



H1 FY23 Results Presentation

February 28, 2023

Mach7 Technologies
ASX: M7T

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>> Business Overview

- Our Business
- Our Products
- Our Product Performance
- Our Customers
- Our Partners

>> H1 FY23 Results

- Half-Year Highlights
- Record Sales Orders
 - Recurring fees feature
 - New customers & partners
 - Major contract wins
- Record Revenue
- Strong Financials

>> Outlook

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Business Overview

 MACH7



Mach7 – The Enterprise Imaging Solution

Mach7's medical imaging software solution centralises, stores, organises and displays patient data across the healthcare enterprise – connecting hospital networks and facilitating data flow between hospital departments and clinicians everywhere.

The Mach7 product suite works with or replaces a healthcare enterprise's existing, and sometimes antiquated, medical imaging infrastructure to:

- affordably fill the connectivity gaps created by siloed departmental imaging solutions,
- eliminate IT complexity, and
- ensure clinicians have a complete and comprehensive view of their patients' imaging history



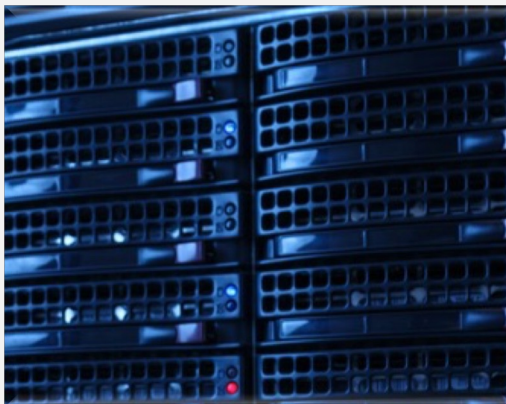
Enterprise Imaging – a focus on the entire healthcare network

Mach7 provides an enterprise-wide interoperable platform for storing, retrieving and viewing all medical imaging data in one vendor neutral ecosystem. It comprises:

Enterprise Data Management

Vendor Neutral Archive (VNA)

- Patient data and image capture, indexing, management, storage, distribution, viewing, exchange, and analysis of all clinical imaging and multimedia content in one powerful platform



Enterprise Diagnostic Viewing

Diagnostic & Enterprise Viewing

- eUnity zero-footprint viewer
- Displays highest quality images
- Accessible on any device and integrates with any PACS, VNA, or other image archive and can launch from any EMR



Departmental Workflow Applications

Worklist & Quality Control tools

- Connectivity and workflow products
- Powerful universal worklist and quality control tools to drive diagnostic decisions
- Open platform supports 3rd party solutions and AI adoption



Best in KLAS 2023: Universal Viewer Segment

#2

Placed #2 overall for second year in a row

#1

Held the #1 spot for most of CY 2022

#1

Currently ranked #1 in live data in KLAS*

96%

Notable performance: 96% “yes” response to “Would you buy again?”



Mach7 VNA Vendor Neutral Archive

Placed #5 overall, outperforming similar size and type vendor competitor (Hyland- Acuo).

Ranked alongside large legacy PACS vendors by KLAS including, Agfa, GE and Philips.

v12

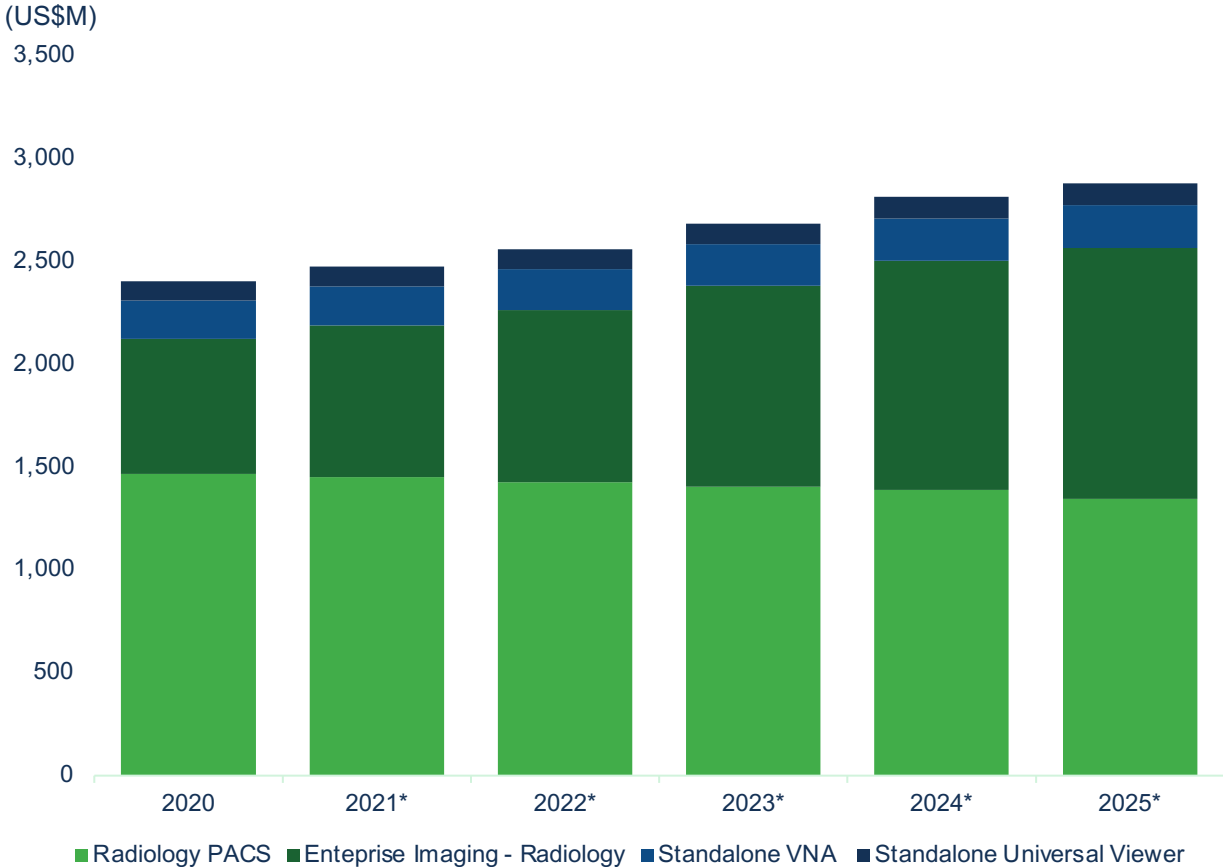
V12 of the Mach7 VNA being rolled out at customer sites; expected to drive scores up over the coming year.

