



# PainChek

Intelligent Pain Assessment

Philip Daffas CEO & MD  
AGM – 20<sup>th</sup> November 2019

PainChek Ltd  
ASX:PCK

# PainChek® 2019 Highlights

- Accelerating SaaS sales and proven business model in Australia in Residential Aged Care
  - Numerous case studies published & positive clinical outcomes reported
  - Zero churn rate
- \$5M Federal Government grant provides one-year universal access to all residents living with dementia in aged care
- International expansion
  - Singapore direct sale 1<sup>st</sup> overseas agreement
  - UK market entry – projected sales in Q4 C2019
  - NZ sales projected Q4 C2019
- US FDA de-Novo classification for Dementia App
  - Engagement with Human Factors and US population studies groups
  - De Novo clearance projected late 2020/early 2021
- Patent granted in US – awaiting multiple countries including Europe, Japan and Australia
- Kids App clinical study engagement with Melbourne Children's Hospital
- Philips HealthWorks program for hospital market opportunity
- Expansion of team capability and geographic locations

# The problem



Pain assessment is difficult especially for those who cannot communicate such as dementia sufferers or infants/toddlers.

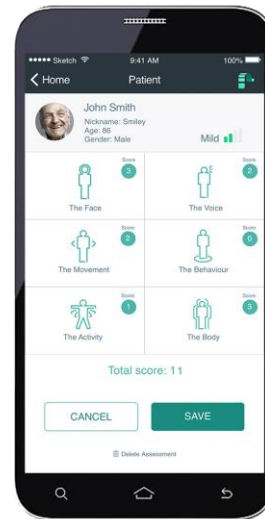
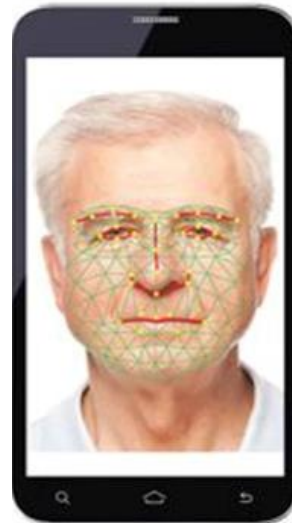
Pain is often under detected. Leading to under treatment and misdiagnosis.

This can lead to adverse impact on quality of care, operational efficiency and compliance



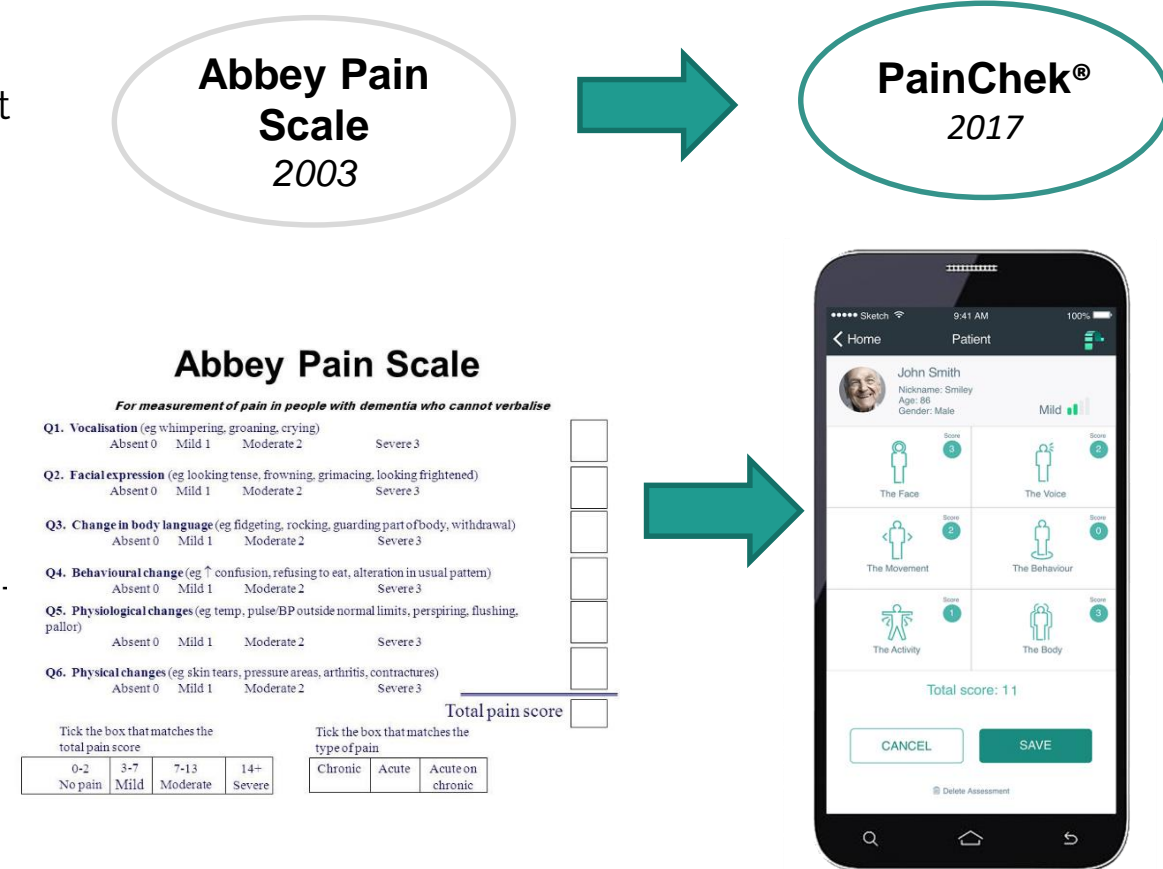
# Our “Why”

