



# Half-Year Results 2024

## Investor Presentation



Teri Thomas  
CEO & Managing  
Director



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CFO & Company Secretary

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**Thank you** for helping to support our purpose:

Saving families  
from cancer



# Investment highlights

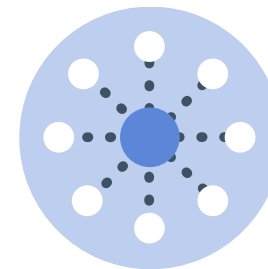
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1. Disruptive **healthcare software** company with proprietary solutions spanning risk models, quality and density **AI**, reporting, workflow management, and automation for doctors, radiologists, technologists, and patients



2. **High-growth** company addressing a large, **underpenetrated TAM** with fragmented competitors and legacy providers



3. Multiple growth vectors with **unique industry tailwinds** and long-term sustainable growth potential



4. **Mission-critical FDA-approved SaaS** products embedded into customer workflows provide a strong competitive moat and **high customer retention**



5. **Best-in-class SaaS metrics** with a volume-based revenue model, 112% Net Revenue Retention and 97% subscription revenue providing **strong visibility**



6. Achieved **free cash flow break-even** ahead of target and positive EBITDA<sup>2</sup> forecast over next 12 months



Supported by a **global management team** with healthcare software credentials spanning New Zealand and the United States, experienced operating in the **US**, which drives >95% of Volpara's revenue

# Screening saves lives. Volpara provides integrated workflow across the screening journey

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**Risk Pathways™**  
Quickly & easily identify those at elevated risk using the EHR to speed data collection in any setting and enable care coordination.



**Live™**  
Turn every mammogram into a learning opportunity with fast imaging feedback for on-the-job training



**Scorecard™**

Help speed patient triage for additional care with decision support in a single view:

- Density score
- Risk score
- Embedded CAD scores
- Suspicious findings



**Early identification**  
Primary care/OB-GYN



**Personalised screening**  
Women's Imaging



**High risk care**  
Surgery/oncology



Triage paths



Genetic testing

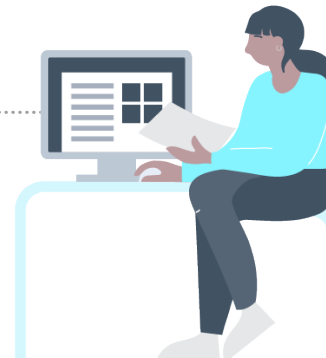


Imaging

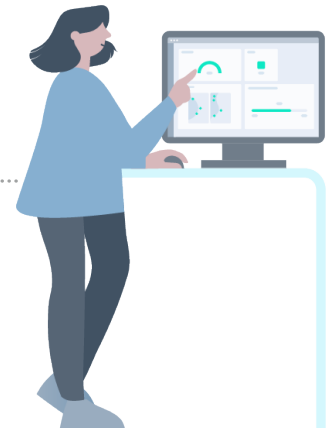


Risk reduction

**Patient Hub™**  
Automate workflows and streamline patient reporting, tracking and communications



**Analytics™**  
Enhance department productivity with objective quality metrics and automated reporting, while easing compliance and team training



