MACH7

Mach7 Technologies Limited

Bell Potter Conference

March 2026

OUR VISION

To be the global imaging EMR.

We win by completing the patient picture with the patient's pictures, better than anyone else.

* Electronic Medical Record (EMR).

Key industry trends

Workforce and automation

Shortages in medical staff drive adoption of AI and automation to sustain productivity and reduce workload.

Interoperability and data integration

Open APIs and EMR interoperability are critical for seamless imaging access and data liquidity across systems.

Cybersecurity and resilience

Security is now essential for operational continuity and patient trust under increasing cyber threats.

Cloud and remote workflows

Hybrid cloud and edge architecture enable fast, scalable and remote diagnostic-quality healthcare access.

Quantifying growth trends

Enterprise Imaging Market Growth

Enterprise imaging market valued at US$2.1B in 2024 is expected to reach US$4.1B by 2030 with 12% CAGR.

AI in Medical Imaging Expansion

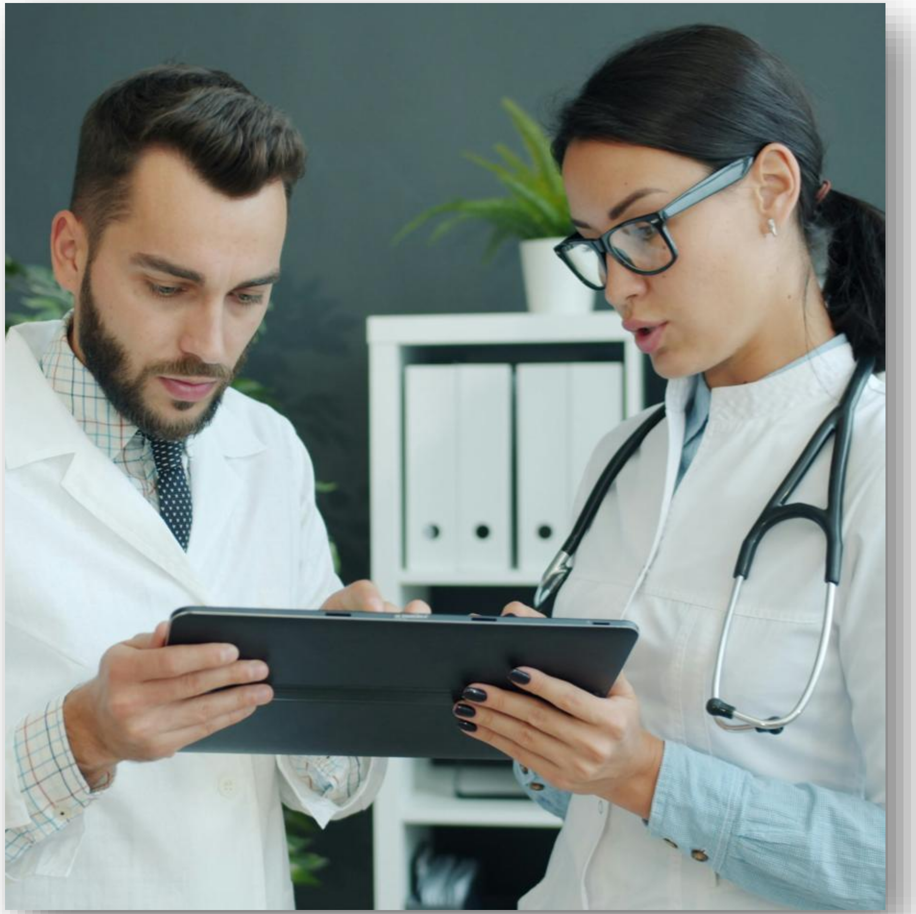
AI in medical imaging market projected to grow rapidly at 20-35% CAGR from US$1.3B in 2024.

Global AI Market Outlook

Global AI market projected to reach US$758B in 2025 and US$1.9T by 2030 with over 20% CAGR.

Healthcare AI Adoption Trends

90% of hospitals use AI for diagnosis and monitoring, driving efficiency and precision medicine advancements.[1]



Source: MarketsandMarkets.com, Precedence Research

1. [Adoption of artificial intelligence in healthcare.]

