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# HIGHLIGHTS

### FINANCIAL SUMMARY

- NPAT \$6.37 million for continuing operations up from \$3.22 million
- Underlying after-tax profit up 212%
- Revenue of \$27.58 millionincrease of 57%
- Cash reserves of \$17.11 million
- Strong balance sheet debt free
- Dividends of 3.0c per share unfranked

### BUSINESS HIGHLIGHTS

- Increased transaction revenue from US contracts
- Four key US contract wins in last 12 months
- First sale to large European hospital
- Future contracted revenue increased to \$100 million over next 5 years
- Rapidly expanding foot print in North American market
- Australian business improved

# RIS TECHNOLOGY





# ceo & chairman



### Dear Shareholders,

This has been another very exciting year for the company. We experienced rapid expansion of our footprint in the North American market and our significant investments in Research and Development continue to be rewarded. We were pleased to report a net profit after tax of \$6.37 million from our continuing operations in 2016, a significant improvement on the previous years reported profit of \$3.22 million. Underlying profit (excluding currency fluctuations) increased by 212%.

Revenue rose to \$27.58 million in 2016, an increase of 57 percent, with much of the growth coming from our North American business.

The past year has been one of unprecedented sales success for the company with the signing of four key contracts with large prestigious North American Health Institutions culminating in the July 2016 deal with Mayo Clinic. We also saw the expansion of our footprint in Europe with our first enterprise sale to a large German Government Hospital. All of this reinforces our belief that Visage 7 is truly world leading technology.

Increasingly our customers are opting to pay for the use of our technology on a per transaction or "pay per view" basis. Our model, based on committed minimum transaction numbers over a contract period which ranges from 5 to 7 years, has helped build a high quality annuity stream that continues to grow as existing customers increase their "views" and new customers are brought on to the system. Forward contracted revenue doubled over the past 12 months and now exceeds \$100M AUD over the next five years.

Our technology is also being recognised for educational and research purposes. In February, we were delighted to be chosen by the American College of Radiology to provide Visage 7 technology to be used as a key component of its state-of-theart assessment platform for Emergent/Critical Care Imaging SIMulation. This means trainee radiologists will use and become familiar with Visage 7 technology as part of their training program. Finally, we would like to thank our fellow directors and the capable and hard-working teams at Pro Medicus and Visage Imaging, all of whom have made valued contributions to our progress in 2016 positioning us strongly for the future. Yours faithfully

The trends we have previously identified as driving the industry are continuing unabated. Exponentially growing image sizes and the requirement to access the electronic medical record, of which the medical images are a significant part, are fueling industry adoption of new systems. Visage 7 with its fast, highly modular and scalable technology is uniquely suited to dealing with these challenges.

In Australia, a parallel trend is appearing where larger radiology companies are searching for a Radiology Information System (RIS) that is capable of dealing with both their scale and their sophisticated requirements. This is expected to create opportunities for growth in sales of the company's Visage RIS product.

During the past year we continued to invest in our personnel successfully recruiting key people to supplement our growing US team. The global management structure that we introduced in 2015 is proving to be highly successful in forming the base for future growth.

Pro Medicus continued to generate positive cash flow from operations in 2016, and finished the year with cash in hand of \$17.11 million. This was up from \$12.94 million a year earlier, and is after the payment of dividends during the year of \$2.53 million. The company remains debt free and we believe we have sufficient reserves to internally fund the organic growth of the business.

Accordingly, your board was pleased to declare dividends for the year of 3.0 cents per share, unfranked. We believe our strong balance sheet positions us well to grow the business in the years ahead as well as support our dividend policy.

Peter Kempen CHAIRMAN

Dr Sam Hupert CHIEF EXECUTIVE OFFICE





### FINANCIAL summary

Revenues from Continuing Operations

**Total Revenues** 

Operating Profit Before Interest and Inco

Net Profit After Tax

Total Assets 30 June

Shareholders' Funds 30 June

Net Tangible Assets per Share at 30 Jun

Earnings per Share (cents)

PRO MEDICUS ANNUAL REPORT 2016

### YEAR ENDED 30 JUNE 2016

### ALL FIGURES IN \$A THOUSANDS UNLESS OTHERWISE STATED

	2016	2015
	\$'000	\$'000
	27,577	17,577
	+56.9%	+21.7%
	27,557	17,557
	+56.9%	+21.7%
come Tax	9,441	5,025
	+87.9%	+121.1%
	6,368	3,217
	+97.9%	+113.2%
	39,404	30,094
	27,385	21,938
ne (cents)	17.0	13.0
	6.3	3.2
	+97.9%	+113.2%

Visage 7 combines 3D/4D and advanced visualisation capabilities with the full gamut of 2D reading functionality creating a truly unique thin client streaming universal viewing platform that enables radiologists to read any type of examination from a 2D chest x-ray to a complicated 3D cardiac study all within the one viewer.



Pro Medicus Limited [ASX: PME] is a leading health imaging IT provider. Founded in 1983, the company provides a comprehensive range of health imaging software and services to hospitals, imaging centres and health care groups worldwide. These solutions are branded "Visage" and provide one of the most comprehensive, enterprise level, end-to-end offerings available in the radiology market today.

### **VISAGE PRODUCTS**

The Visage product line comprises solutions for RIS (Radiology Information Systems) and Practice Management, Healthcare Imaging and e-health. These systems can be used either individually or in combination by radiologists and other medical imaging professionals to interpret the images created by medical imaging equipment such as X-Ray and Ultrasound machines and CT and MRI Scanners and communicate the results to their referring clinicians.

