

ASX Announcement

Melbourne, Australia; 27 April 2016: Mach7 Technologies Limited (ASX:**M7T**) today announced an investor update presentation. This investor update follows the successful merger of Mach7 Technologies with 3D Medical Limited which completed on 8 April 2016.

The presentation which is attached to this announcement provides investors with the following information:

- Corporate overview
- Product overview
- Market overview
- Mach7 performance
- Executive team and board of director information

(presentation attached).

- ENDS

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About Mach7 Technologies:

Mach7 Technologies is a global provider of enterprise image management systems that allow healthcare enterprises to easily identify, connect, and share diagnostic image and patient care intelligence where and when needed. Mach7's award-winning platform delivers image management including rapid record identification, integration, synchronisation and routing,



ASX Announcement

advanced clinical viewing, and optimized vendor neutral archiving. Mach7 has locations in the U.S., Asia, Australia, Africa and the Middle East. For more information, visit www.mach7t.com

Mach7's wholly-owned subsidiary, 3D Medical Limited, provides medical specific 3D printing is an exclusive distributor of various synergistic technologies including holographic projection. 3D Medical's innovative products leverage data already captured by conventional imaging modalities and apply it in more meaningful ways to deliver improved economic and patient outcomes. For more information, visit www.3dmedical.com.au

www.mach7t.com

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CORPORATE OVERVIEW



COMPANY DESCRIPTION

In April 2016, 3D Medical (ASX:3DM) completed a merger with Mach7 Technologies™ (Mach7). The company has been renamed Mach7 Technologies Limited (**ASX.M7T**).

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.

- Corporate headquarters in Melbourne, Australia with sales, marketing, R&D and service operations based in Burlington, Vermont, USA.
- Mach7's has developed a Vendor Neutral Archive (VNA) which allows consolidation of image and document storage regardless of the underlying and disparate legacy systems the healthcare business is operating.
- This standards-based enterprise imaging solutions enables healthcare businesses to archive, consolidate, access and share medical imaging data across departments and locations.
- Mach7 has 44 customers across +200 sites, in eleven countries.



GLOBAL CUSTOMER BASE



























8 Imaging centres

Montefiore























200 Installed sites



CAPITAL STRUCTURE

Mach7 has deployed over 1,000 imaging solutions at leading hospital systems in the US, Asia and the Middle East. Global success has led Mach7 to 100% revenue growth for 4 consecutive years.

| CAPITAL STRUCTURE | | MAJOR SHAREHOLDERS | % Held | |
|------------------------------------|---------|---------------------------------|--------|--|
| Listed fully paid ordinary shares* | 894.5m | BV Healthcare II Pte Ltd | 9.00% | |
| Unlisted performance shares | 300.0m | Ravindran S/O Krishnan | 6.50% | |
| Unlisted options | 121.8m | Pt Dwi Satrya Utama | 5.30% | |
| Market capitalisation (19 April) | \$66.2m | United Overseas Venture Sdn Bhd | 5.20% | |
| Cash (31 Dec 15 - per 4C) | \$2.1m | Perco Group Pty Ltd | 4.60% | |



^{*~510}m shares are subject to escrow conditions

MACH7 TEAM

Experienced and diverse global executive team and board of directors.

EXECUTIVE TEAM

| Albert Liong (US) | MD & CEO | | |
|---------------------|---------------------|--|--|
| Jenni Pilcher (Aus) | CFO & CEO Australia | | |

Eric Rice (US) CTO

Ravi Krishnan (Sing) COO & Founder

BOARD OF DIRECTORS

| Ken Poutakidis (Aus) | Chairman |
|----------------------|-------------------|
| Albert Liong (US) | Managing Director |
| Damien Lim (Sing) | Non-exec |
| Nobuhiko Ito (Japan) | Non-exec |
| Nigel Finch (Aus) | Non-exec |

NB: Biographies are contained in the Appendix.

2015 Asia Pacific Medical Imaging Informatics Company of the Year Frost & Sullivan



PRODUCT OVERVIEW



A TRADITIONAL HEALTHCARE PROVIDER IT INFRASTRUCTURE

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

Outputs from theses 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.

