

INVESTOR WEBINAR PRESENTATION

TUESDAY, 31 JANUARY 2023

Further to the webinar announcement on 25th January, PainChek® Ltd (ASX: PCK) (“PainChek®” or “the Company”), developer of the world’s first smart phone-based pain assessment and monitoring application, is pleased to provide the attached slides ahead of the presentation to be given by Managing Director and CEO Philip Daffas, who will discuss recent business updates including details in the Quarterly Activity Report.

This release has been authorised for release by PainChek CEO Philip Daffas.

For more information:

Lisa Dadswell
Company Secretary, PainChek
lisa.dadswell@boardroomlimited.com.au
02 8016 2819

Philip Daffas
CEO, PainChek
philip.daffas@painchek.com
0406 537 235

About PainChek®

PainChek® Ltd is an Australian based company that develops pain assessment technologies.

Pain often goes unrecognised and under-treated in people with communication difficulties. PainChek Universal is a clinically validated smartphone-based medical device that enables best practice pain assessment for all people, everywhere.

PainChek Universal is a complete point-of-care solution that combines the existing PainChek® App with the Numerical Rating Scale (NRS). This enables best-practice pain management for all residents living with pain in any environment — from those who cannot verbalise pain to those who can, and those who fluctuate between the two.

The PainChek® App uses artificial intelligence and facial recognition to detect pain in those who cannot self-report. This gives a voice to those who cannot verbalise pain, whilst also driving objectivity and consistency in all assessments. For those who can self-report, PainChek Universal also includes access to the Numerical Rating Scale, a well-established standard used to document pain levels amongst these individuals. PainChek Universal also supports pain assessment using both tools at the point of care, for those people whose ability to communicate fluctuates.

PainChek® is being rolled out globally in two phases: first, PainChek® for adults who are unable to effectively verbalise their pain such as people with dementia, and second, PainChek® for infants who have not yet learnt to speak. Both the adult and infants products have received regulatory clearance in numerous markets including Australia, Europe, UK, NZ, Singapore and Canada.

The PainChek® Shared Care Program is a PainChek® licensing model which enables a professional carer to share their resident or patient data securely with other healthcare professionals or designated homebased family carers for ongoing pain assessments or clinical data review.