# Volpara by the numbers



## SaaS Metrics

CARR

**US\$28.4M**

Increased 18% YOY

ARPA

**US\$40.4k**

Increased 25% YOY

NET REVENUE RETENTION

**112%**

Increased 7% YOY



## Profitability

ARR

**US\$22.5M**

Increased 18% YOY

HIGH GROSS MARGIN

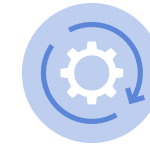
**91.6%**

Decreased 0.2% YOY

EBITDA<sup>3</sup>

**NZ(\$1.4M)**

Improved 68% YOY



## Visibility

SAAS BUSINESS MODEL

**97+%**

Subscription<sup>1</sup> revenue

DIVERSIFIED CUSTOMER BASE

**Top 10 customers  
17% of CARR**

LONG-TERM VISIBILITY

**69%**

Multi-year contracts<sup>2</sup>

<sup>1</sup> Subscription revenue includes SaaS and support contracts

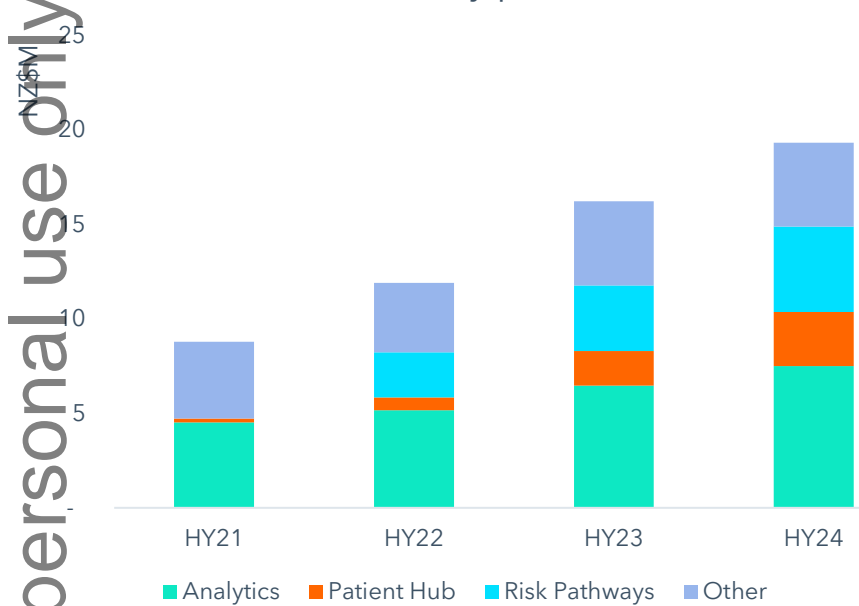
<sup>2</sup> Percentage of CARR with contract periods greater than 1 year

<sup>3</sup> Normalised non-GAAP EBITDA: earnings before interest, tax, depreciation, amortisation, impairment, one-off items, and non-cash items.

# Continued growth on the top line

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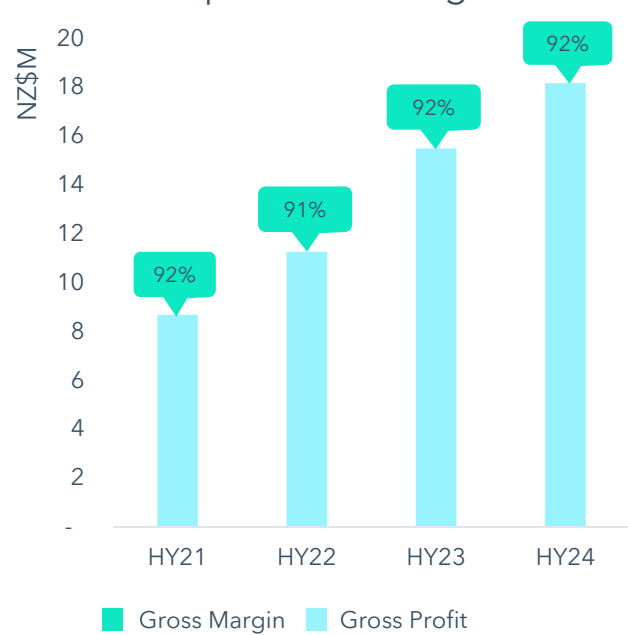
Revenue by product



Revenue has grown in all three core products of Analytics™ (with Scorecard™) Patient Hub™, and Risk Pathways™ by 16%, 56%, and 30%, respectively and averaging 27% (23% CC).

