

INVESTOR PRESENTATION
MAY 2016

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COMPANY OVERVIEW

Mach7 is a leading global provider of **enterprise image management systems and services** that allow healthcare enterprises to easily identify, connect and share diagnostic image and patient care intelligence. Mach7's solutions improve patient care, compliance and clinical satisfaction.

- Mach7's has developed a **Vendor Neutral Archive (VNA)** which allows consolidation of healthcare image and document storage regardless of the underlying and disparate legacy systems the healthcare business is operating.
- This standards-based enterprise imaging solution enables healthcare businesses to archive, consolidate, access and share medical imaging data across departments and locations.
- In May 2016, 3D Medical (3DM.ASX) completed a merger with Mach7 Technologies™ (Mach7). The company has been renamed Mach7 Technologies Limited (M7T.ASX).
- Corporate headquarters in Melbourne, Australia
- Operations in Burlington, Vermont, USA. Sales reps across North America, Asiapac.

CAPITAL STRUCTURE

CAPITAL STRUCTURE

Listed fully paid ordinary shares*	938.6m
Unlisted performance shares	300.0m
Unlisted options	121.8m
Market capitalisation (close 24 May)	A\$46.5m
Cash (4C - 31 Mar 16)	A\$0.6m
Capital Raised – April 2016 (A\$6c)	A\$2.5m
Capital Raised – November 2015 (A\$7.5c)	A\$4.0m

**500m shares are subject to escrow conditions*

***Mach7 “2015 Asia Pacific
Medical Imaging Informatics
Company of the Year”
Frost & Sullivan***

INVESTMENT PROPOSITION - HIGHLIGHTS

Global customer base, rapidly expanding

- 44 customers across 200+ sites, in eleven countries – built up mainly during last 2 years
- Mach7 has deployed over 1,000 imaging solutions at leading hospital systems in the US, Asia and the Middle East.
- Global success has led to significant revenue growth for 3 consecutive years.

First mover advantage with advanced IP technology

- Market disruptive technology, revolutionising the healthcare informatics space with impact across multiple market segments including VNA, Image Exchange, Department PACS, Enterprise PACS, ECM and Enterprise Viewers.

Strong order pipeline with contracted USD revenue base

- Multiple revenue streams from software licence, professional services and support.

Focused growth strategy

- Scalable platform with potential for substantial global growth via both sales channel and product line expansion.

ASX ANNOUNCEMENTS - LAST 6 MONTHS

May-16	Successful Completion of Pilot at Premier US Radiology Group
May-16	Mach7 Completes \$2.5m Capital Raise
Apr-16	3DM and Mach7 Merger Completes
Mar-16	5-year distribution agreement with the leading diagnostic solutions provider in South Africa, IntriHEALTH – initial deployment across 40 diagnostic imaging sites throughout South Africa
Mar-16	5-year licence agreement with Penn State Milton S. Hershey Medical Center - a leading U.S. academic medical centre with 551 beds, over 66,000 emergency visits and 29,000 surgical procedures each year
Feb-16	Jenni Pilcher appointed as global CFO and CEO of Australian operations
Jan-16	3DM announces first sale under the eUnity distribution agreement. Five-year sales contract for the eUnity medial image viewer
Jan-16	M7T awarded US Patent for mobile device image capture
Dec-15	Completion of first implementation phase at Florida-based Broward Health
Dec-15	Software Licencing Agreement signed with Arizona-based Yuma Regional Medical Centre