To find out more, visit www.painchek.com



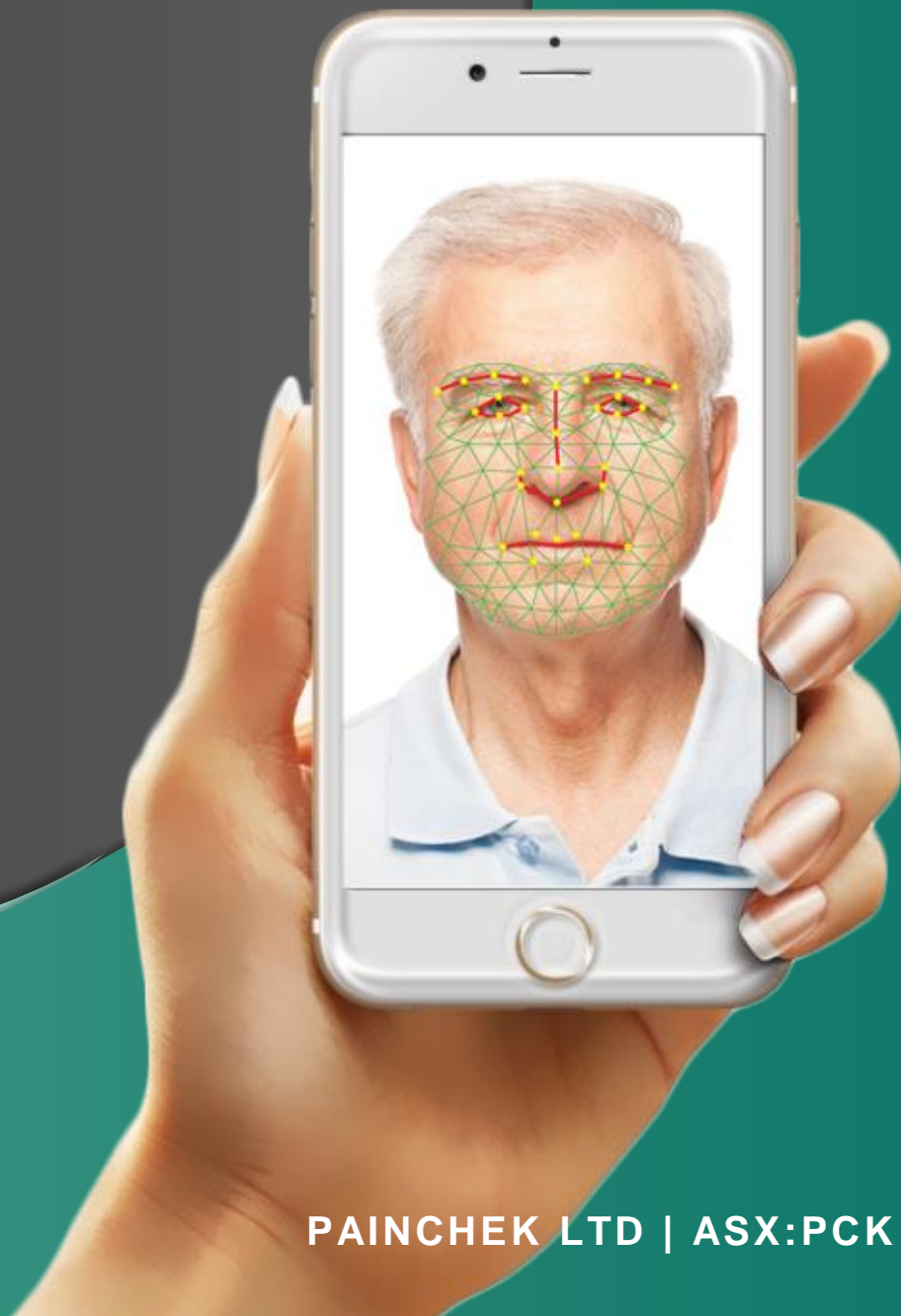
PainChek[®]

Intelligent Pain Assessment

Company Presentation January 2023

Philip Daffas - CEO & Managing Director

PAINCHEK LTD | ASX:PCK



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 occupied
by people with dementia



