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HY 2020 RESULTS PRESENTATION

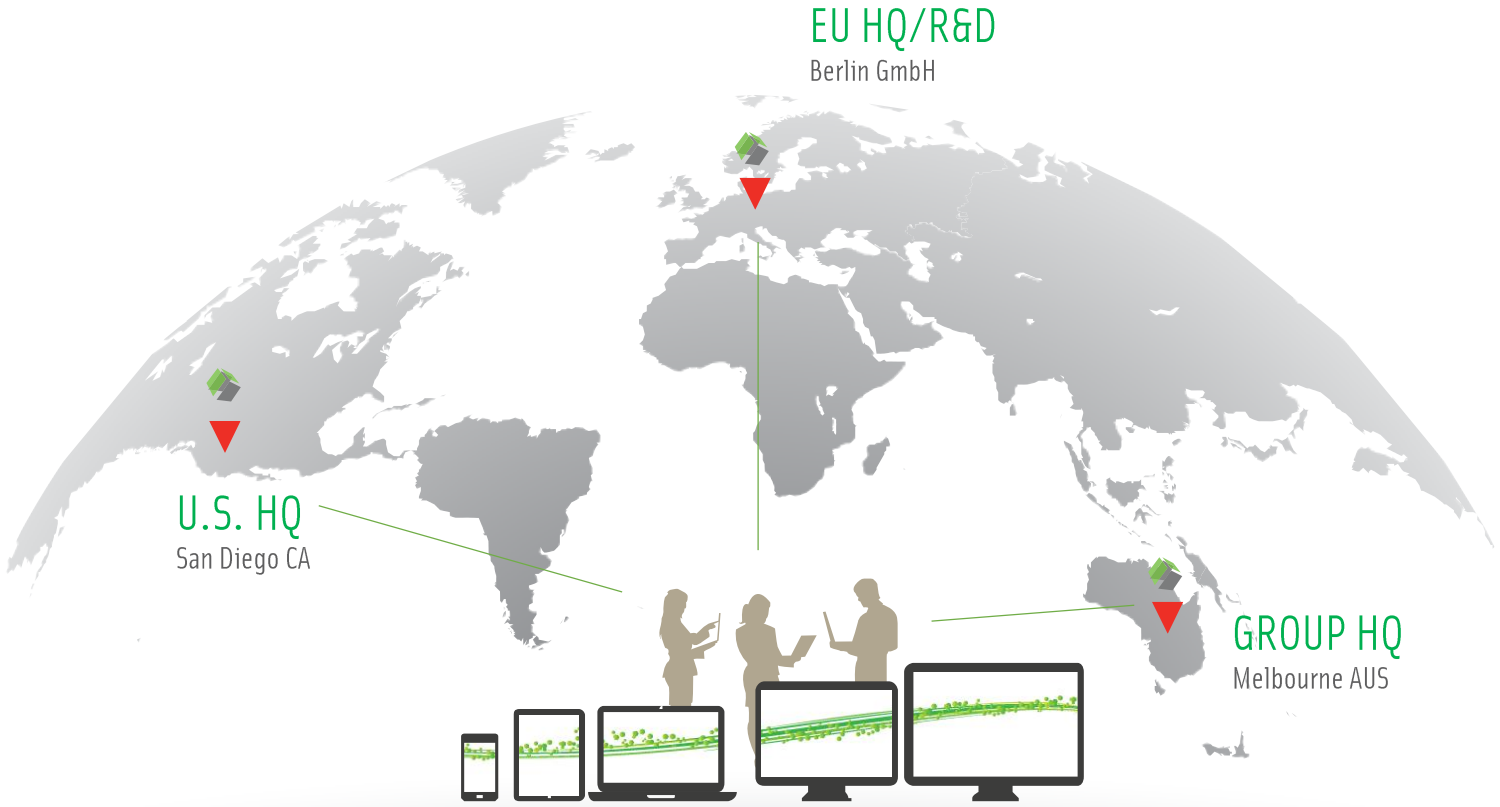
February 2020

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.