PERFORMANCE HIGHLIGHTS

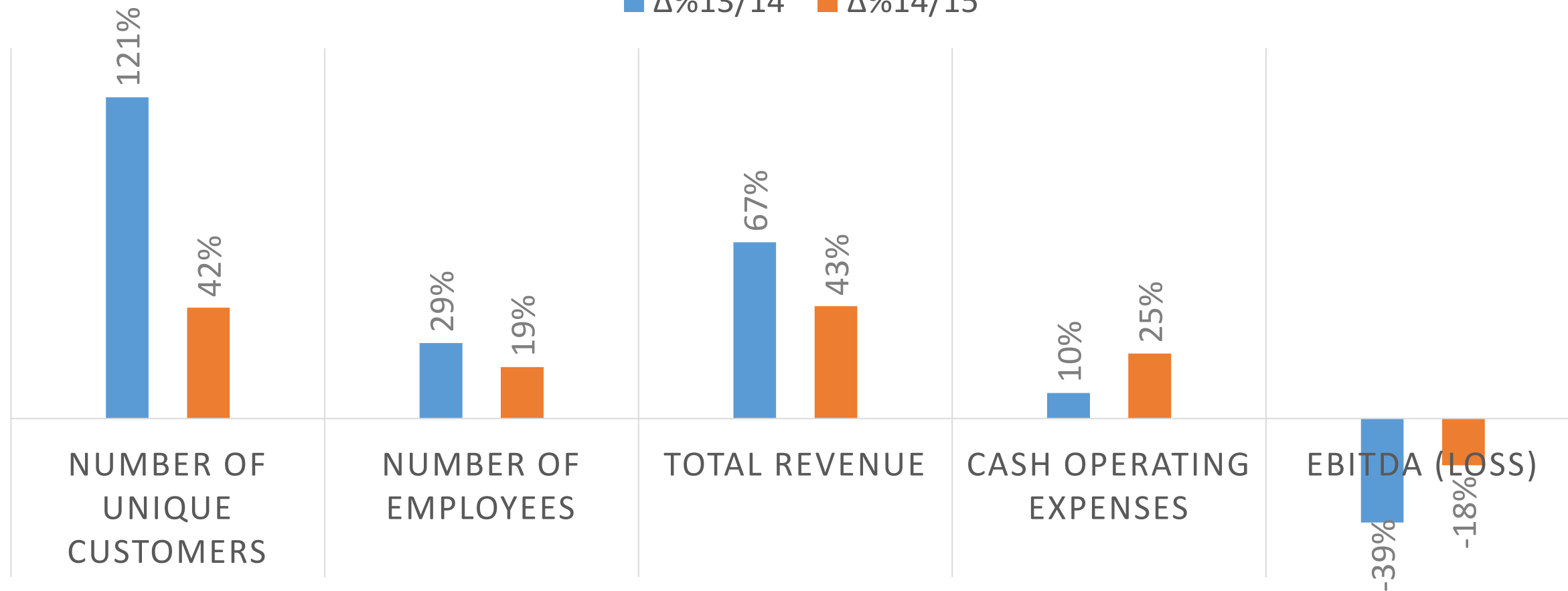
	FY13	FY14	FY15*	FY13/14 $\Delta\%$	FY14/15 $\Delta\%$
Number of Unique Customers	14	31	44	+120%	+42%
Number of Employees	28	36	43	+29%	+19%
	<i>USDm</i>	<i>USDm</i>	<i>USDm</i>		
Software Licence Revenue	\$2.0	\$3.5	\$4.1		
Professional Services & Support	\$0.4	\$0.5	\$1.6		
Total Revenue	\$2.4	\$4.0	\$5.7	+67%	+43%
Cash Operating Expenses	\$5.2	\$5.7	\$7.1	+10%	+25%
EBITDA (Loss)	(\$2.8)	(\$1.7)	(\$1.4)	-39%	-18%
Contracted Revenue – Unrecognised at Year End	^	\$4.7	\$9.9	na	+111%

*Unaudited ^Not available

BUSINESS GROWTH

KEY METRICS - GROWTH % (YEAR ON YEAR)