Our purpose is to give a **voice to people who cannot verbalise their pain**



# Pain assessment in dementia care is ready for disruption

- Abbey Pain Scale (APS) and similar manual systems are the current standard of care in developed countries for assessment of pain in dementia patients
- Key inputs in the APS rely on significant amount of subjective measures that can vary greatly between practitioners/carers.
- PainChek builds on the benefits of the APS, maintaining clinical practice while improving clinical process and brings it into the digital age by:
  - Using video/AI to automate the facial expression assessment - eliminating subjectivity and improving accuracy
  - Eliminating paperwork – all digital
  - 42 data points with prompts = faster assessments
  - Automatic logging of pain scores over time – monitor pain trends
  - Integrates into medical records
  - Helps Care homes meet accreditation standards and protect income and revenues
- The Inventor of APS, Dr Jennifer Abbey is on the PCK scientific advisory board and is an advocate for our technology





# Australian Federal Government Support of \$5m

- Aus Federal govt. has pledged \$5m for PainChek to implement into Aus residential aged care market
- Government is paying for a 12 month subscription for up to 100k dementia beds
- Govt wants to aid rapid adoption of PainChek and thus increase the quality of care
- Aged care providers under the scheme will roll onto standard commercial SaaS contracts after 12 months
- First revenue from this program expected in Q4 CY19