### RIS AND PRACTICE MANAGEMENT

Pro Medicus offers software applications and services designed to aid the management of medical practices. The software includes medical accounting, clinical reporting, appointments/scheduling and marketing/management information modules and can be integrated with third-party applications. The Visage RIS provides radiology practices with a highly scalable, enterprise level practice management solution that incorporates powerful search capability and configurable workflow and rules engines to meet a broad range of customer's needs. Services include implementation, hardware sourcing and configuration, staff and management training and ongoing technical and end user support.

### **HEALTHCARE IMAGING**

In January 2009, the company purchased Visage Imaging, which has been transformed into a global provider of leading edge Enterprise imaging and 3D PACS (Picture Archiving and Communication System) solutions. The company's product line Visage 7 incorporates leading edge proprietary advanced visualization capability that is able to deliver extremely fast, multi-dimensional images streamed via the Visage 7 intelligent thin-client viewer. Visage 7 components can either be combined and sold as an entire solution or individual components can be sold in a modular fashion as part of a "deconstructed" or best in breed offering.

### DECONSTRUCTED PACS®

Visage Imaging pioneered the concept of Deconstructed PACS<sup>®</sup> in 2014 when our Global Head of Marketing, Brad Levin, wrote a seminal article describing the approach which breaks the traditional monolithic single vendor PACS system into a collection of individual components that are interfaced together to form a complete "best-of-breed" solution.

### THE VISAGE 7 ENTERPRISE VIEWER

The Visage 7 Enterprise Viewer combines 3D/4D and advanced visualisation capabilities with the full gamut of 2D reading functionality creating a truly unique thin client streaming universal viewing platform that enables radiologists to read any type of examination from a 2D chest x-ray to a complicated 3D cardiac study all within the one viewer. The Enterprise viewer can be interfaced with a broad range of third-party vendor neutral image archiving (VNA) databases and worklist products as part of a Deconstructed PACS® solution.

### **VISAGE 3D PACS**

As a result of the extensive R&D undertaken post the Visage Imaging acquisition, the Company has its own comprehensive 2D-3D/PACS offering which combines the Visage 7 Enterprise Viewer with the ability to store and archive radiological images, creating one of the world's first 3D PACS. The scalability and highly modular nature of the Visage 7 product offering means that our technology is ideally suited to the vast majority of radiology environments including large enterprise hospitals, private imaging centres and remote reading/tele-radiology groups enabling us to address segments of the radiology market previously not available or only partially accessible to us.

### **VISAGE EASE PRO**

Visage Ease Pro provides mobile app technology for diagnostic interpretation of medical images using iOS based mobile devices. It is U.S. Food and Drug Administration (FDA) 510 (k) certified for all imaging modalities apart from mammography which requires higher screen resolution than current iOS devices can support. Incorporating the ability to quickly check the calibration of the screen of an iOS device means that radiologists and allied physicians that require full diagnostic capability on the go can now have it on their mobile device. This enables them to interpret images no matter how large they are anywhere using Visage technology. Visage Ease Pro includes numerous image manipulation features, display of non-DICOM (and non-diagnostic) images such as photos, support for recording voice memos, and the ability to upload photo attachments to studies on Visage 7.

### **E-HEALTH**

The Company's Internet-based e-health offering, promedicus. net, enables referring doctors to receive encrypted clinical reports via the Internet to a centralised "in-tray" run on the doctor's computer. These reports are then electronically incorporated into the patients' medical records, doing away with the need for double handling or manual filing. Over 26,000 Australian doctors are registered users of promedicus.net.



### **KEY** PERSONNEL

In 2015 the company transitioned from a regional to a global management structure appointing four regional managers to global roles in the areas of Technology/R&D, Sales, Marketing, and Customer Services. The 2016 financial year, the first year under this new structure, has been one of the most successful in the company's history confirming the board's belief that this new structure positions the group to cater for anticipated future growth.



### MALTE WESTERHOFF General Manager -**Europe and Global Chief Technology Officer**

Malte Westerhoff is the General Manager for Visage Imaging GmbH, the European branch of Visage Imaging. He is also the company Chief Technical Officer (CTO) and is responsible for product management and R&D globally. He has more than twelve years of experience in medical imaging and software development, holding positions in both research and industry. Malte holds a master's degree in physics from Technical University, Berlin, and a PhD in computer science and mathematics from Free University, Berlin.

Malte was one of the founders of Indeed - Visual Concepts GmbH, the precursor to Visage Imaging, and is an author/coauthor of a number of papers in scientific visualization and high-performance computing. In role as CTO, he is involved in developing and overseeing the company's growing intellectual property patent portfolio. Prior to joining Pro Medicus, he served in senior technical leadership positions at Mercury Computer Systems and Indeed - Visual Concepts.



the U.S.

### **TERESA GSCHWIND Global Head of Customer Service**

Teresa Gschwind is the Global Head of Customer Service for Visage Imaging, where she is responsible for pre- and post-sales customer service activities worldwide. Prior to this role, Teresa managed the Company's U.S. Customer Service team based in MA. and then the European Customer Service team based in Berlin, Germany. Teresa has extensive experience working with Visage's global customer base, having joined the Company in 2002 when Visage was part of Mercury Computer Systems. Prior to Visage, Teresa held numerous management positions at Datacube, Inc, where she specialized in image processing. Teresa holds a Bachelor of Science degree in Electrical Engineering from the University of New Hampshire.

