



**pro**  **medicus**  
OUR SUPPORT. YOUR SUCCESS.

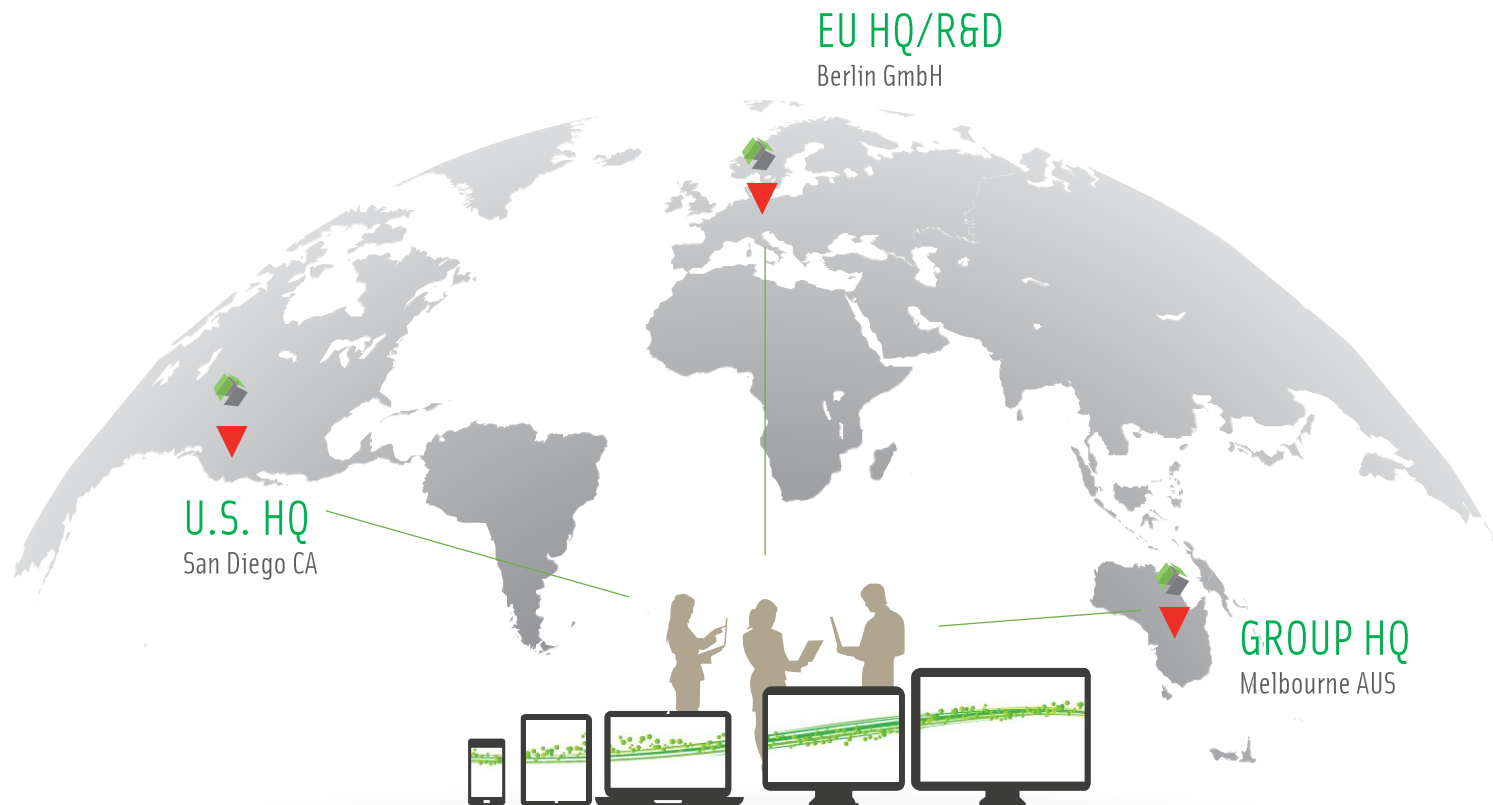
FY 2019 RESULTS PRESENTATION  
AUGUST 2019

  
VISAGE IMAGING®

# PRO MEDICUS (ASX:PME)

Healthcare IT company specializing in Enterprise Imaging and Radiology Information System (RIS) software.

Leading edge products, growing global presence.