OVER 40+ SOFTWARE ENGINEERS

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ASX:PME

VISAGE RIS

VISAGE RIS

promedicus.net

VISAGE 7

VISAGE 7
PRODUCT SUITE

OEM

OEM

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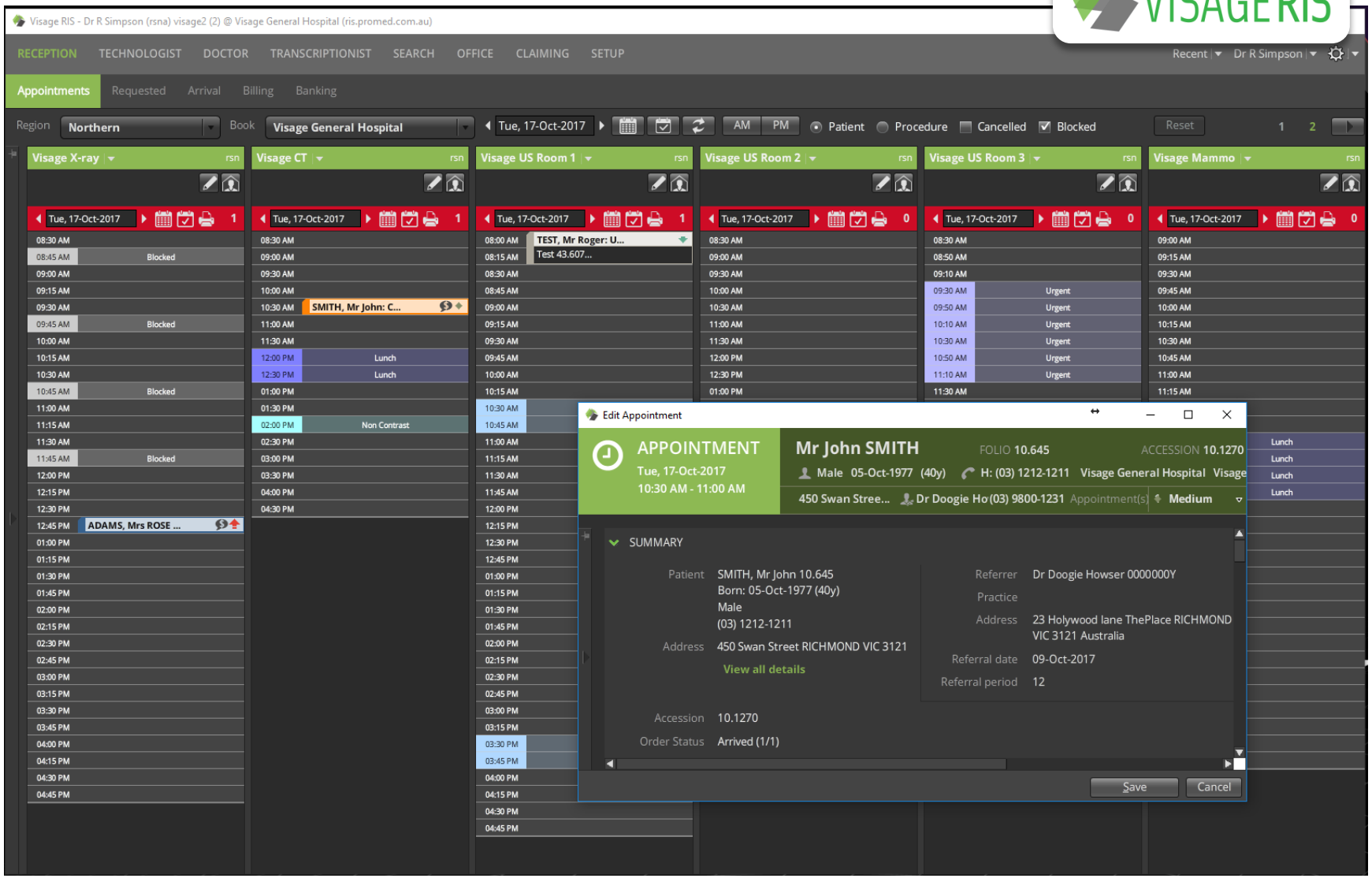
VISAGE RIS



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VISAGE RIS

- Long term (5 year) contracts with Primary Healthcare and I–MED, the 2 biggest radiology providers in AUS
- Combined additional revenue of $4.4M pa once fully deployed
- Rollouts progressing well
- Potential upside via organic and M&A growth
- Increased market interest – new opportunities
- Repositions PME as undisputed market leader

VISAGE RIS

I-MED Network Radiology
Comprehensive care. Uncompromising quality.

Healthcare Imaging Services
Affordable | Accessible | Imaging

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LEADING EDGE PLATFORM

Visage 7 continues to be #1 in Speed, Functionality and Scalability.

SPEED

FUNCTIONALITY

SCALABILITY

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MASSIVE DATA EXPLOSION

- High density Multi-slice CT - 10,000+ images
- HD Breast Tomosynthesis - 6 GB+
- Optoacoustic breast ultrasound - 10+ GB
- Total Body PET Scan - 10+ GB
- 7T MRI - much larger than 3T

