

INVESTOR PRESENTATION WEBINAR TUESDAY 2ND MAY 2023

Further to the webinar announcement on 28th April 2023, 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 Philip Daffas
Company Secretary, PainChek CEO, PainChek

<u>lisa.dadswell@boardroomlimited.com.au</u> <u>philip.daffas@painchek.com</u>

02 8016 2819 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 COMPANY HIGHLIGHTS





First to market with evidence based technology using AI and smart automation



Multiple large global market opportunities in hospitals and home care



Regulatory clearance in multiple markets, supported by peer reviewed clinical publications



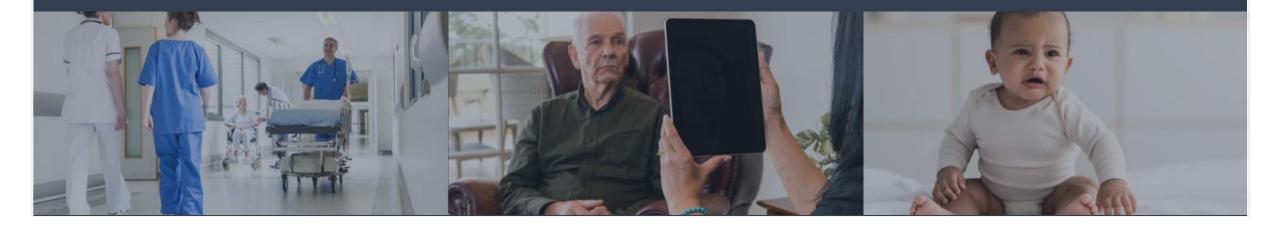
Proven & dominant market position in ANZ with rapidly growing international sales and ARR with strong retention rate



Patent protected in USA, Japan, China and EU pending



Untapped potential in infants/children's market



THE BREADTH OF THE PAINCHEK GLOBAL MARKET OPPORTUNITY



400M

pre-verbal children¹



25-42%

of hospital beds occupied by people with dementia^{4,5}



57M

people living with dementia

>150M expected by 2050^{2,3}



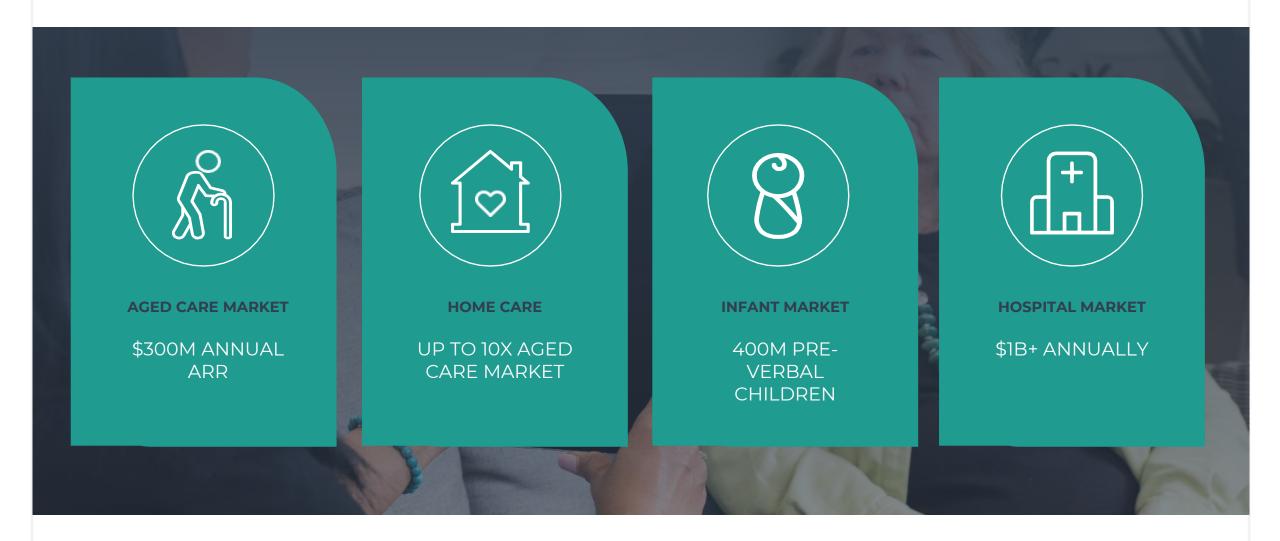


- L. Ecology Communications Group. www.ecology.com/birth-death-rates
- 2. World Alzheimer Report 2016
- 3. Germossa et al. BMC Nursing (2019) 18:40

- 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
- . Lancet Public Health January 2022

PAINCHEK WELL POSITIONED TO EXPLOIT LARGE GLOBAL MARKET OPPORTUNITES





PAIN MANAGEMENT CHALLENGES

- Difficulties in assessing Pain
 - Complex
 - Dynamic
 - Multidimensional
 - Subjective
- Education & Training
- Reporting & Documentation
- Continuous Monitoring