Expanded product suite: Flamingo Architecture

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Vendor Neutral Archive

- ✓ Consolidate ALL images across the enterprise
- ✓ Modular and flexible
- ✓ Allows organisations to leverage existing IT infrastructure
- ✓ Store in native format or wrap in DICOM
- ✓ On-premise or via Cloud infrastructure

Flamingo Architecture

- ✓ AI enablement within the software plus platform for creation of AI
- ✓ Modern and expanded API layer
- ✓ Dynamic Policy Engine for intelligent orchestration, custom routing, and other customisation capabilities
- ✓ Built to drive cloud migration ROI
- ✓ Reduce implementation times and costs

eUnity Enterprise Diagnostic Viewer

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

Moving from archive to architecture

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Executing deliberate reset positioning imaging as core layer of patient record.

Clear operating model

Disciplined cost base

Rebuilt commercial engine

Sharpened product roadmap

Foundations for durable profitable growth in place.

Commercial transformation continues

Building a performance driven culture that values top talent and disciplined execution.

Overhauled customer facing areas

Flight Crew model and focus on execution quality delivered improved customer experience and higher KLAS score for eUnity.

Re-energised sales and marketing

Rebuilt sales organisation with new leadership and clear ownership across new customer acquisition, expansions, partners and services. New marketing approach.

Reallocation of resources

Streamlined HQ location and operations resulting in lower cost base, while selectively investing in growth-critical capabilities.

Ideal Customer Profile (ICP)

- **Pain points** – Data fragmentation, slow image access, vendor lock-in.
- **Key buying drivers** – Data independence, AI readiness, fast diagnostics, lower cost of ownership.
- **Key decision makers** – CIO, CMIO, Head of Imaging / Radiology, VP of IT.
- **We know AMCs** - Mach7 already has a significant presence in the Academic Medical Centre space with over a dozen AMC customers.

University of Vermont Health

Mass General Brigham

PennState Health

TARGET CUSTOMER FOCUS

Differentiators

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1. **End-to-end modular architecture for data independence & sovereignty**
   Vendor Neutral Architecture allows customers full control and unrestricted access to their data, with modular components.

2. **AI & workflow automation drives advanced orchestration**
   Intelligent rules-based routing, meta-data driven orchestration and data availability supporting complex workflows and AI development.

3. **Security & compliance**
   Security is critical. Mach7's BitSight Security Rating reached 750 ("advanced" rating) above industry average of 730.

4. **Speed & performance**
   Hybrid cloud architecture delivers sub-second image access without costly infrastructure overhead.

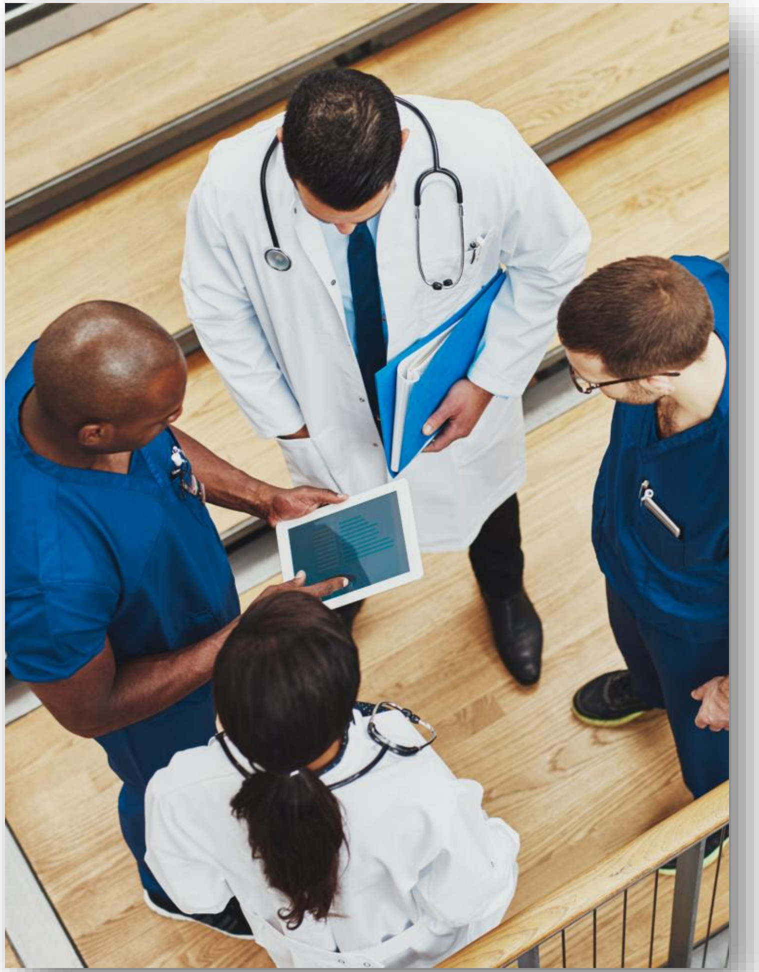
5. **Price-to-performance value**
   Mach7 offers enterprise-class capabilities at unmatched value, recognised for cost efficiency.