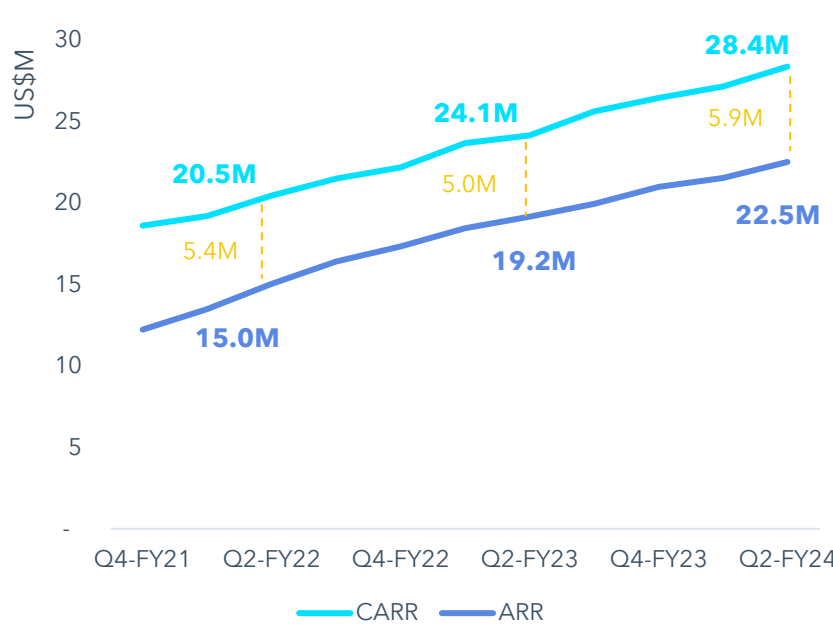
"Other" includes legacy support, capital, Lung and collaboration fees (among other items).

Gross profit and margin %



Gross margin remains consistent at just under 92%. Scalability of margins and the cost base (see next slide) positions Volpara well for the next phase of growth and impact.

CARR vs ARR



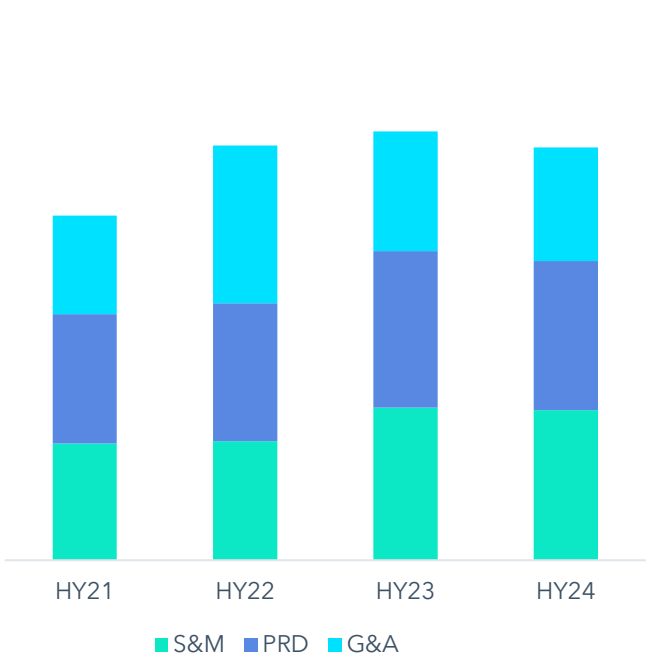
Both CARR (which is also consistent with annualised cash receipts) and ARR continue to grow consistently. CARR increased by US\$4.3M compared to HY23, up 18%. ARR increased by \$3.4M or 18%. H1 was light on large customer go-lives, H2 has multiple planned which will see an acceleration of ARR and top line revenue growth.