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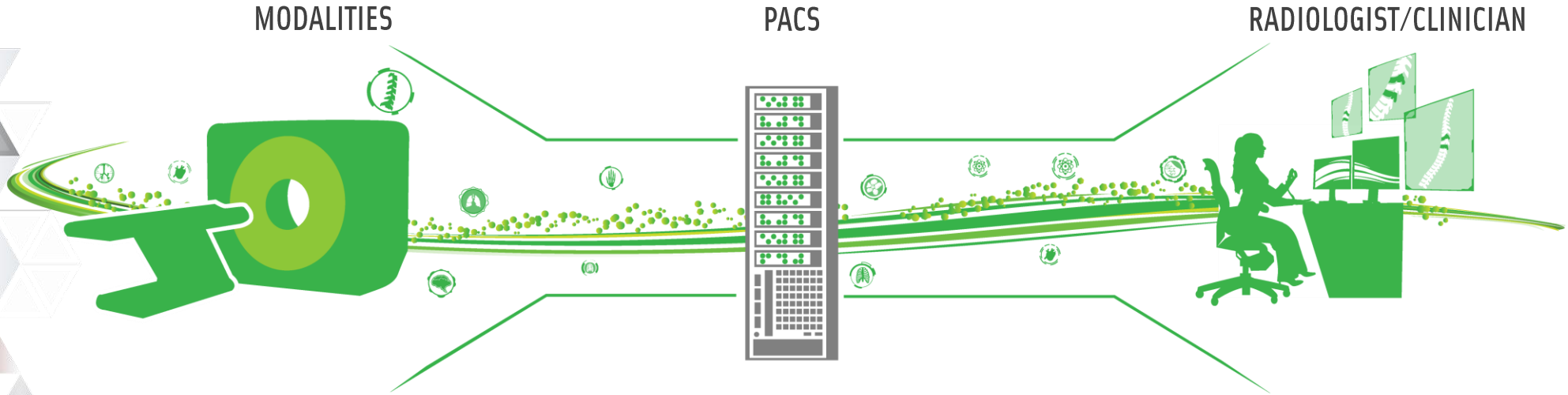
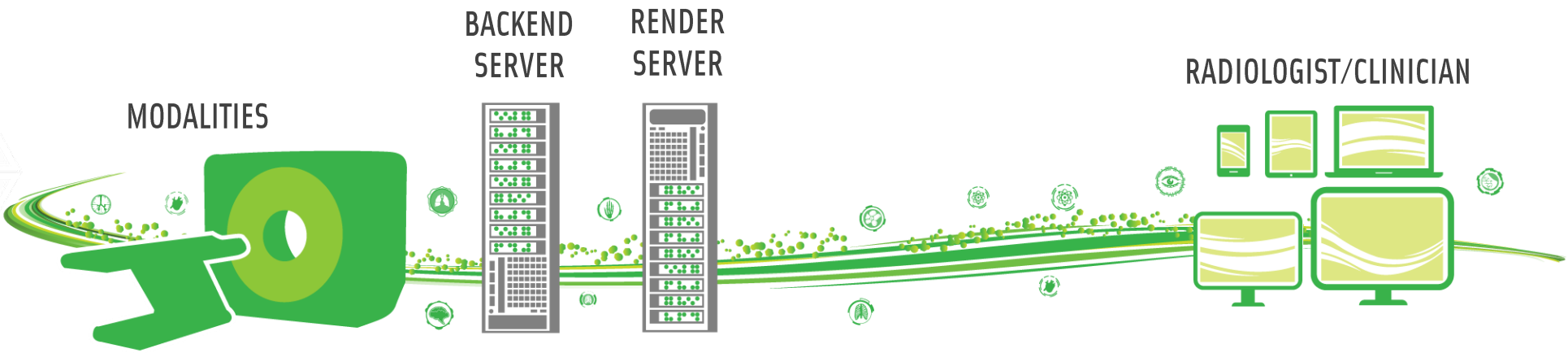
LEGACY TECHNOLOGY

"Compress and Send"



SOLUTION:

VISAGE 7 Streaming Technology



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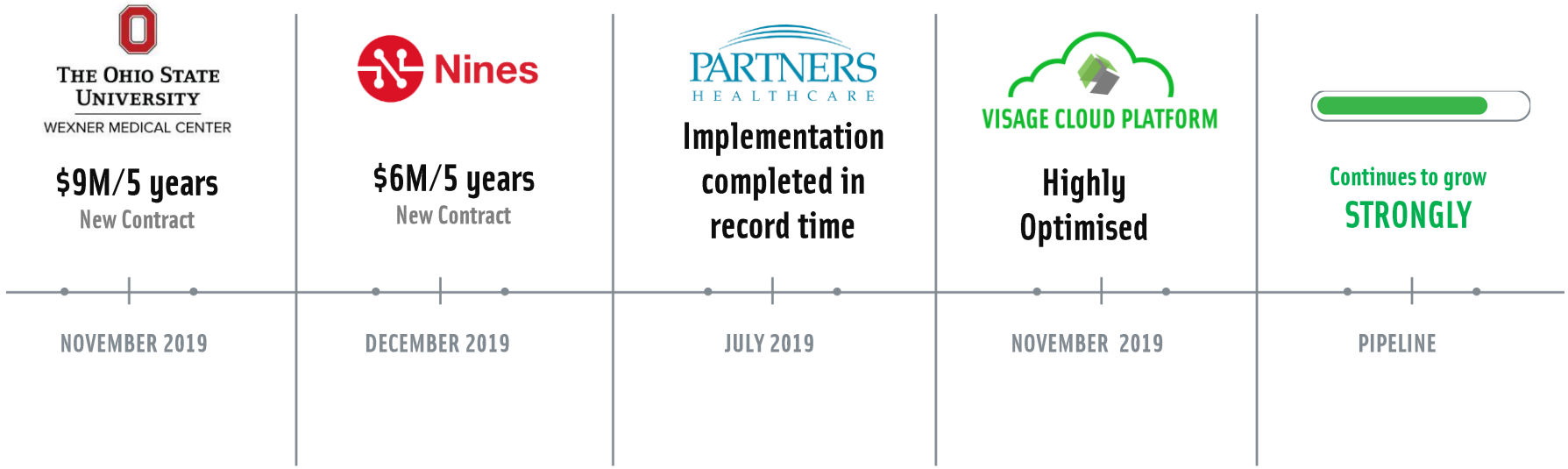
In Review
HY 2020



