

The background of the slide is a grid of brain MRI slices. The slices are arranged in a perspective view, receding into the distance. The color of the slices transitions from a deep blue on the left to a bright green on the right. Each slice shows a cross-section of a brain, with some slices appearing to have a white or light-colored region, possibly indicating a lesion or area of interest. The grid is overlaid with a faint, glowing grid pattern.

MACH7 TECHNOLOGIES

INVESTOR PRESENTATION, M7T.ASX
SEPTEMBER 2017

M7T:ASX CORPORATE OVERVIEW

2007

FOUNDED

2012

MACH7 PRODUCT LAUNCHED

2016

MERGER WITH 3DM:ASX

2017

FY17 Rev A\$10.3m (+76%)

52 blue chip customers

Divestment of 3DM

Total \$35m cumulative investment in product development

FINANCIAL INFORMATION (\$A)

Share price (29-Aug-17)	\$0.17
Number of shares (m) ^{1,2}	118.2m
Market Capitalisation	\$20.1m
Cash (30-June 17)	\$2.7m
Debt (31-Dec-16)	\$0.01m
Enterprise Value	\$17.4m

1. Excludes 25m unlisted performance shares

2. Excludes 3.6m unlisted options

MAJOR SHAREHOLDERS

	# shares (m)	%
JM Financial Group <i>(Melb., Australia)</i>	11.8	10.3%
BV Healthcare II <i>(BioVeda Capital, Singapore)</i>	11.4	9.9%
Ravindran Krishnan <i>(Mach7 Founder, Singapore)</i>	5.5	4.7%
PT Dwi Satrya Utama <i>(HNW, Indonesia)</i>	4.8	4.2%

Note: 66.76% of shares held by Top 20



MACH7 – THE SOLUTION

Mach7 Enterprise Imaging Platform is a flexible and scalable solution that allows images and data to be easily shared, improving **clinical workflows** and **patient care** outcomes.

With **multi specialty** capabilities, across all the '*ologies*', complete patient records with all specialist content, enhancing the EMR.

SIGNIFICANT FIRST
MOVER ADVANTAGE

already handling
 **>1 billion**
images

100%
owned
IP portfolio

} enterprise imaging
technology with a
suite of
complementary
clinical tools

**INVESTMENT
HIGHLIGHTS**

Mach7 Technologies
is a revenue stage
company with a
rapidly expanding
global customer
base.



Proven execution
with track record of
**strong double-digit
revenue growth
and secure long-
term contracts**

VALIDATED MARKET DEMAND

52

blue chip
customers

11

countries

456

sites



Focused strategy to
achieve **positive
EBITDA in 2018**



Top tier board and
management
team with **strong
founder ownership
and involvement**

FY17 HIGHLIGHTS A\$

Revenue

\$10.3m

+76%

EBITDA

(\$4.2)

+51%

Cash balance

\$2.7m

01

Strong revenue growth from new contracts with large U.S. university medical centres, healthcare networks and radiology groups

02

7-year deal signed with Maine Health (TCV btw \$3.8m and \$5.5m)

03

Major implementation completed in Qatar (TCV \$2m+)

