



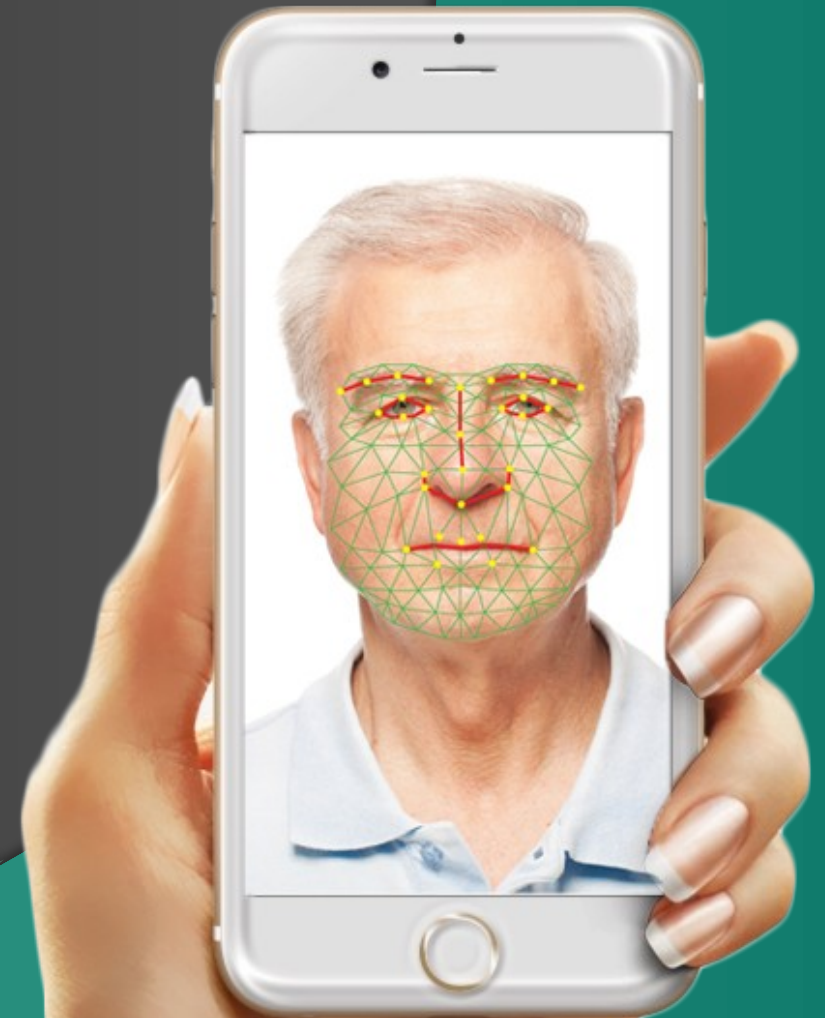
PainChek[®]

Intelligent Pain Assessment

**AGM Company Presentation
November 2022**

Philip Daffas - CEO & Managing Director

PAINCHEK LTD | ASX:PCK



THE PROBLEM

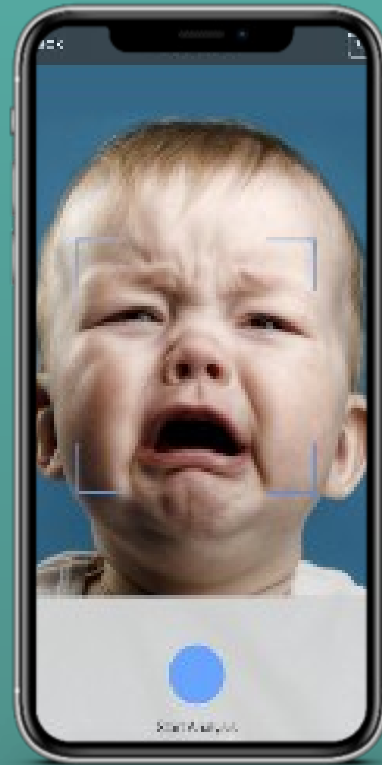


Pain assessment is difficult especially for **people living with dementia** and **pre-verbal children**

