

**2 September 2025**

**ASX ANNOUNCEMENT**

**1H FY25 Results Investor Presentation**

Attached are the 1H FY25 Results Investor Presentation slides which will be delivered at a conference call with the investment community, including a Q&A session, at 10am today.

To listen to the conference call, please register at:

[IMEXHS Ltd 1H FY25 Results Presentation](#)

Upon registration, the dial in details will be sent to participants via email.

Authorised for release by the Board of IMEXHS Limited.

**-ENDS-**

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**About IMEXHS**

*IMEXHS Limited (ASX: IME) is an innovative provider of medical imaging software and radiology services in 18 countries including Colombia, the US and Australia. Founded in 2012, IMEXHS develops software as a service (SaaS) imaging solutions that includes a Picture Archiving and Communications System (PACS), a Radiology Information System (RIS), a Cardiology Information System (CIS) and an Anatomical Pathology Laboratory Information System (APLIS). Its solutions are completely cloud-based, vendor neutral and zero footprint, with no need for installed software. The IMEXHS products are designed to increase productivity and save money for end users, with a scalable platform that enhances patient outcomes. For more information, [visit www.imexhs.com](http://www.imexhs.com)*



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# 1H FY25 Results

2 September 2025

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**THE RADIOLOGY OF THE FUTURE**  
delivered into your hands

**One Company with two businesses aimed at democratizing access to medical imaging expertise**



**Software Business**

Medical imaging software (RIS, PACS, universal viewer, AI)