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

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

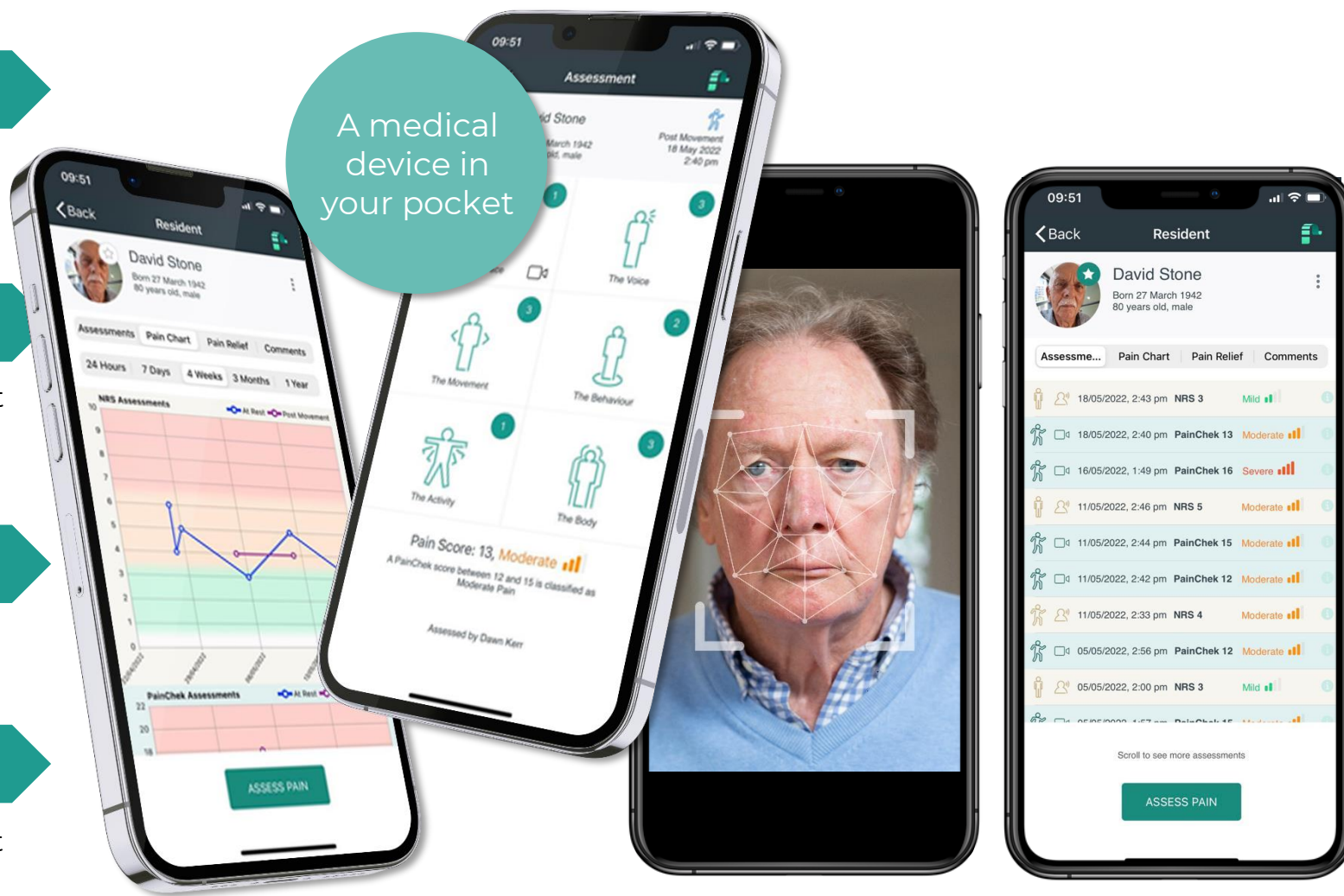
Automated pain assessment score:

- 42 test points
- generates overall pain score

Documented via cloud backend:

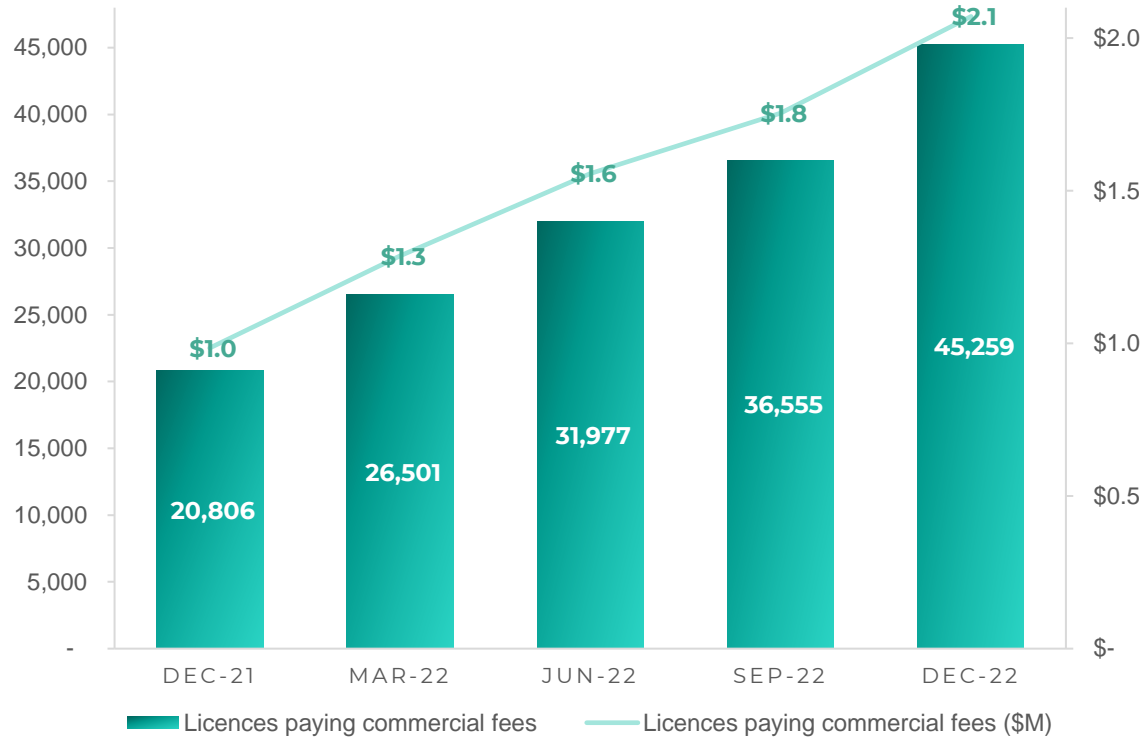
- pain trend line and monitoring of treatment
- capability to integrate into resident medical records