# Scalable cost base

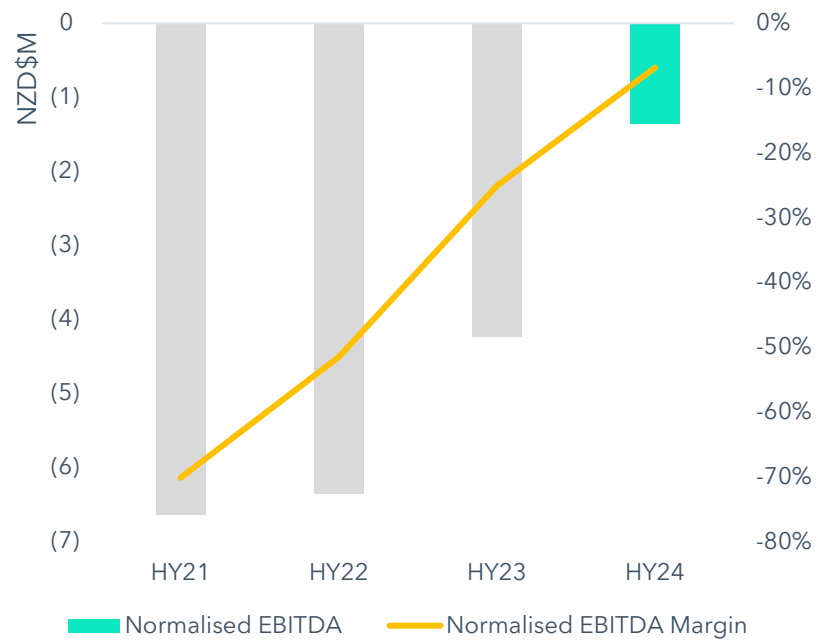
Operating Expenses

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Operating expenses decreased 4% YoY (5% CC). A consistent reduction was seen across all three expense categories, a result of the revised strategy announced in July of FY23. A stable and scalable cost base positions us well for the future and continuing our growth and impact.

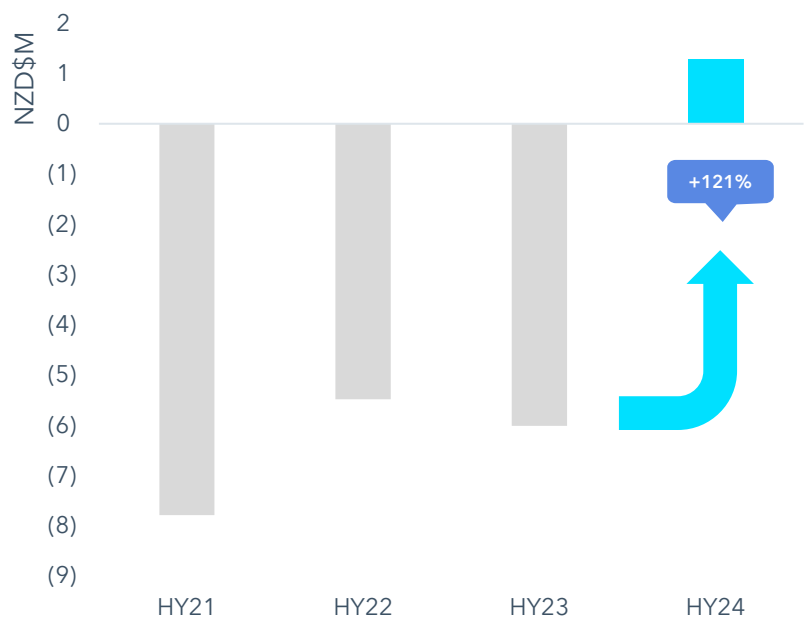
Normalised EBITDA and Margin



EBITDA improved 68% to a loss of NZ\$1.4M compared to HY23's loss of \$4.2M, showing solid improvement as the business tracks toward EBITDA break-even.

Normalised EBITDA margin continues to improve YoY, increasing to -7% at HY24 (vs. -25% at HY23).

Cash used in OPEX



Net operating cash flow improved by 121% compared to HY23, with net inflow of \$1.3m in HY24 compared to net outflow of \$6.0m in HY23.

Payments to suppliers and employees decreased 5% or \$1.2m (7% or NZ\$1.7M CC), down to \$21.8m.



