





# Investors Update Presentation ASX: MVU

*.....breaking digital technology barriers*



## Agenda

- 
- Part I. General Company Update
  - Part II. ABO Technology Update
  - Part III. Business Development Update
  - Part IV. New Products and Solutions
  - Part V. Questions and Answers Session
- 

---

# General Company Update

---

# IPO Facts

Issuer	MatrixView Limited (mvu)
Public Offer	13 million new shares
Offer Price	A\$0.50 each share
Amount raised	A\$6.5million
Market capitalisation on IPO date	A\$51.5million
Total no of shares following offer	103 million
Management and Board owns 77% of the company, voluntary escrow for 2 years	

## Capital Raising

- Commercialisation/ launch – EchoView & DocuMat
- Provide working capital for further products development, sales and marketing

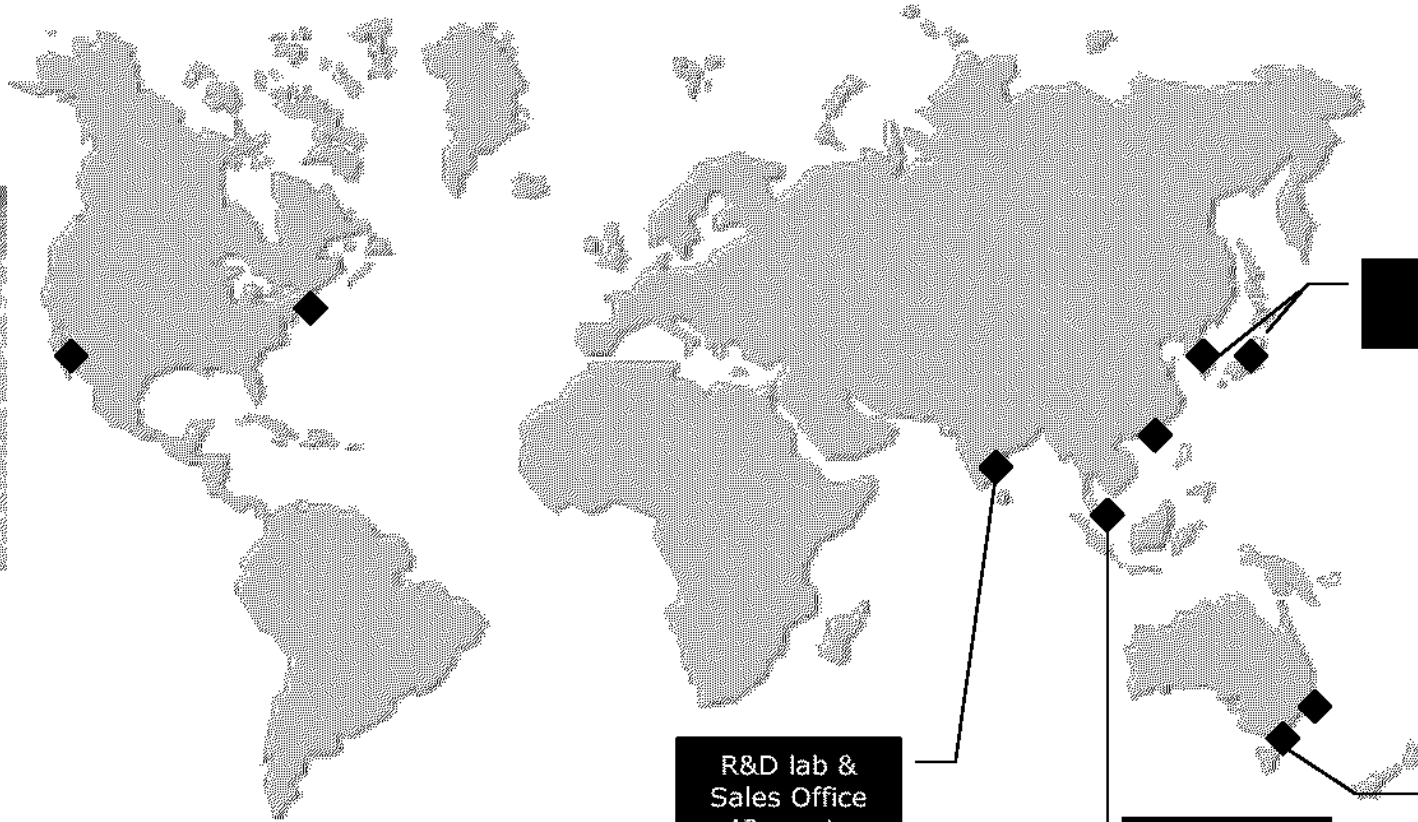
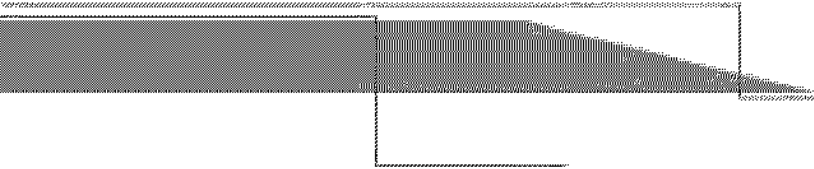
# Board Composition