**Radiology Services**

Radiology services, primarily in Colombia

# Some Figures

**8.9M**  
Imaging studies year

**6.3M**  
Users of the patient portal

**+549**  
Installed sites

**25**  
Partners

**3.4K**  
Monthly Specialist users

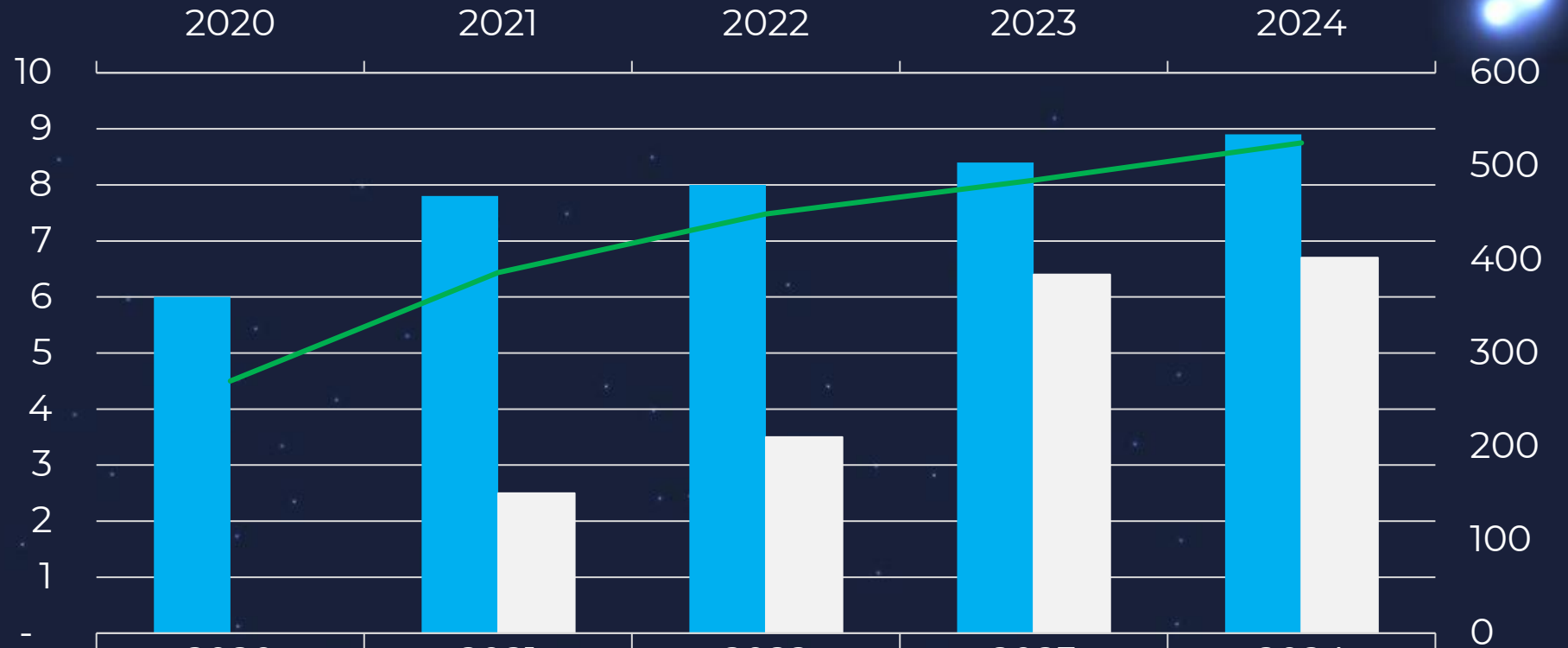
**58**  
Net Promoter Score

# 04

## 5 YEAR OVERVIEW TRENDS



TRENDS LAST 5 YEARS

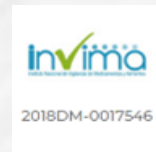


	2020	2021	2022	2023	2024
Studies Per Year (M)	6	7.8	8.0	8.4	8.9
Portal Users (M)	-	2.5	3.5	6.4	6.7
Sites	270	386	449	485	525

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# IMEXHS GLOBAL PRESENCE

Our certifications reaffirm our dedication to excellence across multiple geographies.



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## 1H FY25 FINANCIAL HIGHLIGHTS



### Sales Revenue<sup>1</sup>

**Up 4% yoy**

Up 7% on a constant  
currency basis<sup>2</sup>

**\$13.7m**

### Annual Recurring Revenue (ARR)

**Up 11% yoy**

Up 7% on a constant  
currency basis

**\$32.8m**

### Underlying EBITDA<sup>3</sup>

**Flat vs pcp**

**\$0.3m**

### Cash

vs \$2.1m at 31  
December 2024

**\$2.5m**

### Debt

vs \$1.2m at 31  
December 2024

**\$1.3m**

1. Excluding the one-off sale of \$0.7m in pcp.

2. Constant currency basis assumes H1 FY25 results are converted at the average foreign exchange rate for 1H FY24. This removes the impact of changes in currency rates and allows comparison of IMEXHS's underlying operating performance.

3. Underlying EBITDA excludes the impact of FX, share based payments and the impairment of goodwill of \$1.7m in 1H FY25.

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## 1H FY25 BUSINESS UNIT RESULTS



\$M	Software	Radiology	Corporate	Total 1H FY25
<b>Revenue</b>	4.7	9.0	-	<b>13.7</b>
<b>Underlying EBITDA</b>	1.3	0.3	(1.3)	<b>0.3</b>
<b>ARR</b>	11.9	20.9	-	<b>32.8</b>

Software primarily relates to sales of IMEXHS Enterprise and growing IMEXHS Cloud business

