

INVESTOR PRESENTATION WEBINAR 11am THURSDAY 27TH JULY 2023

Further to the webinar announcement on 25 July 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.

Shareholders, investors and interested parties are encouraged to register to attend the presentation at the following link: https://us02web.zoom.us/webinar/register/WN_D7DcwIEZSeK8dCNonATtkw

After registering, you will receive a confirmation email containing information about joining the webinar as well as dial-in details for those that wish to join by phone.

Questions can be submitted on the day or sent in advance to matt@nwrcommunications.com.au

Please note a replay of the webinar will be available at the above-mentioned link shortly following the conclusion of the live session.

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



TM

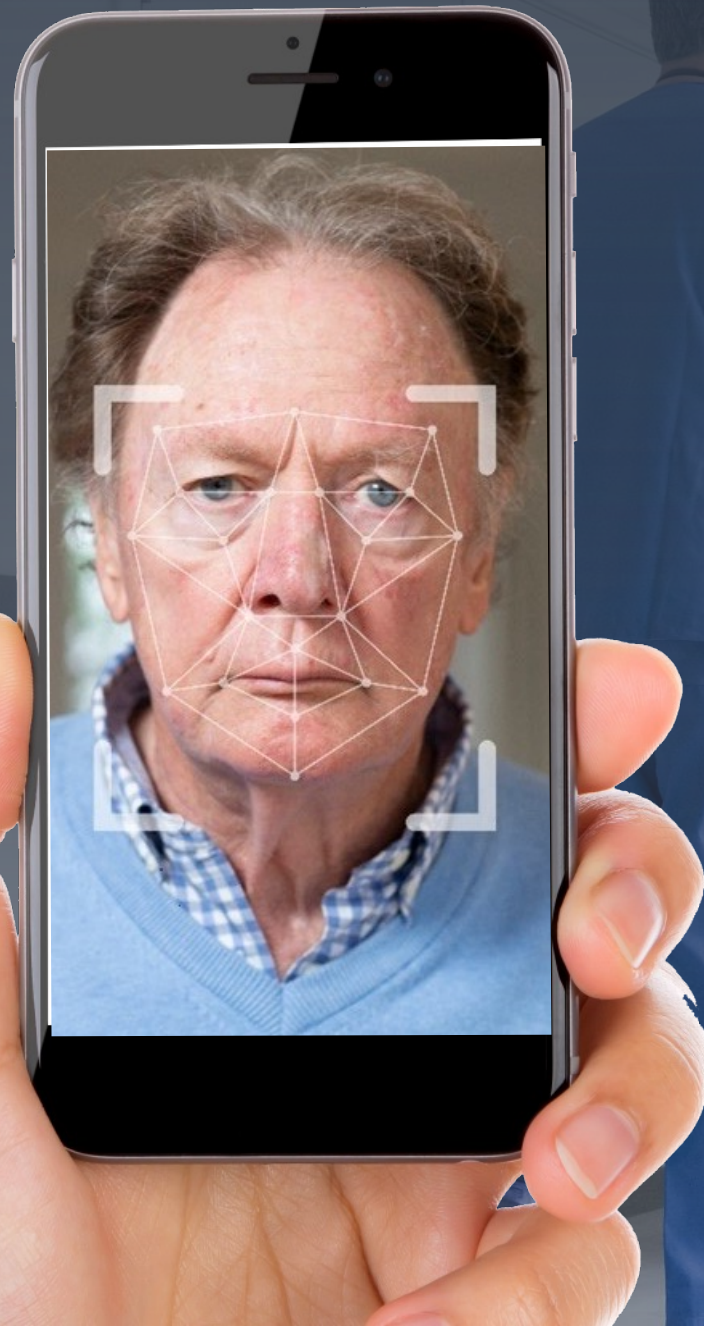
PainChek

Intelligent Pain Assessment

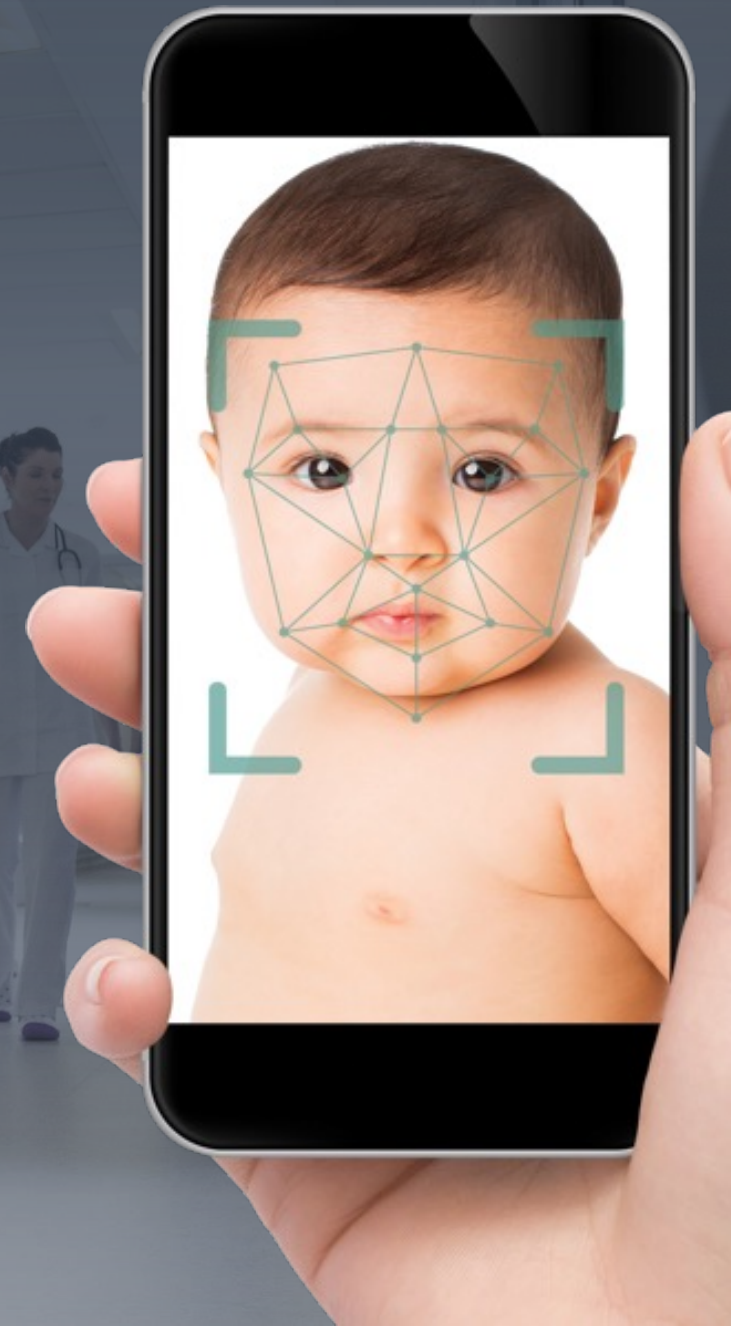
Quarterly Update
July 2023

PHILIP DAFFAS, CEO & MD

PAINCHEK LTD | ASX:PCK



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



INTRODUCTION TO PAINCHEK



PainChek's SAAS platform delivers **unique evidence based pain detection technology** using **AI and smart automation**