### PRO MEDICUS ANNUAL REPORT 2016



### General Manager -North America and Global Head of Marketing

Brad Levin's broad experience has spanned a variety of leadership roles, including government, consulting, and marketing. While in government, Brad worked as a PACS subject matter expert for the U.S. Department of Defence's Digital Imaging Network-Picture Archiving and Communications System (DIN-PACS) initiative, as well as consulting for top healthcare institutions across

After leaving his consulting role, Brad went on to spearhead marketing for two web-based PACS start-ups, first AMICAS, and then Dynamic Imaging. Both firms experienced rapid commercial growth leading to acquisition, by Vitalworks and GE Healthcare, respectively. In his most recent role, Brad was GE Healthcare's commercial Marketing Director, where he had radiology and cardiology marketing responsibility for their RIS, PACS



### SEAN LAMBRIGHT **Global Head of Sales**

Sean Lambright is the Global Head of Sales for Visage Imaging as well as VP Sales, North America. He is responsible for the company's global sales strategy, including all third-party and channel relationships. Sean joined Visage in 2010 and has been instrumental in positioning Visage as a complete enterprise imaging solution capable of dealing with some of the largest and most prestigious health systems in North America. Prior to Visage his career in imaging IT has spanned 15 years, having served in senior sales roles with AGFA Healthcare, AMICAS and Emageon

Sean holds a Bachelor of Science degree from Arizona State University



### DANNY TAUBER General Manager -Australia

After graduating in 1986 Danny Tauber started his career with chartered accountants Warnocks gaining experience in taxation and general accounting. He then started his own property development company and spent a number of years gaining project management and general finance skills. An interest in IT led Danny into the computer industry where he worked for a company producing hotel management systems. Danny joined Pro Medicus in 1993 and has been with the company for over 23 years. Danny has progressed through the company to his current position of General Manager -Australia which he assumed on the 1st of January 2011.





THE YEAR IN YEAR

### **AUSTRALIA**

and Visage 7 products.

Australian revenue increased by 3.6% as a result of new sales of both the Visage PACS and Visage RIS products with many sales being for the combined product offering.

The company continued to transition its Australian customers to the new Visage RIS platform with the process now nearing completion.

Promedicus.net, the company's e-health offering, continued to hold its strong market position despite increasing competition.

### NORTH AMERICA

The company's North American team which comprises sales, marketing, implementation and service/support staff was a strong contributor to the group's overall performance with revenue growing by 90.0% compared to the previous year. This was attributable to a significant growth in transaction based revenue as a number of previously won contracts came on stream.

The period also saw a very significant increase of the Visage footprint in North America with the company winning four large and prestigious contracts worth in excess of AUD \$60 million. These included sales to Allegheny Health, Mercy Health, Franciscan Mission (FMOL) and Mayo Clinic making the 2016 financial year the most successful in terms of North American sales in the company's history.

### EUROPE

The Group's employees in its Berlin office undertake research and development of Visage Imaging products worldwide as well as sales, marketing and service/support functions for the Group's European operations. Revenue from our European operations increased by 77.1% over last year, as a result of a capital sale to a large German Government hospital, the first Enterprise sale of Visage in Europe.

### **COMPANY OFFICES**

### **VISAGE GMBH - BERLIN**

This is the company's European headquarters and houses employees who are primarily involved in product R&D and ongoing product support. This office also forms the base of the company's European operations including order administration and both direct and OEM sales activities.

### **VISAGE IMAGING INC - SAN DIEGO**

products.

The company's Australian operation undertakes research and development of the Visage RIS and e-health products as well as sales and service/support functions of both Visage RIS

In addition to its Melbourne based Australian head office, the company has two offshore offices:

This is the company's North American headquarters and is the base for staff involved in sales, marketing, training/implementation and applications support for both the Visage Imaging and Pro Medicus

EXPANDED PRODUCT PORTFOLIO

GROUND BREAKING VISAGE 7 TECHNOLOGY

> ADDRESSING ENTERPRISE / HOSPITAL MARKETS

> > CONTINUED US EXPANSION

> > > NEW RIS TECHNOLOGY PLATFORM

> > > > PAY PER USE LICENSING MODEL

ENTERPRISE IMAGING

INTO THE FUTURE

The Board and Management believe the Company is extremely well positioned for growth after making strong progress in the 2016 financial year, particularly in the North American market. Key factors predicted to drive growth include:

### EXPANDED GEOGRAPHICAL FOOTPRINT

Over the past year the company continued to build on its presence in North America and Europe as well as consolidate its position in Australia.

Our North American customer base now comprises some of the largest and most prestigious health systems in the U.S., including 15% of the Top 20 Largest Non-Profit U.S. Health Systems (Becker's Hospital Review, Dec 2015), seven health systems honoured as Healthcare's 'Most Wired' (Hospitals & Health Networks, Aug 2016), and most impressively, the #1 ranked hospital in the U.S. for 2016/2017 (U.S. News & World Report Honour Roll, Aug 2016).

The company believes it can leverage its expanded footprint and increased market presence to drive further sales opportunities across all segments of the market including large Enterprise hospitals, private imaging centres and remote reading tele-radiology.

The sale of Visage to a large German Government hospital will provide us with our first Deconstructed PACS reference site in Europe whilst our footprint in Australia continues to grow as we roll out our Visage RIS platform.

### HIGHLY DIFFERENTIATED TECHNOLOGY

The Company continues to maintain its significant ongoing investment in R&D for its flagship Visage 7 suite of products which we believe will continue to differentiate our offerings in the Deconstructed PACS<sup>®</sup>, Enterprise viewer, 2D/3D PACS advanced visualisation space.

