

Investor Presentation, April 2019

Let's have a conversation about improving your clinical IT ecosystem.

MACH7
TECHNOLOGIES

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Who is Mach7 (ASX:M7T)?

- Enterprise Imaging Software provider to hospitals and clinics
- Global imaging market >US\$3BN
- Delivery: On-premise, cloud solutions
- Growing global customer base: USA, UK, Qatar, South East Asia ...
- Two revenue models: SaaS & capital sales
- Employing ~40 staff



Mach7 Technologies (M7T:AX)

FINANCIAL INFORMATION (\$A)

Share price	\$0.185
Number of shares (m)	147.8m
Market Capitalisation	\$27.3m
Cash (31-Dec-18)	\$3.2m
Debt (31-Dec-18)	\$0.5m
Enterprise Value	\$24.8m

MAJOR SHAREHOLDERS

JM Financial Group	13.8%
BV Healthcare	7.9%
Oceania Capital	6.3%
Ravi Krishnan (founder)	3.8%

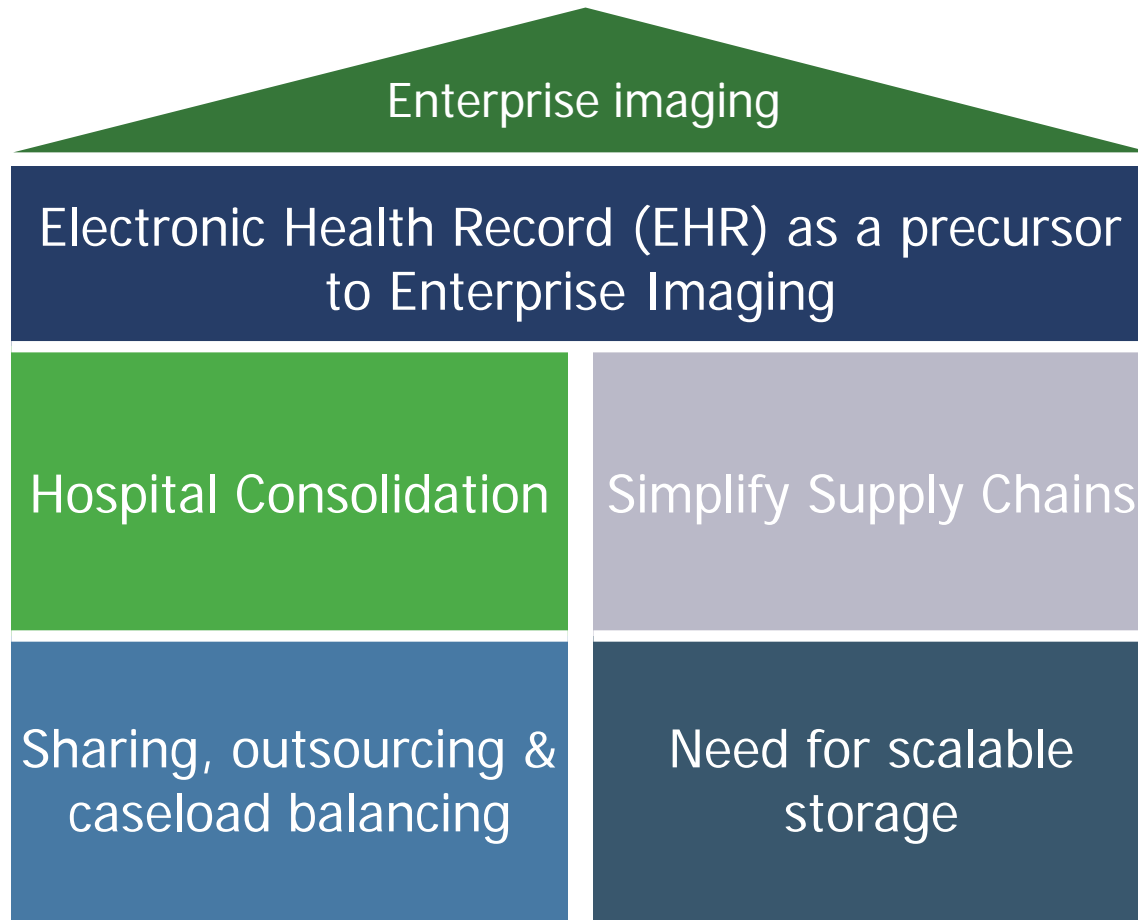


Mach7 Evolution – Company & Product



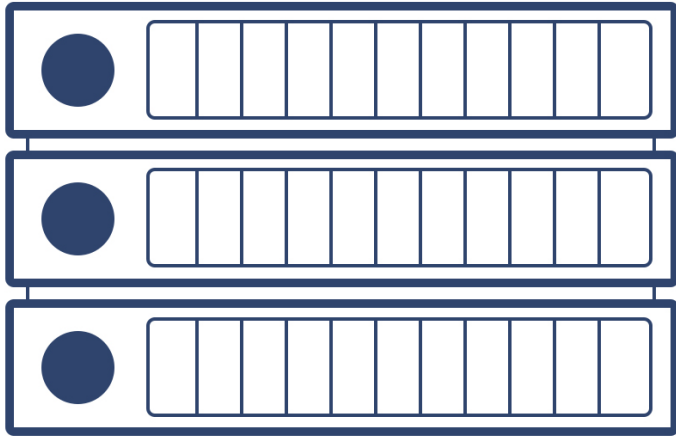
What is Enterprise Imaging

Drivers of Enterprise Imaging

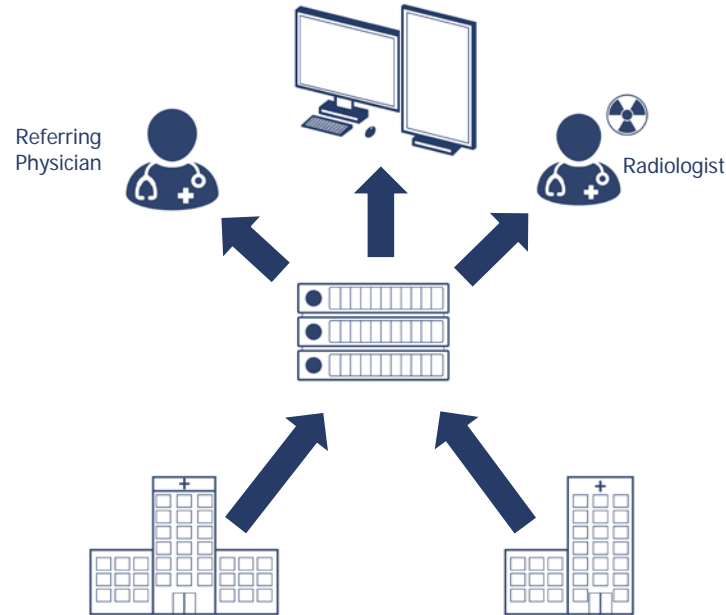


- Mach7's Management Studio underpins our Enterprise Imaging product
- Recent Enterprise Imaging customer wins – HAHK (\$15M)

Mach7 Enterprise Imaging Product Strategy



- **Vendor Neutral Archive (VNA)** is the cornerstone of the EI market
- Mach7 is considered a pioneer in the VNA market space



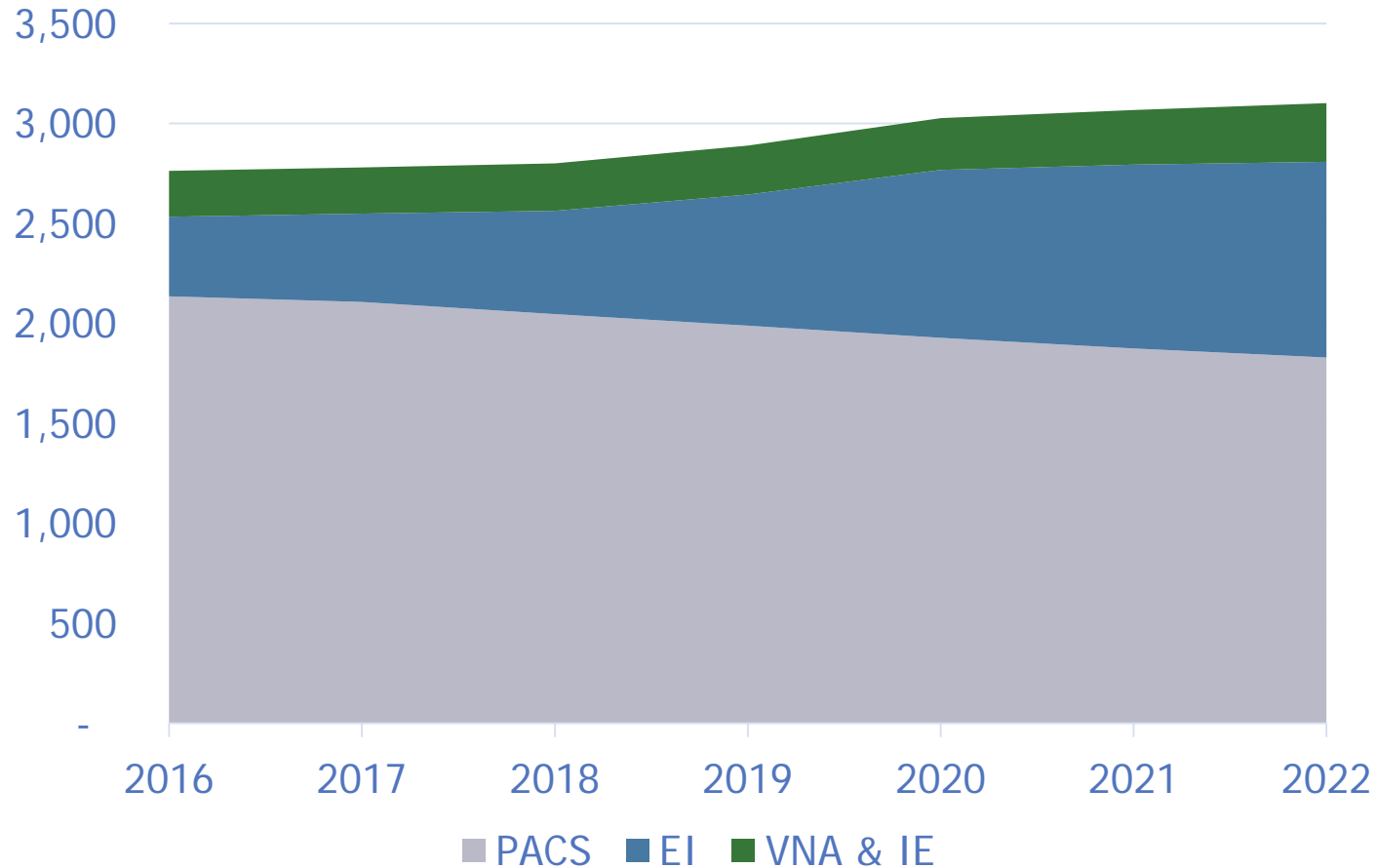
- Core Capability is providing **Enterprise Imaging (EI)** solutions for healthcare



