4 November 2025

ASX ANNOUNCEMENT

Q3 FY25 Results Presentation

Attached are the presentation slides which will be delivered at the Q3 FY25 Results Presentation call, taking place on Wednesday, 5th November 2025, at 9:00 AM AEST.

In this session we will share an update on the status and opportunity presented by Aquila+ and the financial turning point for the Company with positive EBITDA and cashflow stability. The presentation will be followed by a Q&A session to address your questions.

Please register for the event via the link below:

https://events.teams.microsoft.com/event/d6259999-4f2c-4bd2-94e7-38bf4d729dd3@22c7524c-9db1-4fa1-a0fb-eced5327db6e/registration

Authorised for release by the Board of IMEXHS Limited.

-ENDS

For more information, please contact:

Business Inquiries

Reena Minhas, CFO & Company Secretary
E: enquiries@imexhs.com.au
T: +61 (0)438 481 139

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

Q3 FY25 Results

4 November 2025

02

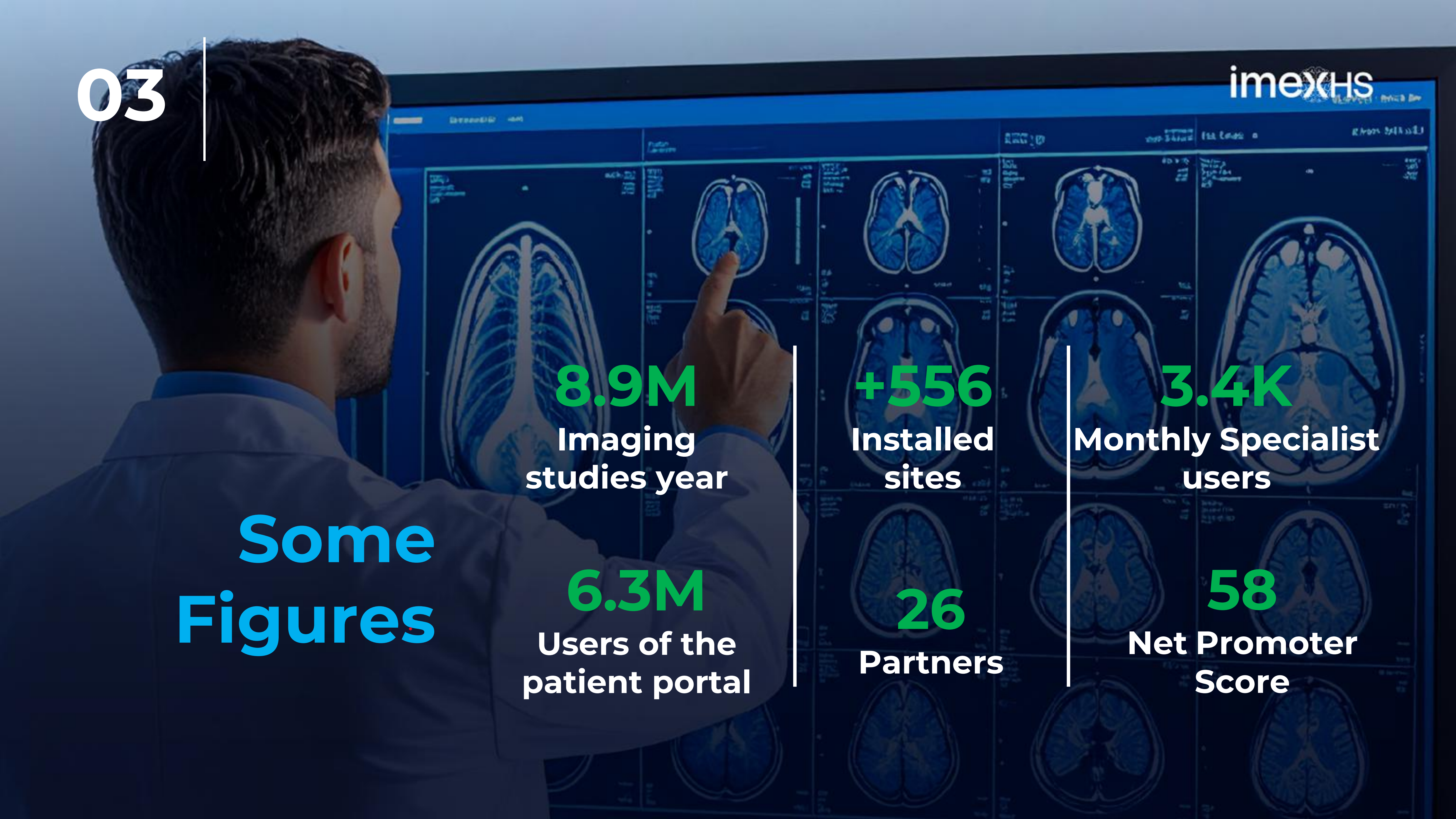
One Company with two businesses aimed at democratizing access to medical imaging expertise