Multiple large **new global market opportunities** in hospitals and home care with **no competitive technology**



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



Dominant Aged Care 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 PAINCHEK'S 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}



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

PAINCHEK WELL POSITIONED TO EXPLOIT LARGE GLOBAL MARKET OPPORTUNITES



AGED CARE MARKET

6 MILLION BEDS
&
\$300M ANNUAL
ARR



HOME CARE

UP TO 10X AGED
CARE MARKET



INFANT MARKET

400M PRE-VERBAL
CHILDREN
- 150M ANNUALLY to
FIRST TIME PARENTS

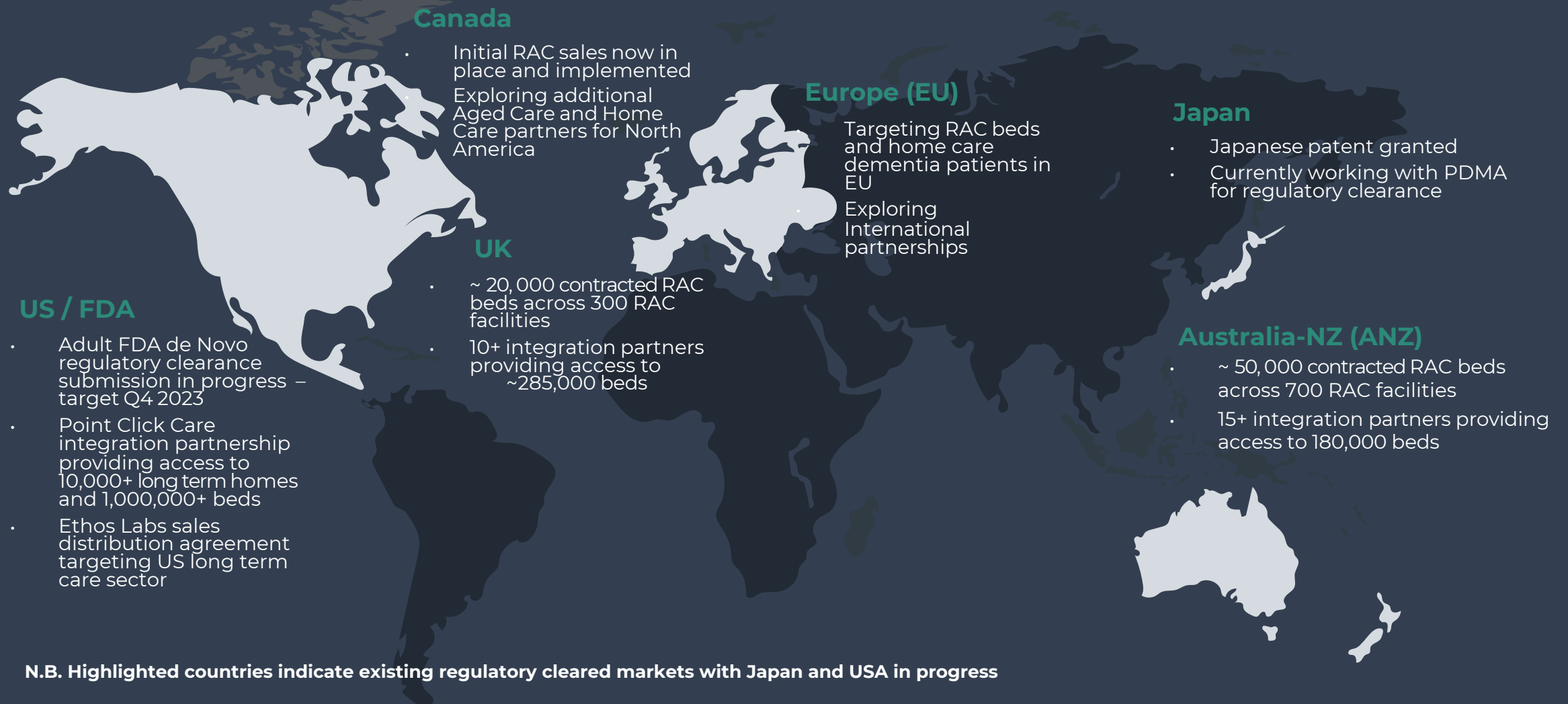


HOSPITAL MARKET

~\$1Bn ANNUALLY

PAINCHEK AROUND THE WORLD...AND ACROSS AUSTRALIA

1000+ Aged Care facilities across 3 continents



PAINCHEK JUNE QUARTER HIGHLIGHTS CONFIRM PCK's RAPID SCALABILITY IN MULTIPLE MARKETS



96%

increase in global contracted bed licences over prior year to 70,000

89%

increase in contracted ARR to \$3.4M compared to prior year

99%

increase in annual customer revenue to \$1,951,000, with Q4 FY23 increasing 6% to \$604,000 vs PCP (unaudited).

90%

increase in annual customer receipts to \$2,241,000, with Q4 FY23 increasing 26% to \$737,000 vs PCP.

150%

Strong UK annual growth with a **25% quarter on quarter increase** in contracted RAC beds to 18,800, and a solid sales pipeline in a 440,000 bed market.