- Mach7 sells a **Picture Archive and Communications System (PACS)** with its partner Client Outlook
- Enterprise-first strategy (vs. Radiology-first)

Addressable Global Imaging Market

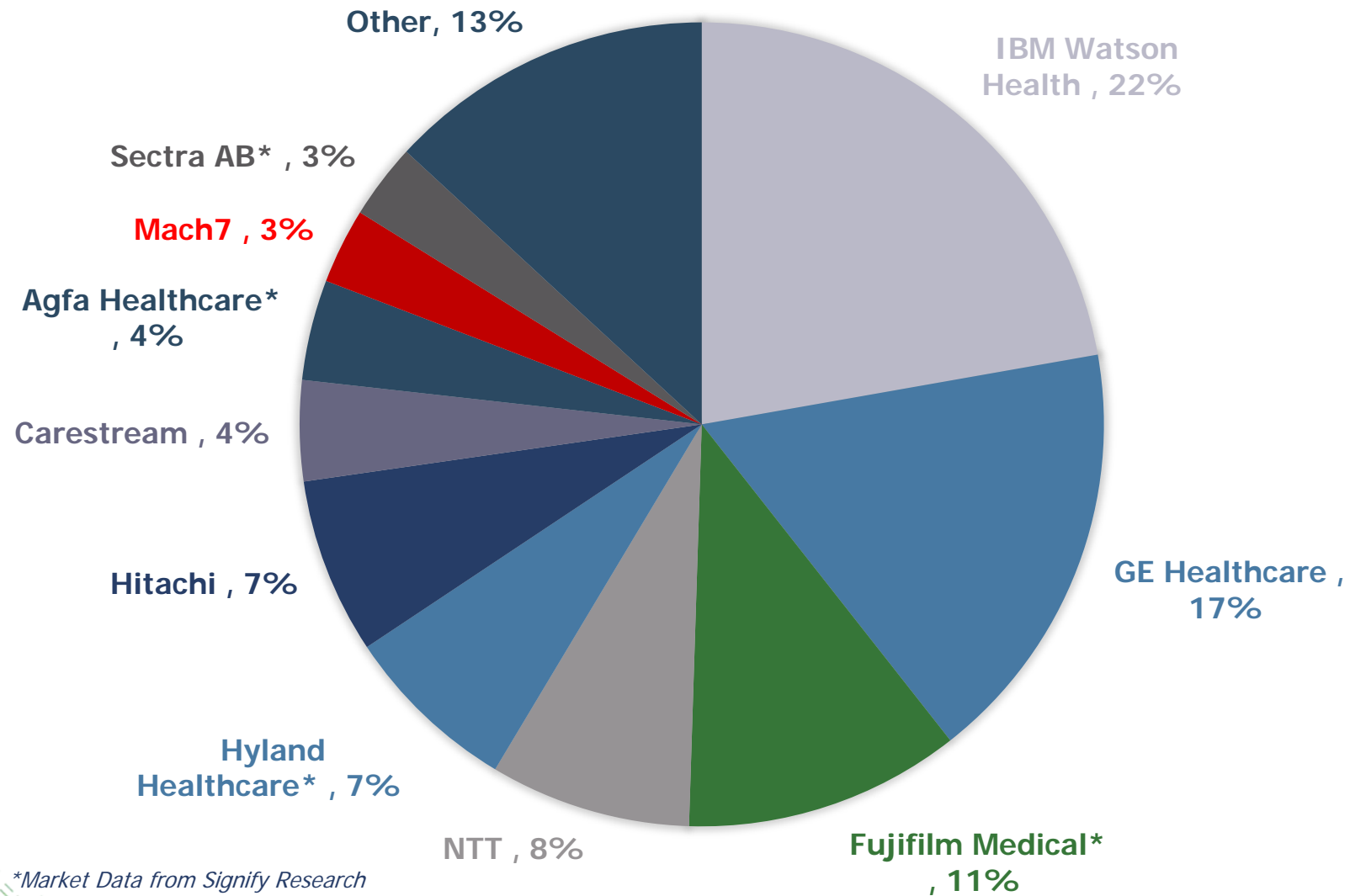
Mach7 Addressable Market*



- Enterprise Imaging Market (EI) **\$520M*** 2018 – with forecast growth **~30%* p/a for next two years**
- EI market is fastest growing market
- Standalone departmental PACS **\$2BN 2018*** however market is shrinking in favour of Enterprise Imaging

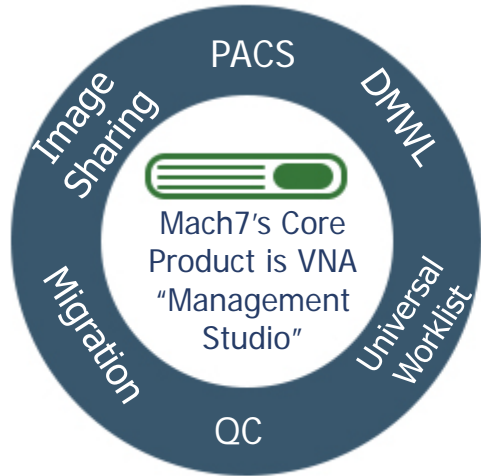