A medical device in your pocket



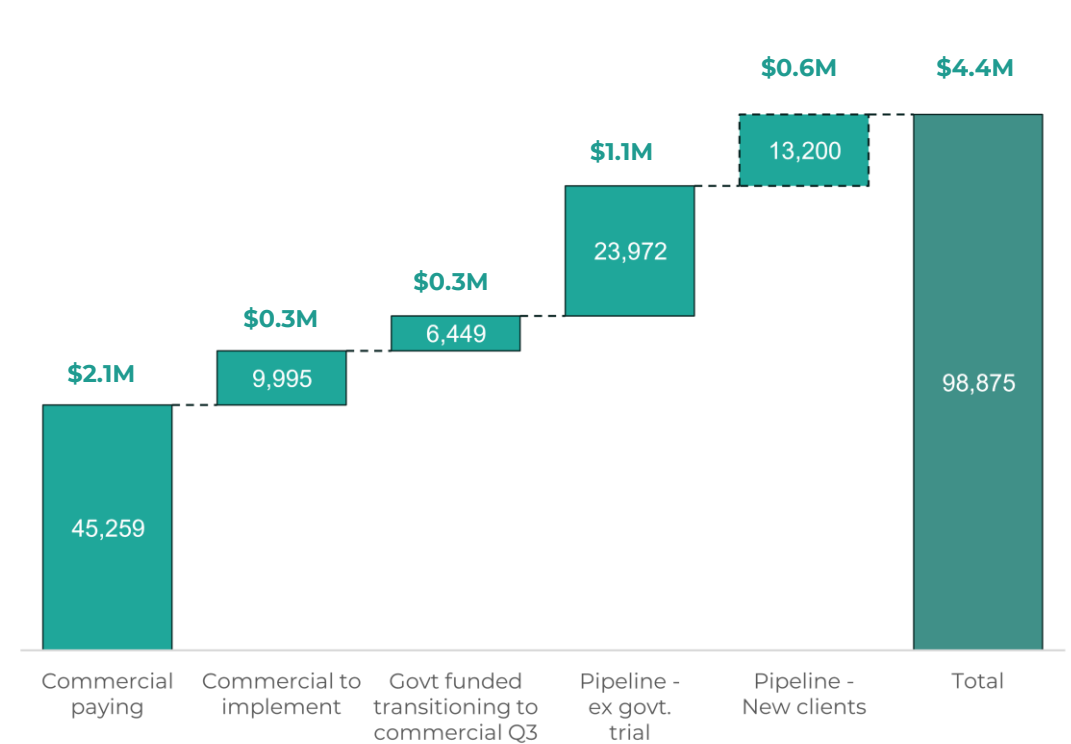
EXISTING AGED CARE CUSTOMER CONTRACTS

**CUSTOMER FEE PAYING LICENCES
LICENCES / ARR \$M**



Cash receipts December 2022 quarter \$549,000

**CUSTOMER CONTRACTS –
LICENCES**



2.0M+ pain assessments conducted - 11,000+ Carers trained - strong sales pipeline

