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Half Year Results

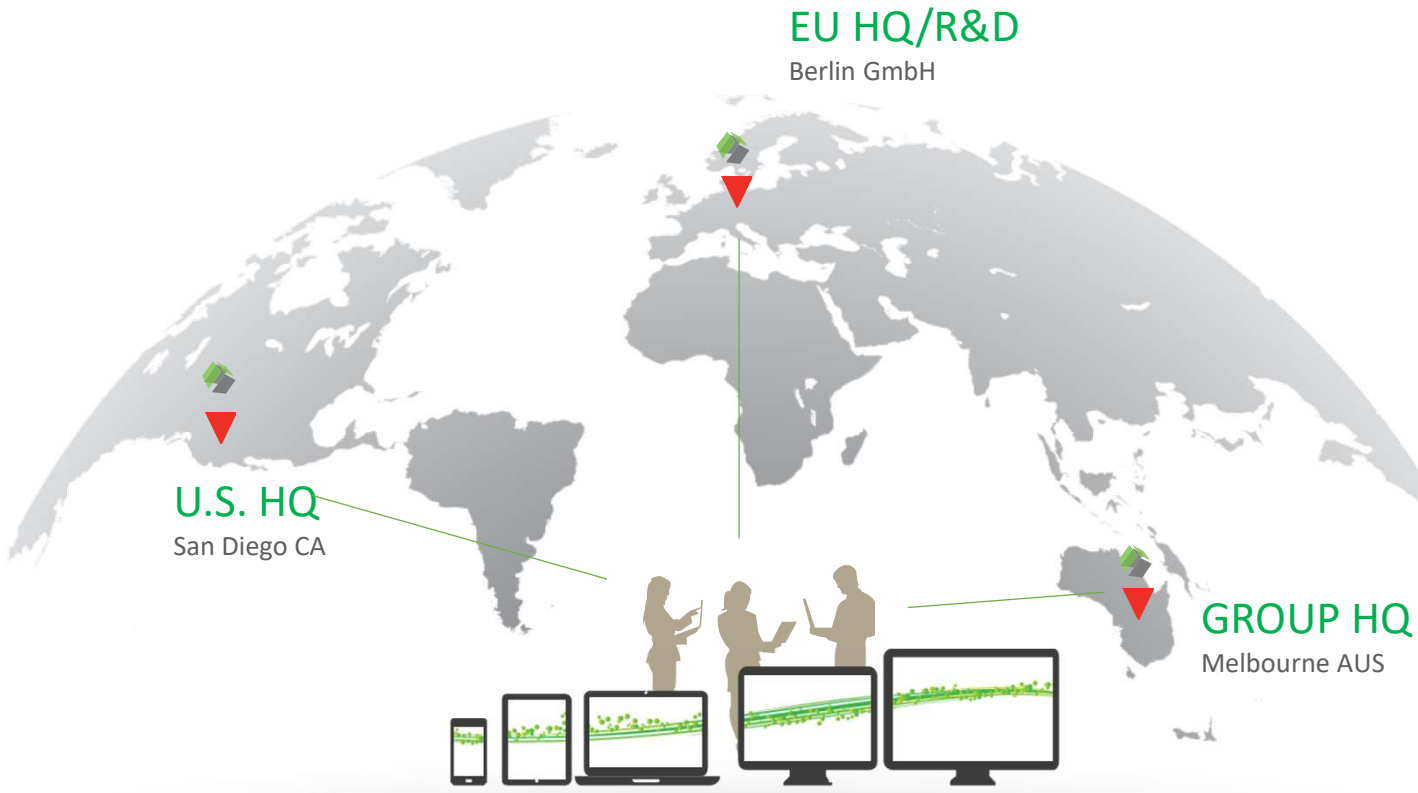
FY 2024

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

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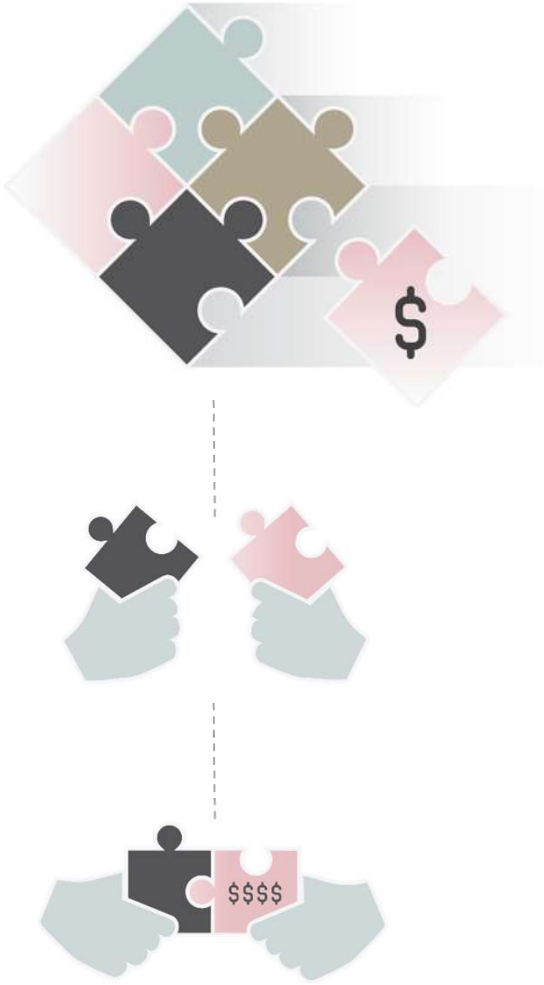
HY 2024 – Results

- Record half
- Four contract wins in North America with cumulative TCV > than $200M (at minimums)
- Completed 4 major implementations
- RSNA 2023 the busiest to date
- Progress with other ologies and AI
- Forms the base for stronger 2nd half and beyond



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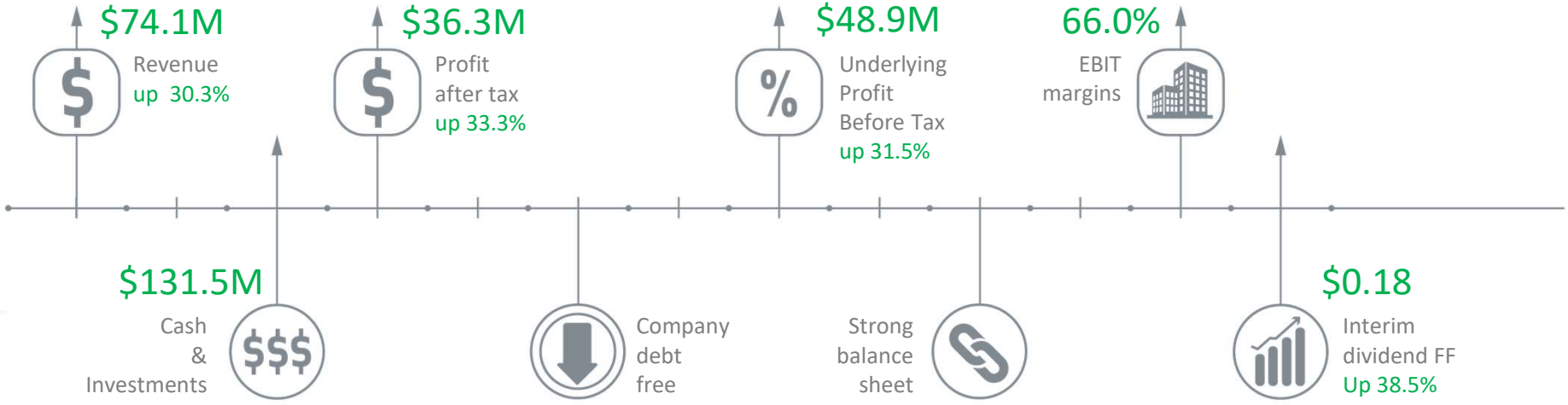
RESULTS
HY 2024



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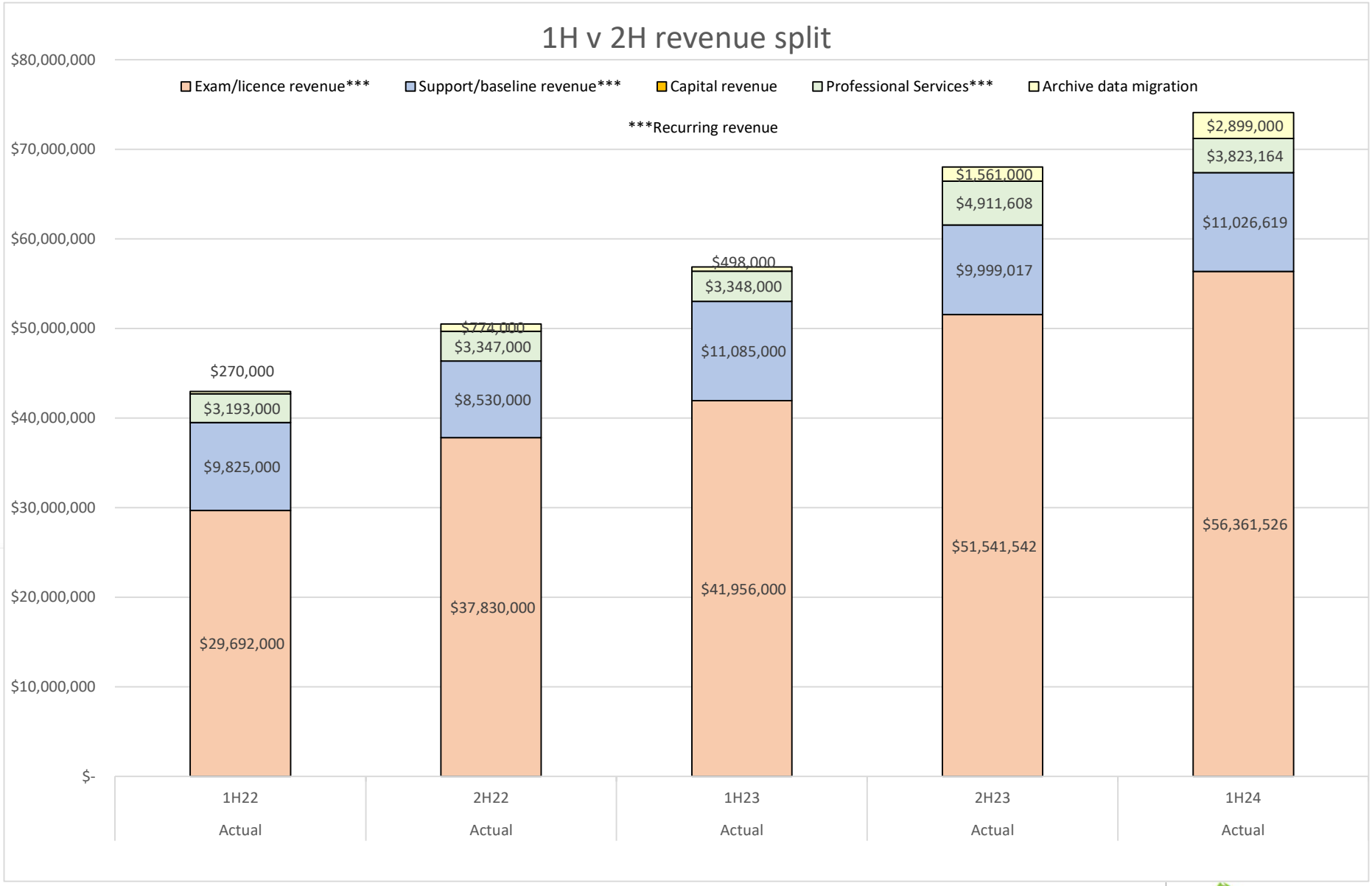
HY 2024 REVENUE SPLIT