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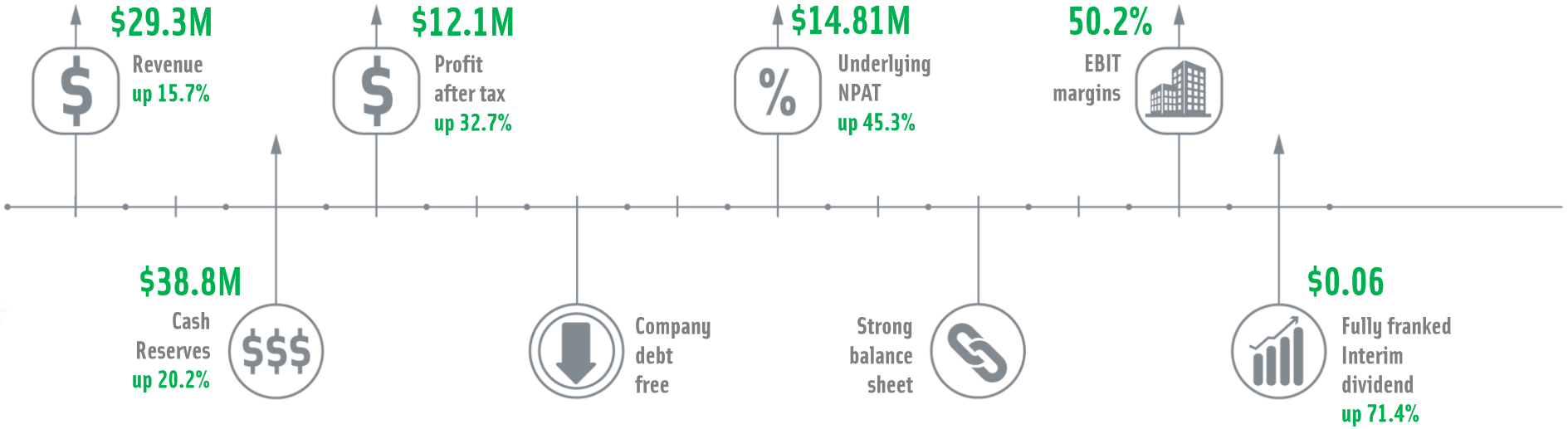
RESULTS
HY 2020



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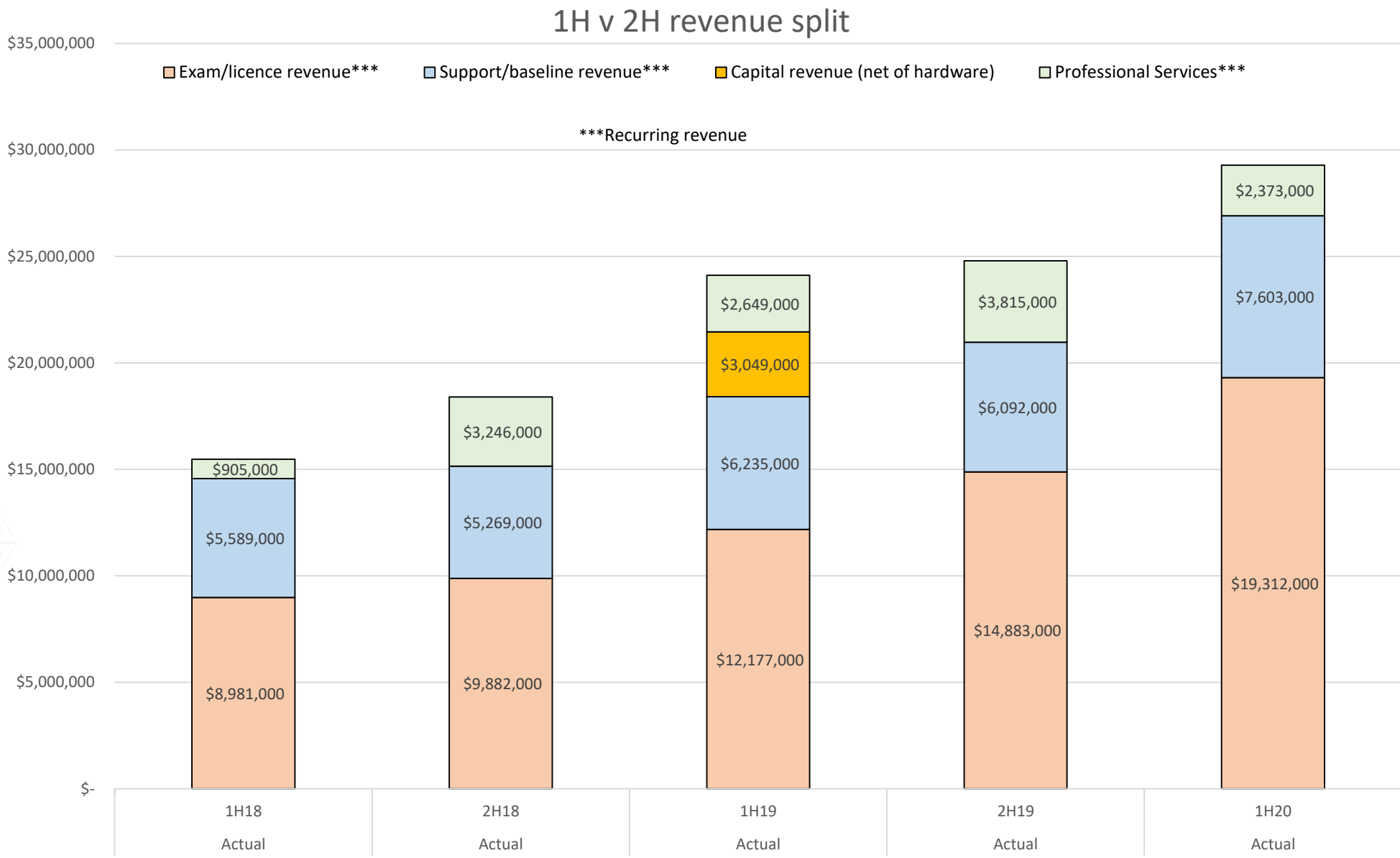
HY 2020 Revenue Split



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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
- Forward revenue > A$195M/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**

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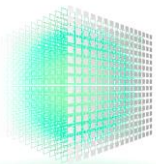
EXAM (TRANSACTION) REVENUE