CIO, on functionality and upgrades: “Mach7 Technologies is really configurable. It allows us to do things that other VNAs haven’t been able to do. We interact with other vendors’ VNAs at other locations, and those VNAs don’t have any of the same flexibility that we have in Mach7 Technologies’ system. We couldn’t do what we do without Mach7 Technologies’ system.” **Provided to KLAS Research January 2023**

* on 21 Feb 2023

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

World Market for Radiology IT – Select Product Markets



* Forecast market size; Data for Standalone RIS and Standalone Image Exchange not included
 Source: Signify Research Aug-21

Partnerships focused on meaningful value to support patient care

Augmenting and expanding Mach7's Enterprise Imaging Solution through innovative partnerships designed to enhance value to healthcare providers.

28 partnership solutions focused on AI, Analytics, System integration, Cloud, Health Information Exchange (HIE).

Dedicated channel partner sales manager.

Client Outlook began as a partnership, resulted in a successful acquisition.

Partnerships represent 10% of Mach7's H1 FY23 sales orders



H1 FY23 Results





Record Sales Order growth (TCV)¹

\$25.8M

+\$3.7M or 17% on PCP²



Record Revenue

\$16.4M³

+\$2.1M or 14% on PCP



Contracted Annual Recurring Revenue (CARR)

\$20.0M

+\$3.2M or 19% on PCP



Annual Recurring Revenue (ARR)

\$16.4M run rate

+\$3.0M or 22% on PCP



New contracts in high growth outpatient market – Akumin Nuvodia

Akumin
Nuvodia



EBITDA

\$3.4M

+\$0.4M or 13% on PCP



Net Operating Cashflow

(\$5.2M)

Expect FY23 positive operating cashflow



Strong financial position

\$20.6M cash and no debt

Recurring revenue a feature of sales orders

Highlights:

- **Record sales orders** of \$25.8M (TCV), up 17% on \$22.1M in H1 FY22 (+5.4% on \$24.6M in constant currency¹). Sales orders are the best measure of financial progress as cash receipts and revenue recognition are affected by contract milestones and licence fee type
- **ARR (Subscription/Support & Maintenance) sales orders** account for 57% of total sales in 1HFY23 (v 58% in FY22 and 49% in FY21)
- **Brand recognition** improving with increasing usage – consultant network effect and continued top KLAS rankings
- **On track to exceed FY23 sales order target of \$36M**, +20% on \$30M FY22 target and +8% on \$33.2M achieved in FY22



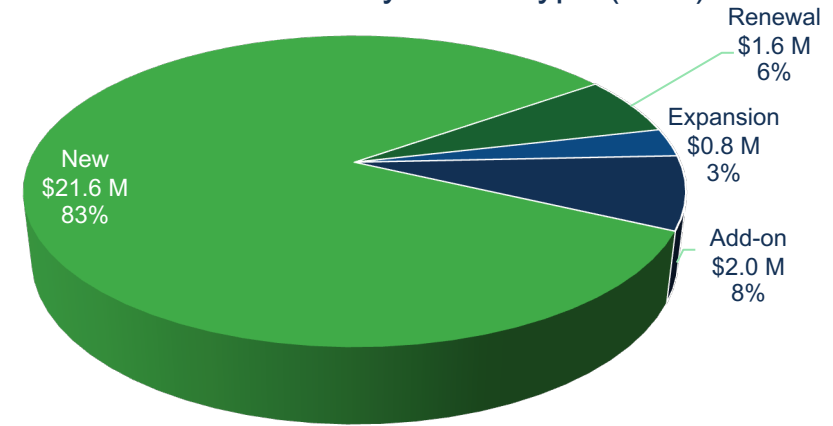
1. At normalised exchange rate as at 31 December 2022 of AUD/USD \$0.657