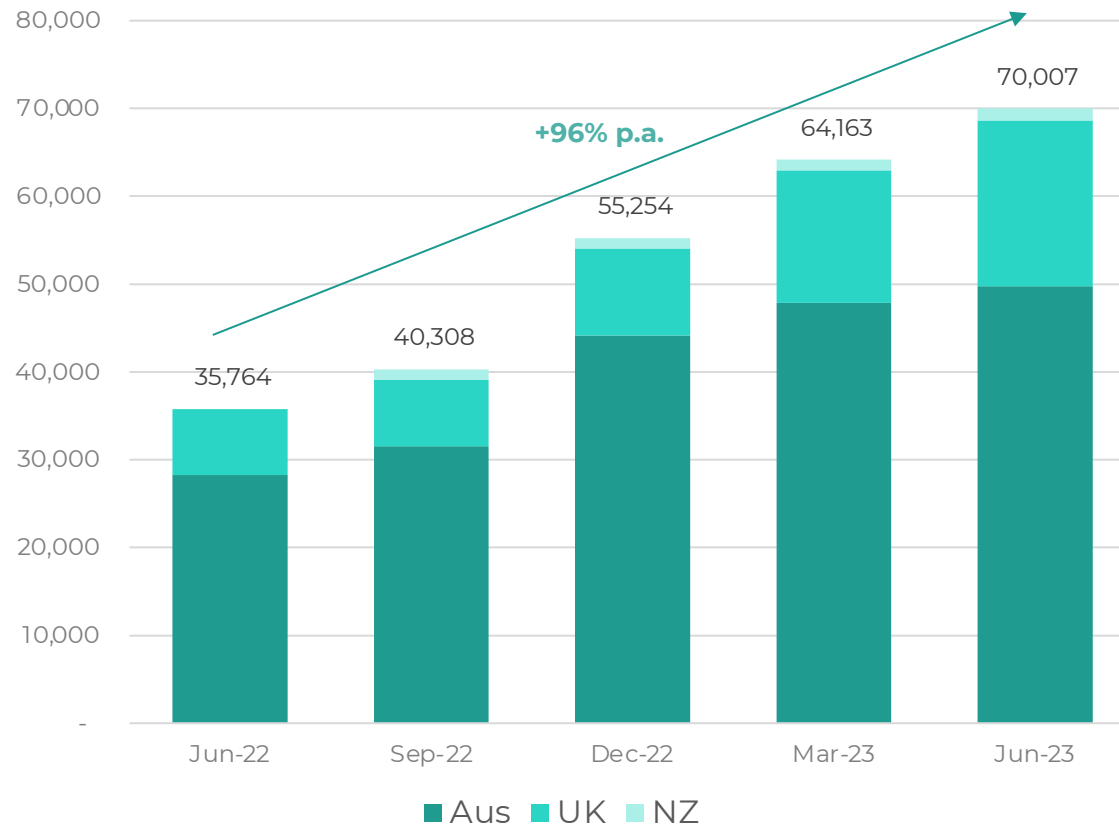
85%

client retention rate on annual renewal

Cumulative PainChek pain assessments **exceed 2,900,000** as of 30 June – an increase of 115% over the previous year.

STRONG GROWTH AND PIPELINE IN ANZ & UK AGED CARE

Global - Contracted Licences



96% increase in annual contracted bed licences over prior year



150% increase in UK contracted beds to 18,800 beds over prior year in a 440,000 bed market

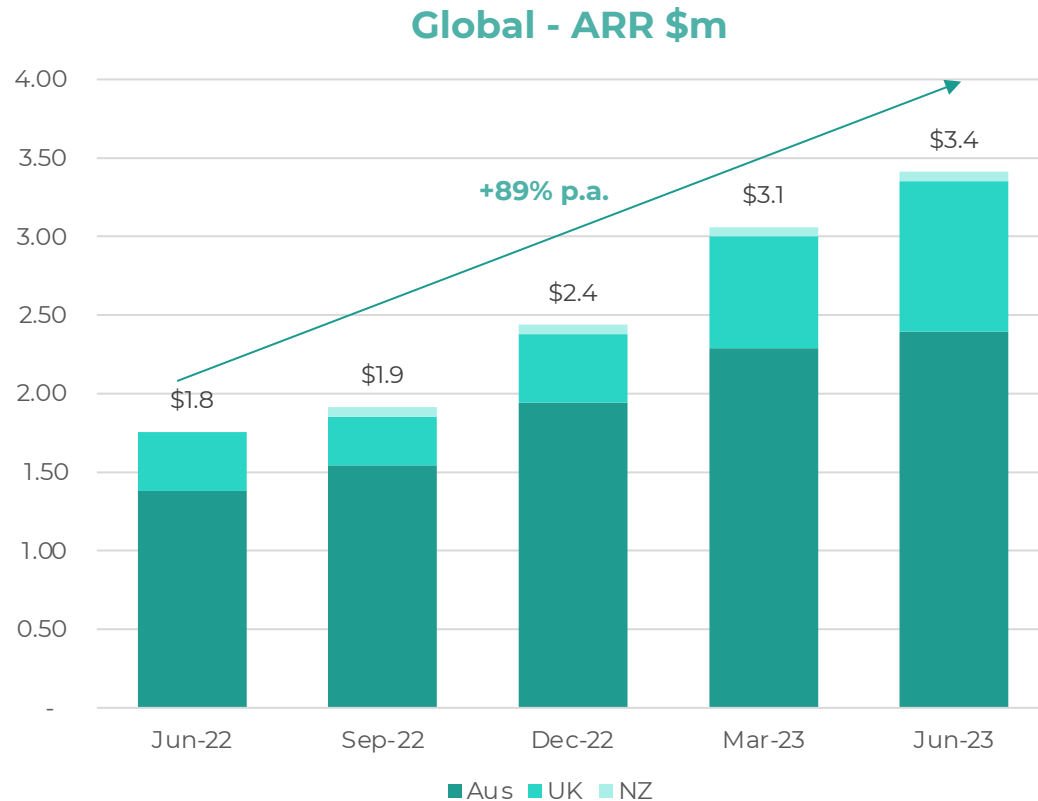


Strong pipeline of beds in pilot programs and contracts in negotiation



Over **12,000 trained users** and UK training capacity for continue growth

STRONG ARR GROWTH AT HIGH GROSS MARGINS



89% increase in ARR¹ over the prior year



SAAS business model with **70-85% gross margins²** on annual licences



85% retention rate of on annual renewals



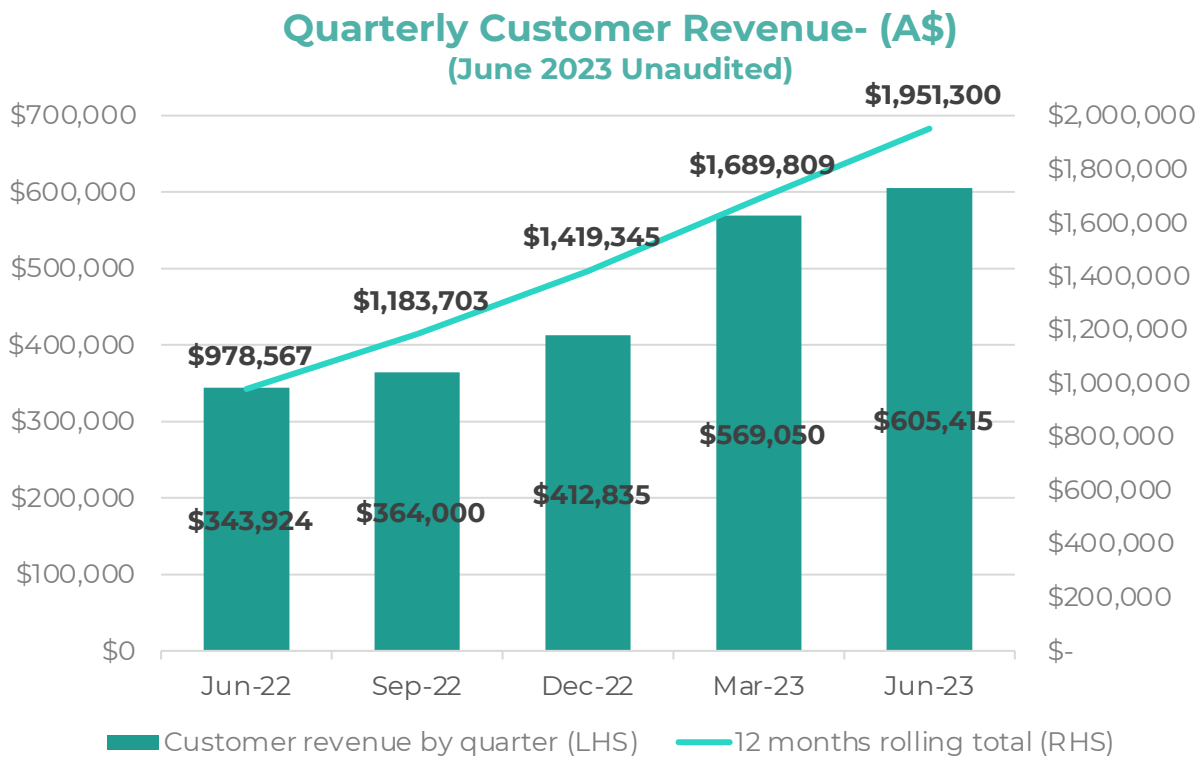
Rapid UK market entry with ARR growing from \$0.4M to \$1.0M in 1 year



