

Investor Presentation September 2017



FY17 Full Year Results



- Record after tax profit \$9.32M - up 46%
- Underlying NPAT \$9.87M – up 53%
- Revenue increased by 15% to \$31.62M
- Margins continued to increase – 45%
- Cash reserves \$22.78M – up 33%
- Dividend 2.5c per share fully franked
- Company debt free
- Strong balance sheet

FY17 Full Year in review



- **July 2016** - \$18M Mayo Clinic deal
- **Mar 2017** - \$15M Primary Health deal
- Future contracted revenue > \$110M/5 years
- Mercy Health implementation in record time
- Visage 7 Open Archive - North America
- US footprint continues to grow
- Implementations on/ahead of schedule
- Visage RIS – increased market lead
- Pipeline continues to grow

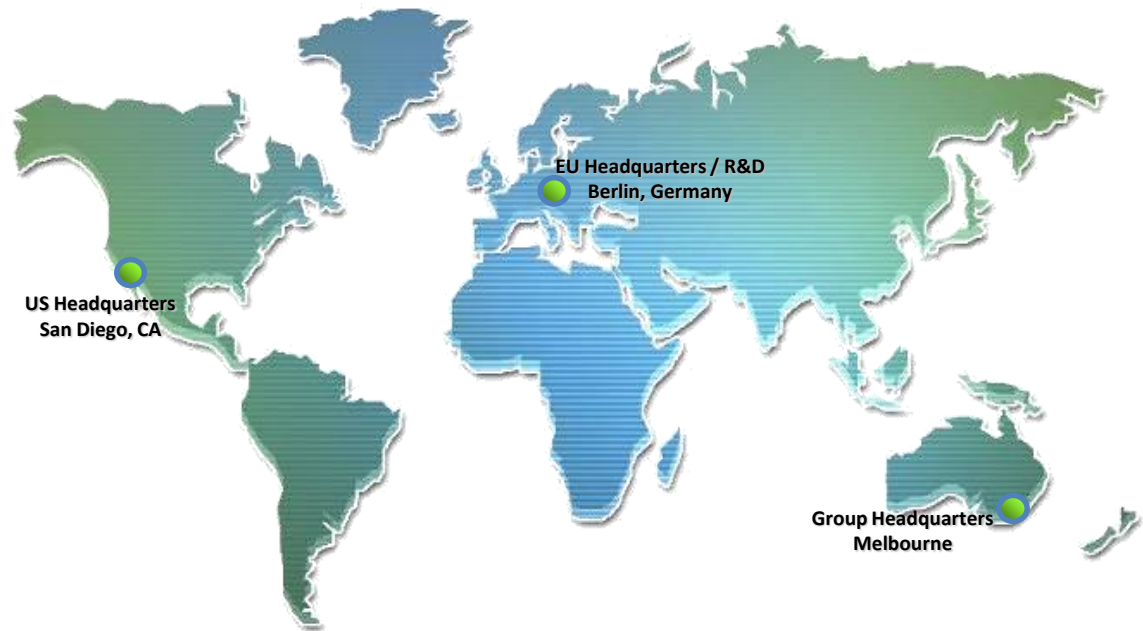


Pro Medicus (ASX:PME)

Healthcare IT company specializing in Enterprise Medical Imaging and Radiology Information System software.

Leading edge products, growing presence globally.

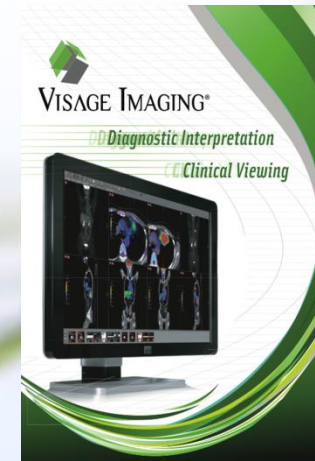
VISAGE



Over 40 Software Engineers

pro♦medicus
OUR SUPPORT. YOUR SUCCESS.

