



imeXHS

Built by physicians for physicians

Annual General Meeting

13 May 2021

Board of Directors



Doug Flynn
Non-Executive
Chairman



Carlos Palacio
Non-Executive
Director



Dr Doug Lingard
Non-Executive
Director



Damian Banks
Non-Executive
Director



Dr German Arango
CEO and Managing
Director

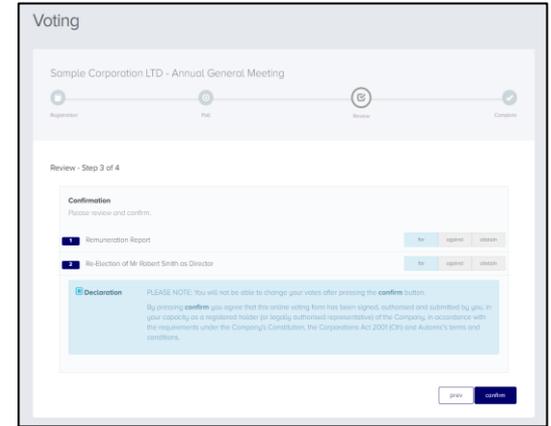
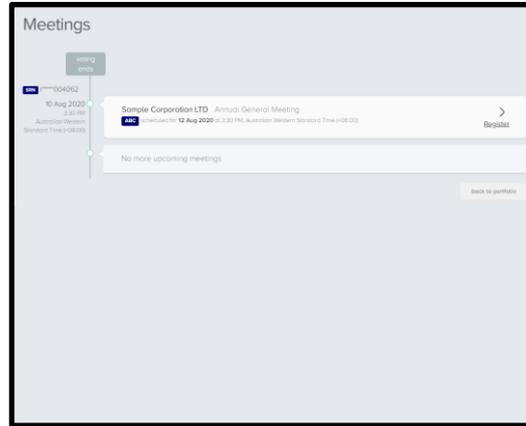
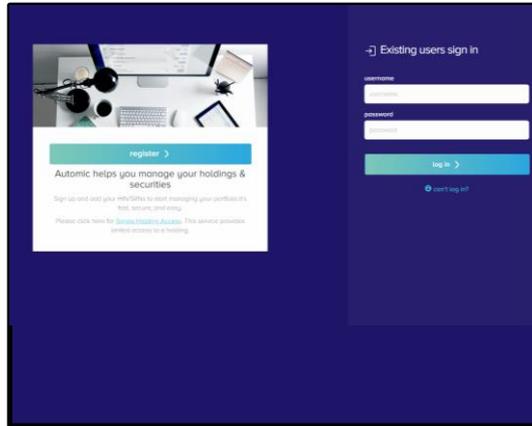
Registration and Voting

1. Log in or register at:

<https://investor.automic.com.au/#/home>

2. Click view and register your attendance for the meeting

3. Record your vote. Once you confirm it is lodged and final



To contact support:

Call 1300 816 159 or open live chat from the Investor Portal

Chairman's Address

Doug Flynn



Innovative provider
of cloud-based
medical imaging
software solutions

CEO's Address

Dr German Arango

OUR PURPOSE

Democratise access to high tech imaging management platforms with advanced clinical applications, user-friendly software and AI

OUR VALUE PROPOSITION



Modern platform

- Reduce IT infrastructure, system & administration
- Multi-disciplinary imaging
- Shared applications
- 100% Web technology



Patient-centric

- Regional image exchange workflows
- Real-time exchanged networks
- Physicians & patients portals
- Care coordination



Clinical collaboration

- Shared workflows
- Dynamic presentation model
- Real-time communications & collaborations



Analytics

- Multi-departmental business intelligence
- Clinical intelligence
- Live dashboards
- Predictive analysis
- AI-enabled

Expanding global footprint



15 countries

>270 sites

>2,100 radiologists

25 distributors

**+95%
customer retention**

**1/3 of team
software development**

Leading innovator in medical imaging

- **Multi-tenant architecture, cloud-based** medical imaging software
- **Subscription model** with high recurring revenue from multi-year contracts
- **Multiple distribution channels** across 15 countries
- **HIRUKO™ platform** provides solutions for all complexity levels
- **Aquila in the Cloud** standardised radiology solution
- **Developing AI tools** - large proprietary database of 940m stored images

