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# Q3 FY26 Result Presentation

24 April 2026



## OUR VISION

*From pixel to point of care.*

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

We will become the core system for imaging data across the enterprise.



**Trust will define AI adoption.**

Mach7 positioned to **lead** in AI-driven healthcare imaging workflows.

# Q3 FY26 Financial Highlights



Commercial transformation underway

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1. CARR: Contracted Annual Recurring Revenue; 2. Constant currency is based on AUD/USD exchange rate of \$0.685 at 31 March 2026 ; 3. Annual Recurring Revenue (ARR) Run Rate is calculated by annualising the revenue earned from Subscription and Maintenance and Support fees; 4. Mach7 reported closing cash at 31 December 2025 of A\$18.5M. 5. Total Contract Value (TCV). 6. Constant currency is based on average AUD / USD exchange rate for Q3 FY26 of \$0.694.

# Progressed key elements of strategy

## Product delivery and execution

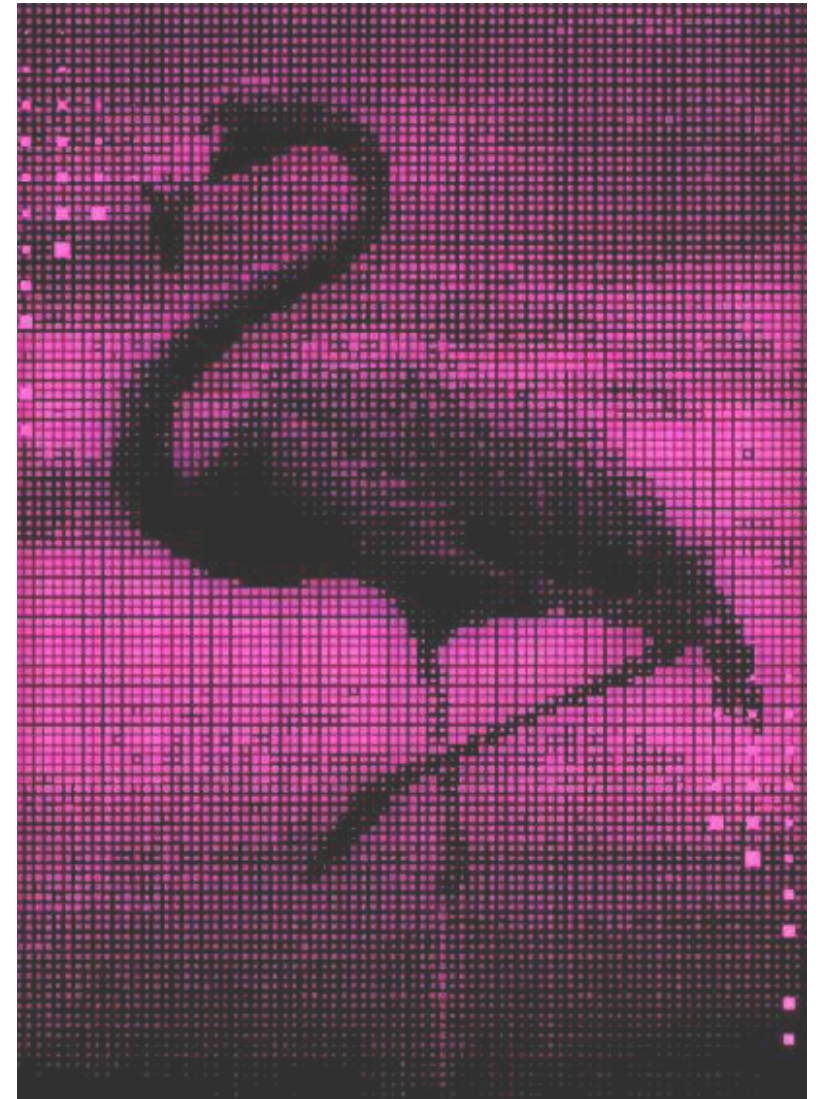
- Improved customer-aligned product delivery, supported by new technical CTO
- Roadmap progress toward enterprise imaging architecture and intelligent cloud orchestration
- Early traction in digital pathology, early adopters underway