Up to

80%

of people in aged care experience chronic pain¹

More than

70%

of people in aged care have dementia²

Over

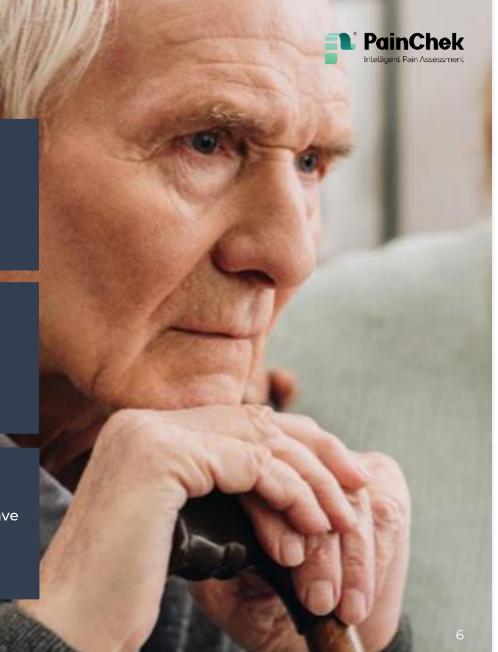
50%

of people living with dementia have undetected and untreated pain³

1 Aged Care Awareness

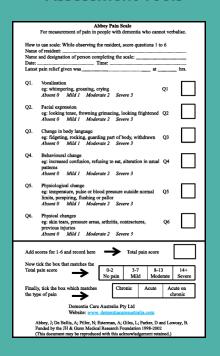
2 CPEC London School Of Economics Nov 19

3 Carter, D (2015) Dementia and Homecare: Driving Quality and Innovation by the UK Homecare Association

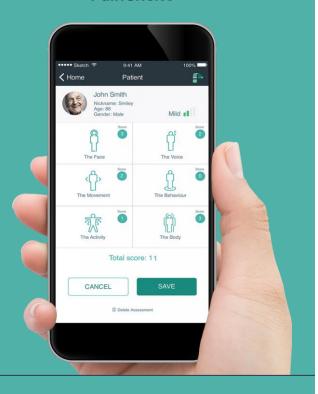


THE EVOLUTION OF PAIN ASSESSMENT

Legacy Pain Assessment Tools



PainChek®



Abbey Pain Scale & similar manual systems were the standard of care in developed countries for assessment of pain in people who cannot verbalise. It significantly relies on subjective measures that can vary greatly between practitioners/carers.



"The PainChek app, which I see as a welcome evolutionary development of my past work, was introduced to improve pain management practices by ensuring an evidence-based assessment of pain could be made at the point of care, and digitally linked to other systems.

This would make **information quickly available to prescribing physicians**, for example, as well as guiding nursing staff in dispensing PRN medication.

Dr Jennifer Abbey, Creator of the Abbey Pain Scale

¹ Dr. Jennifer Abbey AM (of the Abbey Pain Scale) is on the PainChek advisory board & supports the transition from APS to PainChek

THE PAINCHEK® UNIVERSAL APP: QUICK AND EASY OPERATION



Al based micro-facial pain expression analysis:

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

Guided Digital questionnaire checklist:

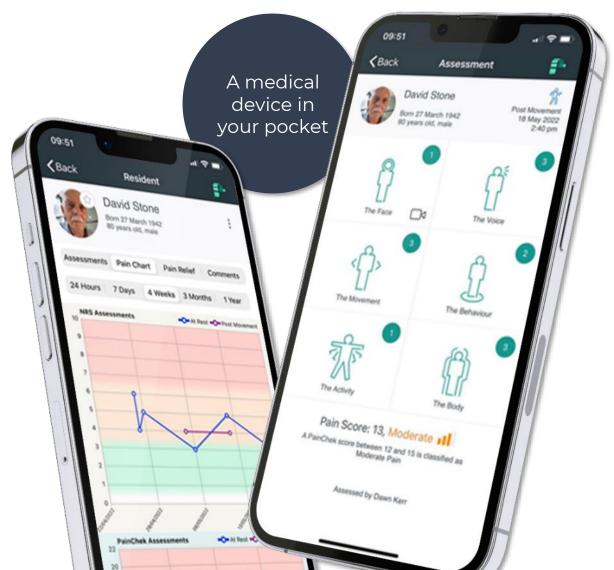
- guides the carer in other pain assessment factors e.g. movement, vocalization etc.
- questions with Yes/No decisions

Automated pain assessment score:

- 42 test points
- · generates overall pain severity score
- · no pain, mild, moderate or severe

Documented via cloud backend:

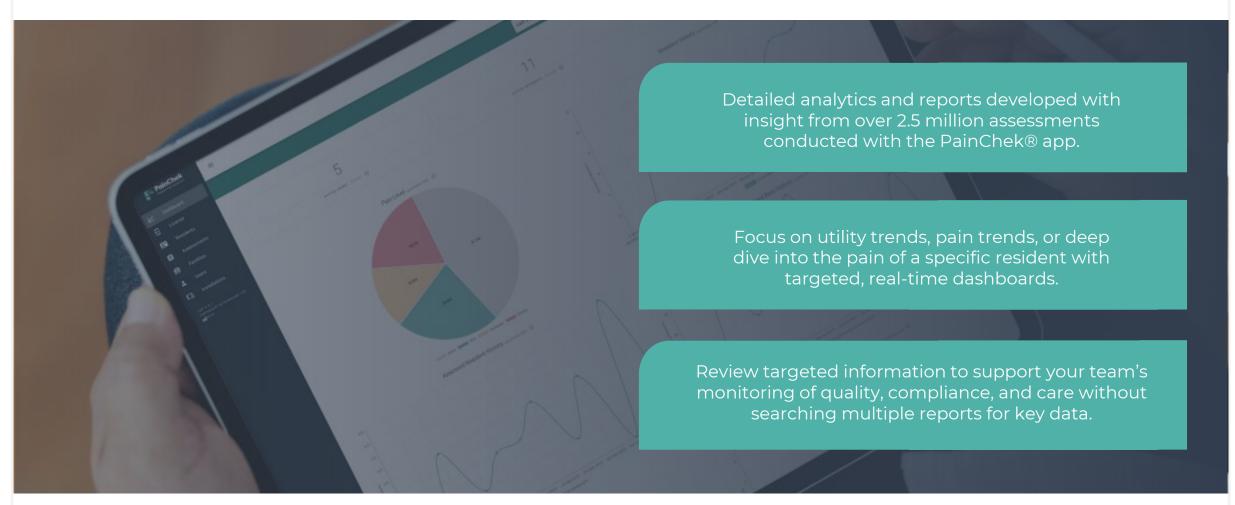
- pain trend line and monitoring of treatment
- · capability to integrate into resident medical records
- data analytics capability for audit and accreditation



PAINCHEK ANALYTICS



PainChek® Analytics supports your team to draw actionable insights from your PainChek® pain assessment data which helps you realise reduced clinical risk, and ensure pain is identified early, so you can focus on providing care.



PAINCHEK GLOBAL MARKET STRATEGY







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



PainChek Infant



BUSINESS MODEL

B2C Direct to Carer Subscription licence

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

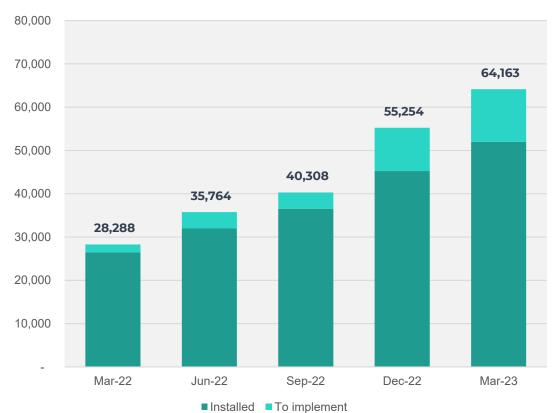
TARGET MARKETS/USERS

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

STRONG RESIDENTIAL AGED CARE (RAC) COMMERCIAL BEDS GROWTH IN ANZ & UK CONFIRM REPEATABILITY & SCALABILITY







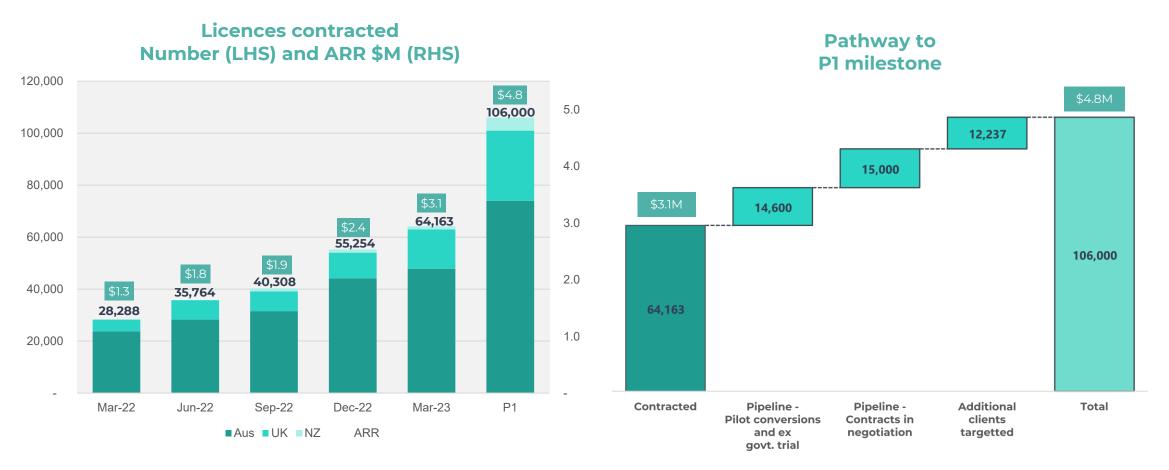
Global - ARR \$M



SaaS business model – annual licences 70-85% gross margins (depending on partner allocation and integration fee)

