

# Mach7 Annual General Meeting

11 November 2021

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# **CEO PRESENTATION**

**Mr Mike Lampron**

# CEO Presentation – 2021 AGM



**“Mach7” - who we are**



**Our Solutions**



**FY21 in Review**



**FY22 so Far**



**The Future**



# 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.

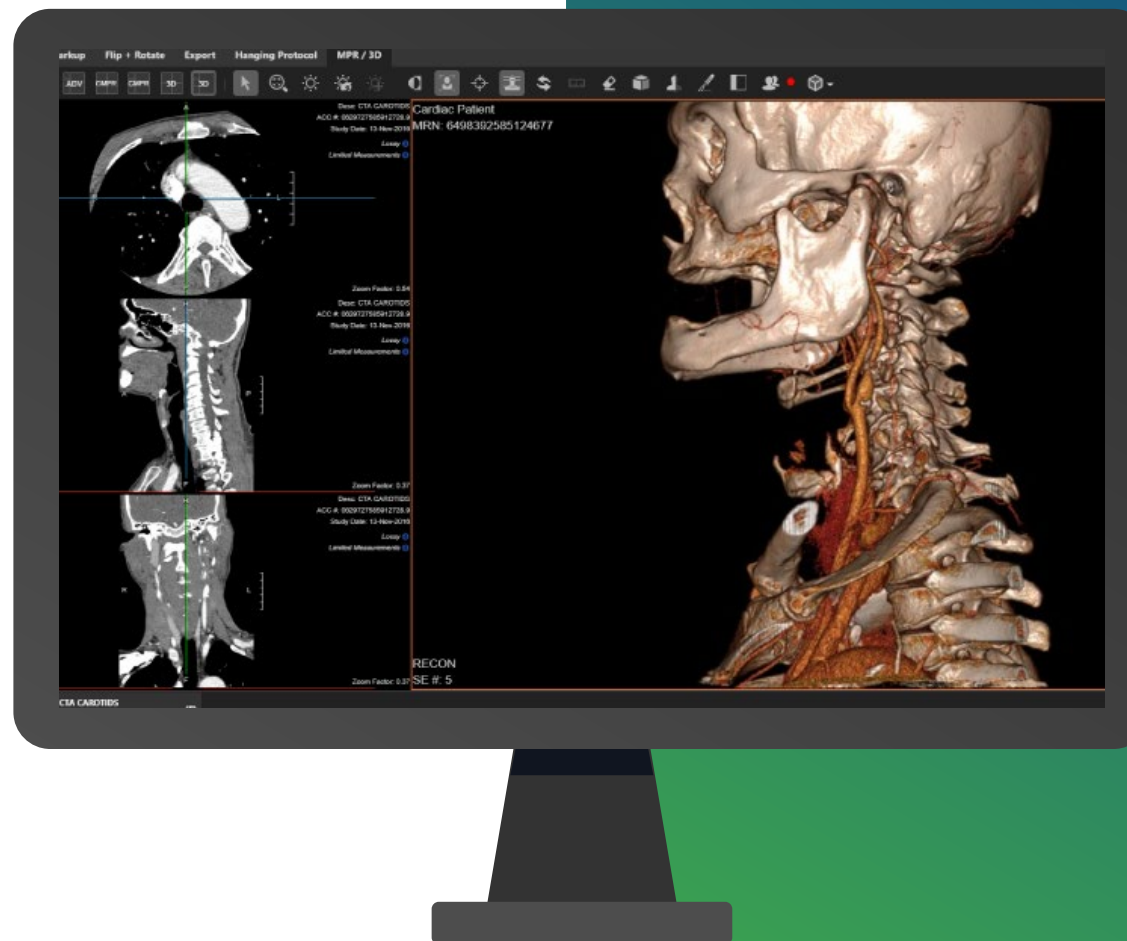


# Market Leading Enterprise Imaging Solution

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



# 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.

# Mach7 Position on Artificial Intelligence

## AI Current Market State

- AI is still maturing but has gained traction during pandemic especially in understanding COVID-19 to expedite drug discovery
- AI is set to play a more significant role in shaping future of imaging informatics.
- AI requires Deep Learning from medical imaging data sets to guide and meet AI goals (e.g., predictive clinical decision support, analysis, detection, etc.)
- AI utilization and growth requires more seamless integration within core diagnostic reporting workflows.
- AI will need to be more closely integrated into existing imaging IT platforms to be of most use.
- In order to accommodate growing use of AI, we expect to see more focus on data management capabilities and data access.
- More value will be placed on Imaging IT platforms that allow greater access to data for increased exchange of more diverse information to drive AI clinical use cases and, increase adoption of AI algorithms.

## Mach7's Visualization and Initiatives for AI

- Mach7 has partnership with Nuance Communications to empower AI within Radiology reading workflow to drive clinical outcomes
- Nuance partnership is unique collaboration and innovative solution to accelerate adoption of AI models from the Nuance Marketplace within PowerScribe One by intelligently launching Mach7's eUnity Diagnostic Viewer, pre-populating report with data produced by AI models. (Integrating AI in diagnostic workflows).
- Mach7 is continually looking to support the adoption and utilization of AI algorithms and models to improve clinical decision support, efficiencies, reduce costs and ultimately contribute to better patient outcomes. We are involved in several discovery projects with Partners and Customers to help in this goal.
- Mach7 is well known for its unique ability of allowing customers open access to their medical imaging data to create data sets for use in AI algorithms and models for clinical research and clinical use cases.
- This includes connectivity of our VNA and workflow orchestration applications to the Cloud so that clinicians can use this data to apply AI algorithms and clinical protocols. We will continue to drive R&D to support this methodology.

# 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

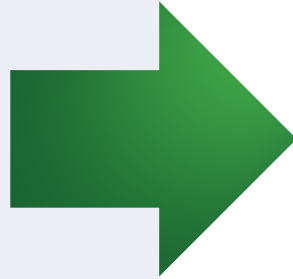
2021 Top 20 Most Promising Workflow Solution Providers



# COVID-19

## Impact to FY21

- Hospitals in the US faced unprecedented financial pressure
- This in turn effected hospital staffing and forced prioritization of projects
- Revenue delays were created by the timing of projects due to staffing and budget uncertainty



## Outlook FY22

- Hospital spending appears to be back on track
- Staffing issues are on their way to recovery
- Projects are being prioritized for imaging and IT
- Travel to sites and tradeshow will have a positive impact on pipeline



# 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 **\$18.5M; (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