The Visage RIS platform is the culmination of many years of intense R&D effort and positions Pro Medicus at the forefront of RIS and practice management technology. It is differentiated by its scalability, powerful search capability and ability to allow clients to configure their own businessspecific workflow and rules to meet their needs.

### **INDUSTRY TRENDS**

The Company believes the North American market has reached a tipping point as a result of a number of significant industry trends that combined, will continue to drive demand for Visage 7 products.

### Explosion in image data size continues

With developments in imaging technology such as positron emission tomography (PET) and high density 640 slice computed tomography (CT) it is not uncommon for a single examination image file to be in the order of 1.5 to 2 Gigabytes or larger in size. The introduction of Digital Breast Tomosynthesis (DBT), a new form of 3D breast imaging, has added to the data explosion problem producing image files as large as 4 to 6 Gigabytes per examination. Traditional PACS/Digital Imaging technology requires these files to be transferred across the network to the radiologist desktop in order to be visualised. This has created very significant network bottlenecks which has limited the widespread adoption and use of these new imaging technologies.

Visage 7, with its unique server side thin-client streaming technology, enables the radiologist or referring clinician to instantly visualize these very large datasets without having to move the images to their desktop thereby overcoming the bandwidth/ network bottleneck issue.

### The move to best in breed or Deconstructed PACS® Solutions

Increasingly sales opportunities are requesting a "best in breed" approach whereby multiple components from different vendors are integrated into a single solution. Unlike systems from traditional PACS vendors, Visage 7, with its highly modular and scalable design is ideally suited to this new paradigm resulting in a growing pipeline of opportunities that the company is actively pursuing.

### TRANSACTION BASED LICENCING

Over the past few years, the vast majority of the company's contracts have been transaction or "pay per view" based. This not only enables customers to more accurately align their investment in Visage to the size of the business, it has the added benefit of creating significant ongoing revenue streams for the company.

### **ENTERPRISE IMAGING**

The company has made significant investments in ongoing R&D in order to develop additional products the first being Visage 7 Enterprise Imaging module which is scheduled for release in the 2nd half of FY2017. This new product extends the capability of Visage 7 beyond the realm of radiology enabling the viewing of DICOM (radiology) and non-DICOM images such as photos and HD videos (also described as medical multimedia objects) all in the one viewer.

Examples of this include wound care photos taken at the bedside, ophthalmology images, dermatology images, as well as video (endoscopic, arthroscopic, operating room HD-video).

### **NEW PRODUCTS AND SERVICES**

As our customer base continues to grow so does the opportunity for on-selling new, complementary products and services. An increasing proportion of the company's R&D effort will be focused on developing such complementary services and products which we believe will further increase our value proposition for our large enterprise clients.



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# FINANCIAL REPORT 30 JUNE 2016

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# **DIRECTORS'**

Your Directors submit their report for the year ended 30 June 2016.



### PETER **TERENCE KEMPEN** F.C.A, F.A.I.C.D Chairman

Peter Kempen joined Pro Medicus Limited as a Director on 12 March 2008. He is Chairman of Ivanhoe Grammar School and Chairman of Australasian Leukaemia and Lymphoma Group. He is also a Director of the Yara Pilbara group of companies, a Trustee of the Barr Family Foundation and a member of the Council of St Hilda's College, University of Melbourne

Peter has previously been Chairman of Patties Food Limited Chairman of Danks Holdings Limited and Managing Partner of Ernst & Young Corporate Finance Australia

Peter is a Fellow of the Institute of Chartered Accountants in Australia and a Fellow of the Australian Institute of Company Directors.

Peter became Chairman in August 2010 before which he served as a Non-Executive Director of the company. Peter is also Chairman of the Audit Committee.



### ANTHONY **BARRY HALL** B.Sc. (Hons), M.Sc. **Executive Director and Technology Director**

Co-founder of Pro Medicus Limited in 1983, Anthony Hall has been principal architect and developer of the core software systems. His current focus is the transition to and development of the company's next generation RIS systems.



### DR SAM **AARON HUPERT** M.B.B.S. **Managing Director and Chief Executive Officer**

Co-founder of Pro Medicus Limited in 1983, Sam Hupert is a Monash University Medical School graduate who commenced General Practice in 1980. Realising the significant potential for computers in medicine he left general practice in late 1984 to devote himself full time to managing the Group.

Sam served as CEO from the time he co-founded the company until October 2007 at which time he stepped down to become an Executive Director, Sam resumed full time CEO activities in October of 2010.



### LL.B., B.Com, LL.M (Lond), MBA (Melb) **Non-Executive Director**

Roderick joined Pro Medicus Limited as a Director on 23 November 2010. He is the Senior Corporate Advisor in the Melbourne office of Clayton Utz and is a former Managing Partner of that office.

Roderick is a member of the Law Institute of Victoria, a member of the Law Society of New South Wales and a member of the Law Society London

Guest Lecturer (Mergers & Acquisitions) Audit Committee

The names and details of the company's Directors in office during the financial year and until the date of this report are as follows:



### ANTHONY GLENNING B.CS. B.EE. M.EE **Non-Executive Director**

Anthony joined Pro Medicus Limited as a Director on 1 May 2016. He is Investment Director of Starfish Ventures and sits on the board of a number of private Starfish portfolio companies.

Anthony is the founder and previously the CEO of Tonic Systems and founding Non-Executive Director of Cameron Systems.

Anthony holds bachelor degrees in Computer Science and Electrical Engineering from University of Melbourne and holds a Master's degree in Electrical Engineering from Stanford University California

Anthony also serves on the Audit Committee.