*Market Data from Signify Research

Global VNA Market Share, 2017



*Market Data from Signify Research

"Mach7 Management Studio" - VNA



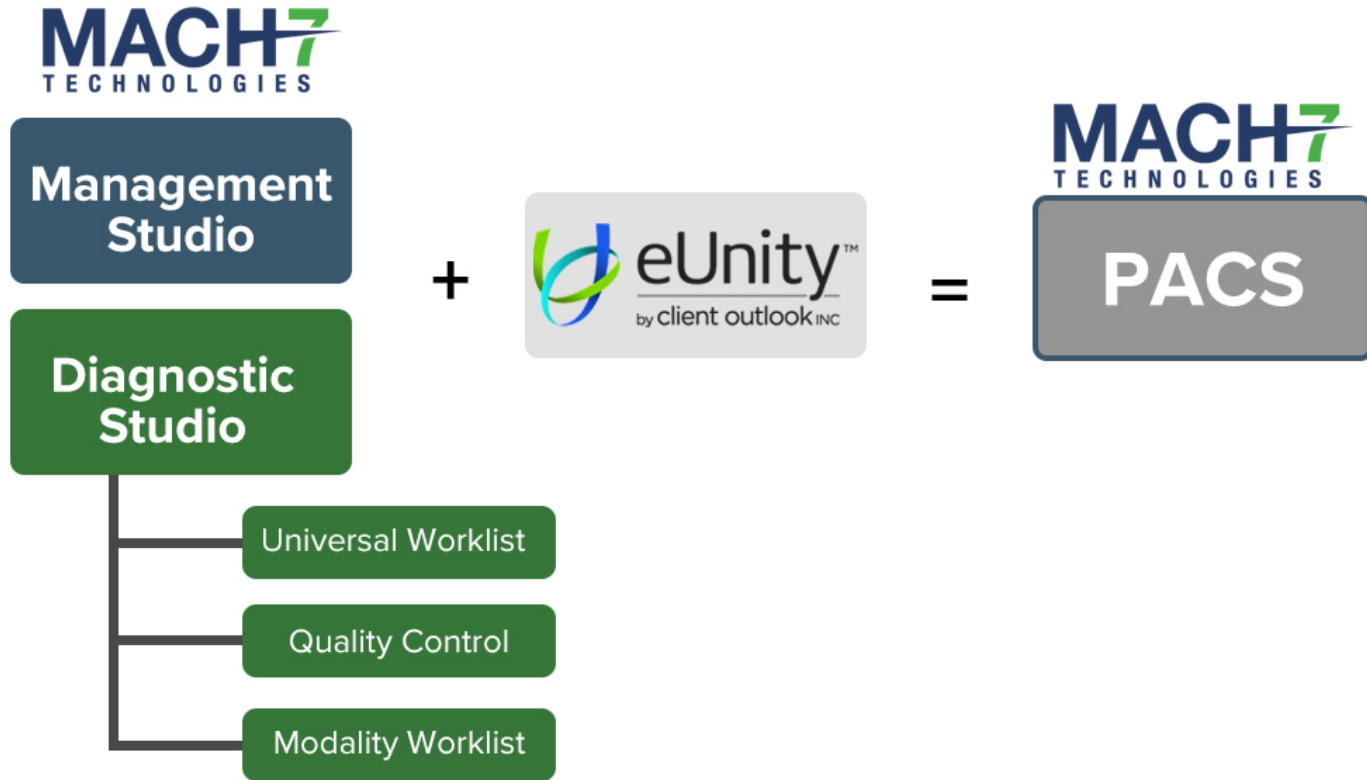
55 Active \$\$ Customers

Why customers buy a VNA:

- Providing additional storage
- Long-term disaster recovery
- Connecting disparate PACS across hospital
- Today: VNA is purchased as a precursor to Enterprise Imaging

Many healthcare providers are moving toward a multi-clinical Management Platform for all content across their hospital or enterprise.

