



imeXHS

ImExHS Limited – (ASX: IME)
CORPORATE PRESENTATION

Leading Medical Imaging Solutions

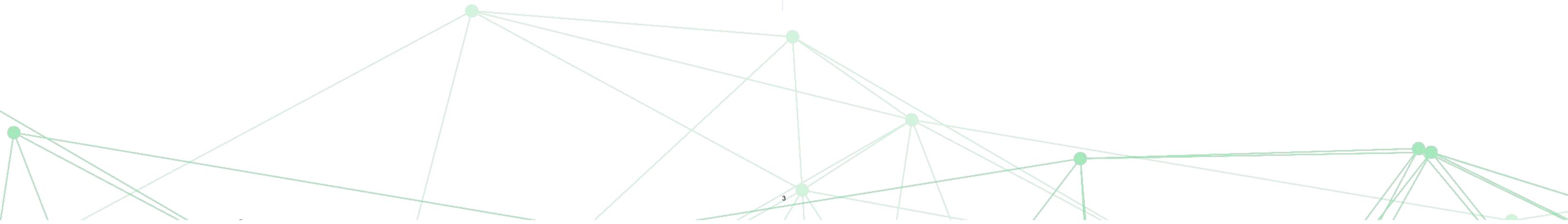
6 May 2019

- Established next generation Radiology and Imaging Software platform
- IME founded in 2012
- Current operations in Colombia, Peru, Mexico, Ecuador and Costa Rica.
- 18 distributors in 11 countries
- Ongoing expansion into neighbouring LATAM countries with low risk go-to-market strategy
- First collaboration in Australia under testing H1 2019.
- Additional cutting-edge functionality implemented- Web MPR/Web 3D & MIP - Two pilot sites deployed Q4 2018, full commercial release Q1 2019.
- Applied for FDA approval in 2018, ahead of USA soft launch in H1 2019

Solutions are Fully Developed, Validated & In Operation

- ImExHS has deployed >200 sites in LATAM
- 18 distributors covering 11 Countries
- Used by over 600 Radiologists
- > 35,000 clinical devices
- 71 Hospitals
- 180 Clinics
- 216 Customers
- > 5 million new radiological studies per annum