PAINCHEK ON TRACK TO ACHIEVE CORE FINANCIAL MILESTONE FROM EXISTING RAC MARKETS



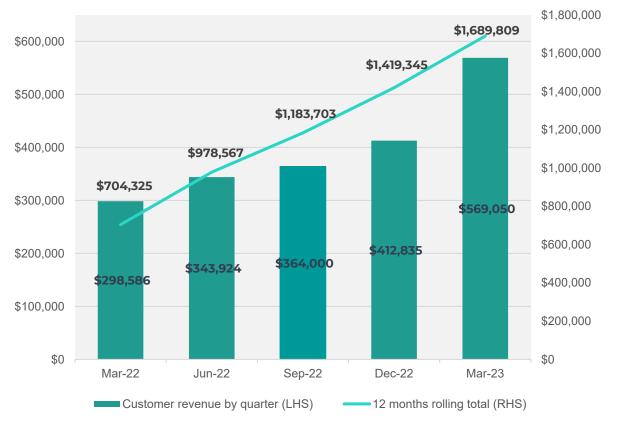


P1 Milestone: Revenues exceed the core Australian operating costs (excl. R&D, corporate overhead & new market expansions). Achievable with the existing commercial contracts plus pipeline in negotiation and growth from the Australia, New Zealand and UK RAC markets. Reflects just 15% penetration of these three existing RAC markets and 2% of the global RAC market. Milestone excludes home care, hospital, infant and other global market opportunities being explored.

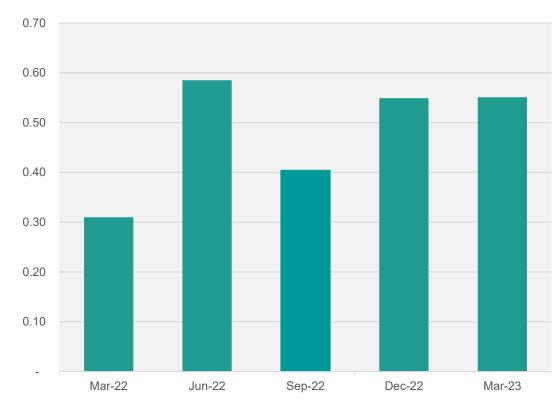
STRONG GROWTH IN REVENUE AND CASH RECEIPTS







Quarterly Customer receipts (A\$m)



SaaS business model – annual licences paid in advance

CONSISTENT GROWTH IN UTILITY



Cumulative Number of PainChek® Assessments





An increase of 115% over the previous year and 17% over the prior quarter



Continued strong quarter on quarter growth in clinical utility and implementation progress.



Over 12,000 carers and health care professionals trained

2.3M+ pain assessments conducted - 12,000+ Carers trained

KEY MILESTONES ACHIEVED IN THE LAST 12 MONTHS



Initial RAC market revenues exceed the core Australian operating costs



Expand RAC footprint & enter new markets
(eg. Home care, hospital etc)



Infant app market entry to healthcare professionals & direct-to-consumer

REGION	GOAL	RESULT	
Australia	Transition and retain Govt beds to paid	Increased paid beds from 23,000 to 48,000 beds and pipeline of 20,000 beds	√
Australia	Demonstrate retention of existing clients	84% retention of clients post year 1	√
UK	Demonstrate UK scalability	Increased UK pain beds from 4,000 to 15,000 beds with strong pipeline	√
New Zealand	Demonstrate NZ scalability	Summerset homes agreement 1200 beds - 3rd largest RAC and pipeline	√
ANZ, UK		"Existing beds with new pipeline and targets takes PCK to \$4.8M ARR milestone*	*

REGION	GOAL	RESULT	
AU, UK	Achieve initial entry to new larger markets	Initial sales in Home Care, Disability and Mental Health	√
Canada	Demonstrate scalability in Canadian market	First two clients being implemented in May 23	√
USA and Canada	Build capability to enter US market on FDA clearance	Point Click Care agreement - partnership to access 1,000,000 RAC beds	√
USA and Canada	Build capability to enter US market on FDA clearance	InterSystems partnership for global hospital market entry	√

REGION	GOAL	RESULT	
EU, ANZ, Asia	Enter hospital market	InterSystems partnership for global hospital market entry	√
EU, ANZ, Asia	Direct to Carer market entry	Completing parental market research study prior to commencement	√

^{*}Reflects just 15% penetration of these three existing RAC markets and 2% of the global RAC market. Milestone excludes home care, hospital, infant and other global market opportunities being explored.

