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MACH7

Independence through Innovation

Mach7 Technologies Investor Presentation

3 June, 2021



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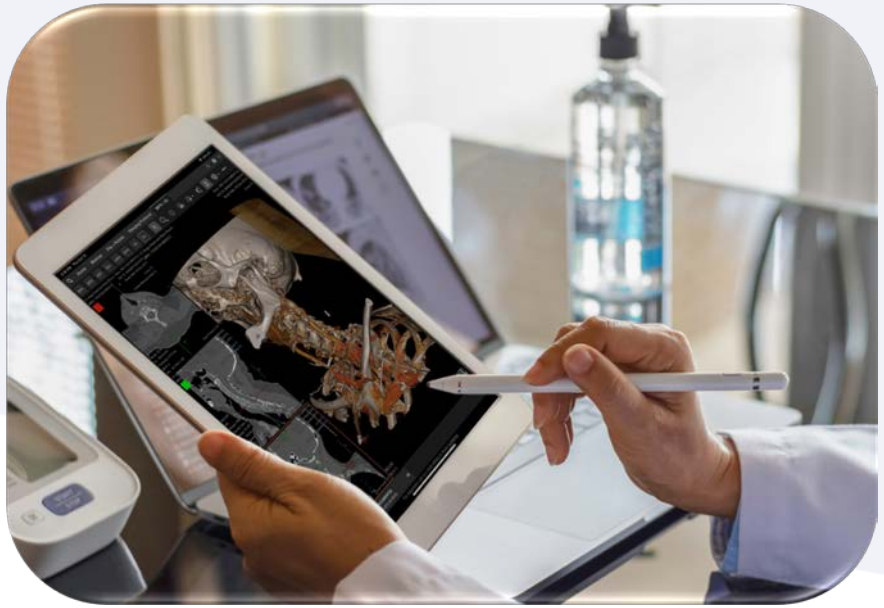
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Enterprising Imaging Solution Provider

Mach7 Technologies develops **innovative image management and viewing solutions for healthcare providers globally**.

Our solutions form the **core** of an integrated enterprise imaging ecosystem.

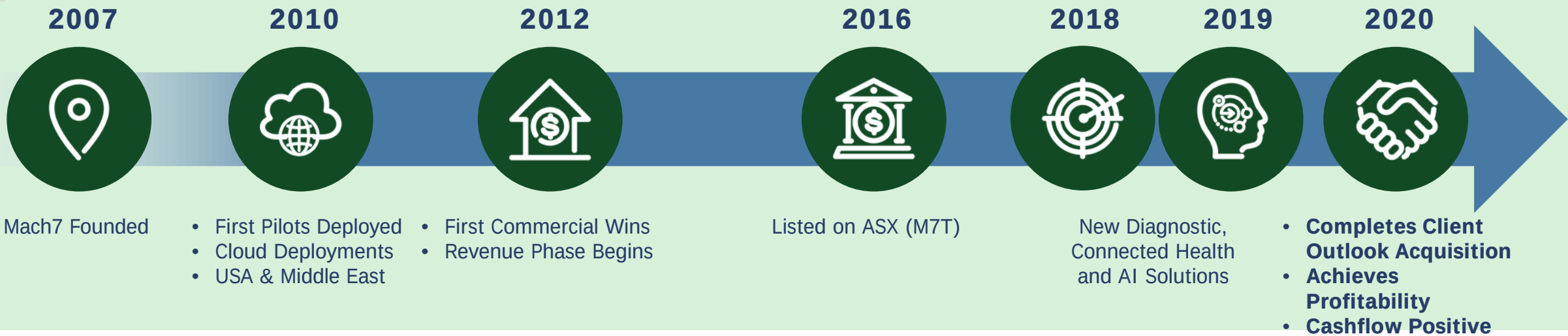
We give healthcare organizations the independence and flexibility to deploy our solutions according to their needs, whether in their **individual components or unified** into a comprehensive end-to-end enterprise imaging platform.