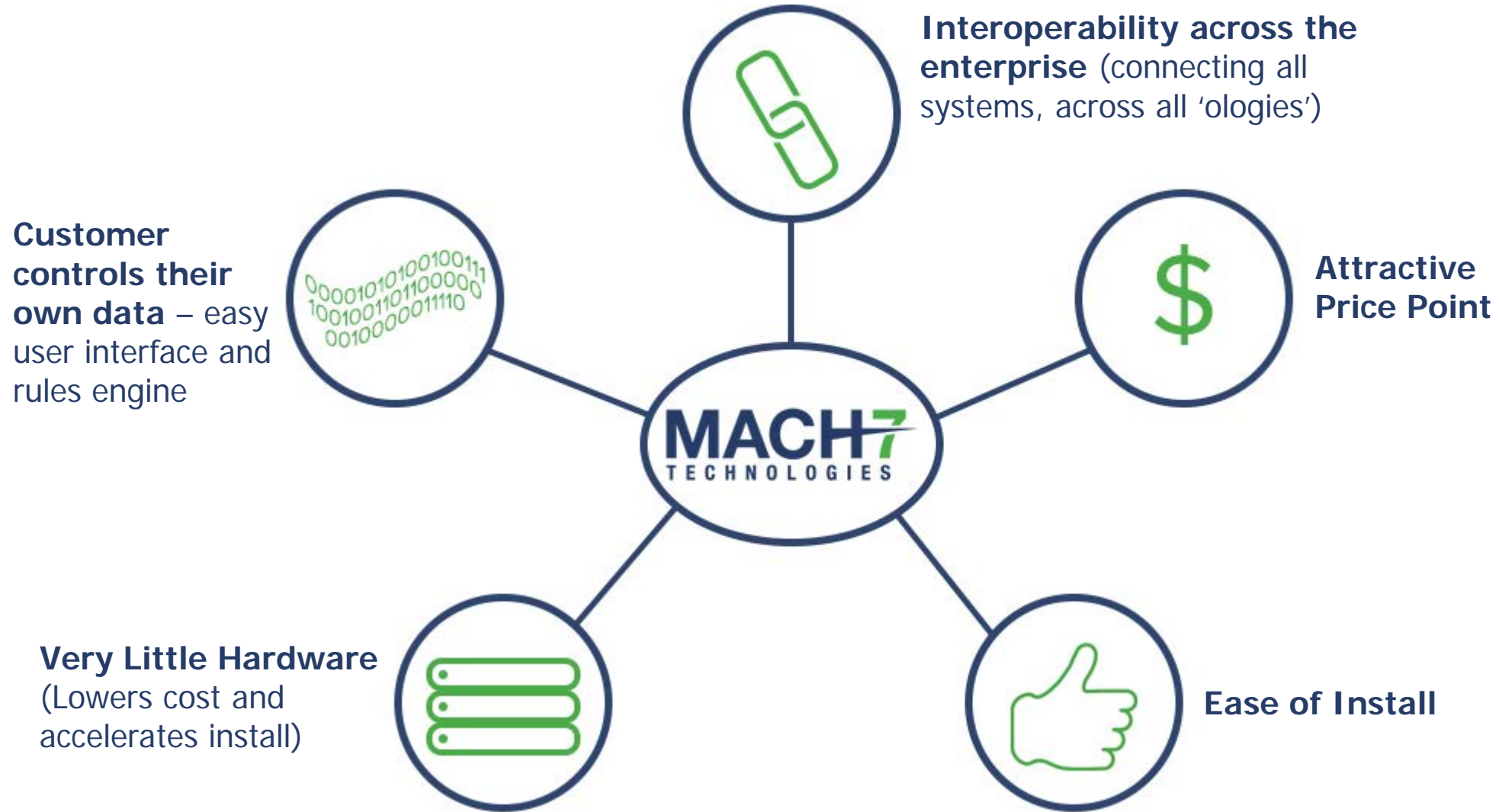
“Mach7 Diagnostic Studio” - PACS Solution