PAINCHEK IN AU – AGED CARE'S MOST POPULAR DIGITAL CLINICAL TOOL

Residential Aged Care

PainChek® has been widely adopted across Residential Aged Care in Australia, with >60% of the industry having registered to use, or currently using, PainChek.

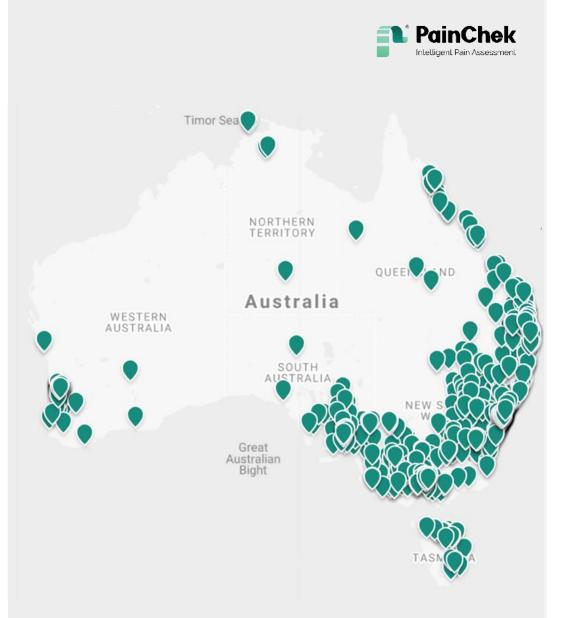
This covers over 1500 separate facilities around the country.

PainChek commercial agreements cover more than 45,000 beds across 550 aged care homes, 21% of total AU market and growing with current retention rates of 84%.

Providers of Note

Notable Australian Residential Aged Care Providers currently using PainChek include:





PAINCHEK'S INTEGRATION PARTNERS PROVIDE A PATHWAY TO ACCELERATED GLOBAL GROWTH



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, 235,000 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









NORTH AMERICA





PAINCHEK ENTERS NEW MARKET SECTORS IN ANZ











Maxlife Care contracted as

PainChek's second

Disability Support

(NDIS) client

Joondalup Health Campus (Ramsay Health Care) contracted as

PainChek first Hospital client

St Louis Aged Care contracted

PainChek's second commercial Home Care agreement

Summerset Group NZ contracted across all Care Centres & fully rolled-out

> NZ's 3rd largest RAC Provider

PAINCHEK DELIVERING CLINICAL & CARER BENEFITS IN NZ



"After a successful trial in our Levin village, we are proud to be the first New Zealand aged care provider to implement this innovative tool **(PainChek)** throughout our villages.

PainChek has the ability to capture data directly into our resident management system.

This smart system is far faster and more accurate than the traditional pain assessment tools, it helps vulnerable residents and frees up our staff to do more for our residents by automating many of our processes."

- from Summerset Retirement Villages 2022 Annual Report

Summerset manages 1,150 aged care beds across 20 NZ aged care facilities

UK - 50% QUARTERLY GROWTH INTO THE 440,000 BED RESIDENTIAL AGED CARE MARKET





UK market traction accelerating – 15,000 contracted beds (50% growth in Quarter) with 6,000 live beds and strong pipeline



Existing South Care group funded by South West London Integrated Care Board (ICB) - opportunity to extend across 500 homes (18,000 beds)



New RAC clients in Qtr include Greensleeves 27 homes -1250 beds, Harbour Healthcare 20 homes, 1200 beds



Scottish Technology enabled care expansion potential across 600 beds 12 month Phase II government pilot for dementia, learning difficulties and mental health conditions across the nation



8 Care Planning partner integrations covering 285,000 UK beds - Reseller agreement with Log My Care and Care Control Systems

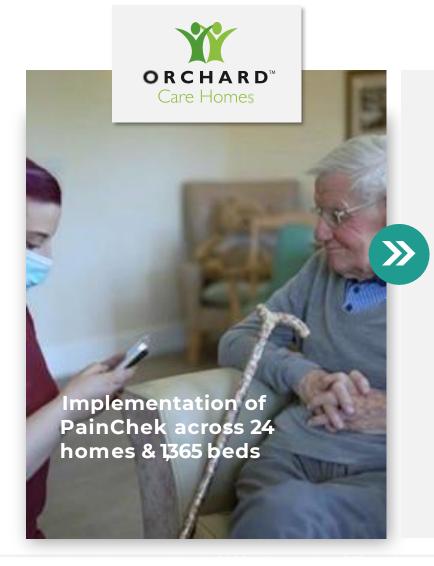


Capacity built with Admiral nurses to implement beds more rapidly as volume continues to expand



PAINCHEK HELPING TO IMPROVE PAIN MANAGEMENT OUTCOMES IN UK - PAPER SUBMITTED FOR PUBLICATION





Initial outcomes (Year 1)