04

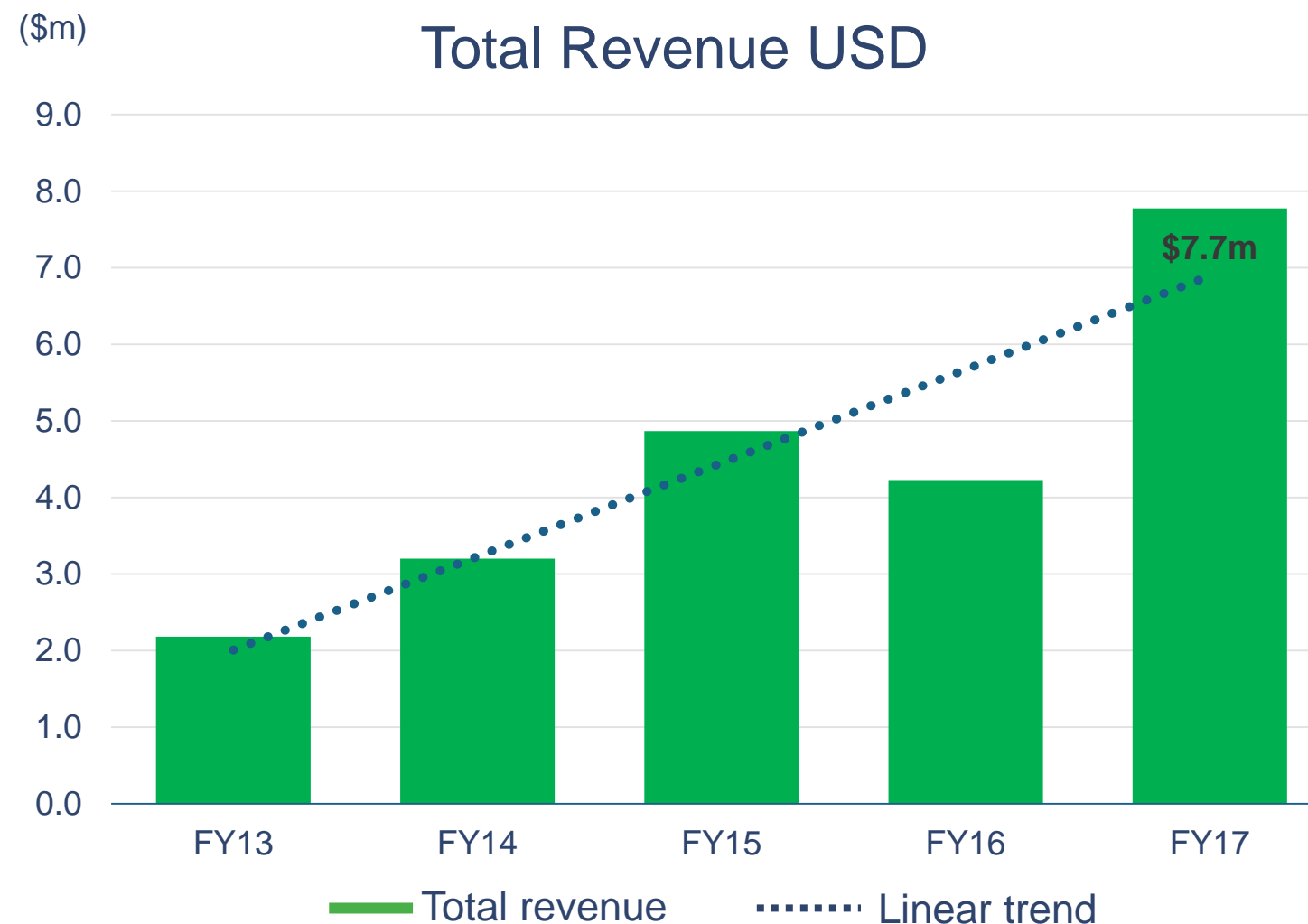
Recurring revenue +88% or \$1.6 million

05

R&D continues to be fully expensed (\$2.65m). Expenses also included non-recurring items 3DM and CEO transition (\$1.75m combined).

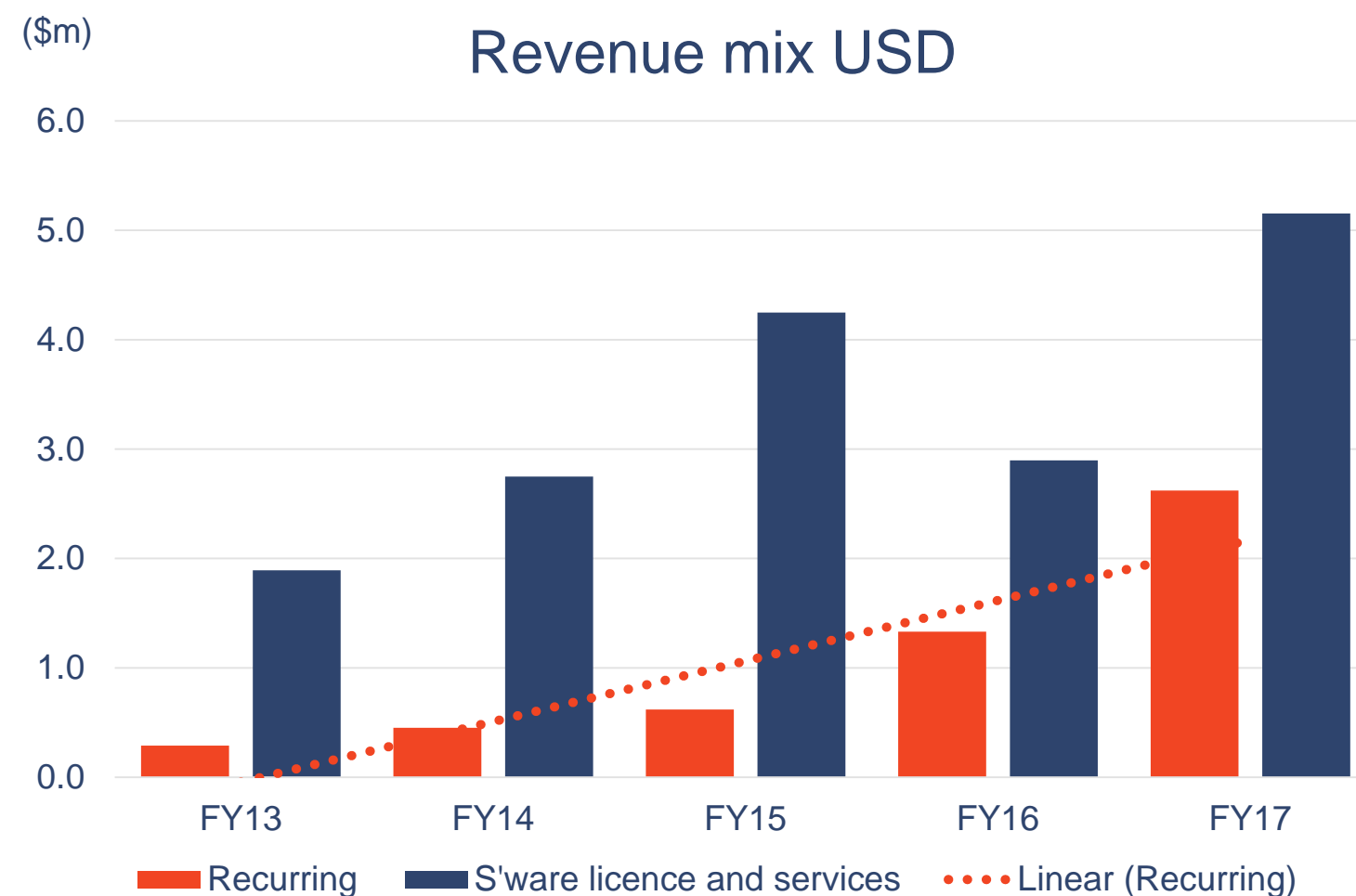
STRONG REVENUE TRAJECTORY

- ▶ 2013 to 2017 revenue CAGR of +37.3%
- ▶ Growth driven by customer wins in the US market