- **Ravi Govindan**, Chairman & Managing Director
  - Solid business track record, also Chairman of Agenix Limited
- **Arvind Thiagarajan**, Inventor and Chief Scientist
  - Junior Scientist of Year 2001 at the age of 19 awarded by President APJ Kalam, current President of India
- **Anand Thyagarajan**, Alternate Director to Arvind Thiagarajan
- **Suk Jin Kim**, Director
  - 15 years experience in Pharmaceutical and IT industries in Korea
- **Myles Davey**, Director
  - Former Regional Director of Abbott Diagnostics Division (Australasia) and Director of Agenix Limited
- **Noel Robertson**, Director
  - Former Executive Director of Vodafone Australia. Current Chief Executive of telecommunications service provider, Panaseer and Director of Telecommunications Service Provider Association of Australia

## Technology Advisory Panel

- A World Class technology advisory panel is being put in place and an announcement will be made in due course.

# Resources



◆ Proposed Sales/Rep Office

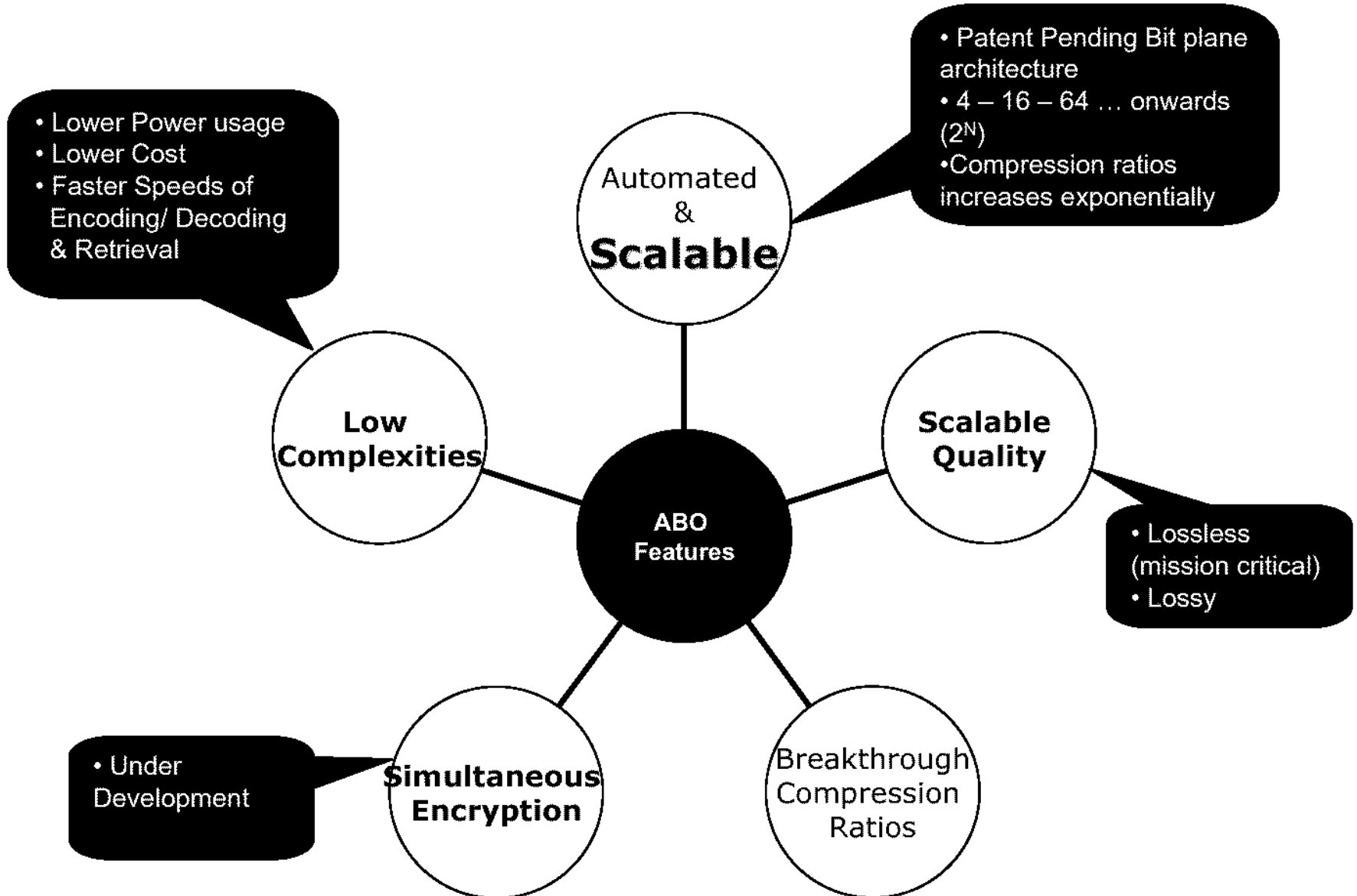
---

# **ABO Technology Update**

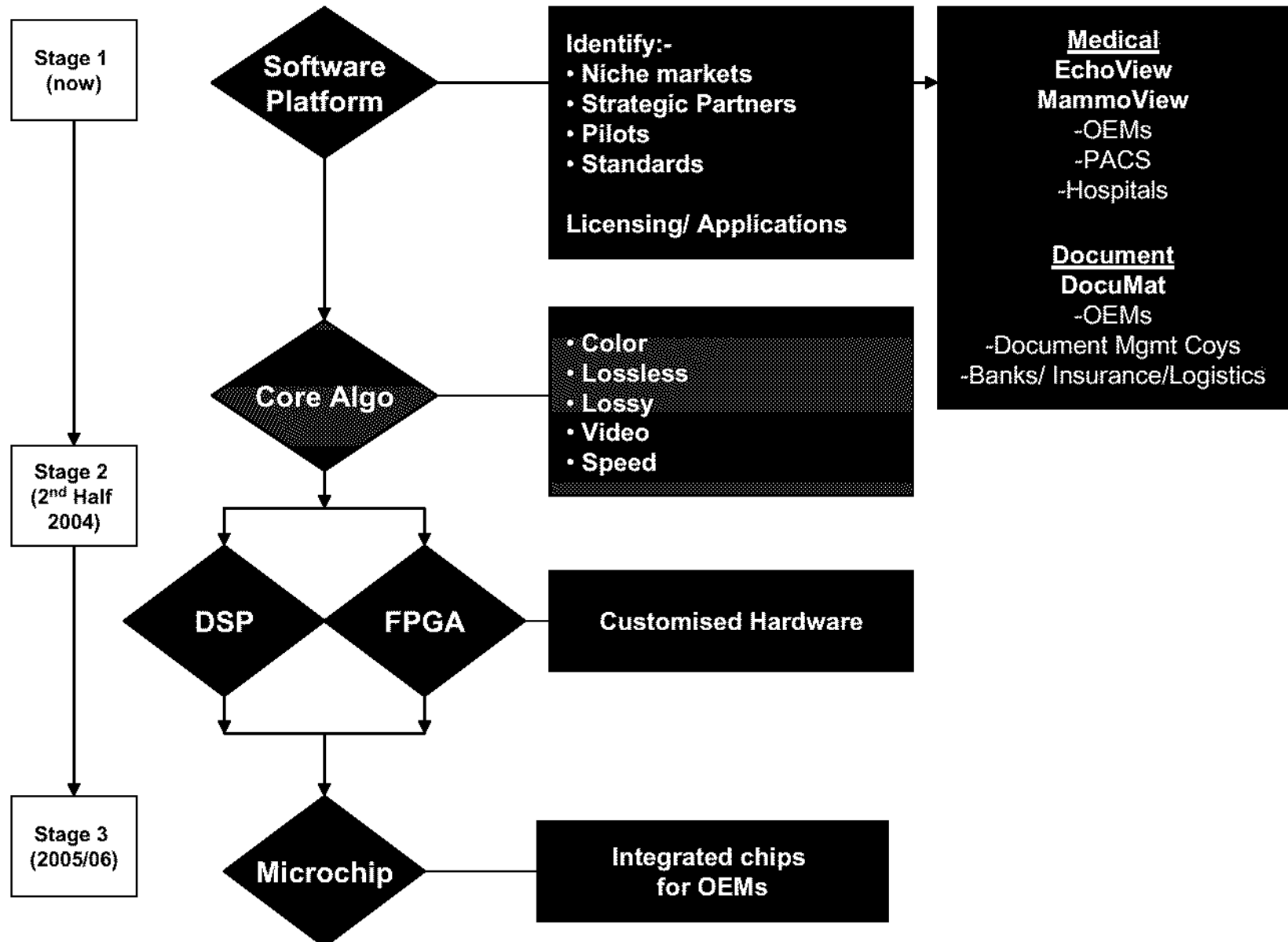
---

# Features of ABO

## (Adaptive Binary Optimisation)



# Technology Roadmap



# Core Algorithm - Scalability

- Currently at 4 bit plane levels (for bilevel, grayscale & color)
  - Artificially created images (e.g. Echocardiograms 3x – 5x better than existing technologies)
  - Captured images (e.g. X-rays 10 – 20% better than existing technologies)
  - Already proven best compression ratios compared with any existing technologies
- Moving to 8 bit planes and 16 bit planes
  - Anticipated exponential increase in compression ratios
- More scalability can be expected (32 bit planes, 64...)

## Document Imaging

- DocuMAT Version 1 Bi-level (black & white) document compression announced previously
- Bi-level Version 2 (ABO-S) announced recently with 30% improvement over Version 1
- Grayscale compression ready for implementation
- Color compression on the way (anticipated completion Q1 2005)