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Mach7 History



- ❑ Cash on hand $18M, no debt, no capitalized R&D (all expensed as incurred)
- ❑ Cash flow positive Q3 YTD $1.2M (FY2020: $4.5M)
- ❑ Shares on issue 235.65M, current market capitalization $245M

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Management Team



Mike Lampron
MANAGING DIRECTOR, CEO

- 20+ years experience in business and operational management for HCIT companies
- Mike is responsible for our customers' success while driving excellence throughout



Jenni Pilcher
CFO, COMPANY SECRETARY

- 10+ years executive experience in ASX-listed healthcare companies
- Former CFO and Co-Sec of Mesoblast (ASX:MSB) & Alchemia (ASX:ACL)
- Part of global finance teams at Cadbury Schweppes, Medeva (UK)
- Chartered Accountant, Company Secretary Diploma



Ravi Krishnan
FOUNDER, GM Asia

- Founding partner of Mach7 Technologies
- Nearly 20 years of experience with technology intricacies that drive medical imaging
- Previously worked at GE Healthcare and Agfa Healthcare



Steve Rankin
CHIEF PRODUCT OFFICER

- Former Co-founder and CEO of Client Outlook (acquired by Mach7 in 2020)
- Inventor of imaging viewing technology "eUnity"
- Former Product Manager Mitra Imaging (now Agfa Healthcare)



David Madaffri
VP GLOBAL SALES

- 12+ years with Philips Healthcare in executive sales roles, including VP of Sales for Enterprise Diagnostic Informatics for North America.
- Former commercial roles at Sharp, IDX and GE
- Managed Imaging Services at Sharp Memorial Hospital, CA.
- Radiologic Technologist



Bob Tranchida
VP MARKETING

- 25+ years experience in direct medical provider and healthcare IT space
- Former Sr. Field Marketing Manager for Philips Healthcare
- Previously held managing roles at lifeIMAGE, AMICAS, and IDX

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Board of Directors



David Chambers
CHAIRMAN

- 30+ years' extensive experience in HCIT and Life Science industry.
- Former CEO of Promedicus (ASX:PME) & Visage Imaging
- Former Managing Director, Asia-Pacific, of Allscripts



Eliot Siegel, MD
NON-EXECUTIVE DIRECTOR

- Thought leader in the world of radiology and imaging informatics. Professor and Vice Chair at the University of Maryland School of Medicine
- Chief of Radiology & Nuc Med for the Veterans Affairs Maryland Healthcare System



Rob Bazzani
NON-EXECUTIVE DIRECTOR

- Corporate advisory, mergers & acquisitions and capital markets specialist
- Former Partner and Chairman KPMG Victoria
- Barrister, Solicitor and Chartered Accountant



Philippe Houssiau
NON-EXECUTIVE DIRECTOR

- Extensive Healthcare Imaging executive experience
- CEO of MAK-system (current)
- Former Partner PWC
- Former CEO Agfa Healthcare
- Former CEO Alliance Medical
- Former operating partner at Hg Capital

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Mach7 Imaging Solutions

We help healthcare providers:

- Drive workflow efficiency
- Achieve profound operational cost savings
- Leverage their existing IT solution investments
- Improve the experience for patients and medical professionals, leading to better patient outcomes

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Solution Segments

Enterprise Viewing

- Leading industry **zero-footprint "eUnity" Enterprise and Diagnostic Viewers**
- **One single viewer for all users**, reducing cost and complexity while increasing access
- Images stored to disk are presented at 100% of their quality
- Accessible on any device with an HTML5-enabled web browser
- Designed to integrate with any PACS, VNA, or other image archive and can launch from any EMR

Enterprise Data Management

- Vendor neutral archiving and image data management
- Consolidates **all** imaging data regardless of its origin or where its stored
- Drives and supports workflows across the enterprise to optimally capture, index, manage, store, distribute, view, exchange, and analyze all clinical imaging and multimedia content
- Enables teleradiology
- Reduces complexity, makes data more accessible
- Offered on-premise or via Cloud infrastructure
- Security and exceptional performance

Enterprise PACS

- Enterprise diagnostic viewing and enterprise data management solution
- Powerful universal worklist and quality control tools to replace traditional PACS
- Load balance workloads across active clinicians with advanced algorithms
- Advanced assignment features with streamlined resident workflow
- Clinical collaboration through screen sharing and secure on-line chat capabilities
- User-created worklists, intelligent workload balancing and color-coded relevant prior studies

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Why Mach7?



Solves Immediate Needs



Fits Individual Needs



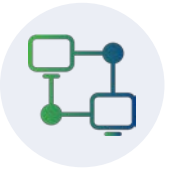
Lasting Technology



Cutting Edge of Technology



Designed for the Enterprise



Flexible Workflows



Flexible Contract Terms



Customer Partnerships



Agile Global Company

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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

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Enterprise Imaging with a Global Presence



CUSTOMER FOOTPRINT - 14 COUNTRIES GLOBALLY

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

**Includes eUnity installations*

Hospital systems around the world employ Mach7 Technologies

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More than 150 customers spanning 14 countries globally.

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.

