- 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
- 92% reduction in quantity of Safeguarding reported incidents

Ongoing outcomes (2 years on)

- **10% reduction** of antipsychotic drug use (46% stopped use)
- 29% reduction in use of Benzodiazepines & PRN (46% stopped use)
- 44% reduction in medication incidents driven by polypharmacy reduction
- 18% reduction in falls due to promptly identifying pain



UK CONTINUING TO DRIVE OUTCOMES WITH NEW CLIENTS UNDERPINNING RAPID GROWTH AND MARKET TAKE UP



Regular pain monitoring has initiated further investigations:

Ability to identify and treat unreported fractures¹

Reduce levels of stress and distress from 34 events to 4 in one month²

Reduced stress and distress from rate of 12 incidents to 4 in 6 months³

Reduction in falls by 75% in 1st 3 months (42% over 6 month)³

Removed residents off Opioids onto milder pain relief² Reduction of laxative prescribing by 27% over 6 months³

Using facial recognition technology is a real step forward in strengthening dementia care. We have carried out over 50,000 pain assessments, PainChek supports us with our fall's prevention work. We are using it with ...

Article from April 2023 edition of Caring Times and Care Home professional.

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

- 1. Adept Care Homes
- 2. Harbour Healthcare
- 3. Braeburn Care Homes (Scottish pilot)

MARKET PARTNERSHIP AGREEMENT FOR USA & CANADA AGED CARE PointClickCare®



PAINCHEK IS TARGETING FDA DE NOVO CLEARANCE AND US LAUNCH IN 2024

NORTH AMERICAN AGED CARE MARKET OPPORTUNITY

USA – 15,000 nursing homes with 1,700,000 beds¹

Canada – 2,000 care homes with 200,000 beds²



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 – enabling seamless transition with care home systems



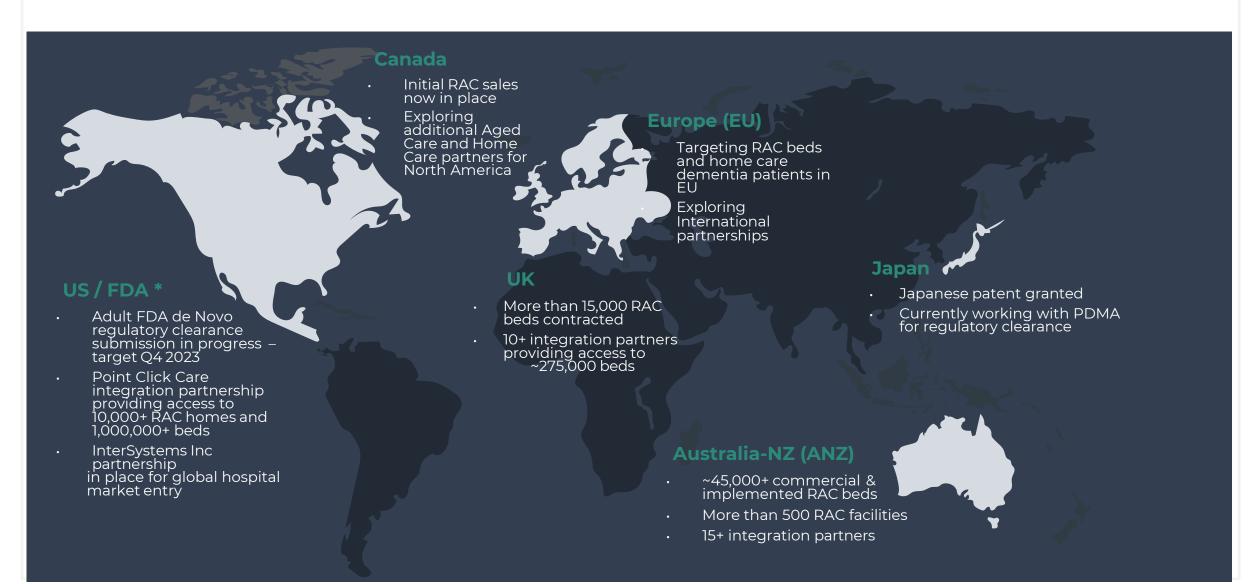
PainChek pursuing other US based integration and reseller partnerships for rapid US market entry in 2024

¹ https://www.cdc.gov/nchs/fastats/nursing-home-care.htm

² https://www.cihi.ca/en/how-many-long-term-care-beds-are-there-in-canada

MARKET PENETRATION - RESIDENTIAL AGED CARE (RAC)