New customers strengthen base for further growth

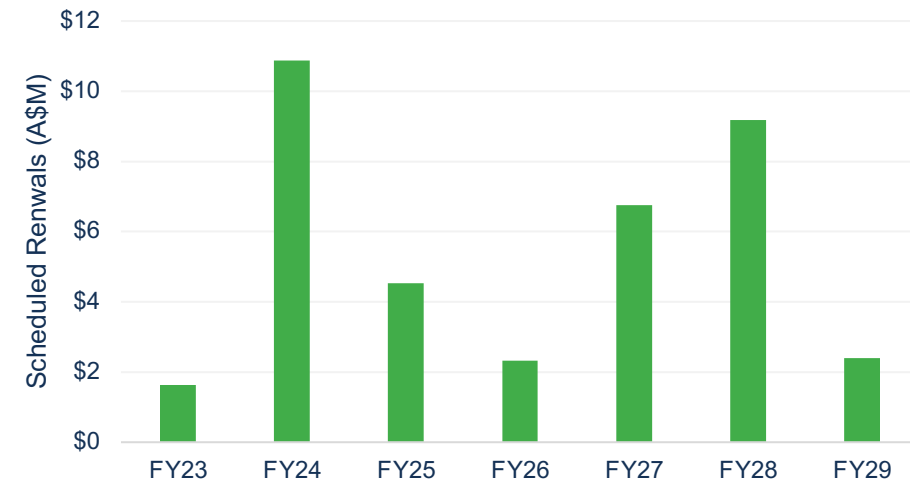
Highlights:

- **New customer** sales orders of \$21.6M (83% of total sales orders) represented 3 new logos: Akumin, Nuvodia and St Paul’s Hospital Hong Kong. New customers create a platform for future sales order growth in expansion, add-on and renewal categories
- **Add-ons** of extra products or services represented \$2M (8% of total sales orders) and is a key sales strategy of “land and expand”
- **Renewals** of \$1.6M (6% of total sales orders) in 1H represented 10 satisfied customers. Expect a more significant contribution in FY24
- **Expansion** of contracted volume by existing customers often coincides with hospital network acquisition, expect greater expansion activity in balance of FY23 given buoyant M&A market
- **Partnerships** increasingly contributing to sales order growth, accounted for 10% (\$2.8M) of total sales orders in H1 FY23 (up on 8% in FY22)

H1 FY23 Sales Orders By Order Type (TCV)



Renewal Profile (TCV)



New customers boost outpatient market exposure and expand Asian footprint

Highlights:

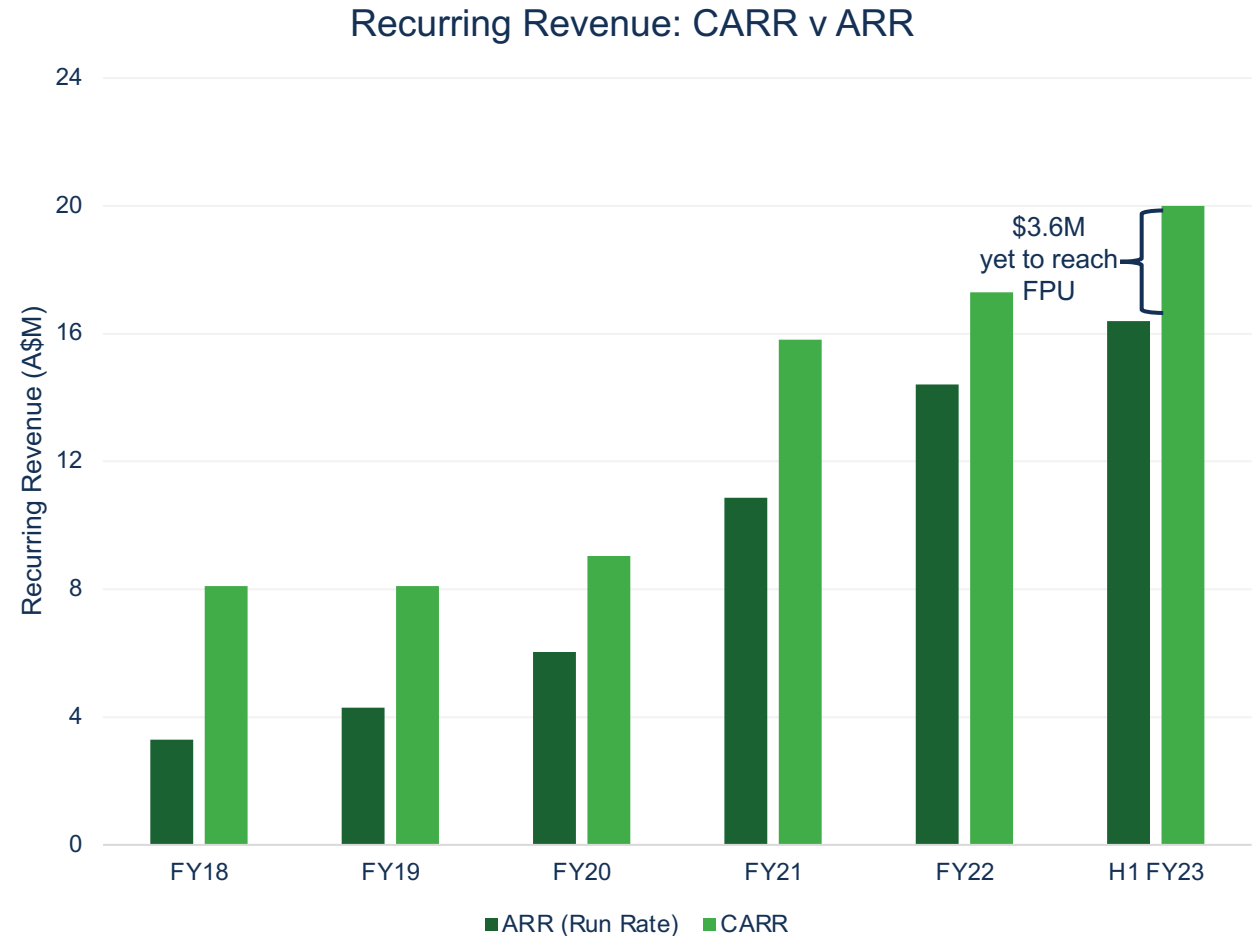
- **St. Paul's Hospital HK** - a private hospital with ~500 beds and more than 20 departments. The capital contract has a year-one value of \$1 million and TCV of \$1.52 million. The agreement involves Mach7's entire Enterprise Imaging Platform including its VNA, eUnity Diagnostic Viewer and Universal Worklist.
- **Nuvodia** - a US national IT and radiology service provider that creates, manages, and supports mission-critical IT environments focusing on outpatient imaging centres and community hospitals. The subscription contract involves Mach7's entire Enterprise Imaging Platform and has a five-year term with a TCV of \$2.5 million.
- **Akumin** - a NASDAQ listed outpatient radiology service provider with a network of 234 owned and/or operated outpatient radiology and oncology centers; a mobile division with 300 semi-trailers; and approximately 1,000 hospitals and health system clients across 48 states. The capital contract involves Mach7's entire Enterprise Imaging Platform and has a ten-year term with TCV of \$16.7 million.