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Boston Scientific
Allscripts
AMBRA
Real Time MEDICAL SYSTEMS
DELL Technologies
Sybermedica Clinical Data Communications
BeamReaders
Google Cloud
NUANCE
eimage global

Partnerships focused on Meaningful Value to Support Patient Care

Augmenting and expanding Mach7's Enterprise Imaging Solution through innovative and collaborative partnerships designed to provide elevated value to healthcare organizations around the globe.

docpanel
eHealth TECHNOLOGIES
Lucid
medidata
PocketHealth
esaote
PURVIEW
IDS
InTouch Health
ROYAL SOLUTIONS GROUP HEALTH EXCHANGE
7 MEDICAL SYSTEMS

Global Imaging Market

$4.4Bn global imaging market; Radiology IT $2.6Bn - CAGR 2.3% (forecast);

Table 2.3
World Market for Radiology IT Total

Revenue (US$m)

	2019	2020*	2021*	2022*	2023*	2024*	CAGR (20-24)
Radiology PACS	**1,582.6**	**1,557.2**	**1,559.6**	**1,558.1**	**1,555.4**	**1,534.9**	**-0.4%**
	-1.0%	**-1.6%**	**0.2%**	**-0.1%**	**-0.2%**	**-1.3%**	
Standalone RIS	255.9	246.4	240.7	232.0	223.7	211.7	-3.7%
	-2.5%	-3.7%	-2.3%	-3.6%	-3.6%	-5.3%	
Enteprise Imaging - Radiology	**459.8**	**489.4**	**531.5**	**607.0**	**670.8**	**730.7**	**10.5%**
	15.7%	**6.4%**	**8.6%**	**14.2%**	**10.5%**	**8.9%**	
Standalone VNA	**135.3**	**139.2**	**146.6**	**147.0**	**151.3**	**157.4**	**3.1%**
	-6.2%	**2.9%**	**5.3%**	**0.3%**	**2.9%**	**4.0%**	
Standalone Image Exchange	69.5	68.5	67.0	63.3	61.3	59.9	-3.3%
	-1.6%	-1.5%	-2.1%	-5.5%	-3.2%	-2.2%	
Standalone Universal Viewer	**122.1**	**134.8**	**148.6**	**160.0**	**174.7**	**192.6**	**9.3%**
	12.1%	**10.4%**	**10.3%**	**7.6%**	**9.2%**	**10.3%**	
TOTAL Market	2,625.2	2,635.5	2,694.1	2,767.4	2,837.0	2,887.3	2.3%
	1.7%	0.4%	2.2%	2.7%	2.5%	1.8%	

Source: Signify Research
*Forecast

Jan-21

Mach7 competes in all segments of the Radiology IT market, except Standalone RIS & Image Exchange

Radiology IT is a subset of a larger imaging market:

Table 2.1
World Market for All Products

Revenue (US$m)

	2019	2020	2021	2022	2023	2024	CAGR (20-24)
Radiology IT	**2,625.2**	**2,635.5**	**2,694.1**	**2,767.4**	**2,837.0**	**2,887.3**	**2.3%**
	1.7%	**0.4%**	**2.2%**	**2.7%**	**2.5%**	**1.8%**	
Cardiology IT	**536.0**	**546.8**	**563.9**	**587.9**	**616.0**	**639.6**	**4.0%**
	3.8%	**2.0%**	**3.1%**	**4.3%**	**4.8%**	**3.8%**	
Advanced Visualisation	1,221.2	1,256.3	1,303.4	1,358.7	1,418.3	1,468.8	4.0%
	4.4%	2.9%	3.7%	4.2%	4.4%	3.6%	
TOTAL Market	4,382.4	4,438.6	4,561.3	4,714.1	4,871.4	4,995.7	3.0%
	2.7%	1.3%	2.8%	3.3%	3.3%	2.6%	

Source: Signify Research

Jan-21

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Competitive Landscape

- Services comprise bulk of market (61%) – Mach7 services approx 50% of revenue
- Most (86%) deployments are on-premise, cloud uptake still slow
- Capex revenue models still dominant Radiology IT sales (89%) over SAAS

Table 6.2
World Market for Radiology IT

Company	2019 Rank
Fujifilm	1
GE Healthcare	2
Agfa Healthcare	3
Carestream	4
Philips Healthcare	5
Siemens Healthineers	6
Change Healthcare	7
IBM Watson Health	8
Sectra Medical	9
Intelerad	10
Others	
Total Market	**$2,625.2m**