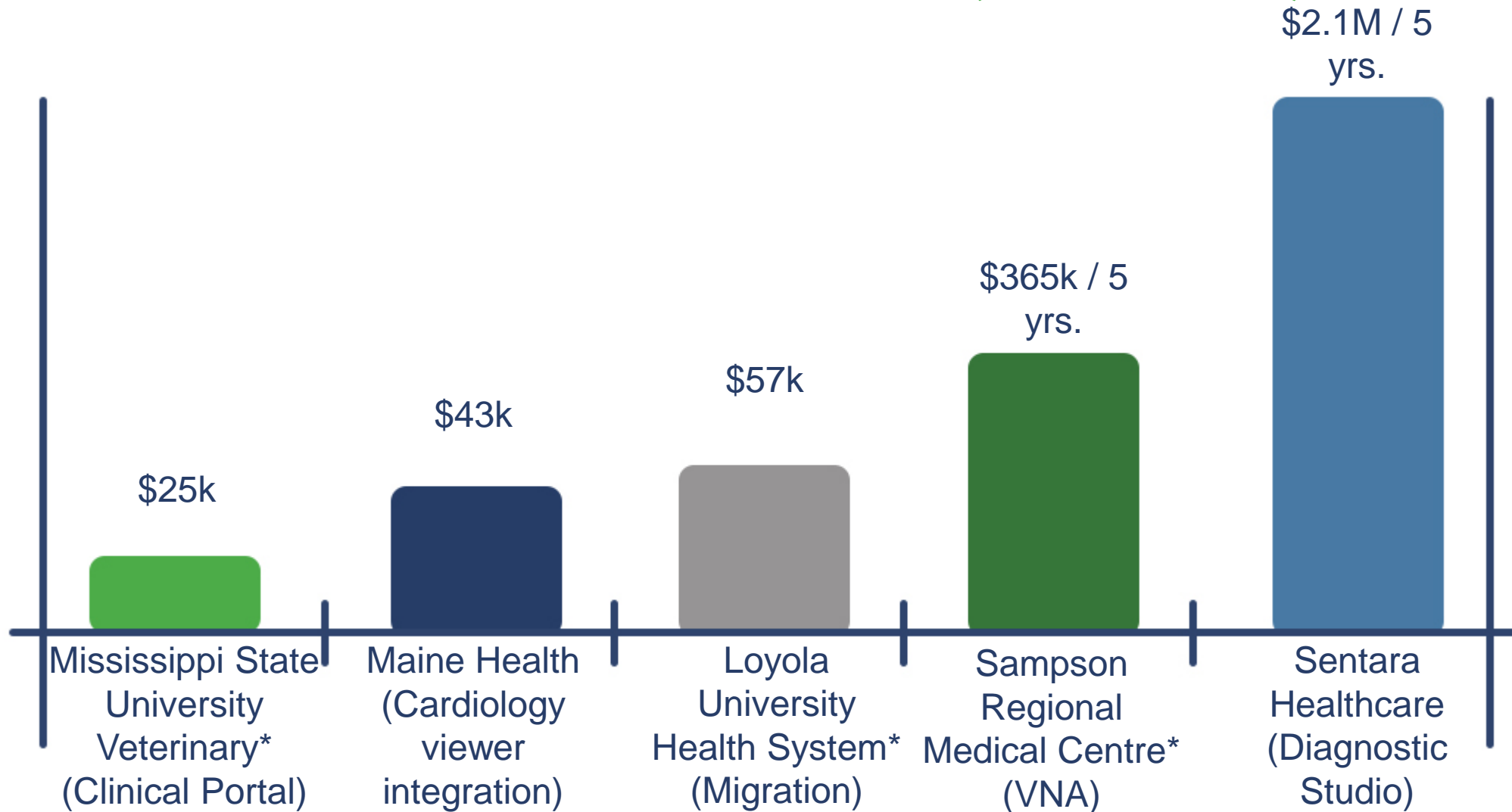
Recent enterprise PACS wins – Sentara healthcare

- An integration platform first → enables speed, performance, flexibility
- True zero-footprint (ZFP) viewer → **NO** client-side software
- One ZFP platform for *all* users and devices; browser and device agnostic
- Does **NOT** have 100% streaming like all other solutions – 100% diagnostic 100% of the time – streaming viewers are not capable of this
- Works in a virtual machine environment; leverages existing infrastructure, does not require specialized hardware
- Highly scalable; can support 1000's of unique users on **one VM**

Mach7 Competitive Advantages



Recent Wins – This Quarter (Q3 FY19)



*New Customers

Hospital Authority of Hong Kong



- Deal value HK\$81 Million (~ A\$15M) / 5 years
- Enterprise Imaging and Viewer for entire Hong Kong territory
 - The Hospital Authority manages 43 public hospitals and institutions, 48 specialist outpatient clinics and 73 general outpatient clinics.
- Customer Objective:
 - Reduce complexities and costs related to system integration and the consolidation, sharing, access and management of medical imaging data across Hong Kong.



