



Bell Potter Healthcare Conference

November 2024

Mach7 Technologies | ASX: M7T

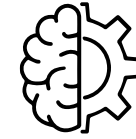
Mach7 Technologies develops innovative image management and viewing solutions that form the core of an integrated enterprise imaging ecosystem.

Our Business



Our Purpose

To enable exceptional patient care by empowering healthcare providers to make more informed decisions.



Our Offering

Innovative data storage, management and image viewing solutions for the healthcare enterprise.

Our Value Proposition



Global Company with a Personal Touch



A future-proof solution built on a modern technology stack that allows customers to grow, adapt and innovate.



Personalised customer service and support to ensure product stability, optimal performance and user satisfaction.

Unique Deployment Flexibility



Vendor neutral solutions give independence; modular products allow select deployments.



Capable of being used on existing IT infrastructures to leverage existing investments.



Deploy on premise or in the cloud with integration to the latest technology platforms.

Lasting Technology Built for the Entire Enterprise



A software-only solution designed for the whole healthcare organisation.



A highly performant Enterprise Imaging Platform with robust interoperability and scalability to adapt to changing needs.



A best of breed single universal viewing and data management platform to unify patient records.



Support for telemedicine, teleradiology and tele-mammography workflows.



A secure solution designed to incorporate the latest advanced applications including AI algorithms, analytics and business intelligence tools.

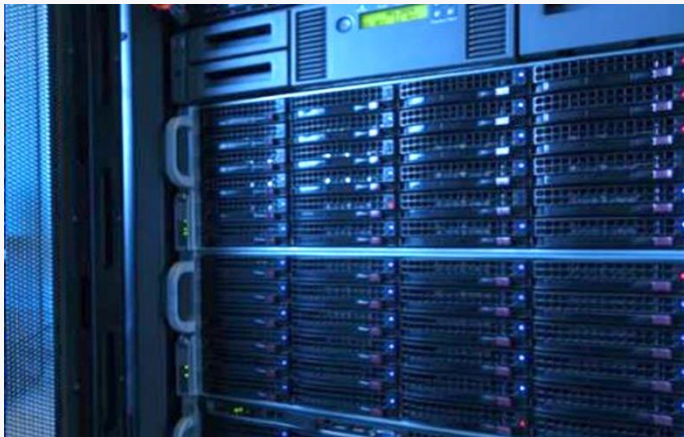
Our Solution: Enterprise Imaging Platform



Enterprise Data Management

Vendor Neutral Archive

- ✓ Consolidate **ALL** images across the enterprise
- ✓ Allows customers to take control of their data
- ✓ Leverage existing IT infrastructure
- ✓ Store in native format or wrap in DICOM
- ✓ On-premise or via **Cloud** infrastructure



Enterprise Diagnostic Viewing

eUnity Enterprise Diagnostic Viewer

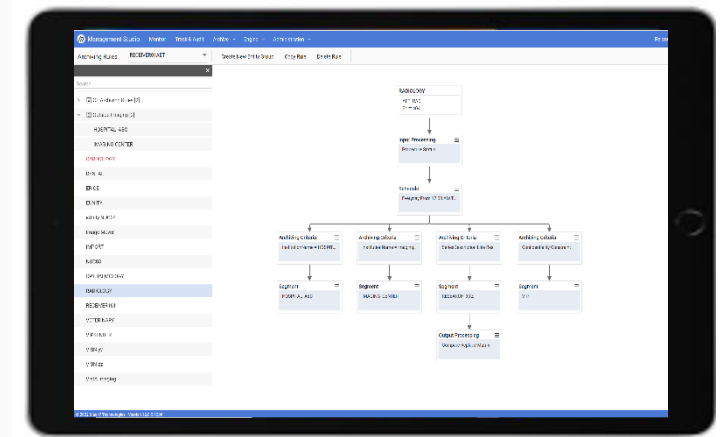
- ✓ Zero footprint HTML-5 viewer; 100% fidelity
- ✓ Virtual aggregation of imaging data across the enterprise
- ✓ 3D/MIP/MPR/**Mammography**/Pet CT
- ✓ Image enable the EMR
- ✓ Image enablement for downtime PACS solution
- ✓ Research and **AI** test platform



Workflow Orchestration

Communication Workflow Engine

- ✓ Data Normalisation through Dicom Tag Morphing
- ✓ Dicom Routing for complex workflows
- ✓ Sophisticated **AI Workflow Optimisation**
- ✓ Data anonymisation
- ✓ Image lifecycle management
- ✓ HL7 and clinical event-based rules engine



