



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

FY 2020 RESULTS PRESENTATION

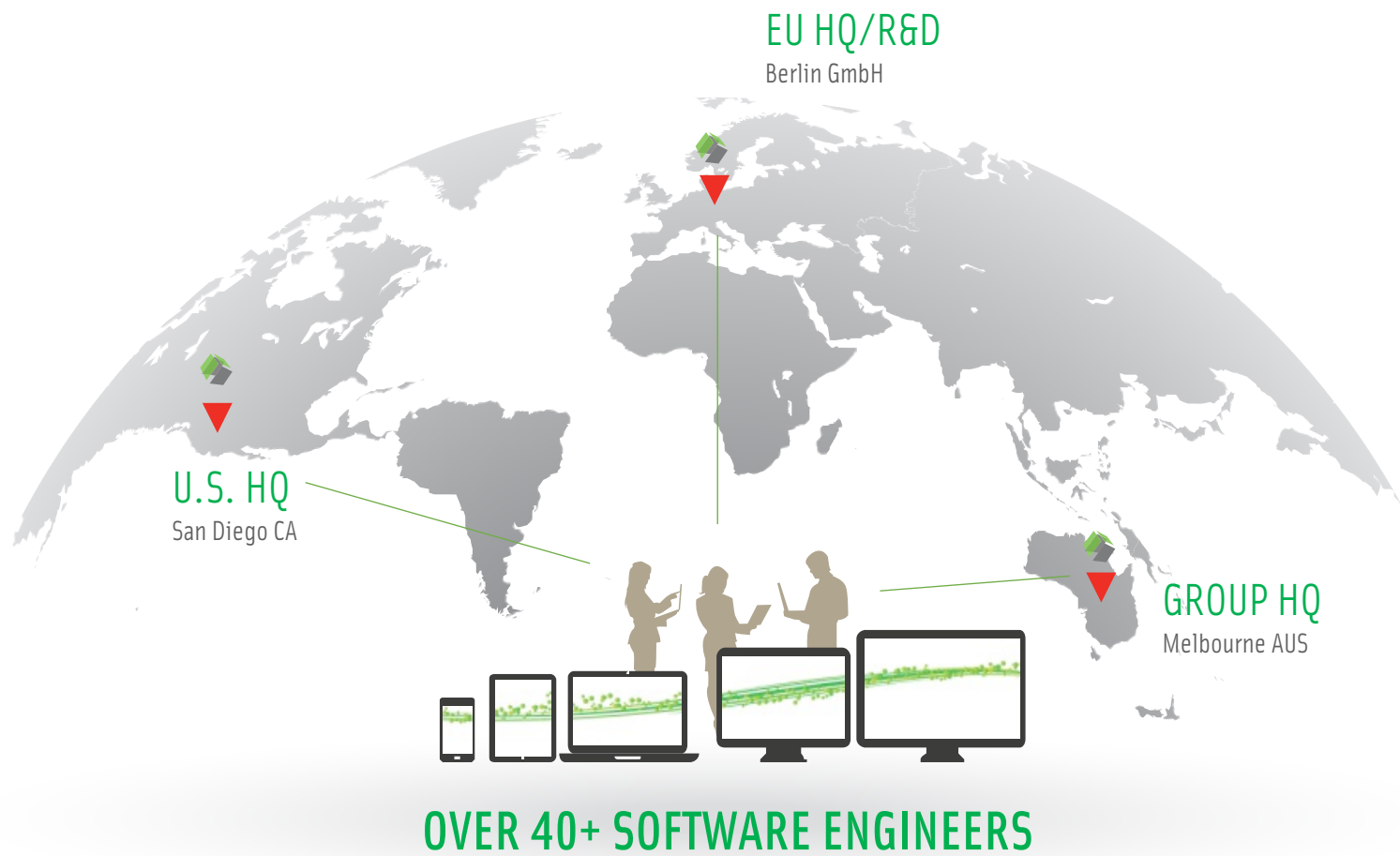
August 2020


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.