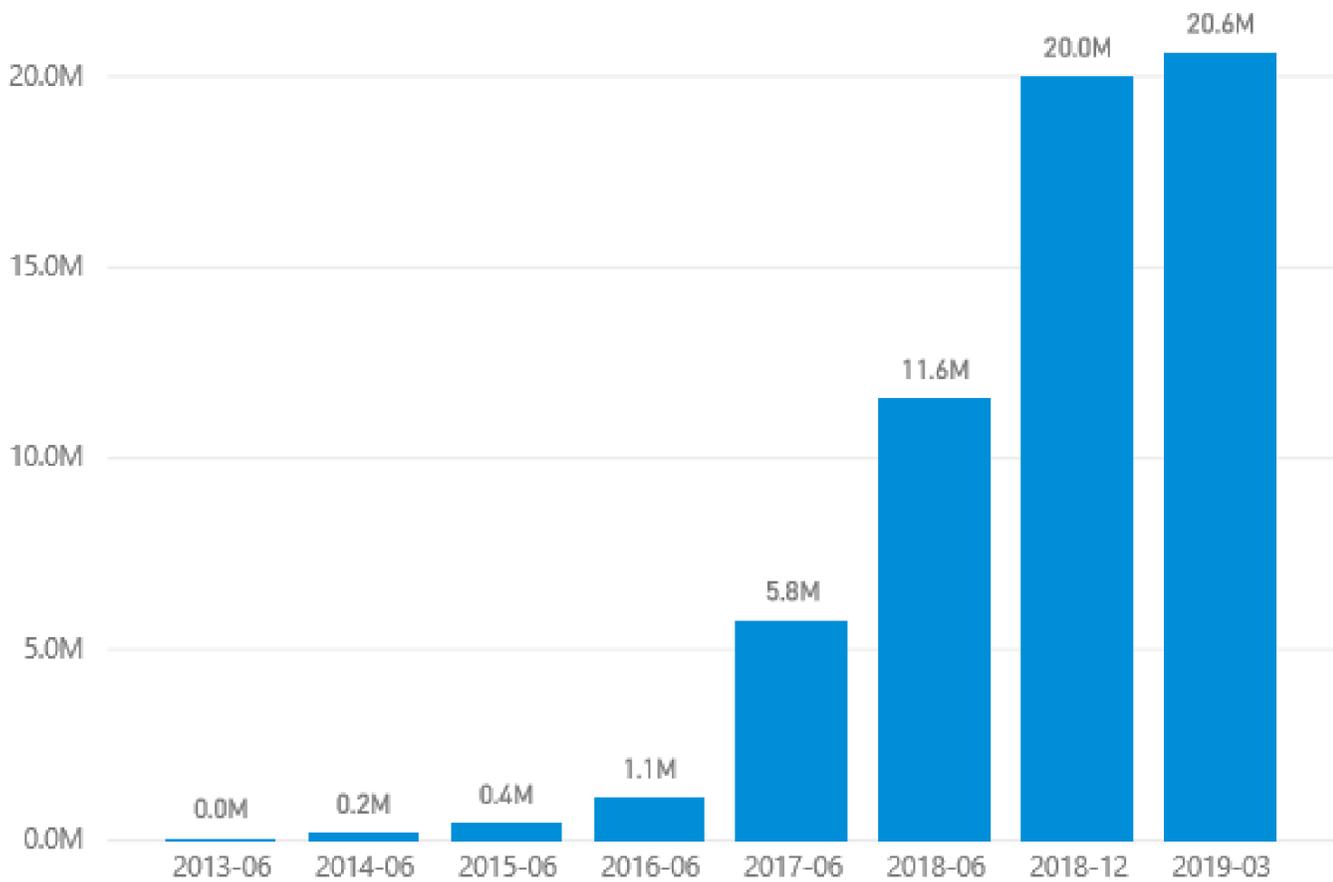
- Receipts from customers of \$1.4m, an increase of 81% on prior quarter
- Total Contracted Value (TCV) A\$20.6m, with new signed contracts
- Annualized Recurring Revenue (ARR) reaches A\$4.5m
- Cash at seasonal low of \$886k. With \$847k of receivables expected in April/May from remaining 2018 one-off sales, resets cash to \$1.7m.
- Improved collection metrics across \$2.8m of trade receivables
- Further geographic expansion with new distribution agreements into four additional LatAm countries
- Total of \$2.25m of growth debt financing being implemented - new working capital facilities have been agreed with Banco de Bogota, and the Company has entered into a Binding Terms Sheet with a syndicate of Australian debt providers
- Strong growth outlook driven by new product development, SaaS & PaaS sales and broader geographic expansion
- Positive net cash flow inflows expected in next quarter