Key benefits of implementing an Enterprise Imaging Solution



Interoperability

Integrate different imaging systems (PACS, RIS, EMRs) across departments and vendors, enhancing data accessibility

Centralized Data Management

Improved storage and retrieval of medical images across the entire hospital

Cost Savings

Reduce storage costs, eliminate need for multiple proprietary archives and lower maintenance expenses on legacy system

Scalability

Future-proofing hospital's imaging and data management capabilities as data volume grows

Improved Patient Care

Streamlined workflows and faster access to medical images improves diagnosis and treatment times

Regulatory Compliance

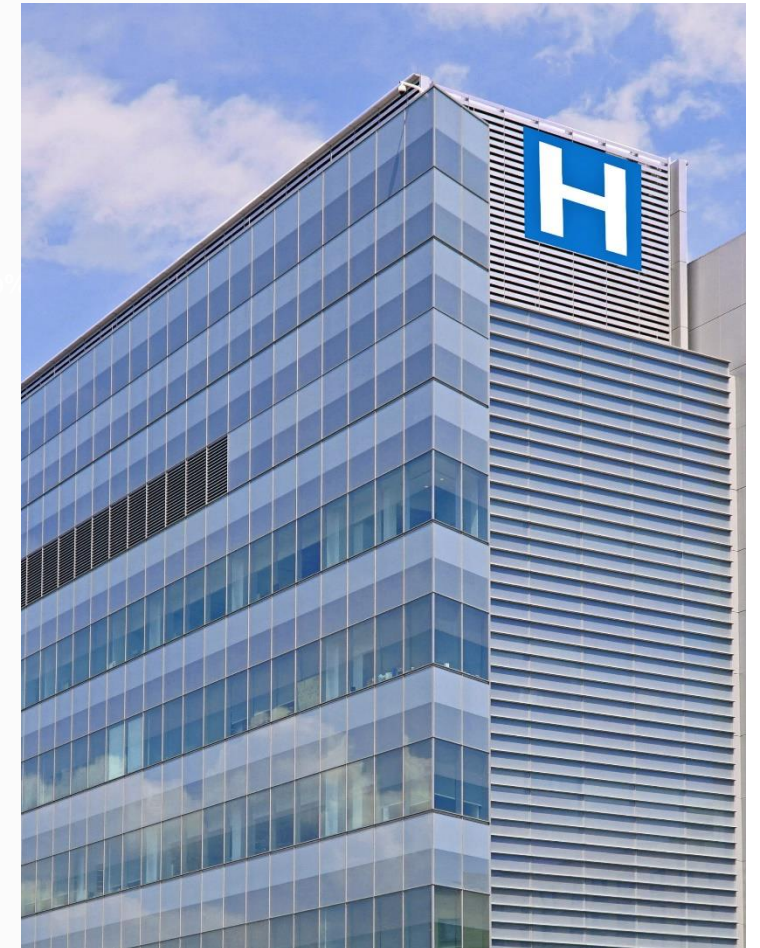
Support compliance with healthcare regulations (e.g. HIPAA, DICOM standards)

FY24 Results

FY24 in Review

Positioning Mach7 for long-term growth

- 1 Successfully navigated subscription transition with strong growth in high quality recurring revenue while delivering positive operating cashflow
- 2 Record sales orders of A\$61.3M and successful completion of large renewal program creating foundational book of business for medium term
- 3 Record results and strong growth in CARR and ARR
- 4 Maintained a disciplined approach to cost management with operating expenditure growth in line with FY24 guidance (<15% on pcp)
- 5 Strong financial position with no debt and met FY24 guidance to be cash flow positive
- 6 Invested in people, processes and tools to further differentiate from competitors