PME Ltd



Visage RIS

Pro Medicus.net

Visage 7 *
Product Suite

OEM

Visage RIS – Market Leader

VISAGE RIS 

- Technology is leading edge
- Feedback from customers positive
- New clients purchasing Visage RIS & PACS
- Transition of user base nearing completion
- Large scale rollouts > 1,500 users on 1 system
- Company leader in field

RIS - Australia

VISAGE RIS 

- HIS (Primary) - one of the largest diagnostic imaging service providers
- Visage RIS to be deployed in 141 practices
- 5 year transaction based agreement
- Rollout to commence 2nd half FY2018
- Upside as HIS grows
- Repositions PME as clear market leader




Healthcare Imaging Services

Affordable | Accessible | Imaging

PRIMARY
HEALTH CARE LIMITED

Leading Edge Product Set – Visage Imaging continues to be Number 1 in Speed, Functionality, Scalability



VISAGE IMAGING®

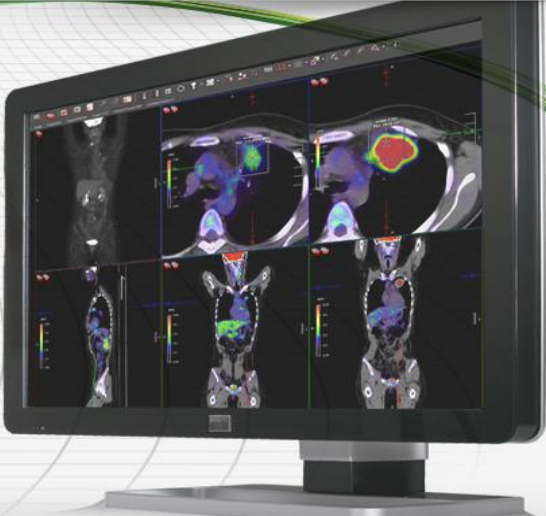
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SPEED is everything.

Amazingly fast and designed for scale.

Visage Imaging provides enterprise imaging and advanced visualization solutions for diagnostic imaging.

[LEARN MORE](#)



SPEED

With speed, you can. Visage 7 is designed for amazing speed irrespective of the type, number or size of the studies required for display, freeing up precious time for you to do more.



FUNCTIONALITY

Expectations, exceeded. Visage 7 is the essence of sophistication and simplicity, harnessing a myriad of capabilities and delivered as a multi-dimensional enterprise viewer.



SCALABILITY

One for all. Architected for ubiquitous imaging, Visage 7 is the server-side platform that streamlines complexity, allowing even the largest organizations to stay ahead of the curve.

Massive data explosion



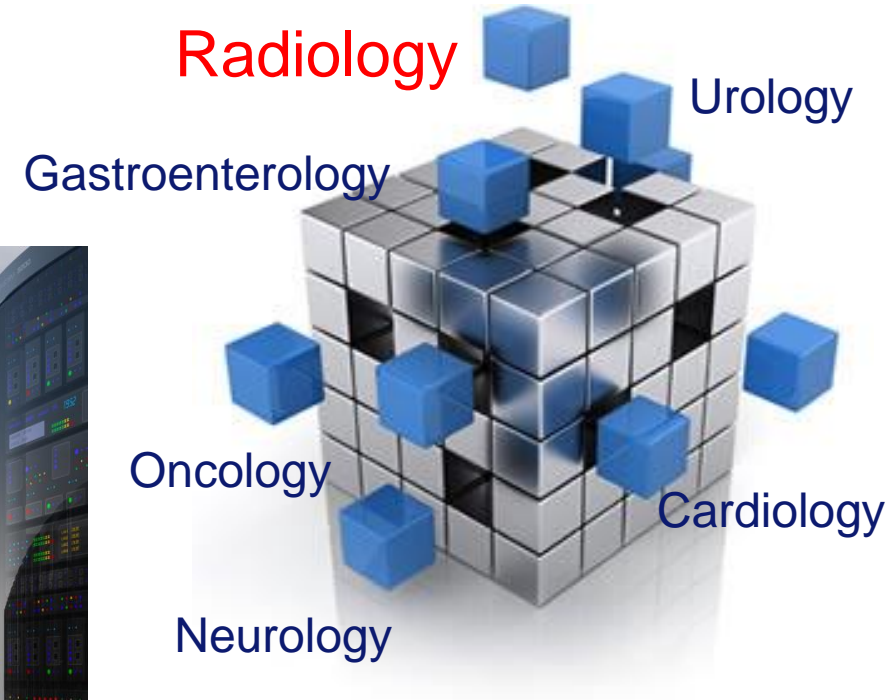
- Higher image density - CT leaps from 64 slices to 256 and now 640
- 3.0T MRI – much larger dataset than 1.5T
- Functional Imaging e.g. PET scan often > 1.5 to 2 gigabytes
- Digital Breast Tomosynthesis (DBT) files can be over 4 to 6 gigabytes
- Prior examinations multiply the problem