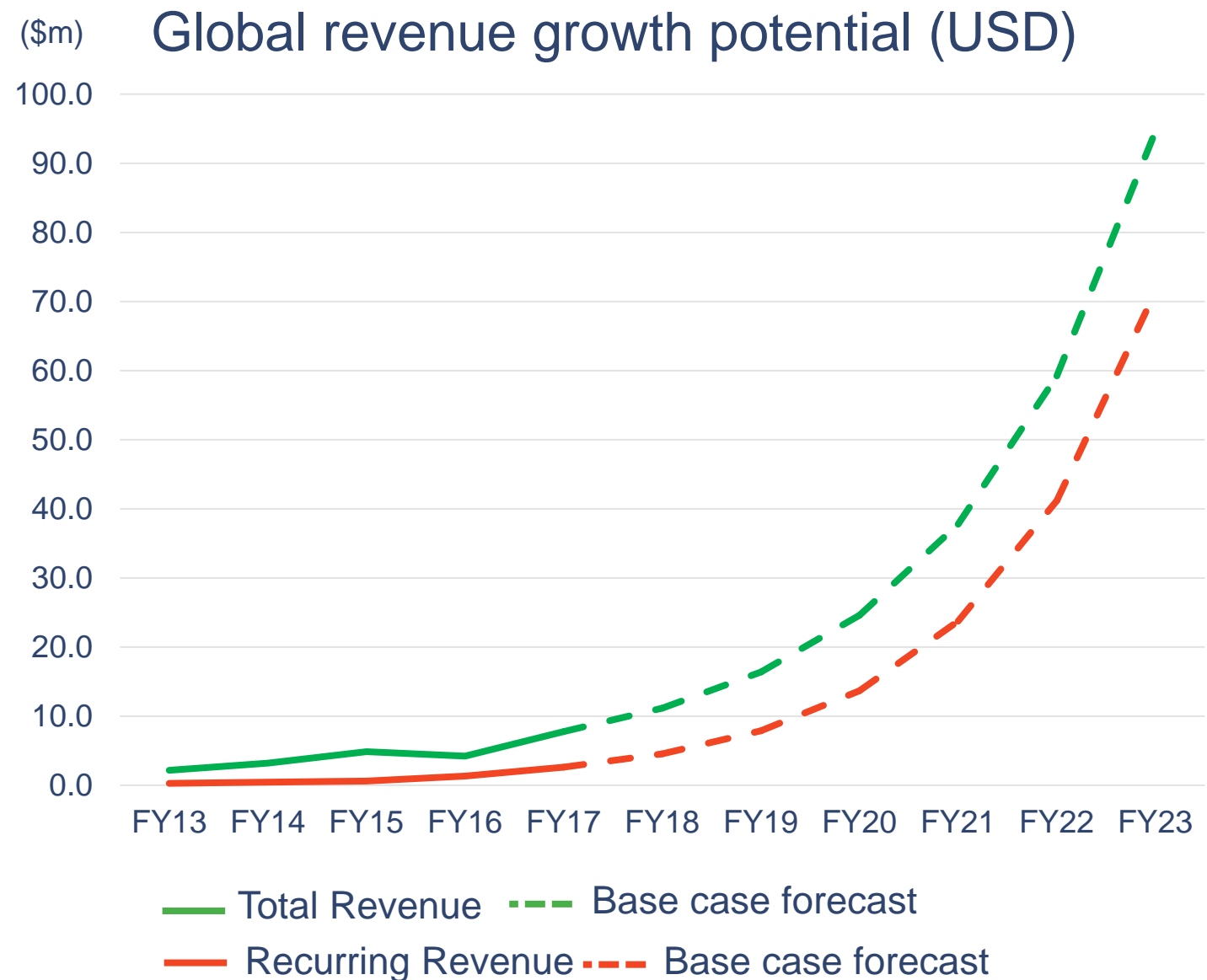
INCREASING CONTRIBUTION FROM RECURRING REVENUE

- ▶ 2013 to 2017 recurring revenue CAGR of +73.3%
- ▶ Recurring revenue growth driven by bias of new contracts favouring a higher mix of annual maintenance support and pay as you go pricing in lieu of a lower upfront licence fee.