Recurring revenue growth

Highlights:

- **Record Revenue** of \$16.4M; up 14% on \$14.3M in H1 FY22, but lower than the \$18.1M previously disclosed due to the \$1.7M financing component of the 10-year Akumin contract being reclassified to interest income across the contract term
- **Contracted Annual Recurring Revenue (CARR)** of \$20.0M, up 19% on \$16.8M at 31 Dec 2021 (and up 16% on \$17.3M at 30 June 2022). CARR is the lead indicator for ARR – the \$3.6M difference to ARR run rate (\$16.4M) represents time lag for software going live
- **Annual Recurring Revenue (ARR) Run Rate** of \$16.4M, up 22% on \$13.4M at 31 Dec 2021 (and up 14% on \$14.4M at 30 June 2022).
- **Continue to track at ~65% coverage of operating expenses by ARR** run rate. Target 100% within 4 years
- **Approximate 60/40 subscription/capital deals** maintained in H1 FY23 (50/50 in FY21)



EBITDA positive, healthy cash balance, no debt

Highlights:

- **Revenue** growth trailing sales order growth as recognition of subscription/support and maintenance components of new orders require FPU which can take 6-12 months. Cost growth to moderate in 2H FY23 with limited new headcount planned aside from customer support team expansion and R&D attrition replacement
- **EBITDA growth** due to a \$2.1 million increase in revenue, a \$0.8 million reduction in non-cash share-based payments on the prior year primarily due to the forfeiture of options by departing employees, and foreign exchange gains of \$0.1 million
- **Operating Cash flow** impacted by higher/one-off staff costs together with increased professional fees and travel expenses during first half. Expect positive FY23 operating cashflows
- **\$20.6M cash** (up 2% on 31 Dec 2021), and no debt
- **No capitalisation of R&D**, amortisation relates only to acquisition costs

| Earnings | H1 FY23 | H1 FY22 | % Change |
|--------------------------------|---------|---------|----------|
| Revenues | 16.4M | 14.3 M | +14% |
| Distributor Fees | (0.3M) | (0.5M) | -37% |
| Gross Margins % | 98% | 96% | |
| Operating Expenses | 13.0M | 10.2M | +27% |
| EBITDA | 3.4M | 3.1M | +13% |
| EBITDA (adjusted) ¹ | 3.1 M | 3.6M | -14% |

| Cashflow | H1 FY23 | H1 FY22 | % Change |
|----------------------|---------|---------|----------|
| Cash Receipts | 9.0M | 12.0M | -25% |
| Net Operating CF | -5.2M | 1.1M | -570% |
| Closing Cash Balance | 20.6M | 20.3M | +2% |

1. EBITDA adjusted for foreign exchange impacts and non-cash share-based payments

Efficiencies and economies sought

Healthcare organisations are disaggregating single-vendor tech stacks and replacing traditional PACS with best of breed enterprise imaging components. Interoperability and modularity are key features required; plays to Mach7 product strengths.