# Financial performance

Core<sup>1</sup> subscription revenues demonstrated solid growth, rising by 27% to NZ\$14.9M (23% CC)

Capital and legacy support revenue decreased as more customers move to SaaS

Operating expenses decreased 4% year on year (5% CC)

Operating loss improved by 5%, heavily impacted by FX gains/(losses)

NLAT reduced by NZ\$0.9M or 17% year on year

Normalised non-GAAP EBITDA<sup>2</sup> improved 68%

<b>P&amp;L Summary (NZ\$'000's)</b>	<b>HY24</b>	<b>HY23</b>	<b>Change</b>
Revenue from contracts with customers	<b>19,837</b>	<b>16,884</b>	17%
<i>Subscription</i>	19,305	16,203	19%
<i>Capital</i>	512	681	-22%
Cost of revenue	(1,673)	(1,383)	21%
<b>Gross profit</b>	<b>18,164</b>	<b>15,501</b>	17%
Gross margin	91.6%	91.8%	
Government grants and other operating income	75	465	-84%
Operating expenses	(23,055)	(23,952)	-4%
Foreign exchange (losses)/gains	(302)	2,578	-112%
<b>Operating loss</b>	<b>(5,118)</b>	<b>(5,408)</b>	<b>-5%</b>
Net finance benefit/(cost)	131	(140)	-194%
Income tax benefit	579	262	121%
<b>Net loss for the year after tax (NLAT)</b>	<b>(4,408)</b>	<b>(5,286)</b>	-17%
<b>Normalised non-GAAP EBITDA<sup>2</sup></b>	<b>(1,359)</b>	<b>(4,234)</b>	-68%

1. Core subscription revenue includes: Analytics with Scorecard, Patient Hub and Risk Pathways.

2. Normalised non-GAAP EBITDA: earnings before interest, tax, depreciation, amortisation, impairment, one-off items, and non-cash items.

# Outlook: strategy achievements have turned focus to *growth opportunities*

- ✓ Cash flow positive position
- ✓ Strong, engaged customer community
- ✓ Growing base of "elephant" customers

Volpara is **maintaining** its revenue guidance of between NZ\$40.0M and NZ\$42.0M and its EBITDA guidance of between NZ\$0.5M+ and -NZ\$2.0M

Ahead-of-schedule transition to being a cash flow positive company frees up space to focus on growth in new areas:

- Europe: hired a new Director Business Development for Europe
- ANZ regionalisation of Risk Pathways
  - Live on OEM
  - Risk Pathways outside of mammography
  - Quiver "on target"
  - FDA density and NAPBC marketing campaign and sales focus



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BREAST CANCER AWARENESS MONTH


In our cancer risk assessment era

Risk assessment by age 25 will save the lives of the 10% of women who are diagnosed before mammography. Breast cancer is the most common in young adults. "Swiftie" campaign reached nearly 500,000 people and most engaging patient campaign to date.

# BREAST CANCER AWARENESS

## THE RISK ASSESSMENT ERA

1 IN 8	GENETICS	25
STAGE II		BREAST DENSITY
1,000		12,150
		



### In our cancer risk assessment era

Breast cancer cases are rising in young women.

Breast cancer is on the rise in women under 40. Medical societies are recommending that risk assessment be performed at age 25 so that more women can get on the right path to prevention or catching their cancers earlier. Now is the time to make risk assessment a standard and essential step on the path to adulthood.

Cancer was for older people. Not anymore.

What young people need to know about breast cancer.

1 in 8	12,150	1,000
women will develop breast cancer	women under 40 get diagnosed every year	under 40 will die this year
<a href="#">American Cancer Society</a>	<a href="#">Young Survivor Coalition</a>	<a href="#">Vale Medicine</a>

What do the experts say?

A risk-stratified approach is recommended by a diverse group of organizations.

[Download](#)

**8% INCREASE IN BREAST CANCER FOR YOUNGER PEOPLE**

**IT'S NOT ALL THE PROBLEM IT'S ME**

**Average-risk screening guidelines are failing**

More young women are being diagnosed in their late twenties and thirties before mammography even starts for average risk women.