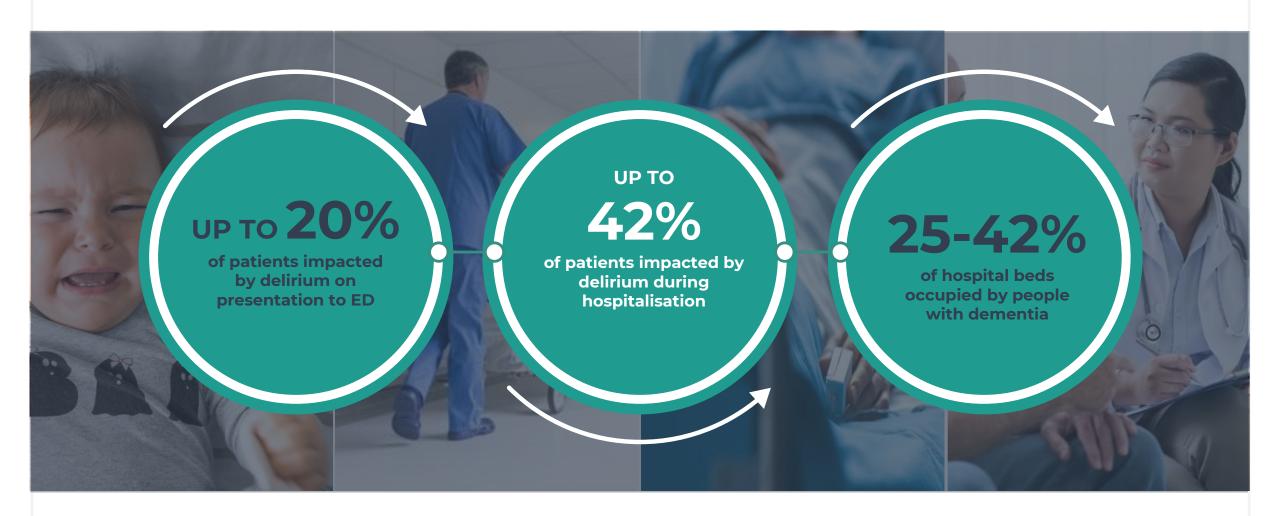






THE CHALLENGE OF HOSPITAL BASED PAIN ASSESSMENT





- 1. 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
- 2. Barron EA, Holmes J. Delirium within the emergency care setting, occurrence and detection: A systematic review. Emerg Med J2013;30:263-268.
- 3. Siddiqi N, House AO, Holmes JD. Occurrence and outcome of delirium in medical in-patients: A systematic literature review. Age Ageing 2006;35:350-364.

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.

PAINCHEK IN HOSPITAL SETTING - THE FIFTH VITAL SIGN

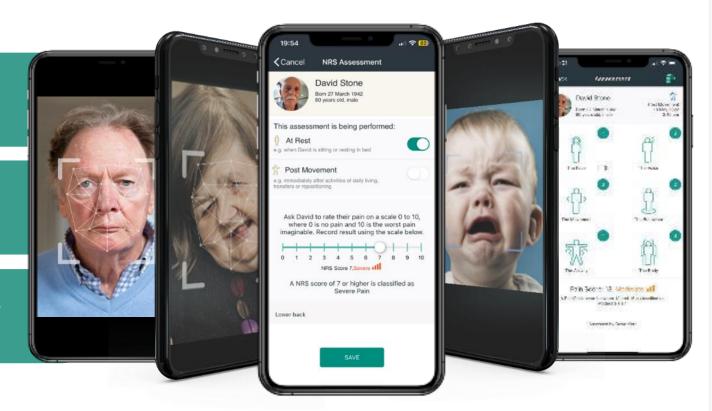


PainChek and InterSystems have developed a hospital version of PainChek incorporating clinical workflows and full integration within the TrakCare EMR - providing nurses and doctors with the following capability:

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



INTERSYSTEMS PARTNERSHIP - GLOBAL MARKET ACCESS





500+ TrakCare sites around the globe



Deployed in **27 countries**



Serving a **patient population** of 100 million+



INTERSYSTEMS AND PAINCHEK SUCCCESFULL LAUNCH AT THE HIMMS* CONFERENCE IN CHICAGO



PainChek and InterSystems presenting at HIMMS conference Chicago April 17-21 2023 and InterSystems Global Summit in Miami June 4-7th 2023

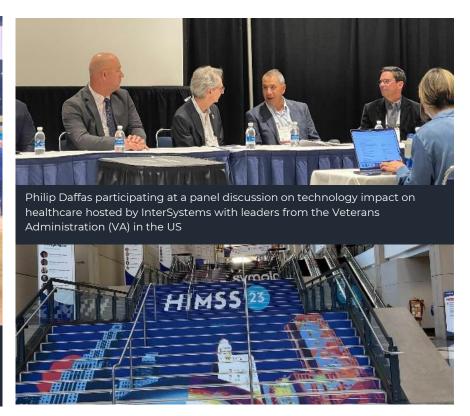
40,000 healthcare professionals, global healthcare companies, international distribution partners and other complementary technology players

PainChek® Adult application integrated with the InterSystems TrakCare EMR (Electronic Medical Record) demonstrated to global hospital executives and potential partners from US, Europe, South America and Asia