Industry transformation

Remote reading services have become a business as usual requirement for hospitals and clinics to enable clinicians to work outside the walls of the facility. Ongoing consolidation of healthcare enterprises and a shift toward outpatient care caters to core business.



Brand awareness growing

Mach7 products continue to rank highly in independent industry research - brand recognition and improved visibility/interest at well attended industry conferences. Innovation focused R&D team and planned expansion of service team.



Sales opportunities underpin targets

Sales pipeline replenished following largest deal in Mach7 history. On track to achieve FY23 targets:

- At least **\$36M sales orders**
- **+20% revenue growth** again
- **cashflow positive** again

Appendices



The Best in KLAS report recognises software and services companies who excel in helping healthcare professionals improve patient care.



KLAS surveys healthcare IT customers (providers) throughout the calendar year and releases its final findings in Q1 of the following calendar year. That is, **Best in KLAS 2023** is based on data accumulated through data surveys and insights in CY 2022.



A Best in KLAS award signifies to the healthcare IT industry the commitment and partnership that the top vendors should provide.



The Best in KLAS report recognises software and services companies who excel in helping healthcare professionals improve patient care.



All rankings are a direct result of the feedback of thousands of customers and providers over the last year.

Best in KLAS is highly competitive and based on customer experiences and satisfaction. The goal of most healthcare IT providers is to be listed in the “Solution Comparison” section as these are the healthcare IT companies that have reached the minimum customer survey threshold and scored high enough to be ranked as one of the best for their competitive field.

While “Best in KLAS” designates the #1 overall rank based on weighted scores, being positioned in the top 5 is considered the best of the pack and creates tremendous visibility in the markets as the IT companies that present the best value and customer satisfaction.

Fits Individual Needs

We can fit into customers' existing technology infrastructure or adapt as it changes, such as in the number of servers at a customer site or whether they are centralised, in the cloud, or a hybrid.

Designed for the Enterprise

The foundation is in the enterprise, not individual departmental systems. The Mach7 platform and its modular software solutions have focused on integration, workflow, scalability, and performance.

Flexible Workflows

Flexibility of workflows – with an intuitive and graphical interface, users can customise workflows to meet the needs of individual departments and users.

Lasting Technology

Our software-only solution can stay with customers even as their hardware changes over time. It easily scales to adapt to the customer's changing environment, such as additional sites acquired due to mergers.

Solves Immediate Needs

The modularity of the solution allows users to implement only the features they absolutely need, and its software-only design is capable of being used on customers' existing IT infrastructure.

Customer Partnerships

We value our customers' input and have taken measures to ensure open lines of communication to ensure their feedback reaches us.

Flexible Contract Terms

Mach7's modular solution allows us to offer flexible contractual agreements that fit the varying budgetary needs of healthcare organisations.

Cutting Edge Technology

Our solutions give organisations a connected, vendor neutral infrastructure built on a modern technology stack that allows them to grow, adapt and innovate.

Global Company

Mach7 is a global company with a focus on healthcare imaging. Because of our size relative to the biggest industry players, we have the agility and flexibility to adapt quickly.

- **Enterprise First Strategy**

- VNA backend data management solution designed and built for entire healthcare network rather than the radiology department

- **Interoperable Platform**

- Works with existing and future hospital technology - allows image enablement of the EMR and integration of advanced clinical applications and tools, including AI

- **Tech Stack Independence**

- Promotes customer control of tech stack via Mach7 module or end-to-end imaging solution. Future-proof scalability; low GPU consumption

- **Unique Deployment Flexibility**

- Migration services - initially a strategy to secure business, now a valued service to preserve tech investment already made by hospital networks

- **Top Product Rankings**

- Mach7's Viewer ranked #2 and VNA ranked #5 by independent customer survey. Features include intuitive usability, advanced clinical workflow tools and diagnostic viewing