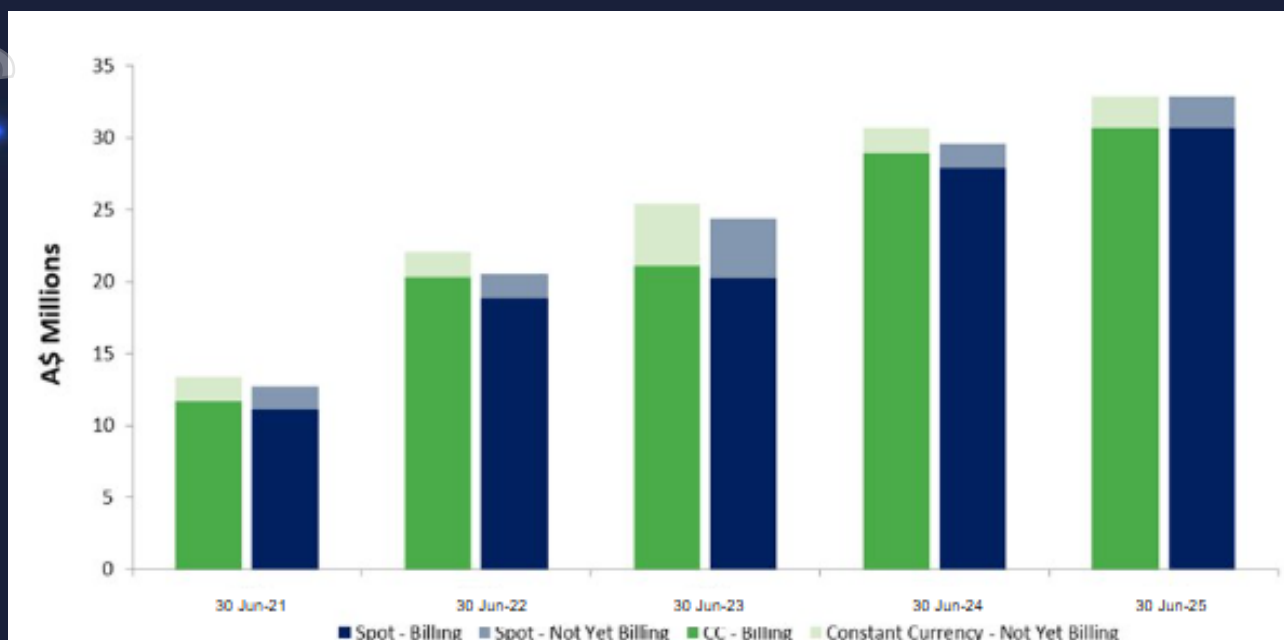
- Revenue up 11% vs pcp (excluding the one-off sale of \$0.7m in pcp)
- ARR up 20% vs pcp
- Underlying EBITDA of \$1.3m down from \$1.9m in pcp

Radiology includes RIMAB along with other services related to outsourcing radiology on-premise or remotely using IMEXHS software

- Revenue up 1% vs pcp.
- ARR up 6% vs pcp.
- Underlying EBITDA of \$0.3m up vs (\$0.2m) in pcp.

→ Corporate costs of \$1.3m down \$0.1m vs \$1.4m in pcp

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### ARR AS AT 30 JUNE 2025

- \$32.8m, up 11% vs 30 Jun-24:
- \$32.8m, up 9% vs 31 Dec-24
  - \$11.9m from Software, up 20% vs \$9.9m at 31 Dec-24; and
  - \$20.9m from Radiology services, up 4% vs \$20.1m at 31 Dec-24.