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HIGHLIGHTS
HY 2024

Continues to grow
STRONGLY

CURRENT
PIPELINE

JULY 2023
Memorial Sloan Kettering Cancer Center
$24M/7 years
New Contract

SEPTEMBER 2023
BaylorScott&White HEALTH
$140M/10 years
New Contract

OCTOBER 2023
South Shore Health
$16M/8 years
New Contract

NOVEMBER 2023
OREGON HEALTH&SCIENCE UNIVERSITY
$20M/8 years
New Contract

NOVEMBER - DECEMBER 2023

1st Half FY2023
Four Implementations

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OPERATONAL (TRANSACTION) MODEL

- Used in vast majority of US contracts
- Delivered as SaaS model
- Used in RIS contracts in AUS
- Model based on transaction minimums
- Forward revenue **> A$608M/5 years***
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

* Assumes key contracts up for renewal are renewed at same rate

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OPERATING LEVERAGE

- Highly scalable offering
- SW only model
- Training & Installation – charged as professional services
- Contained cost base
- Margin continues to grow as footprint increases

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In Review

2023/2024 Top Hospitals

(alphabetical order)

1	BRIGHAM AND WOMEN'S HOSPITAL	Brigham & Women's - Live Full PACS
2	MASSACHUSETTS GENERAL HOSPITAL	Mass General - Live Full PACS
3	MAYO CLINIC	Mayo Clinic - Live Full PACS
4	Northwestern Medicine	Northwestern - Live Full PACS
5	NYU Langone Health	NYU - Live Full PACS
6	RUSH	Rush - Breast Imaging PACS
7	UCLA Health	UCLA - Live Full PACS
8	UC San Diego Health System	UCSD - Live Full PACS
9	UCSF Health	UCSF - Live Full PACS

https://health.usnews.com/best-hospitals/rankings

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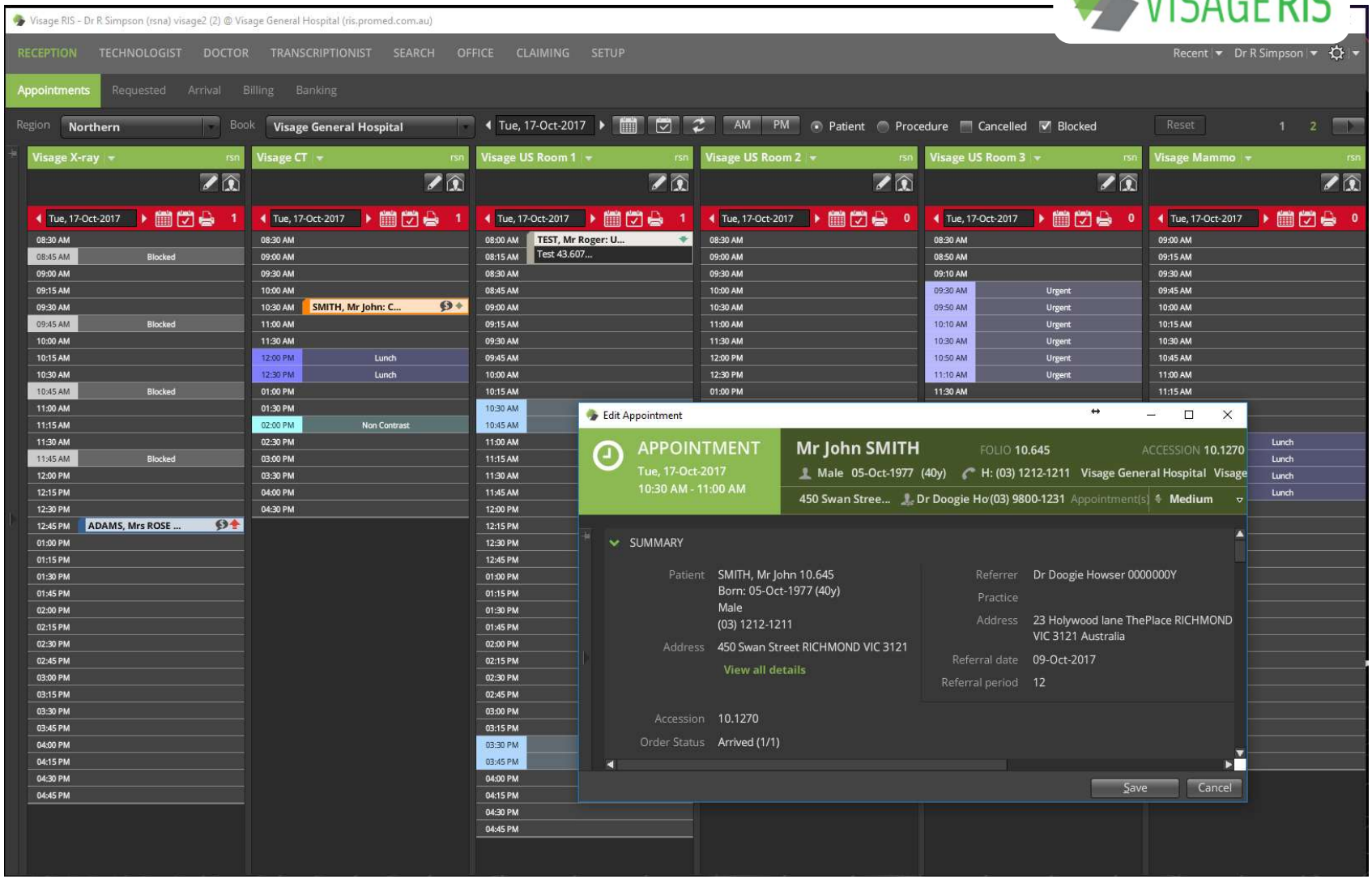
Increasing footprint in the IDN space

- IDNs represent the largest segment of the market
- Existing large IDN clients – Mercy, Sutter Health, Intermountain, Medstar.
- Momentum increasing with 6 sales to IDN's in the last 18 months
- All sales for more than one Visage product
- All six opportunities to be Cloud deployed
- Increasing network effect in this market segment.

VISAGE RIS



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VISAGE RIS

- Long term (5 year) contracts with Lumus (Primary Healthcare) and I–MED, the 2 biggest radiology providers in AUS
- Lumus rollout now complete
- Upside via organic and M&A growth (I-MED)
- Increased market interest – new opportunities
- PME undisputed market leader

VISAGE RIS

I-MED Network Radiology
Comprehensive care. Uncompromising quality.