Multiple runways for growth



Aquila Custom

- Aquila customised radiology offering
- 5-year contracts on average
- Subscription model

Aquila in the Cloud

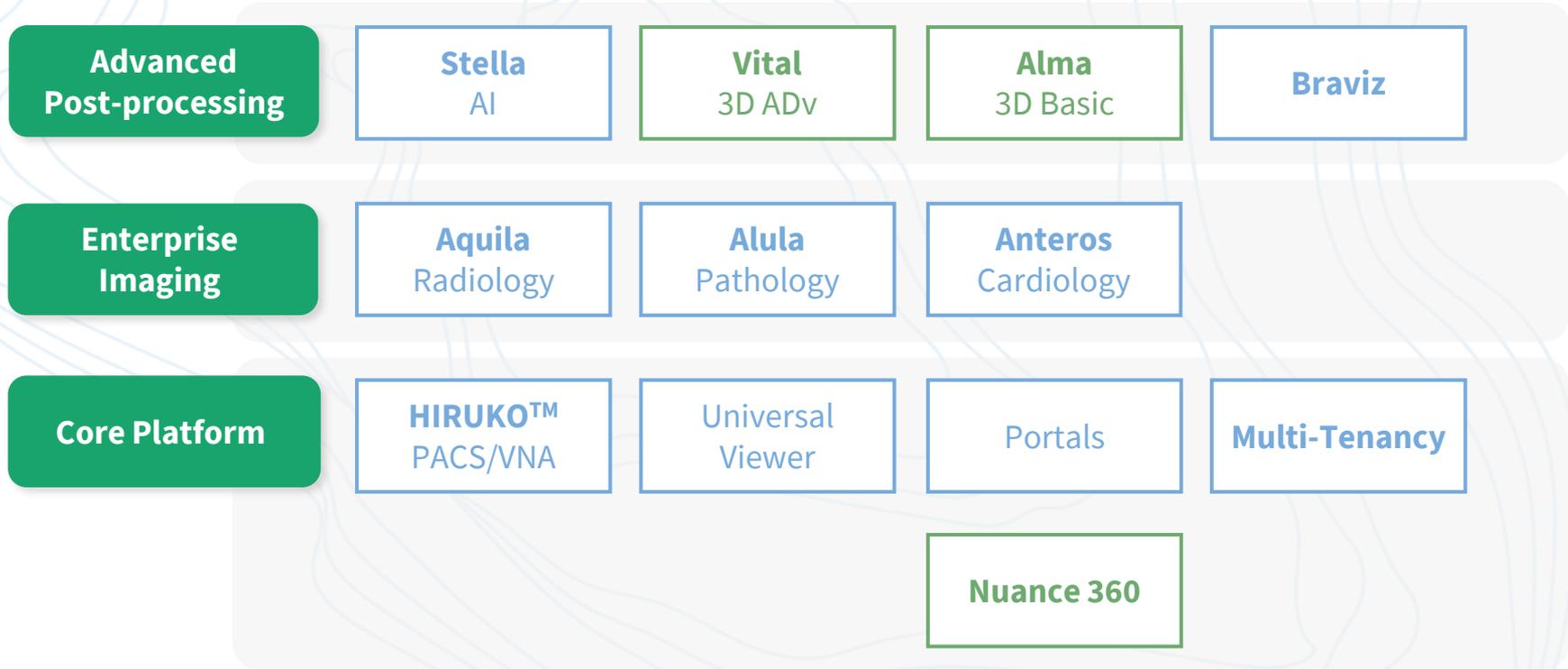
- Standardised radiology solution
- 1-2 year contracts on average
- Volume-based model