Next **ARR target** is \$4.8m, covering core operating costs³

1. ARR on contracted bed licences 75% implemented at 30 June 2023
2. Gross margins depend on partner allocation and integration fee
3. Excluding R&D, corporate overhead & investment in new markets

STRONG GROWTH IN RECOGNISED REVENUE



99% annual increase in 12 month trailing revenue



6% increase in Q4 FY23 revenue on Q3 FY23

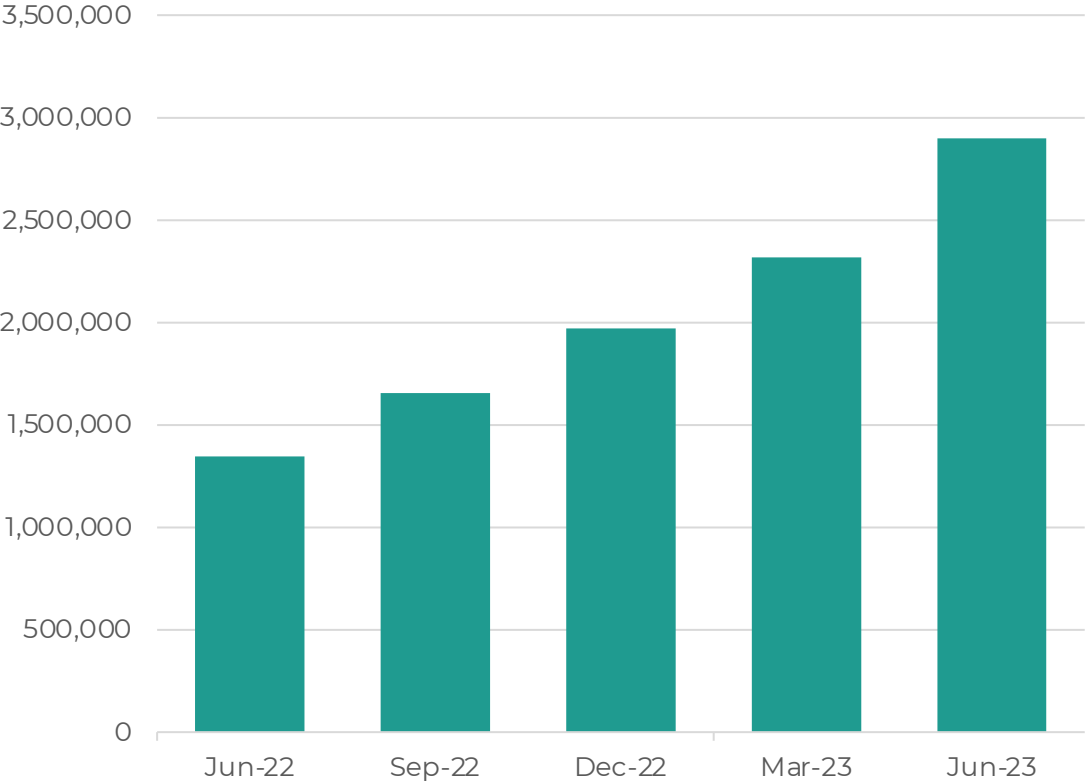


\$1.9m recognised revenue last 12 months

SaaS business model – annual licences paid in advance

CONSISTENT GROWTH IN UTILITY

Cumulative Number of
PainChek® Assessments



2.9M+ pain assessments conducted - 12,000+ Carers trained

UNAUDITED JUNE 2023 DATA – QUARANTINED FOR RELEASE



Over **2.9 million global pain assessments** conducted on the PainChek platform



115% increase over the previous year in Aged Care alone



Strong ongoing growth quarter on quarter clinical utility and implementation progress.