Healthcare Imaging Services
Affordable | Accessible | Imaging

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VISAGE IMAGING

Visage 7.0

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

SPEED

FUNCTIONALITY

SCALABILITY

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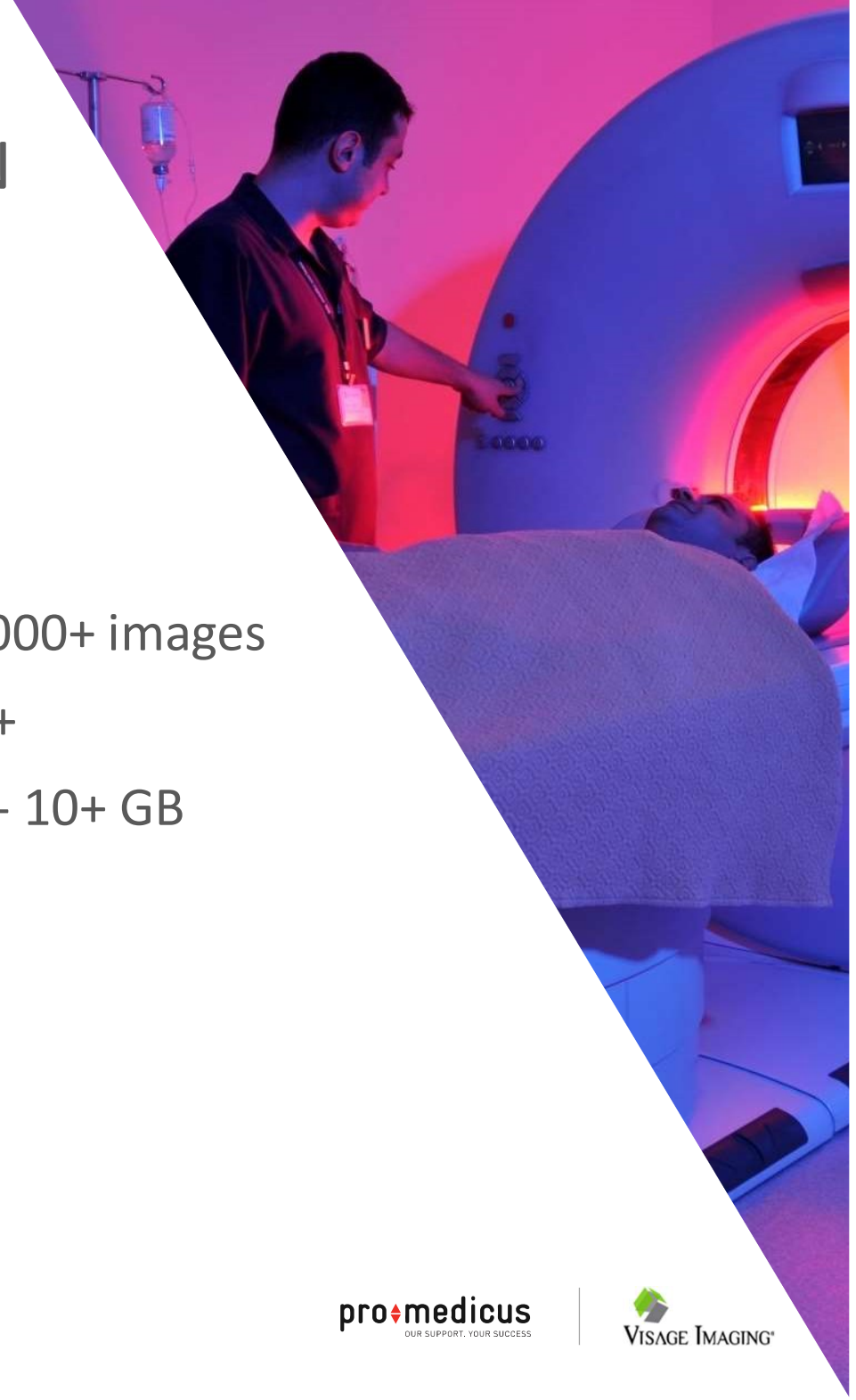
MASSIVE DATA EXPLOSION



- 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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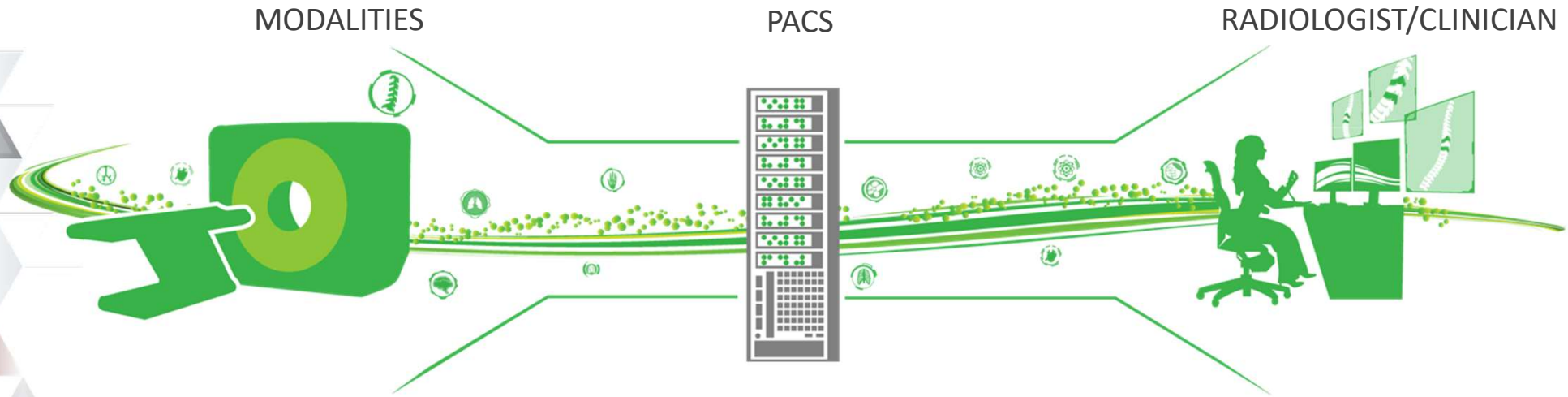
LEGACY TECHNOLOGY

"Compress and Send"



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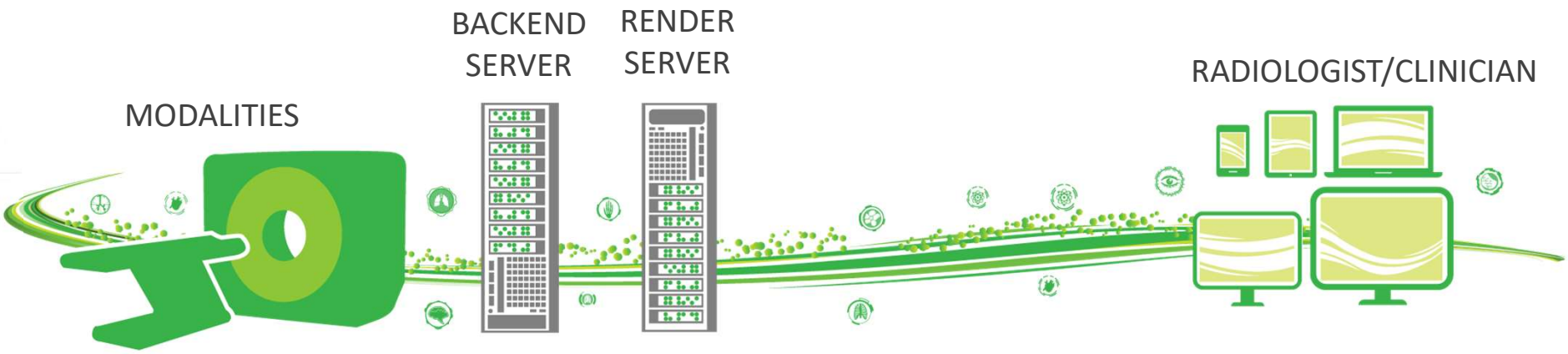
VISAGE IMAGING

SOLUTION:

VISAGE 7 Streaming Technology



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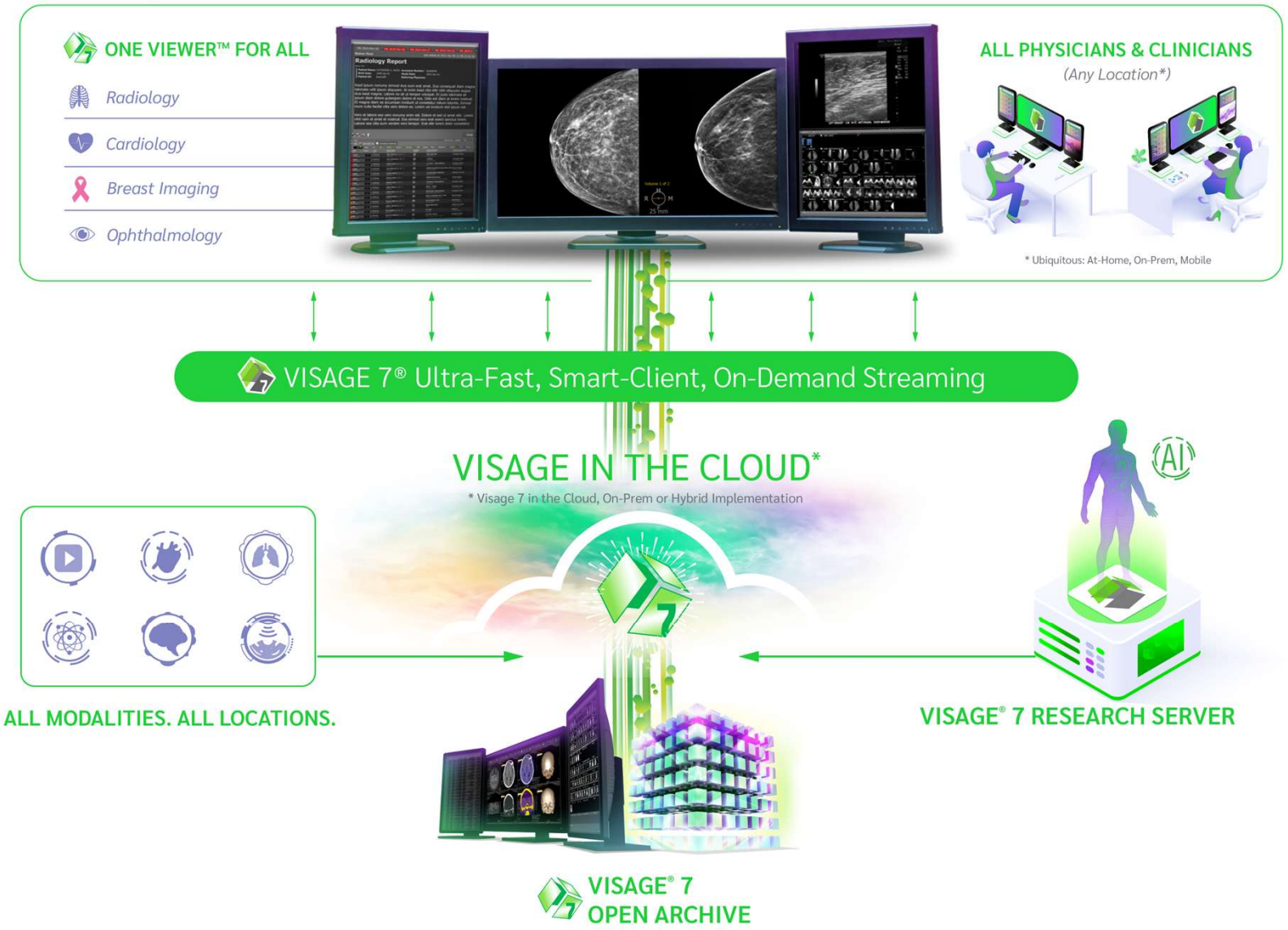
VISAGE IMAGING