G [SONA]

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

*Picture archiving and communication system

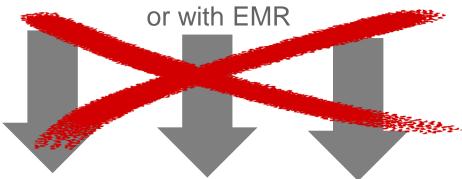
Departmental Specialty Systems (many)

Radiology

Cardiology

Pathology

No sharing of information/images across Departments



Electronic Medical Record (EMR) System

Enterprise System

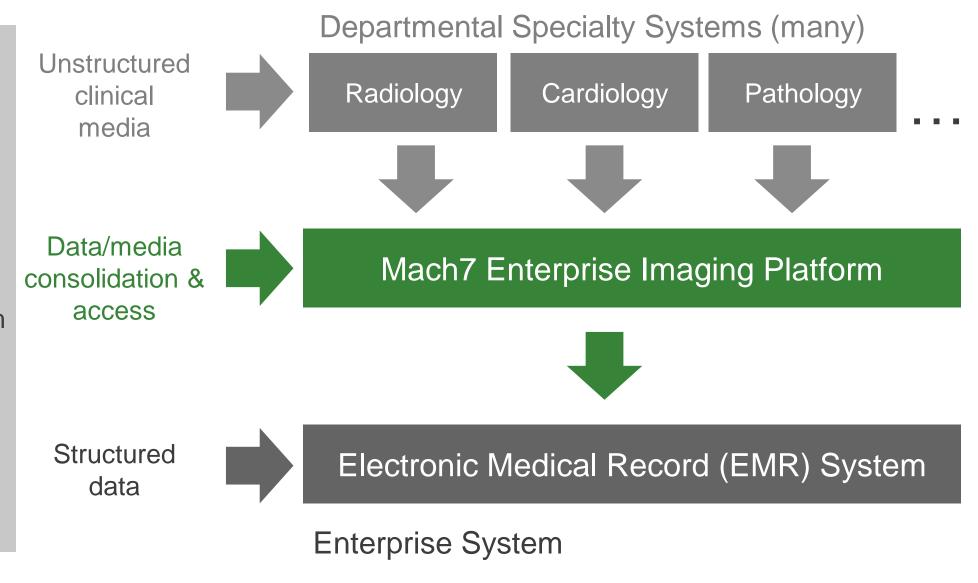


A MACH7 HEALTHCARE PROVIDER IT INFRASTRUCTURE

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.

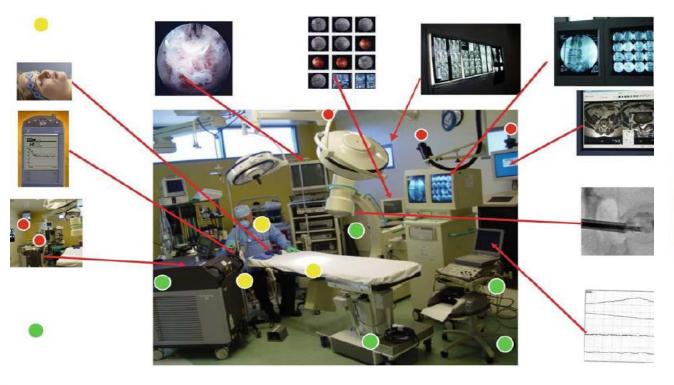
Mach7 Enterprise Imaging Platform may be thought of as an EMR for all Clinical Media.





AN EVOLUTIONARY CHANGE TO 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.







HEALTHCARE PROVIDER BENEFITS OF CLINICAL MEDIA CONSOLIDATION

Why are Healthcare Providers consolidating departmental unstructured clinical media?

1. Enterprise Access

- Provide the ability to access all cross-departmental media from a single Electronic Medical Record.

2. Reduced Switching Costs

- Reduce future switching costs of departmental systems (i.e. PACS). Migrating data from one departmental system to another at an average sized site doing 500,000 procedures per year over 10 years could cost in excess of \$2 million USD. These future switching costs may be eliminated in the future with Mach7 Enterprise Imaging Platform.

3. Reduced Storage Costs

- Reduce storage costs with advanced compression and storage management capabilities of Mach7 Enterprise Imaging Platform.

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.