Pain is often **under-detected** and **under-treated**



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



THE BREADTH OF THE PAINCHEK GLOBAL MARKET OPPORTUNITY

400M
pre-verbal children



25-42%
of hospital beds



57M
people living with
dementia
**>150M expected by
2050**



1. Ecology Communications Group. www.ecology.com/birth-death-rates
2. World Alzheimer Report 2016
3. Germossa et al. BMC Nursing (2019) 18:40
4. Tsai, I. P., Jeong, S. Y. S., & Hunter, S. (2018). Pain assessment and management for older patients with dementia in hospitals: an integrative literature review. *Pain Management Nursing*, 19(1), 54-71.
5. Lancet Public Health - January 2022

THE PAINCHEK® UNIVERSAL APP: QUICK AND EASY OPERATION

A medical device in your pocket:

Automated facial pain analysis:

- 3 second video of patient face
- recognises 9 micro-facial expressions indicative of pain

Digital questionnaire checklist:

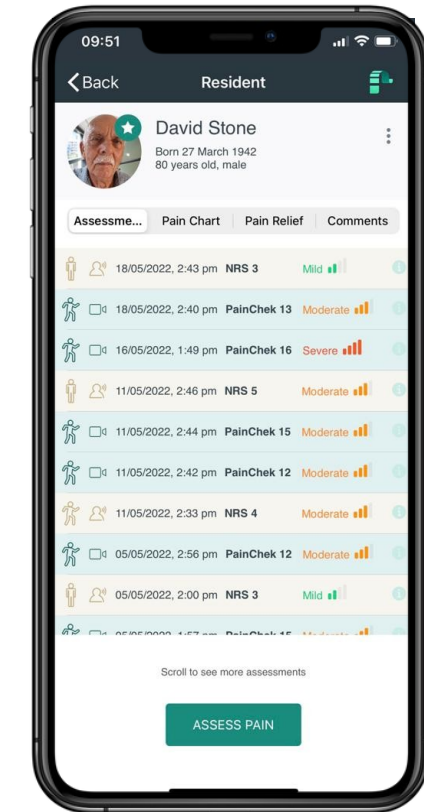
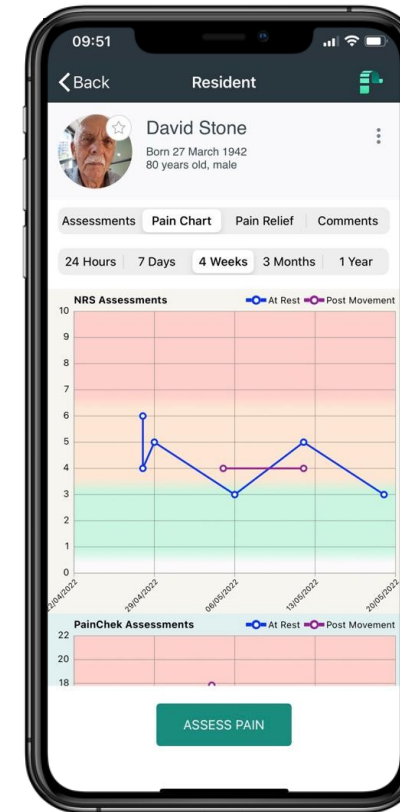
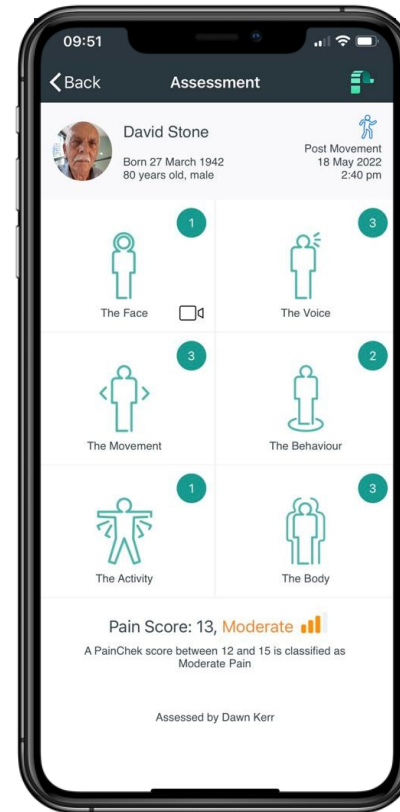
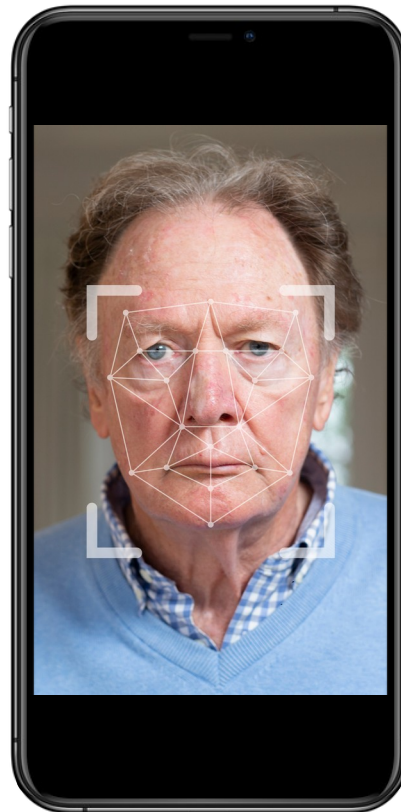
- guides the carer in other pain assessment factors e.g. movement, vocalization etc.
- questions with Yes/No decisions