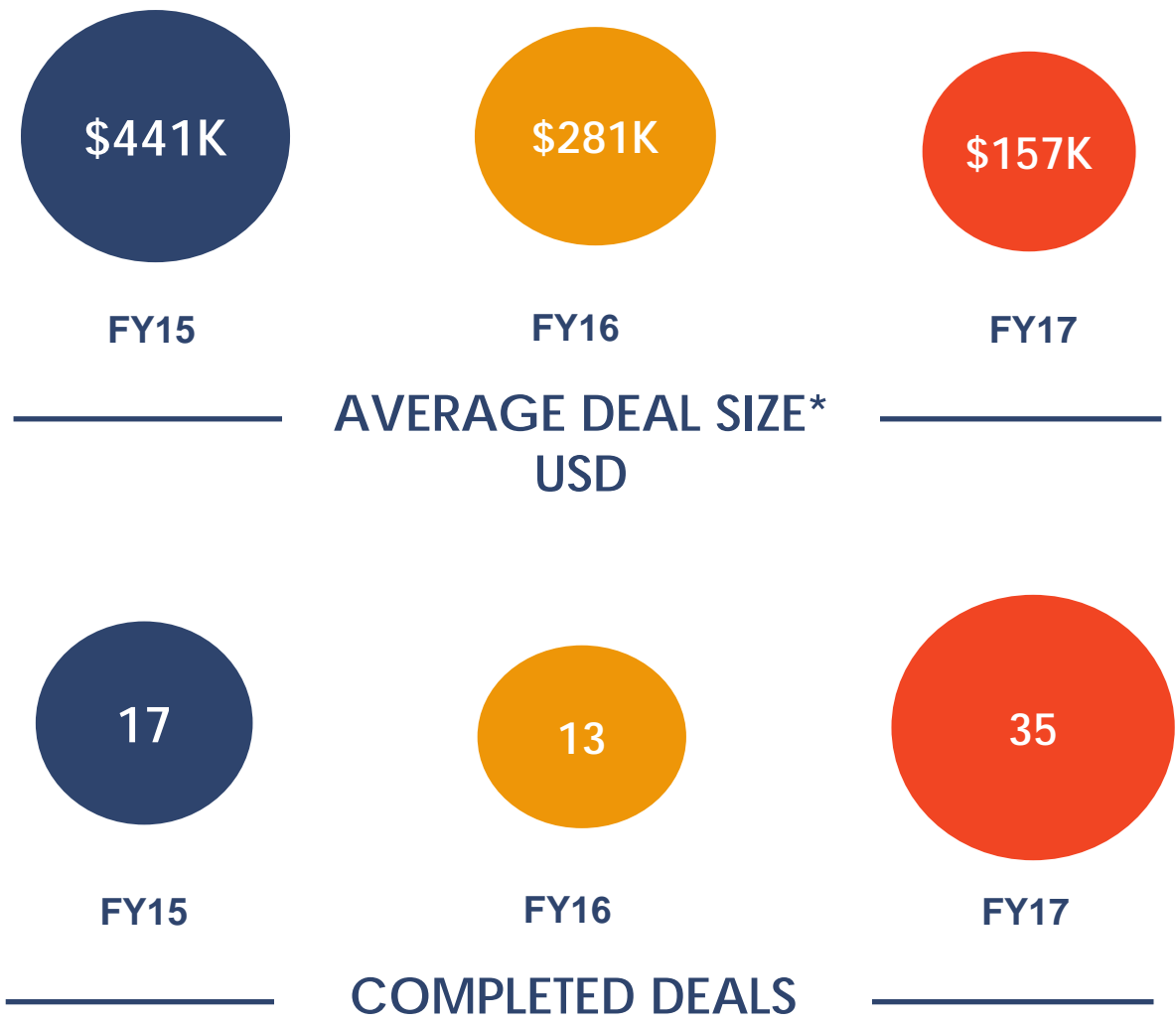


REVENUE GROWTH FUELLED BY GLOBAL MARKET OPPORTUNITY

- ▶ Graph shows the extrapolation of current revenue trend (2013 to 2017) out to 2023.
- ▶ This is considered a business as usual scenario given the significant market opportunity in the U.S. alone.



SALES MOMENTUM AND PIPELINE



Sales pipeline data at August 2017



*Decline in average deal size due to increasing number of new subscription cloud models and contract upgrades

CUSTOMER EVOLUTION

Mach7's global customer base is progressing from earlier adopters towards significantly larger mid-market

456 Installed sites, across...

11 Countries

52 Unique customers, comprising...

38 Hospitals / medical centres

12 Imaging centres

2 Veterinary

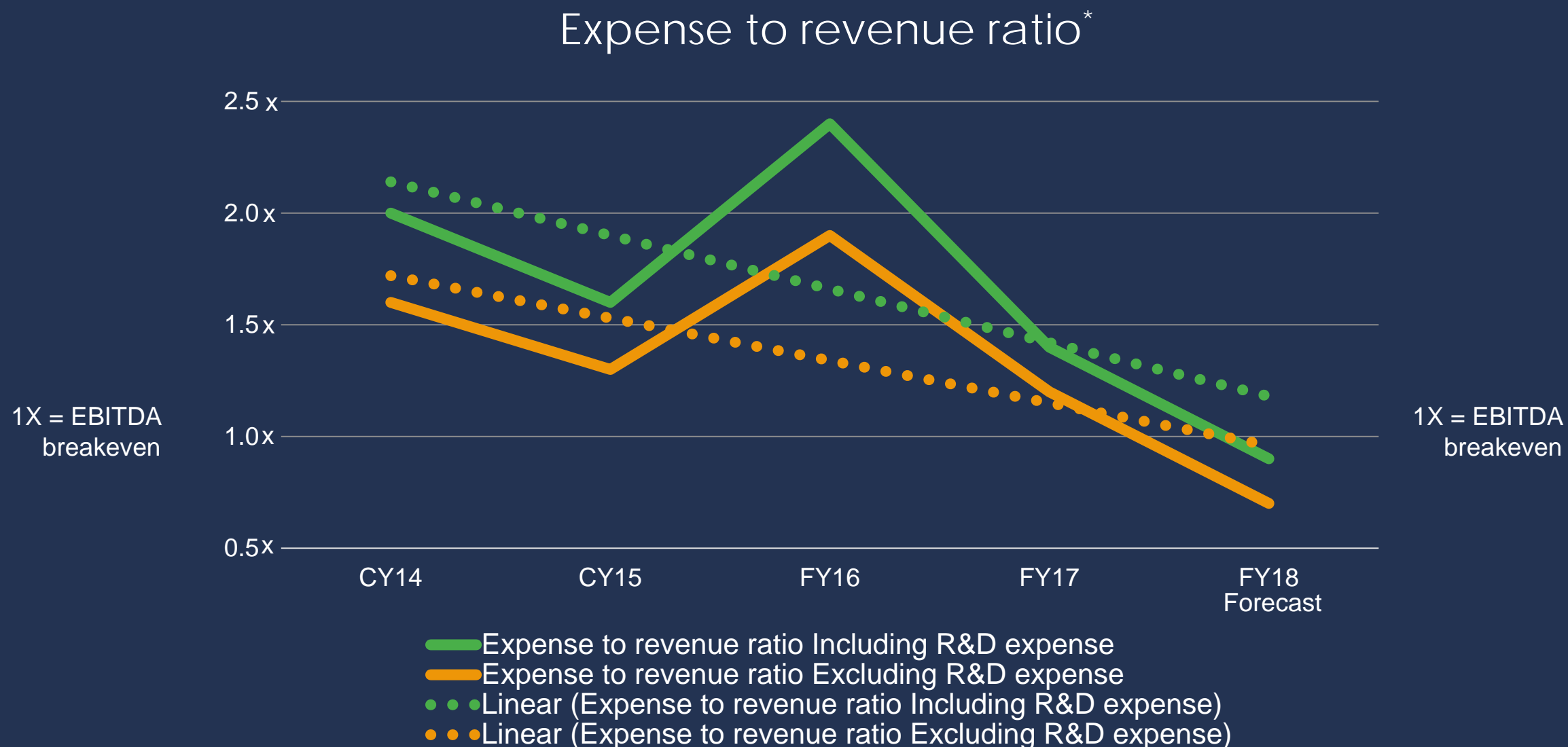


Early customers – academic medical centres and large integrated delivery networks

Mid-market opportunities – mid-market adoption of VNA technology increasingly dominating Mach7's customer focus