### CLAYTON JAMES HATCH

### **Chief Financial Officer** and Company Secetary

Clayton was appointed Company Secretary on 1 July 2009.

Clayton has strong experience in financial and management accounting having worked in a Finance role for several years. Clayton joined Pro Medicus in June 2008 and has progressed through the company to his current position of Chief Financial Officer which he assumed on 1 July 2012.

### INTERESTS IN THE SHARES AND OPTIONS OF THE COMPANY

As at the date of this report, the interests of the Directors in the shares and options of the Company were:

A. B. Hall	
S. A. Hupert	
P. T. Kempen	
R. Lyle	
A. Glenning	

### EARNINGS PER SHARE

Basic earnings per share Diluted earnings per share

### DIVIDENDS

### **ORDINARY SHARES**

Final dividends recommended:

Normal dividend plan

Dividends paid in the year:

Interim for the year

Final dividend for 2015 shown as recommended in the 20

Normal dividend plan

### **OPERATING AND FINANCIAL REVIEW**

### CORPORATE STRUCTURE

Pro Medicus Limited is a company limited by shares that is incorporated and domiciled in Australia.

#### Nature of operations and principal activities

The principal activities of the Group during the year were the supply of healthcare imaging products and services to hospitals, diagnostic imaging groups and other health related entities in Australia. North America and Europe. These products and services include:

### Radiology Information Systems Visage 7.0 (RIS)

- management (RIS); ► Training, installation and professional services;
- ► After sale support and service products:
- ► Promedicus.net secure email: and
- Digital radiology integration products

CPA

RODERICK LYLE

Roderick is recognised as one of Australia's leading commercial lawyers. He has been a key advisor in a large number of significant mergers and acquisitions and equity capital markets transactions throughout Australia, and internationally, for more than three decades. Roderick is also a Melbourne Business School, MBA and EMBA courses. Roderick also serves on the

s in the shares and options of the Company were.				
Ordinary Shares	Options over Ordinary Shares			
30,068,500	NIL			
30,107,660	NIL			
578,082	100,000			
140,000	200,000			
NIL	NIL			
	Cents			
	6.28			
	6.16			
CENTS	\$'000			
1.5	1,526			
1.5	1,526			
D15 report:				
1.0	1,006			

- ► Innovative proprietary medical software for practice
- Innovative medical imaging software that provides radiologist and clinicians with advanced visualisation capability for rapidly viewing 2-D, 3-D and 4-D medical images;
- ► PACS/Digital imaging software that is sold directly and to original equipment manufacturers (OEM);
- ► Training, installation and professional services;
- ► Service and support products.

The Group undertakes research and development (R&D) in Australia for its Practice Management (RIS) and promedicus.net products including R&D for Visage RIS, its new technology platform.

The R&D for the Visage Imaging product set is carried out in Europe. The Group has continued development of both the RIS products and the Visage 7.0 product line throughout the period.

### DIRECTORS' REPORT CONT.

### REVIEW AND RESULTS OF OPERATIONS

### **Investment Activities**

Surplus funds which are held in several currencies are invested by the Group in a cash management account and term deposits to maximise the interest return.

### **Performance Indicators**

Management and the Board monitor overall performance, from the strategic plan through to the performance of the Group against operating plans and financial budgets.

The Board, together with management, have identified key performance indicators (KPIs) that are used to monitor performance. Key management monitor these KPIs on a regular basis and Directors receive appropriately structured board reports for review prior to each monthly Board meeting allowing them to actively monitor the Group's performance.

### **Dynamics of the Business**

#### Australia

The Group's Australian employees undertake research and development of Pro Medicus products (RIS) as well as sales and service/support functions.

The Group's Australian revenue was 3.6% above last year as a result of new sales of both the Visage PACS and Visage RIS products with many sales being for the combined product offering.

Promedicus.net, the company's e-health offering, continued to hold its market position despite increasing competition.

### **North America**

The growing North American team fulfil sales, marketing and professional services roles. Revenue from North America increased by 90.0% compared to the previous year. This was largely attributable to new sales and an increase in transaction based revenue from sales of Visage technology as more contracts came on stream.

### Europe

The Group's employees in its Berlin office undertake research and development of Visage Imaging products worldwide as well as sales, marketing and service/support functions for the Group's European operations. Revenue from our European operations increased by 77.1% from last year, due to a large capital sale to a German government hospital.

### Financials

Reported profit after tax for the period was \$6.37m an increase of \$3.15m (97.9%) from the previous year.

Full year revenue of the Group increased from \$17.58m to \$27.58m, an increase of 56.9%.

The key drivers of the profit increase was the significant increase in the performance of the North American operations which was supplemented by a capital sale in Europe and a modest increase in Australian sales.

As the Group's costs are relatively fixed, an increase in sales has a positive impact on profitability.

#### **Investments for Future Performance**

The Company will continue to direct resources into the development of new products and is committed to the continued development of its Visage RIS and Visage 7.0 product sets.

It is anticipated that this strategy of ongoing development will continue to position Pro Medicus as a market leader and enable the Group to further leverage its expanded product portfolio and geographical spread.

The Group remains committed to providing staff with access to appropriate training and development programs, together with the resources to complete their duties.

The Directors express their gratitude for the efforts of the management team and all employees in achieving this year's result.

### **REVIEW OF FINANCIAL CONDITION**

### **Capital Structure**

The Company has a sound capital structure with a strong financial position, with no debt.

### **Treasury Policy**

With the increase in overseas operations there is an increased currency risk as a consequence of contracts written in and cash being held in foreign currencies. Whilst this is offset to a degree by having operations in North America and Europe, this change in risk profile has been noted by the Board and action is being taken to manage this risk.