- Recurring in nature
- Increased by 30% HoH
- Growth to continue for FY 2020 (Partners, Duke, OSU & 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)

Yale
NewHaven
Health
PARTNERS
HEALTHCARE
DukeHealth


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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

%

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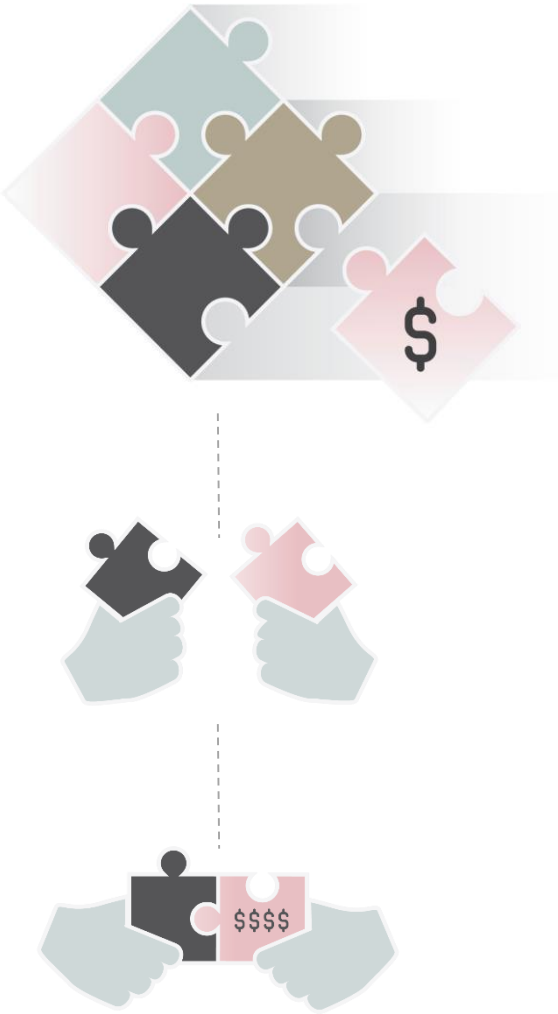
OPERATING LEVERAGE

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



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OHIO STATE UNIVERSITY
Wexner Medical Center

- Minimum of $9 Million over 5 years
- Transaction-based licensing model with upside
- Large regional hospital system
- Teaching hospital for The Ohio State College of Medicine
- Implementation scheduled for Q4 FY20

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NINES

- 5 year - $6 Million platform deal
- Transaction based model – volumes to step up YoY
- SaaS offering based on Visage in the Cloud (Google)
- Nines team – highly respected in machine learning, AI, and radiology circles
- Leveraging the power of modern AI to clinical settings
- Opens up new market segment for PME
- Go Live April 2020

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FAST TRACK IMPLEMENTATION

- All implementations on or ahead of schedule
- Fast track methodology continues to deliver
- Large scale projects completed in under 1/4 the time of industry norm
- Delivers huge savings for client
- Frees PME staff for other jobs
- Reduces barrier to change
- A key differentiator of Visage offering

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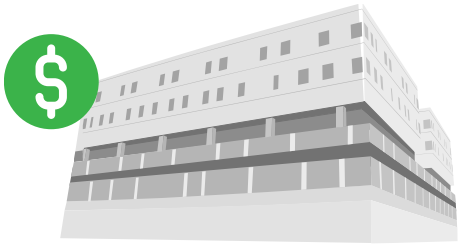
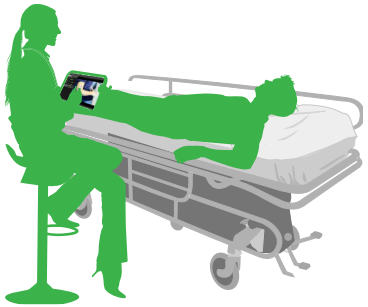
VISAGE – PROVEN ROI