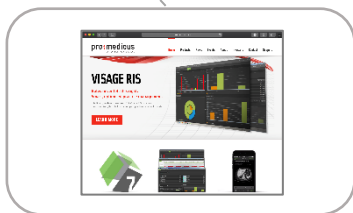
ASX:PME



 **VISAGE RIS**



VISAGE RIS

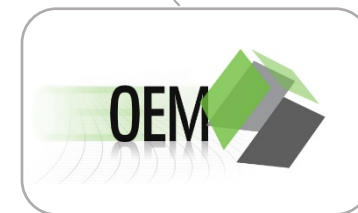


pro+medicus.net

 **VISAGE 7**

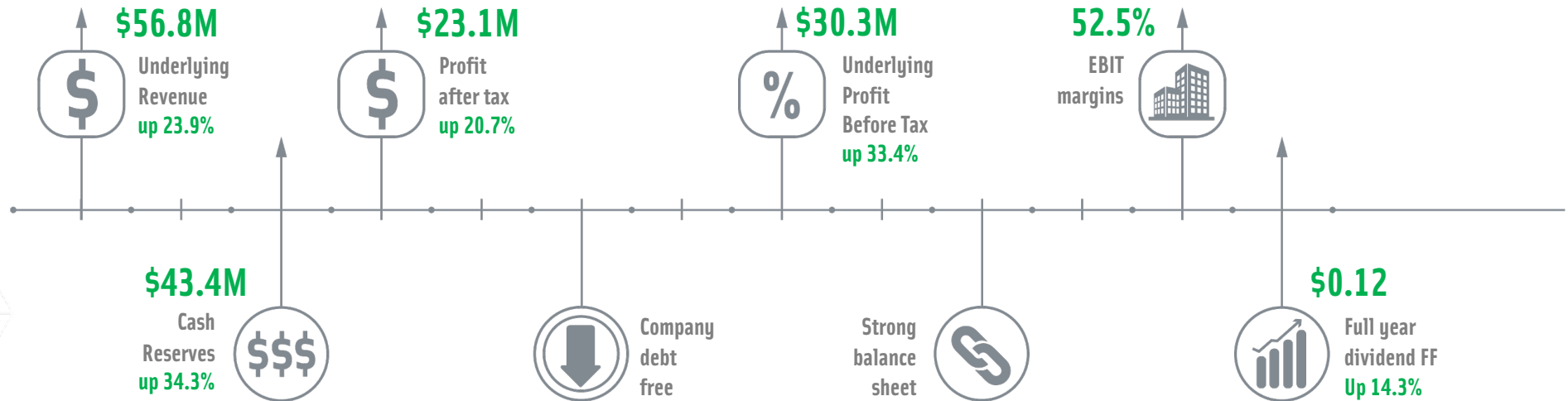


**VISAGE 7
PRODUCT SUITE**



OEM

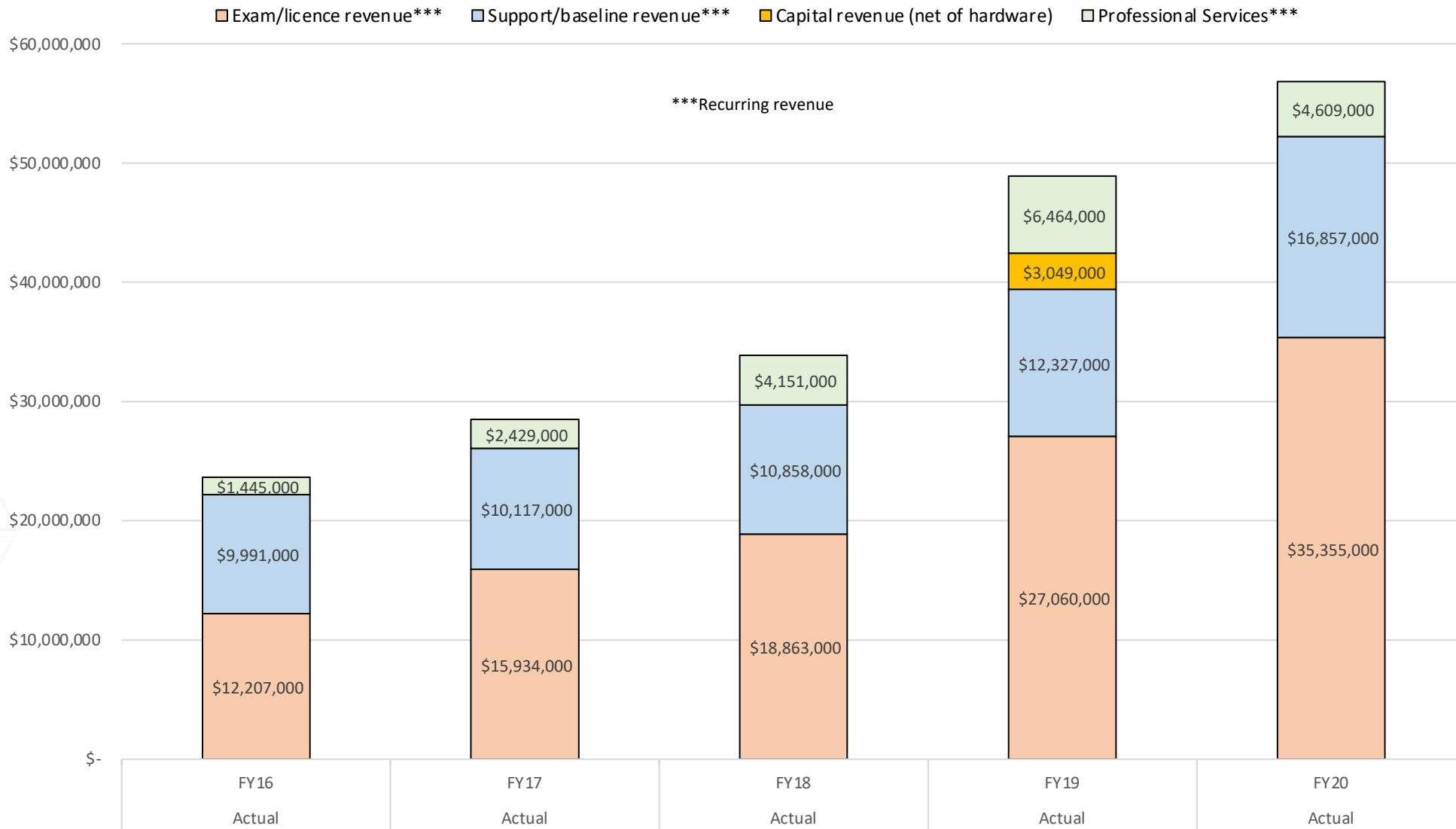
RESULTS FY 2020



In Review FY 2020



FY 2020 Revenue Split



OPERATONAL (TRANSACTION) MODEL

- Used in vast majority of US contracts
- Delivered as SaaS model
- Now used in RIS contracts in AUS
- Model based on transaction minimums
- Forward revenue > A\$210M/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 31% YoY
- Growth to continue for FY 2021 (FY Duke, OSU, Northwestern & 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)