These cancers tend to be diagnosed at later stages and are usually more aggressive.

On average women aged 21-44 are diagnosed at Stage II, whereas women aged 45-64 are most commonly diagnosed at Stage I.

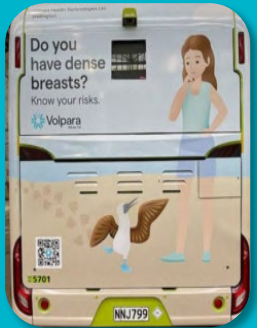
[Fortune Well](#)

**Calls for a new era**

Societies whose members are experts in women's health not only recommend that screening begin at 40 but that a risk assessment be performed at age 25 to determine the right age to commence mammography screening or cancer prevention interventions.

[Bring Your Boob](#)

**THE ERA TO HAVE YOUR RISK ASSESSED**



### Find a Facility

GET BOOBII

**Breast Institute New Zealand**

**Auckland Breast Centre**

**Mercy Radiology**

**ST MARKS**

**St Marks Breast Centre**

Post

 **Julie Helling**  
@JulieHelling2

This post definitely captured my attention! 'Get your boobies checked', should turn heads.

October is Breast Cancer Awareness month. Let's hop on board! 🦋

November 26-29 is largest lead-generating event of the year. Attendees from 100+ countries will convene in Chicago for the Radiological Society of North America Annual meeting. Volpara senior leadership and key sales, marketing and product experts ready to grow pipeline enhance relationships.

## 1 Quiver preview

Early adopter partners



## 2 New AI research

EWBC, Kettering Health

RSNA 2023

**Volpara Presentation Schedule**

Abstracts from Volpara research partners and users

Volpara Risk Pathways™ – Comprehensive risk assessment software to help providers identify high-risk patients and personalize care protocols, as recommended by NAPBC, ACR, SBI, NCCN and ASBrS

**Outcomes of Supplemental Breast MRI in a High-Risk Screening Program**  
 Elizabeth Wende Breast Care, NY  
 Drohan, B., Hill, M.L., Arieno, A., Salamone, J., Destounis, S.

This retrospective study analyzed the impact of supplemental MRI screening in patients with a Tyrer-Guzick lifetime risk score of more than 20%. Of the 54,706 patients included in the study, 15.5% were considered high risk, and of that percentage 24.7% received breast MRI. It was found that the entire high-risk group was 1.5 times more likely to be diagnosed with breast cancer than the low-risk group. It was also found that the likelihood of breast cancer diagnosis was lower for the high-risk patients who received MRI versus those who did not when compared to the low-risk group. This indicates that supplemental MRI screening in high-risk patients can lead to the earlier detection of breast cancer, lowering the burden of disease.

WEDNESDAY, NOVEMBER 29						
Session time	Location	Presenter(s)	Institution	Session	Session number	Presentation number
12:15 p.m.	Learning Center	Stamatia Destounis, MD	Elizabeth Wende Breast Care	Scientific Poster Session	WSA-SPBR	WSA-SPBR-7

## 3 Market intel

UCLA MBA students





# Volpara Hive

Customer community for advocacy, engagement, & learning

## Key Milestones

March 2022

April 2023

July 2023

October 2023

Hive is born

Analytics  
launched

Scorecard  
launched

ChurnZero &  
Vanilla  
launched

Digital  
community  
launched

Risk Pathways  
launched

Patient Hub  
launched

Gamification  
launched

March 2023

June 2023

August 2023

November 2023

Tami Hudson



So while everyone is sporting their favorite team jersey on Friday, I am sporting my Team Volpara shirt!!!