Significant IT &
Infrastructure Savings

Unparalleled Increase in
Radiologist Efficiency

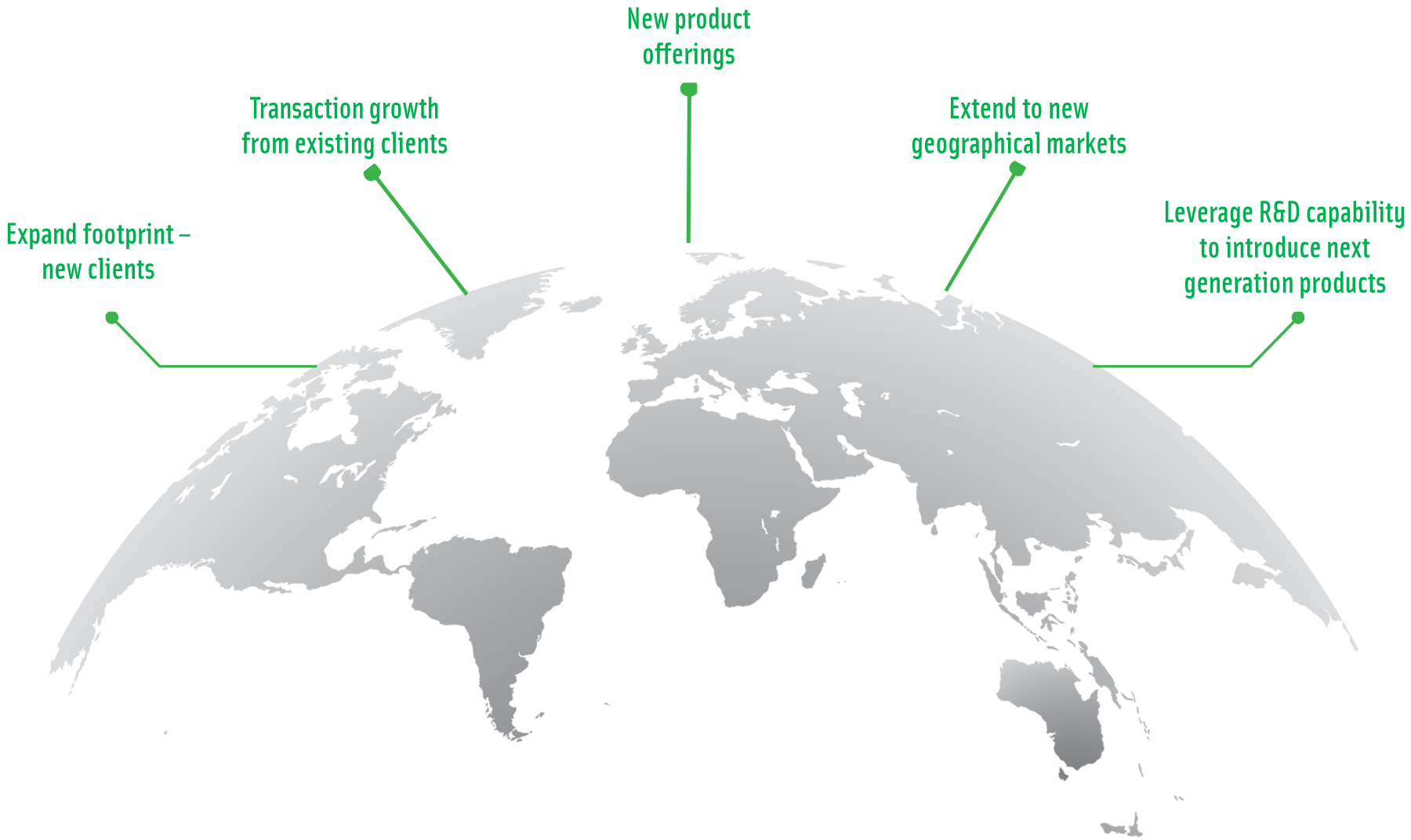
Greater Clinical
Accuracy



Improved Physician
Engagement

Delivers Superior
Value Proposition

GROWTH STRATEGY



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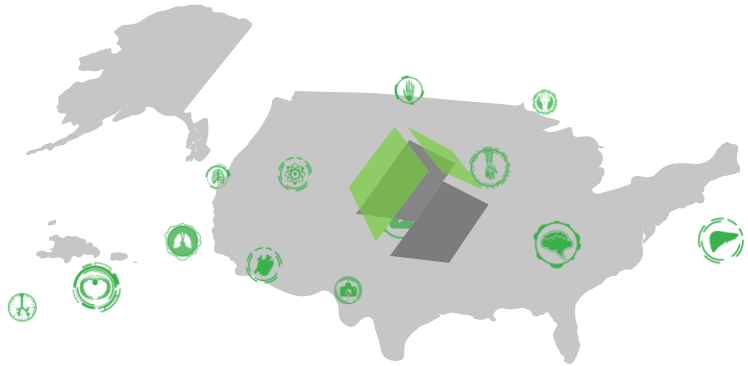
NORTH AMERICAN PIPELINE



Pipeline Robust

In terms of quality and quantity of opportunities

Opportunities

Last 12 months – significant increase in number of inbound RFPs

Network Effect

Increased as a result of recent high-profile wins

Prospects

Progressing through various stages of the cycle

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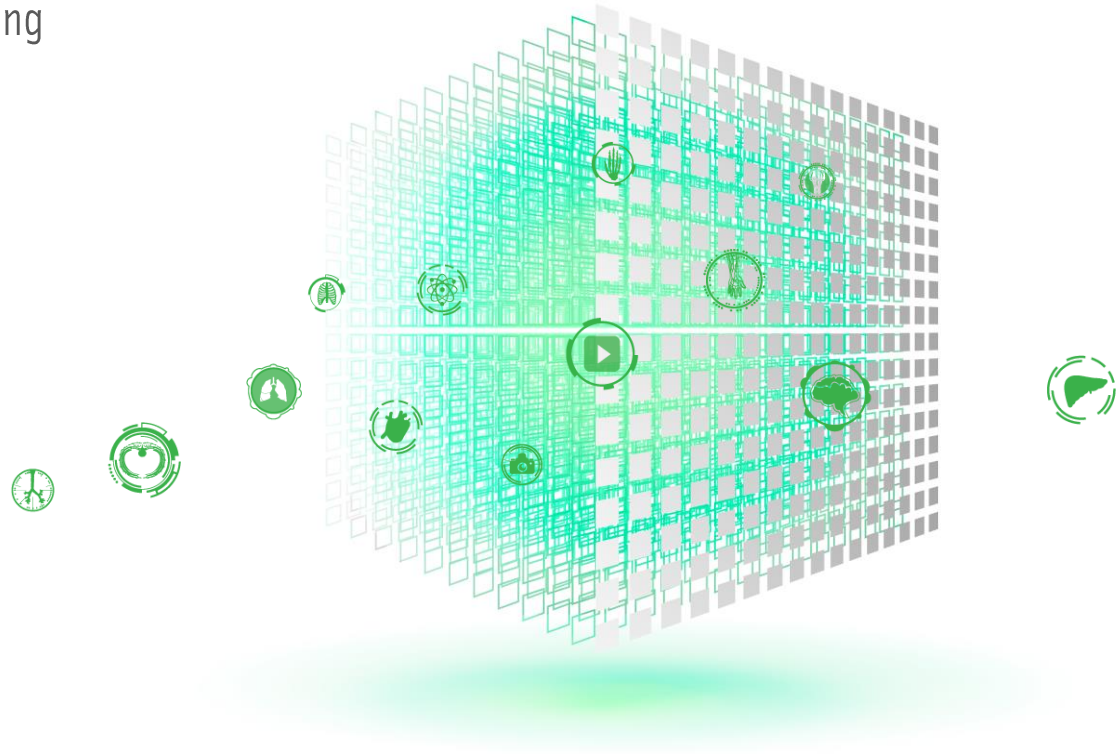
NEW PRODUCTS