■ $\Delta\%13/14$ ■ $\Delta\%14/15$

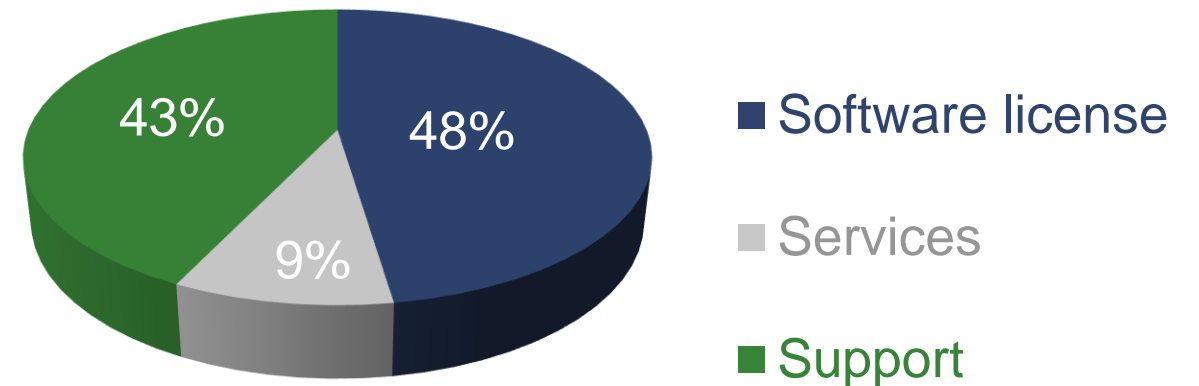


REVENUE MODEL

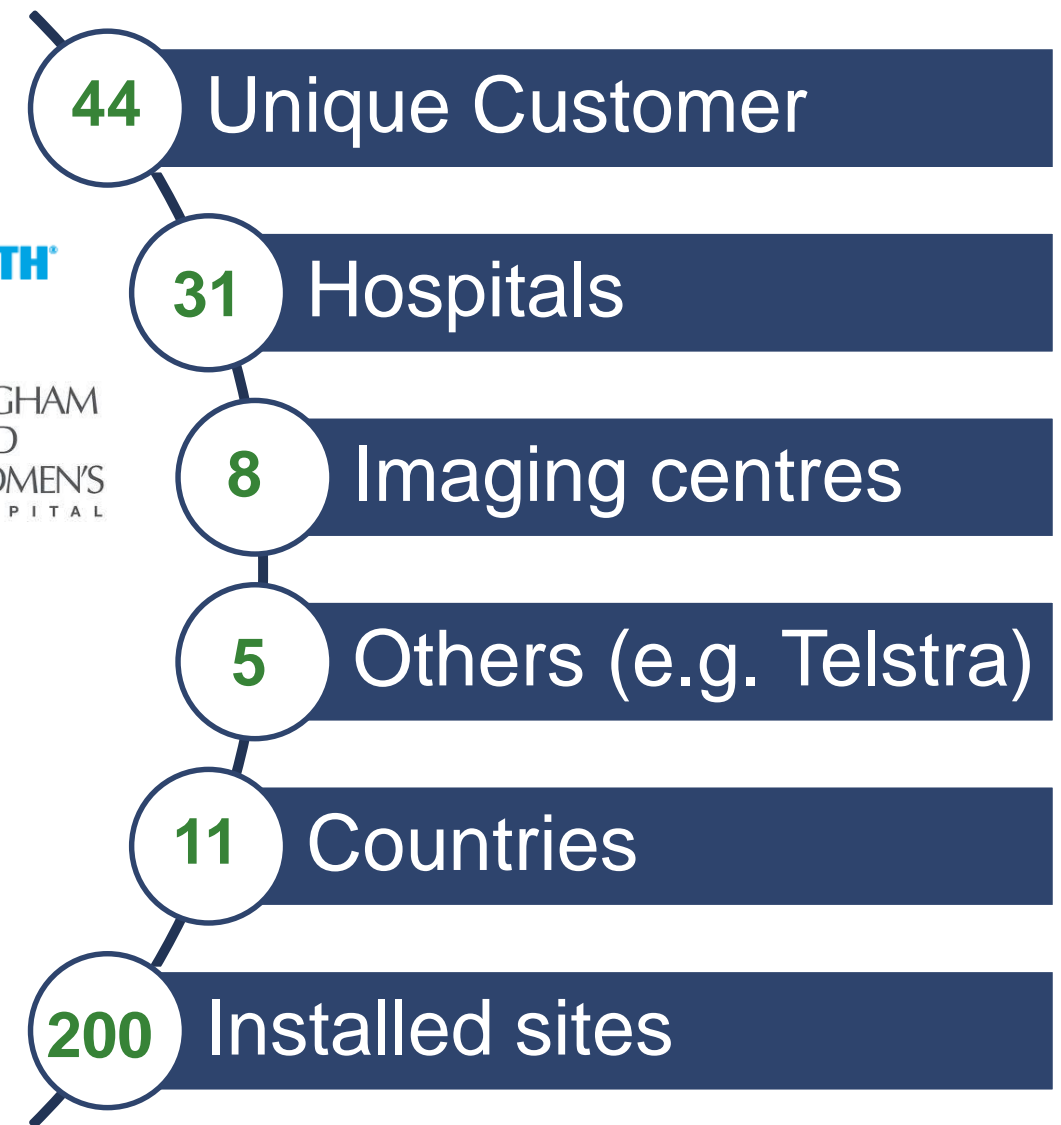
- Revenue derived from volume-based software license fees, services and annual support contracts – or pay per procedure model
- Contracts are 3-5 years, with ~80% of contract value earned upfront & upon implementation, with the balance being earned over the life of the contract
- Revenue model is evolving which provides flexibility for a range of customer budgets – e.g. upfront purchase through to pay-per-procedure