H1 FY26 Results

H1 FY26 Financial Review

Predominantly recurring revenue, lower cost base, strong balance sheet

1. Recurring revenue base represents 85% of total revenue, 78% OPEX.
2. Reduced operating expenses by 6%.
3. Strong financial position with cash of A$18.5M and no debt providing flexibility to execute commercial strategy.
4. Improvement in operating cash flow as moved through H1 FY26 with Mach7 operating cash flow positive in Q2 FY26.



H1 FY26 Financial Summary

A$13.7M
Revenue
-A$4.1M or -23% on PCP[1]

A$11.6M
Recurring Revenue[2]
-A$1.1M or -8% on PCP
85% of total revenue
(PCP: 71%)
78% OPEX (1H FY25: 80%)

A$26.1M
CARR[3]
-A$3.4M or -12% on PCP

A$23.0M
ARR[4] Run Rate
-A$0.3M or -2% on PCP

A$14.8M
Operating Expenses
-A$1.0M or -6% on PCP

-A$2.3M
EBITDA (adjusted)[5]
(PCP: A$0.8M)

-A$2.7M
NPATA[6]
(PCP: A$1.4M)

NPAT -A$5.7M
(PCP: -A$1.9M)

A$18.5M
Closing Cash
(30 June 2025: A$23.1M)
Strong financial position,
no debt

1. PCP – Prior Corresponding Period; 2. Recurring revenue consists of Subscription revenue and Maintenance and Support revenue recognised; 3. CARR: Contracted Annual Recurring Revenue is compared to PCP on constant currency basis; 4. Annual Recurring Revenue (ARR) is revenue earned from Subscription and Maintenance and Support fees at the end of Dec, annualised and compared to PCP on constant currency basis; 5. EBITDA adjusted for net unrealised foreign exchange movements and non-cash share-based payments expense; 6. NPATA: (Net Profit After Tax and before Amortisation) is NPAT adjusted for amortisation of acquired intangibles.;

Strong cost discipline as implement reset

- **OPEX reduced by 6%** in H1 FY26 reflecting disciplined cost management and early benefits of the commercial and organisational reset.
- **Gross margin remained high**, consistent with the efficiency and scalability of the platform.
- **Adjusted EBITDA** declined as lack of one-off capital software sales more than offset reduction in OPEX.
- **Strong financial position with no debt**, providing capacity to support the reset and targeted investments.

Earnings (A$M)[1]	H1 26	H1 25	$ Change	% Change
Revenue	13.7M	17.7M	(4.1M)	(23%)
Cost of sales	(1.1M)	(1.0M)	(0.1M)	2%
Gross Margins %	92%	94%	-180bps	-
Operating Expenses	(14.8M)	(15.8M)	1.0M	(6%)
EBITDA	(2.4M)	0.5M	(2.9M)	-
EBITDA (adjusted)[2]	(2.3M)	0.8M	(3.1M)	-
NPATA[3]	(2.7M)	1.4M	(4.1M)	-
NPAT	(5.7M)	(1.9M)	(3.9M)	208%

Cashflow (A$M)[1]	H1 26	H1 25	$ Change	% Change
Cash Receipts	12.5M	15.9M	(3.4M)	(22%)
Net Operating CF	(3.7M)	(2.5M)	(1.2M)	47%
Closing Cash Balance	18.5M	26.2M	23.6	(22%)

1. Note there may be some minor differences due to rounding
2. EBITDA adjusted for net unrealised foreign exchange movements and non-cash share-based payments expense
3. NPATA: (Net Profit After Tax and before Amortisation) is NPAT adjusted for amortisation of acquired intangibles

Outlook

H2 FY26 priorities

Sales momentum

- Sign new customer contracts
- Increase visibility of expansion opportunities within install base
- Expand sales capacity to capture growth opportunities, including Asia