Automated pain assessment score:

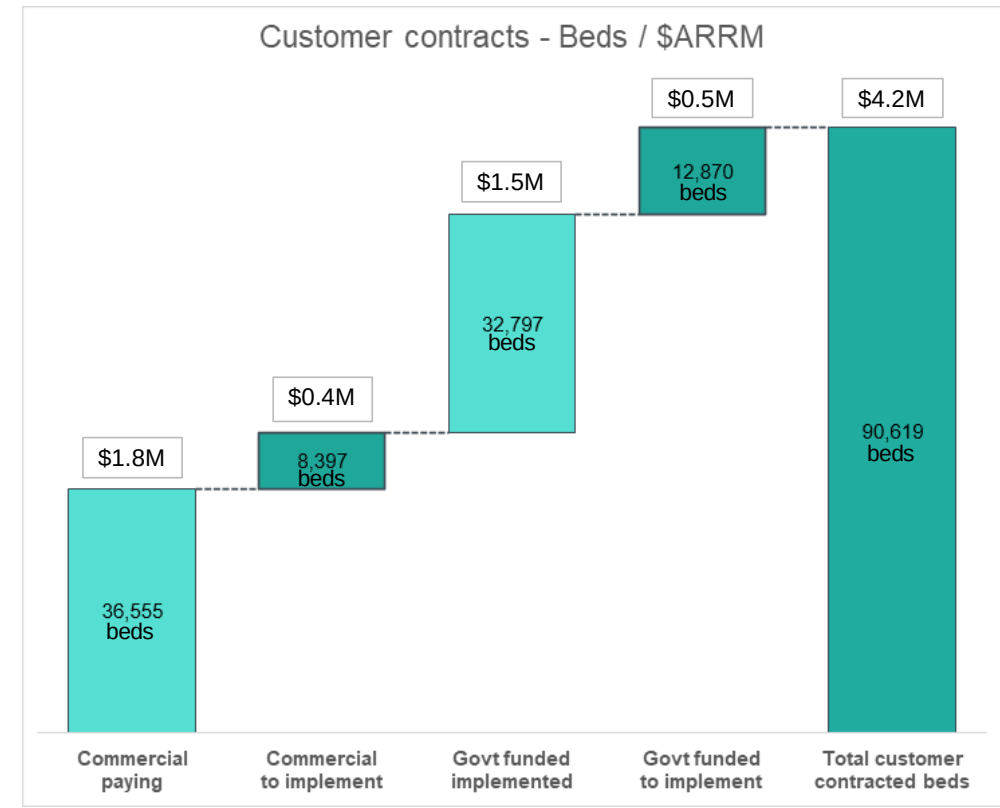
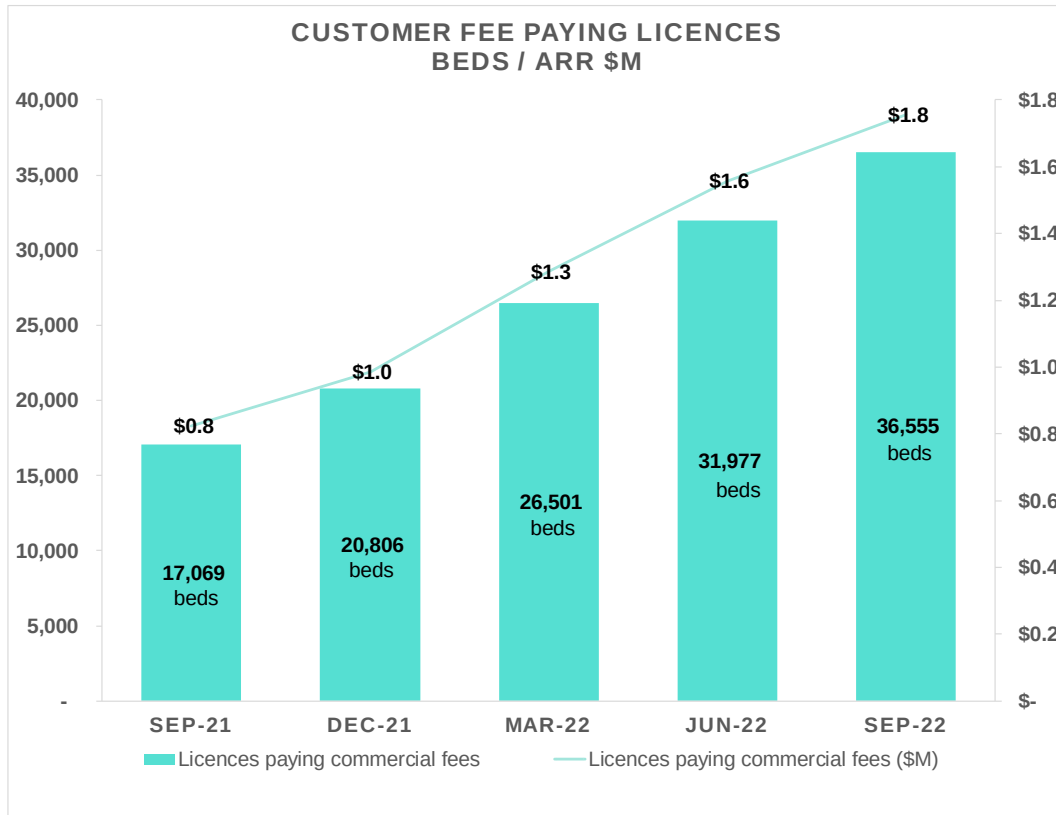
- 42 test points
- generates overall pain score