SOLUTION: Visage 7 Streaming



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MEMORIAL SLOAN KETTERING CANCER CENTER

- 7-year, $24M transaction-based contract
- Top two cancer hospital in North America
- “Full Stack” – Viewer, Worklist & Archive
- To be fully Cloud deployed
- Rollout scheduled to be completed 2nd half 2024
- Increases PME’s footprint in the Tier 1 academic space

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BAYLOR SCOTT & WHITE HEALTH

- Largest PME deal to date
- 10-year, $140M transaction-based contract
- “Full Stack” – Viewer, Worklist & Archive
- Largest not for profit health system in Texas
- To be fully cloud deployed
- Rollout to commence in first half 2024
- Mixture of both academic and IDN

SOUTH SHORE HEALTH

- 8-year, $16M transaction-based contract
- Regional IDN based in Southern Massachusetts
- “Full Stack” – Viewer, Worklist & Archive
- Fully cloud deployed – 2nd half 2024
- Increases PME’s footprint in the mid-sized IDN market

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OHSU

- 8 year, $20M transaction-based contract
- Preeminent academic medical center in Oregon
- “Full Stack” – Viewer, Worklist & Archive
- Fully cloud deployed – 2nd half 2024
- Increases PME’s rapidly growing footprint in AMC market

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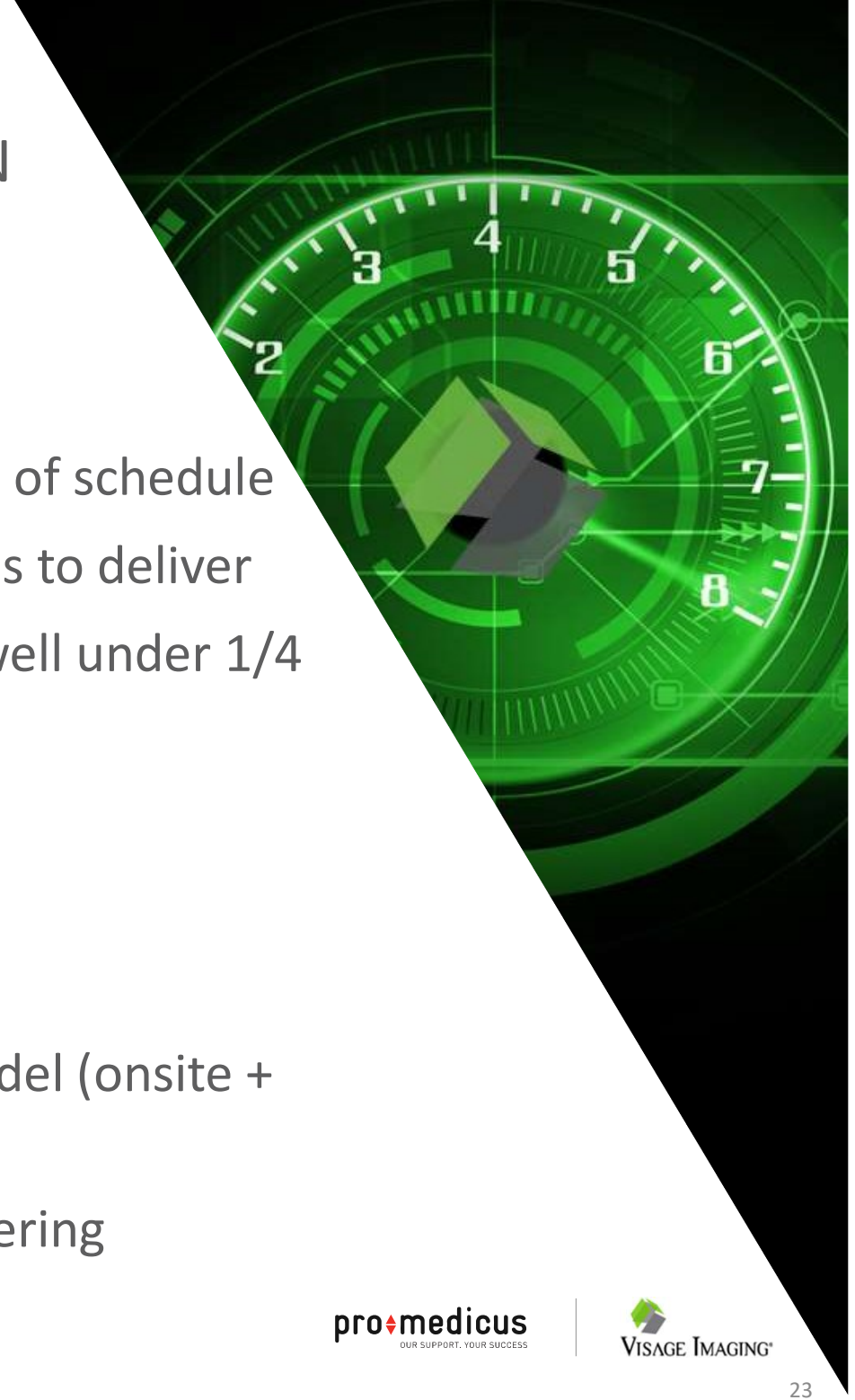
FAST TRACK IMPLEMENTATION



- All implementations on or ahead of schedule
- Fast track methodology continues to deliver
- Large scale projects completed well under 1/4 the time of industry norm
- Delivers huge savings for client
- Frees PME staff for other jobs
- Reduces barrier to change
- New highly optimized hybrid model (onsite + remote)
- A key differentiator of Visage offering

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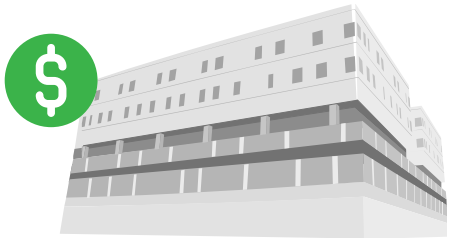
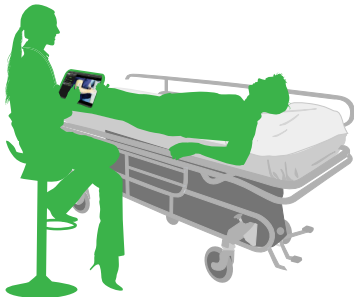
VISAGE – PROVEN ROI



Significant IT & Infrastructure Savings

Unparalleled Increase in Radiologist Efficiency

Greater Clinical Accuracy



Improved Physician Engagement

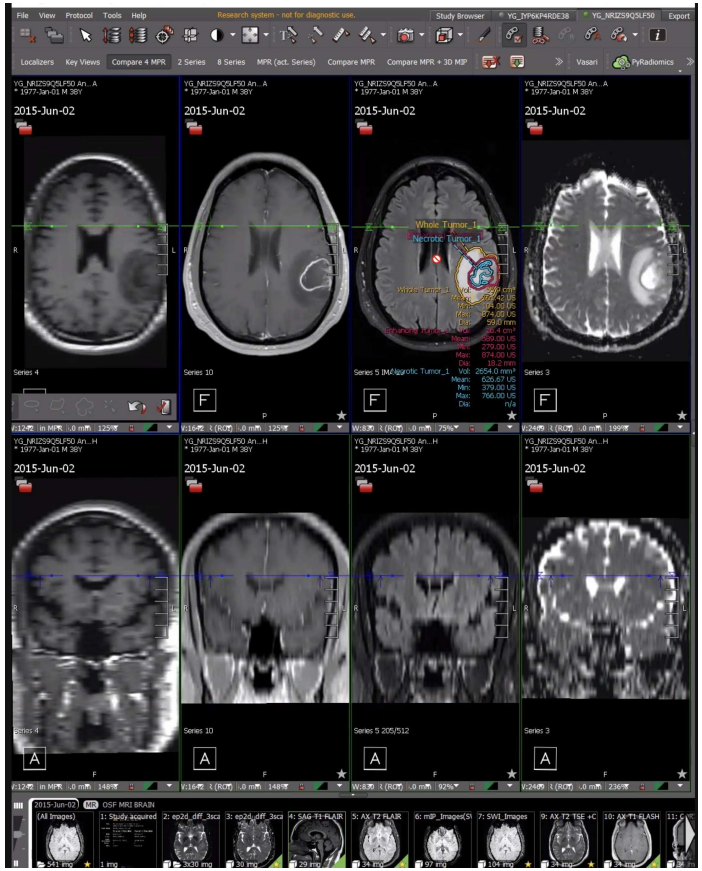
Delivers Superior Value Proposition

Clinical Outcomes

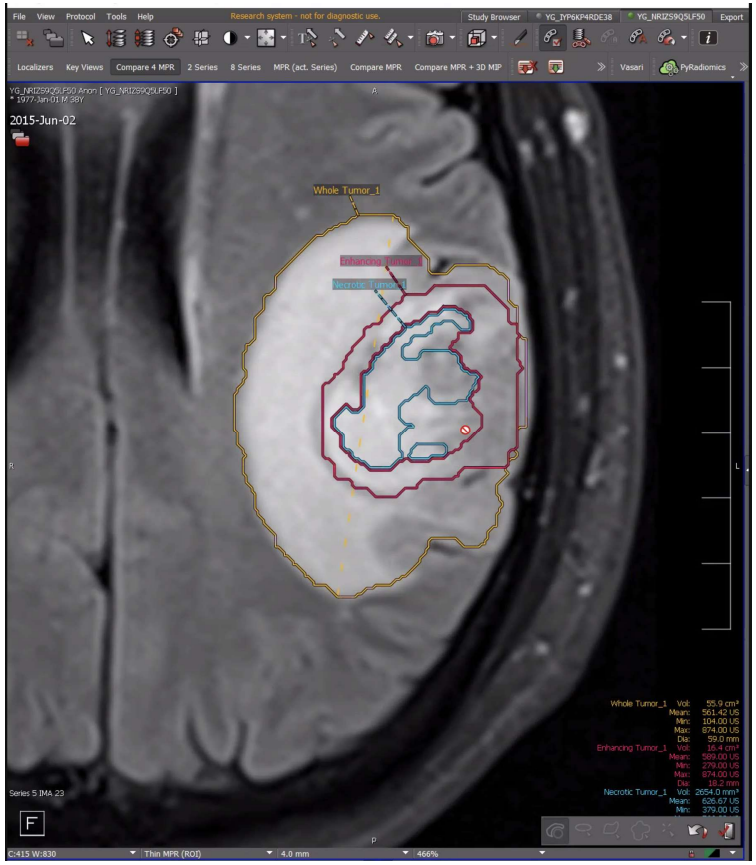
Moving the Needle

Mariam Aboian, MD, PhD
Assistant Professor
Radiology & Biomedical Engineering
Yale School of Medicine

"PACS is our clinical world for Radiologists. Incorporation of AI into PACS, gives us clinical value."



