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## Mach7 on Track to Reach Profitability Financial Year Ended 30 June 2017

### Summary

- Mach7 expects positive EBITDA result for the financial year ended 30 June 2017
- High quality sales pipeline including large contract tenders
- Recently signed three new deals globally
- Newly appointed V.P. of Sales (U.S.)
- Solid financial position with >\$5 million cash on hand, no debt

**Melbourne, Australia; 13 February 2017:** Mach7 Technologies Limited (**Mach7** or the **Company**) (ASX:**M7T**), a global leader in the enterprise imaging market, today announced it is on track to produce a break-even or better earnings before interest, tax and depreciation result for the financial year ended 30 June 2017. Beyond 2017, the Company expects to maintain revenue growth levels and achieve profitability.

Over recent months, the Company has participated in a higher number of sales tenders globally than ever before. Whilst sales tenders can be a lengthy process, given the significant increase in tender activity, the Company expects to announce new major contract wins in the fourth quarter of FY2017, if not earlier. In line with these expected new deals, the Company believes its revenues for this half year (1 January to 30 June 2017) will be significantly higher than in previous years, whilst maintaining a consistent level of expenditure.

In addition to the larger tender deals, the Company is actively quoting and selling a number of smaller imaging deals and upselling additional features and functionality to existing customers. These sales, whilst smaller in deal size (<\$500,000), have a much shorter sales cycle. For example, Mach7 has recently signed three new contracts in both the U.S. and U.K. The Royal Veterinary College of the University of London has selected Mach7 to underpin their enterprise imaging strategy with Mach7 Enterprise Imaging Platform. The College has also contracted for Mach7 Clinical and Diagnostic Studios in a three year agreement with the Company, adding to the Company's recurring revenue stream. The agreement includes Mach7 iModality, the Company's patented mobile media capture application for photos, video and notes.

Further to their recent purchase of the Mach7 Enterprise Imaging Platform software, MaineHealth has contracted with the Company to enhance their enterprise imaging ecosystem with Mach7 Universal

Worklist. The worklist will enable MaineHealth to leverage their existing I.T. investments while increasing clinical productivity and physician satisfaction. This addition will increase MaineHealth's 7 year contract to a guaranteed minimum of \$4.4 million (US\$3.4 million).

Long-time customer, University of Virginia Health System, has engaged Mach7 for a large data migration project powered by Mach7 Migration Engine. The solution optimizes throughput and progresses migrations with real-time reporting and audit-dashboards.

Leading the U.S. sales efforts is newly appointed V.P. of Sales (US), Mr Omar Gallardo. Omar has extensive experience in creating new sales opportunities that produced highly successful results and effective demonstrations of clinical IT software solutions to Hospitals and Integrated Healthcare Facilities. Omar has held senior sales roles in a number of organizations including Merge Healthcare, which was acquired by IBM for US\$1 billion, Sectra, AGFA and Fisher Scientific.

The Company has a strong financial position with more than \$5 million in free cash and no debt on its balance sheet. With profitability expected in the near term, the Company does not expect to need to raise capital for working capital purposes. The Company will release its half year financial results near the end of this month which will provide more detail on its current financial position and recent financial performance.

Mach7 Technologies' CEO, Albert Liong, stated, "Approaching its tenth year of operations, Mach7 is in the strongest financial condition it has ever been, giving us the perfect platform to take advantage of a buoyant global enterprise imaging market. Our superior, award winning, platform technology is generating a significant number of new sales leads, that we are confident will lead to a significant increase in revenues. These leads and our recent contract wins support Mach7's position as a leader in this market and validates our growing footprint across the globe. The combination of our innovative technology and our collaborative customer partnerships makes us a clear choice for medical enterprises seeking to build and grow their clinical ecosystems."

**- ENDS**

**About Mach7 Technologies:**

Mach7 Technologies (ASX:M7T) develops innovative enterprise imaging IT 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 [www.mach7t.com](http://www.mach7t.com)

Mach7's wholly-owned subsidiary, 3D Medical Pty Ltd, provides medical specific 3D printing and is an exclusive distributor of various synergistic technologies including holographic projection. 3D Medical's innovative products leverage data already captured by conventional imaging modalities and apply it in more meaningful ways to deliver improved economic and patient outcomes. Visit [www.3dmedical.com.au](http://www.3dmedical.com.au)

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