Two international hospitals opportunities (in Europe and Asia) to commence a hospital wide PainChek pilot programme



representing PainChek at the Intersystems booth

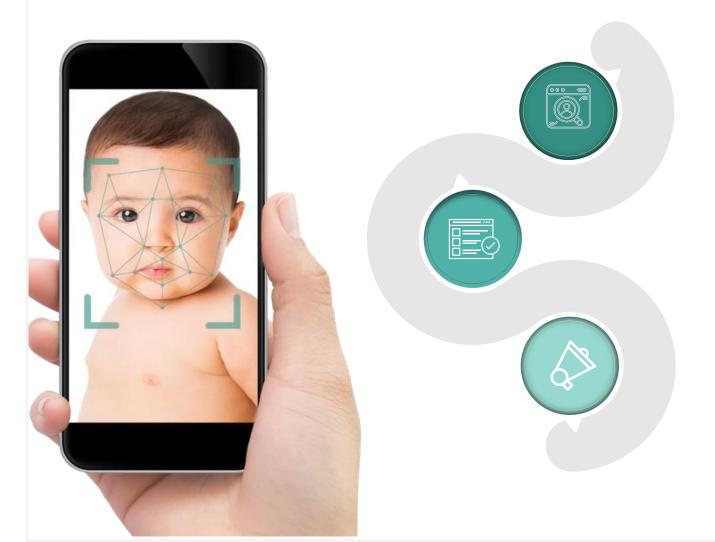


*HIMMS - Healthcare Information and Management Systems Society, a global advisor, thought leader and member-based society committed to reforming the global health ecosystem through the power of information and technology.

PAINCHEK INFANT PROGRESS

THREE STEP STRATEGY TARGETING MARKET OF 400M PRE-VERBAL CHILDREN





Direct to Consumer Marketing

- Market testing in progress (completion due Q2 CY2023) with parents prior to direct-to-consumer (DTC) market entry
- Develop channel partners for DTC market entry

Enrolling additional Health Care Professional reference centers

- Collaboration with Melbourne Murdoch Children's Research Institute has restarted
- US-based partnerships in progress to extend Infant technology hospital use
- European recruitment for ongoing research projects

New Al Vocalisation feature

 Merging audio/voice monitoring with PainChek's technology to determine a cry of pain or no pain

CORPORATE SUMMARY



13 111 (351111611163 1 13)	etary Ltd 9.14%	Share price (20 April 2023)	A\$0.027
& key staff	4.2%	Shares on issue	 1,298.0m
		Market capitalisation	A\$35.0m
	101 T	Cash (31 March 2023)	A\$3.1m
Active Users		Unlisted options/performance rights	40.6m
	1.9% †	Debt	Nil
A 522 Active on a 15° - 22 assessments on 15° - 25° - 68 assessments a 16° - 35° - 58 assessments	Average Poin Score on was -0.16 4		

PAINCHEK UPCOMING CATALYSTS





Continued acceleration of sales and ARR within **RAC sector in** ANZ, UK, Canada and new EU opportunities



Enter global **hospital market** sector with InterSystems partnership



Commence "direct to parent" sales and marketing for Infant App



Complete FDA studies to lodge for **US FDA De Novo** clearance in Q4 2023



Leverage existing US partnerships including Point Click Care and InterSystems to prepare for **US** market entry in 2024



Build on existing **Home Care** and **Disability** markets





THE TEAM





Philip DaffasCEO & 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 HughesChief 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.



lain McAdam CFO

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



Scott RobertsonChief 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 AllsoppHead 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 GillSenior 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 MurrayNon-Exec Chair



Philip Daffas
CEO & Managing
Director



Ross Harricks
Non-Exec Director



Adam Davey
Non-Exec Director



Cynthia PayneNon-Exec Director

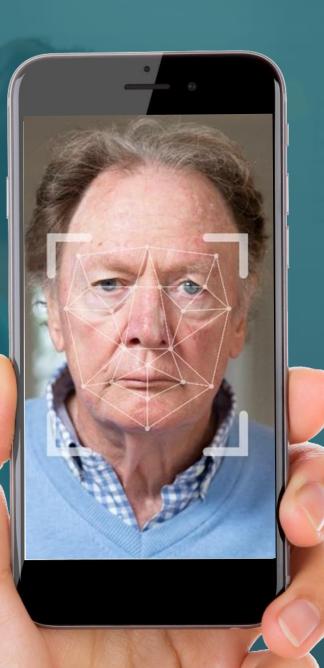
25 years in tech & Venture Capital. Founder of Technology Venture Partners, ex Chair of Residential Aged Care provider. Multiple nonexec board roles.

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

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

Corporate finance executive with extensive capital markets experience.

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



PainChek

Intelligent Pain Assessment

Company presentation April 2023

PHILIP DAFFAS, CEO & MD