PAINCHEK'S EXISTING EMR & MEDICATION MANAGEMENT AND INTEGRATION PARTNERS

PainChek integrates and 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, 195,000 beds in the UK & Ireland, and 1,000,000 beds in North America

Integration with Medication Management partners support the drive to better care delivery and eliminating duplication of effort and optimising medication management

AUSTRALIA



UNITED KINGDOM/EUROPEAN UNION



NEW ZEALAND



NORTH AMERICA





INDEPENDENT IMPACT EVALUATION - KPMG

AUSTRALIAN FEDERAL GOVERNMENT FUNDED PAINCHEK® NATIONAL ROLL-OUT



Between December 2019 and June 2022 PainChek® was rolled-out across the Australian Residential Aged Care industry in a program funded by the Australian Federal Government and Department of Health.



This roll-out was independently evaluated by KPMG, who identified a range of positive impacts for the aged care sector.



This presentation includes extracts from the evaluation summary. The full evaluation is available [via the PainChek website.](#)

AT THE TIME OF THE EVALUATION

51%

of residential Aged Care Providers across Australia participated in the rollout

58%

of RACFs participated

62%

of people with dementia living in residential aged care were involved³

4,460

aged care staff undertook educated provided by PainChek® clinical consultants

1,403,290

PainChek® assessments were undertaken

³ Based on estimates from: AHIV, 2022. Dementia in Australia, Residential Aged Care 2019-20.

AUSTRALIAN FEDERAL GOVERNMENT FUNDED PAINCHEK® NATIONAL ROLL-OUT

KMPG's evaluation identified a wide array of both quantitative and qualitative positive outcomes following adoption of PainChek® by the studied cohort.

85% of survey respondents reported benefits of using PainChek®, including:



Improved ability to identify pain



Increased knowledge of pain and how pain manifests in people with dementia and cognitive impairment.



Greater workforce confidence in identifying pain and recognising non-verbal cues



Improvements in resident health outcomes

FACILITIES PARTICIPATING IN THE ROLLOUT SAW PAIN SCORES DECREASE OVER TIME, SUGGESTING PAINCHEK® HAD A POSITIVE IMPACT ON PAIN MANAGEMENT AND REDUCED PAIN BURDEN.

85%

of respondents said sharing results prompted a change in treatment pathways, including medication prescription



of respondents said sharing results prompted a change in treatment pathways, including medication prescription



Further as surrogate indicator of clinical utility. PainChek® results correlated with non-opioid analgesic use.

AUSTRALIAN FEDERAL GOVERNMENT FUNDED PAINCHEK® NATIONAL ROLL-OUT

A number of case studies were carried out by the KPMG team, highlighting cases where the rollout had demonstrated benefits for individuals receiving care. The below summaries capture 3 such examples.

PainChek® identified pain in resident with challenging behaviour

Resident had a long history of challenging behaviour which was thought to be dementia-related. Resident was identified as having pain through PainChek® assessments. Analgesia was provided which reduced resident's stress and agitation and improved overall quality of life.

1

PainChek® was used to reduce inappropriate psychotropic medication

Resident was displaying agitated and aggressive behaviour and was a risk to other residents, with staff unable to care for him. PainChek® assessment identified severe pain and results shared with GP. GP deprescribed psychotropic medication and instead prescribed opioid analgesia which significantly reduced resident's agitation and improved overall quality of life.

2

PainChek® has identified pain in residents that may not otherwise have been identified.

Staff report and improvement in pain management processes as PainChek® has been embedded into their care practices. For example, a resident with a UTI had been observed to have a change in behaviour. As a result, a PainChek® assessment was undertaken and able to identify pain in the resident. Staff recognise that in the past this change in behaviour may not have been recognised as an indicator of pain.