Other Medical Verticals

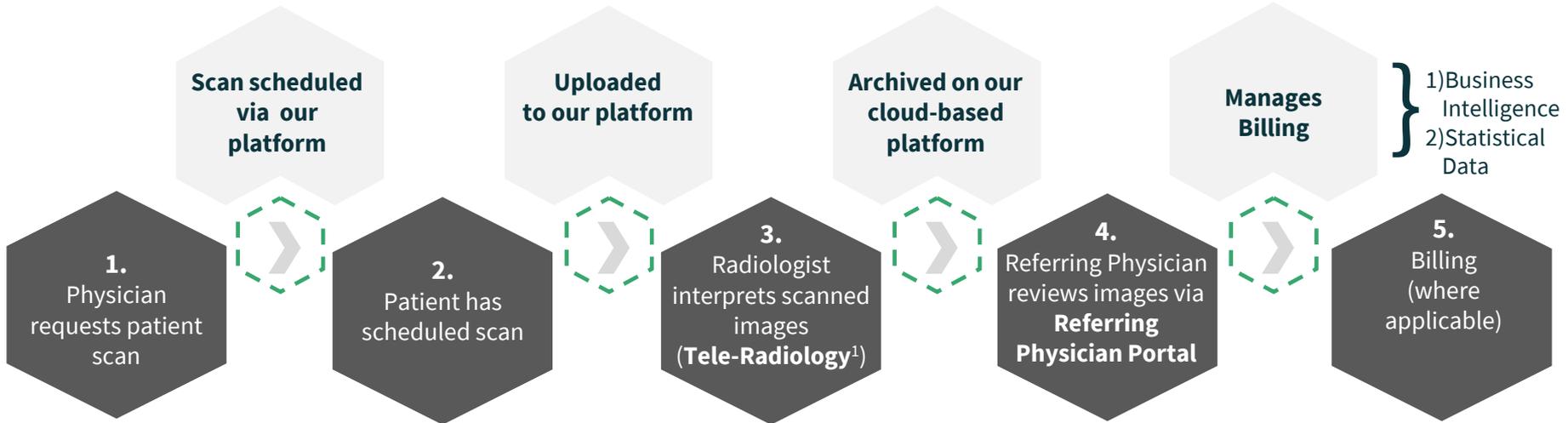
- Alula – pathology
- Anteros – cardiology
- Extend into other verticals

Expanding into new geographies including US

HIRUKO™ medical imaging platform



End-to-end modular imaging solution

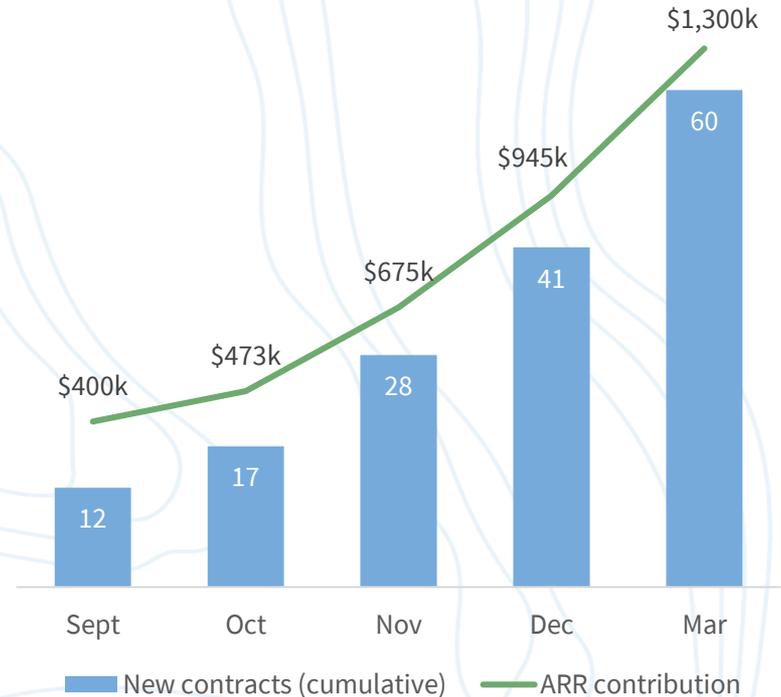


¹ Teleradiology - radiology concerned with the transmission of digitised medical images (as X-rays, CT scans, and sonograms) over electronic networks and with the interpretation of the transmitted images for diagnostic purposes

Aquila in the Cloud



- Standardised radiology solution launched in May 2020
- Provides small and medium-sized customers with low-cost, rapidly deployed product offering
- At 31 March 2021, 60 deals signed with ARR contribution of \$1.3m
- 3 deals in the USA and Australian customer undertaking 30-day trial
- Distribution via growing partner network and online marketplaces
- Strong pipeline of new opportunities



Range of solutions for AiC customers

AQUILA  **LITE**

Multiplatform

Unlimited Users

Unlimited Exams

100% Web Platform

VNA | PACS Archiving

Web Viewer

Results Distribution

Standard KPIs

AQUILA  **PRO**

+

Modality Worklist Management

Digital Signature in Reports

VR Web (Reporting) (*)