# MediView – Echo and Radio

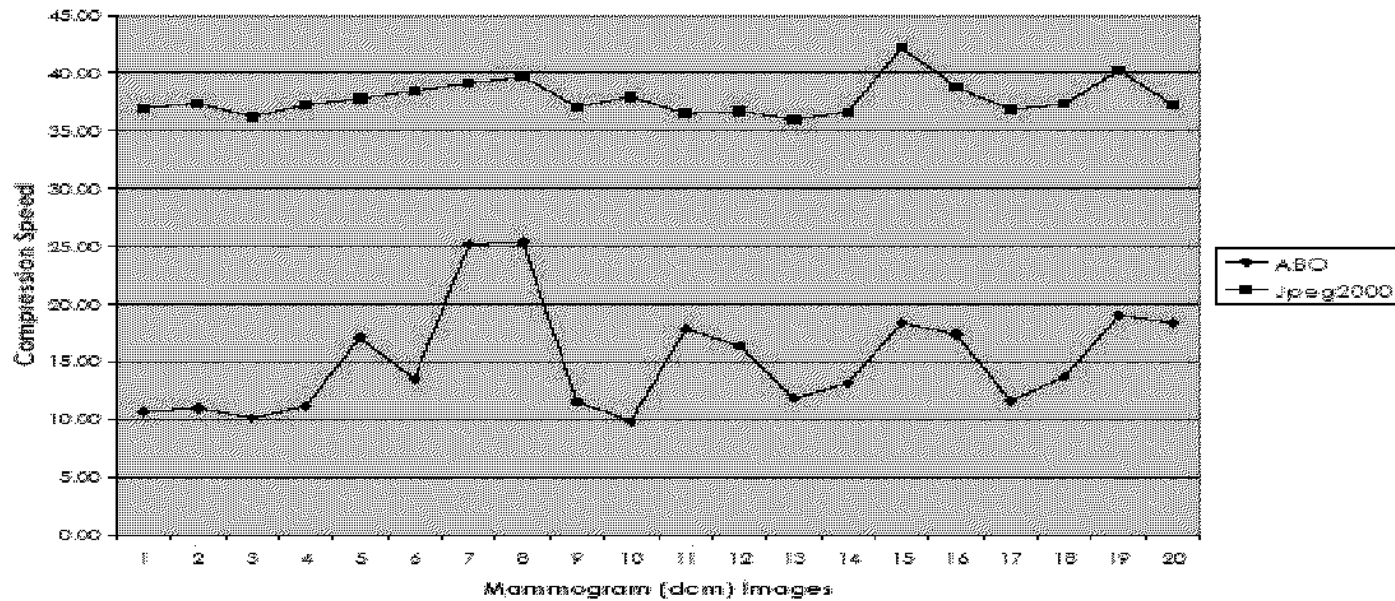
## Medical

- **Echo** (trial at Singapore's KK Women's and Children's Hospital)
  - EchoView Analog (version 1) pilot successfully completed
  - EchoView Digital (version 2) being readied for pilot (with higher compression ratios)
- **Radio (PACS – management of radiology images such as MRI, X-rays, CT)**
  - Pilot being readied for National University Hospital (Singapore)
  - To prove claims of higher compression ratios and faster speed performance compared to JPEG2000
  - Streaming and Progressive Decoding technology being developed