"This is what AI based segmentation of gliomas in PACS looks like! Advanced image processing at your fingertips is our next frontier!"



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Patient Engagement - Video Reports

NYU Langone Health Department of Radiology
@NYUImaging
Your Radiologist Is the Most Important Doctor You've Never Met—Until Now #radiology @nyulangone
Debuts the First Video Radiology Reports in a U.S. Hospital to Help Patients Understand the Results of Their Imaging Exams

For the study, 105 clinical radiologists at NYU Langone Health created 3,763 video radiology reports over 4 months, between September 2021 and January 2022.

NYU Langone Health

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Visage Imaging

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GROWTH STRATEGY

New product offerings

Transaction growth from existing clients

Extend to new geographical markets

Expand footprint – new clients

Leverage R&D capability to introduce next generation products

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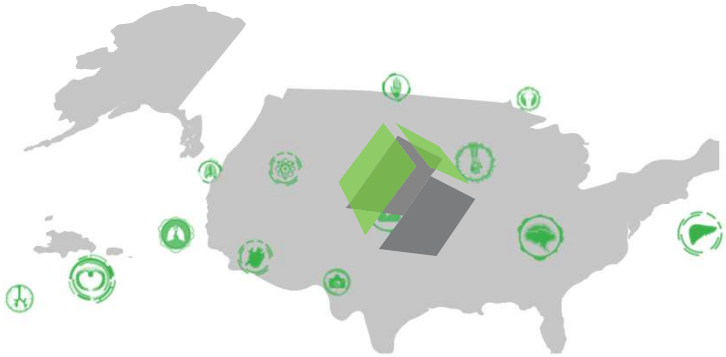
NORTH AMERICAN PIPELINE



Pipeline Robust

In terms of quality and quantity of opportunities

Opportunities

Increased number of inbound RFPs

Network Effect

Further increased as a result of recent high-profile wins in both Tier 1 academic and IDN markets

Prospects

Progressing through various stages of the cycle

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VISAGE 7 OPEN ARCHIVE

- Same highly scalable Visage 7 platform
- Interoperable – works in complex environments
- Enables choice of modular or single vendor solutions
- Visage 7 Open Archive integral part of “Full Stack” solution
- Pipeline includes Visage 7 Open Archive opportunities
- Key component of Visage in the Cloud strategy
- Transaction based model with potential upside

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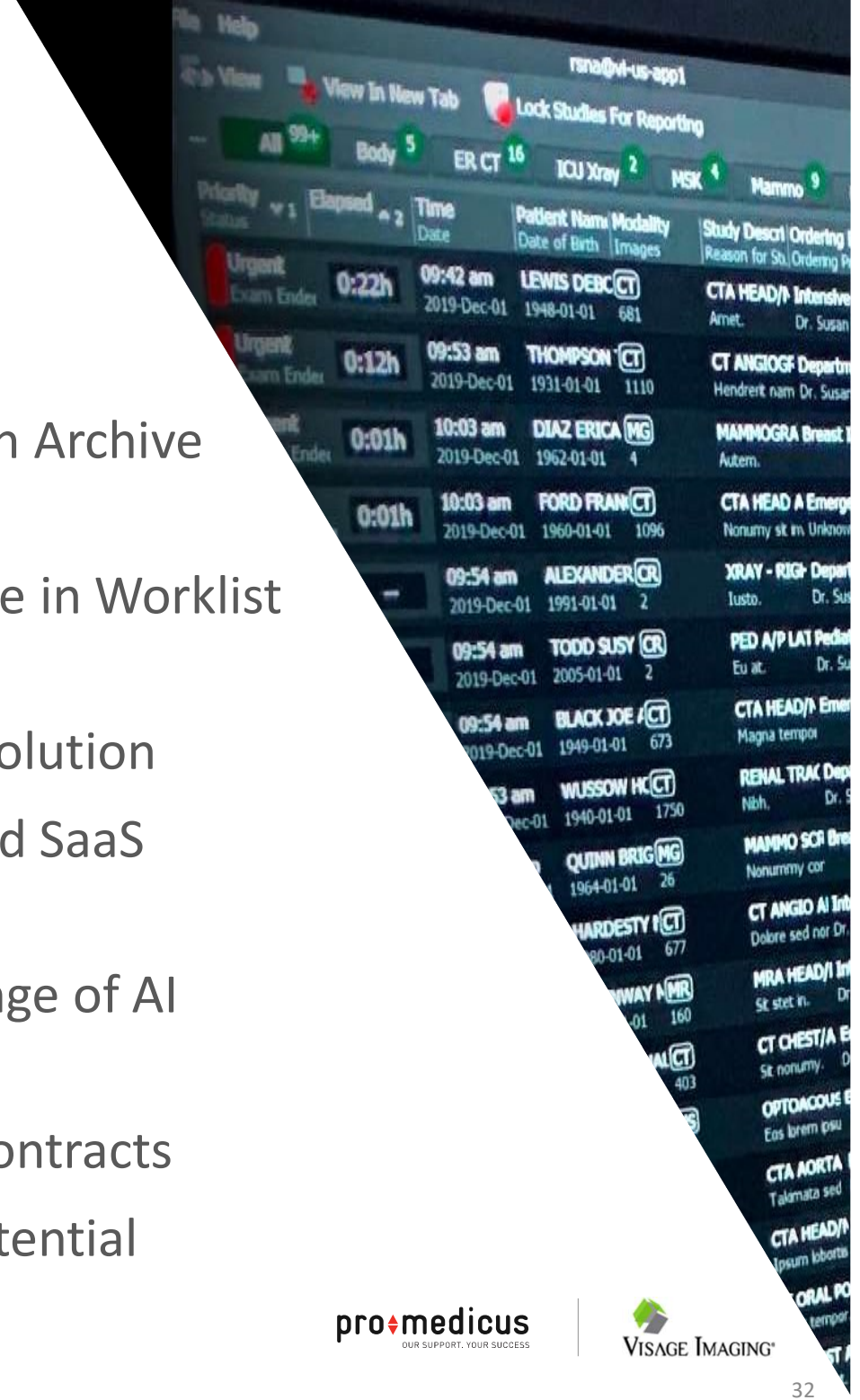
VISAGE IMAGING

VISAGE 7 WORKFLOW

- Adds to Visage 7 Viewer and Open Archive modules
- Based on over 30 years experience in Worklist SW
- Allows PME to offer “full stack” solution
- Integral part of Visage in the Cloud SaaS solution
- Ability to interface with broad range of AI algorithms
- Sold in 6 out of the last 6 major contracts
- Transaction based model with potential upside



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Visage CloudPACS

- Visage 7 – fully Cloud native
- Same ultrafast performance as on-premise
- Full Visage 7 functionality
- Security and scale of the cloud
- Complete PACS deployment or as backup/disaster recovery
- Suitable for all size implementations

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VISAGE IMAGING

Visage CloudPACS

- Unprecedented industry swing to Cloud
- Last ten out of ten sales have been CloudPACS
- Majority of pipeline mandating Cloud deployment.
- Cloud vendor agnostic - large scale implementations in all 3 cloud vendors - AWS, Azure and Google GCP
- Significant strategic advantage over competitors