The treasury function, co-ordinated within Pro Medicus Limited, is limited to maximising interest return on surplus funds and managing currency risk. The treasury operates within policies set by the Board, which is responsible for ensuring that management's actions are in line with Board policy.

### **Cash from Operations**

Net cash flows from operating activities for the current period was a positive \$11.25m, with receipts from customers totalling \$24.43m compared with payments of \$13.49m to suppliers and employees. During the year the Company paid out a total of \$2.53m in dividends, the net result being total cash assets of \$17.11m; an increase of 32.3% from last year.

### **Liquidity and Funding**

The Group is cash flow positive, has adequate cash reserves and has no overdraft facility. Sufficient funds are held to finance operations.

### **Risk Management**

The Company takes a proactive approach to risk management. The Board is responsible for ensuring that risks, and also opportunities, are identified on a timely basis and that the Group's objectives and activities are aligned with the risks and opportunities identified by the Board.

The Company believes that it is crucial for all Board members to participate in this process, as such the Board has not established separate committees for areas such as risk management, environmental issues, occupational health and safety or treasury.

The Board has a number of mechanisms in place to ensure that management's objectives and activities are aligned with the risks identified by the Board. These include the following:

- Board approval of strategic plans, which encompass the Company's vision, mission and strategy statements, designed to meet stakeholder needs and manage business risk;
- Implementation of Board approved operating plans and budgets and Board monitoring of progress against these budgets, including the establishment and monitoring of KPIs;
- Overseeing of appropriate backup procedures for important company data; and
- Routine review by key executives of its established Quality Assurance program and corrective action recommendations stemming from it.

### **Corporate Governance**

In recognising the need for the highest standards of corporate behaviour and accountability, the Directors of Pro Medicus Limited support and have adhered to the principles of good corporate governance. Please refer to the separate "Corporate Governance" section for more details of specific policies.

### SIGNIFICANT CHANGES IN THE STATE OF AFFAIRS

Shareholders' equity increased by 24.8% from \$21.94m to \$27.39m. This movement was largely the result of profit during the year, offset by dividends paid out during the year.

### SIGNIFICANT EVENTS AFTER THE BALANCE DATE

A Final Dividend of 1.5 cents per share has been declared post 1 July. Please refer Note 9.

### LIKELY DEVELOPMENTS AND EXPECTED RESULTS

The Directors anticipate that the 2017 financial year will see more opportunity crystallise for the company due to improved prospects in North America and the continued commercialisation and roll out of Visage RIS, the company's new technology RIS platform.

Key components that are likely to affect the performance of the company are:

- Increased revenue being generated from recently won transaction based contracts which are scheduled to come on stream in the 2017 financial year.
- Continued strong interest in the Visage 7.0 suite of products in the North American market has resulted in a number of sales opportunities that the Company is actively pursuing.
- The ability of the expanded Visage 7.0 product set to address key market segments such as large Health Systems and Hospitals in addition to the private radiology and teleradiology markets.
- Market dynamics that favour the adoption of Visage 7.0 technology such as trend towards modular, best in breed solutions.
- Improved sales prospects for Visage RIS, the company's new technology RIS platform as the rollout of this new platform continues.

As a result, it is anticipated that the 2017 financial year will show a continuing improvement in operational results, however this is dependent upon many market factors over which the Directors have limited or no control.

### ENVIRONMENTAL REGULATION AND PERFORMANCE

The Group has no identified risk with regard to environmental regulations currently in force. There have been no known breaches by the Group of any regulations.

### **SHARE OPTIONS**

### **Un-issued Shares**

As at the date of this report, there were 725,000 un-issued ordinary shares under options refer to Note 18 of the financial statements for further details of the options outstanding.

Option holders do not have any right, by virtue of the option, to participate in any share issue of the Company.

### Shares Issued as a Result of the Exercise of Options

During the financial year, 500,000 share options were exercised by current employee and no share options expired. A further 450,000 share options were exercised by Directors or key management personnel in the current year to acquire fully paid ordinary shares in Pro Medicus Limited.

### DIRECTORS' REPORT CONT.

### **PERFORMANCE RIGHTS**

### **Un-issued Shares**

As at the date of this report, there were 1,471,719 un-issued ordinary shares under performance rights-refer to Note 18 of the financial statements for further details of the performance rights outstanding.

Rights holders do not have any right, by virtue of the right, to participate in any share issue of the Company.

### Shares Issued as a Result of the Exercise of Performance Rights

During the financial year, 153,000 performance rights were exercised by current employees and no performance rights expired. A further 384,000 performance rights were exercised by key management personnel in the current year to acquire fully paid ordinary shares in Pro Medicus Limited.

### **INDEMNIFICATION AND INSURANCE** OF DIRECTORS AND OFFICERS

During the year, Pro Medicus Limited indemnified Clayton Utz and each one or more of the past, present or future partners of Clayton Utz (other than Mr. Lyle) against any liability (including a liability incurred by Clayton Utz to pay legal costs) arising out of Mr. Lyle's activities as a Director of Pro Medicus Limited.

During or since the financial year, the Company has paid premiums in respect of a contract for Directors' & Officers'/Company Re-Imbursement Liability insurance for directors, officers and Pro Medicus Limited for costs incurred in defending proceedings against them.

Disclosure of the amount of insurance and the terms of this cover is prohibited by the insurance policy.