Documented electronically via cloud backend:

- pain trend line and monitoring of treatment
- capability to integrate into resident medical records



EXISTING AGED CARE CUSTOMER CONTRACTS



1.7M+ pain assessments conducted - 10,000+ Carers trained - strong sales pipeline

INTEGRATION PARTNERS - From one integration partner in 2018 to 16 in Australia, 7 in UK/EU, 6 in NZ and 2 in North America

PainChek works with aged care management and medication management systems covering more than 180,000 aged care beds in Australia, 25,000 beds in New Zealand, 200,000 beds in the UK and 1,000,000 beds in North America

Beyond aged care, PainChek partners cover a wide variety of industries, including Community/Home Care, Disability Support, Pharmacy, Hospitals, and more.

AUSTRALIA



UNITED KINGDOM/EUROPEAN UNION



NEW ZEALAND



NORTH AMERICA



PAINCHEK ADULT CORE MARKET OPPORTUNITY

AGED CARE DEMENTIA MARKET VALUE

	Aus	UK	US	ROW est	TOTAL
No. Aged Care Beds	0.22m	0.54m	1.7m	4.5m	6.96m
Annual Market Value @ A\$4 per bed per month	A\$11m	A\$26m	A\$81m	A\$216m	A\$334m

CONSUMER HOME CARE DEMENTIA MARKET VALUE

	Aus	EU	US	ROW est	TOTAL
No. of People living With Dementia at home	0.3m	5.6m	5.1m	32.4m	43.5m
Annual Market Value @ \$7 monthly subscription	A\$25m	A\$475m	A\$432m	A\$2,720m	A\$3,655m