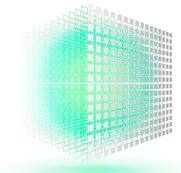
 Mass General Brigham

 DukeHealth



THE OHIO STATE
UNIVERSITY
WEXNER MEDICAL CENTER

 Northwestern
Medicine®



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 VISAGE IMAGING®

PROFESSIONAL SERVICES

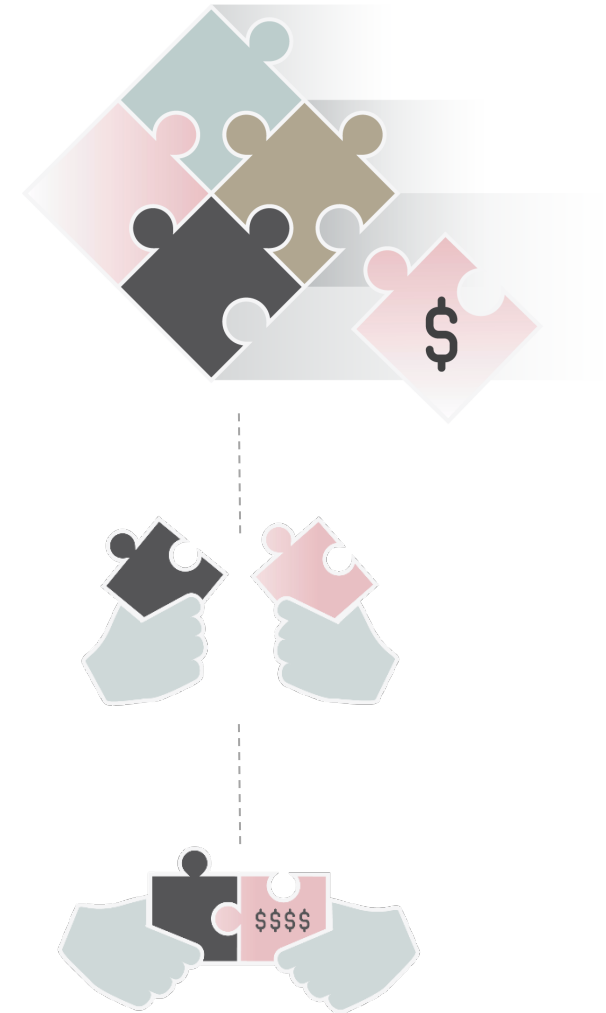


- Project planning, training & implementation _____
- Revenue spread over the length of the contract _____
- new accounting standards (AASB 15)
- Recurring in nature ~ 10% contract value _____
- Will decrease as a % of total revenue as exam
(transaction) revenue increases _____



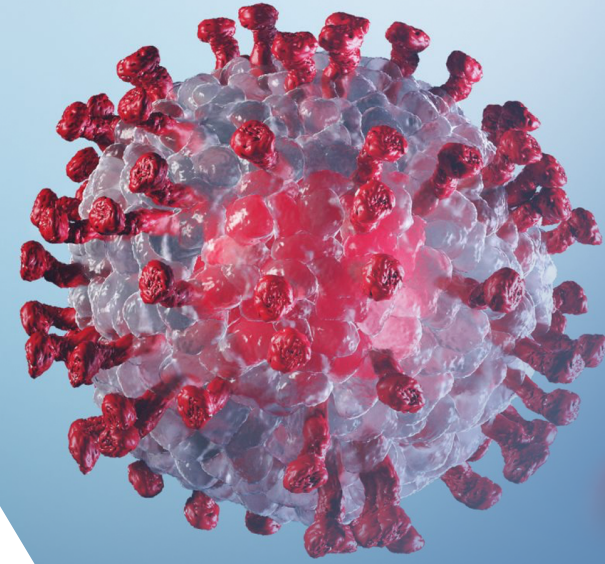
OPERATING LEVERAGE

- 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



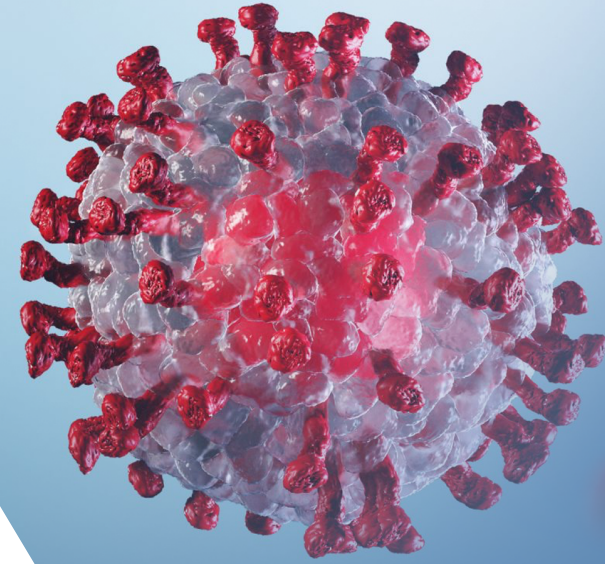
COVID-19 - Operational

- PME/Visage transitioned to WFH in mid-March
- Able to operate at 100% capacity
- Sales and marketing efforts continued throughout
- "Thinness" of the technology enabled large scale remote demonstrations
- New opportunities despite COVID restrictions.



COVID-19 – Impact

- All elective imaging deferred late in March/early April
- Some regions affected more than others
- Worst affected – volumes declined by up to 75%
- 2nd half April onwards – steady recovery in image volumes
- Most clients now at “near normal volumes” > 90% - some 100%
- Deferred examinations still need to be done - expectation of catch-up period



VISAGE RIS



Visage RIS - Dr R Simpson (rsna) visage2 (2) @ Visage General Hospital (ris.promed.com.au)

RECEPTION TECHNOLOGIST DOCTOR TRANSCRIPTIONIST SEARCH OFFICE CLAIMING SETUP

Recent Dr R Simpson

Appointments Requested Arrival Billing Banking

Region Northern Book Visage General Hospital Tue, 17-Oct-2017 AM PM Patient Procedure Canceled Blocked 1 2