Over 12,000 carers and health care professionals trained

PAINCHEK ACROSS AUSTRALIA

AGED CARE'S MOST POPULAR DIGITAL CLINICAL TOOL



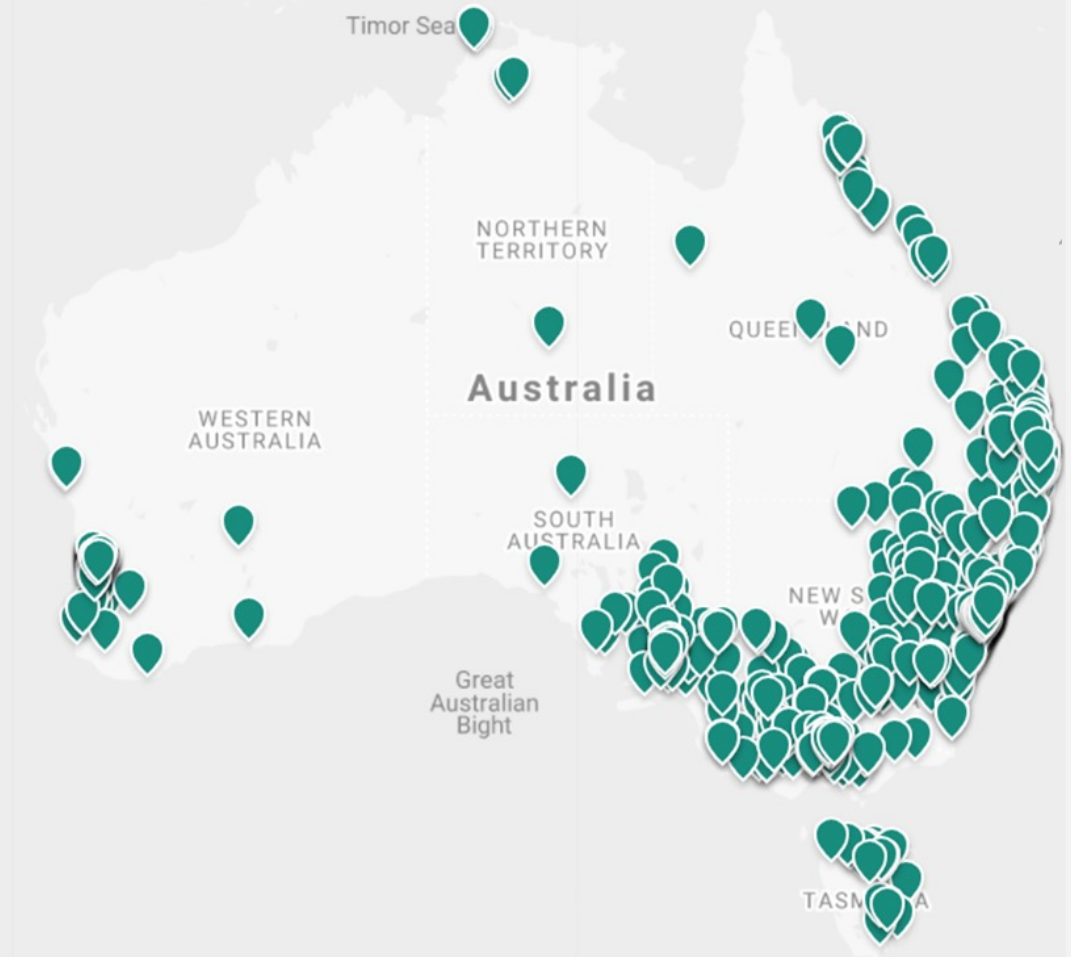
Aged Care

PainChek® has been widely adopted across Aged Care in Australia.

PainChek commercial licences cover more than **50,000 beds** and **700 aged care homes**, approximately **25% of total AU market** and growing with a current retention rate of 85%.

Providers of Note

Notable Australian Aged Care Providers contracted to or currently using PainChek, representing **~20,000 beds** include:



UK – 150% ANNUAL GROWTH INTO THE 440,000 BED RESIDENTIAL AGED CARE MARKET



UK market traction accelerated –
~19,000 contracted beds (150%
growth in year) with ~8,000 live
beds and a strong pipeline



London Borough of Enfield Local
Authority has contracted with
PainChek to provide funding for
up to 80 Care Homes (1,900 beds)
across their region.



New RAC clients in Qtr
include Exemplar
63 homes - 1800 beds, TLC
Care 9 homes,
600 beds



HC-One, the largest UK care provider,
is using PainChek® in 3 of its sites
through Welsh government funding.

Shaw Healthcare reporting strong
outcomes through an independent
evaluation



8 Care Planning partner integrations
covering 285,000 UK beds.
Our first client through our latest
integration partner, Care Control, is
Angel Care, 9 homes 350 beds



New Partnership developed
with Quality Compliance
Systems (QCS) has led to
joint working on a national
pain management policy for
the Care Sector

OUTSTANDING OUTCOMES FROM REGULAR PAIN MONITORING IS DRIVING RAPID NEW CLIENT GROWTH IN THE UK



Regular pain monitoring has delivered outstanding results

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 3 months (42% over 6 months)³

Removed residents off Opioids onto milder pain relief²

Reduction of laxative prescribing by 27% over 6 months³

“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 everyone”

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

Article from April 2023 edition of Caring Times and Care Home professional.
Cheryl Baird, Director of Quality and Care at Orchard Care Homes



THE PAINCHEK® SOLUTION ADDRESSING A GLOBAL MARKET NEED

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

Abbey Pain Scale
For measurement of pain in people with dementia who cannot verbalise.

How to use scale: While observing the resident, score questions 1 to 6
Name of resident: _____
Name and designation of person completing the scale: _____
Date: _____ Time: _____
Latest pain relief given was _____ at _____ hrs.

Q1. Vocalisation
eg: whimpering, groaning, crying
Absent 0 Mild 1 Moderate 2 Severe 3 Q1 ☐

Q2. Facial expression
eg: looking tense, frowning, grimacing, looking frightened
Absent 0 Mild 1 Moderate 2 Severe 3 Q2 ☐

Q3. Change in body language
eg: fidgeting, rocking, guarding part of body, withdrawn
Absent 0 Mild 1 Moderate 2 Severe 3 Q3 ☐

Q4. Behavioural change
eg: increased confusion, refusing to eat, alteration in usual patterns
Absent 0 Mild 1 Moderate 2 Severe 3 Q4 ☐

Q5. Physiological change
eg: temperature, pulse or blood pressure outside normal limits, perspiring, flushing or pallor
Absent 0 Mild 1 Moderate 2 Severe 3 Q5 ☐

Q6. Physical changes
eg: skin tears, pressure areas, arthritis, contractures, previous injuries
Absent 0 Mild 1 Moderate 2 Severe 3 Q6 ☐

Add scores for 1-6 and record here → Total pain score

Now tick the box that matches the Total pain score →

0-2	3-7	8-13	14+
No pain	Mild	Moderate	Severe

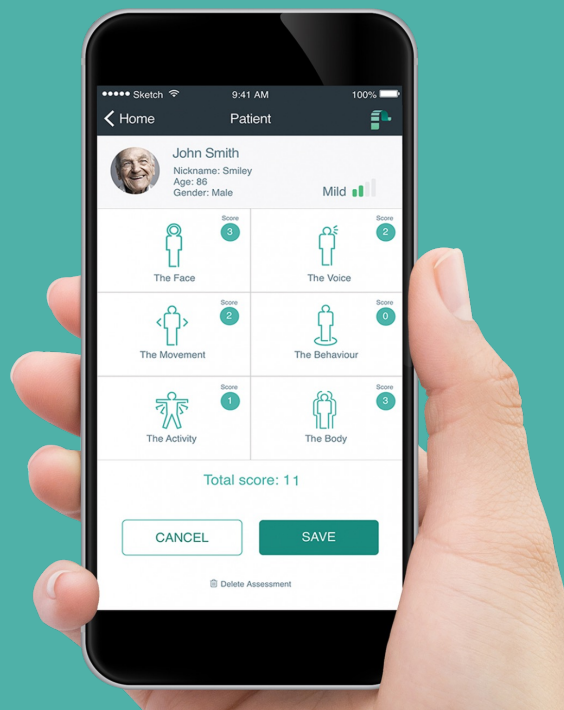
Finally, tick the box which matches the type of pain →

Chronic	Acute	Acute on chronic
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Dementia Care Australia Pty Ltd
Website: www.dementiacareaustralia.com

Abbey, J; De Bellis, A; Piller, N; Esterman, A; Giles, L; Parker, D and Lewsey, B.
Funded by the JH & Qum Medical Research Foundation 1998-2002
(This document may be reproduced with this acknowledgement retained.)

PainChek®



*“**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**

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.