VISAGE 7 **OPEN ARCHIVE**

- Same highly scalable enterprise imaging platform used in VISAGE 7
- Interoperable – works in complex environments
- Enables Visage to offer choice of modular or single vendor solutions
- Pipeline includes opportunities for Viewer **and** Visage Open Archive
- Well placed for North American archive market



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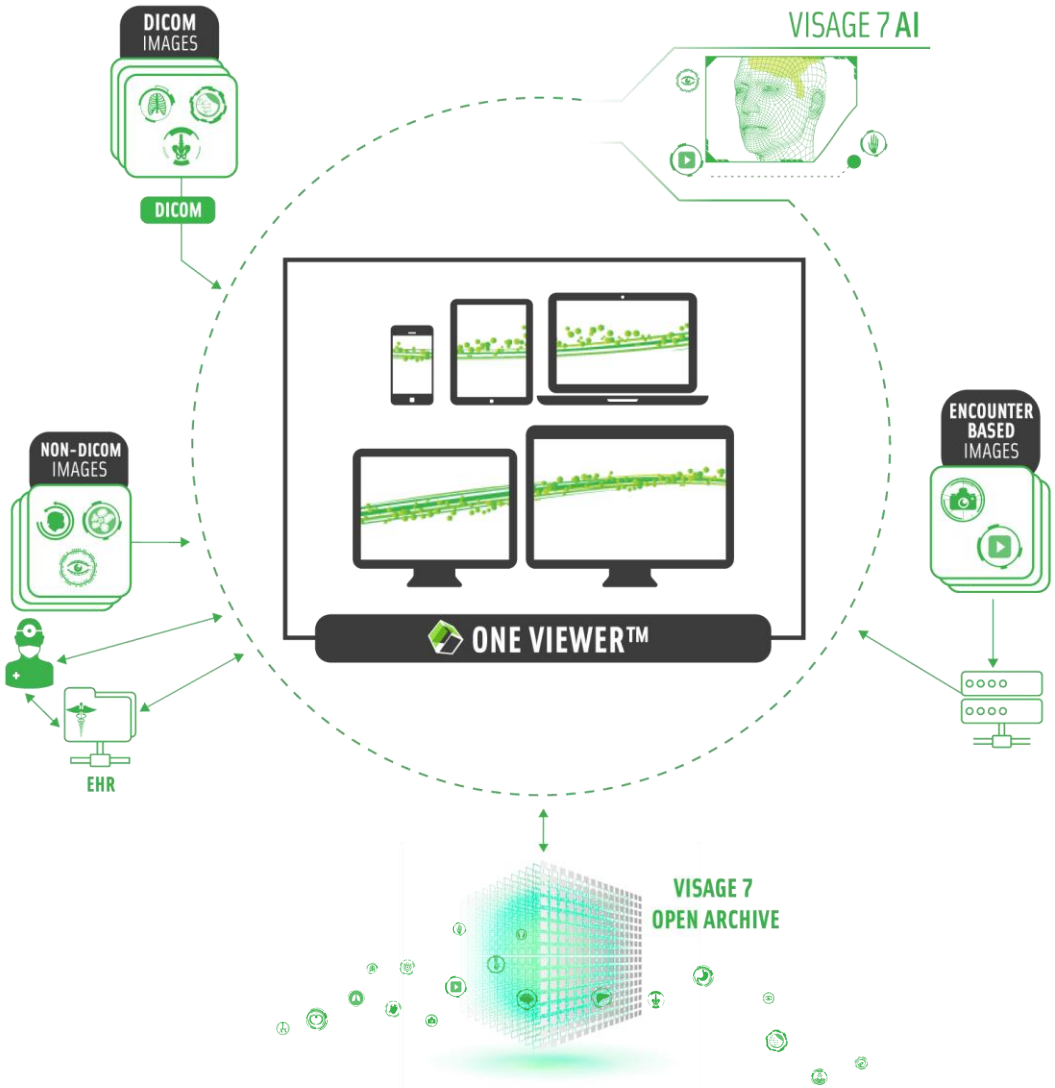
NEW PRODUCTS

- Single viewer for ALL images in the medical record (EMR)
- Radiology/Cardiology (DICOM format)
- Non-radiology– reflected light – hi-res photos & videos
- VISAGE 7 technology ideally suited
- Increases Visage value proposition
- Growth opportunities within existing contracts

ENTERPRISE IMAGING



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Visage 7 WORKLIST

- Adds to V7 Viewer and Archive modules
- Based on over 30 years experience in Worklist SW
- Allows PME to offer single vendor solution if required
- Integral part of Visage in the Cloud SaaS solution
- Ability to interface with broad range of AI algorithms

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VISAGE in the CLOUD

- Visage 7 - highly optimised for Cloud deployment
- Same Ultrafast performance as on premise
- Full Visage 7 functionality
- Security and scale of the cloud
- Full deployment or as backup/disaster recovery
- Suitable for all size implementations
- Opens up new market opportunities

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Visage 7

- Unique end to end solution
- Supports both research and production environments on a single platform
- Based on market leading Visage 7 technology
- Enables Visage clients to fast track AI as part of their imaging strategy

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Visage 7

- Visage Research Server – streamlines AI algorithm development
- Optimised for AI data curation and validation
- Open API - seamless integration
- AI Ecosystem - 3rd party and Visage developed algorithms
- Joint development/commercialisation opportunities - 3rd parties and academic clients.