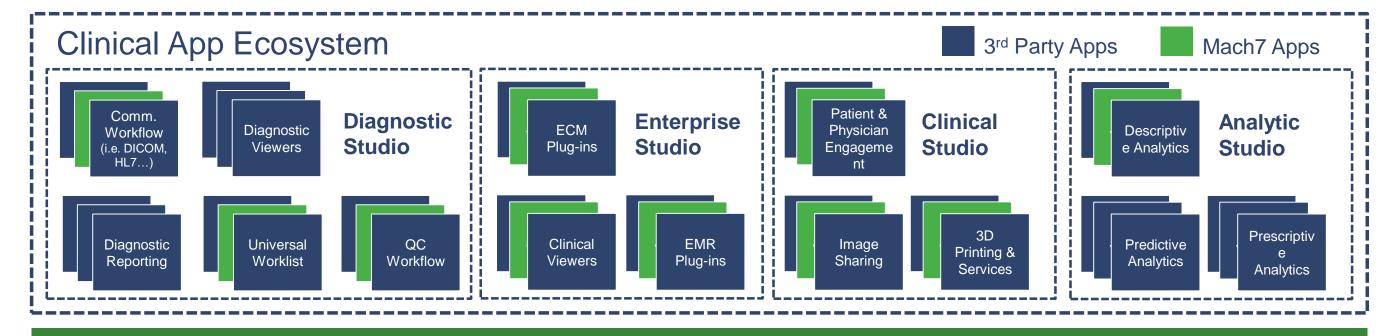
5. New Revenue Channels

- Through advanced unstructured data management controls, expanding revenue channels through increased specialist access can drive new revenue to Healthcare Providers.



MACH7 PRODUCT SUITE

Mach7 Enterprise Imaging Platform provides Healthcare Providers a platform to build their ecosystem of clinical applications. Both Mach7's own and third party clinical applications can be plugged into the platform for providing best-of-breed clinical care to patients.





Mach7 Enterprise Imaging Platform

Electronic Medical Record (EMR) for Clinical Media



MACH7 AND THE COMPETITION

Based on <u>market</u> and <u>customer feedback</u> 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 OVERVIEW



MARKET ECOSYSTEM

Substantial addressable healthcare market across multiple market segments

\$736M by 20191

Neutral
Archives

Solarge and market ent up 221%5 market =

Own the data, own the analytics

Solarge Archives

Enterprise Content Management

\$715M by 20193

15% CAGR

Own all unstructured medical data

Own the data, own the analytics

Opportunity to access large and untapped consumer market

- Patient Engagement up 221%5

Ent. Viewer (US) market = \$63.9M by 2017₆

Patient Engagement

Data
Analytics

PACS

\$2.78B by 2019₂

5.8% CAGR

(1) IHS Technology, Medical Enterprise Data Storage, 2015 – Global 736m by 2019

(2) Markets and Markets: 2013 VNA and PACS Market Report – Global 2.8bn by 2019

(3) Frost & Sullivan: US Enterprise Medical Image Viewers Market – 715m by 2019m

(4) HealthITAnalytics, August 5, 2015 – Global 18.7bn by 2020

(5) Fabozzi, N. "U.S. Patient Portal Market for Hospitals and Physicians: Overview and Outlook, 2012–2017." Frost & Sullivan. 2013.

6) Frost & Sullivan: US Enterprise Medical Image Viewers Market

\$18.7B by 2020 26.5% CAGR₄

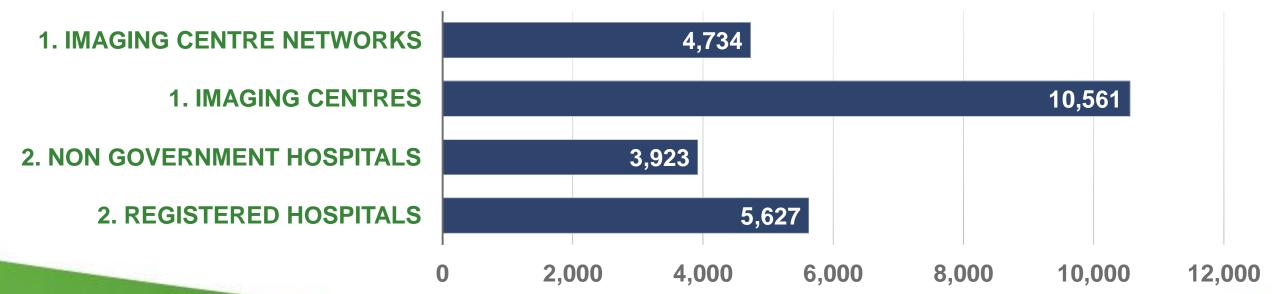


MARKET GROWTH STRATEGY

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



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)