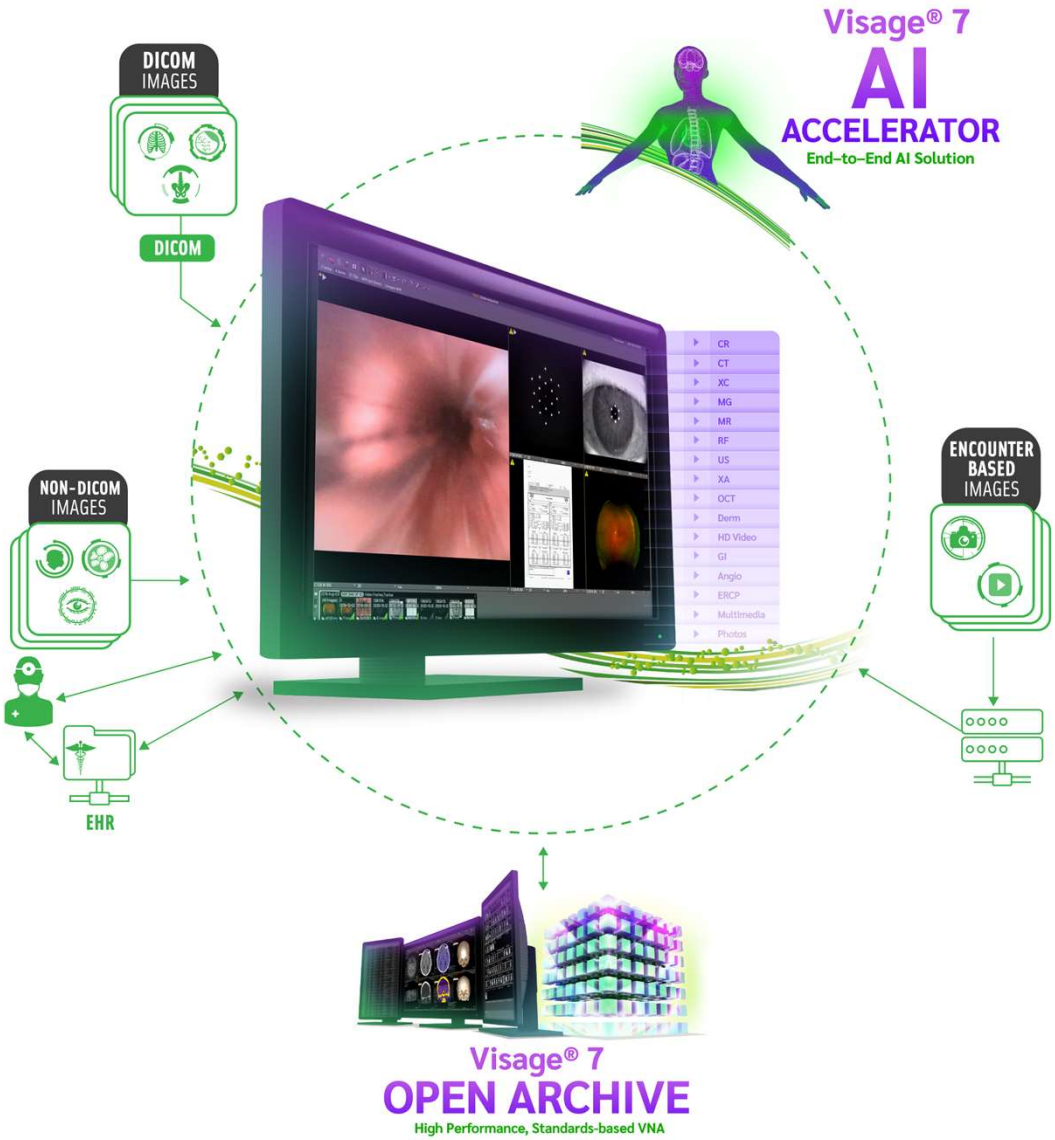
NEW PRODUCTS

Visage® 7

One Viewer™

All Modalities

- 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



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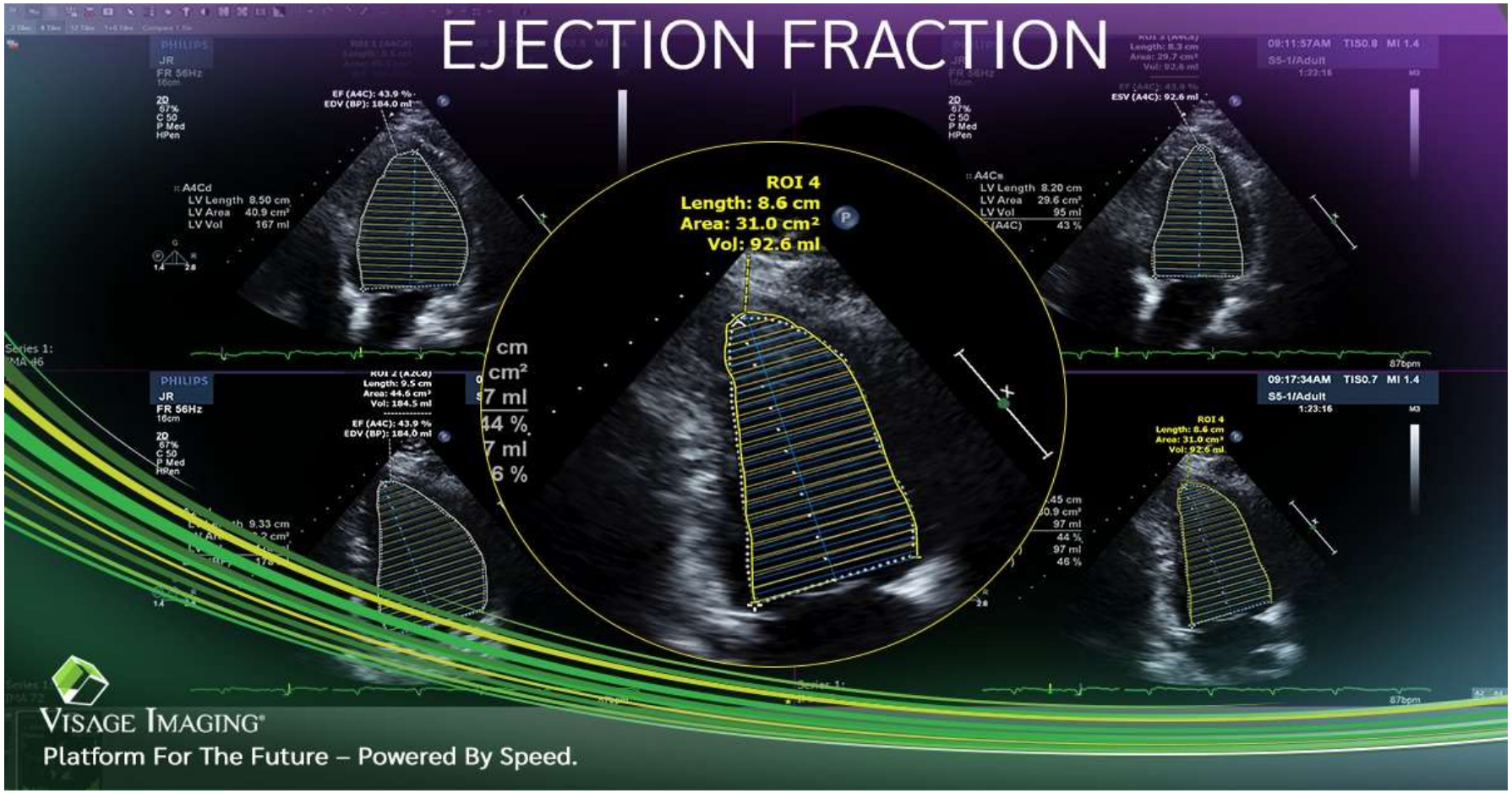
One Viewer - Cardiology



Showcased at RSNA 2023

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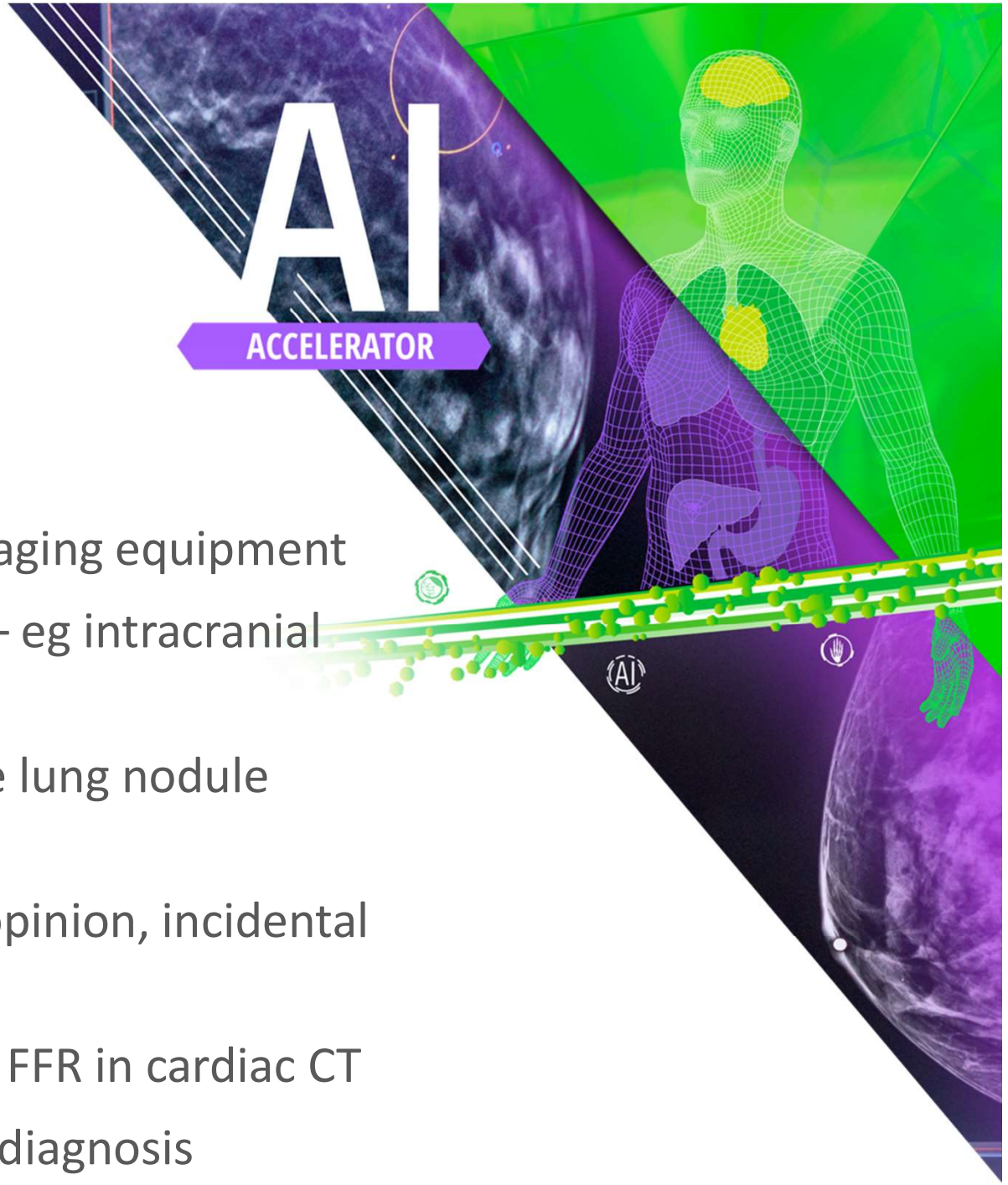
AI in Radiology (use cases)



