

2 December 2020

ASX ANNOUNCEMENT

Strong ongoing demand for Aquila in the Cloud

IMEXHS Limited (ASX:IME) (“IMEXHS” or “the Company”) announces that strong sales momentum for its new *Aquila in the Cloud* (AiC) standardised radiology solution has continued into the December quarter.

IMEXHS launched *Aquila in the Cloud* in May 2020 to provide small to mid-size customers with access to the Company’s innovative medical imaging technology via a low-cost, rapidly deployed product offering. Since then, IMEXHS has signed 28 deals contributing approximately A\$675,000 in annual recurring revenue and generated 175 new pipeline opportunities.

The majority of these deals have been completed by the Company’s AiC distribution partners across six different countries highlighting the scalability of the new business model. As a result of the strong customer interest, IMEXHS now has 20 AiC distributor partners in place across 13 countries, including the United States.

IMEXHS has also recently signed its first AiC customer to a 30-day trial in Miami as the Company continues to build its US presence. This region represents a significant opportunity given that the high cost of on-premise solutions limits access to medical imaging technology for approximately 80% of the US market.

IMEXHS Co-founder and CEO Dr German Arango said: “Aquila in the Cloud was designed to provide small and medium-sized customers with an affordable, comprehensive and flexible RIS/PACS solution. Since it was launched, I have been astonished by the number of clinics and medical imaging centres that have been completely overlooked by the large on-premise providers.

“HIRUKO’s multi-tenancy capabilities mean that we can deploy our AiC offering in around 13 days compared to over 60 days for customised projects, and our sales cycle is also significantly shorter. To date, our results have been very positive, and we are determined to democratise access to cutting-edge technologies that will address the complex medical imaging needs of communities across the globe.”

Authorised for release by the Board of IMEXHS Limited.

-ENDS-

For more information, please contact:

Media and Investor Relations

Françoise Dixon, Citadel-MAGNUS
E: fdixon@citadelmagnus.com
T: +61 412 292 977

Business Inquiries

Reena Minhas – CFO & Company Secretary IMEXHS
E: enquiries@imexhs.com.au
T: +61 (0)2-9030-0040

For personal use only

About IMEXHS

IMEXHS Limited [ASX: IME] is a leading imaging Software-as-a-Service (SaaS) and ancillary solutions provider with over 120 customers on recurring contracts in over 250 sites, and distributors in 15 countries. Founded in 2012, IMEXHS is known for its innovation in the imaging services market, offering flexible and scalable imaging solutions via its HIRUKO branded suite of solutions for next generation Picture Archiving and Communications System (PACS) and integrated medical imaging systems (including a Radiology Information System (RIS), a Cardiology Information System (CIS) and an Anatomical Pathology Laboratory Information System (APLIS)). The HIRUKO™ system is 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 is configured for the future and enhances patient outcomes. For more information, visit www.imexhs.com