Results Distribution

Patient & Physician Portal

AQUILA  **ULTIMATE**

+

Scheduling

SMS notifications

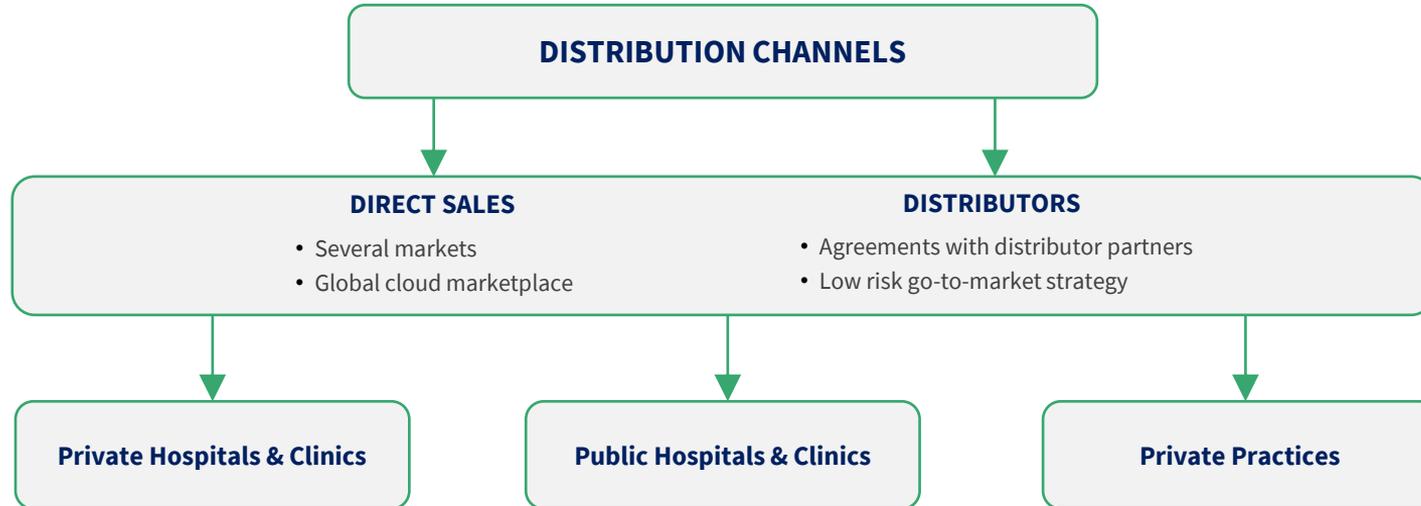
Patient Admission

Questionnaire

Business Intelligence (BI)

Multiple distribution channels

- Distributors partners represent important sales channel for both Aquila Custom and Aquila in the Cloud
- New distribution channel on Ingram's Micro Cloud marketplace

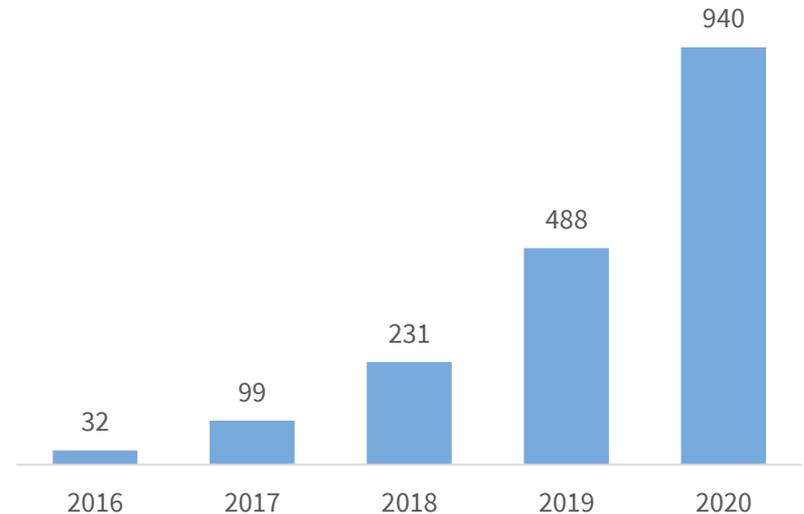


Developing AI capabilities



- Images almost doubled to 940m reflecting full year of Colsubsidio contract
- Important test bed for the development and training of AI tools
- Developed Stella AI which identifies normal and pathological radiological patterns in chest x-rays
- Released non-imaging AI tools in natural language processing