Visage X-ray	Visage CT	Visage US Room 1	Visage US Room 2	Visage US Room 3	Visage Mammo
<p>Tue, 17-Oct-2017 1</p> <p>08:30 AM</p> <p>08:45 AM Blocked</p> <p>09:00 AM</p> <p>09:15 AM</p> <p>09:30 AM</p> <p>09:45 AM Blocked</p> <p>10:00 AM</p> <p>10:15 AM</p> <p>10:30 AM</p> <p>10:45 AM Blocked</p> <p>11:00 AM</p> <p>11:15 AM</p> <p>11:30 AM</p> <p>11:45 AM Blocked</p> <p>12:00 PM</p> <p>12:15 PM</p> <p>12:30 PM</p> <p>12:45 PM ADAMS, Mrs ROSE ...</p> <p>01:00 PM</p> <p>01:15 PM</p> <p>01:30 PM</p> <p>01:45 PM</p> <p>02:00 PM</p> <p>02:15 PM</p> <p>02:30 PM</p> <p>02:45 PM</p> <p>03:00 PM</p> <p>03:15 PM</p> <p>03:30 PM</p> <p>03:45 PM</p> <p>04:00 PM</p> <p>04:15 PM</p> <p>04:30 PM</p> <p>04:45 PM</p>	<p>Tue, 17-Oct-2017 1</p> <p>08:30 AM</p> <p>09:00 AM</p> <p>09:30 AM</p> <p>10:00 AM</p> <p>10:30 AM SMITH, Mr John: C...</p> <p>11:00 AM</p> <p>11:30 AM</p> <p>12:00 PM Lunch</p> <p>12:30 PM Lunch</p> <p>01:00 PM</p> <p>01:30 PM</p> <p>02:00 PM Non Contrast</p> <p>02:30 PM</p> <p>03:00 PM</p> <p>03:30 PM</p> <p>04:00 PM</p> <p>04:30 PM</p>	<p>Tue, 17-Oct-2017 1</p> <p>08:00 AM TEST, Mr Roger: U...</p> <p>08:15 AM Test 43.607...</p> <p>08:30 AM</p> <p>08:45 AM</p> <p>09:00 AM</p> <p>09:15 AM</p> <p>09:30 AM</p> <p>09:45 AM</p> <p>10:00 AM</p> <p>10:15 AM</p> <p>10:30 AM</p> <p>10:45 AM</p> <p>11:00 AM</p> <p>11:15 AM</p> <p>11:30 AM</p> <p>11:45 AM</p> <p>12:00 PM</p> <p>12:15 PM</p> <p>12:30 PM</p> <p>12:45 PM</p> <p>01:00 PM</p> <p>01:15 PM</p> <p>01:30 PM</p> <p>01:45 PM</p> <p>02:00 PM</p> <p>02:15 PM</p> <p>02:30 PM</p> <p>02:45 PM</p> <p>03:00 PM</p> <p>03:15 PM</p> <p>03:30 PM</p> <p>03:45 PM</p> <p>04:00 PM</p> <p>04:15 PM</p> <p>04:30 PM</p> <p>04:45 PM</p>	<p>Tue, 17-Oct-2017 0</p> <p>08:30 AM</p> <p>09:00 AM</p> <p>09:30 AM</p> <p>10:00 AM</p> <p>10:30 AM</p> <p>11:00 AM</p> <p>11:30 AM</p> <p>12:00 PM</p> <p>12:30 PM</p> <p>01:00 PM</p>	<p>Tue, 17-Oct-2017 0</p> <p>08:30 AM</p> <p>08:50 AM</p> <p>09:10 AM</p> <p>09:30 AM Urgent</p> <p>09:50 AM Urgent</p> <p>10:10 AM Urgent</p> <p>10:30 AM Urgent</p> <p>10:50 AM Urgent</p> <p>11:10 AM Urgent</p> <p>11:30 AM</p>	<p>Tue, 17-Oct-2017 0</p> <p>09:00 AM</p> <p>09:15 AM</p> <p>09:30 AM</p> <p>09:45 AM</p> <p>10:00 AM</p> <p>10:15 AM</p> <p>10:30 AM</p> <p>10:45 AM</p> <p>11:00 AM</p> <p>11:15 AM</p>

Edit Appointment

APPOINTMENT Mr John SMITH FOLIO 10.645 ACCESSION 10.1270

Tue, 17-Oct-2017 10:30 AM - 11:00 AM

Male 05-Oct-1977 (40y) H: (03) 1212-1211 Visage General Hospital Visage

450 Swan Stree... Dr Doogie Ho(03) 9800-1231 Appointment(s) Medium

SUMMARY

Patient SMITH, Mr John 10.645 Referrer Dr Doogie Howser 0000000Y

Born: 05-Oct-1977 (40y) Practice

Male Address 23 Hollywood lane ThePlace RICHMOND VIC 3121 Australia

Address 450 Swan Street RICHMOND VIC 3121 Referral date 09-Oct-2017

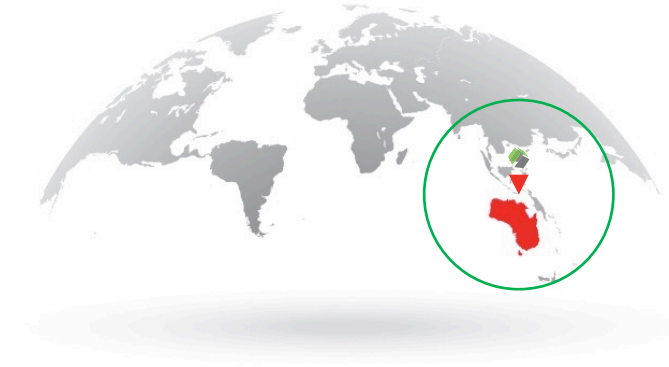
View all details Referral period 12

Accession 10.1270

Order Status Arrived (1/1)

Save Cancel

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
- HIS (Healius) rollout nearing completion
- Upside via organic and M&A growth (i-med)
- Increased market interest – new opportunities
- PME undisputed market leader



Visage 7.0

Continues to be #1 in Speed, Functionality and Scalability.