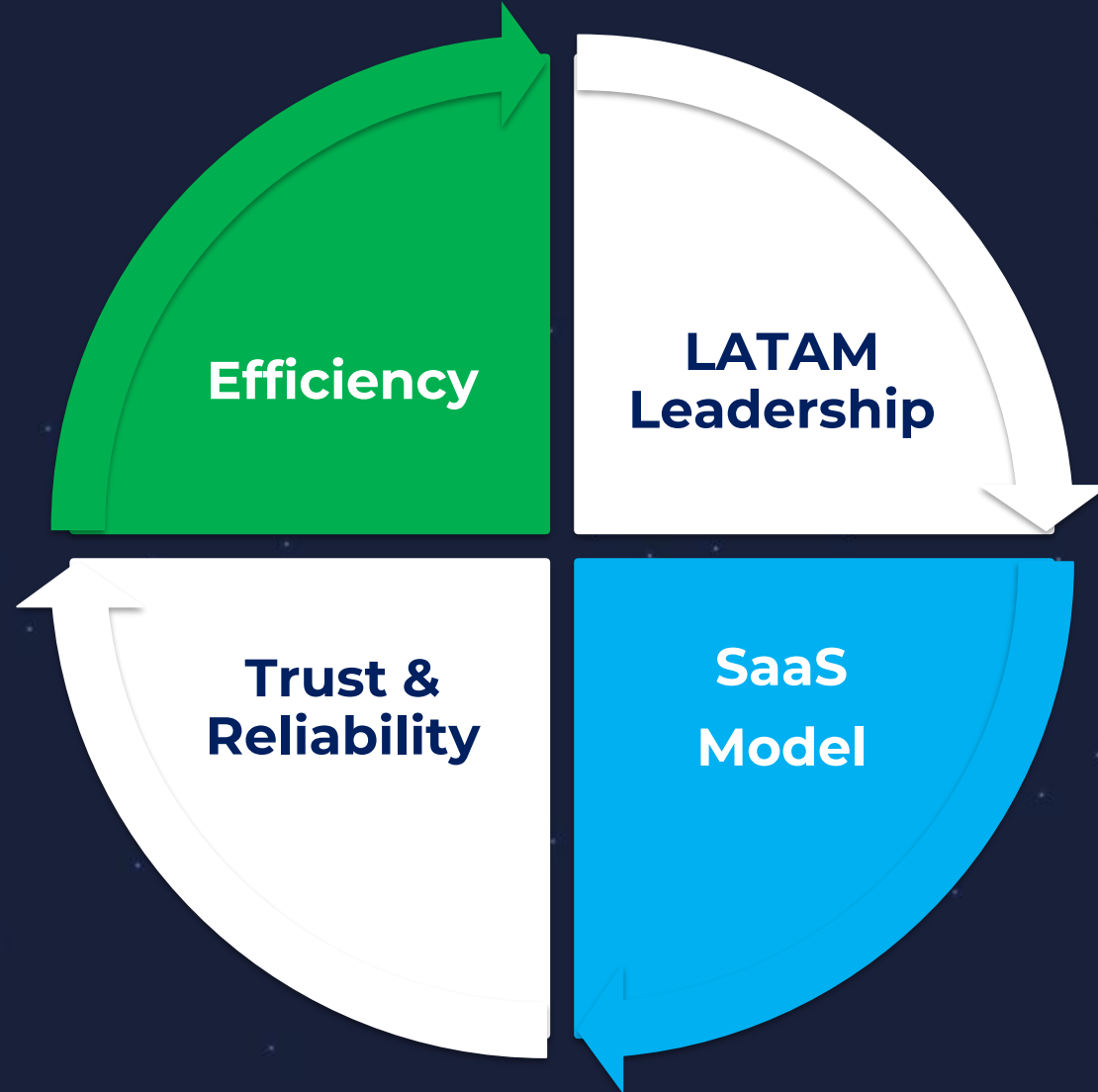
(1) Constant currency basis assumes that historical results at each year end are converted at the 30 Jun-25 exchange rate. This removes the impact of changes in currency rates and allows comparison of IMEXHS's underlying operating performance.

(2) Adjustments to ARR are made as contracts move from estimates to actual volumes and as estimates are removed for any older contracts which are assessed as unlikely to proceed.

**Delivering  
diagnoses that  
transform the  
lives of 500  
million people.**

We are dedicated to offering tailored technology and service solutions to hospitals, clinics, and diagnostic centres, with a clear emphasis on improving radiology efficiency and lowering costs by up to 80%.

# SOFTWARE BUSINESS STRATEGY- IMEXHS





Driving sustainable, efficient, and profitable growth

STRATEGIC PILLARS

Consolidate leadership in LATAM



Scale SaaS MODEL



Driving automation and cost efficiency



**SOFTWARE ARR**

→ \$11.9m ARR and \$4.7m revenue at 1H FY25.

→ Driven by Aquila+ adoption and strong retention

**ENTERPRISE WINS**

→ Q1: \$183k Clínica Occidente + Hospital Moncaleano.

