

Q3 FY26 Result Presentation

24 April 2026



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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

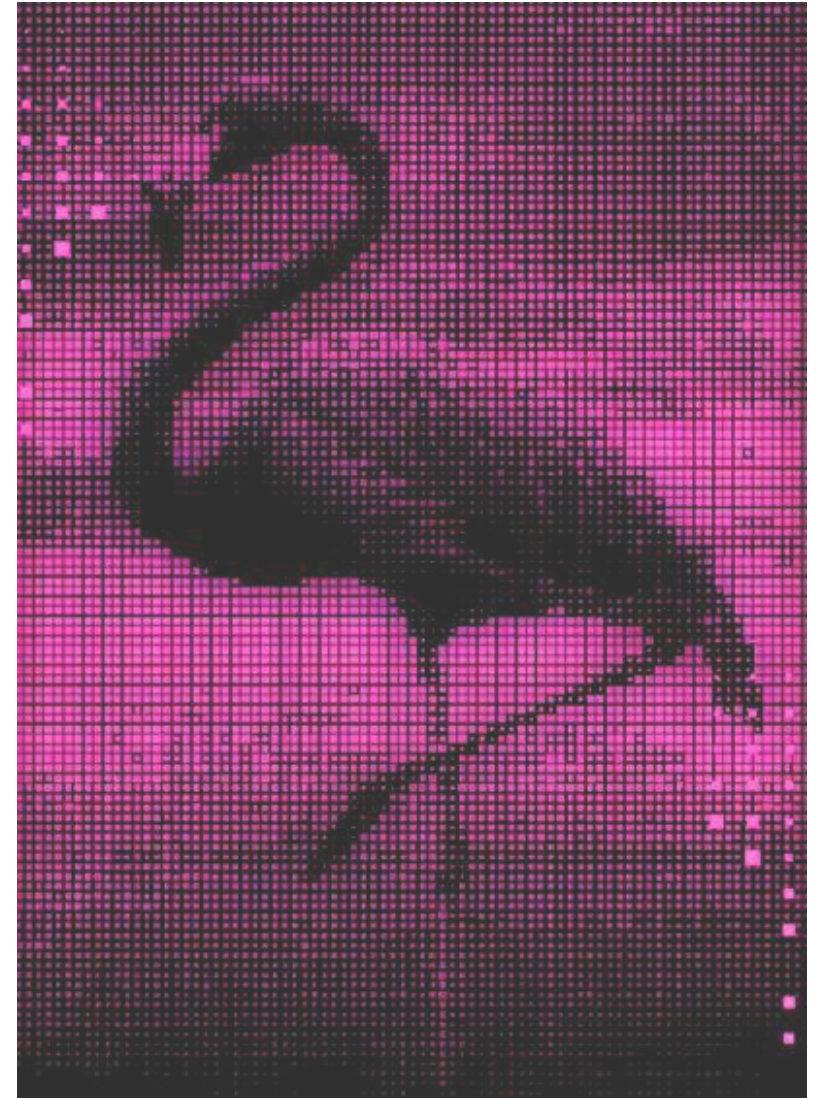
- Improved customer-aligned product delivery, supported by new technical CTO
- Roadmap progress toward enterprise imaging architecture and intelligent cloud orchestration
- Early traction in digital pathology, early adopters underway

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.



4E Partner Framework

Enable

Engage

Execute

Expand

10

Active Partners

across 4 categories

4

Strategic Alliances

Dell · AWS · Oracle · Ingram

3

Regional Resellers

signed this year

1

New International

Middle East



Strategic Alliances

PARTNERS

Dell · AWS
Oracle Cloud · Ingram



Regional Resellers

PARTNERS

Nuvodia · Royal
Solutions
HealthMark



Vertical Integrators

PARTNERS

Altera (Allscripts)
Medidata



International (Non-US)

PARTNERS

Allarch Healthcare

◆ Multi-cloud alliances: AWS + Oracle Cloud

◆ 3 new US resellers

◆ Middle East expansion live

Flamingo: modular entry point driving future ARR growth

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



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.



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