3

PAINCHEK GLOBAL MARKET STRATEGY



**PainChek
Adult**



**PainChek
Infant**



**Healthcare
Professionals**

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



Home Carers

BUSINESS MODEL

B2C Direct to Carer Subscription licence

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

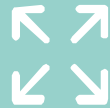
TARGET MARKETS/USERS

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

UK –INCREASING PENETRATION INTO THE 440,000 BED RESIDENTIAL AGED CARE MARKET



UK market traction growing –10,000 contracted beds with 6,500 live beds and strong pipeline



Government funded pilots in Scotland & Wales continue to expand with potential for circa 100,000 beds



New RAC clients include Avante Care and National Care Consortium



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 national pharmacy provider for Adult app re-seller agreement

“

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® CASE STUDY ORCHARD CARE HOMES

EMPOWERING PAIN MANAGEMENT WITH AI AT ORCHARD CARE HOMES

Since implementing PainChek®, Orchard Care Homes has achieved:

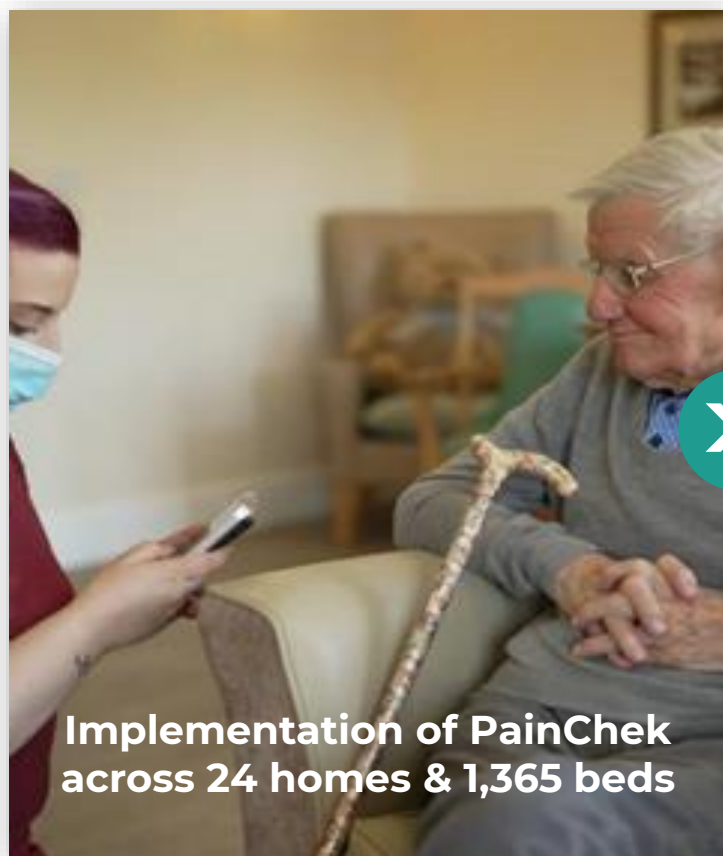
- **100%** increase in frequency of pain assessments
- **50%** increase in number of residents on regular pain relief as a result of newly identified pain
- **50%** reduction in distressed behaviours thought to be associated with pain
- *Decrease in use and dosage of psychotropic medications as a result of effectively managed pain*

Number of beds: 1365

Number of homes: 24



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



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®

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

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

Canada – 2,000 care homes with 200,000 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