MACH7 PERFORMANCE

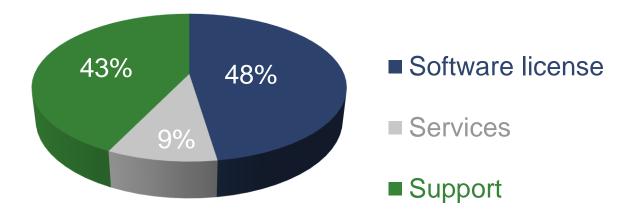


For personal

- 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 | |
| Annual Service and Support | \$36k pa | \$360k pa | |

Typical 5-year contract value breakdown:





PERFORMANCE HIGHLIGHTS

| Performance Metrics* | FY14 | FY15 | Δ % |
|--|-------|-------|------------|
| Number of Unique Customers | 31 | 44 | +41% |
| Number of Employees | 36 | 43 | +19% |
| - Software Licence Revenue (\$ million) | \$3.6 | \$4.1 | +14% |
| - Professional Services Revenue (\$ '000) | \$275 | \$838 | +205% |
| - Support Revenue (\$ '000) | \$169 | \$735 | +335% |
| Total Revenue (\$ million) | \$4.0 | \$5.7 | +43% |
| Cash Operating Expenses (\$ million) | \$5.6 | \$7.1 | +31% |
| EBITDA Loss (\$ million) | \$1.6 | \$1.4 | +13% |
| Value of Order Book at Year End (\$ million) | \$4.7 | \$9.9 | +111% |



^{*}Note: Mach 7 unaudited accounts. US financial year ending December 2015. All figures USD.

MERGER BENEFITS

Mach7 merged with Australian-listed company 3D Medical in April 2016.

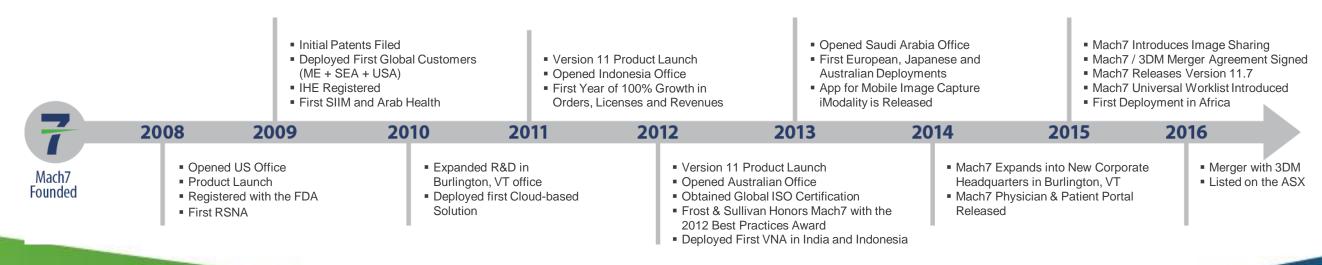
- Product diversification
 - Delivers on strategic plan of diversifying away from pure 'reseller' model towards IP ownership
- Complementary businesses providing significant profitable growth opportunities
 - Immediate access to new customer base
- Global product offering
 - Predominantly USA exposure with a range of healthcare IT services for developed and emerging markets
- Increased revenue and cash flow streams driving shareholder value
- Strengthened executive team and know-how



RECENT ANNOUNCEMENTS & TIMELINE

- Mach7 Merger with 3D Medical Approved by 3D Medical Shareholders
- Mach7 enters into 5-year distribution agreement with the leading diagnostic solutions provider in South Africa, IntriHEALTH.
 IntriHEALTH to distribute Mach7 Enterprise Imaging Platform initially across 40 diagnostic imaging sites throughout South Africa
- Mach7 signs 5-year licence agreement with Penn State Milton S. Hershey Medical Center a leading academic medical centre in the U.S. with 551 beds, over 66,000 emergency visits and 29,000 surgical procedures each year
- Jenni Pilcher appointed as global CFO for Mach7 Group and CEO of Australian operations
- 3DM announces first sale under the eUnity distribution agreement. Five-year sales contract for the eUnity medial image viewer
- Mach7 Technologies awarded US Patent for mobile device image capture

- Mach7 has completed the first implementation phase of its Mach7 Enterprise Imaging Platform at Florida-based Broward Health
- Mach7 Technologies entered into a Software Licencing Agreement with Arizona-based Yuma Regional Medical Centre





INVESTMENT HIGHLIGHTS

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.