Execution discipline

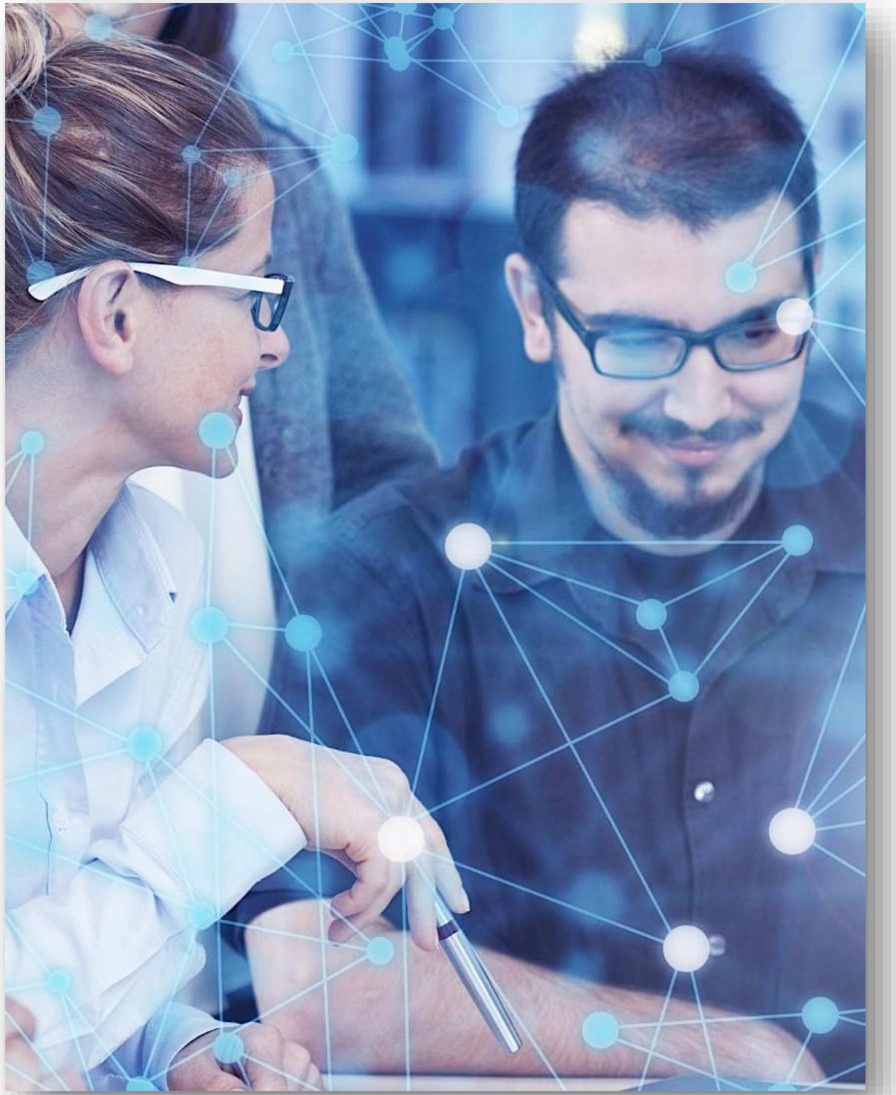
- Flight Crew Pods fully operational
- Enhanced accountability via “week plans”
- Systematise performance culture and grow staff capabilities

Leadership & org readiness

- Engage new CTO in business
- Expand depth and capabilities of customer success, including User Group Meetings and partner program development

Cost & structural leverage

- Invest in growth-critical capabilities that meet ROI hurdles
- Relocate HQ to save money, optimise staff engagement and customer connections



Outlook

- As H2 FY26 progresses, Mach7 has a refined strategy, stronger operational foundation and improving commercial momentum.
- Mach7 is confident in its strategy and execution, underpinned by a re-energised sales and partner model, expanded marketing capability and early traction for its Flamingo solutions.
- The Company remains focused on disciplined cost management while selectively investing in growth-supporting capabilities across sales execution, product development and platform scalability.
- Mach7 continues to prioritise financial discipline and efficient capital allocation, positioning it well to deliver against its strategy to capture emerging market opportunities.

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This document was authorised for release to the ASX by Teri Thomas, Managing Director and Chief Executive Officer

Mach7 Technologies Limited

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