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

AI based micro-facial pain expression analysis:

- 3 second scan 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

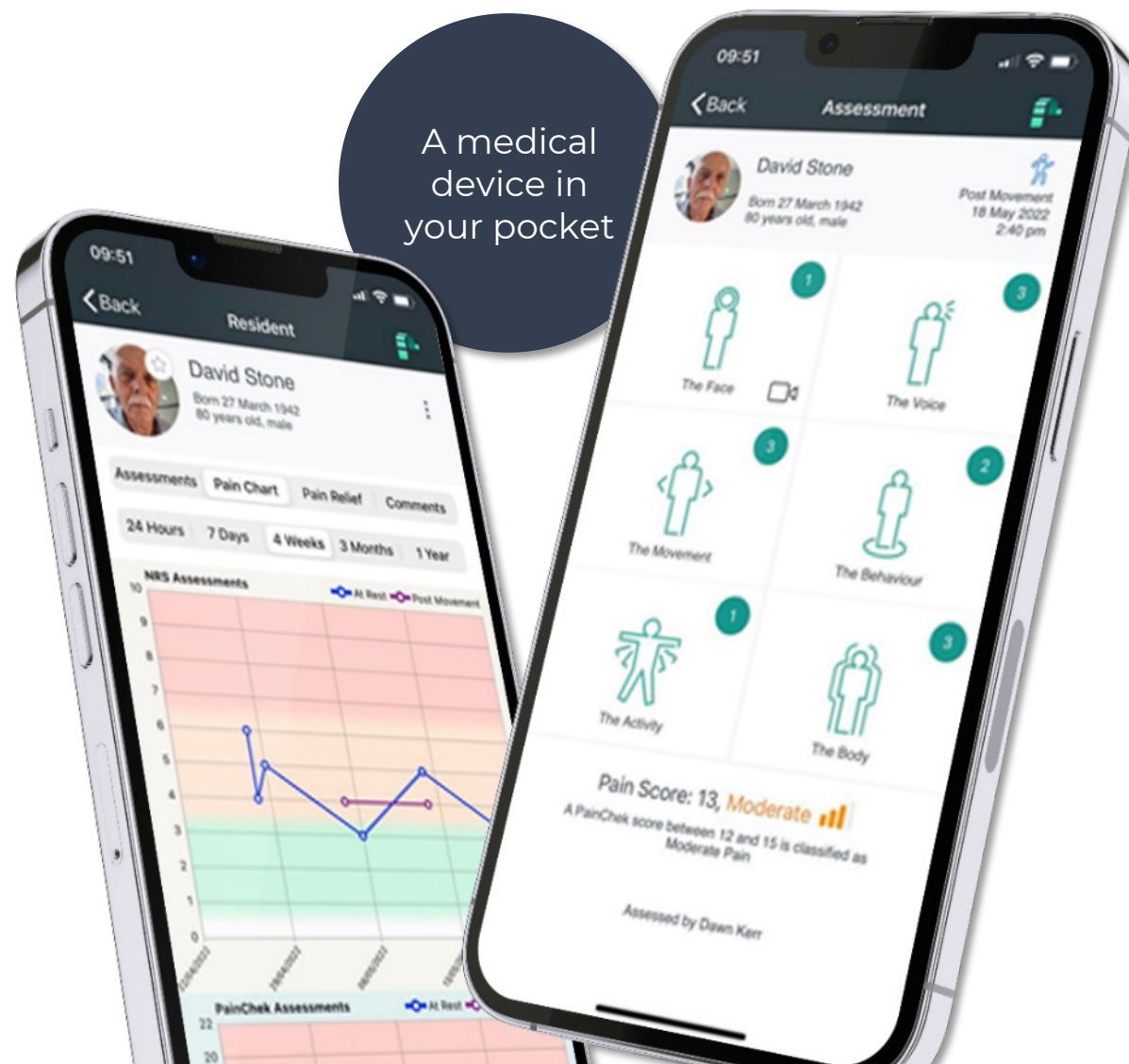
Automated pain assessment score:

- 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

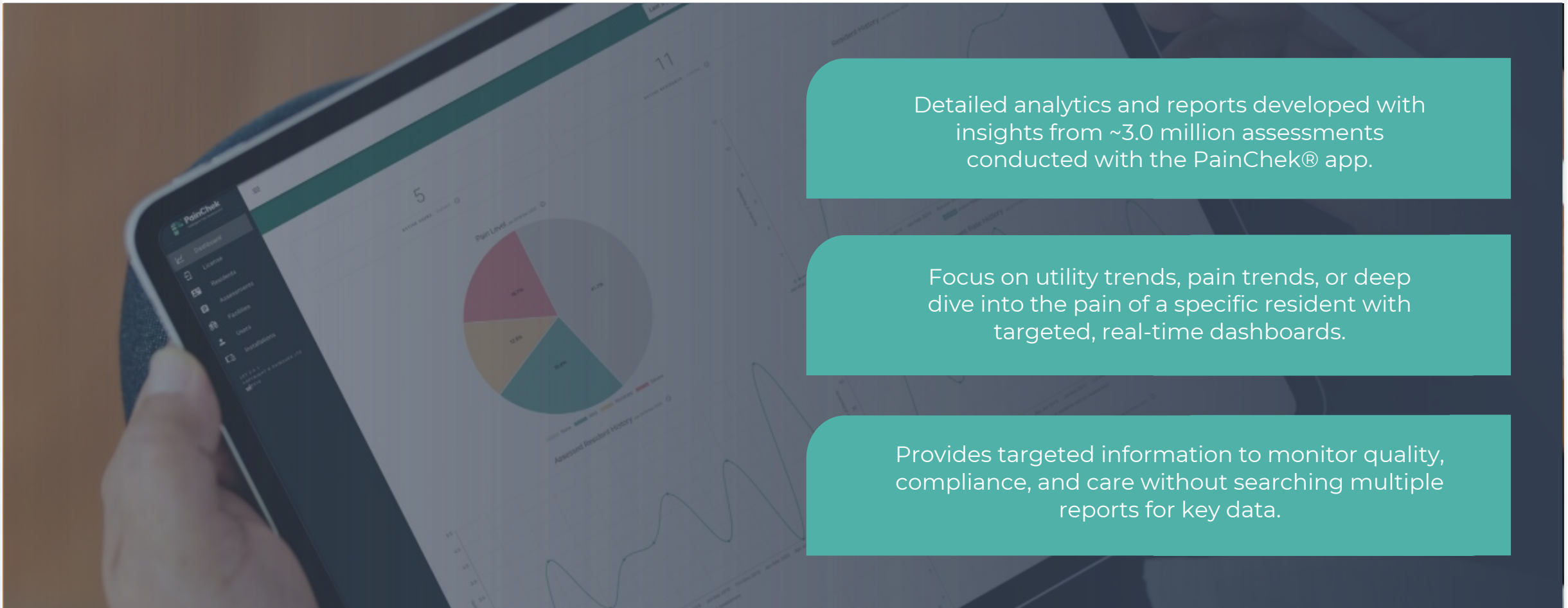
A medical device in your pocket



PAINCHEK ANALYTICS



PainChek® Analytics provides actionable insights from the PainChek® pain assessment data which helps reduce clinical risk, ensure pain is identified early and enable clients to focus on providing care.