U.S. HQ  
San Diego CA

EU HQ/R&D  
Berlin GmbH

GROUP HQ  
Melbourne AUS

OVER 40+ SOFTWARE ENGINEERS



ASX:PME



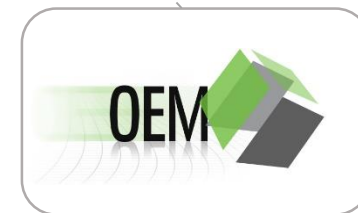
VISAGE RIS



pro+medicus.net

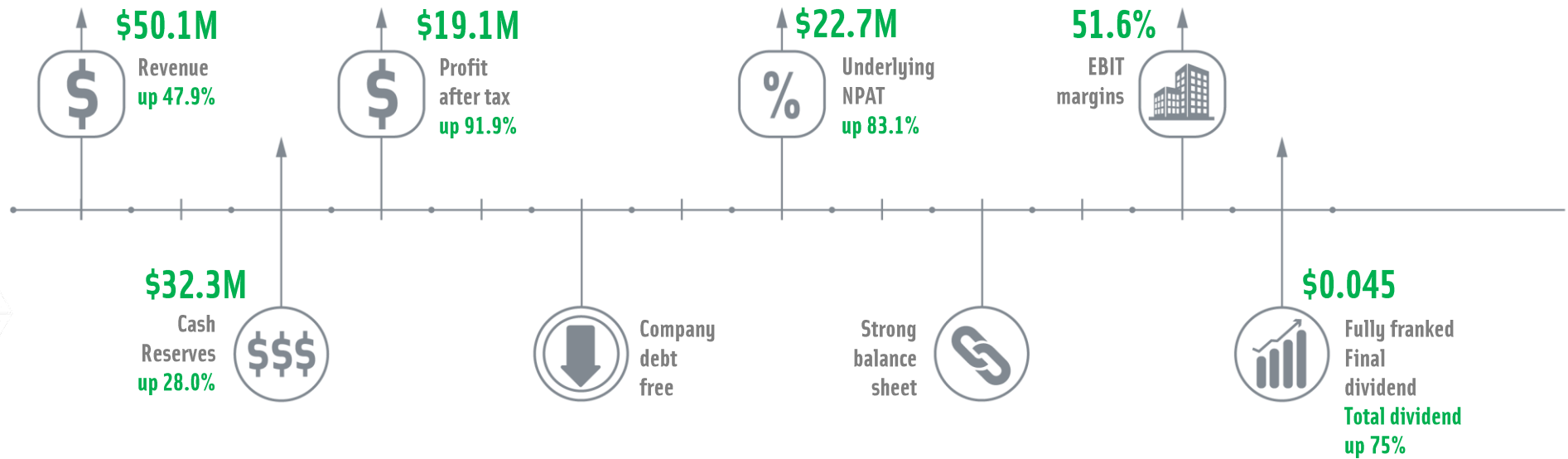


VISAGE 7  
PRODUCT SUITE



OEM

# RESULTS HY 2019



# IN REVIEW FY2019



**\$5M/7  
years**  
New  
Contract

JULY 2018



**\$27M/  
7 years**  
New  
Contract

NOVEMBER 2018



**\$3M**  
German Govt. Hospital  
Contract Extension

DECEMBER 2018



**\$4M/  
5 years**  
VISN23  
Contract (Renewal)

FEBRUARY 2019



**\$14M/  
7 years**  
New  
Contract

APRIL 2019



Yale  
NewHaven  
Health  
**On/Ahead**  
of schedule

U.S.  
IMPLEMENTATIONS



**Strong  
growth**

PIPELINE

# OPERATONAL (TRANSACTION) MODEL

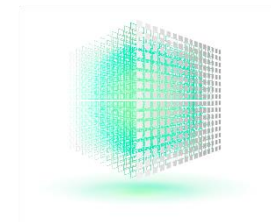
- Used in vast majority of US contracts
- Delivered as SaaS model
- Now used in RIS contracts in AUS
- Model based on guaranteed transaction minimums
- Contracted revenue > A\$180M/5 years\*
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

\* Assumes the majority of key contracts up for renewal in years 4 & 5 are renewed



# EXAM (TRANSACTION) REVENUE

- Recurring in nature
- Increased by 43.5% YoY
- Growth to continue in FY 2020 onwards (Partners, Duke & others)
- Growth from existing clients (organic and M&A) plus new clients
- Further upside with adoption of new products (VISAGE 7 Open Archive and Enterprise Imaging)



# PROFESSIONAL SERVICES



- Project planning, training & implementation \_\_\_\_\_
- Revenue spread over the length of the contract \_\_\_\_\_  
- new accounting standards (AASB 15)
- Recurring in nature ~ 10% contract value \_\_\_\_\_
- Will decrease as a % of total revenue as exam  
(transaction) revenue increases \_\_\_\_\_