- **Zero Footprint Viewer**

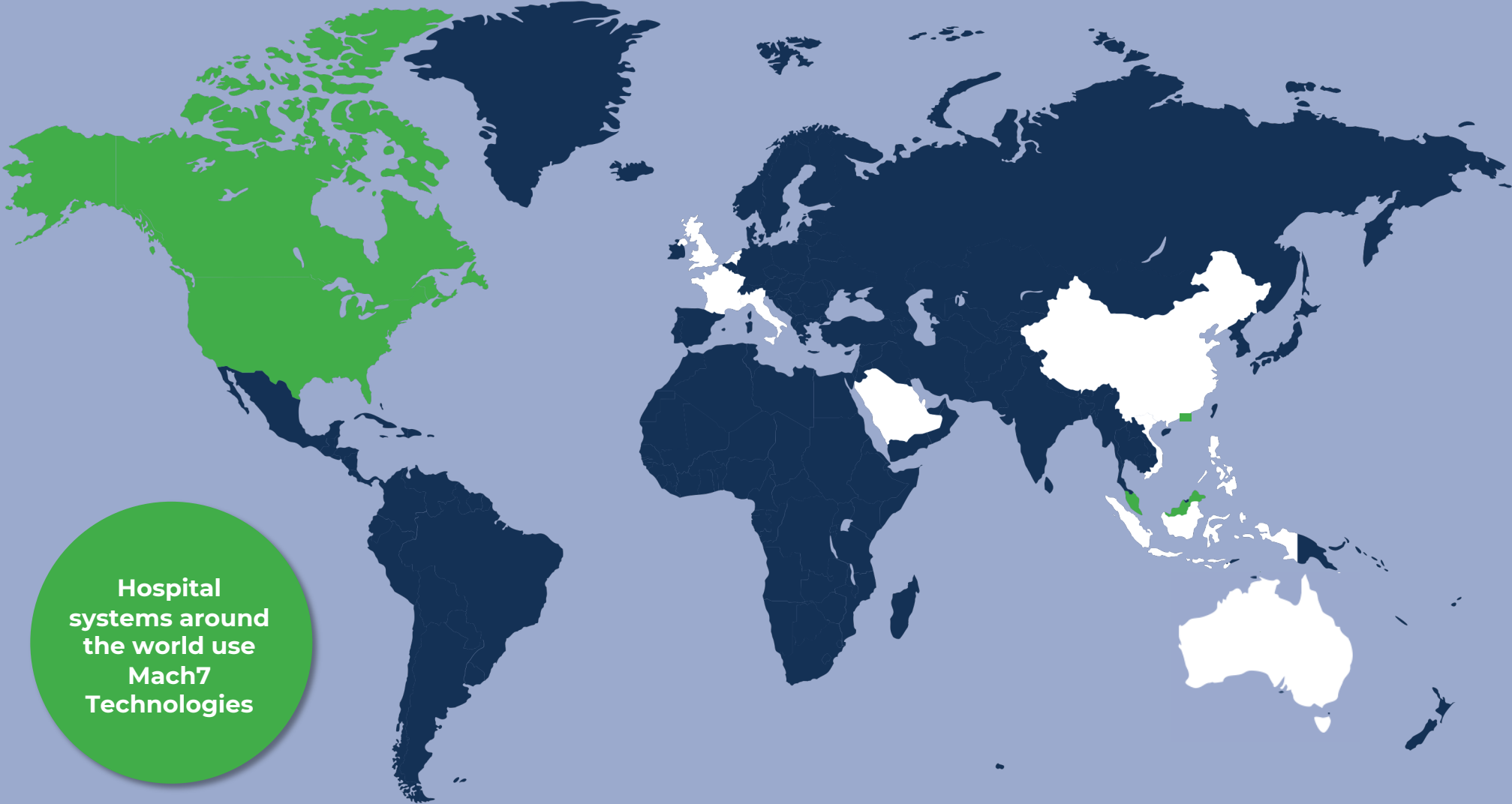
- Instant access to patient medical images on any device via EMR or web browser without requirement for additional software or plugins

- **Cloud Compatibility**

- Robust data management architecture gives healthcare IT department the option to host system on-premise or via cloud connection

- **Security**

- Customers own their imaging data; Mach7 ensures product security via regular penetration testing and ISO certification



Hospital systems around the world use Mach7 Technologies

>150 Customers
15 Countries

- Australia
- Canada
- China
- France
- Hong Kong
- Indonesia
- Italy
- Netherlands
- Qatar
- Philippines
- Singapore
- Saudi Arabia
- United Kingdom
- United States
- Vietnam

= Primary Markets
 = Global Presence

Revenue model caters to client funding needs

Flexible revenue model allows for both subscription (“SaaS”) and capital licences, generally on 5-year terms.

| Equivalent Contracts: | | Capital Licence | | Subscription Licence | |
|--|--|--|-------------------------|-----------------------------------|--|
| Activity/Timing | Fee Type | Revenue Recognition | Contribution CARR/ARR | Revenue Recognition | Contribution CARR/ARR |
| Sales Order Signed/ Software delivered | Licence Fee | 100% eg: \$1M | CARR eg: \$0.2M p.a. | 0% | CARR eg: \$2.4M over 5yrs = \$0.48M p.a. |
| Implementation/ Migration/Training | Professional Service Fee (one-off) | Milestone related eg: \$0.3m | 0% | Milestone related eg: \$0.3m | 0% |
| Software Live/ First Productive Use (FPU) | Annual Support Fee (20% of contract value) | 20% annually eg: \$0.2M p.a. over 5yrs = \$1M | ARR eg: \$0.2M p.a. | | |
| | Licence Fee | | | 20% annually eg: \$0.048M p.a. | ARR eg: \$0.48M p.a. |
| | Year 1 Revenue | \$1.5M | | \$0.78M | |
| Total Contract Value (TCV) | Over 5-Years | \$2.3M | | \$2.7M | |

CARR= Contracted Annual Recurring Revenue: ARR + annual subscription licence fees and annual support fees where customer is yet to reach FPU
 ARR= Annual Recurring Revenue: annual subscription licence fees + annual support fees recognised as revenue upon the customer achieving FPU
 TCV= Total Contract Value: capital software licence fee/annual subscription fee, professional service fees and annual support fees over life of contract;
 FPU= First Productive Use; SaaS = Software as a Service

Our Leadership Team



Mike Lampron
Chief Executive
Officer

Mike is the CEO of Mach7 Technologies. With over 20 years of experience in business and operational management for Healthcare IT companies, Mike brings a broad experience ranging from private start-up organizations to established companies such as IBM and GE. Mike was previously the CEO for a National Teleradiology Company and has a proven ability to drive results through a combination of astute analysis, innovative execution, and cross-functional teamwork. Mike is responsible for our customers' success while driving excellence throughout Mach7.