## Commercial execution reset

- Strengthened discipline across CRM and pricing
- Improved pipeline visibility with more diversified opportunity base
- Sales capacity rebuild underway to support FY27 conversion
- Progressing brand refresh, new website, and increased marketing activity

## Pipeline and demand generation

- Expanded marketing activation, partner-led demand and targeted campaigns
- Industry engagement, including HIMSS focused on pipeline creation and partner leverage
- Continued direct sales activity with additional new customer wins expected in next 6 months



# Partners Activated!

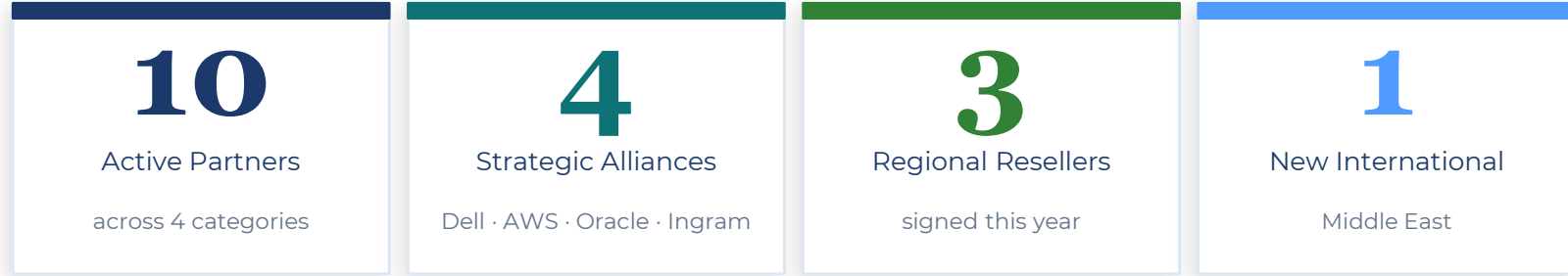
A scalable, diversified partner ecosystem accelerating revenue growth, expanding geographic reach, and reducing customer acquisition costs.

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## 4E Partner Framework

- Enable
- Engage
- Execute
- Expand



# Flamingo: modular entry point driving future ARR growth

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## Modular & selling

- First customer signed in Q2 FY26
- Can be sold to existing customers or as standalone new-logo entry point.

## Strong strategic fit

- Supports enterprise imaging strategy
- Enables AI, interoperability, EMR integration
- Reduces reliance on monolithic replacements.

## Pipeline expansion

With focus on pipeline quality and execution discipline.

## Drive sustainable ARR

Expect contribution to ARR in H2 FY26 and into FY27.



# Execution focus areas going into FY27

## Sales momentum

Improving with structured pipeline.

## Delivery execution

Execution improving and timelines shortening via new archetype structures and the use of AI.

## Partner leverage

Expanding paths to markets.

## Leadership and organisational readiness

CTO appointment, refreshed performance team aligned with strategy, culture of customer focus, urgency and innovation.

## Cost and structural readiness

Reset supporting operating leverage, use of technology to do more with less, cut waste, AI and ROI integrated into budgeting.

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# Outlook



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FY26 reflects an operational reset year with improvements now visible in cost discipline, pipeline quality and delivery execution.

FY26 revenue is expected to be approximately 15% below FY25, reflecting reduced services and delayed conversion of large capital deals, particularly in the Middle East.\*

Underlying demand remains intact. Solid pipeline and increasing mix of ARR opportunities.

Operating expenses are now expected to be approximately 10% below FY25 reflecting improved cost control and efficiencies.\*

Positioned for future operating leverage as execution and conversion progress into FY27.

\*Based on an average AUD/USD exchange rate of \$0.67 for the nine months to 31 March 2026.

## Contact Us

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