%



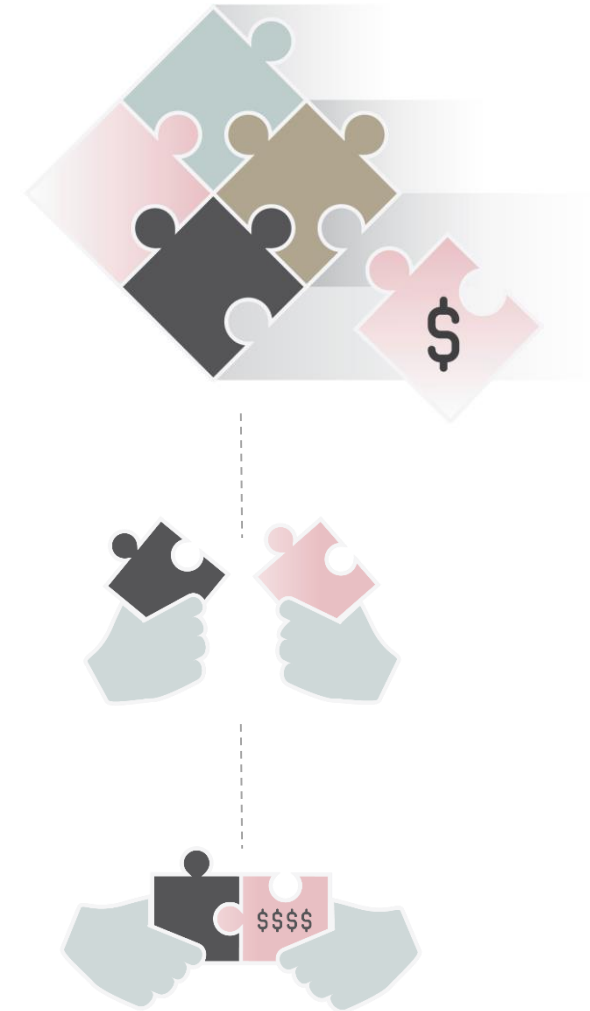
# FY 2019 Revenue Split

Full year revenue split - Reinstated