# Speed

## Performance speed enhancement

Compression Time (Config2)  
ABO Vs Jpeg2000



---

# Business Update

---

## DocuMat

- 3 proposed solutions offered to partners

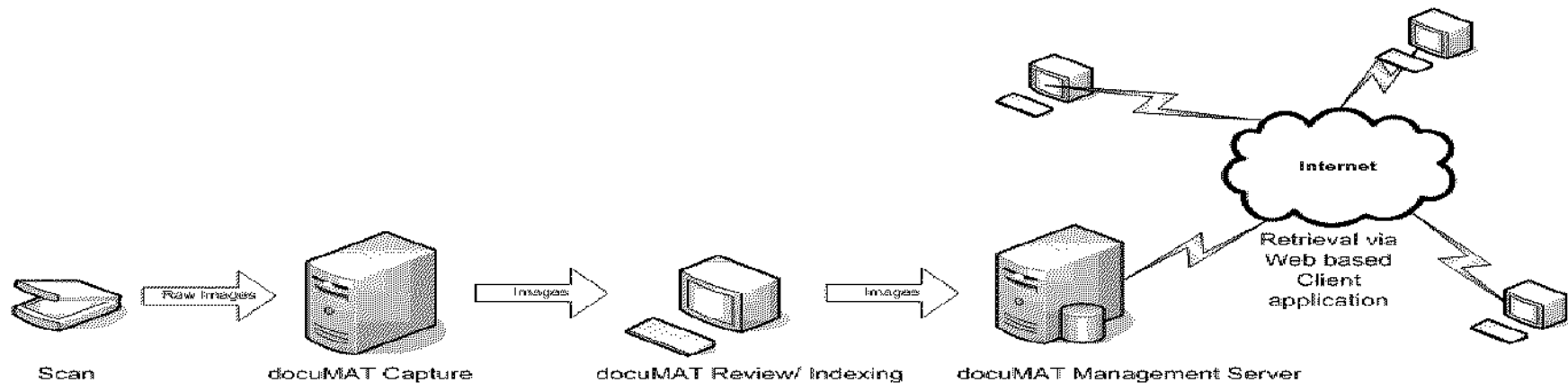
**DocuMAT Enterprise**

**DocuMAT SME**

**DocuMAT SDK**

# DocuMAT Enterprise

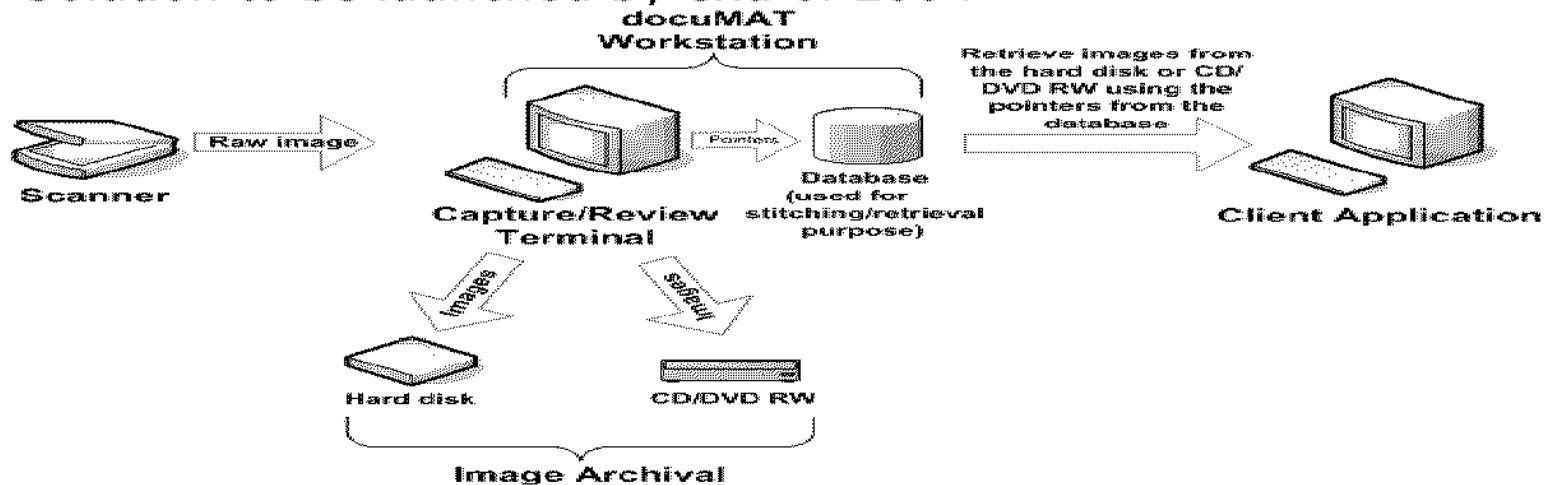
- End to end solution for digitisation of paper documents
- HK implementation started (global bank)
- Expected start of revenue by end of year
- Yearly revenue inflow – approx. A\$50,000 per fund/ implementation
- Project to be extended to other divisions of bank & other banks
- Other implementations to be announced shortly in Malaysia, Australia, Singapore, Taiwan, Japan, China



## System architecture of docuMAT Enterprise

# DocuMAT SME

- Catering to smaller and medium size enterprise (DIY), complementary to DocuMAT Enterprise
- Targeting schools, legal firms, construction firms, accounting firms, government units
- OEM scanners to be integrated with DocuMAT software
- Other modules include database, indexing, encryption, OCR capabilities
- Solution to be launched by end of 2004



## System architecture of docuMAT SMEs

# DocuMAT SDK

- Software development kit (SDKs) for existing solutions
- For partners with ready implementations and installed document workflow solutions
- License according to industrial standards (US\$3K – US\$5K per license + seat/ runtime licenses)
- Negotiating with partners in Singapore, Australia, Malaysia for licensing (E.g. typical deal involves 100 – 6000 seats, depending on installations)

# EchoView Analog & Digital

EchoView Analog – to start delivery for partners’ testing

- Partners to be signed up in India, Malaysia, Australia
- Revenue flow expected to start within next 6 months

EchoView Digital pilot planned

- Working towards a pilot in top cardio hospital in Australia (to be announced) to create new workflow solutions for cardiologists, guided by top cardiologist
- Currently negotiating with partners for integration into ultrasound equipment, and Cardio PACS solutions
- Intended as new standard for echocardiogram compression
- No financial forecast to date (but anticipated start of revenue in Q2 2005)