SPEED



FUNCTIONALITY



SCALABILITY

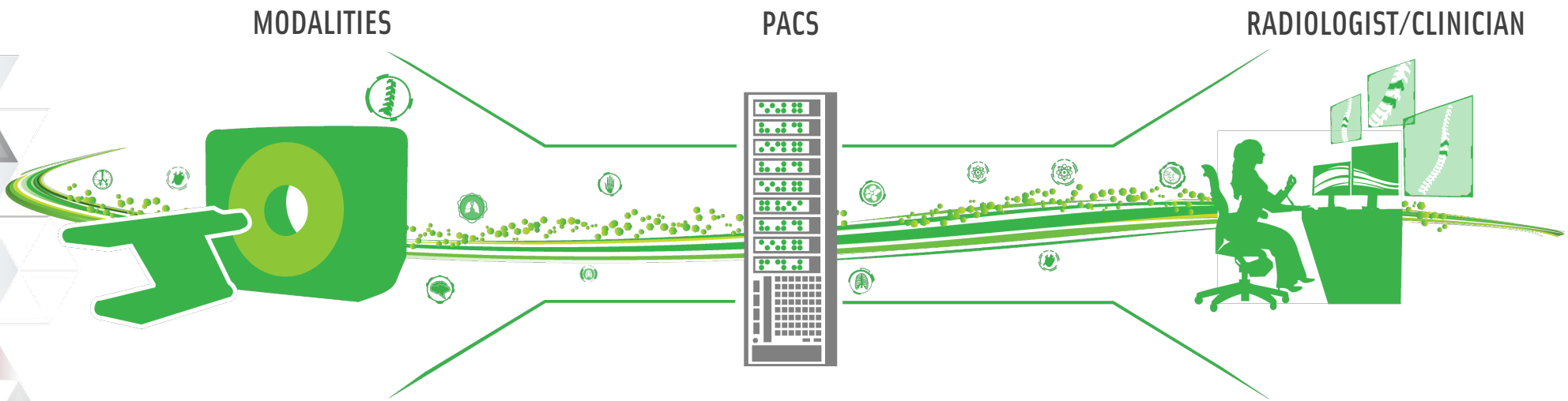
MASSIVE DATA EXPLOSION

- 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



LEGACY TECHNOLOGY

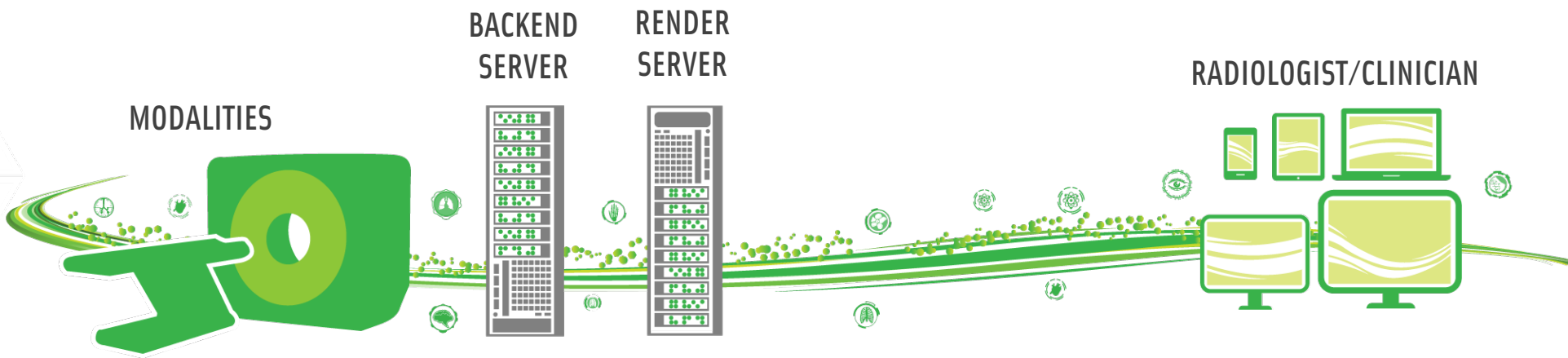
“Compress and Send”



SOLUTION:



VISAGE 7 Streaming Technology





OHIO STATE UNIVERSITY Wexner Medical Center

- Minimum \$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 completed - 100% remote



NINES



- 5 year - \$6 Million platform deal
- Transaction based model – volumes to step up YoY
- SaaS offering based on Visage in the Cloud
- 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

NORTHWESTERN

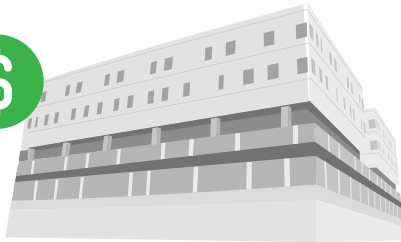


- Minimum \$22 Million over 5 years
- Transaction-based licensing model with upside
- Voted in the top 10 Hospitals in North America
- Teaching hospital for the Feinberg School of Medicine
- Adds to PME growing base of Tier-1 Healthcare institutions
- Implementation scheduled for Q3 FY21

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
- OSU first 100% remote implementation
- A key differentiator of Visage offering

VISAGE – PROVEN ROI



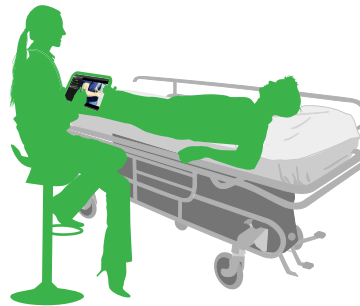
Significant IT & Infrastructure Savings



Unparalleled Increase in Radiologist Efficiency



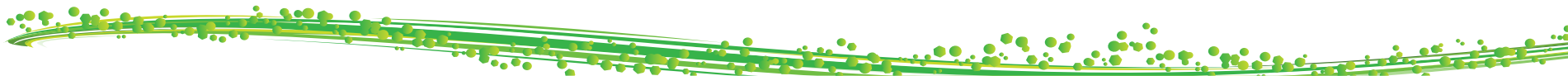
Greater Clinical Accuracy



Improved Physician Engagement



Delivers Superior Value Proposition



VISAGE – Clinical ROI

Bharti Khurana, MD @KhuranaBharti

#radres please use bone window and multiplanar reformations to distinguish a stent from ureteral calculus
#easytomiss #EMRad #bodyrad #Urology
#emergencymedicine @ASER_ERad



10:52 AM · Aug 12, 2020 · Twitter Web App

12 Retweets 74 Likes


Eric Pepin PhD MD @ericwpepin · Aug 13
Replying to @KhuranaBharti and @ASER_ERad
On some PACS (eg @Visage_Imaging), making a curved reformat of ureteral stents takes just a few seconds.

Daniel Ortiz, MD @danortizmd · Aug 12
Replying to @KhuranaBharti and @ASER_ERad
Great tip! I always confirm no stones on coronals on all my cts because can be easy to blow by 1-2 mm stones on axials.