Electronic Medical Record (EMR)



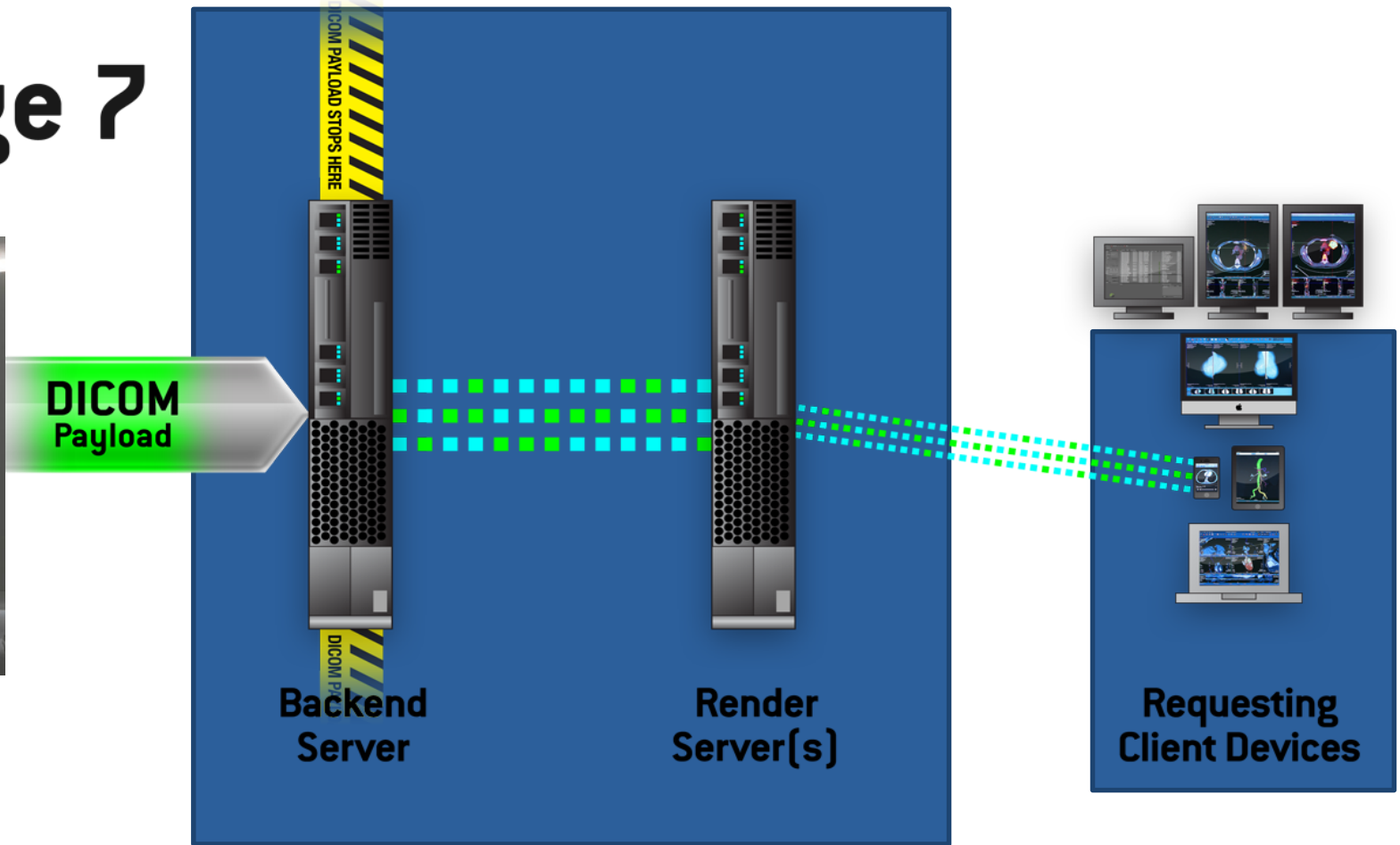
- Mandated in US Hospitals by end of 2018
- Consolidates all hospital data – clinical and financial
- 90% of EHR is imaging data (by volume)
- Need all imaging data in one repository
- Driving adoption of VNA
- Need for a single Viewer for all images