---

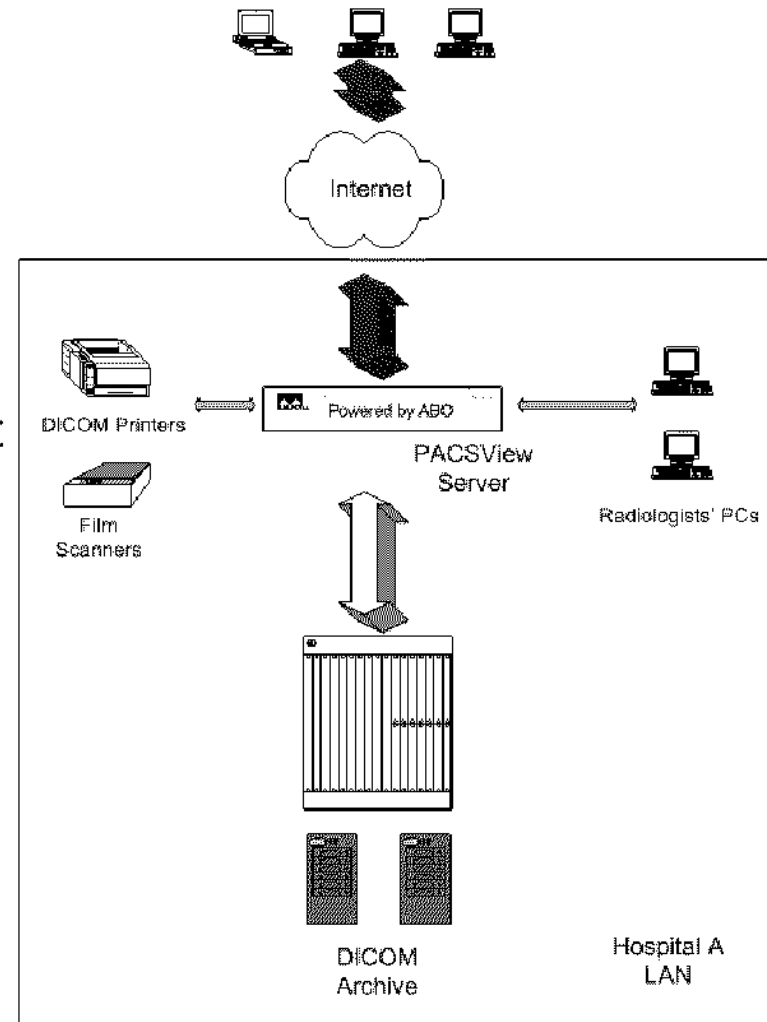
# New Solutions

---

# New Solutions

## **PACSView** (X-rays, CT, MRI etc)

- Designed to resolve problems of hospitals (slow speeds and need for telemedicine)
- Perfect for ABO with scalable compression ratios and faster speeds
- Plug and play solution that will co-exist with existing PACS solutions in saturated medical market
- Competing solutions selling for US\$250K to US\$350K per implementation (but with no compression)
- Prototype out in approximately Q1 2005



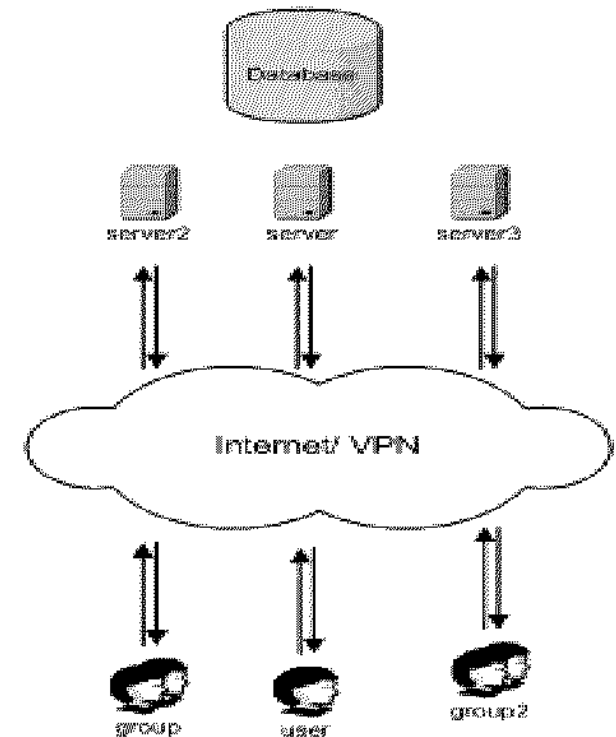
# New Solutions

## PharmaView

- Intended for use by top pharmaceutical companies in the world
- Working towards a proposed joint venture with top pharma research firm in China (to be announced shortly)
- Leasing servers to all pharmaceutical companies for recurring monthly fees
- Future sales targeted at drugs/ research/ biotech companies usage