Software Business

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

Radiology Services

Radiology services, primarily in Colombia


03
Some Figures
8.9M
Imaging studies year
+556
Installed sites
3.4K
Monthly Specialist users
6.3M
Users of the patient portal
26
Partners
58
Net Promoter Score

04 Q3 FY25 Financial Highlights

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Q3 Revenue

$7.2m

Up 9% yoy
Up 3% on a constant currency basis[1]

Annual Recurring Revenue (ARR)

$36.4m

Up 24% yoy
Up 12% on a constant currency basis

Q3 Underlying EBITDA[3]

$0.6m

YTD FY25 $0.9m

YTD Revenue

$20.8m

Up 6% yoy[2]
Up 5% on a constant currency basis

Cash

$3.0m

vs $2.5m at 30 June 2025

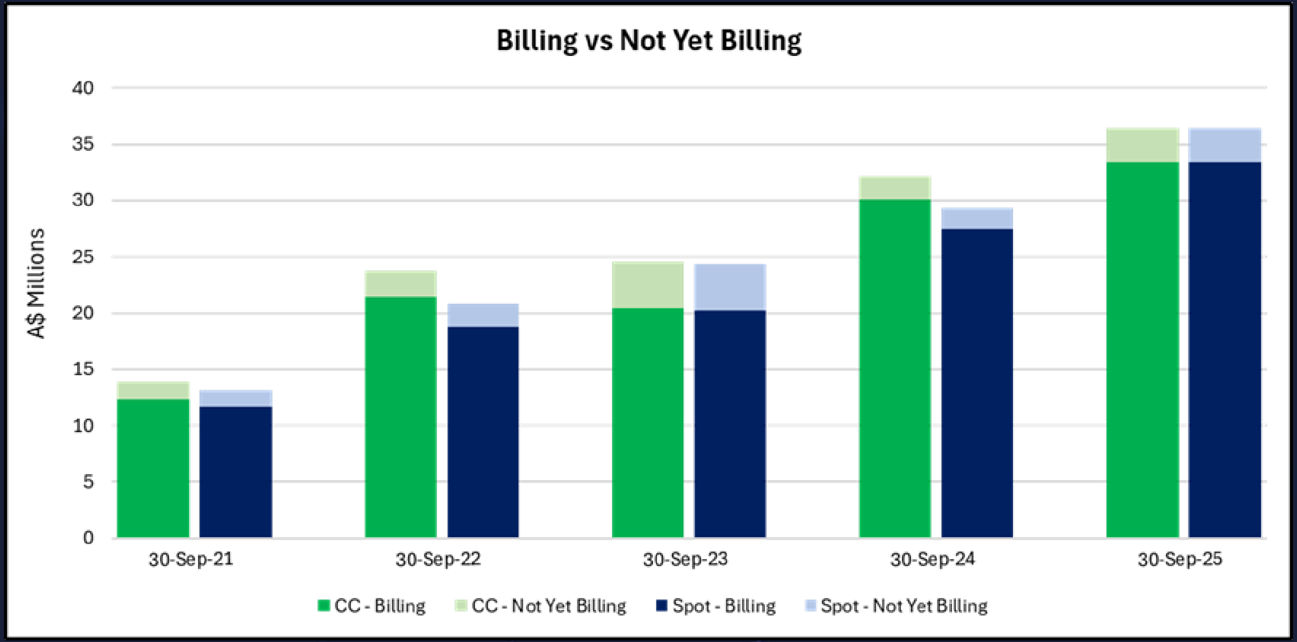
Debt

$1.0m

vs $1.3m at 30 June 2025

1. Constant currency basis assumes FY25 results are converted at the average foreign exchange rate for FY24. This removes the impact of changes in currency rates and allows comparison of IMEXHS's underlying operating performance.
2. Excluding the one-off sale of $0.7m in pcp.
3. Underlying EBITDA excludes the impact of FX, share based payments and the impairment of goodwill of $1.7m in 1H FY25.

05 Progress in ARR



ARR AS AT 30 SEPT 2025

→ $36.4m, up 24% vs pcp:

→ $36.4m, up 11% vs 30 Jun-25

- → $11.7m from Software, down 2% vs $11.9m at 30 Jun-25; and
- → $24.7m from Radiology services, up 18% vs $20.9m at 30 Jun-25.

(1) Constant currency basis assumes that historical results at each year end are converted at the 30 Sep-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.

06 | Financial turning point: positive EBITDA, stronger cash collection, lower debt

What we did

- Tightened credit terms and collections discipline; focused on on-time payors.
- Cost program in motion (AI-orchestrated call-centre workflows; cloud / storage optimisation; automation across admin/help desk).
- Selective portfolio actions in Radiology (exit sub-scale/late-paying contracts).

What it delivered

- Underlying EBITDA: Q3 $0.6m; YTD $0.9m.
- Net operating cash inflow: Q3 +$1.2m; Cash $3.0m at quarter end
- Debt down to $1.0m.
- Revenue: Q3 $7.2m (up 9% vs pcp).
- ARR: $36.4m (Radiology $24.7m; Software $11.7m).