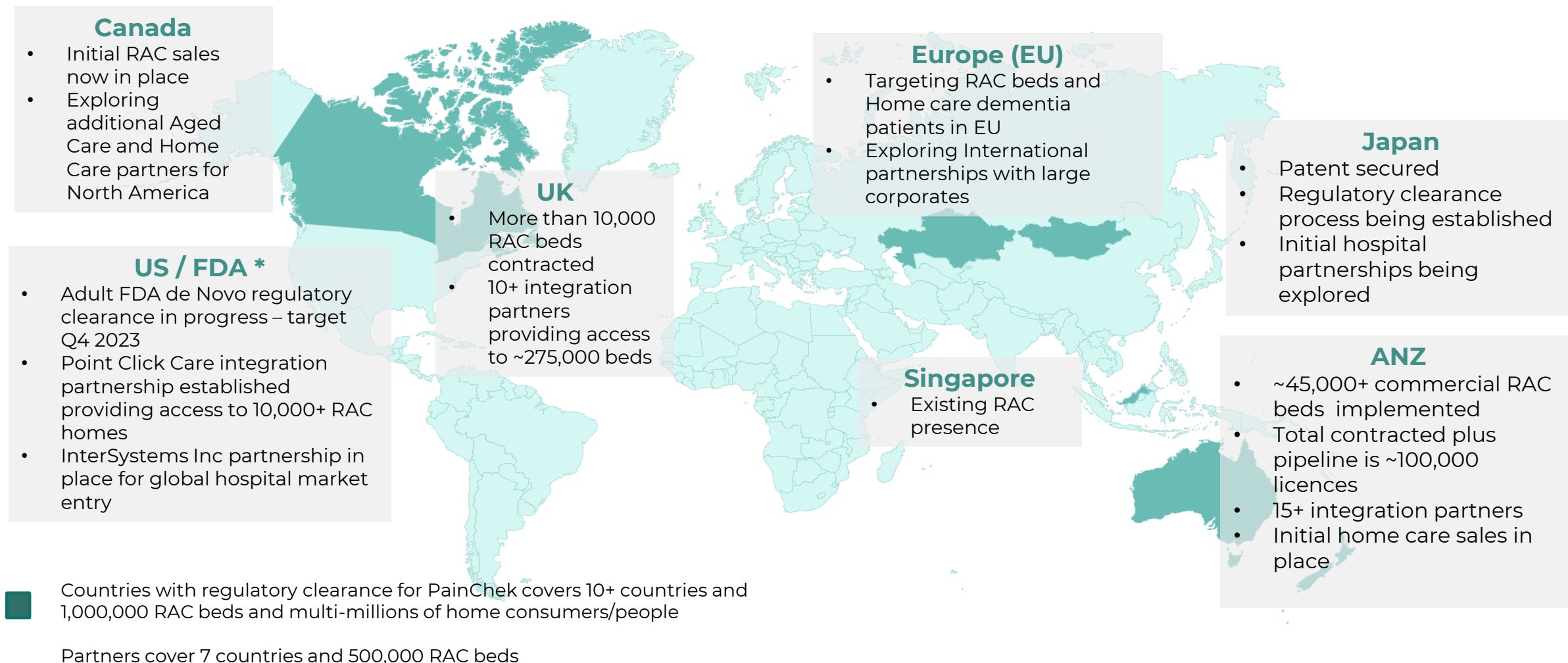


PointClickCare to market PainChek & its integration capability to its client network