Pharma Partner Company

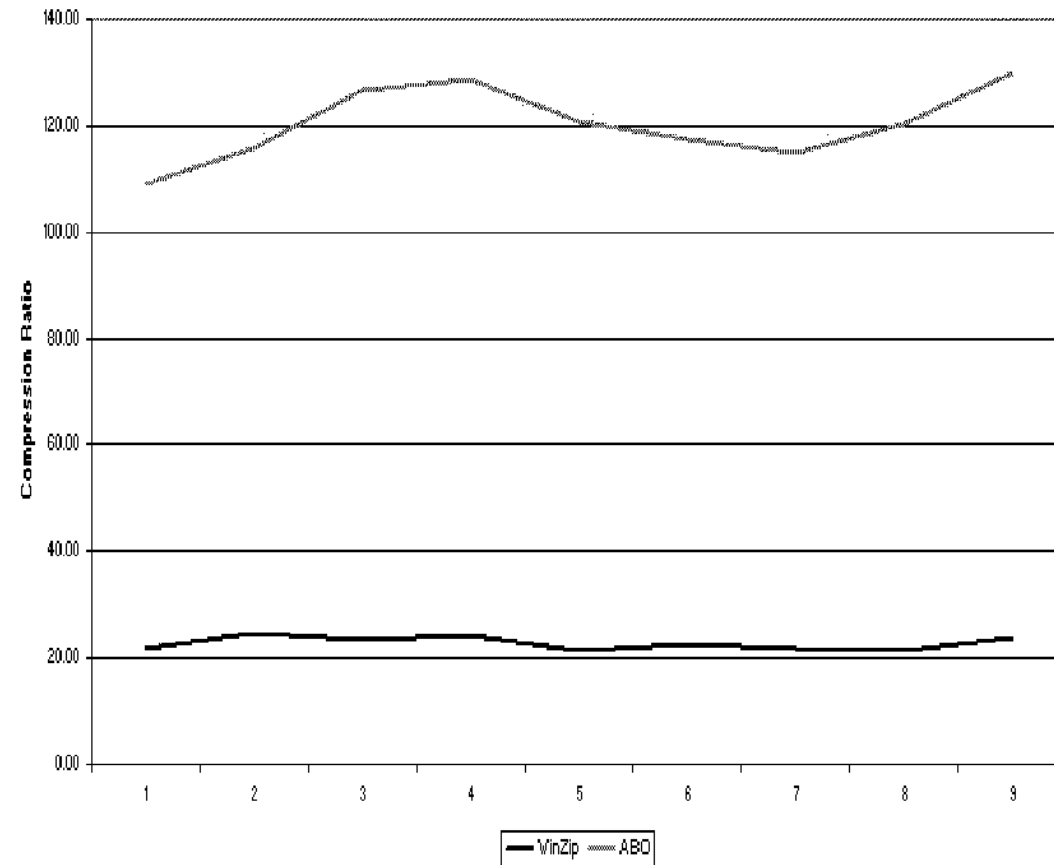


# New Solutions

## **ABO-Z** for binary log data compression

- Working towards a potential project (joint venture with government linked defence organisation)
- Product created to be marketed internationally (similar to zipped files)
- Important proof of concept towards full binary data compression (for satellite data, defence, banks, telecommunications)

Compression Comparison - ABO vs other technologies (Data)



## Summary

- Continue to focus on scalable and recurring income model
- Conservative target cashflow positive within 2 years, much faster than initially intended
- Burn rate targeted at A\$3m a year, currently well under target
- Cash in bank approximately A\$9m
- Continue to focus on new solutions creation while R&D continue to further optimise ABO for color, video, lossless and lossy requirements
- Appointing partners (Original equipment manufacturers (OEMs), Systems Integrators (SIs) who will handle sales and implementations in various countries
- MVU's resources and sales force will remain lean with appointment of partners

# Questions & Answers

## Thank You