY21 (previously announced on 10 June 2020) is On Track
- FY22 Minimum Revenue is \$23.1M - set up for strong growth over FY21
- FY22 is expected to produce Positive EBITDA. The Company may provide EBITDA guidance further into FY22

## Product

- Fully integrated product roadmap by end of 1HFY22
- Performance of the viewer enhanced by adding GPU hardware support
- Advanced Imaging workflow for Breast Imaging and unified workflow between eUnity and VNA
- Personalization for the end users
- Expanded cloud storage support

## Sales & Marketing

- Springboard from an exceptional FY21 sales year
- Newly aligned sales team focused on Data Management & image viewing across an enterprise
- Continued development of new partnerships & integrations to enable our customers
- Growing client list of nationally recognized IDN's across the US

## Industry

- Focused on Enterprise Data Management, the backbone of an Enterprise Strategy
- Focused on providing the best enterprise zero foot-print viewer in the industry
- Enterprise Imaging is growing by segment in the industry every year, whilst Traditional PACS solutions are trending down



# Future Outlook

## Organic Growth strategy

- Market transition from Radiology PACS focus to enterprise informatics focus. Mach7 VNA and Enterprise Viewer ideally suited for paradigm shift.
- Opportunity growth by 3<sup>rd</sup> party resellers of Mach7 solutions as they also focus on evolving enterprise informatics paradigm.
- Recruitment of highly skilled sales team has resulted in increased market visibility and strong funnel growth.
- Portfolio cross selling opportunities increasing as a result of completed integration of Client Outlook.
- Additional growth of recurring revenue from customers who reach “go live” on the Platform

## Acquisitive Growth Strategy

- If we find opportunity that can fill product gaps and/or provide great value to our customers, we will evaluate that opportunity
- We are 100% committed to being cashflow positive into the future
- Timing will be important as we feel undervalued in the market at present



We are opportunistic in regards to acquisition and 100% committed to remaining cashflow positive on an annual basis