- Imbedded in SW or imaging equipment
- Prioritisation of cases – eg intracranial haemorrhage
- Screening – early-stage lung nodule detection
- Aid to diagnosis – 2nd opinion, incidental findings
- New diagnostic tools – FFR in cardiac CT
- Future - AI automated diagnosis

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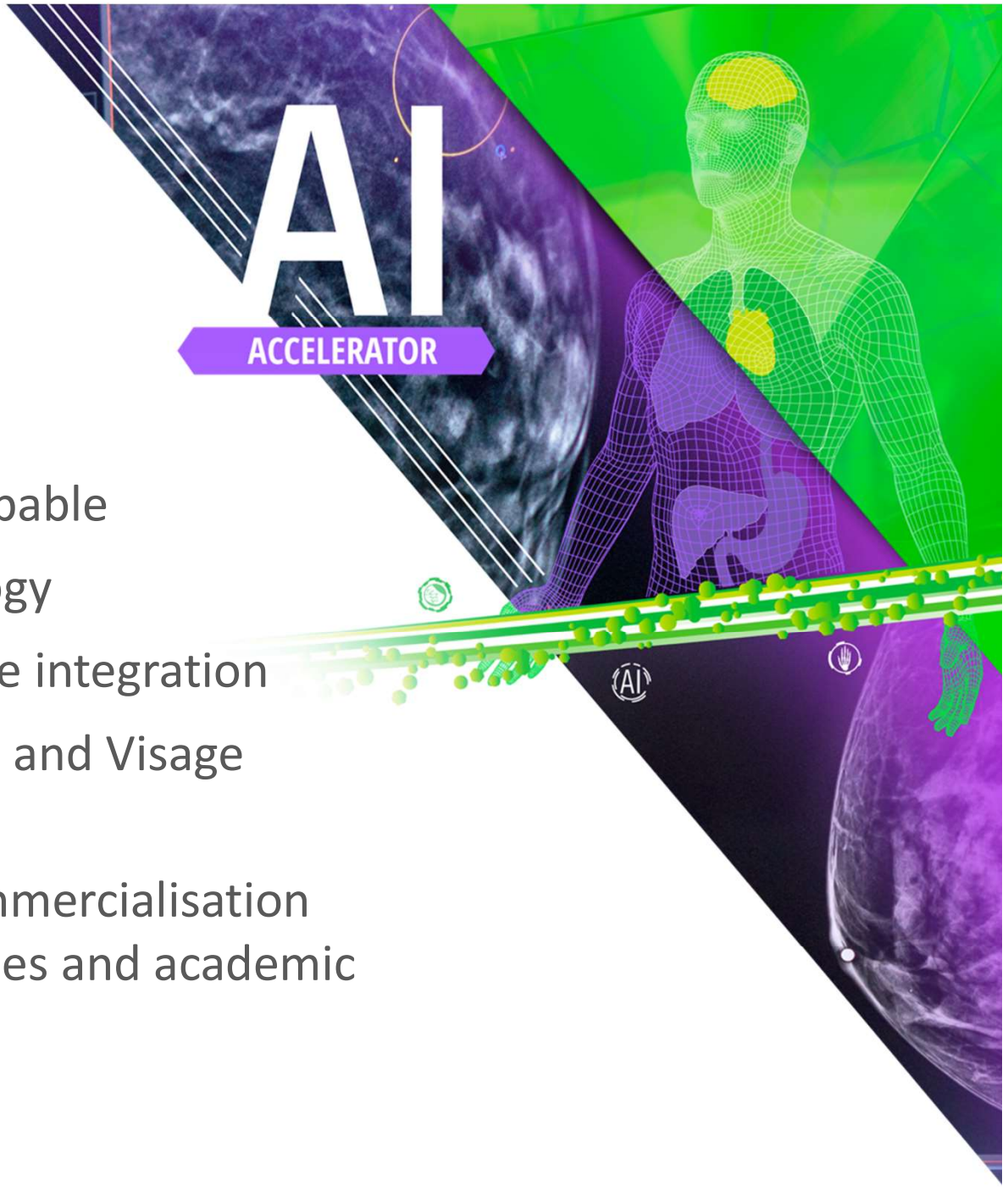
Visage 7 - AI



- Visage 7 platform AI capable
- Based on GPU technology
- Open API enables native integration
- AI Ecosystem - 3rd party and Visage developed algorithms
- Joint development/commercialisation opportunities - 3rd parties and academic clients.

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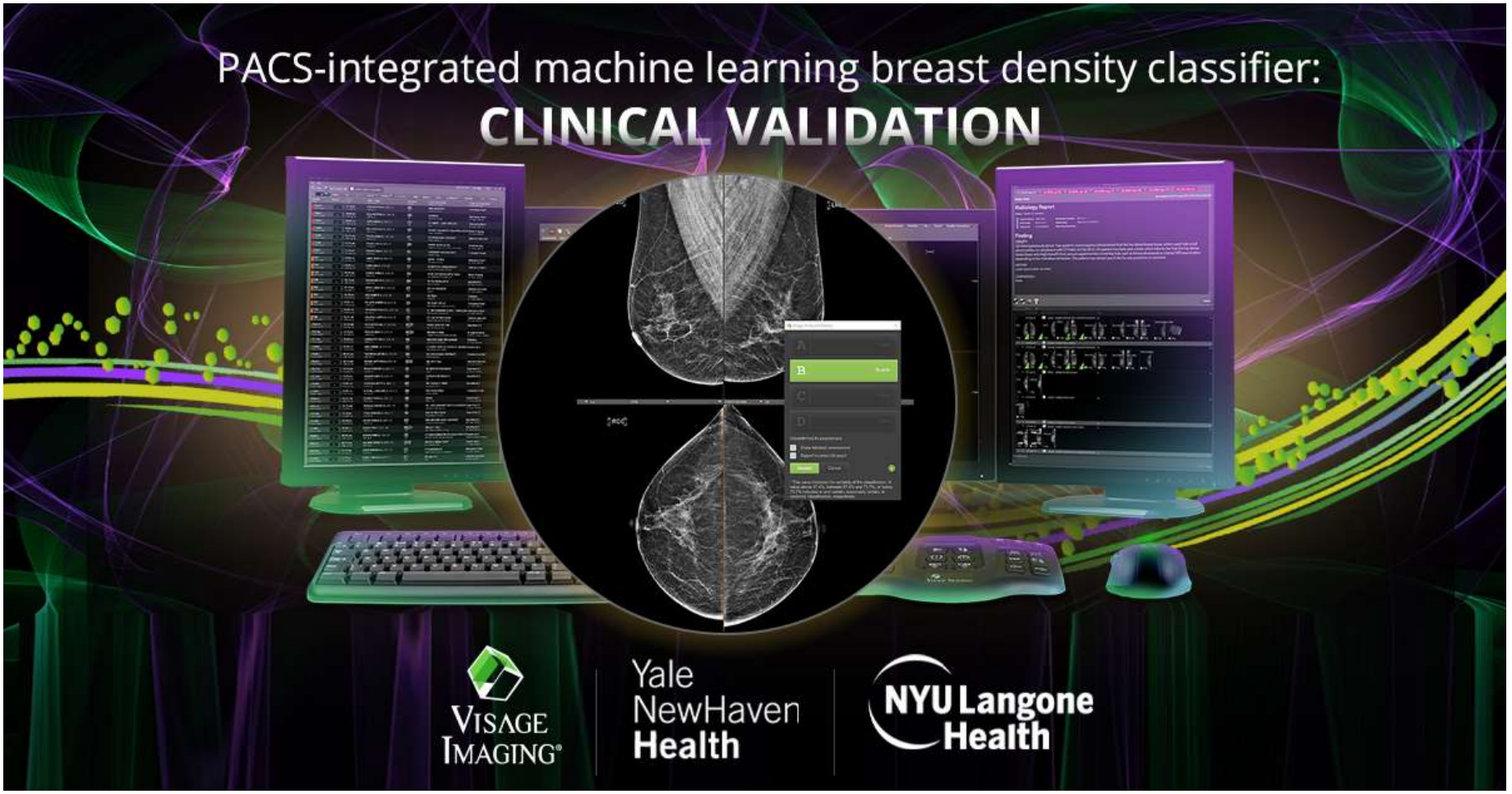
AI – Breast Density

American Roentgen Ray Society (ARRS)



The researchers found that the AI model showed extremely good agreement with the radiologists at 99.3%.

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AI Research Leadership

Malte Westerhoff, PhD
Global Chief Technology Officer

Detlev Stalling, PhD
Head of Development

Ming De Lin, PhD
Clinical Research Manager
North America

Raj Moily, MBBS, PhD , MBA
Director, AI Business Development
North America

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Visage Ease VP ™ for Apple Vision Pro

"From the Flintstones to the Jetsons"

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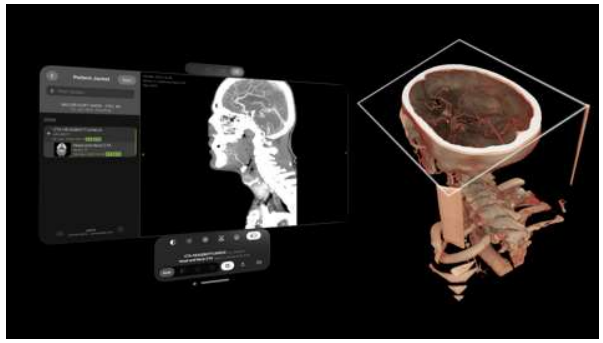
Clinical Dexterity: Visage Ease VP™