¹ World Alzheimer Report 2016

² Alzheimer's Australia key facts & statistics 2017

^{3,4} Australian health care statistics

ratios

⁶ Estimated based on Australian population ratios

⁷ Management Estimates

47 Million living with dementia globally - estimated to increase to 75 Million by 2025 and 150M by 2050



PAINCHEK GLOBAL MARKET STRATEGY



PainChek Adult



PainChek Infant



Healthcare Professionals



Home Carers

BUSINESS MODEL

B2B Enterprise: licence

- Hospitals
- Care Homes
- Home care
- Primary Care

TARGET MARKETS/USERS

- Dementia &/geriatric wards
- ER/Post surgical care
- Residential & home care providers

BUSINESS MODEL

B2C Direct to Carer Subscription licence

- Pharmacy services
- Retail stores
- Direct from supplier
- Apple/Google Play Store

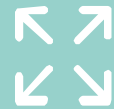
TARGET MARKETS/USERS

- Mums & Dads
- Personal Home Carers
- Visiting healthcare professionals

UK - RAPID ENTRY INTO THE 440,000 BED RESIDENTIAL AGED CARE MARKET



UK market traction growing - 8,500 contracted beds with 4,500 live beds and strong pipeline



Government funded pilots in Scotland & Wales - potential for national roll outs across circa 100,000 beds



New sales with Care UK and Cedar Care in England & Grace Healthcare in Ireland with larger roll out opportunities



5 Integrations scheduled with Medication Management (eMAR) partners



7 Care Planning partner integrations covering 285,000 UK beds - 1st reseller agreement with Care Vision



Building relations with UK pharmacy providers for Adult app and Infant app distribution

“

The greatest achievement to date is a marked decrease in antipsychotic use in those living with dementia.

Cheryl Baird, Director of Quality and Care at Orchard Care Homes”

“

We have a resident who struggles to communicate when they are in pain. We undertook a PainChek assessment which confirmed to us the resident was indeed in discomfort.

Using the PainChek assessment data alongside Nourish information, we were able to evidence this to our GP, to support ongoing conversations. We were able to quickly prescribe pain relief and the resident felt much better”

Louise Rowley - Owner of Heathfield Residential home

PAINCHEK HELPING TO IMPROVE PAIN MANAGEMENT OUTCOMES IN U.K. AGED CARE HOMES



**Implementation of
PainChek
across 24 homes & 1,365**

Pain management improvements

- **100%** increase in frequency of pain assessments
- **50%** increase in number of residents on regular pain relief as a result of newly identified pain
- **50%** reduction in distressed behaviours thought to be associated with pain

Medication & QoL improvements

- **33% reduction** of antipsychotic drug use (46% stopped use)
- **29% reduction** in use of Benzodiazepines & PRN (46% stopped use)
- **92% reduction** in quantity of Safeguarding reported incidents

MARKET PARTNERSHIP AGREEMENT FOR USA & CANADA AGED CARE

PointClickCare®

USA - 15,000 nursing homes with 1,700,000 beds

Canada - 2,000 care homes with 200,000 beds



PointClickCare is the leading care management software system provider to nursing homes **in USA & Canada - 1,000,000+ beds**



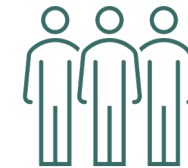
PainChek to be integrated into PointClickCare platform providing seamless transition with nursing home's systems



Pilots in Canada Q4 CY22, USA to commence upon receipt of FDA clearance



PointClickCare to market PainChek & its integration capability to its client network



PainChek dedicating resources to taking advantage of this significant North America opportunity

PAINCHEK'S GLOBAL AGED CARE MARKET STRATEGY

North America

- Marketplace Partnership finalized with PointClickCare for North America - providing access to 1,000,000+ aged care beds

US / FDA *

- Adult FDA de Novo in progress targeted Q4 2023
- US Patent secured

UK

- Direct PainChek UK presence
- More than 8,500 beds contracted
- 5+ integration partners providing access to ~275,000 beds

Europe (EU)

- Targeting RAC beds and Home care dementia patients in EU
- Exploring International partnerships with large corporates