Leadership expertise

Pioneers in the field of healthcare informatics and proven track record of success.



APPENDICES



EXPERIENCED EXECUTIVE TEAM

Strong management team taking the company to the next level

A. Liong

SVP, Sales US

C. Bowers

30 years in medical imaging.
Sales VP with
Merge Healthcare previously.
Certified radiology technician.

SVP, Sales International R. Soraya

20 years in technology sales, from hardware to imaging software. Most recently, sales VP for Claron. COO R. Krishnan

Director & CEO

Founder of
Mach7.
Previously,
executive with
Agfa and GE.
Mach7 platform
visionary.

CTO **E. Rice**

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

CFO & Australia CEO J. Pilcher

10 years of CFO experience with public companies.
Most recently,
CFO for Alchemia and Mesoblast.



STRONG NEW BOARD

Experienced Board with deep industry knowledge and transaction knowhow

Ken Poutakidis

Chairman BBus

Principal of Avenue, an investment advisory firm.

15 years of Corporate
Finance experience
across Australia and
Asia.

Prior to
establishing Avenue, Mr
Poutakidis worked at
leading equities firms.
Former Chairman of
ASX:ACL

Albert Liong

Director & CEO BSc (Management), MBA, CPA

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

Dr Nigel Finch

Non Executive Director

MCom, LL.M, MBA,

Ph.D, CA, CTA, FCPA,

F Fin, FTIA, FAICD

Principal at Saki Partners
Transaction Advisers.

Previously Non-Executive Director at ASX: SKB, CFO, investment manager, executive director and Associate Dean at the University of Sydney.

Damien Lim

Non Executive Director BBA

Co-founder of Singapore-based BioVeda Capital.
He has more than 21
years in equity and
investment banking with
Director level roles at
Prime Partners, Vickers
Ballas and Morgan
Greenfell Asia. Serves on
a number of boards as
well as grant and advisory
committees.

Nobuhiko Ito

Non Executive Director BSc, MBA (Cornell)

Advisor to TPG Capital Japan. Director of Konica Minolta Business Solutions and Tadano Ltd (6395:JP).

Former President & CEO of GE Japan and executive with Exxon Chemical Japan for 16 years.



ENTERPRISE IMAGING PLATFORM LOGICAL ARCHITECTURE





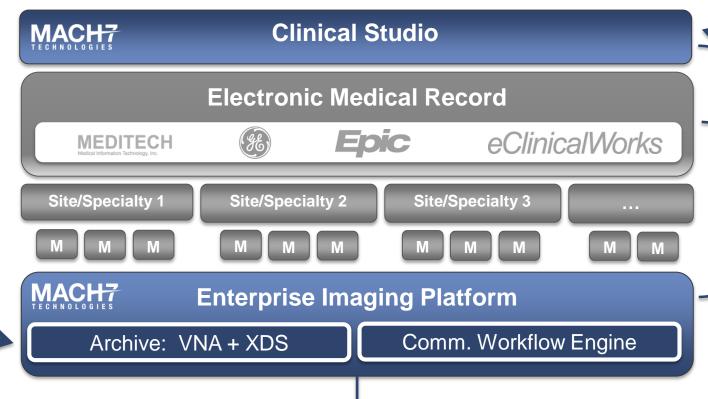
Enterprise Imaging Platform

The 'A' in PACS providing...

- 1. Vendor Neutral Archiving
- 2. Storage Consolidation
- 3. Simplified EMR Image Enablement
- (4) Reduced Switching Costs Unlock Data
- 5. Lifecycle Management

The 'C' in PACS providing...

- 1. Communication Workflow
- Enhancing Specialty Workflows
- 3. Resolving PACS and Modality Limitations
- 4. Enabling Best-of-Breed Diagnosis
- 5. Automating Outside Imaging Workflow





Clinical Access & Sharing

Universal...

- Universal Format DICOM, JPEG, AVI...
- Universal Platform Windows, iOS, Android...

Zero Footprint...

- Zero Clinical Footprint no clinical data downloaded to clients
- Zero IT Footprint no client side installs required.



Outside Imaging





THANK YOU

Contacts

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