### Most Engaged Advocate

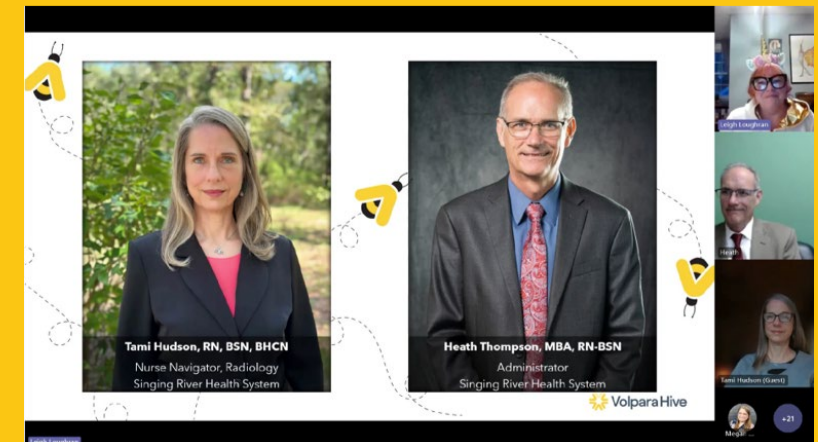
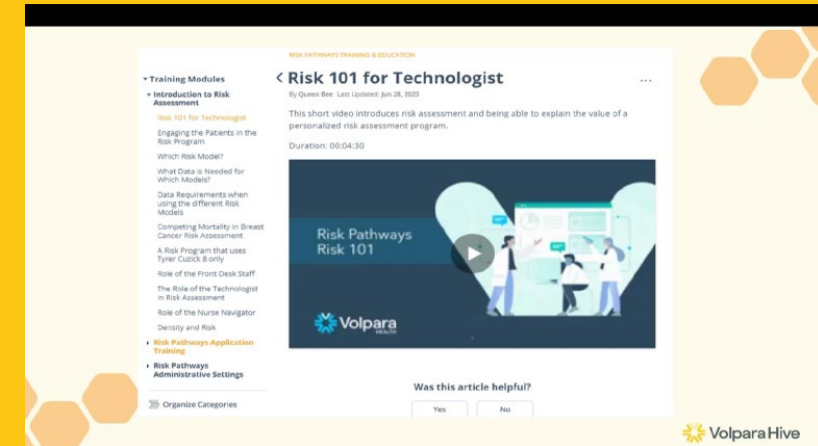
Tami Hudson, RN, BSN, BHCN  
Nurse Navigator  
Singing River Health System

- Two-time UGM speaker
- Case study author "Addressing health disparities with cancer risk assessment to improve outcomes"

### Most Engaged Account

**Onsite**  
WOMEN'S HEALTH

- 137 Analytics members
- Use training modules to efficiently train large staff
- Lead tech monitors staff usage / membership



# Large account focus



## Elephant

Delivers >\$250K  
in CARR



## Calves

Delivers >\$100K  
in CARR

Continue to welcome new “elephant” customers, and support, grow and enhance the success of large and influential customers already using Volpara.