for AASB 15

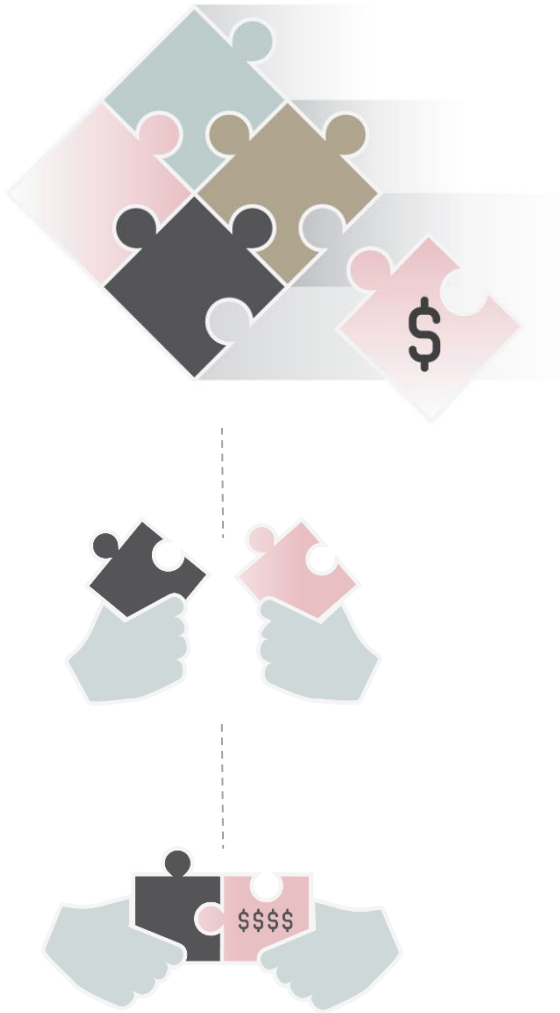
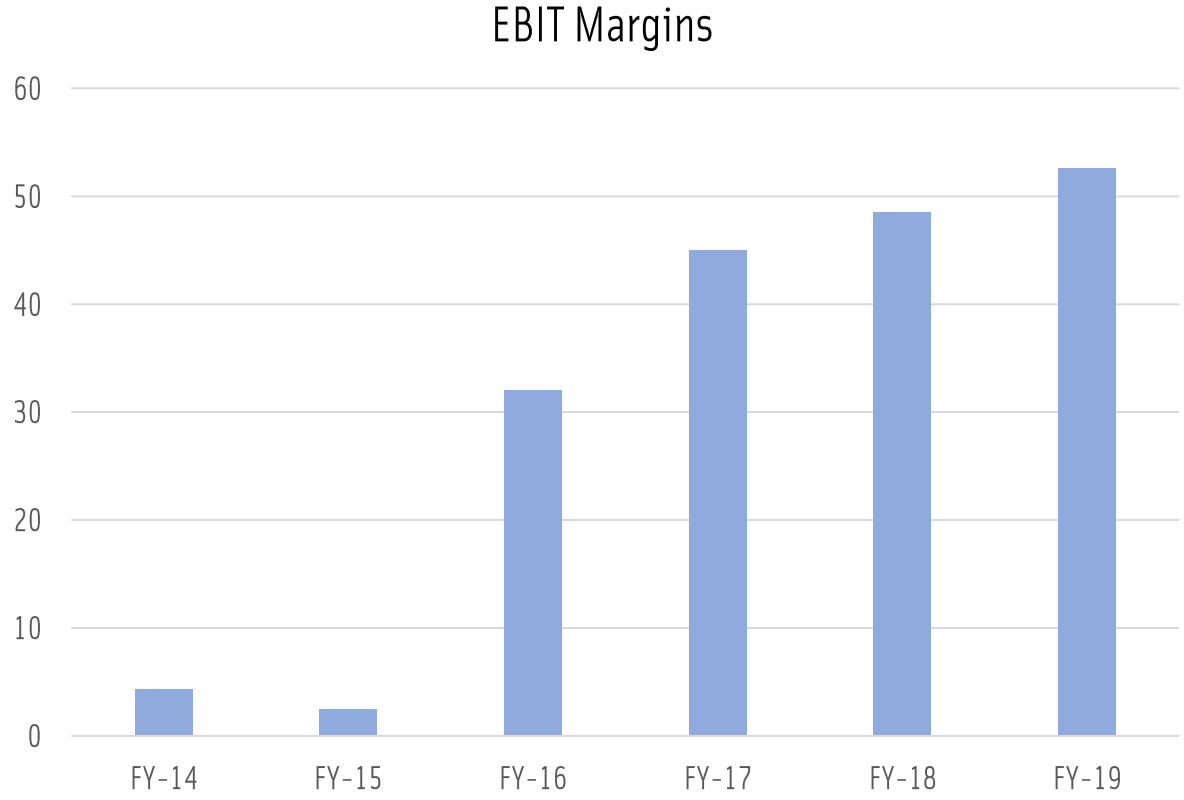