Source: Signify Research

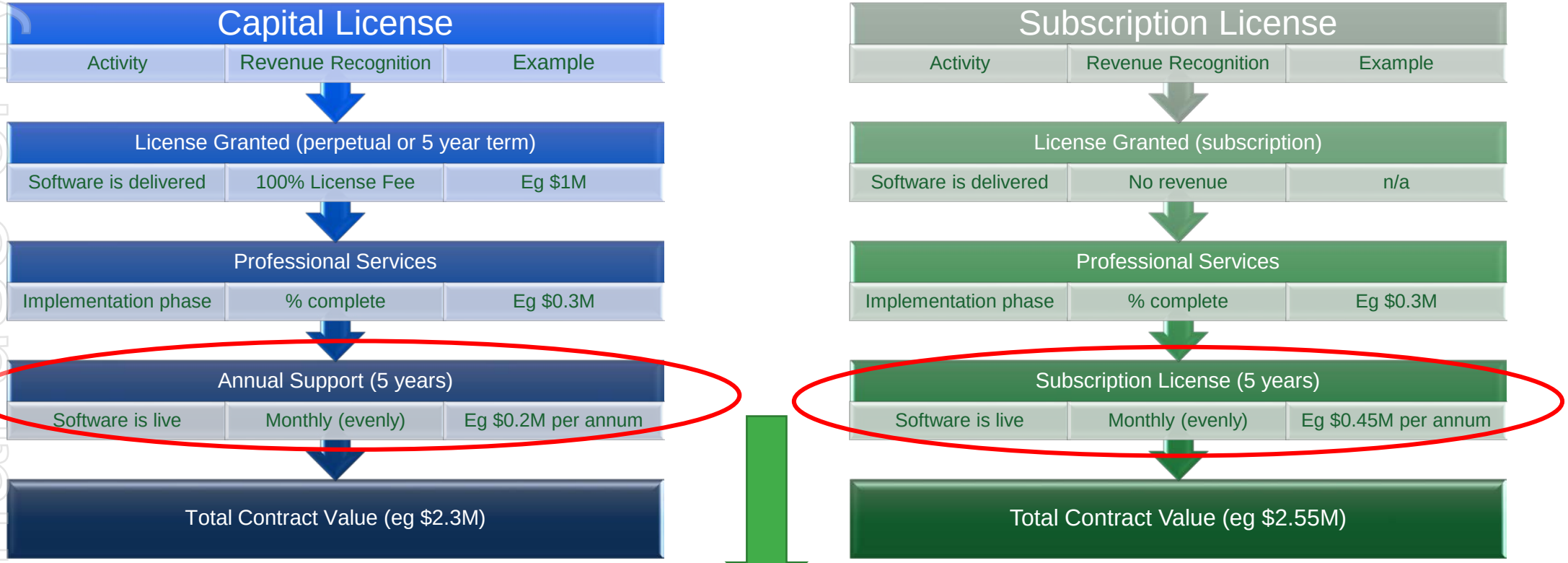
Product	2019	%
Hardware	266.6	10%
Services	1,595.9	61%
Software	762.7	29%
Total	**2,625.2**	
Cloud / On-Prem	**2019**	**%**
Cloud	377.3	14%
On-Prem	2,247.9	86%
Total	**2,625.2**	
Business Model	**2019**	**%**
Capex	2,347.1	89%
SAAS	278.1	11%
Total	**2,625.2**	

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License Fees

Two sales models – Capital License (“Capex”) and Subscription License (“SAAS”)

