

Q4 FY25 Result Presentation

29 July 2025

Mach7 Technologies delivers advanced data management and diagnostic viewing solutions to healthcare organisations worldwide.

Introducing Mach7's new CEO

Teri Thomas commenced as Mach7's CEO and Managing Director on 1 July 2025

1

Teri has a distinguished career in healthcare technology, executive leadership and in driving strategic growth.

2

As CEO of Volpara Health Technologies Ltd (ASX:VHT), Teri led a remarkable corporate turnaround and positioned the company for the successful acquisition by Lunit in May 2024.

3

Teri's extensive experience in healthcare technology includes a 20-year executive career at leading US electronic medical record company, Epic.

4

Given her proven track record, Teri is well positioned to lead Mach7 in its mission to revolutionise healthcare imaging through innovation and strong cultural leadership.



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Q4 FY25 Financial Highlights



Reaffirm updated FY25 guidance¹

A\$30.2M

CARR²

+A\$0.5M on 31 Mar 2025
In constant currency

A\$23.1M

Closing Cash

A\$24.9M at 31 Mar 2025
Strong financial position
with no debt

**Operating cash
flow positive**

Q4 FY25: A\$0.6M
FY25: A\$0.7M

A\$23.5M

ARR³ Run Rate

In line with 31 Mar 2025
In constant currency

A\$29.1M

FY25 Sales Orders

Q4 FY25: A\$7.8M TCV⁴

**On-market share
buy-back**

H2 FY25: 6.3M shares
(A\$2.2M)

1. Updated FY25 guidance: Revenue of A\$33M-\$34M, CARR of approximately A\$30M-\$31M and OPEX growth to be less than revenue growth; 2. CARR: Contracted Annual Recurring Revenue; 3. Annual Recurring Revenue (ARR) Run Rate is calculated by annualising the revenue earned from Subscription and Maintenance and Support fees; 4. Total Contract Value (TCV).

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First 30 days

Do good, have fun, make money



1. In July 2025, there were several changes to the leadership team with the departure of David Madaffri, Chief Operating Officer and Lisa Thompson, Vice President, Services, and appointment of Paul Jensen as Mach7's first Chief Innovation Officer.

Immediate Priorities

Leverage existing customer base to drive next phase of growth



Drive culture of innovation

Recent appointment of Chief Innovation Officer will accelerate innovation across the company to align our roadmap with winning.



Deliver compelling customer value

Identify and align key differentiators to focus on the right product-customer fit and target our marketing, sales and product roadmap accordingly.



Sales and marketing flywheel

Build customer engagement and feedback into everything we do across entire team from leadership to product and engineering, sales and marketing.



Transforming our customer engagement

Six guiding principles to drive customer, sales and marketing flywheel

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Customers' long-term success is our true north



Growth mindset in all that we do



Lowest friction wins



Stay connected and have fun



Compelling value drives forever customers



Deliver consistent Mach7 experience



Contact Us

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This document was authorised for release to the
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Mach7 Technologies

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