# OPERATING LEVERAGE

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



# MARGIN EXPANSION



# PARTNERS HEALTHCARE

- Largest health system in Massachusetts
- Massachusetts General Hospital ranked (#2) and Brigham and Women's Hospital (#13) best hospital in US
- Top two teaching hospitals for Harvard Medical School
- Leader in biomedical and data science research
  - renowned MGH & BWH Center for Clinical Data Science



# PARTNERS HEALTHCARE

- 7-year, \$27M deal, transaction-based licensing model
- Largest contract in the history of PME
- VISAGE 7 cornerstone of the Partners Radiology Enterprise Platform (PREP)
- Transformational – a key component of Partners 2.0 initiative





# PARTNERS HEALTHCARE

## Phase 1

- Massachusetts General Hospital and Brigham and Women's Hospital
- Implemented in record time
- Project over 95% complete

## Phase 2

- Other hospitals in Partners HealthCare network
- Implementation following completion of Phase 1

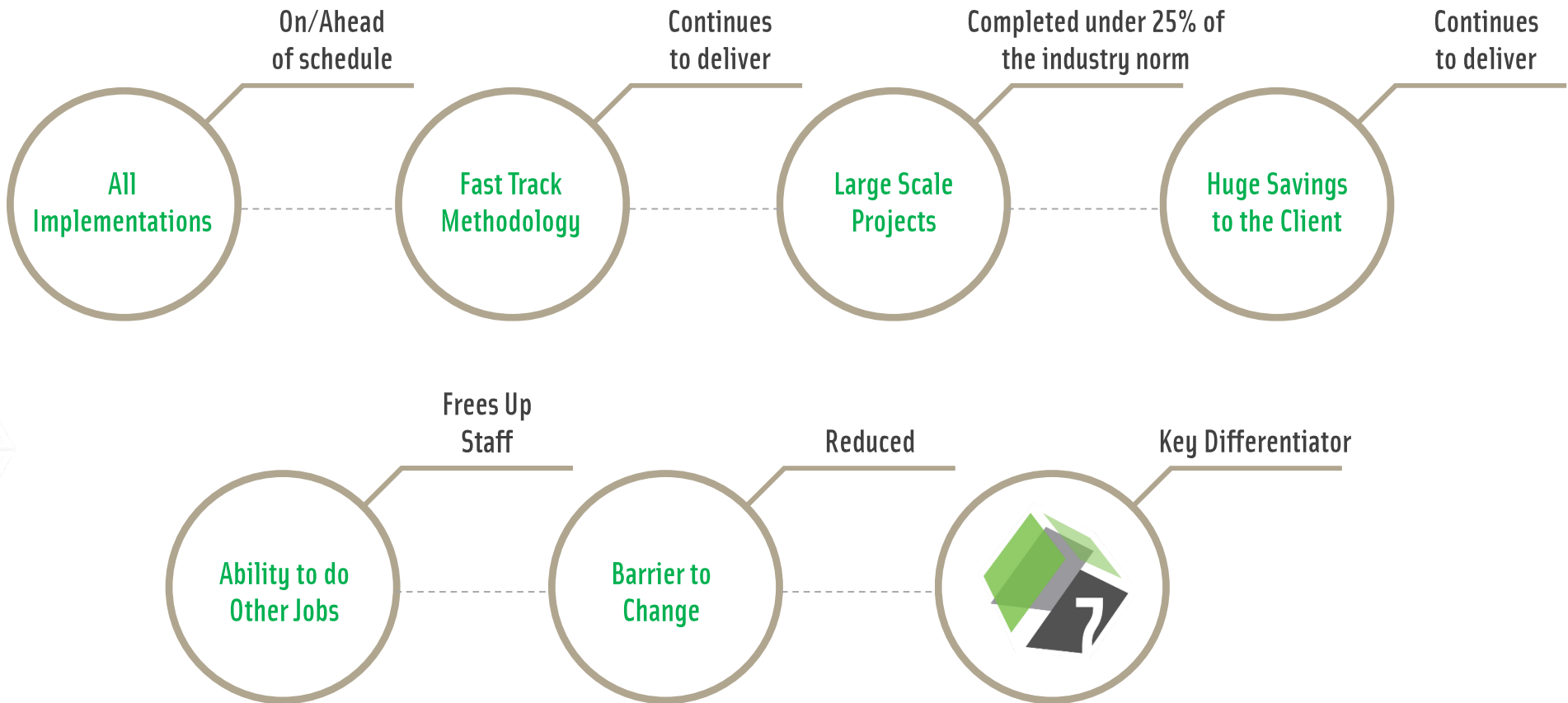


# DUKE HEALTH

- 7 year - \$14M deal
- Largest health system in North Carolina
- Visage 7 to be implemented across all of Duke's radiology departments
- Transaction-based model with potential upside
- Adds to PME's growing footprint in the tier 1 U.S. academic hospital segment