Our focus right now

07 Aquila+ ready; partners scaling; pipeline strengthening

- **Product-ready for scale:** Aquila+ live across teleradiology, clinics and hospital groups (faster worklists, one-click tenant activation, 99.9% uptime).

- **Go-to-market discipline:** strengthened partner channel, now 26 partners across 14 countries, delivering majority of Software NARR.

- **Proof points:** regained OMNI Hospital (ECU); upgraded Grupo San Pablo (PER); Fabilu(COL) renewal; $417k NARR in Q3.

- **Pipeline:** several Q3 FY25 deals slipped to Q4 FY25 / Q1 FY26 (not lost); Mexico traction improving.

08 Expand margins through pricing discipline, automation and mix

Pricing & Terms Discipline

- Apply improved terms & conditions and segmentation.
- Standardise SLAs; monetise add-ons (AI triage, advanced viz, storage tiers).

Automatization & Unit Cost

- AI-orchestrated workflows (already reducing service costs).
- Cloud & storage optimization; helpdesk/admin automation.

Portfolio & Mix

- Prioritize higher-margin software modules and enterprise deployments.
- Maintain selective customer approach in Radiology; exit sub-scale/late payors.

09 Collections up, cash stable, debt down - discipline sustained

Operating Discipline

- Enhanced credit controls, proactive collections, and structured repayment arrangements where appropriate
- Selective contracting; milestone-based invoicing; conservative pricing assumptions.

Outcomes

- Receipts: Q3 $7.9m
- Operating cashflow: +$1.2m in Q3; Cash $3.0m at quarter end.
- Debt reduced to $1.0m.

Colombia healthcare policy challenges remain; our contingency plan (credit controls, collections re-phasing, pricing discipline) is preserving cash conversion and liquidity stability.

10 Aquila+ : production-ready platform that lowers total cost-to-serve

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- ~40% faster worklists; fewer clicks ;embedded voice; AI assistant for translation/evidence/templates.
- End-to-end RIS (scheduling → report);ready-to-go integrations (AI triage ,advanced visualisation, HL7/APIs, VNA).
- Enterprise controls & certifications; BI dashboards; disaster recovery; long-term archiving.

- Faster from scan to the answer: shorter report turn around and prioritization of urgent cases.
- Better experience & access: fewer repeat visits vias smarter workflows, with secure, anytime access to results and images.

- ~70% lower marginal cost-to-serve per new SaaS tenant; 1-click tenant activation <5 min.
- 99.9% uptime, first response<10 min, critical recovery <2hrs.
- Multilingual, cloud-agnostic →faster, repeatable roll-outs; better gross margins over time.

11 Software Business Highlights - IMEXHS

- Pipeline strengthened despite several Q3 contracts slipping into Q4 FY25 / Q1 FY26; good traction in Mexico.

- Key wins/renewals:
  - OMNI Hospital (Ecuador) regained after displacing a competitor ($86k NARR, via Mobitelemed).
  - Grupo San Pablo (Peru) renewed and upgraded ($88k NARR, via KLD).
  - Fabilu (Colombia) 36-month renewal; ARR $162k.

- Partner engine: 26 active partners across 14 countries; continued focus on quality (onboard high-performers, offboard under-performers). New alliances include Bukeala (Argentina); two new partners in Colombia; a Peru partner for public sector.

- Software NARR written in Q3: $417k.

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Radiology Services - RIMAB

- New contract: Oncolife (Colombia) 1-year high-complexity services; expected to contribute ~$1.4m NARR (services + software), supported by IMEXHS Enterprise RIS/PACS, Patient Portal and selected AI layers.

- Margin actions delivering: AI-orchestrated call-centre workflows and broader cost-saving program; revised pricing; disciplined portfolio management (active exit of sub-scale/late-paying contracts) - unit economics and profitability strengthened.

- Large opportunity update: Previously disclosed material deal has grown in scope; determination now likely in Q1 FY26 (prospective client remains closely engaged but no certainty of signing).

FY25 Guidance Reconfirmed

- The Company expects to achieve the following for FY25:
  - Revenue $27.5m–$28.2m (up 4.0% to 6.6% vs pcp) and;
  - Underlying EBITDA $1.3m–$1.6m (vs $0.5m in pcp).
- Reconfirmed on the back of year-to-date performance and Q4 expectations.

14 Outlook & Priorities Q4 FY25 - Q1 FY26

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- **Scale Software:** Strengthen and grow software across the region - expand Aquila+ and Enterprise cloud via a balanced mix of direct sales and high-performing partners.
- **Pipeline & GTM:** Several Q3 contracts slipped into Q4 FY25 / Q1 FY26, but pipeline strengthened; partner channel delivering majority of Software NARR; good traction in Mexico.
- **Margin Expansion:** Continue cost-savings (incl. AI-orchestrated call-centre workflows), revised pricing and disciplined portfolio mix; expect software margin improvement in 6–9 months.
- **Working Capital Discipline:** Colombia policy backdrop remains fluid; maintain tightened credit controls, re-phased collections and pricing adjustments to preserve cash conversion; liquidity stable.

THANK YOU

Q&A

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Q3 FY25 Results

4 November 2025