Visage Imaging @Visage_Imaging · Aug 13

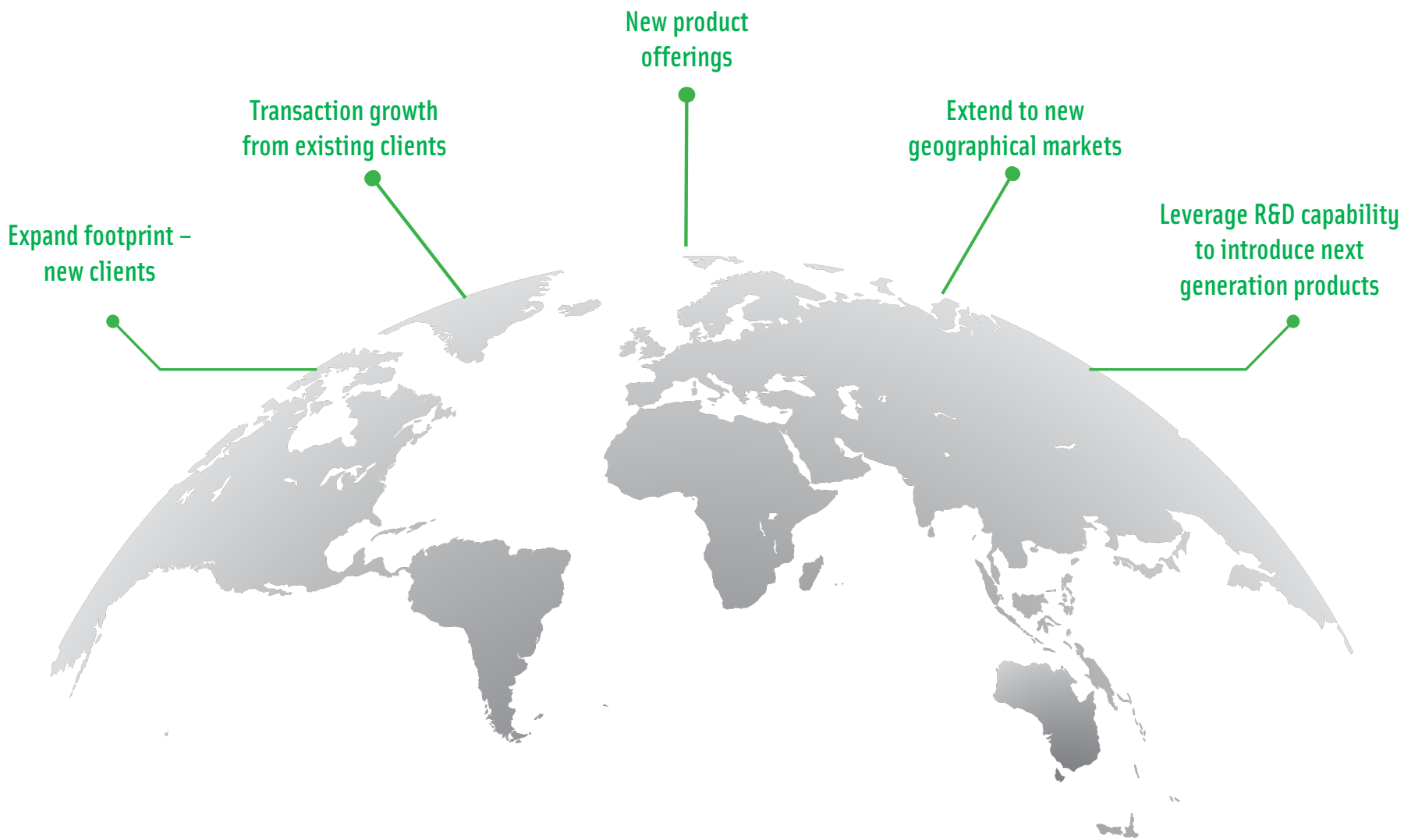
Thank you @ericwpepin! @KhuranaBharti and @BrighamRad @MassGenBrigham use #Visage7 and can quickly & easily create CPRs. Ex. Curved Planar Reformat (CPR) generated on-the-fly for better visualization of Rt. Urethra Obstruction @ASER_ERad