“Deconstructed” PACS – VNA/EMR



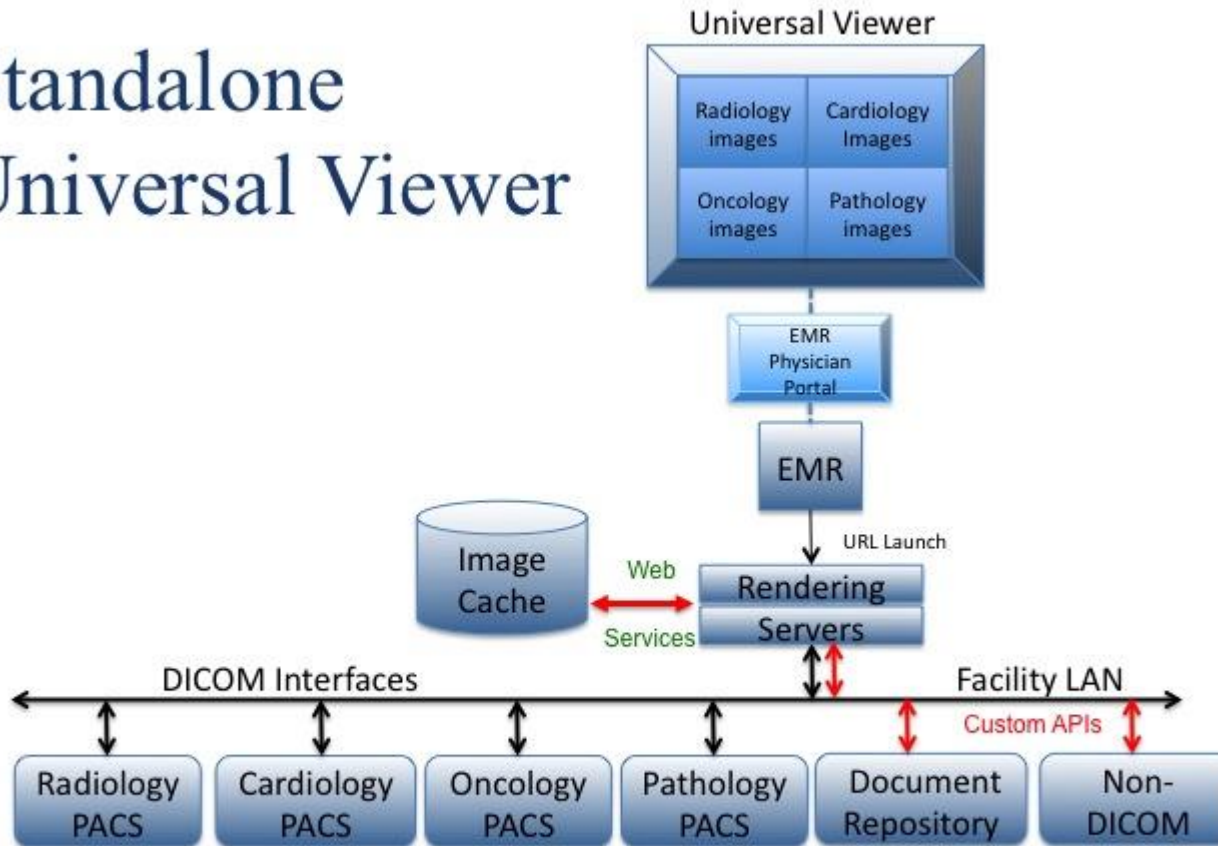
Solution - Visage 7.0 Streaming Technology

Visage 7



Solution – Visage 7.0 Viewer”

Standalone Universal Viewer



North American market



- PACS market estimated at > US\$2 billion pa and growing
- Expanding into Enterprise Imaging
- Paradigm shift to “deconstructed PACS” – best in breed approach
- Market fragmented - in process of consolidating
- Visage 7.0 – proven, market leading technology
- Company ideally positioned

Fast Track Implementation



- Proven fast track methodology
- 1/3 the time of industry norm
- Delivers huge savings for client
- Strategic advantage - key differentiator in the market
- Frees implementation staff for other jobs

Proven Results



- Significant IT and infrastructure savings
- Unparalleled radiologist efficiency
- Greater clinical accuracy
- Improved physician engagement
- Delivers superior value proposition

Growing Recurring Income Stream – Operational (Transaction) Model



- Alternative to capital model
- Favoured in recent US contracts
- Now used in RIS contracts in Australia
- Model based on guaranteed minimums
- Contracted minimums increase to > AUD \$110 million
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