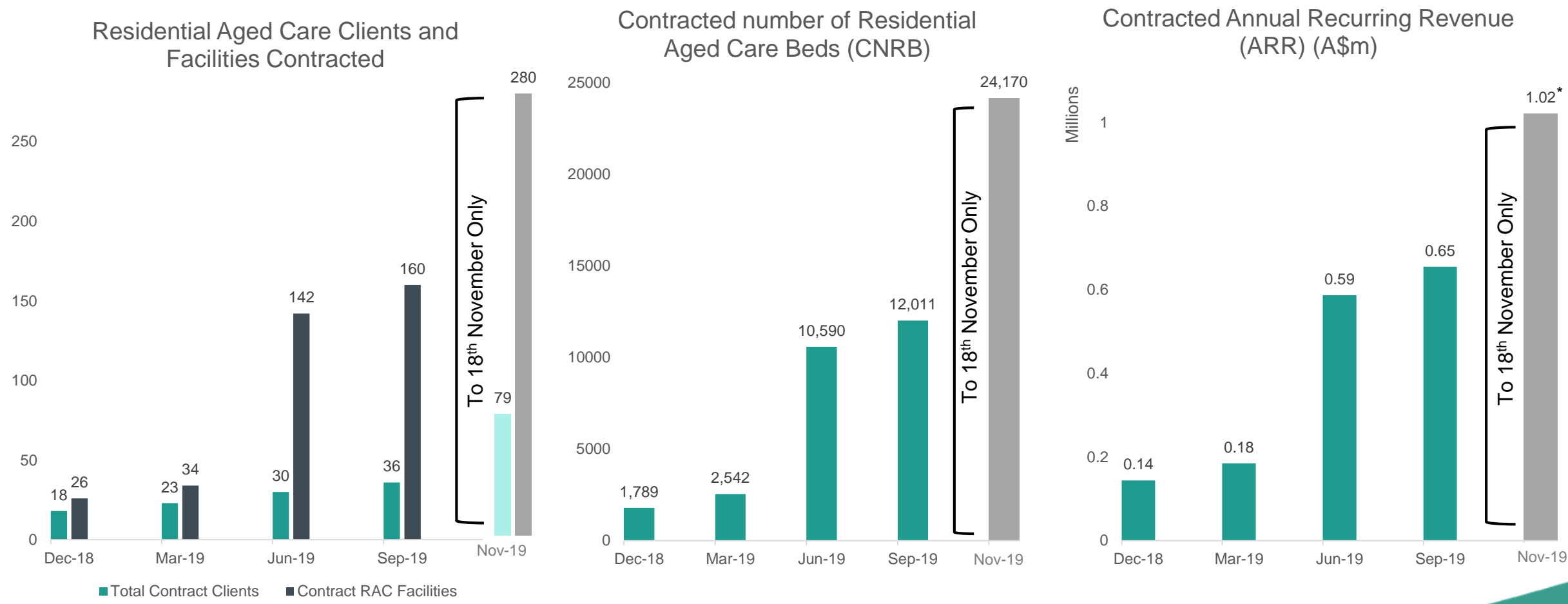


Channel 10 Perth Evening News – 29 April  
Sky News – 30 April  
Audience: 100,000+.



Prof Jeff Hughes  
CSO – PainChek

# PainChek® accelerating growth in clients, bed licenses and clinical assessments



Over 66k assessments have been completed since launch and growing rapidly each month

\*Represents annualised contracted value in the 2nd year of signed contracts of 2 or 3 year terms with the benefit of Fed Govt Grant funding in 1<sup>st</sup> year, assuming contracts are fully implemented and not terminated.

# Diversified customer and partners

## Example Aged Care Customers



st andrews village



SwanCare



Bethshan



Kaloma



## Advocates & Supporters





# Integration partners

- We are integrated with most of the major aged care management systems used by more than 160,000 aged care beds in Australia and 50,000 beds in the UK
- Direct integration means data flows automatically into existing systems reducing duplication of data entry, enhancing patient care plans accuracy and positively impacting medication management
- Integration with existing systems is crucial for rapid adoption of our Enterprise offering
- Integration partners are also incentivized to aid adoption of PainChek via small trailing commission/revenue



# Update on Projected Product Launch Dates

- Initial Market entry with Enterprise versions to validate utility with Health Care Professionals (HCP) sector and build value
- Direct to Carer (DTC) market expansion when HCP support in place and DTC training materials

Product Type	Aus Launch	EU Launch	US Launch
Enterprise Dementia	Late 2017	Oct 2019	Early 2021
Direct to Carer Dementia	Late 2020	Late 2020	Early 2021
Enterprise Pre-Verbal Children	Late 2020	Early 2021	Mid 2021
Direct to Carer Pre-Verbal Children	Early 2021	Mid 2021	Late 2021



**Philip Daffas**  
CEO & Managing Director, MBA, BSc

Philip is a highly accomplished global business leader and people manager. Philip has held senior global leadership positions with Cochlear and Roche in Europe, US and Australia.



**Prof. Jeff Hughes**  
Chief Scientific Officer PhD, MPS

Jeff is a professor in the School of Pharmacy, Curtin University in Western Australia.. Jeff is one of the team who developed the PainChek® concept.



**Mustafa Atee**  
Research Scientist MPS, PhD (candidate)

Mustafa is a clinical, community and academic pharmacist. The PainChek® concept was born out of his PhD research.



**Scott Robertson**  
Chief Technology Officer, MBA, B.Eng.  
(Comp. Systems)

Scott has over 25 years' experience designing, deploying and managing enterprise software systems. adapting to changing client needs.,



**David Allsopp**  
Head of Business Development ANZ

David has extensive account management, relationship management. He is renowned for establishing trusting, transparent and long-standing relationships in the healthcare space.



**Pete Shergill**  
Business Development Director, UK

Pete is a UK Healthcare business leader and pharmacist with over 15 years of experience across Health and Social Care. Previous senior commercial roles with Lloyds Pharmacy UK and I-Care UK - a major residential aged care software provider



**John Murray**

**Non- Exec Chair**

25 years in tech and Venture Capital. Founder of Technology Venture Partners, ex Chair of Residential Aged Care provider. Multiple non-exec board roles.

LLB, Member of Institute of Chartered Accountants of Scotland, MAICD.



**Philip Daffas**

**CEO & Managing Director**

Philip is a highly accomplished global business leader and people manager.

Senior medical device and diagnostics healthcare executive roles have included, Global Marketing Director for Roche Diagnostics based in Germany, Cochlear European Sales and Marketing Director based in UK and Cochlear VP Global Marketing based in Sydney.

MBA, BSc, GAICD.



**Ross Harricks**

**Non-Exec Director**

Senior global medical device executive with Nucleus group.

30 years experience in the international medical device industry - working in Europe, USA, and now Australia, in sales/marketing, CEO, President, Board member roles.

BE (Mech) MBA INSEAD



**Adam Davey**

**Non-Exec Director**

Corporate finance executive with extensive capital markets experience

Accredited securities dealer in Australian and international shares and managed funds, fixed interest and margin lending and holds the Professional Diploma of Stockbroking.





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