Type a message

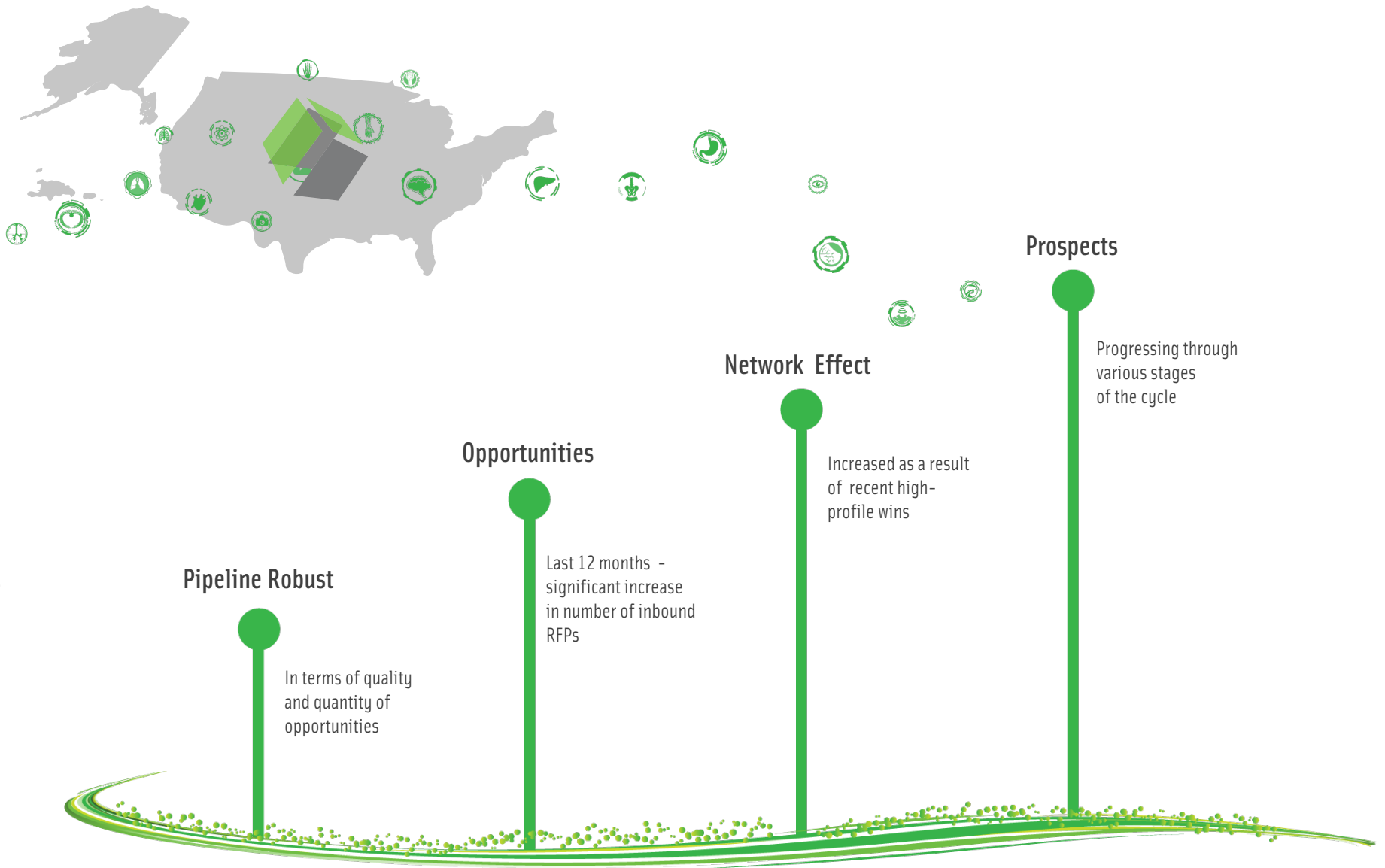


Eric Pepin PhD MD @ericwpepin · Aug 13
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GROWTH STRATEGY



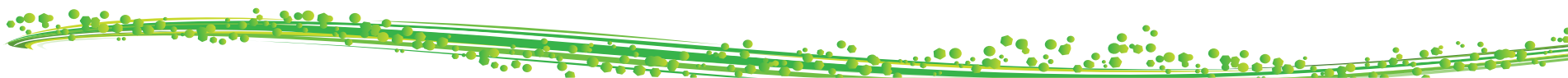
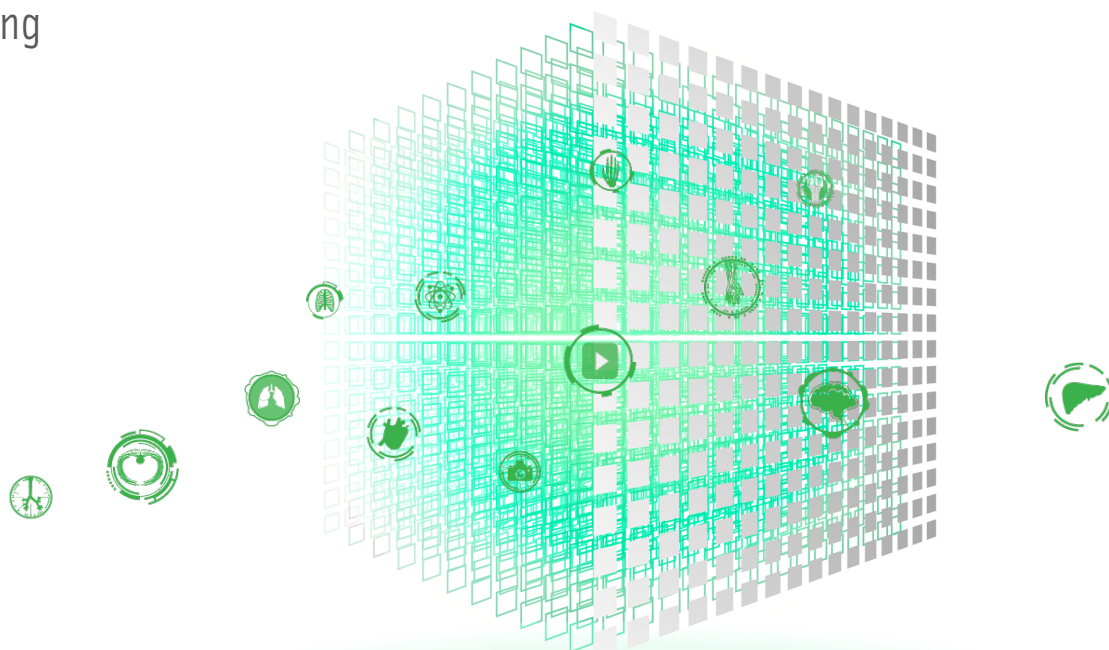
NORTH AMERICAN PIPELINE