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

PAINCHEK'S GLOBAL USERS AND MARKET ACCESS



CONSEQUENCES OF POORLY MANAGED PAIN FOR HOSPITALISED DEMENTIA PATIENTS

Longer
hospital stay

18
days

Increased
delirium risk

3.26
times

High use of
Antipsychotics

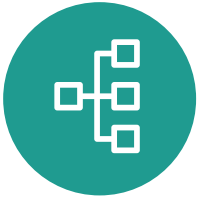
54%

1. Germossa 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.

CONSEQUENCES OF POORLY MANAGED PAIN FOR HOSPITALISED DEMENTIA PATIENTS



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+



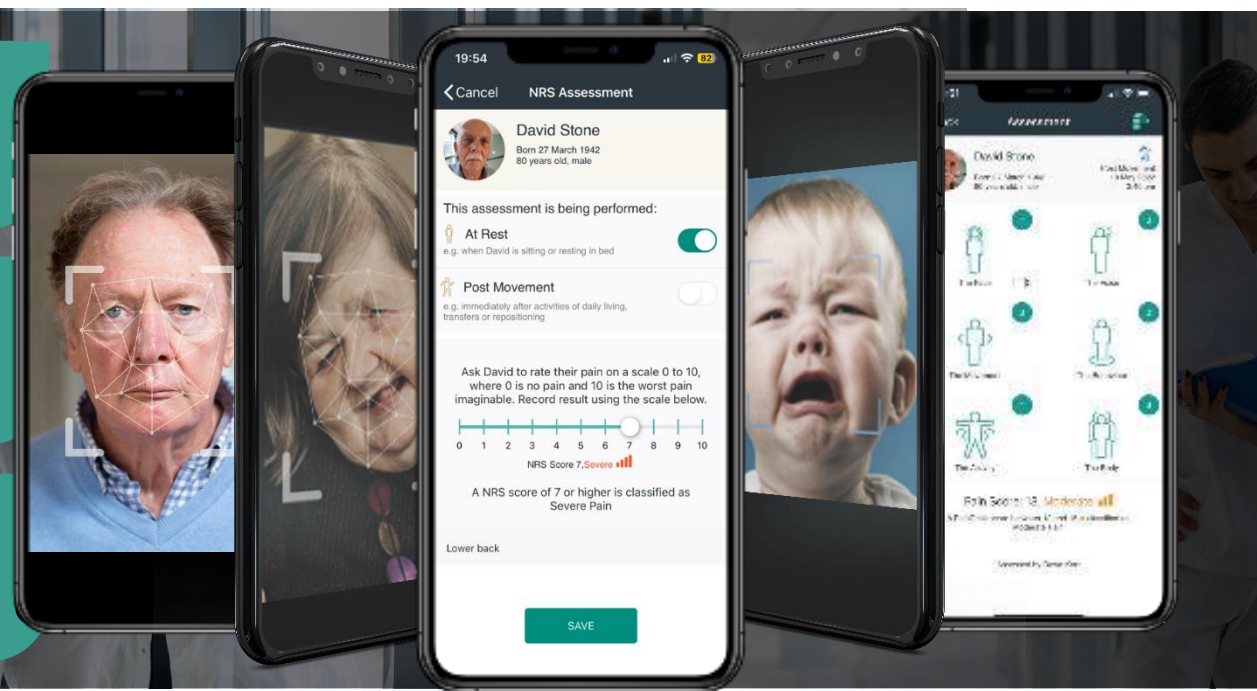
PAINCHEK IN HOSPITAL – THE FIFTH VITAL SIGN

PainChek and InterSystems have developed a hospital version of PainChek incorporating clinical workflows and full integration within the TrakCare EMR - providing nurses and doctors with the following capability:

Early warning alerts for physicians and nurses of a deteriorating patient, or patient requiring treatment plan review

Better post surgical, and general pain management can help reduce the risk of a delirium

Accurate and rapid pain assessment can reduce the days stay and optimize therapeutic treatments



Existing InterSystems UK hospital clients have been identified for the pilot testing in Q1 C2023

CORPORATE SUMMARY

Financial information

Share price (27 January 2023)	A\$0.029
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Shares on issue	1,296.4m
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Market capitalisation	A\$37.6m
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Cash (31 December 2022)	A\$4.8m
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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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PAINCHEK COMPANY HIGHLIGHTS



**PROVEN & DOMINANT MARKET
POSITION IN AU**



**RAPIDLY GROWING ARR WITH
STRONG RETENTION RATE**



**INTERNATIONAL EXPANSION
UNDERWAY WITH ESTABLISHED
INTEGRATION PARTNERS**



**PATENT PROTECTED OFFERING
IMPROVING OUTCOMES FOR
PATIENTS**



**UNTAPPED POTENTIAL IN
INFANTS/CHILDREN'S MARKET**



**MULTIPLE LARGE GLOBAL MARKET
OPPORTUNITIES**

**The universal pain
assessment solution for all
residents in all situations**



PainChek

Intelligent Pain Assessment

CONTACT

Philip Daffas, CEO & MD

philip.daffas@painchek.com

**PAINCHEK LTD
ASX:PCK**