→ Q2: \$206k INNN México + \$490K Diodiagnostico (extension).

**PARTNERS CHANNEL**

→ 25 partners in 15 countries.

→ 33% of 1H NARR generated by partners (vs 11% in 1H FY24)

**SOFTWARE FOOTPRINT**

→ 549 live sites in 18 countries.

→ ~2.1M studies processed per quarter

**COMMERCIAL DISCIPLINE**

→ Segment-specific pricing launched

→ Cost optimization in cloud, storage, workflow

## Product Progress

### → Launch of Aquila+

- A fully integrated multitenant RIS-PACS AI-enhanced suite.
- Transcription & validation module implemented.
- Smart routing worklist launched.
- Auto refresh, automatic viewer opening.
- AI chat assistant for radiologist and coin counter (productivity).
- Integrations enabled with AI 3rd parties: AI prioritization within worklist, for DeepC and Entelai.

## New Value Proposition

### → Fully Deployed

- Cybersecurity: ISO 27001 certification achieved for the Aquila+, and R&D process.
- Quick and easy implementation process (60% faster vs Aquila 3).
- Modern update cadency (biweekly frequency, no downtime).
- Support service with CES (Customer Effort Score) of 6.4 / 7.0, in the top quintile of the industry.
- +5 new features enabled by AI.



# Agent AQUILA AI

**Optimize your work with our AI agent, your best ally.**



# Viewer with deepc AI

Discover new insights with the help of AI

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## COST & MARGIN IMPROVEMENT IN 1H



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Structured plan to strengthen EBITDA & Margins



AREA	KEY ACTION
Cloud	Costs (storage and processing) reduced, improvements in gross margin.
R&D / Product	Focus on key processes and value creation.
Finance	Optimized structure, impact on fixed costs.
Sales Admin	Adjusted administrative costs.
EBITDA	Projected improvement of 8–9% since H2.
Next Steps	Continuous assessment of new efficiencies.