Japan

- Patent secured
- Initial contacts made with pilot sites
- Regulatory clearance planned

Singapore

- Existing RAC presence

ANZ

- More than 90,000 RAC beds contracted
- 15+ integration partners
- Advanced opportunities in home care

 Countries with regulatory clearance for PainChek covers 10+ countries and 1,000,000 RAC beds and millions of home based clients

* Regulatory submission & clearance in process

CONSEQUENCES OF POORLY MANAGED PAIN FOR HOSPITALISED DEMENTIA PATIENTS

Longer hospital stay

18
days

Increased delirium risk

3.26
times

High use of Antipsychotics

54%

1. Gerossa et al. BMC Nursing (2019) 18:40 <https://doi.org/10.1186/s12912-019-0362-y>
2. Tsai, I. P., Jeong, S. Y. S., & Hunter, S. (2018). Pain assessment and management for older patients with dementia in hospitals: an integrative literature review. *Pain Management Nursing*, 19(1), 54-71.
3. Herr, K. (2011). Pain assessment strategies in older patients. *Journal of Pain*, 12(3 Suppl 1), S3-s13.
4. Feast AR et al. (2018) Pain and delirium in people with dementia in the acute general hospital setting. *Age and Ageing* 47, 841-846.

PARTNERSHIP WITH INTERSYSTEMS PROVIDES PAINCHEK THE PLATFORM FOR GLOBAL HOSPITAL MARKET ENTRY

- **InterSystems** – global EMR provider managing more than **1 billion health records**
- PainChek mobile App to be **integrated** with InterSystems **IRIS interoperability** platform and **TrakCare EMR**
- Integration addresses **hospital workflow** and **medication management requirements**
- Agreement covers PainChek **Infants and Adult** technologies
- Partnership to can be extended into the **home care & other markets**



PainChek Takes Mobile Pain Assessment App to Hospitals and Other New Markets in Partnership with InterSystems

InterSystems IRIS for Health scales up PainChek's capacity to integrate with electronic medical record systems, including InterSystems TrakCare, and future FHIR-based home care systems

Sydney, Australia – November 7, 2022 – [InterSystems](#), a provider of next-generation solutions for enterprise digital transformation to help customers solve the most critical data challenges, today announced a global partnership agreement with Australian-based [PainChek®](#), developer of the world's first smartphone-based pain assessment and monitoring application.