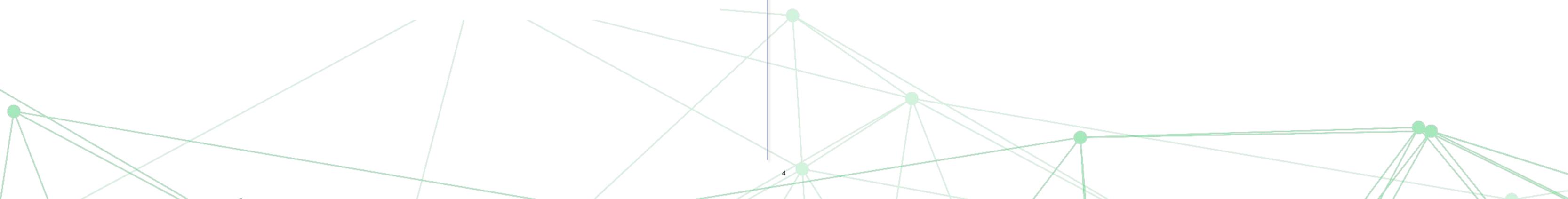
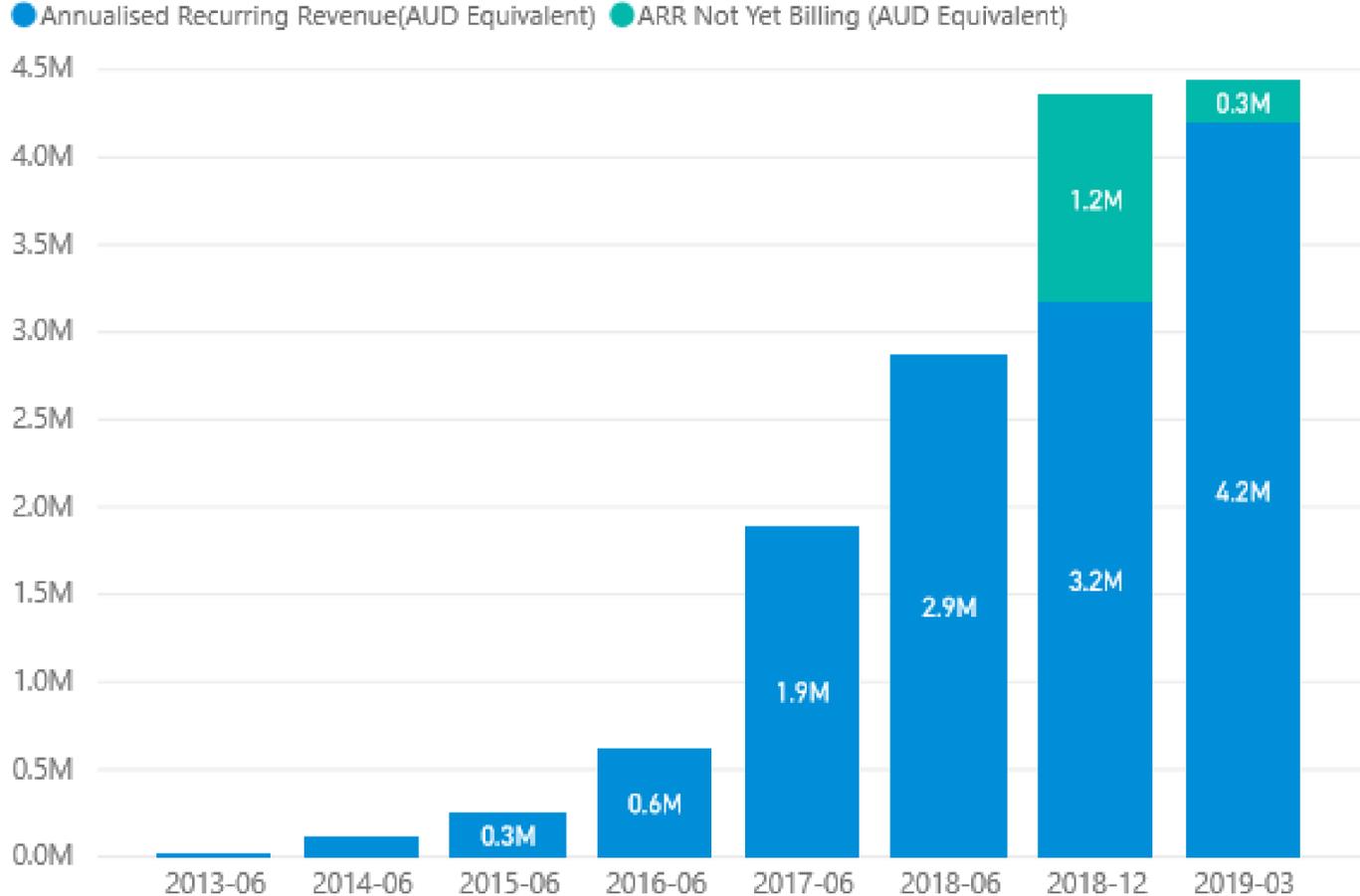
Company Highlights



Total Contracted Value (AUD Equiv)



Annualised Recurring Revenue (AUD Equiv)