Margin Expansion

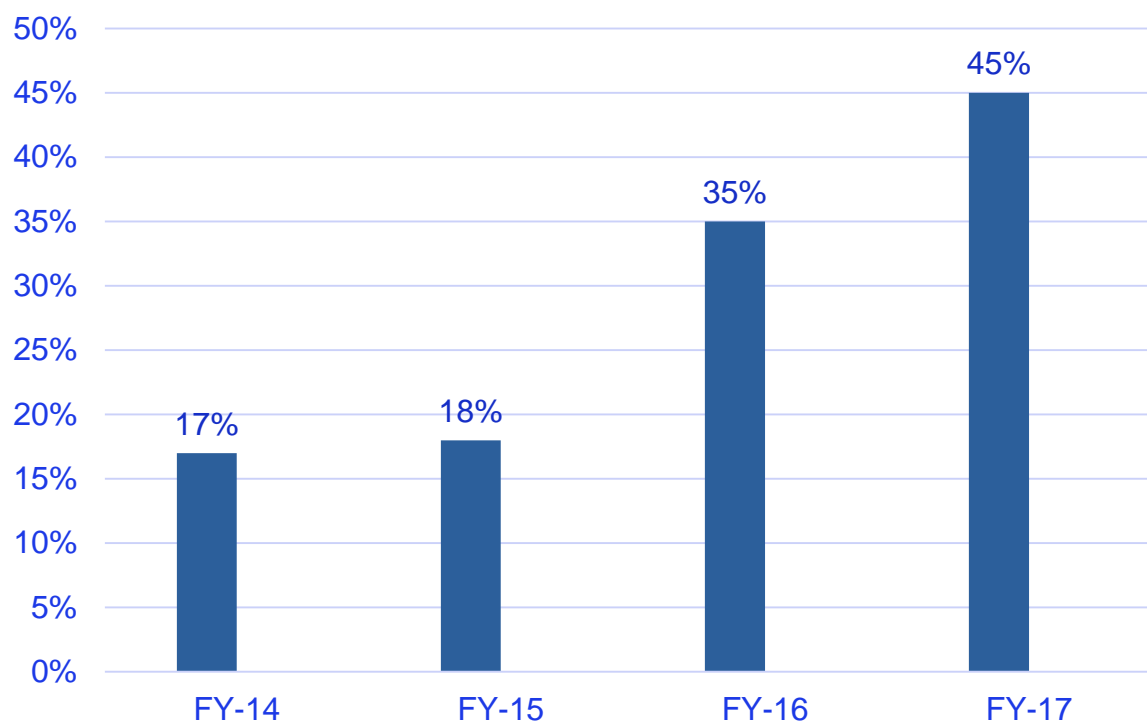


- Highly scalable offering
- No capex (HW) – SW only model
- Training & Installation – charged as professional services
- Relatively fixed cost base
- Margin continues to grow as footprint increases

Margin Expansion



EBIT Margins



US Pipeline



- Multiple opportunities at various stages of cycle
- New opportunities – some at RFI/RFP stage
- Opportunities in both Private and Large Enterprise markets.
- Network effect from recent high profile wins
- Increasing number of opportunities coming to market

Growth Strategy



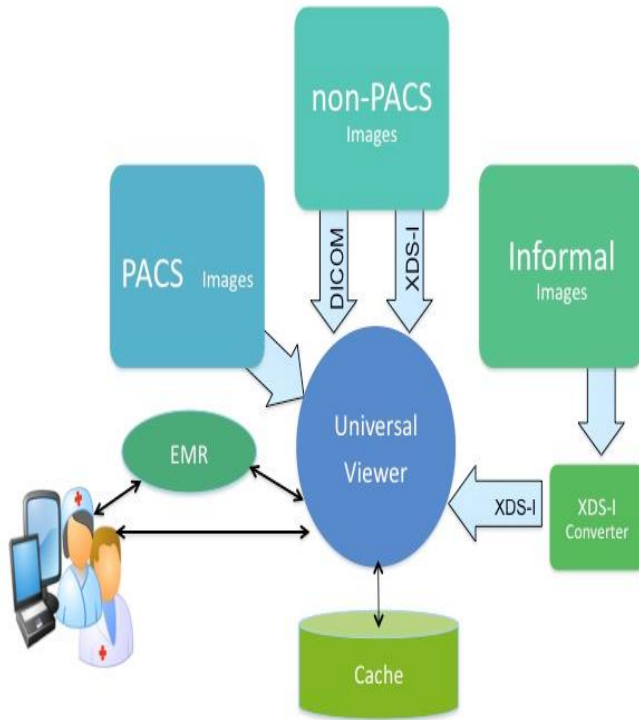
- Transaction growth (above minimums) from existing clients
- Expand current footprint via new deals
- Margin expansion with future contracts
- Continue to build out pipeline
- Extend to other markets
- Leverage R&D capability to introduce new products