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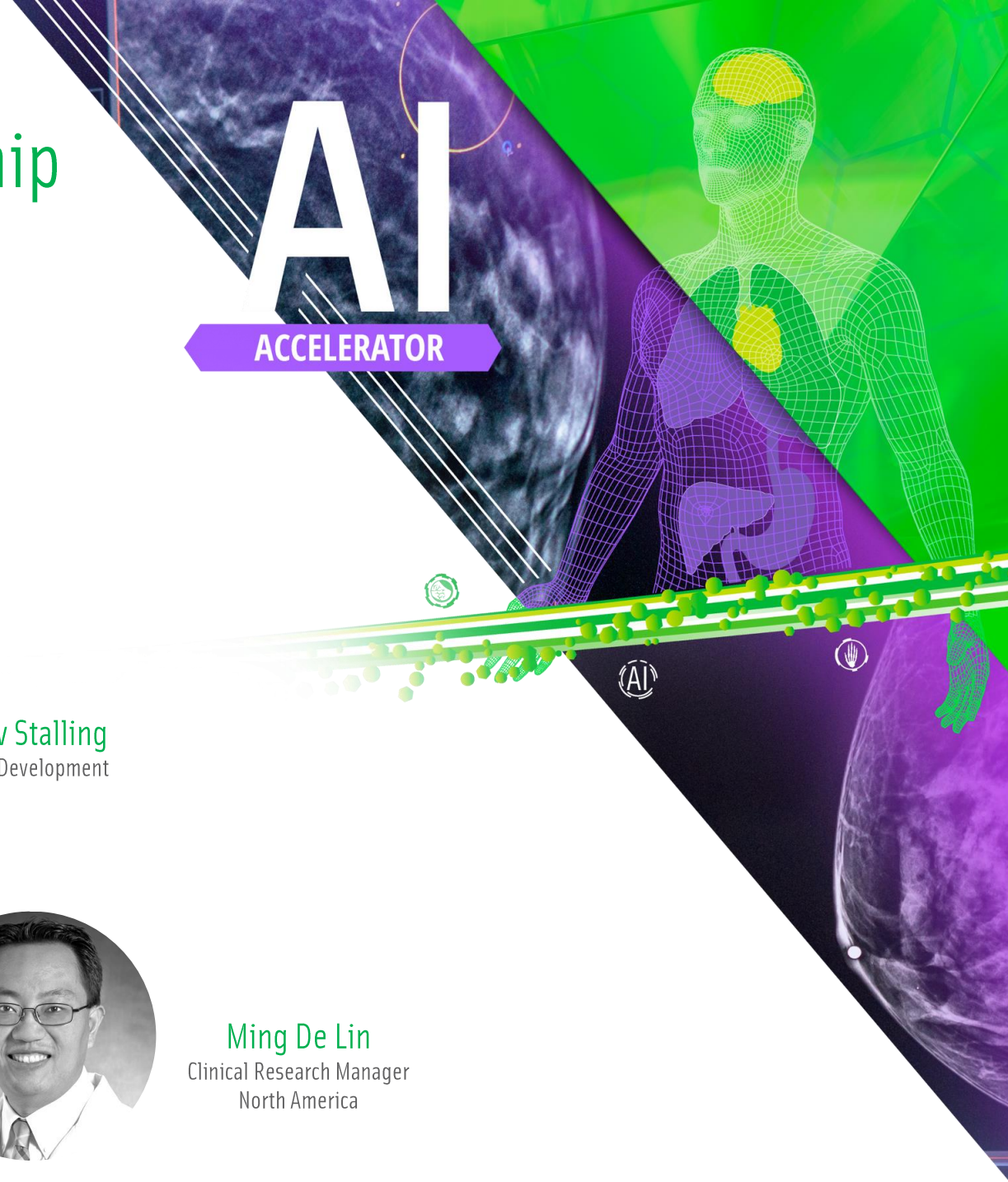
AI Research Leadership

Malte Westerhoff
Chief Technology Officer

Detlev Stalling
Head of Development

Ming De Lin
Clinical Research Manager
North America



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Breast Density - AI

- 1st diagnostic AI algorithm produced by Visage
- Developed in collaboration with renown breast imaging team at Yale
- Provides "on the fly" AI assessment of breast density
- Previewed at RSNA 2019 as WIP
- A model for future collaboration with other academic institutions

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SUMMARY

- Growing North American footprint
- Transaction revenue up 30% compared to 2nd Half FY2019
- Market leading technologies
- Growing product portfolio
- Proven implementation & support capability
- Unparalleled value proposition (Clinical and Financial ROI)
- Pipeline Continues to grow strongly.
- Visage AI-Accelerator - strategically positioned to leverage AI

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THANK YOU

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