Revenue Contract Models



1. Software as a Service (SaaS)
3-5 year contacts (paid monthly)



2. Platform as a Service (PaaS)
5-7 year contacts (paid monthly)



3. One-off Sales & Maintenance
Paid in Full

Target Geographies

LATAM
(Now)

Australia & APAC
(Next)

USA (FDA pending)

Europe (market driven)

Target Markets

HEALTH CARE FACILITIES

—
Private Hospitals & Clinics

Public Hospitals & Clinics

Private Practices

Target Verticals

Radiology

Anatomical Pathology (APLIS)

Cardiology

Security Body Scanning (new)

Distribution Model

DIRECT SALES

—
Global Growth developing
branches in each new country

Cloud Market Place Globally

Augment with channel strategy

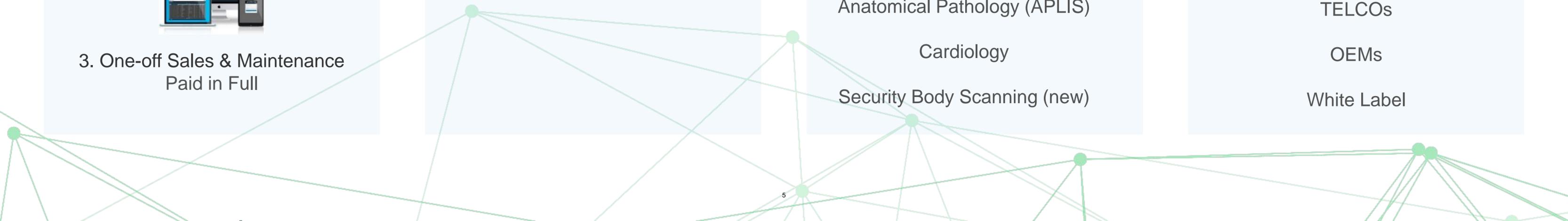
CHANNELS

—
Specialist Distributors

TELCOs

OEMs

White Label



Radiology businesses (hospitals & clinics) prefer the ImExHS Hiruko platform because:

- Exceeds the capability & usability of competing high end platforms – Integrated Business Intelligence
- Disruptive price point – up to 75% cheaper than competitors
- Cloud-based with zero in-house IT impact
- Single end to end solution including integrated scheduling and billing tools; avoid integration of multiple solutions
- Supports non-standard file formats that have clinical significance

Radiologists love the ImExHS Hiruko platform because they can:

- Work from anywhere, using any device (Mac, PC, tablet or smartphone)
- Use speech recognition with full Clinical Language understanding embedded in the application
- Use post-processing of images to aid in diagnosis
- Efficiently consult with colleagues for second opinions
- Hiruko software is fast, stable and easy to access

ImExHS Today – Channel Partners





	VOLPARA (ASX:VHT)	PRO MEDICUS (ASX:PME)	ImExHS (ASX:IME)
Description	Breast X-ray imaging, transitioning to SaaS based contracts	Radiology imaging software, strong 5 year contracted revenue order book	Radiology imaging software, High growth SaaS based revenue
Market Cap	\$311m ¹	\$2,040m ¹	\$27m ¹
TRADING MULTIPLES			
Total Contracted Value (TCV)	n/a [*]	\$135m ³	\$20.6m ⁴
<i>TCV Multiple</i>	<i>n/a</i>	<i>15.1x</i>	<i>1.3x</i>
Annualised Recurring Revenue (ARR)	\$6.3m ⁴	\$36.8m ²	\$4.5m ⁴
<i>ARR Multiple</i>	<i>49.5x</i>	<i>55.5x</i>	<i>6.0x</i>

- Notes:**
1. 3 May 2019 (Source: ASX)
 2. 31 Dec 2018 (Source: PME Investor Presentation 2/5/19)
 3. 30 Jun 2018 (Source: PME-Annual Report)
 4. 31 March 2019 (Source: VHT-4C Announcement)
- * Not applicable as TCV definition is not comparable

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MEDICAL

Health Care
Doctor
Hospital
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Nurse
Dentist
First Aid
Surgery
Emergency



Thank You

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