Detailed analytics and reports developed with insights from ~3.0 million assessments conducted with the PainChek® app.

Focus on utility trends, pain trends, or deep dive into the pain of a specific resident with targeted, real-time dashboards.

Provides targeted information to monitor quality, compliance, and care without searching multiple reports for key data.

PAINCHEK® GLOBAL MARKET STRATEGY AND PARTNERSHIPS

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

PAINCHEK'S PARTNERS: ACCESS TO 1,500,000 AGED CARE BEDS AND A PATHWAY TO ACCELERATED GLOBAL GROWTH



PainChek integrates and works with aged care management and medication management systems covering more than 1,500,000 aged care beds across ANZ, UK and North America

These integration partnerships support better care delivery, eliminate duplication of effort and optimise medication management

AUSTRALIA (180,000 beds access)



UNITED KINGDOM (285,000 beds access)



NEW ZEALAND (25,000 beds access)



NORTH AMERICA (1,000,000+ beds access)



MARKET PARTNERSHIPS AND DRIVERS FOR USA & CANADA



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

NORTH AMERICAN LONG TERM CARE MARKET OPPORTUNITY

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

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

US National Committee for Quality Assurance driving change to move to “multidimensional” pain assessment tools for elderly with chronic pain³

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>

³ <https://www.ncqa.org/wp-content/uploads/2023/02/05.-COA.pdf>



PointClickCare: PainChek integrated with PointClickCare leading long term care provider in USA & Canada – providing access to 1,000,000+ beds.










Ethos Labs: PainChek sales distribution agreement with Ethos Labs to rapidly penetrate US long term care market



InterSystems: Global agreement to provide global hospital interoperability and EMR capability – initial focus in Europe and Asia Pacific

ETHOS LABS PARTNERSHIP: Developer of the world's first biochemical pain index



-  30,000 ft2 state-of-the-art laboratory
-  \$12M+ recent expansion investments
-  High-throughput specimen processing
-  High-volume capacity instruments
-  **Developer of the world's first biochemical pain index**
-  Cutting-edge advancements delivered through partnership with Ethos Research & Development
-  National network for sales, logistics and customer support



Implement **US “go to market” strategy** utilizing Ethos sales force and pain specialists to distribute PainChek across US Aged Care in 2024



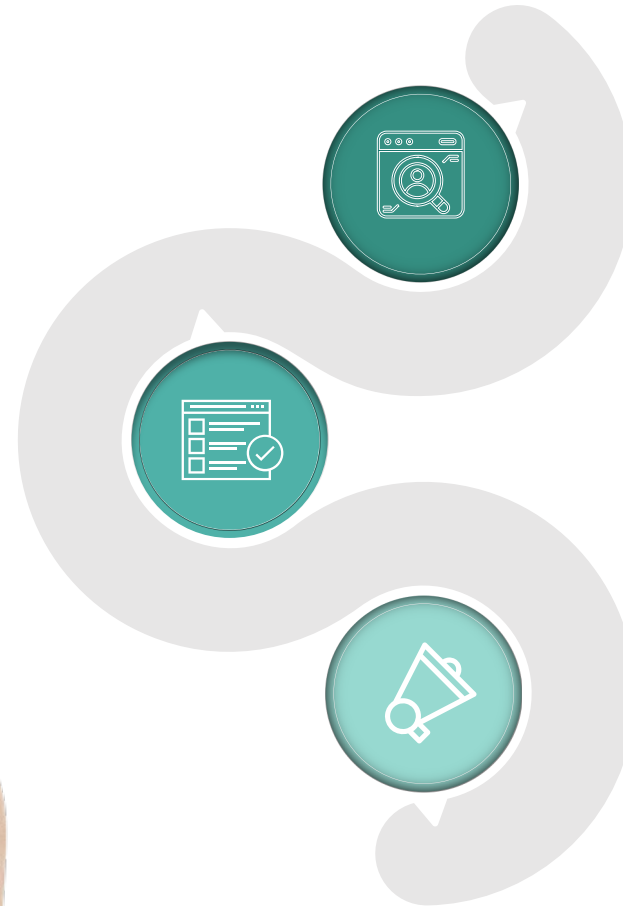
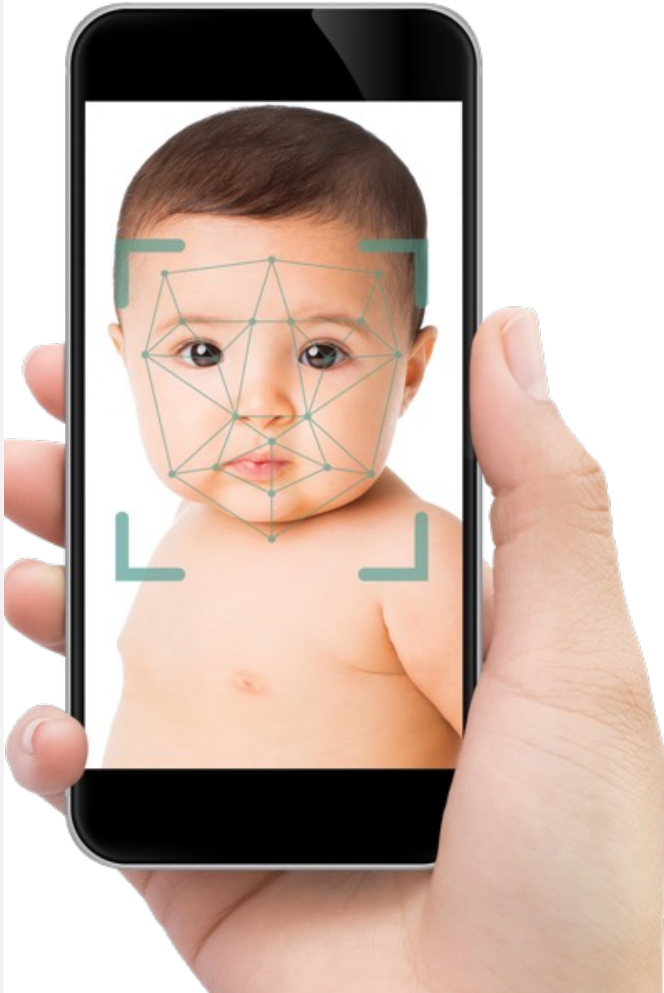
Work together to obtain a **reimbursement item number** for PainChek Adult in parallel with the FDA clearance



Explore **collaborative global commercialisation** opportunities

PAINCHEK INFANT PROGRESS

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



- **Direct to Consumer Marketing**
 - Market testing in progress 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 AI Vocalisation feature**
 - Merging audio/voice monitoring with PainChek's technology to determine a cry of pain or no pain

PAINCHEK UPCOMING CATALYSTS



Continued acceleration of sales and ARR growth 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, InterSystems and Ethos Labs to prepare for **US market entry** in 2024



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



CORPORATE SUMMARY

Top shareholders %

Peters Investments Proprietary Ltd	9.14%
Board & key staff	4.3%
Founders	5.8%

Financial information

Share price (25 July 2023)	A\$0.028
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Shares on issue	1,298.0m
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Market capitalisation	A\$36.3m
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Cash (30 June 2023)	A\$2.5m
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Unlisted options/performance rights	71.8m
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Debt	Nil
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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.