Sentara Healthcare



- Leading hospital system in Virginia & NC, USA
- 12 hospitals, 1000 + Physicians, 3800 provider staff
- 8 PACS systems (GE, Agfa, Fuji, Medstream Cardiology)

- **Enterprise Imaging, Migration & PACS Modernisation Projects**
 - Mach7 VNA and 20 million study migration underway.
 - Recent PACS modernization contract won \$2.1M over 5 years + volume expansion. 100% GM.
- **Customer Objectives**
 - Reduce complexities and costs related to system integration and the consolidation, sharing, access and management of medical imaging data across all 'ologies'
 - Common PACS platform across all facilities with a single Database and Archive
 - Sentara's objectives included the following"
 - Innovative Technology
 - Cost Reduction
 - Workflow Efficiency
 - Geographic Freedom

Mach7 Customer Examples



- Academic medical center
- Enterprise Imaging Platform
- Client since **2014**



- Partners Healthcare System
- Academic medical centers
- Client since **2010**



- Academic medical center serving the State of Vermont
- Client since **2017**



- Academic medical center, 130 sites
- Communications Workflow Engine
- Client since **2012**



- 1 of 10 largest US hospital systems
- 30+ hospitals & clinics
- Client since **2015**



- Hospital system serving VA & NC
- 12+ hospitals & clinics
- Client since **2014**

Mach7 Customer Examples



- Qatar's leading hospital system
- 12 + hospitals
- Client since **2009**

MaineHealth

- Statewide healthcare provider system
- 30+ hospitals and clinics
- Client since **2016**



- 443-bed acute care hospital
- Enterprise Imaging Platform
- Client since **2018**

HCA

- US & UK provider
- Communication Workflow Engine & Image sharing
- Client since **2013**



- Radiology service provider
- Enterprise Imaging Platform
- Client since **2014**

Montefiore

- 11 hospital health system in greater NYC
- Enterprise Imaging Platform
- Client since **2010**

Revenue Models

Revenue Component	Capital Sales		Subscription Sales	
	Priced	Revenue Recognised	Priced	Revenue Recognised
Software license fees	By Procedure Volume	Upfront when license is provided	By Procedure Volume	Monthly*
Annual support	% of License	Monthly*	By Procedure Volume	Monthly*
Professional Services	By Labour Hours	As services are delivered (implementation, training)	By Labour Hours	As services are delivered (implementation, training)

Two revenue models – customers are offered a choice – either Capital or Subscription (SaaS)

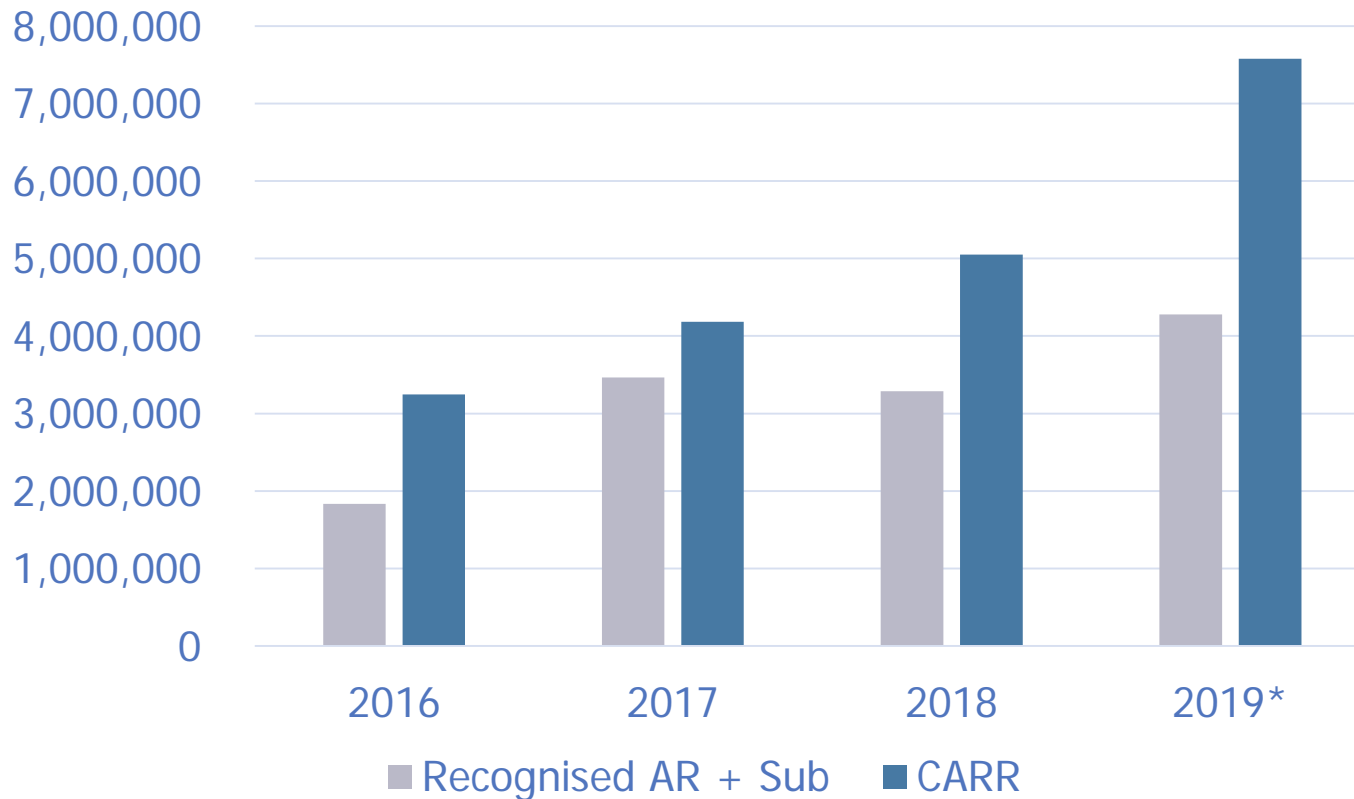
Vast majority of Mach7's customers are Capital Sales (at their choice)