Number of Images Stored (m)



FY20 Financial Highlights



Sales Revenue of

\$10.9m

Up 41% yoy¹, new contract wins & renewals

Recurring revenue of

\$8.5m

Up 29% yoy²

ARR of

\$10.1m

Up 19% yoy, 33% higher on a constant currency basis

Closing cash of

\$10.8m

\$7.1m at 31 Dec 2019

EBITDA of

(\$1.3m)

Improvement of \$3.3m, \$2.5m on like for like basis³

Underlying EBITDA⁴ of

(\$0.7m)

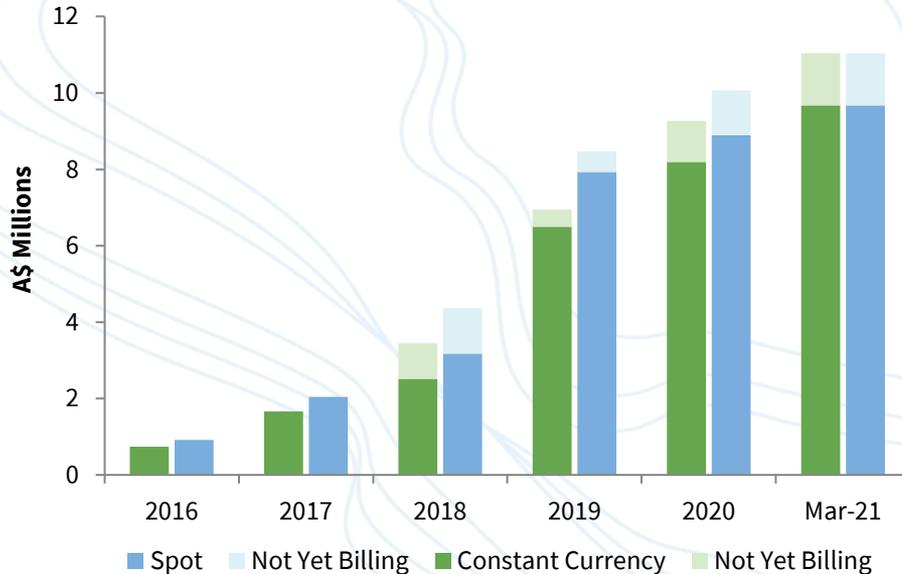
Improvement of \$3.8m, \$3.0m on a like for like basis³

1. Sales revenue up 59% on a constant currency basis
2. Recurring revenue up 45% on a constant currency basis
3. Adjusting for the impact of software capitalisation policy adopted in FY20
4. Refer Slide 20 of FY20 Investor Presentation for Underlying EBITDA reconciliation

Strong growth in ARR



Annualised Recurring Revenue



- Q1 FY21 Annual Recurring Revenue (ARR) of \$11.0m (Q1 FY20: \$9.2m)
- 19 AiC contract wins in Q1 FY21 including two in USA and one in Australia
- AQUILA Radiology Information System (RIS) installed in 17 new sites
- Recent contract wins include Clinica Reina Lucia (Colombia) and Perfectech SA (Ecuador)

Constant currency basis assumes that historic results are converted at the 31 Mar-21 exchange rate. This removes the impact of changes in currency rates and allows comparison of IMEXHS's underlying operating performance.

Q1 FY21 Financial Highlights



Sales revenue¹ of

\$2.5m

Up 9% pcp,
up 17% on a constant currency basis

Recurring revenue¹ of

\$2.2m

Up 7% pcp,
up 15% on a constant currency basis

ARR of

\$11.0m

Up 19% pcp,
up 29% on a constant currency basis

Closing cash of

\$10.3m

\$10.8m at 31 Dec 2020

1. Unaudited financial information

2021 Product Roadmap



AQUILA 4.0 with new features and functions orientated to US and Australian markets



Alula Marketplace, the world's first dedicated pathology marketplace workflow program



Other medical verticals

- Dental Imaging platform
- Veterinary Information System



AI Algorithms

- Automatic detection and segmentation of infectious lung disease
- Automatic selection of protocols requiring advance postprocessing and rendering of functional MRI and DTI tractography

Democratising access to high-tech medical imaging platforms

2021 Outlook



Strong near-term pipeline for larger customised solutions



Aquila in the Cloud (AiC) – strong underlying demand as optimise pre-installation activities



Partner program continues to create opportunities in new markets



US – build presence with AiC offering and via online marketplaces



New markets – delay in Brazil due to COVID-19



Trading to date in line with Company expectations for 2021



imeXHS

Built by physicians for physicians

2021 Annual General Meeting

BUSINESS OF MEETING

2020 Financial Statement and Reports

To receive the financial report of the Company and the reports of the Directors and of the Auditors for the financial year ended 31 December 2020.

