ASX Announcement

26 October 2023

Wilsons Drug and Device Conference Presentation

Mach7 Technologies Limited ("M7T" or "the Company") (ASX:M7T), a company specialising in innovative imaging software solutions, today provides a copy of a presentation that will be delivered by the CEO Mike Lampron at the 2023 Wilsons Drug and Device Conference tomorrow 27 October.

Released on authority of the Board by:
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Managing Director and Chief Executive Officer

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About Mach7 Technologies:

Mach7 Technologies (ASX:M7T), founded in 2007, is a medical imaging systems provider that develops innovative image management and viewing solutions for healthcare organizations. The core of these offerings is the Mach7 Enterprise Imaging Solution, encompassing Enterprise Data Management, Enterprise Diagnostic Viewing and Departmental Workflow applications. Mach7's Enterprise Data Management solution, consisting of a powerful Vendor Neutral Archive (VNA) and data administration tools, allows for the fast storage, access, retrieval and viewing of images across a healthcare network with connectivity to the Cloud. In July 2020, Mach7 acquired Client Outlook and the eUnity Enterprise Diagnostic Viewing technology to augment Mach7's Enterprise Data Management and Departmental Workflow applications. eUnity is a zero-footprint, FDA-approved, image viewing solution that makes images accessible on any workstation. This offers healthcare professionals consolidated access to all patient images and data, ensuring clinical staff have timely access to the right information to diagnose and treat patients. Uniquely, the company also gives customers independence to deploy its solutions either on a component basis or in a unified comprehensive platform. With more than 165 customers across 15 different countries, Mach7 has built a global network of diverse customers that range from expansive Integrated Delivery Networks, National Health Systems, medical research facilities, and large academic medical institutions to regional community hospitals, private radiology practices, and independent provider groups. Visit Mach7t.com.

MACH7

Wilsons Drug and Device Conference Presentation

Enterprise Imaging Session

October 2023

Mach7 Technologies
ASX: M7T

Mach7 – Independence through innovation

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

Enterprise Imaging refers to a set of strategies, initiatives and workflows implemented across a healthcare enterprise to consistently and optimally capture, index, manage, store, distribute, view, exchange, and analyse all clinical imaging and multimedia content to enhance the electronic health record.[1]

1. HIMSS-SIIM

Medical Imaging Landscape

Fragmentation

- Fragmented imaging market with long-time legacy vendors losing market share.
- Dynamics continuing to skew toward ambulatory from acute care settings.
- Opportunities created for Mach7's enterprise imaging products which serve both markets.

Complexity

- More complex reading environments and remote workforces becoming the norm.
- Enterprise imaging strategies require innovation and interoperability to give hospital networks and private groups a simplified image management and diagnostic viewing solution from any location.

Investment

- Global imaging IT investment returned to pre-pandemic levels.
- Mandates to invest in new technology for remote work.
- Opportunity to capitalise on replacement cycles along with providers' venture into multi-ology Enterprise Imaging.

Technology

Imaging IT providers must support health systems in the realisation of many competing priorities including:

- Enterprise imaging
- Public cloud
- AI orchestration
- Greater interoperability within increasingly complex provider networks.

Market dynamics influencing Enterprise Imaging adoption

Factors driving demand

- **Decisions increasingly driven by C-suite** with emphasis on enterprise efficiency, simplified procurement and cost savings.
- **Growing investment across non-acute providers**. Many imaging centres and ambulatory centres offer multi-disciplinary services, joint ventures with acute care space.
- **Consolidation of healthcare providers** and growing desire for regional clustering of procurement for centralised imaging IT.
- **Role of AI in optimising and driving value** across the clinical workflow and enhancing the patient care pathway. Impact will accelerate as AI market develops and greater downstream value is demonstrated from solutions.

Barriers to change

- **Financial ROI less well understood for enterprise-wide data management** compared to Radiology Departmental PACS.
- **Difficult and expensive transition from legacy "Managed service" providers** with many customers locked into long-term contracts.
- **Integration challenges with legacy vendors** many of which are not "standards based."

Competitive Environment

Key Competitors and Market Share

World Market for Total Imaging IT

Company	2022 Rank	2022 %
GE HealthCare	1	15.4%
Philips	2	14.9%
Fujifilm	3	12.4%
Siemens Healthineers	4	12.1%
Change Healthcare	5	6.3%
AGFA Healthcare	6	5.1%
Canon Medical	7	3.1%
Sectra	8	2.9%
Merative	9	2.8%
Intelerad	10	2.4%
Others		22.6%
Total Market	$5,232.4	

Source: Signify Research **May-23**

NAM Market for Total Imaging IT

Company	2022 Rank	2022 %
Change Healthcare	1	15.0%
GE HealthCare	2	14.4%
Philips	3	14.3%
Fujifilm	4	9.2%
Siemens Healthineers	5	8.5%
AGFA Healthcare	6	7.4%
Merative	7	6.2%
Intelerad	8	5.0%
Sectra	9	3.3%
Visage	10	3.0%
Others		13.9%
Total Market	$2,020.8	

Source: Signify Research **May-23**

Growth across all markets is forecast to peak short-term (2023-2024), driven by the dovetail of the radiology replacement cycle, continued prioritisation of operational workflow tools and increased opportunities to upsell in a vendors radiology installed base as providers seek multi-ology Enterprise Imaging platforms.

Note: NAM refers to North America

Source: Signify Research, Imaging IT Core Report – World 2023

Our Differentiators

- **Enterprise First Strategy**
  - VNA backend data management solution designed and built for entire healthcare network rather than the radiology department
- **Interoperable Platform**
  - Works with existing and future hospital technology - allows image enablement of the EMR and integration of advanced clinical applications and tools, including AI
- **Tech Stack Independence**
  - Promotes customer control of tech stack via Mach7 module or end-to-end imaging solution. Future-proof scalability; low GPU consumption
- **Unique Deployment Flexibility**
  - Migration services - initially a strategy to secure business, now a valued service to preserve tech investment already made by hospital networks
- **'Top Performer' Product Rankings**
  - Mach7's Viewer ranked #2 by independent customer survey (KLAS Research). Features include intuitive usability, advanced clinical workflow tools and diagnostic viewing
- **Zero Footprint Viewer**
  - Instant access to patient medical images on any device via EMR or web browser without requirement for additional software or plugins
- **Cloud Compatibility**
  - Robust data management architecture gives healthcare IT department the option to host system on-premise or via cloud connection
- **Security**
  - Customers own their imaging data; Mach7 ensures product security via regular penetration testing and ISO certification

VNA – Vendor Neutral Archive; EHR – Electronic Medical Record; AI – Artificial Intelligence; GPU – Graphics Processing Unit

Our Scalable Future Proof Framework

MACH7

Build on Existing Work

Builds upon the substantial work done in the medical imaging sector to accept standard based information exchange. This allows stakeholders to utilise and exchange data across organisational boundaries.

Allow Anyone to Join

Provides a point of access to allow all types of healthcare stakeholders to participate with a complete medical record to include image availability. Regardless of the vendor used.

Innovative Technologies

Allows new and innovative technologies such as AI to enter the enterprise to overlay and build solutions that make use of the data.

Long-Term Scalability

Ensures variation around a broader set of use cases and provides long-term scalability for participants and end-users.

Disclaimer "forward looking" statements

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