

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**

ersonal use only



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# Enterprise Imaging with a Global Presence



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

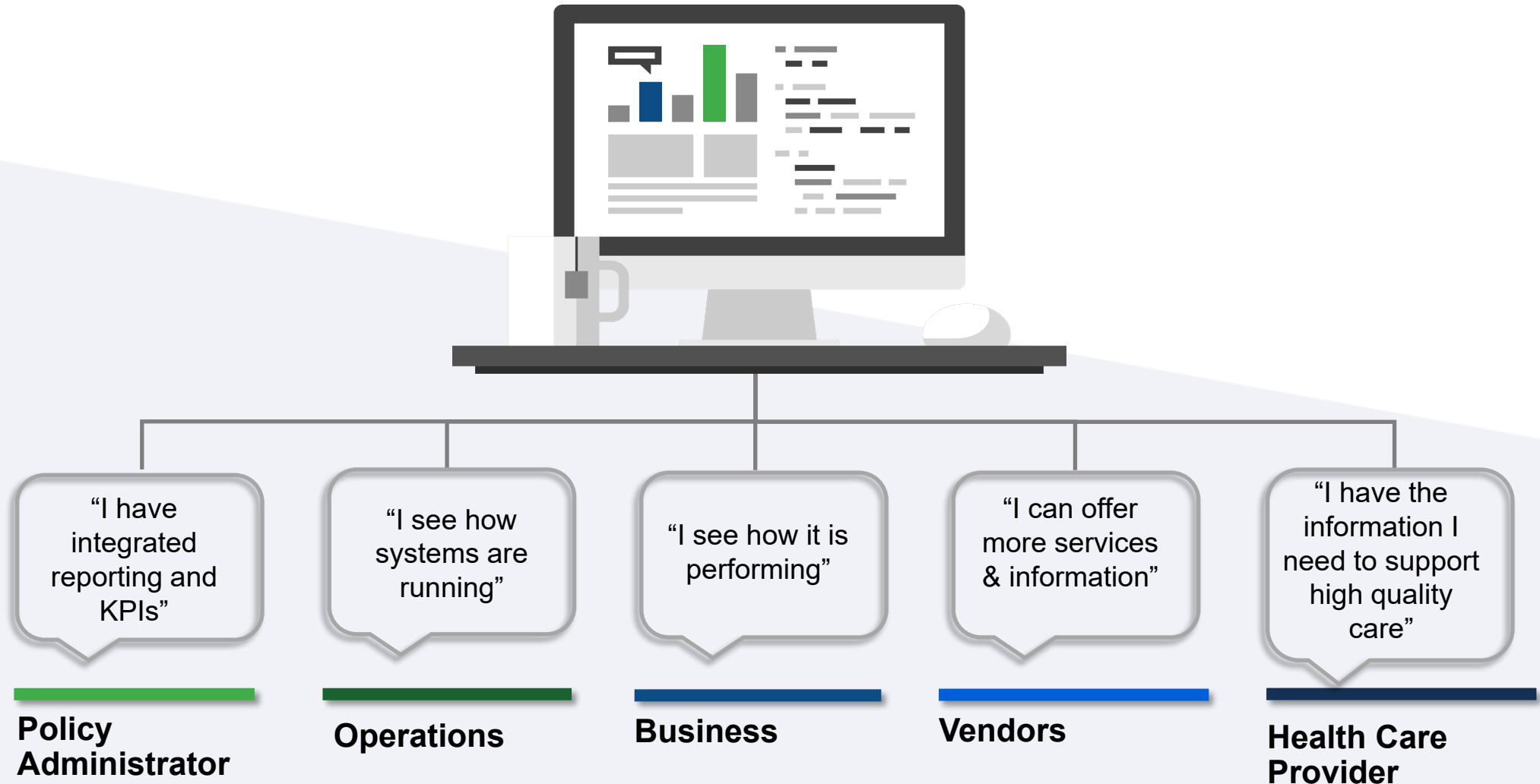
**More than 150  
customers spanning  
15 countries**