NEW PRODUCTS

- 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

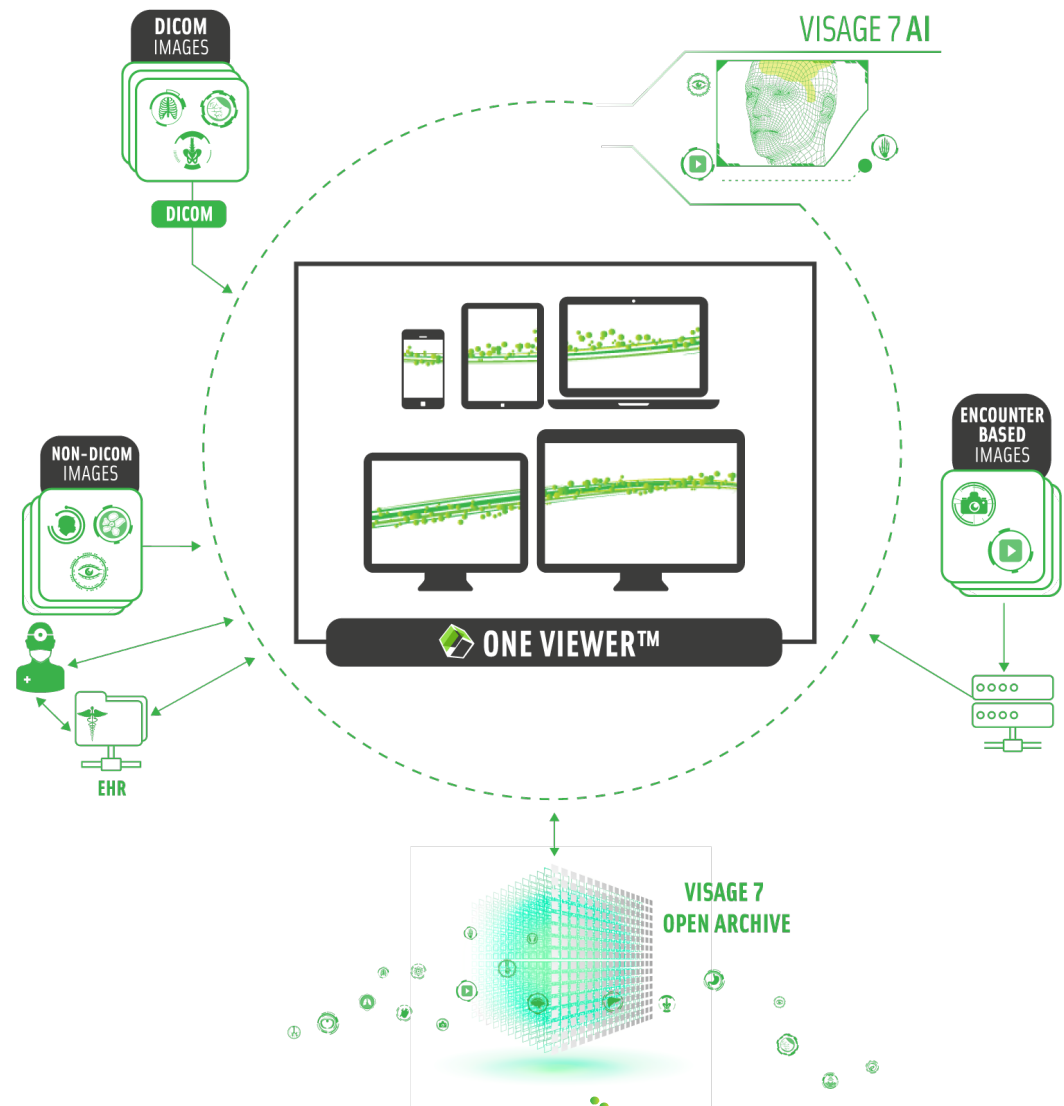
VISAGE 7 OPEN ARCHIVE



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



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



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

Visage 7

AI

ACCELERATOR

- 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

Visage 7

AI

ACCELERATOR

- 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.

AI Research Leadership



Malte Westerhoff
Chief Technology Officer



Detlev Stalling
Head of Development



Ming De Lin
Clinical Research Manager
North America

AI

ACCELERATOR

Breast Density - AI

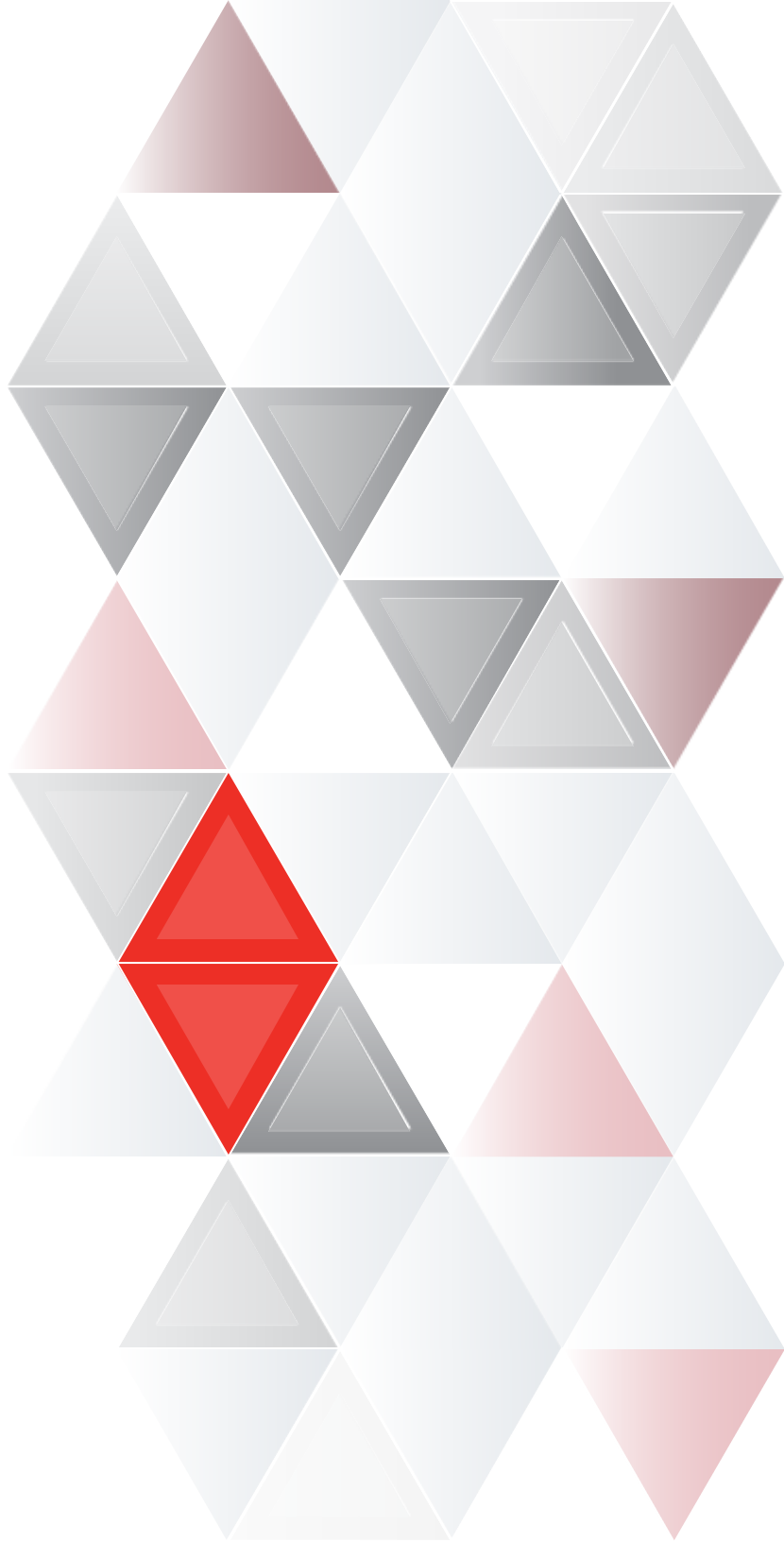
AI

ACCELERATOR

- 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
- Pending FDA approval
- A model for future collaboration with other academic institutions

SUMMARY

- Growing North American footprint
- Transaction revenue up 31% YoY
- 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



THANK YOU