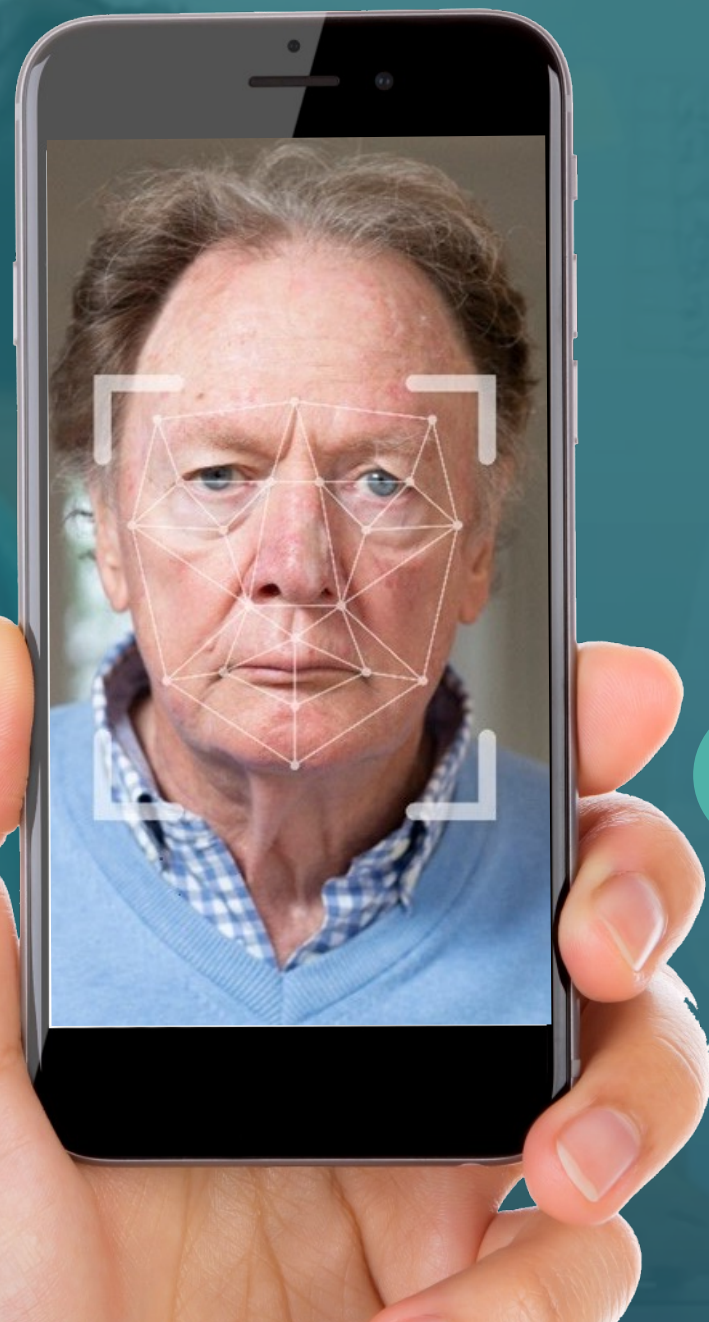
Adam Davey
Non-Exec Director

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.



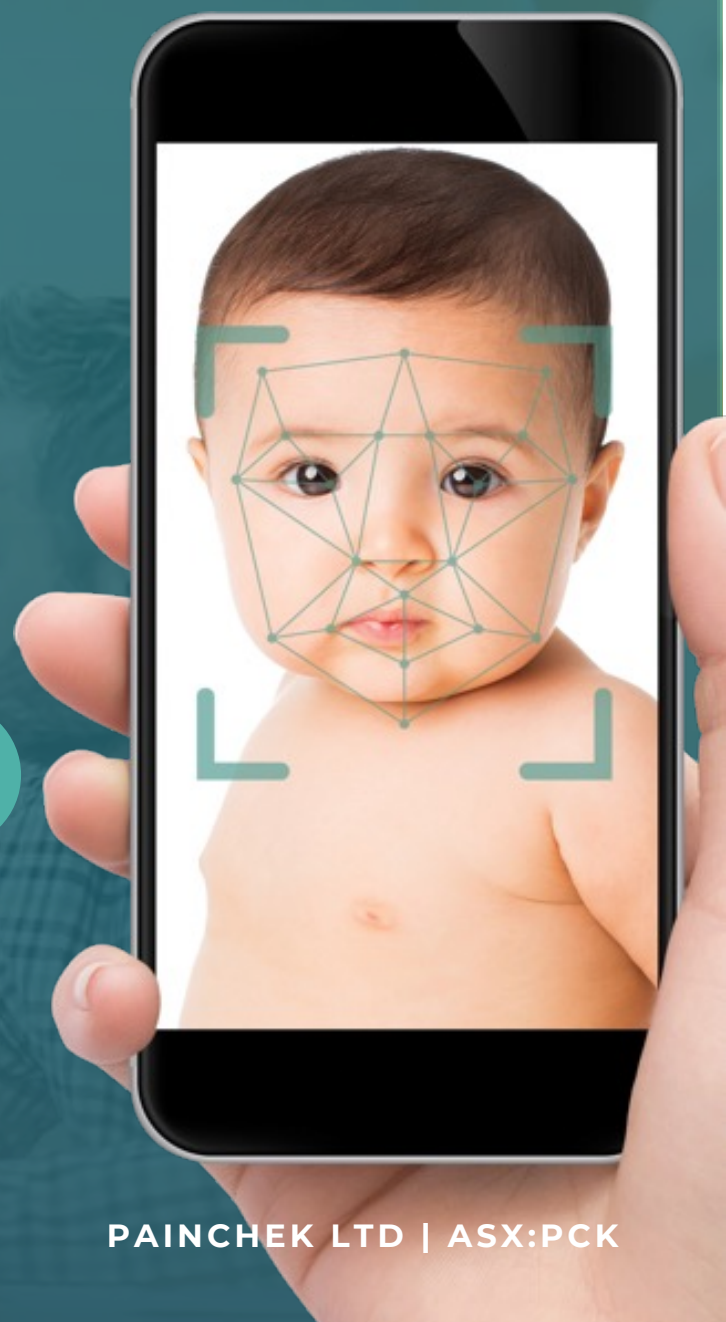
TM

PainChek

Intelligent Pain Assessment

Quarterly Update
July 2023

PHILIP DAFFAS, CEO & MD



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