INTERSYSTEMS TRAKCARE EMR AROUND THE WORLD



500+ TrakCare sites around the globe



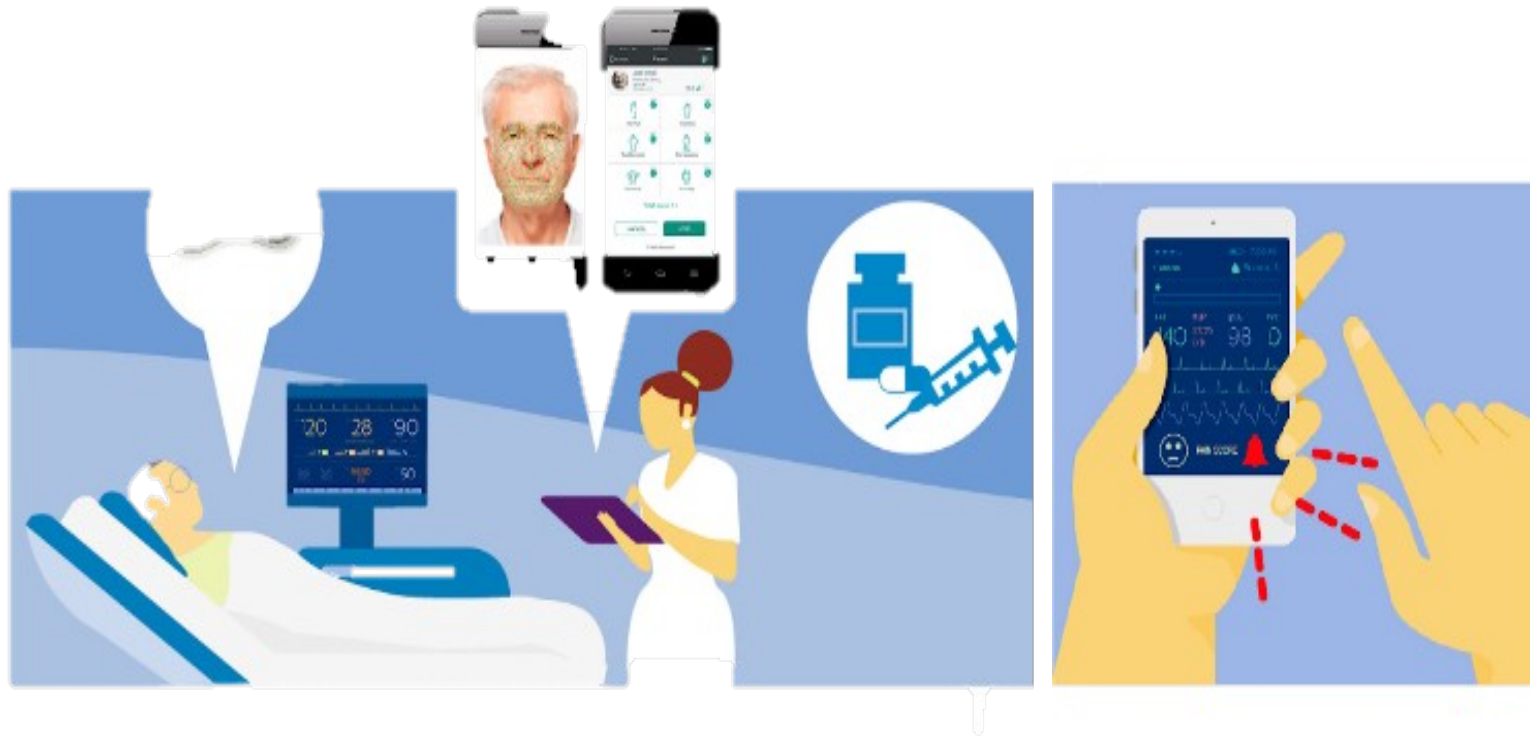
Deployed in 27 countries



Serving a patient population of 100 million+



PAINCHEK IN HOSPITAL - DELIVERING THE FIFTH VITAL SIGN



PainChek Integration with Vital Signs monitors and EMR hospital system facilitating Predictive Analytics:

- Early warning alert for nurses of a deteriorating patient
- Better post surgical pain management can help reduce the risk of a delirium
- Accurate and rapid pain assessment can reduce the days stay and optimize therapeutic treatments

- Gernossa et al. BMC Nursing (2019) 18:40
- Tsai, I. P., Jeong, S. Y. S., & Hunter, S. (2018). Pain assessment & management for older patients with dementia in hospitals: an integrative literature review. *Pain Management Nursing*, 19(1), 54-71.
- Herr, K. (2011). Pain assessment strategies in older patients. *Journal of Pain*, 12(3 Suppl 1), S3-s13.
- Feast AR et al. (2018) Pain & delirium in people with dementia in the acute general hospital setting. *Age & Ageing* 47, 841-8466-8

INFANT APP REGULATORY CLEARED FOR SALE IN MULTIPLE MARKETS*

World first facial recognition technology to assess **pre-verbal infant post-procedural pain** through a 3 second AI based

UK, CE & TGA clearance for Infant version achieved Q2 CY21

US market entry as a Clinical Decision Support tool submitted in Q2 2022

PCK infant clinical study published in *Lancet Digital Health* November 2021



1. Post vaccination

- Approx. 140 million children born globally each year with five existing immunizations in first year of life.

1 <http://www.ecology.com/birth-death-rates>



2. Post operative

- Pain associated with surgical procedures e.g. post tonsillectomy & ENT procedures