Hackensack  
*Meridian Health*

**Avera** 



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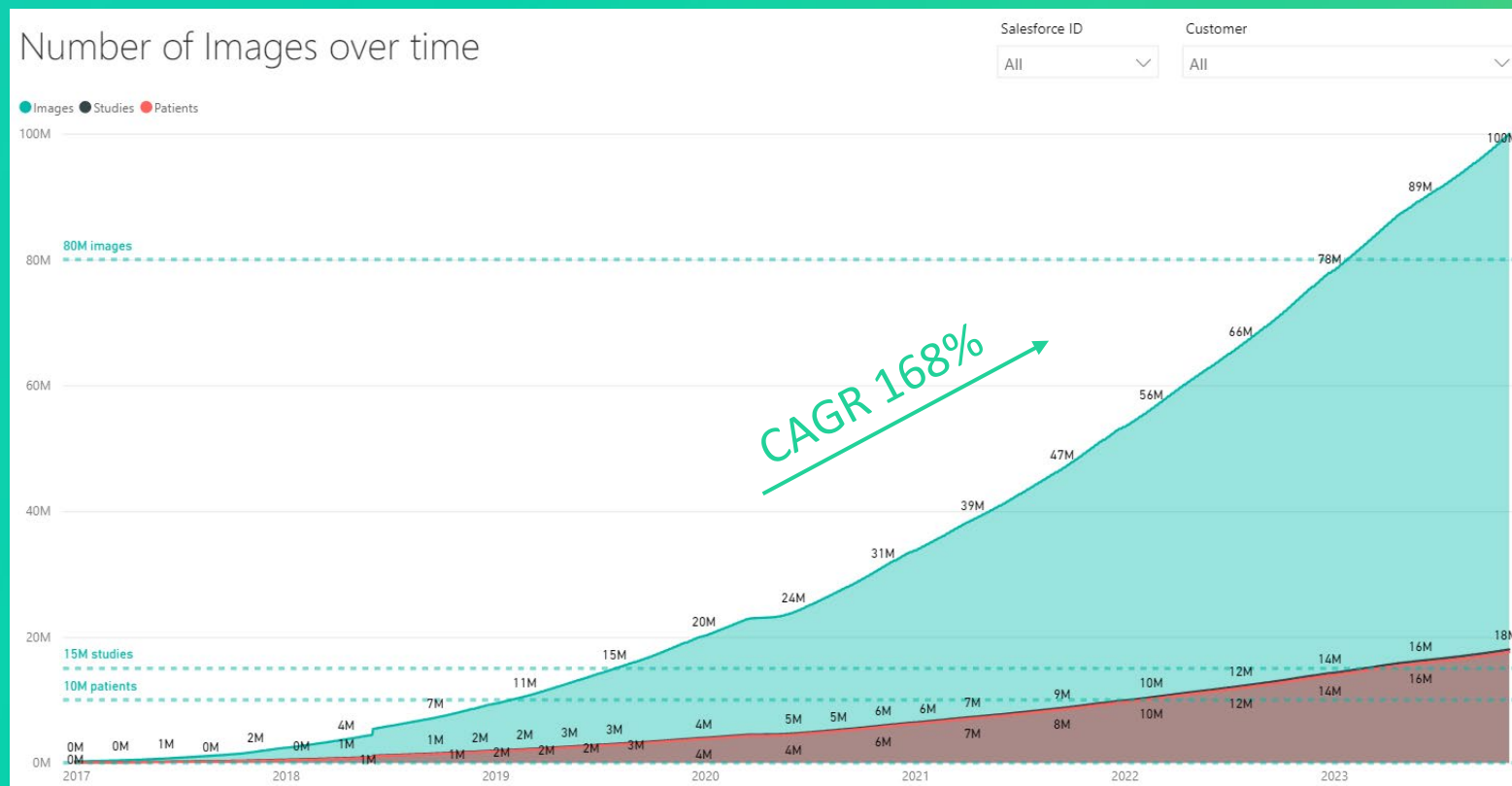
## MILESTONE

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# 100 MILLION images analyzed

Largest data set of mammograms  
available for R&D in the world.

Applying to develop new algorithms, including breast  
arterial calcification solution with Microsoft.



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Microsoft

2023 Partner of the Year

Winner

Healthcare & Life Sciences Award

# Healthcare IT leadership

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Chosen from more than **4200+**  
**companies** from 100+ countries.

**Joint AI product development** to apply Azure Machine Learning to breast arterial calcifications to enter cardiology.

Volpara is a Microsoft **security development partner.**





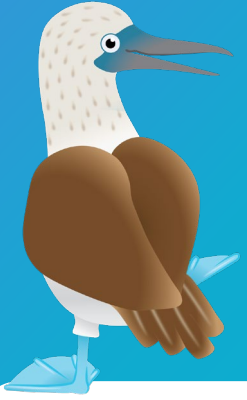
24 SEP 2023

## Hey, thanks for saving my life.

A chance meeting with a Volpara employee helped lead to Jane Park's early cancer diagnosis.

“My story has a happy ending – it combines a little bit of luck meeting with a passionate Volpara employee, a great doctor and advanced technology which led to my early cancer diagnosis.”

Jane Park



## Q&A



**Teri Thomas, CEO & Managing Director**

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