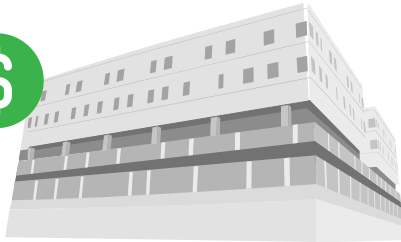


# IMPLEMENTATIONS





# VISAGE – PROVEN ROI



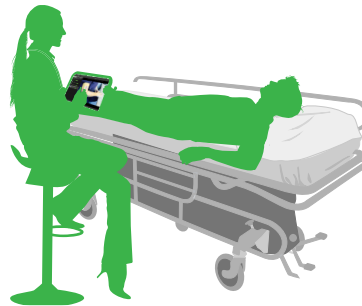
Significant IT & Infrastructure Savings



Unparalleled Increase in Radiologist Efficiency



Greater Clinical Accuracy

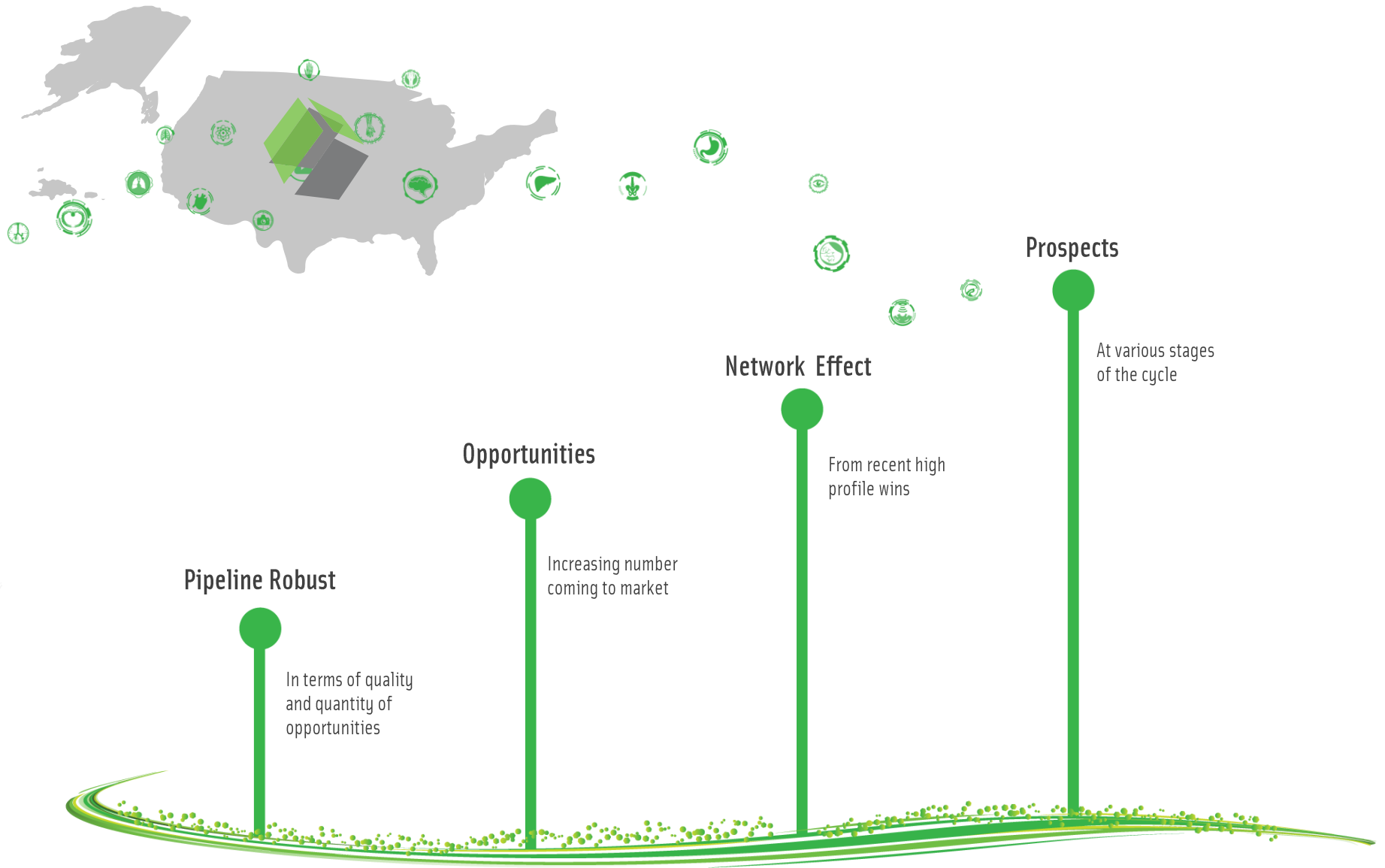


Improved Physician Engagement



Delivers Superior Value Proposition

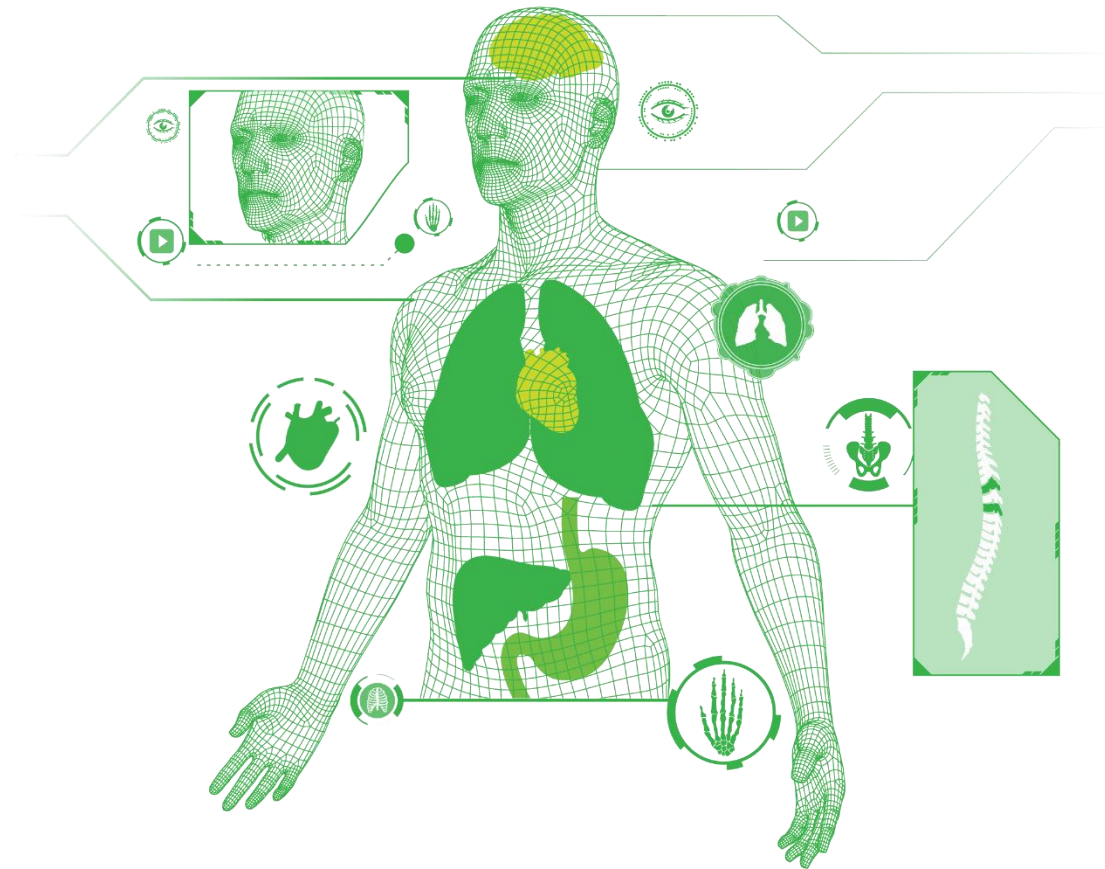
