ASX RELEASE

Volpara Q4FY21 Business Update

Highlights:

- **Volpara recorded its largest quarterly increase in net new Annual Recurring Revenue (ARR) of US$1.1M**
- **Volpara now has ARR of ~US$18.6M (~NZ$27.9M[1]) which includes a 20% organic year-on-year increase**
- **The Company now estimates it has at least one software product being used in the screening of approximately 32% of US women for breast cancer**
- **Volpara's Average Revenue per User (ARPU) now sits at US$1.40, up from US$1.22 at the end of Q3FY21**
- **The Company has completed its acquisition of US breast cancer risk assessment company CRA Health, LLC, for US$18M (plus earn-out of up to US$4M)**
- **Post-acquisition restructuring of US team to focus and capitalise on FY22 risk and genetics growth strategy sees Katherine Singson leaving the Company, Debra Saunders retiring, and Jill Spear joining from GE Healthcare to lead US sales and marketing**

Wellington, NZ, 20 April 2021: Volpara Health Technologies ("Volpara," "the Group," or "the Company"; ASX:VHT), a health technology software company whose integrated breast care platform assists in the delivery of personalised breast care, provides a business update on the fourth quarter of FY21, which ended 31 March 2021, in advance of Dr Ralph Highnam's presentation to Goldman Sachs Healthcare Day today.

On Q4FY21, Volpara Group CEO Dr Ralph Highnam said: "The contracts that Volpara secured in Q4, despite the continuing challenges of the COVID-19 pandemic, show the clear clinical need for our products, the strength of our sales and marketing teams globally, and the successful pivot to a greater focus on risk and genetics. We are very pleased with how the financial year has ended, and we look forward to accelerating out of COVID-19 in FY22 and to working ever closer with our new colleagues at CRA Health in Boston following its acquisition in early February."

The Company recorded its largest-ever Q4, and therefore its largest-ever quarterly sales performance, adding US$1.1M (approx. NZ$1.6M[1]) of ARR and bringing total ARR, including

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[1] Twelve-month trailing exchange rate used of US$0.666:NZ$1 vs US$0.651:NZ$1 at end Q3FY21.

that of the recently acquired CRA Health, to US$18.6M (approx. NZ$27.9M[1]). Importantly, organic growth, excluding the CRA Health business, resulted in new ARR of US$800K (approx. NZ$1.2M[1]), giving a 20% organic growth increase in ARR over the last year. This is despite increased, although still low, churn related to COVID-19 cost pressures and customer-related COVID-19 IT delays over the last FY.

Q4's sales mix included our largest contract to date, announced in early March; multiple existing customers expanding; plus some major new deals with prominent academic centres, including Volpara's biggest-ever deal for our market-leading Volpara Live image positioning software. The prevailing trend of our customer base is their desire to facilitate personalised breast cancer care with tightly integrated breast density, cancer risk, and patient reporting. ARPU increased from US$1.22 at the end of Q3FY21 to US$1.40 at the end of Q4, with the range of ARPUs obtained in Q4 ranging from US$1.00 to US$5.65 and with an average ARPU of US$2.50 for the quarter for the existing Volpara business.

As noted in our business update on March 11th, as a result of the tailwinds we're seeing in the United States, the Company's main focus is shifting to risk and genetics for FY22 as we seek to further accelerate sales growth. Consequently, our move to provide women with the information needed to make informed decisions is now planned to begin in October 2021; a new form of patient letter that includes the woman's breast images will be launched at that time, to engage women directly and fill the clinical need that clearly exists in that space. As part of that strategic realignment, Katherine Singson will leave the Company with Group CEO Ralph Highnam reassuming the executive responsibilities for the United States. Further, Debra Saunders, who successfully led our US sales team during FY21, has elected to retire following an extensive career in the healthcare industry. We thank both Katherine and Debra for their service to Volpara. Going forward, the Company's sales and marketing teams will be managed by global region, acknowledging the variations in our customer base and funding models. To that end, we are delighted to announce that Jill Spear, a highly experienced breast imaging executive known to many of our team, has joined Volpara from GE Healthcare to lead our US sales and marketing teams.

Authorisation & Additional Information

This announcement was authorised by the Board of Volpara Health Technologies Limited.

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About Volpara Health Technologies Limited (ASX: VHT)

VHT is a health technology software company founded in 2009 on research originally conducted at Oxford University. VHT's clinical functions for screening clinics provide feedback on breast density, compression, dose, and quality, while its enterprise-wide practice-management software helps with productivity, compliance, reimbursement, and patient tracking.

VHT's technology and services have been used by customers and/or research projects in 39 countries and are supported by numerous patents, trademarks, and regulatory clearances, including FDA clearance and CE marking. Since its listing on the ASX in April 2016, VHT has raised A$132 million, including A$37 million in April/May 2020 and has made two significant acquisitions in MRS Systems, Inc. (patient tracking software), and CRA Health LLC (risk and genetics software). VHT is based in Wellington, New Zealand.

For more information, visit www.volparahealth.com

Annual Recurring Revenue (ARR): The normalised amount of cash reasonably expected to be booked for the next 12 months based on the contracts signed previously, and assuming installation upon order.

Percentage of US market: Approximately 39M a year are imaged in the United States, most of them screening. The percentage we give is an estimate of the number of women who are imaged using at least one of Volpara's suite of products. This should be considered indicative and not definitive.

Average Price per User (ARPU): ARR per US women screened as used to calculate the Percentage of US market.

Volpara Breast Health Platform: Volpara's advanced AI software platform, an integrated suite of software solutions that collects and analyses information to better understand a patient's breast cancer risk, while also objectively evaluating image quality and workflow-improvement opportunities, with these capabilities being extended to lung cancer screening. As part of Volpara Health's recent rebranding, the platform's elements were renamed as follows:

New name	Legacy name
Volpara® Analytics™	Volpara®Enterprise™
Volpara® Live™	Volpara®Live!™
Volpara® Lung™	Aspen Lung™
Volpara® Patient Hub™	Aspen Breast™
Volpara® Risk™	Volpara®Risk™
Volpara® Scorecard™	Volpara®Density™