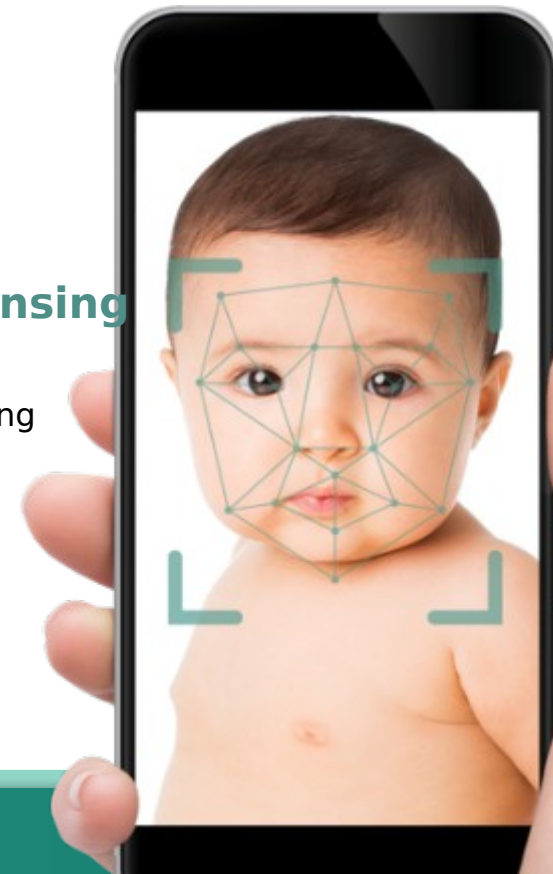
2 ABS 2016



3. Partnerships & licensing

- Collaborate with global therapeutic companies providing infant pain medication for health care professionals, families and clinical research*

3 Management Estimates



PRE-VERBAL CHILDREN'S PAIN ASSESSMENT IS A LARGE GLOBAL MARKET OPPORTUNITY

CONSUMER PRE-VERBAL CHILDREN MARKET VALUE

Indicative App Price	A\$10/month
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Net Revenue	
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	A\$7/month
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after app store commissions	
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No. 0-3 year olds Worldwide	400m
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No. Infants 0-1 year worldwide	140m
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MARKET VALUE EXAMPLES

0.1% Global	
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	400k subscribers = A\$33.6m Annualised Revenue
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Market Value	
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1% Global	
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	4m subscribers = A\$336m Annualised Revenue
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Market Value	
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CORPORATE SUMMARY

Financial information

Share price (22 November 2022)	A\$0.03
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Shares on issue	1,296.4m
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Market capitalisation	A\$38.89 m
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Cash (30 September 2022)	A\$6.9m
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Unlisted options/performance rights	40.6m
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Debt	Nil
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Top shareholders %

Peters Investments Proprietary Ltd	9.14%
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Board & key staff	4.2%
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THE TEAM



Philip Daffas
CEO & Managing
Director, MBA, BSc

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



Andrew Hoggan
Head of Operations

Andy is a Psychologist, management consultant, business leader & executive coach. Andrew has worked in both Australia & the UK across aged care & home care services.



Iain McAdam
CFO

Iain has over 20 years finance & transformational change experience within listed high growth multinational software & services companies, including iSoft & eServGlobal.



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

Scott has over 25 years' experience designing, deploying & 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 & long-standing relationships in the healthcare space.



Tandeep Gill
Senior Business
Development Manager, UK

Tandeep is a registered pharmacist in both the hospital & community setting, with ten years experience in senior health & social care positions. He has spent three years leading the advancement of technology solutions in the UK.

THE BOARD



John Murray
Non-Exec Chair

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



Philip Daffas
CEO & Managing Director

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



Ross Harricks
Non-Exec Director

Senior global medical device executive with Nucleus & experienced healthcare NED.



Adam Davey
Non-Exec Director

Corporate finance executive with extensive capital markets experience.



Cynthia Payne
Non-Exec Director

30 years executive leadership experience as well as significant board and operational experience in residential and home aged care services in Australia.

PAINCHEK COMPANY HIGHLIGHTS



PROVEN & DOMINANT MARKET POSITION IN AU



RAPIDLY GROWING ARR WITH STRONG RETENTION RATE



INTERNATIONAL EXPANSION UNDERWAY VIA ESTABLISHED INTEGRATION PARTNERS



PATENT PROTECTED OFFERING IMPROVING OUTCOMES FOR PATIENTS



UNTAPPED POTENTIAL IN INFANTS/CHILDREN'S MARKET



MULTIPLE LARGE GLOBAL MARKET OPPORTUNITIES



PainChek

Intelligent Pain Assessment

CONTACT

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philip.daffas@painchek.com