### Market Segmentation Strategy

- Four Distinct Segments
- Customized Value Propositions

### Pricing Model Innovation

- Customer-Centric Pricing
- Implementation Roadmap

### Projected Financial Impact

- Pricing Model Benefits
- Profit Margin Improvement

### Upselling Opportunity

- Secondary Revenue
- Leveraging Aquila+ Product

# 2025 - 2026

## Commercial Execution

 New segmentation + pricing model

 Partners Program Boost

 Pipeline & Sales Conversion

## Expansion Plan

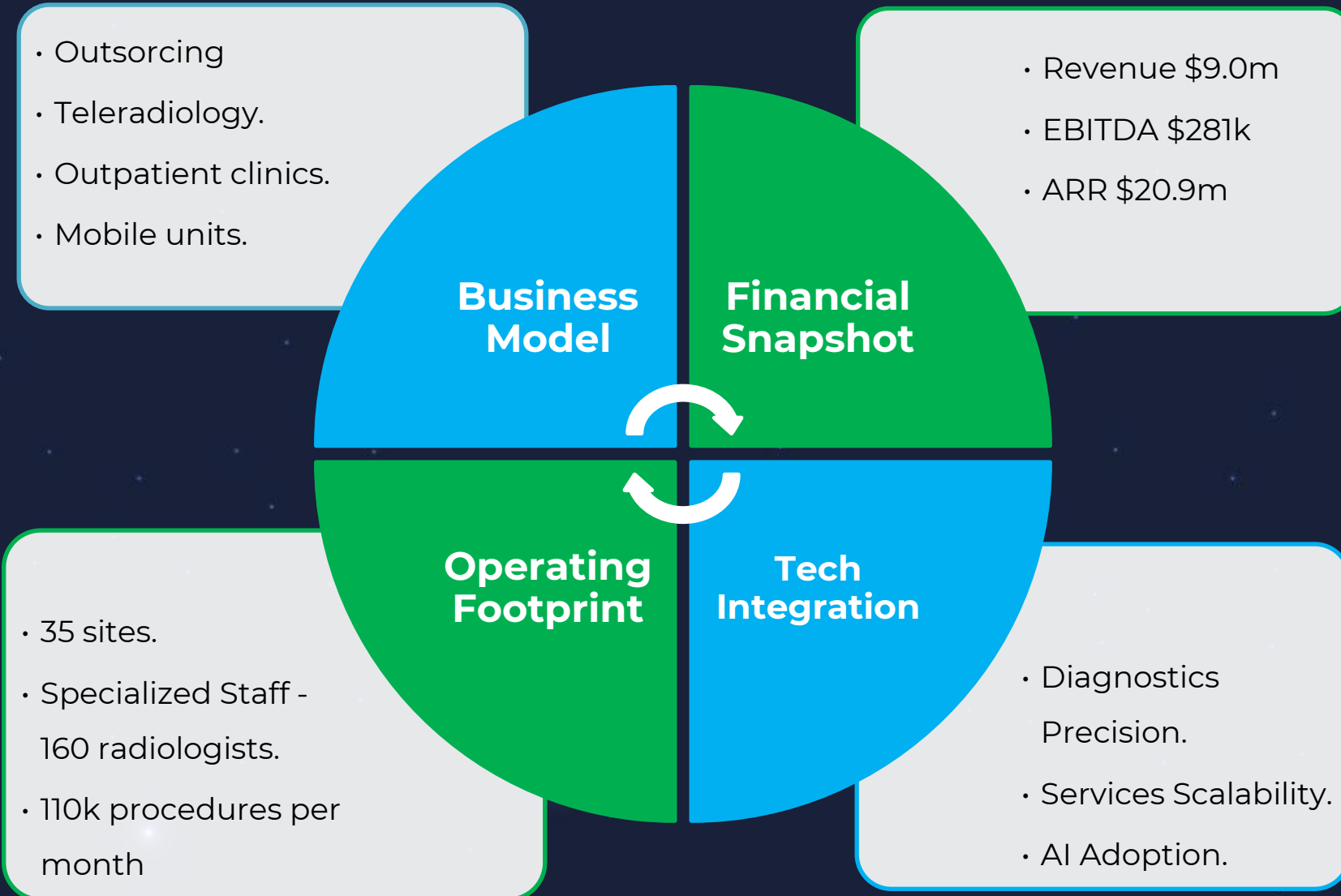
 2025 Focus on     

 2026 Entry plans 

 Enhanced Partner Support

## RADIOLOGY SERVICES - RIMAB

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Profitability

Working Capital

### Context Colombia's Healthcare Sector


 Structural crisis, pending reforms.

 Regulatory uncertainty, increased financial stress on payors.

 Delayed payments and high working capital risk.

### RIMAB ACTIONS

 Continue improving margins.

 Strategic customers selection and active contract negotiation.

 Protect working capital – strict credit terms.

# 21 | STRATEGIC OUTLOOK

## Software Business



### Regional consolidation and growth

- Commercial and marketing focus on selected segments.

### Pricing optimization (new model)

- To improve margins and sales efficiency.

### Value Proposition Enhancement

- Upselling Aquila+ to current customers and aligning offerings with market trends.

### Pipeline, ARR and revenue growth

- Accelerate growth thorough funnel expansion.

## Radiology Services



### Margins Improvement

- Dynamic pricing assessment and renegotiation.
- Cost control via AI and automation.

### Working capital protection

- Tightening of credit terms.
- Exit contracts with customers under financial distress.

### Financial Discipline Focus

- Improve liquidity and cash level.

### Risk Reduction Strategies

- Lowering exposure to distressed healthcare payors.

## Guidance

The Company expects to achieve the following for FY25:

- Revenue in the range \$27.5m to \$28.2m - up 4.0 to 6.6% vs prior year.
- Underlying EBITDA in the range \$1.3m to \$1.6m - up \$0.8m to \$1.1m vs prior year.

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# Q&A



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# 1H FY25 Results

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