Example Pricing Model	Medium-sized Hospital	Large-sized Hospital
Term of Agreement	3-5 years	
Annual Procedures (no.)	200k	+1m
Upfront Software License Fee	\$200k	\$2m
Professional Services and Support	\$36k pa	\$360k pa

Typical 5-year contract value breakdown:



GLOBAL CUSTOMER BASE



MACH7 GLOBAL LEADERSHIP TEAM

Albert Liong – CEO (U.S.)

- Executive management roles from finance to operations to CEO in private and public software, IT companies.

Jenni Pilcher – CEO Australia/CFO (Australia)

- 10+ years of CFO experience with global, listed companies, in the biotechnology industry. Most recently, CFO and Acting CEO for Alchemia and CFO and Company Secretary for Mesoblast.

Ravi Krishnan – Founder, COO (Singapore)

- Mach7 platform visionary. Previously, executive with Agfa and GE.

Eric Rice – Chief Technology Officer (U.S.)

- 20 years in medical imaging technology. Instrumental in Mach7 product development. Previously with IDX and GE.

A TRADITIONAL HEALTHCARE PROVIDER I.T. INFRASTRUCTURE

Departmental Specialty Systems (e.g. traditional data management PACS*) provide highly specialized workflow for scheduling, accessing, and diagnosing procedures.

Outputs from these systems are often **unstructured clinical media** (e.g. pictures, videos, diagnostic reports...) that are not accessible outside of the department, nor within the Enterprise EMR system.

EMR System provides for the management of **structured data** e.g. patient name, date of birth, medications, allergies,

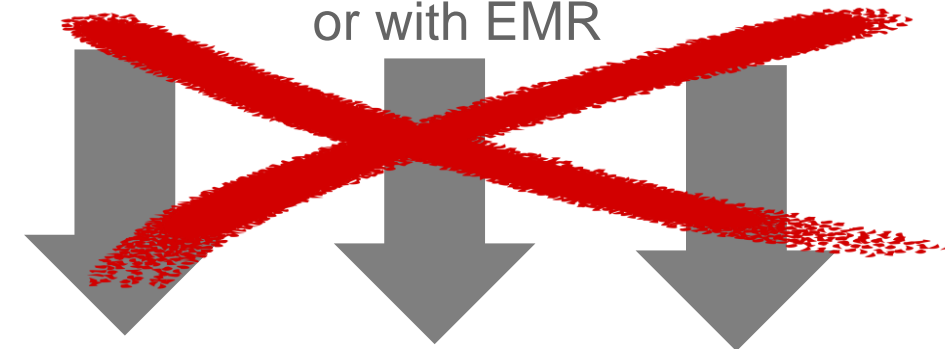
Departmental Specialty Systems (many)

Radiology

Cardiology

Pathology ...