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

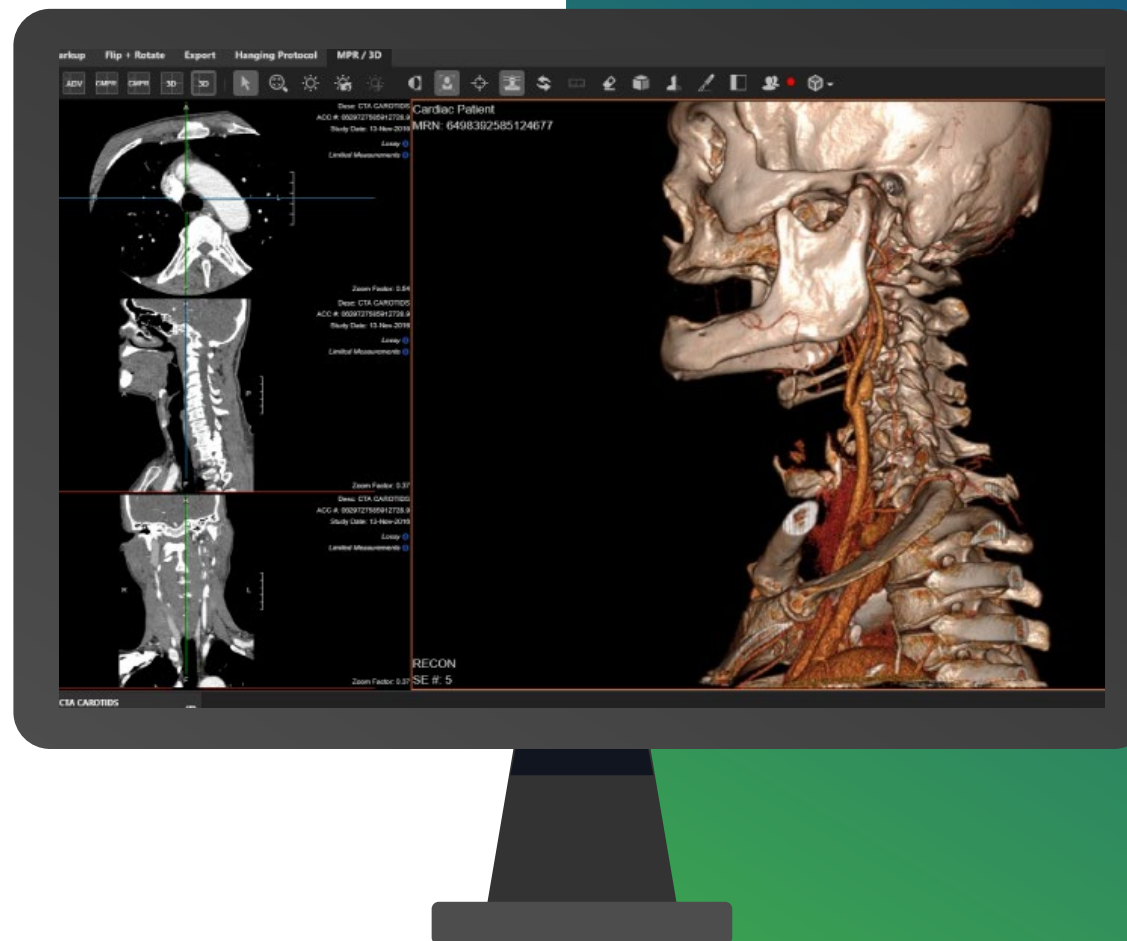
The enterprise platform can be used as a diagnostic PACS solution, research platform, or AI integration platform without impacting clinical workflow. This is a software only solution that leverages our customers existing IT infrastructure to streamline workflow and reduce IT burden.

# 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