IMPROVING OPERATING LEVERAGE

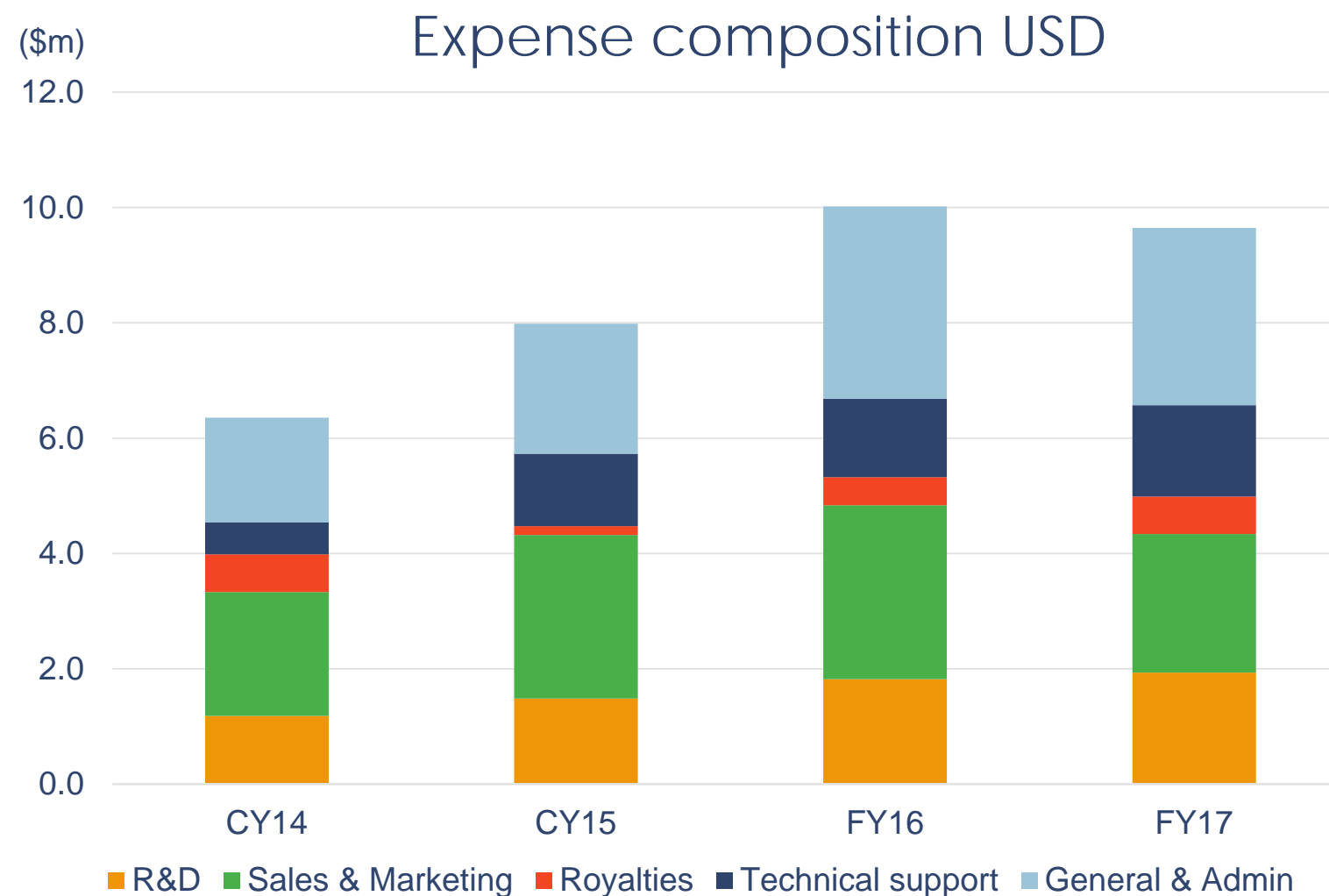
M7T approaching EBITDA breakeven – all R&D continues to be expensed



*Operating expenses excluding depreciation, amortisation and impairments, 3DM expenses and CEO transition costs.

INVESTING IN GROWTH

- ▶ High correlation between P&L and cash outgoings with **all R&D expenditure expensed**
- ▶ **R&D expenditure ~25% revenue** for the last four years as we continue to enhance the product and protect our competitive advantage.
- ▶ The graph excludes 3DM expenses and CEO transition costs as they are considered non-recurring.



RESOURCES FOCUSED ON LARGE US MARKET OPPORTUNITY



IMPROVING FINANCIAL POSITION

More customers, strong revenue trajectory and a clean balance sheet

Balance Sheet (A\$m) – major line items	30 June 2017	30 June 2016
Cash	2.7	1.7
Receivables/prepayments	5.2	2.7
Intangible assets	17.8	35.6
Total assets	25.9	40.8
Payables	1.8	1.2
Deferred revenue	2.9	2.4
Interest bearing liabilities	0.0	3.2
Deferred tax liability	5.3	10.5
Total liabilities	10.0	17.3
Net assets	15.9	23.5
Net tangible assets	3.4	(1.6)

- Impairment charges of \$17.7 million were made to intangible assets during FY2017. The charges relate to the acquisition of Mach7 by 3DM.
- R&D expenditure is not capitalised
- Interest bearing liabilities significantly reduced to \$25k due to repayment of debt.

VALIDATED MARKET DEMAND – TODAY

52 blue chip customers

11 countries

456 sites

10,500
IMAGING CENTRES

4,700
IMAGING CENTRE
NETWORKS

**\$3.8 Billion global
addressable
market – US largest
market**

5,600
REGISTERED
HOSPITALS

3,900
NON-GOVT
HOSPITALS

MARKET OBSERVATIONS

MARKET FACTORS

- ~6%-10% CAGR
- ~\$4B Market
- Shifting to value driven healthcare
- Increasing costs with no net productivity gains in 20 yrs.
- Many hospitals with negative operating margins
- Routine surgery in USA cost 2X other countries
- Staff and physician shortfalls
- Aging population

TOP TRENDS

- Consumerism: social media, mobile health, patient portals
- Ubiquitous access: interoperability, data interchange, HIE, image exch...
- Economize healthcare: provider consolidation, risk shifting
- Personalized HC: Patient Centric, pop health
- Government initiatives: single payer, regional/country exch, ACA, etc



Opportunity
Enterprise Imaging
+
Sub-specialties
(Dental, Vet, Opht etc)