No sharing of information/images across Departments
or with EMR



Electronic Medical Record (EMR) System

Enterprise System

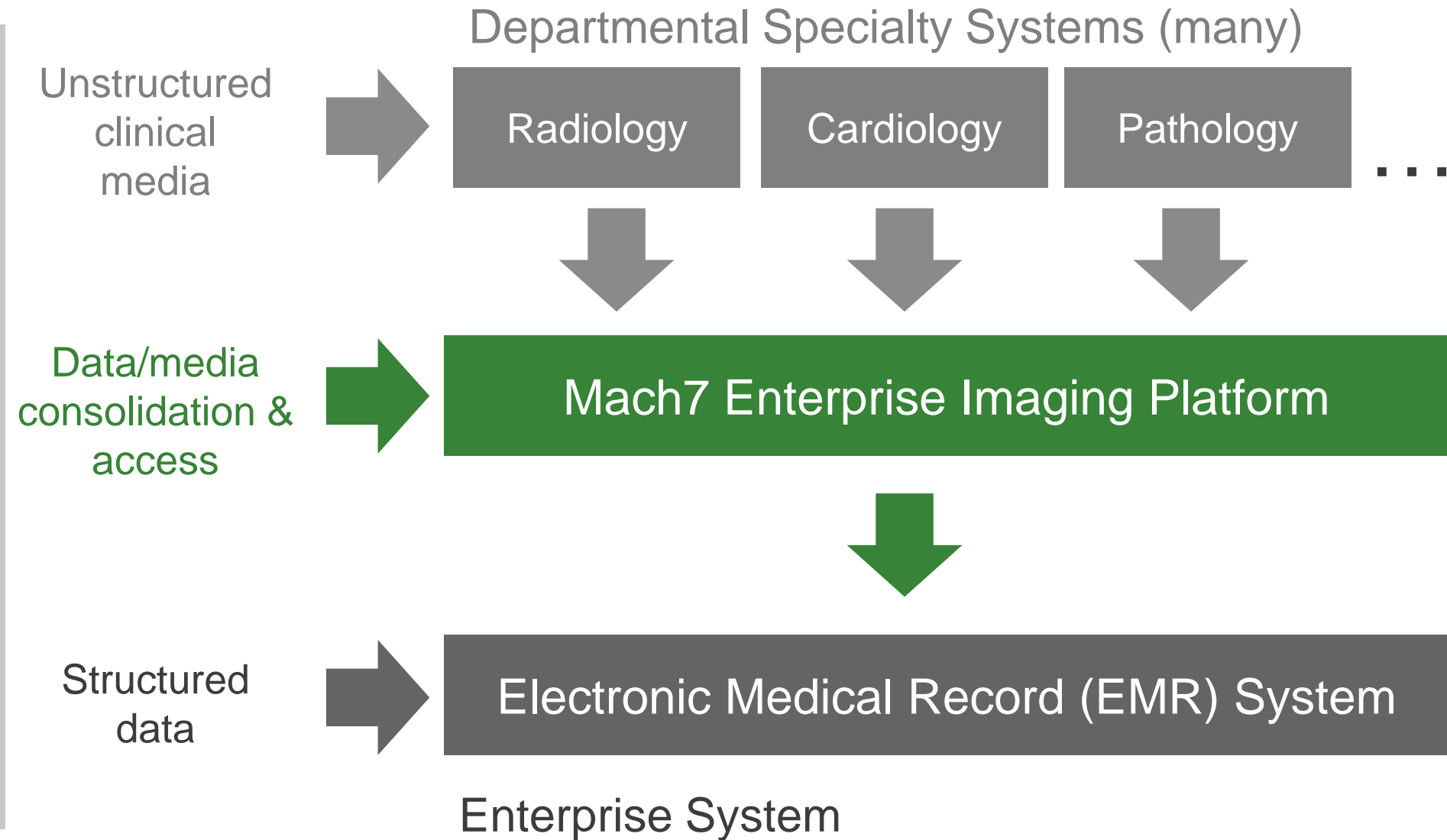
*Picture archiving and communication system

A MACH7 HEALTHCARE PROVIDER I.T. INFRASTRUCTURE

Mach7 Enterprise Imaging Platform provides for an enterprise to consolidate all unstructured clinical media (i.e. pictures, videos, diagnostic reports) across departments.

Once consolidated, the data may be made accessible from the enterprise systems such as the EMR.