# NORTH AMERICAN PIPELINE



# ARTIFICIAL INTELLIGENCE

# VISAGE 7 AI

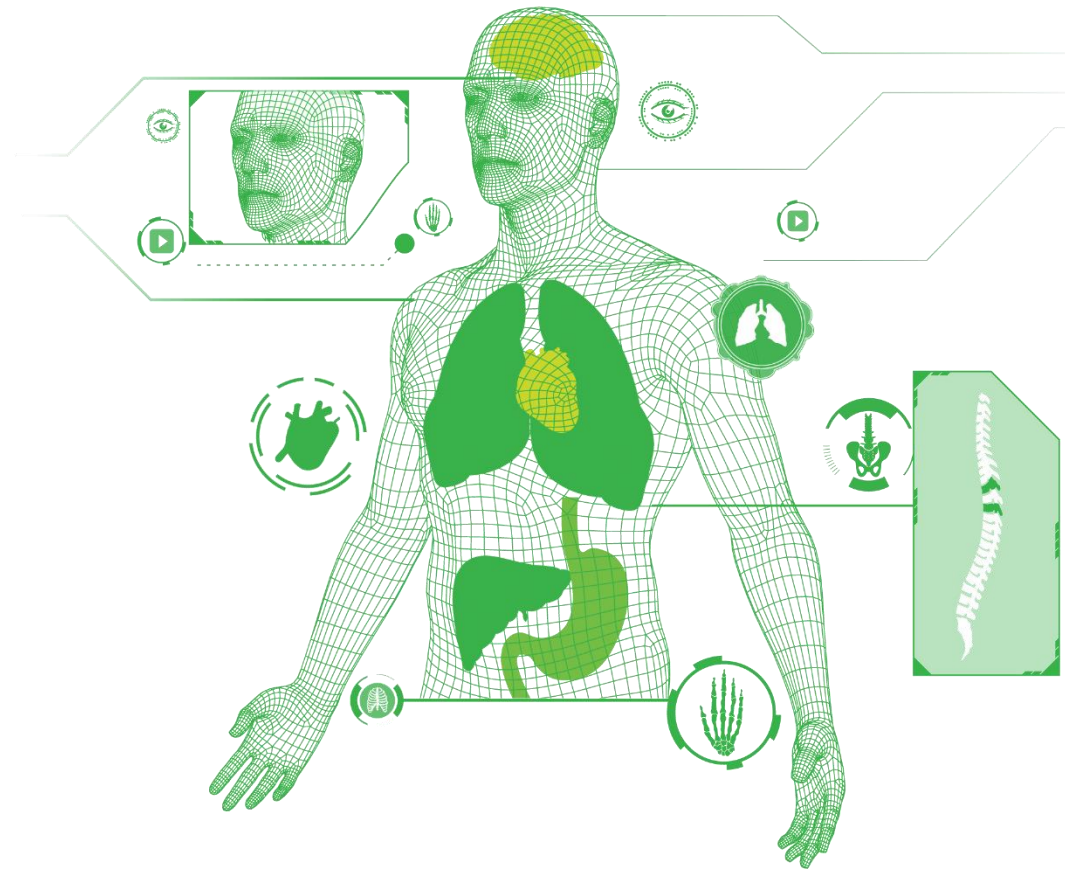
- Healthcare imaging ideally suited to AI
- Visage well positioned to take advantage of this emerging technology
- Advanced image processing in healthcare is “in our DNA”
- VISAGE 7 architecture based on GPU technology used in AI
- Growing academic/research focused client base