Dyan O'Herne
Interim
Chief Financial
Officer

Dyan has been with Mach7 for seven years in financial controller roles and has a deep knowledge of the Company's finances, operations and culture. She is a Chartered Accountant with more than 20 years' experience in senior finance roles including with Aon Insurance Managers and PricewaterhouseCoopers immediately prior to joining Mach7 .



David Madaffri
Global
Vice President,
Sales

David is the Global Vice President of Sales for Mach7. David began his career as a Radiologic Technologist and later managed the Imaging Services at Sharp Memorial Hospital in San Diego, CA. After leaving Sharp, he worked in Process Improvement Consulting, Implementation Services, and later Sales for both IDX and GE. For the past 12 years, David has worked for Philips Healthcare in a variety of sales leadership roles. Just prior to joining Mach7, David served as Philips' Vice President of Sales for Enterprise Diagnostic Informatics for North America.



Ravi Krishnan
General
Manager,
APAC

Ravi is a founding partner of Mach7 Technologies and is an accomplished image management professional with nearly 2 decades of domain-based experience with the technology intricacies which drive medical imaging. Ravi is a Medical Imaging Informatics and image workflow expert. He has been instrumental in the growth of industry-leading healthcare teams in Asia Pacific including GE Healthcare and Agfa Healthcare. As one of the two co-founders of Mach7, Ravi has built the design philosophy and technical strategy for Mach7.



Lisa Thompson
Vice President,
Services

Lisa is the Vice President of Services for Mach7, including Professional Services and Client Support. Lisa brings over 18 years of experience in the healthcare software industry working with radiology, cardiology, patient access and enterprise software. Before joining Mach7, Lisa was Senior Director of Professional Services at GE Healthcare and VP Services and Support for QuadraMed/Harris Healthcare. Lisa has led teams responsible for professional services, support, implementation quality, operational excellence, business integration, and process management. Lisa holds a Black Belt in Six Sigma and is experienced in Lean and Change Management.



Bob Tranchida
Vice President,
Marketing

Bob is Mach7's Vice President of Marketing. With over 25 years of experience in the direct medical provider and healthcare IT space, he is a seasoned expert with vast experience and knowledge in many types of organizations, from IT startups to Fortune 500 organizations like Philips. Bob has held many leadership roles within these organizations, spanning product management, program management, strategic account management and marketing. He brings a deep well of knowledge, passion and energy to the leadership team and is focused on building out Mach7's strategic global marketing programs.



Andrew Volkening
Vice President,
Product

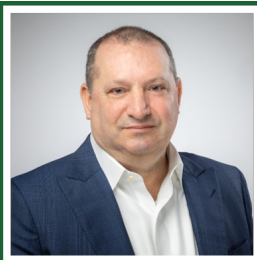
Andrew is a veteran imaging informatics leader with deep industry knowledge gained from over 20 years in healthcare imaging. He began his career as a Field Service Engineer and became PACS Administrator at Sunnybrook Health Sciences Center, one of Canada's foremost teaching and research hospitals as well as the nation's largest trauma center. Andrew's direct experience managing PACS has given him the unique ability to understand the customer perspective and focus on relevant solutions that address their specific clinical imaging needs. Andrew is also an imaging researcher who has earned awards for his work developing Canadian guidelines for lossy compression.

Our Board of Directors



David Chambers
Non-Executive Chairman

David has more than 30 years' extensive experience in the Healthcare and Life Science industry and a proven track record in healthcare IT systems through a series of senior executive roles in Australia, North America, Europe, and Asia. David up until recently acted as Managing Director, Asia-Pacific, of Allscripts Healthcare Solutions, a NASDAQ listed billion-dollar global leader in Healthcare Technology, retiring after close to seven years, on 30th June 2020. Prior to that David was General Manager, Asia and ANZ with Carestream Health. He was former chief executive of ASX-Listed health software business Pro Medicus Limited. David also served eleven years with Agfa Healthcare, including managing their Informatics group in Asia Pacific, and culminating in his elevation to Vice President of Agfa North America.



Mike Lampron
Managing Director

Mike is the Chief Executive Officer and Managing Director of Mach7 Technologies. With over 20 years of experience in business and operational management for Healthcare IT companies, Mike brings a broad experience ranging from private start-up organizations as well as long established companies such as IBM and GE. Mike was previously the Chief Executive Officer for a National Teleradiology Company and has a proven ability to drive results through a combination of astute analysis, innovative execution and cross-functional teamwork. Mike is responsible for our customers' success while driving excellence throughout Mach7.



Philippe Houssiau
Non-Executive Director

Philippe held a variety of executive roles as Partner with PriceWaterhouse and PwC, CEO of Agfa Healthcare, where he transitioned the business from being an Analog Film manufacturing outfit to become a world leader in Imaging and Health IT, CEO of Alliance Medical, the leading European Imaging Services Provider and CEO/Chairman of the Rhapsody Healthcare Interoperability business, now Lyniate. Philippe also ran the CSC/DxC Healthcare business in the UKI and Netherlands and held many board and Chair positions, in Imaging and Healthcare. He currently serves as the CEO of MAK-System, the leading Blood Management Software company and as Chairman of Corilus (Primary Care). Philippe is based in Antwerp, Belgium.