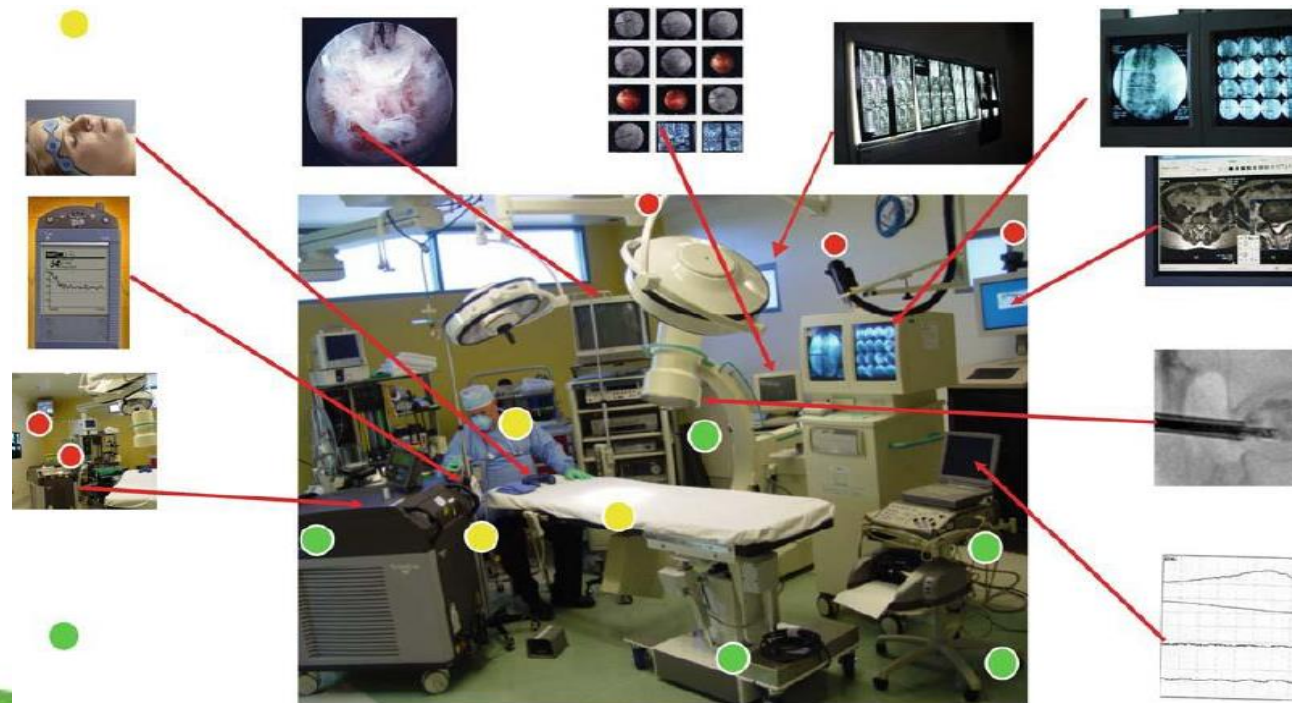
Mach7 Enterprise Imaging Platform may be thought of as an EMR for all Clinical Media.



AN EVOLUTIONARY CHANGE TO TRADITIONAL PACS “DECONSTRUCTED” PACS

Healthcare providers are challenged with imaging interoperability across disparate PACS. Mach7 Enterprise Imaging Platform relieves providers from the vendor locks, competition, and lack of interoperability. Mach7 deconstructs PACS by consolidating archiving and communication across an enterprise while enabling departmental picture systems (e.g. viewers) to plug into the platform.

From this...



To this...



BENEFITS TO THE HEALTHCARE PROVIDER

Why Are Healthcare Providers Consolidating Departmental Unstructured Clinical Media?

1. Enterprise-wide Access

- Ability to access all cross-departmental media from a single Electronic Medical Record.

2. Reduced Switching Costs

- Migrating data from one departmental system (i.e. PACS) to another at an average sized site (e.g.500,000 procedures p.a.) over 10 years could cost in excess of \$2 million USD.

3. Reduced Storage Costs

- Advanced compression and storage management capabilities of Mach7 EIP reduces storage costs.

4. Reduced Vendor Risk

- Often vendor departmental systems lock in healthcare providers through proprietary data formats such that the providers are unable to move to clinically superior solutions.

5. New Revenue Channels

- Expanding revenue channels through increased specialist access to unstructured clinical data

MACH7 AND THE COMPETITION

Based on both market and customer feedback in comparison to our top competitors...

- **Effort to Solution:** 67% less effort to install and configure – unmatched technology.
- **Server Infrastructure:** 30%-50% smaller infrastructure footprint and therefore less cost to providers.
- **Management FTE:** Requires <1 FTE to manage the Mach7 solution; 60% less than our leading competitors.
- **Cost of Migrations:** Options exist to reduce migration costs by as much as 86%.