New products – Visage 7 Open Archive



- Same highly scalable enterprise imaging platform used in Visage 7
- Modular design – interoperable in complex environments
- Currently used outside of North America
- Visage can offer choice of deconstructed or single vendor solutions
- Well placed for the North American archive market

New products - Enterprise Imaging



- Single viewer for all images in the medical record (EMR)
- Radiology/Cardiology (DICOM format)
- Non radiology - reflected light - hi res photos & video
- Visage ideally suited – any image streamed anywhere
- Significantly increases Visage value proposition
- Additional future revenue stream
- Growth opportunity within existing contracts

Image courtesy of Gray Consulting

Enterprise Imaging

The screenshot displays the VISAGE Enterprise Imaging software interface, which is a multi-panel application for viewing medical imaging data. The interface is organized into several sections:

- Top Menu and Toolbar:** Includes standard menu items (File, View, Protocol, Tools, Help) and a toolbar with various icons for navigation and manipulation. A 'Study Browser' and 'Export' button are also present.
- Series List:** A horizontal bar at the top lists different image series: 1 Series, 2 Series, 4 Series, 6 Series, 8 Series, 12 Series, and Other Series. It also includes 'Multiplanar (act. series)' and 'Multiplanar + 3D MIP (act. series)'.
- Main View Area:** The central part of the interface is divided into four main panels:
 - Top Left (Axial View):** Shows a cross-sectional MRI of a knee joint. Metadata includes: MORGAN EDNA ANON, 43.374_1, * 1992-Jan-01 F 18Y, MRI KNEE, 2010-Sep-10, FOV: 190 x 190 mm², 2_tse_fs_tra_4mm_Kniespule, über das 2.Knie sag. 9.Ärtiger..., 13:53:44, TR: 5700 ms, TE: 86 ms, SE 384 x 384, Series 8 IMA 1.
 - Top Right (Sagittal View):** Shows a sagittal MRI of the knee joint. Metadata includes: VISAGE GENERAL HOSPITAL, SIEMENS Avanto, web web web, MORGAN EDNA ANON, 43.374_1, * 1992-Jan-01 F 18Y, MRI KNEE, 2010-Sep-10, FOV: 200 x 200 mm², t1_se_cor_FIL, 13:31:40, TR: 450 ms, TE: 13 ms, SE 384 x 384, Series 5 IMA 21.
 - Bottom Left (Coronal View):** Shows a coronal MRI of the knee joint. Metadata includes: MORGAN EDNA ANON, 43.374_1, * 1992-Jan-01 F 18Y, MRI KNEE, 2010-Sep-10, FOV: 186 x 186 mm², pd_tse_fs_rst_cor_FIL, 13:48:09, TR: 2900 ms, TE: 44 ms, SE 384 x 384, Series 7 IMA 21.
 - Bottom Right (3D MIP View):** Shows a 3D Maximum Intensity Projection (MIP) view of the knee joint. Metadata includes: VISAGE GENERAL HOSPITAL, Visage Imaging, web web web, (not calibrated), C: 1058 W: 2109, Zoom: 108%.
- Attachments Panel:** A small panel on the right side of the main view area shows four circular thumbnails of the knee joint, labeled 0, 1, 2, and 3. Metadata includes: VISAGE GENERAL HOSPITAL, Visage Imaging, web web web, (not calibrated), C: 128 W: 255, Zoom: 80%.
- Series List (Bottom):** A horizontal bar at the bottom lists various image series: 2010-Sep-10 MR MRI KNEE, (Localizers), 8: t2_tse_fs_tra_4mm, 5: t1_se_cor_FIL, 7: pd_tse_fs_rst_cor, 4: t1_se_sag_FIL, 6: PD_tse_fs_rst_sag, 9: t2_me3d_we_sag, 4000: Attachments.

Summary

- Most profitable year on record
- Transaction model working
- Leading edge technologies
- Proven implementation & support capability
- Delivers measureable financial benefits
- Improvement in clinical outcomes
- Unparalleled value proposition
- Expanded product offering
- Looking to further leverage Research & Development capability



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