A Transformational Year



Building a foundational book of business

80

Number of
contract wins

19

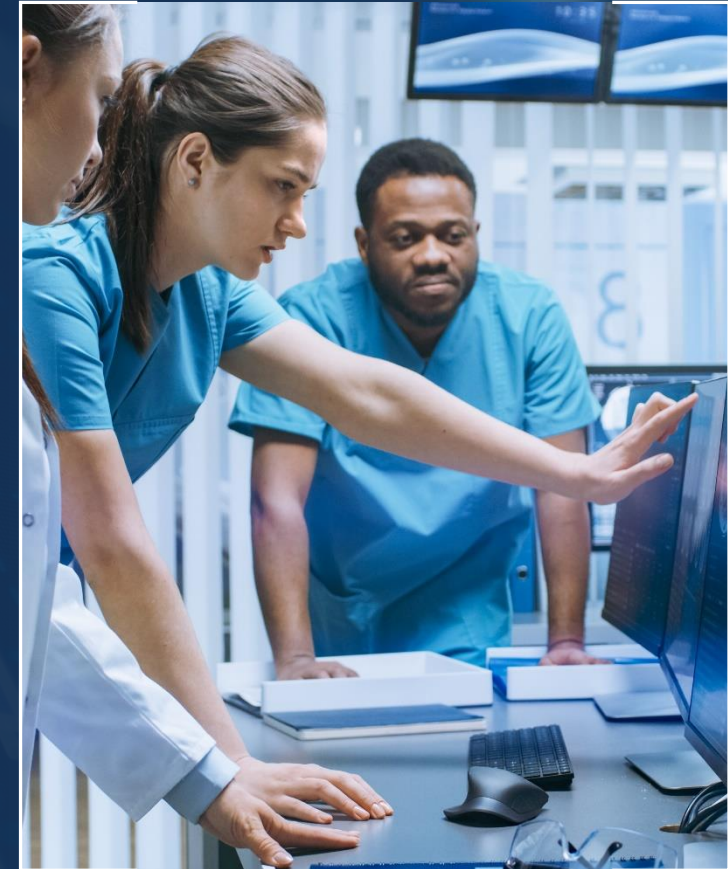
Number of
renewals

32

Number of
implementations
completed

A\$50.9M

Forward revenue
FY24 secured book of business
over 5 years



FY24 Financial Highlights



A\$29.1M

Revenue

-A\$0.9M or -3% on PCP¹
In line with revised
FY24 Guidance²

A\$21.1M

Recurring Revenue³

+A\$4.7M or +29% on PCP
72% of total revenue
(FY23: 54%)
72% of opex (FY23: 63%)

A\$27.9M

CARR⁴

+A\$7.3M or 35% on PCP

A\$22.0M

ARR⁵ Run Rate

+A\$5.0M or 29% on PCP

A\$61.3M

Record Sales Orders (TCV)⁶

+A\$21.0M or 52% on PCP
In line with revised
FY24 Guidance²

-A\$2.0M

EBITDA (adjusted)⁷

(FY23: A\$2.5M)

-A\$1.2M

NPATA⁸

(FY23: A\$7.2M)

NPAT -A\$8.0M

(FY23: -A\$1.0M)

A\$3.5M

Positive Operating Cashflow

In line with FY24 Guidance
Closing Cash A\$26.2M
(FY23 Closing Cash: A\$23.4M)
No debt

1. PCP – Prior Corresponding Period.; 2. On 24 Jan 2024, Mach7 revised FY24 sales order guidance from A\$48M to exceed A\$60M and FY24 revenue guidance to A\$27M-\$30M from growth of 15-25% as transition to subscription sales orders accelerated; 3. Recurring revenue consists of Subscription revenue and Maintenance and Support revenue recognised in FY24; 4. CARR: Contracted Annual Recurring Revenue; 5. ARR: Annual Recurring Revenue; 6. TCV – Total Contract Value comprising capital software licence fees, professional service fees, annual Subscription fees + annual Maintenance and Support fees over contract life; 7. EBITDA adjusted for net unrealised foreign exchange movements and non-cash share-based payments; 8. NPATA: (Net Profit After Tax and before Amortisation) is NPAT adjusted for amortisation of acquired intangibles.

Strategy & Outlook



Our Business Objectives



Changing medical imaging landscape plays to our strengths



Fragmented imaging market with legacy modality vendors losing market share

Continuing shift towards ambulatory from acute care settings

Consolidation of healthcare providers and demand for centralised imaging IT

Decisions increasingly driven by C-suite focused on enterprise efficiency and cost savings

Enterprise imaging strategies require a simplified image management and diagnostic viewing solution from any location

More complex reading environments and remote workforces becoming the norm

Mandates to invest in new technology for remote work

Opportunity to capitalise on replacement cycles as providers' venture into multi-ology Enterprise Imaging

Leverage strategic pillars to drive next phase of growth

Product innovation

Cloud enablement

Service and Supportability

Integration and Interoperability

Customer Intimacy

Customer-centric focus

Amazing customer support system

Add value by addressing growing use cases



- Focus in FY25 will be on net new logos and conversion of a large and diverse pipeline of opportunities
- Invest in product innovation to reflect a customer-centric mindset and increase the scalability of the business
- Investment in people, process and tools in FY25 is expected to be in the range of A\$2m-\$3m

FY25 expectations

CARR
growth

15-25%

Revenue
growth

15-25%

Opex
growth
<
Revenue
growth

Disclaimer “Forward looking” statements



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