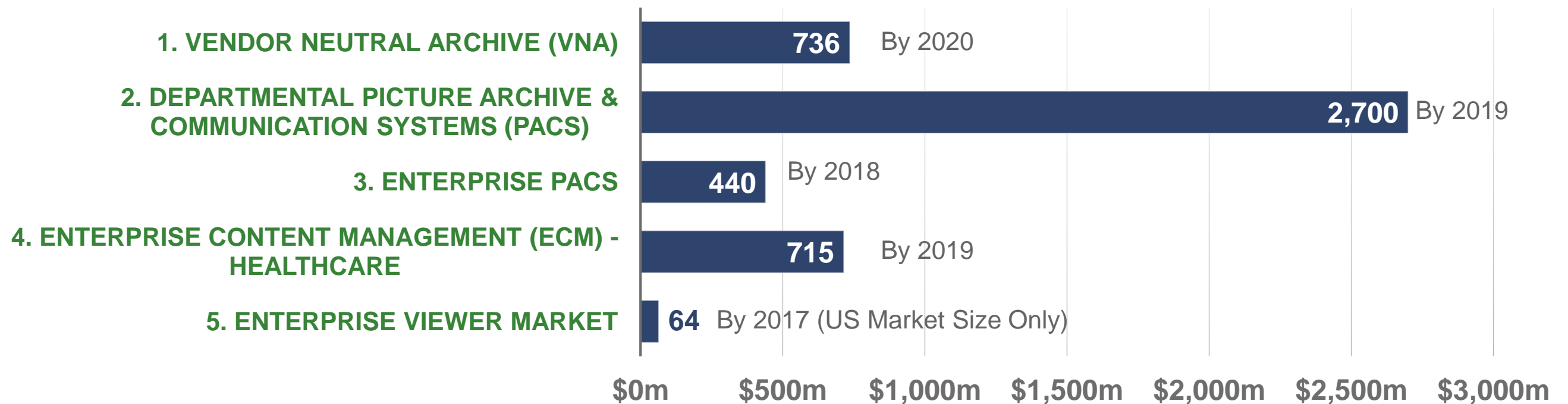
The result...

Mach7 has won 86% of opportunities within the addressable market in 2014 and 2015.

Mach 7 recognizes the need to expand the addressable market both geographically and across market segments (i.e. VNA + Enterprise PACS)

MARKET OPPORTUNITY

Total Global Market Size (US\$m)



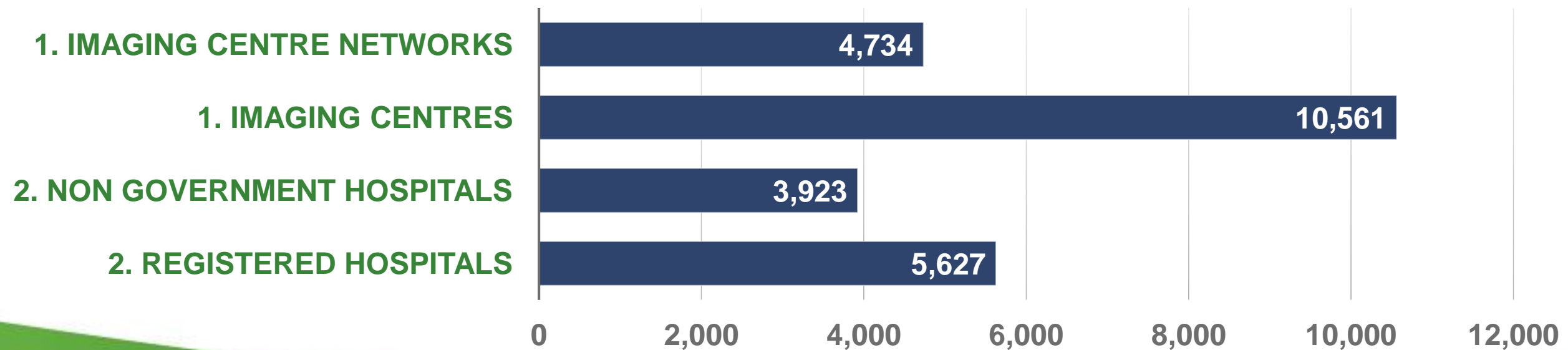
- (1) IHS Technology, Medical Enterprise Data Storage, 2015 – 736m by 2020
- (2) Markets and Markets: 2013 VNA and PACS Market Report – 2.7bn by 2019
- (3) Markets and Markets: Healthcare Content Management System Market – 440m by 2018
- (4) Frost & Sullivan: US Enterprise Medical Image Viewers Market – 715m by 2019m
- (5) Frost & Sullivan: US Enterprise Medical Image Viewers Market – 64m by 2017 (US only)

MARKET GROWTH STRATEGY

Target high procedure volume hospitals and imaging centres with high growth potential

- Focus on US market whilst developing global relationships
- Build mutually beneficial partnerships with other suppliers in healthcare
- Offer both on-premises and cloud-based solutions
- Expand addressable market – e.g. enterprise PACS solution

Total Healthcare institutions (no.) US



(1) Fast facts on US hospitals by American Hospitals Association for 2016

(2) Definitive Healthcare database on 20 Mar 2016

MACH7 CORPORATE TIMELINE