### **INDEMNIFICATION OF AUDITORS**

To the extent permitted by law, the Company has agreed to indemnify its auditors, Ernst & Young, as part of the terms of its audit engagement agreement against claims by third parties arising from the audit (for an unspecified amount). No payment has been made to indemnify Ernst & Young during or since the financial year.

### **REMUNERATION REPORT (audited)**

This remuneration report for the year ended 30 June 2016 outlines the remuneration arrangements of the Group in accordance with the requirements of the Corporations Act 2001 and its Regulations. This information has been audited as required by section 308(3C) of the Act.

The remuneration report details the remuneration arrangements for key management personnel (KMP) who are defined as those persons having authority and responsibility for planning, directing and controlling the major activities of the Company and the Group, directly or indirectly, including any director (whether executive or otherwise) of the Group.

For the purposes of this report, the term 'executive' includes the Chief Executive Officer (CEO), executive directors and other senior executives of the Group.

(i) Non - Executive Directors

Peter Terence Kempen	Chairman
Roderick Lyle	Director (Non-Executive)
Anthony Glenning	Director (Non-Executive)
(ii) Executive Director	S
Dr Sam Aaron Hupert	Managing Director and CEO

Dr Sam Aaron Hupert	Managing Director and CE
Anthony Barry Hall	Technology Director

### (iii) Other Executives

Danny Tauber	General Manager - Pro Medicus Limited
Malte Westerhoff	Managing Director - Visage Imaging GmbH
Brad Levin	General Manager - Visage Imaging Inc
Sean Lambright	Global Head of Sales - Visage Imaging Inc

### **Remuneration committee**

Remuneration and nomination issues are handled at the full Board level. Due to the small number of Directors no Committee has been established for this purpose.

Board members, as per groupings detailed below, are responsible for determining and reviewing compensation arrangements.

In order to maintain good corporate governance the Non-Executive Directors assume responsibility for determining and reviewing compensation arrangements for the Executive Directors of the Group. The Executive Directors in turn are responsible for determining and reviewing the compensation arrangements for the Non-Executive Directors. The CEO, in conjunction with the full Board reviews the terms of employment for all executives.

The assessment considers the appropriateness of the nature and amount of remuneration of such executives on a periodic basis by reference to relevant employment market conditions with the overall objective of ensuring maximum stakeholder benefit from the retention of a high quality Board and executive team.

### **Remuneration philosophy**

The performance of the Group depends upon the guality of its Directors and Executives. To prosper, the Company must attract, motivate and retain highly skilled Directors and Executives.

To this end, the Company provides competitive rewards to attract high calibre Executives.

#### **Remuneration structure**

In accordance with best practice corporate governance, the structure of Non-Executive Director and Executive's remuneration is separate and distinct.

### **Non-Executive Director remuneration**

#### Objective

The Board seeks to set aggregate remuneration at a level which provides the Company with the ability to attract and retain Directors of the highest calibre, whilst incurring a cost which is acceptable to shareholders.

#### Structure

The Constitution and the ASX Listing Rules specify that the aggregate remuneration of Non-Executive Directors shall be determined from time to time by a general meeting. An amount not exceeding the amount determined is then divided between the Directors as agreed. The latest determination was at the Annual General Meeting held on 4 November 2005 when shareholders approved an aggregate remuneration of \$500,000 per year.

The amount of the aggregate remuneration sought to be approved by shareholders and the manner in which it is apportioned amongst Directors is reviewed annually. The Board considers fees paid to Non-Executive Directors of comparable companies when undertaking the annual review process.

Each Director receives a fee for being a Director of the Company. No additional fee is paid for time spent on Audit Committee business.

Non-Executive Directors have long been encouraged by the Board to hold shares in the Company (purchased by the Director on market). It is considered good governance for the Directors to have a stake in the Company on whose board they sit.

The remuneration of Non-Executive Directors for the period ended 30 June 2016 is detailed in Table 1 of this report.

### **Executives**

### (including Executive Directors remuneration) Objective

The Group aims to reward Executives with a level and mix of remuneration commensurate with their position and responsibilities within the Group and so as to:

- · align the interests of Executives with those of shareholders;
- ensure total remuneration is competitive by market standards.

### Structure

Employment Contracts have been entered into with all Executives of the Group. Details of these contracts are provided on page 22.

Remuneration consists predominately of fixed remuneration. Variable remuneration is provided occasionally at the Board's discretion including both short term incentives (STI) and long term incentives (LTI).

The Company does not have a policy regarding Executives entering into contracts to hedge their exposure to share options granted as part of their remuneration package.

The Board engaged external consultants throughout the year to undertake a review of the remuneration of Executives.

### **Fixed Remuneration**

### Objective

The level of fixed remuneration is set so as to provide a base level of remuneration which is both appropriate to the position and is competitive in the market.

Fixed remuneration is reviewed annually and the process consists of a review of Group wide, business and individual performance, relevant comparative remuneration in the market and internal and, where appropriate, external advice on policies and practices. As noted above, the company conducting the review has access to external advice independent of management.

Executives, including Executive Directors are given the opportunity to receive their fixed (primary) remuneration in a variety of forms including cash and fringe benefits such as motor vehicles and expense payment plans. It is intended that the manner of payment chosen will be optimal for the recipient without creating undue cost for the Group.

The fixed remuneration is detailed in Table 1 of this report.

### **Variable Remuneration** - Long Term Incentive (LTI)

### **Employee Share Option Scheme**

Roderick Lyle was granted options on becoming a Director of the company in 2011 under a separate agreement. The share options have a 5 year vesting period, and exercise price of (\$0.55 per option) and expire in 2021.