THE PROBLEM

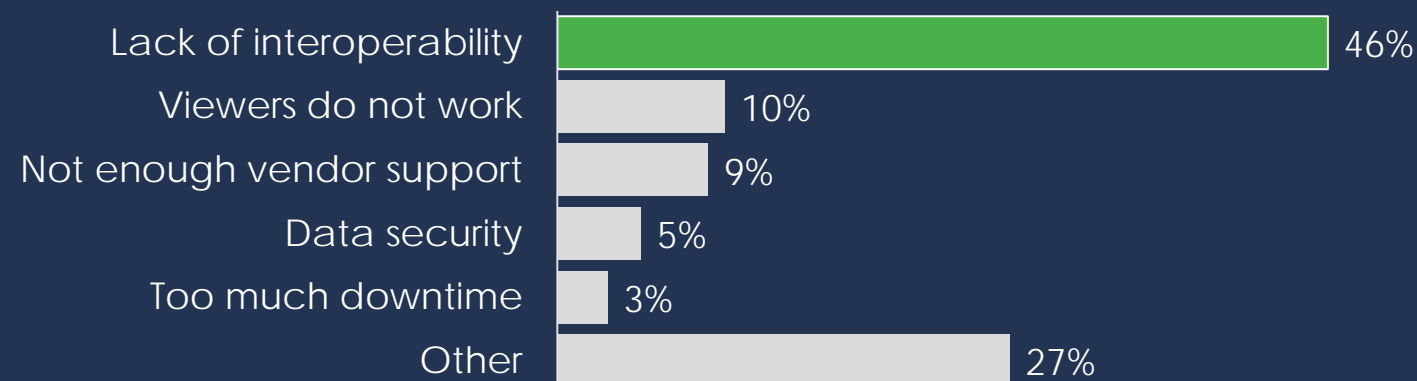
Lack of interoperability of current systems prevents optimal patient care outcomes and increased healthcare costs.

CURRENT INDUSTRY STANDARDS

1 **PACS**
Picture Archiving
Communication Systems

2 **VNA**
Vendor Neutral Archive

Problems with current Electronic Health Record Systems¹



46%¹ of specialists cite **lack of interoperability** as a key problem with storage systems

36%¹ of providers believe they **have lost revenue** due to image access challenges

52%¹ of specialists believe this problem negatively impacts **patient care outcomes**

1. Sourced from CHIME, lifelImage CEO Perspectives on Enterprise Imaging study using data collected from 100 participating facilities.

PREFERRED ALTERNATIVE

As a response to the problems, the preferred investment for imaging related technology is expected to be enterprise interoperability and access to clinical diagnostic content

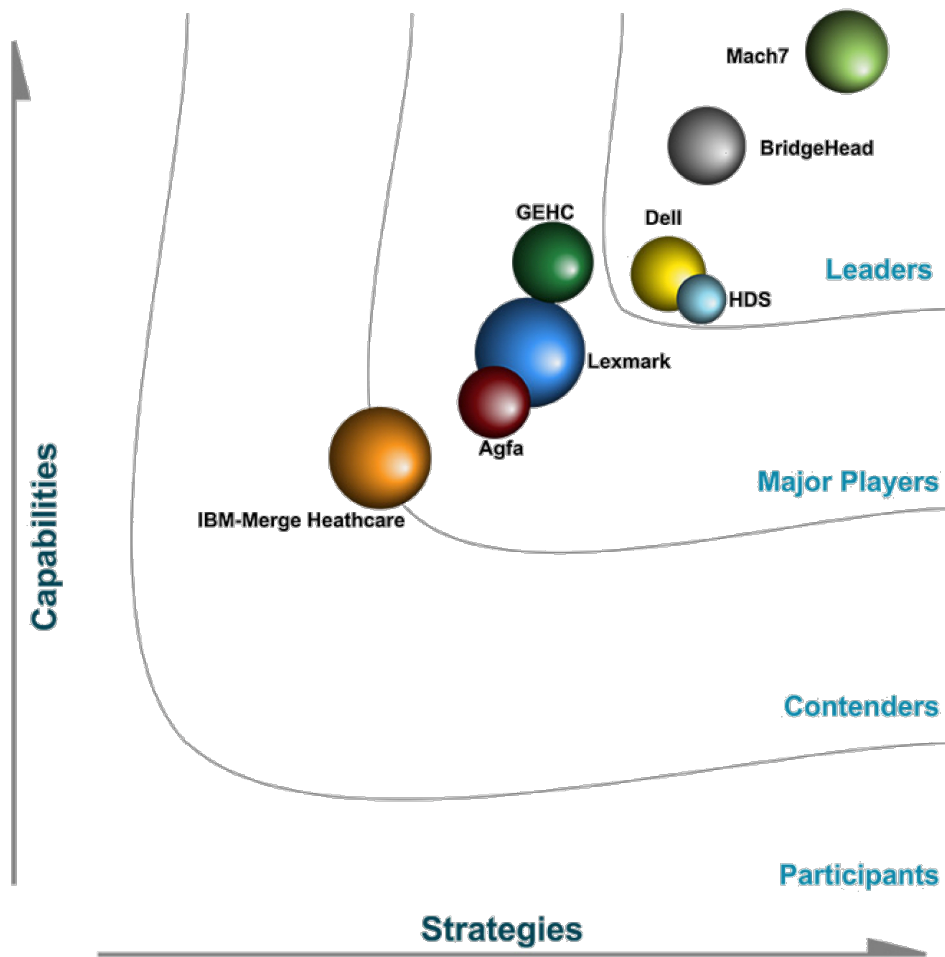


MACH7 – THE SOLUTION

Mach7 Enterprise Imaging Platform is a flexible and scalable solution that allows images and data to be easily shared, improving clinical workflows and patient care outcomes.

- ▶ Platform **simplifies the access and sharing** of diagnostic images and patient care data.
- ▶ Enables **improved clinical workflow** and **patient care** outcomes.

INDUSTRY LEADER



IDC MarketScape: U.S. Healthcare Provider VNA/AICA Unstructured Data Platforms for Integrated Care Vendor Assessment

Since its 2012 launch, Mach7 has been recognised as an industry leader, receiving various awards and accolades.