# ARTIFICIAL INTELLIGENCE (cont.)

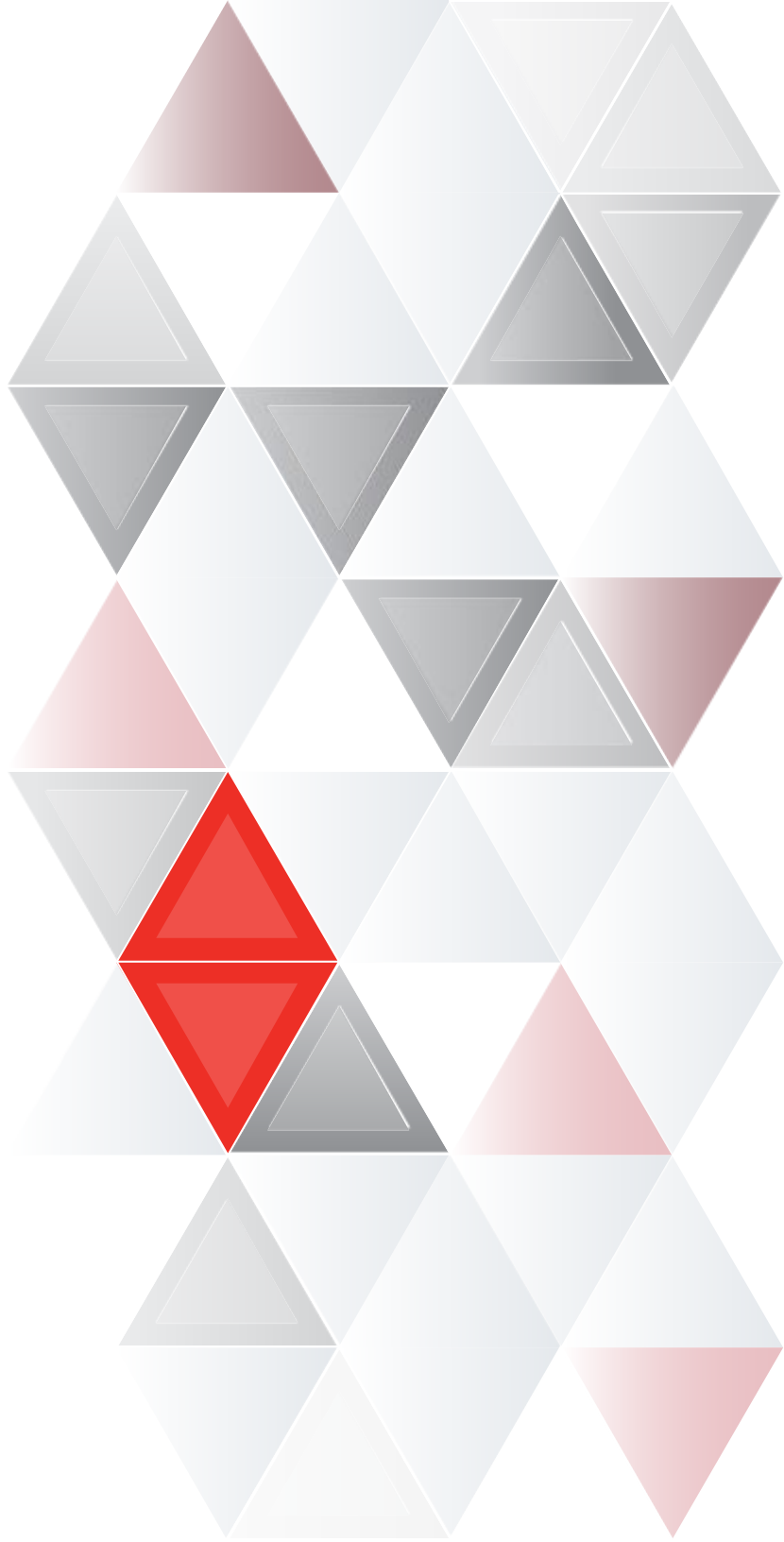
# VISAGE 7 AI

- “In product” AI – automated high-end functions within VISAGE 7
- VISAGE 7 AI single visualization platform for both the clinical AND research environments
- VISAGE 7 AI – Open platform enables integration of 3<sup>rd</sup> party algorithms
- Platform for possible future Visage created algorithms



# SUMMARY

- Growing North American footprint
- Transaction revenue up 43.5% compared to FY2018
- Market leading technologies
- Proven implementation & support capability
- Unparalleled value proposition (Clinical and Financial ROI)
- 1<sup>st</sup> large scale VISAGE 7 Open Archive in U.S.
- New Product – Enterprise Imaging
- Strategically positioned to leverage AI



THANK YOU