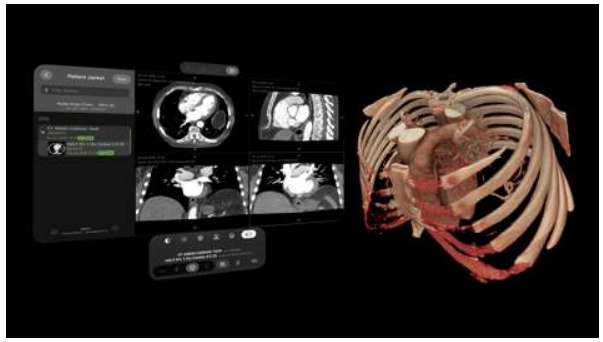
CT Head with MPR 2 X 2 Layout

2D Fusion PET/CT

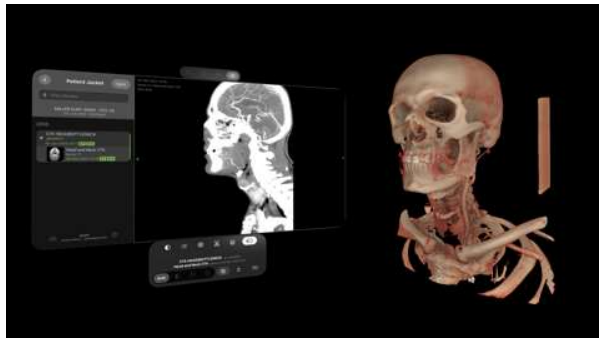


CTA Head/Neck with Immersive Volume Rendering, Clipped View

US Abdomen 2 X 2 Layout



CTA Angio TAVR, 2 X 2 Layout, and Immersive Volume Rendering



CTA Head/Neck with Immersive Volume Rendering

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Visage Ease VP ™ for Apple Vision Pro

- Launched 5th February with worldwide release of Apple Vision Pro
- Visage's cinematic rendering engine natively embedded in Visage Ease VP ™
- Supports virtual screens at more than 4K resolution for each eye
- Immersive, spatial experiences for diagnostic imaging and multimedia
- Platform for AI integration
- UC San Diego and other key Visage clients to pilot the technology

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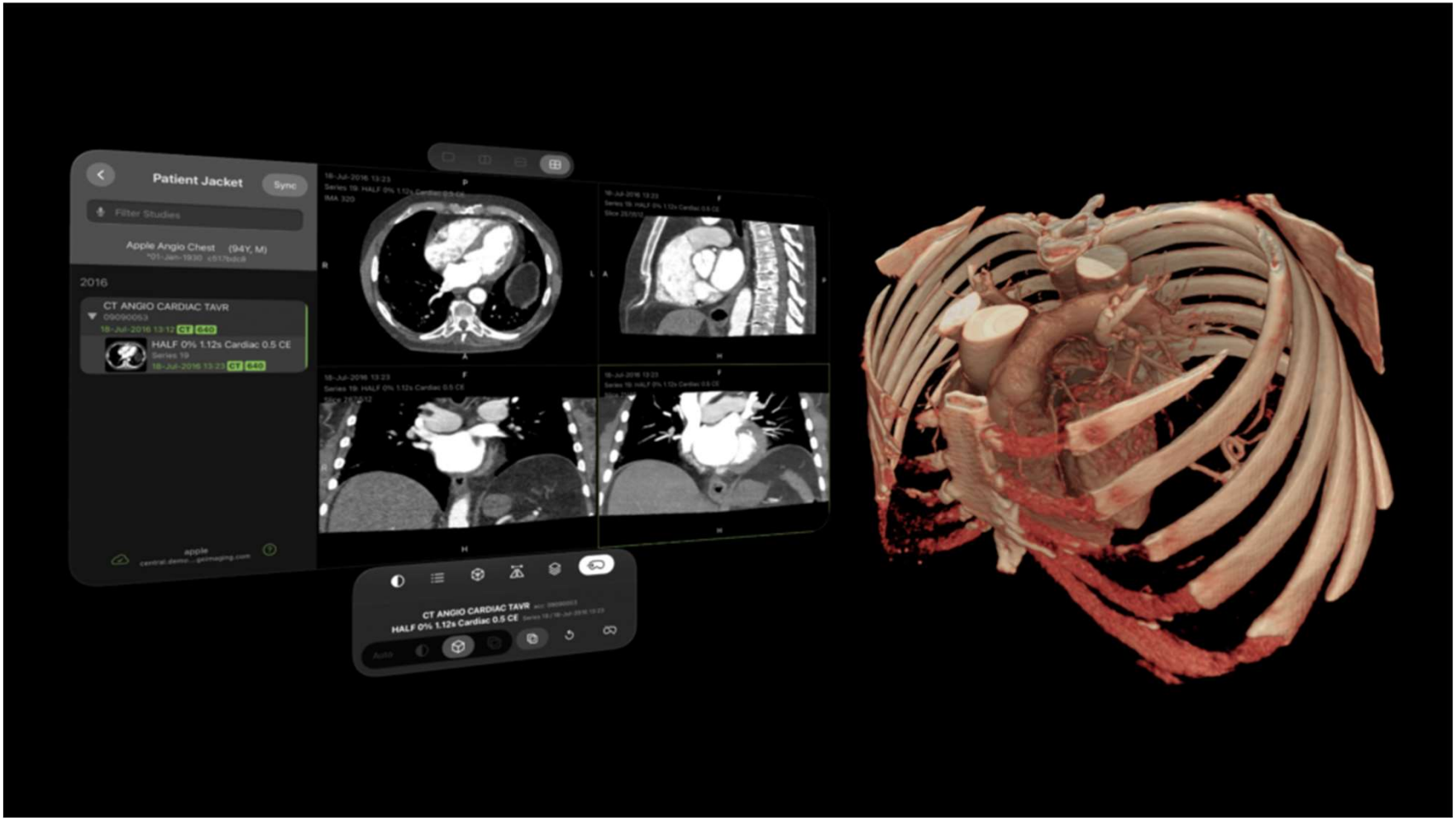
Visage Ease VP ™ for Apple Vision Pro



"Underpins our belief that our technology is 18 to 24 months ahead of competitors, if not more"

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RSNA -2023

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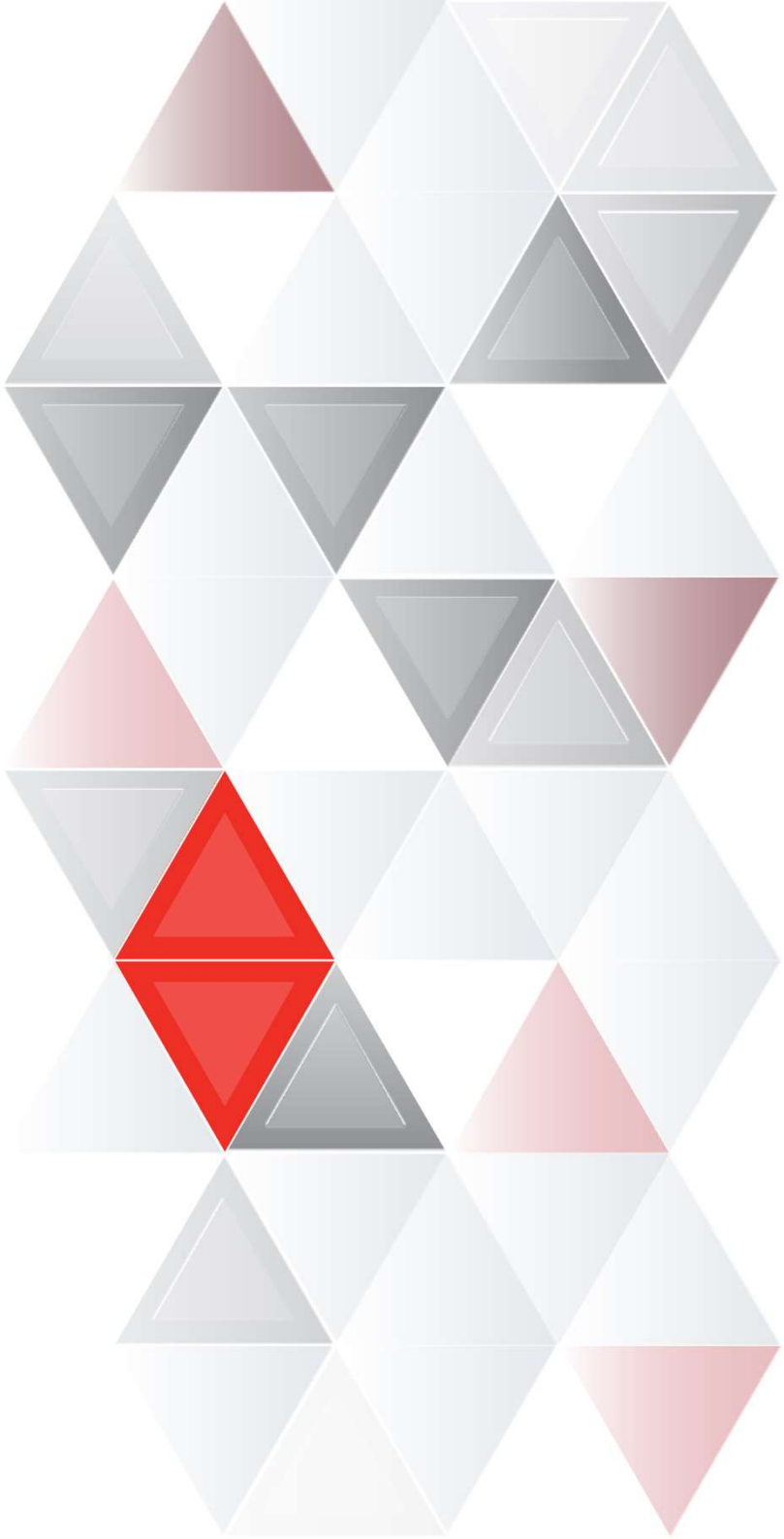
SUMMARY

- Most successful half in company's history
- North American footprint continues to grow strongly
- Expanded product portfolio – "full stack" solution
- Proven remote implementation & support capability
- Cloud – huge strategic advantage over competitors
- Unparalleled value proposition both clinical and financial RoI
- Pipeline Continues to grow strongly.
- Visage strategy well positioned to leverage AI as it becomes mainstream
- Launch of Visage Ease VP ™ for Apple Vision Pro



THANK YOU

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