No.1 Leader, US Healthcare Provider VNA/AICA Unstructured Data Platforms for Integrated Care

IDC MarketScape (2016)

Asia Pacific Medical Imaging Informatics Company of the Year

Frost & Sullivan (2015)

Our PACS vendors all proposed schemes to improve workflow and imaging access, but we needed a more powerful, newer archive and communication system to help us with data flows. Mach7 will give us so much more power because it can deal with all types of image data sets. That is what we need.

*David Marichal, CTO,
Radiology and Imaging Specialists*

Mach7 has been a cost effective solution for Broward... We have better control of the data at a lower cost and high availability to leverage solutions that aren't proprietary

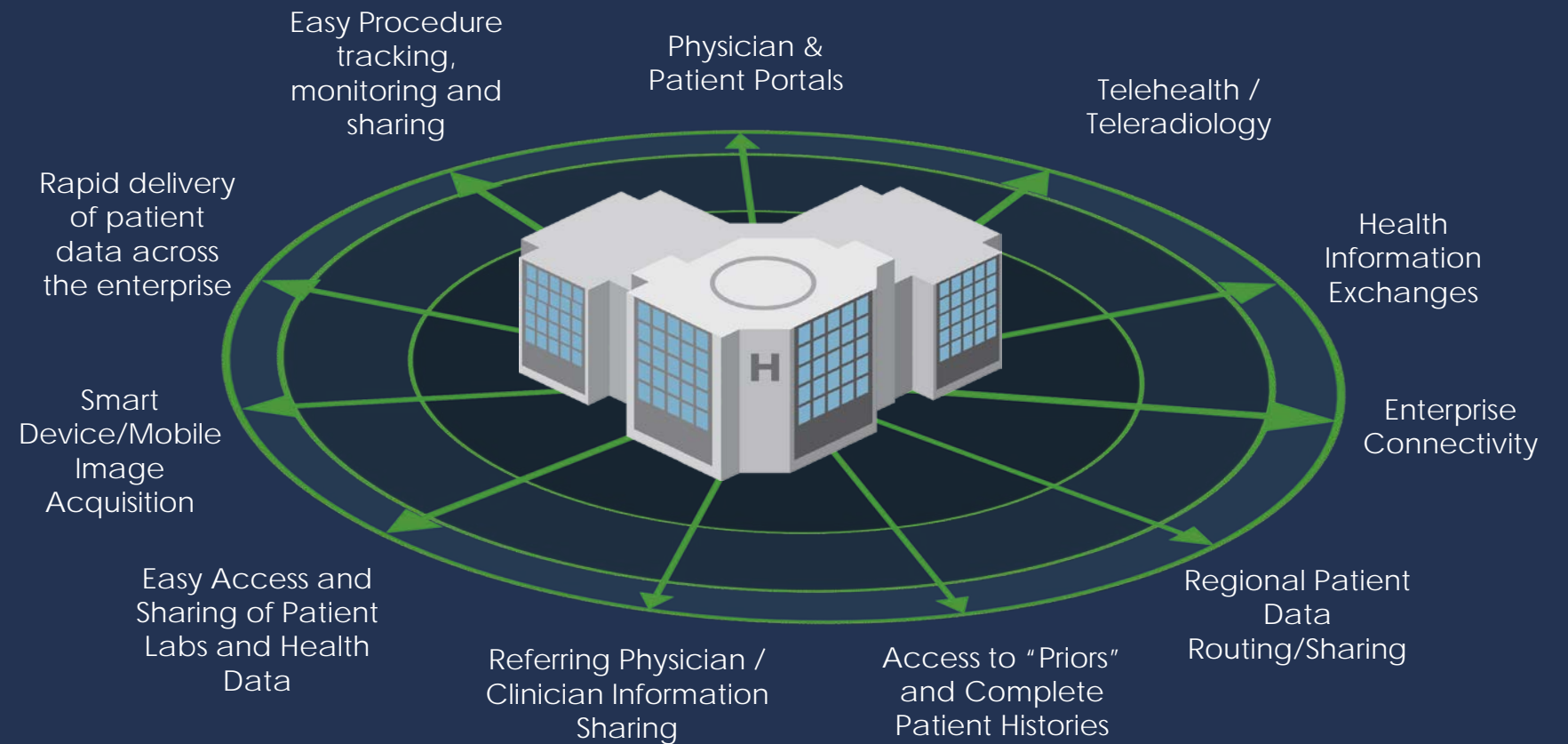
*Ronaldo Montmann
VP of Information Technology, Broward Health*