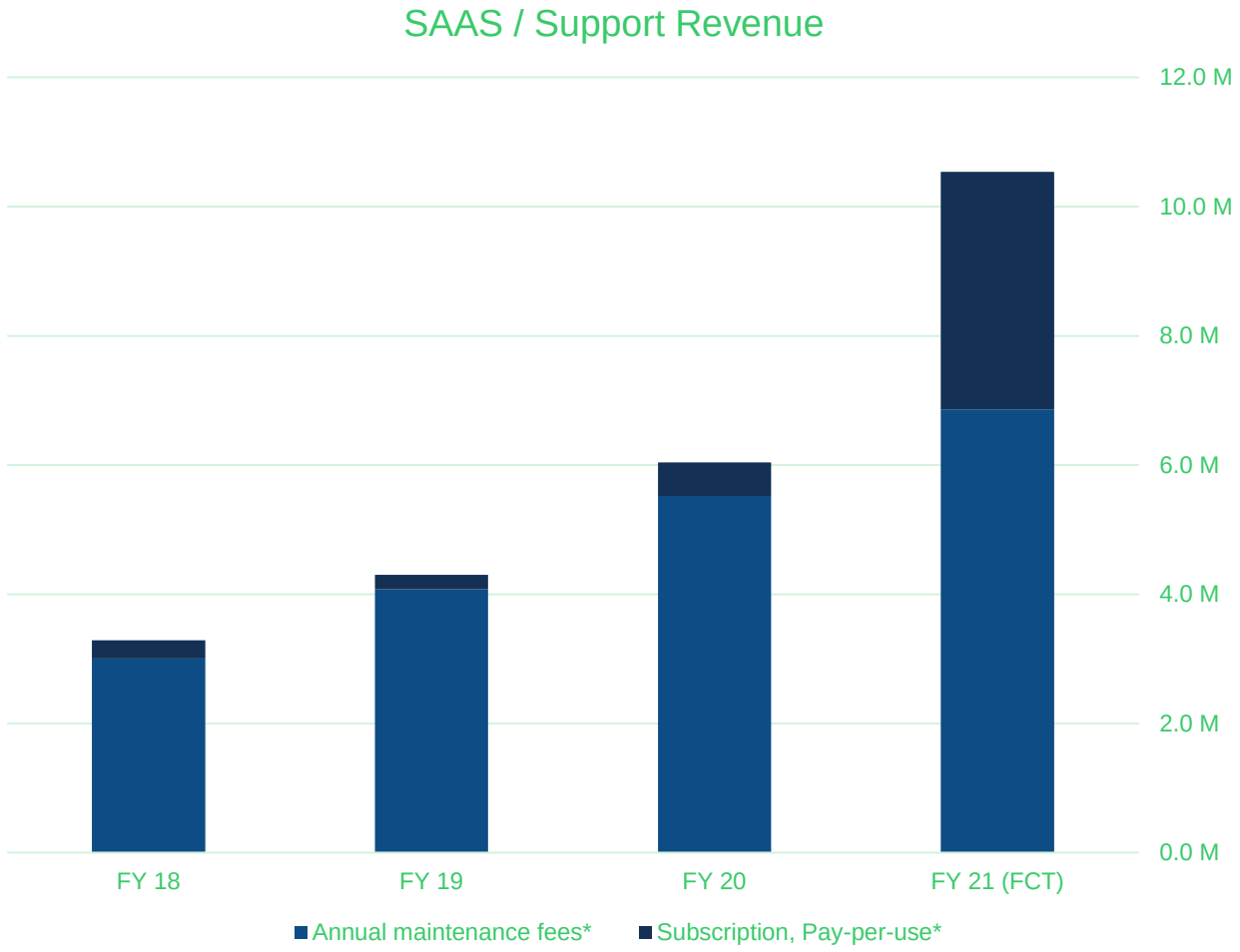


Annual Support + Subscriptions = Annual Recurring Revenue (ARR) Current run-rate = $11.7M p/a / 130 active customers Covers > 60% of operating expenditures

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Strong Annuity Revenue Growth



- ❑ Strong SAAS revenue growth – 47% CAGR (last 3 years), **130 Customers**
- ❑ Forecast ~$10.5M-$11M FY2021
- ❑ In addition to the Annuity Revenue, Mach7 earns revenue from:
  - Software License Fees recognised 100% at time of delivery ($10.4M FY2020, $3.1M FY2019)
  - Professional Services Fees (Average $2.2M last 3 years)

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Strong Sales Order Growth

Sales orders drives software fees and future annuity revenue

Highlights:

- Sales growth is continuing, despite COVID-19
- **$23.6M (TCV^)** sales orders Q3 YTD – **up 94%** on last year. Sales orders include:
  - Trinity ($5.3M) - Capital/Perpetual /7 yrs*
  - Adventist ($8M) - Capital/Perpetual /5 yrs*
  - HAHK ($3M) – Purchase Order
  - Total 56 sales contracts/purchase orders
- High demand for Enterprise Viewing solution to enable teleradiology in COVID environment
- “Land and expand” approach is working



^Total Contract Value (TCV) = Software fees, services, and annual support over contract duration
**timing of revenue subject to site roll-outs (purchase order style contract)*

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Outlook

Imaging Market

- The uncertainty and volatility brought on by the pandemic, hugely disruptive for the imaging IT market, is receding.
- There is pressure on imaging IT to deal with removing barriers for remote diagnosis for Radiologists.
- Heightened focus on IT healthcare spend generally will drive more opportunities for enterprise imaging solutions and Mach7.
- Continued consolidation among healthcare providers is anticipated – drives demand for integration software like Mach7
- Trade shows back to “in-person” which will accelerate purchasing decisions

Mach7 Specifically

- Purchase Orders to be received for Trinity Healthcare and Adventist Health as they roll out Mach7 solutions across FY2022
- Pipeline conversion is expected to accelerate as customers being to normalize their staffing levels and assign budgets

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Thank you

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