*Recurring revenues



Revenues

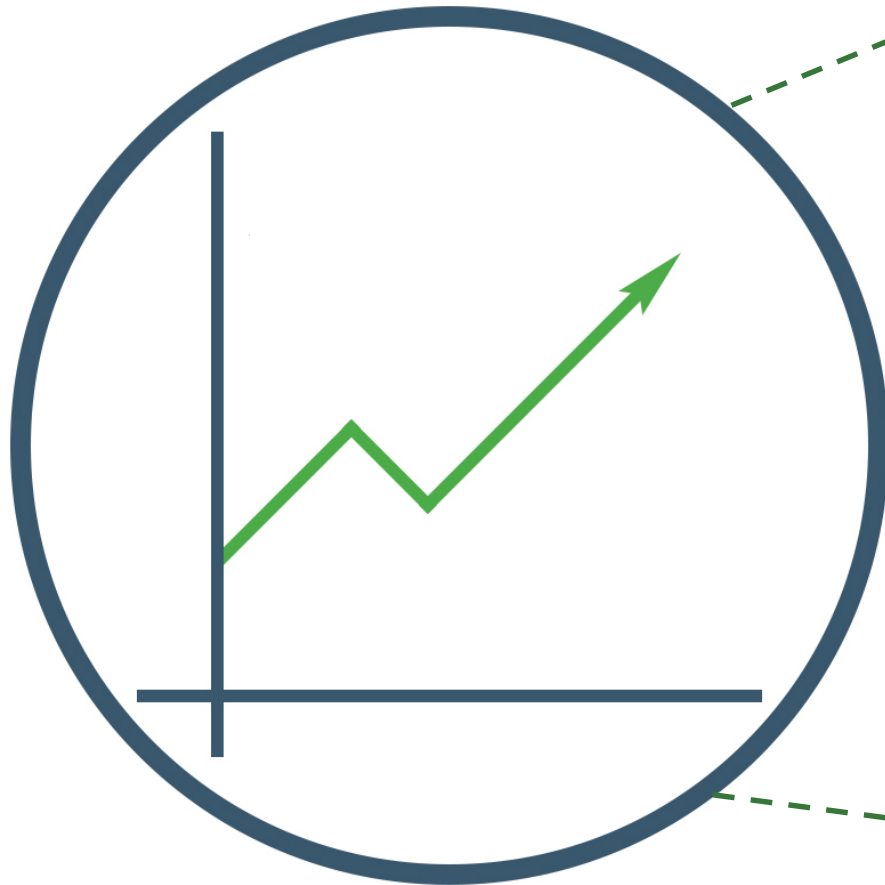
Annual Recurring Revenue (ARR) A\$



- Total Contracted ARR 50% growth (today v '18)
- Yearly ARR 30% growth (FY19 est. vs '18)
- On track to exceed FY2018 total revenue of \$8.6M with existing contracts
- Q4 contracts will add additional revenues

**FY19 ARR is an estimate*

Growth Strategy



Focus on core products:
enterprise imaging market
space

Focus on allocating resources
towards commercial side of the
business: sales, marketing,
product management

Focus on major markets where we
already have an install base and good
brand recognition: USA, Asia, Qatar,
Saudi Arabia

What's next? Next six months...



- ✓ Continued progress to cashflow break-even for 12 months ending March 2020
- ✓ Revenue growth FY 2019 vs 2018
- ✓ Contract wins
- ✓ Re-investing some cost savings into commercial roles

Mach7 Board and Leadership 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



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



David Chambers
NON-EXECUTIVE
DIRECTOR

- 30+ years' extensive experience in HCIT and Life Science industry.
- Former CEO of Promedius & Visage Imaging
- Currently Managing Director, Asia-Pacific, of Allscripts Healthcare Solutions



Wayne Spittle
NON-EXECUTIVE
DIRECTOR

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

MANAGEMENT



Mike Lampron
CEO

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



Jenni Pilcher
CFO, Company
Secretary

- Executive experience in ASX-listed healthcare companies
- Former CFO of Alchemia, and CFO and Co-Sec of Mesoblast (ASX:MSB)
- Part of global finance teams at Cadbury Schweppes and Medeva , PLC



Ravi Krishnan
FOUNDER,
CSO

- 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