MACH7 KEY FEATURES

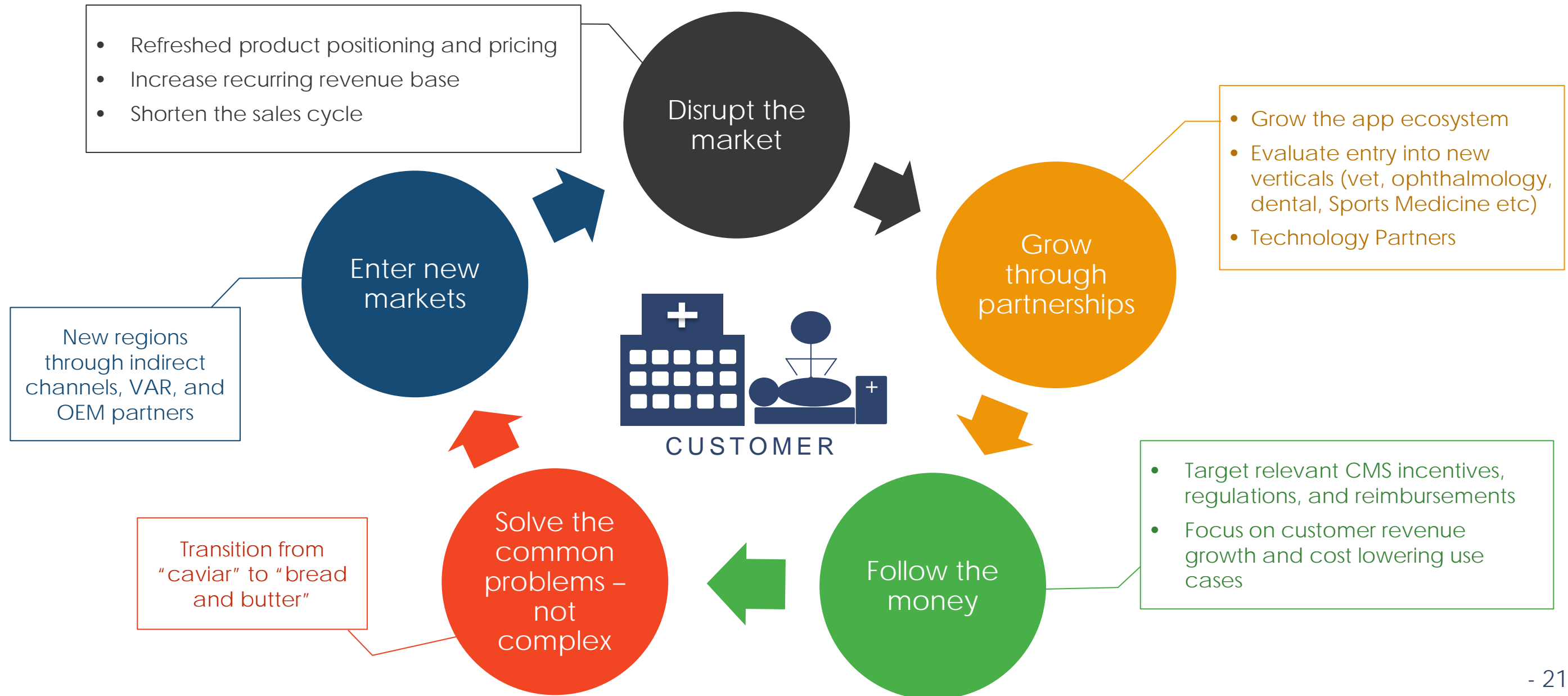
UNIQUE COMPETITIVE ADVANTAGES

- Innovative platform** with intuitive, point-and-click interface and real-time monitoring dashboard
- Proprietary technology** that intelligently brings together multiple image formats into a cohesive workflow
- Scalable software** that grows with the customer
- Cloud offering and medical image archiving system **reduces IT expense** for customers
- Highly recommended** by customers and industry
- Worldwide presence** with regional support

► Mach7 Enterprise Imaging Platform is best-in-class software



STRATEGY TO WIN



BOARD AND MANAGEMENT

Strong founder involvement with proven Board and management team

BOARD



Damien Lim
NON-EXECUTIVE
CHAIRMAN

- 21+ years experience in private equity and investment banking
- Co-founder of BioVeda Capital
- Currently serves on a number of boards and advisory committees



DR Nigel Finch
NON-EXECUTIVE
DIRECTOR

- Principal at Saki Partners Transaction Advisers
- Director and senior management experience in strategy execution and financial management



Nobuhiko Ito
NON-EXECUTIVE
DIRECTOR

- Adviser to TPG Capital Japan, Director of Konica Minolta Business Solutions and Tadano Ltd
- Former President and CEO of GE Japan
- Executive with Exxon Chemical Japan for 16 years



Wayne Spittle
NON-EXECUTIVE
DIRECTOR

- Extensive industry experience in the global healthcare sector
- Currently: consultant at Samsung Medison; Advisor at Novum Waves
- Former Executive VP with Samsung Medison and Health and Medical Equipment division

MANAGEMENT



Mike Jackman
PRESIDENT AND CEO

- Experienced HCIT executive
- Formerly Americas Region CEO HCIT at GE Healthcare
- The business leader responsible for the GE Healthcare Digital business in Latin America, US, and Canada



Eric Rice
CTO

- 20 years of systems architecture and design, engineering and management experience
- Held leadership roles and designed solutions for GE Healthcare



Jenni Pilcher
GLOBAL CFO and
CEO, AUSTRALIA
OPERATIONS

- Executive experience in healthcare
- Former CFO of Alchemia, and CFO and Co-Sec of Mesoblast
- Worked in finance teams at Cadbury and Medeva plc



Ravi Krishnan
COO and FOUNDER

- 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

FY18 OUTLOOK

01

Partnering with our customers to deliver better patient and operational outcomes

02

Continued strong revenue growth

03

Positive EBITDA

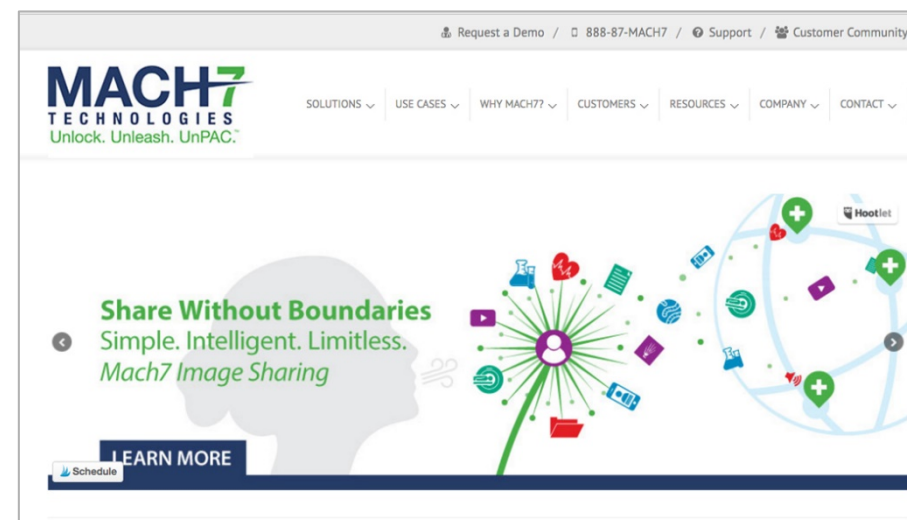
FURTHER INFORMATION

Video



<https://youtu.be/uSkRQwbxzXo>

Website



www.mach7t.com

Contact

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AUSTRALIA OPERATIONS



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