RESOLUTION 1: Remuneration Report

“The Remuneration Report for the financial year ended 31 December 2020 as disclosed in the Company’s Annual Report be adopted.”

FOR	AGAINST	OPEN
6,842,254	1	152,208
97.82%	0%	2.18%

RESOLUTION 2: Re-election of Director – Mr Damian Banks

“That, for the purpose of Article 6.3(j) of the Constitution, ASX Listing Rule 14.4 and for all other purposes, Mr Damian Banks, a Director having been appointed by the Board, retires, and being eligible, is re-elected as a Director of the Company.”

FOR	AGAINST	OPEN
13,566,085	-	152,208
98.89%	-	1.11%

RESOLUTION 3: Re-election of Director – Dr Douglas Lingard

“That, for the purpose of Article 6.3(c) of the Constitution, ASX Listing Rule 14.4, and for all other purposes, Dr Douglas Lingard, a Director, retires by rotation, and being eligible, is re-elected as a Director of the Company.”

FOR	AGAINST	OPEN
13,350,292	45,793	152,208
98.54%	0.34%	1.12%

RESOLUTION 4: Grant of Options to the Chief Executive Officer

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 43,519 Options to the Managing Director & CEO, Dr German Arango, under the Plan on the terms and conditions set out in the Explanatory Statement.”

FOR	AGAINST	OPEN
6,842,255	1	152,207
97.82%	0%	2.18%

RESOLUTION 5: Grant of Options to Non-Executive Director, Mr Damian Banks

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 19,719 Options to Non-Executive Director, Mr Damian Banks, under the Plan on the terms and conditions set out in the Explanatory Statement.”

FOR	AGAINST	OPEN
6,842,255	1	152,207
97.82%	0%	2.18%

RESOLUTION 6: Grant of Options to Non-Executive Director, Mr Douglas Flynn

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 39,437 Options to Non-Executive Director, Mr Douglas Flynn, under the Plan on the terms and conditions set out in the Explanatory Statement.”

FOR	AGAINST	OPEN
6,842,255	1	152,207
97.82%	0%	2.18%

RESOLUTION 7: Grant of Options to Non-Executive Director, Dr Douglas Lingard

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 19,719 Options to Non-Executive Director, Dr Doug Lingard, under the Plan on the terms and conditions set out in the Explanatory Statement.”

FOR	AGAINST	OPEN
6,796,462	45,794	152,207
97.17%	0.65%	2.18%

RESOLUTION 8: Grant of Options to Non-Executive Director, Mr Carlos Palacio

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Shareholders approve the grant of 19,719 Options to Non-Executive Director, Mr Carlos Palacio, under the Plan on the terms and conditions set out in the Explanatory Statement.”

FOR	AGAINST	OPEN
6,842,255	1	152,207
97.82%	0%	2.18%

RESOLUTION 9: Approval of 10% Share Placement Capacity

"That, for the purposes of ASX Listing Rule 7.1A and for all other purposes, Shareholders approve the Company having additional capacity to issue Equity Securities up to 10% of the issued capital of the Company (at the time of the issue) (10% Share Placement Capacity) calculated in accordance with the formula prescribed in Listing Rule 7.1A.2 and on the terms and conditions set out in the Explanatory Statement."

FOR	AGAINST	OPEN
13,566,085	-	152,208
98.89%	-	1.11%

RESOLUTION 10: Ratification of Prior Issue of Securities (Placement)

“That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, the Shareholders ratify the issue on 30 October 2020 of a total of 276,000,000 fully paid ordinary shares in the Company at an issue price of \$0.03 per share, on the terms and conditions set out in the Explanatory Memorandum.”

FOR	AGAINST	OPEN
9,123,717	-	152,208
98.36%	-	1.64%

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