Rob Bazzani
Non-Executive Director

Rob spent 20 years with the global consulting firm KPMG, where he served as Chairman of KPMG Victoria, National Managing Partner for KPMG Australia's Enterprise Division and National Managing Partner for KPMG's M&A Division. Whilst in these roles, Rob was a member of KPMG's National Executive Committee which oversees and is responsible for the Firm's turnover, strategic decision making, profitability and operations. Rob has a demonstrated track record of leading and growing large scale and complex businesses. He has played a significant role in advising clients on commercial matters, corporate governance, M&A and has engaged with Government and Regulators. With extensive experience in corporate advisory, Rob has deep commercial and industry knowledge across financial services, asset and wealth management, property, insurances and consumer & industrial markets.



Eliot Siegel, MD
Non-Executive Director

Dr. Eliot Siegel is the Professor and Vice Chair of information systems at the University of Maryland School of Medicine, Department of Diagnostic Radiology, and the Chief of Radiology and Nuclear Medicine for the Veterans Affairs Maryland Healthcare System. Under his guidance, the VA Maryland Healthcare System became the first filmless healthcare enterprise in the World. He has written over 300 articles and book chapters about PACS and digital imaging and has edited six books on the topic. Dr. Siegel is a fellow of the the American College of Radiology and is a Board member of Carestream Health, a billion-dollar global company in digital radiography and computed radiography systems and serves on numerous advisory boards in medical imaging.

Corporate Snapshot

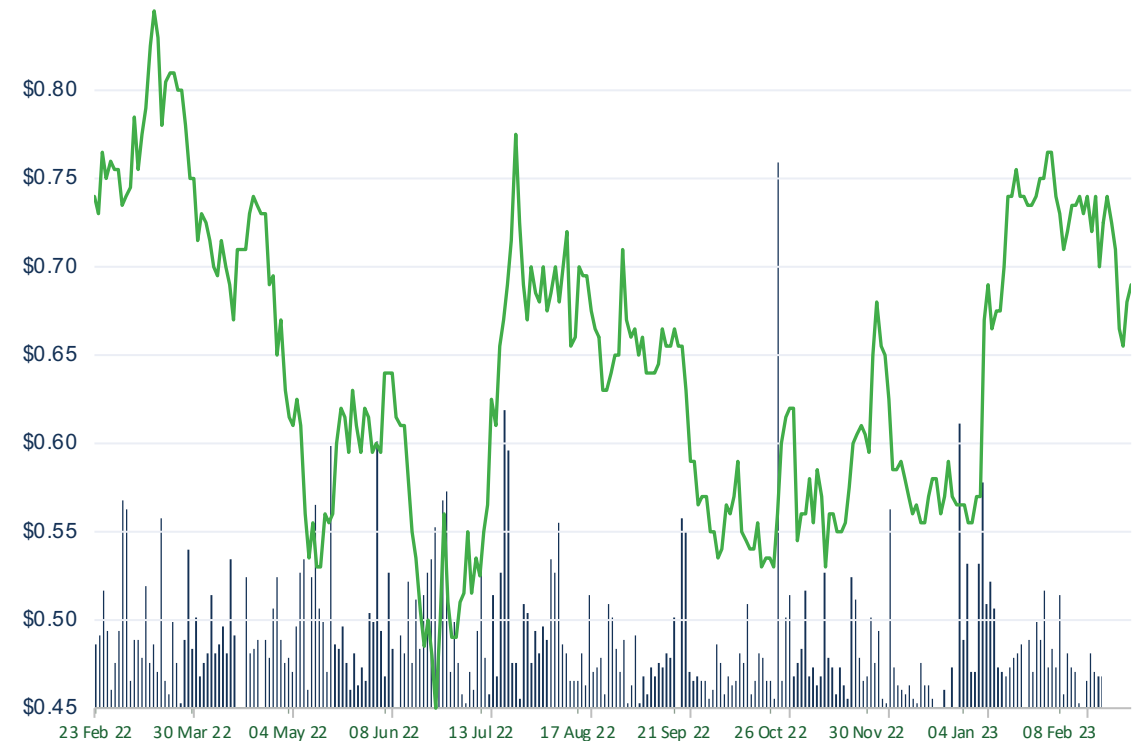
| | |
|--|--------|
| ASX Code | M7T |
| Share Price (24 February 2023) | \$0.69 |
| Market Capitalisation (24 February 2023) | \$165M |
| Shares on Issue | 239.7M |
| Number of Shareholders | 5,891 |

Substantial Shareholders

| | |
|--|-------|
| JM Financial Group ¹ | 14.3% |
| Australian Ethical Investment ² | 11.3% |
| Clime Investment Management ³ | 7.3% |

1. Date of notice 30 Jan 2023
2. Date of notice 24 Jan 2022
3. Date of notice 11 Jul 2022

12-month share price performance





Contact Us

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This document was authorised for release
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Director and Chief Executive Officer

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