### **REMUNERATION REPORT (audited) (continued)**

### **Performance Rights**

A long term incentive plan was established during 2011-12 whereby Senior Executives of the Group were offered performance rights over the ordinary shares of Pro Medicus Limited. The performance rights, issued for nil consideration, are offered over a 5 year period and vest 4 years after grant date on completion of service. This long term incentive plan includes performance hurdles related to profitability (EBIT - 75%) which is set on an annualised basis by the Board and individual performance (25%). These measures have been selected and set to align to Company performance and to reflect individual contribution to the Company.

The fair value of the equity-settled performance rights is estimated using a Black-Scholes model at grant date taking into account the terms and conditions upon which the performance rights were granted. For further details of valuation of options, models and assumptions used please refer to note 18 of the financial statements.

The table below outlines the proportion of LTI that were granted since the plan was established.

	2016	2015	2014	2013
75% EBIT targets met	85%*	25%	90%	0%
25% Individual targets met	60-100%*	92%	87%	96%

\* subject to Board approval

### Variable Pay - Short Term Incentive (STI)

Short term incentives in the form of cash bonuses were paid to key staff based on a mix of Company based and personal performance targets.

### STI bonus for 2016

For the 2016 financial year, the total amount of STI cash bonus either paid or accrued at year end was \$935,868. The maximum amount payable under STI was \$935,868.

### **Key Performance Indicators**

Actual STI payments granted to key staff depended on the extent to which specific targets set at the time of employment were met. The targets consist of a number of Key Performance Indicators (KPIs) covering both financial (Sales Targets) and non-financial measures of performance, including client satisfaction, patent filings and employee satisfaction.

### **Shareholder Returns**

The Directors are confident that the holdings of reserve cash is sufficient to underpin the development and expansion needs of the Company as the business looks to increase its penetration of existing markets.

The return on net assets and equity are shown in the table below.

	2016	2015	2014	2013	2012
Basic earnings per share - reported (cents)	6.3	3.2	1.5	5.1	1.8
Return on assets (%)	24.3	17.6	8.4	25.6	11.3
Return on equity (%)	23.3	14.7	7.3	24.2	11.2
Dividend payout ratio (%) – normal dividend plan	47.9	62.3	132.8	39.7	84.0
Dividend payout ratio (%) – total dividend	47.9	62.3	132.8	39.7	84.0
Available franking credits (\$'000)	0	0	782	1,641	2,638

### **Employment Contracts**

**Executive Directors** 

Executive Service Contracts, on similar terms and conditions, have been prepared for all Executive Directors of the Company.

These agreements provide the following major terms:

- Each Executive will receive a remuneration package per annum which is to be reviewed annually;
- The agreements protect the Company and Group's confidential information and provide that any inventions or discoveries of an Executive become the property of the Group;
- Non-competition during employment and for a period of 12 months thereafter; and
- · Termination by the Company on six months' notice or payment of six months remuneration in lieu of notice or a combination of both (or without notice or payment in lieu in the event of misconduct or other specified circumstances). The agreements may be terminated by the Executives on the giving of six months' notice.

### **Executives (excluding Executive Directors)**

All Executives have rolling contracts. The Group may terminate the Executive's employment agreement by providing six months written notice or providing payment in lieu of the notice period (based on the fixed component of the Executive's remuneration). The Group may terminate the contract at any time without notice if serious misconduct has occurred. Where termination with cause occurs the Executive is only entitled to that portion of remuneration that is fixed, and only up to the date of termination. On termination with cause any unvested options will immediately be forfeited.

Remuneration of key management personnel of the Company and the Group

### Table 1: Remuneration of key management personnel for the year ended 30 June 2016

	:	Short-Term		Post Employment	Long Term	Share-Based	d Payment		Total Performance Related (%)
30 June 2016 (\$)	Salary & Fees	Cash Bonus	Non Monetary benefits	Super- annuation	Long Service Leave	Performance Rights	Options		
Directors									
P T Kempen	63,172	-	1,828	35,000	-	-	-	100,000	-
S A Hupert	465,000	110,000	-	35,000	114,858	-	-	724,858	-
A B Hall	340,000	47,500	-	35,000	52,026	-	-	474,526	-
R. Lyle	45,662	-	-	4,338	-	-	1,226	51,226	-
A. Glenning	15,221	-	-	723	-	-	-	15,944	-
Executives									
D Tauber	321,871	-	-	13,129	10,810	51,272	-	397,082	13.6%
M Westerhoff	424,140	114,311	17,373	2,670	-	92,959	-	651,453	31.7%
B Levin	279,962	68,670	-	-	-	35,309	-	383,941	27.2%
S Lambright*	233,478	595,387	-	-	-	55,173	-	884,038	73.6%
	2,188,506	935,868	19,201	125,860	177,694	234,713	1,226	3,683,068	

### 2,188,506 935,868 19,201 125,860 177,694

\* S Lambright was appointed to the role of Global Head of Sales on 1 July 2015.

Compensation options granted, vested and exercised during the year as part of remuneration

At reporting date 84,313 rights with a fair value of \$166,940 (\$1.98 per performance right) were granted as performance rights to Malte Westerhoff with a grant date of 22 September 2015. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

At reporting date 45,750 rights with a fair value of \$90,585 (\$1.98 per performance right) were granted as performance rights to Danny Tauber with a grant date of 22 September 2015. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

At reporting date 39,781 rights with a fair value of \$78,766 (\$1.98 per performance right) were granted as performance rights to Brad Levin with a grant date of 22 September 2015. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

At reporting date 21,563 rights with a fair value of \$42.694 (\$1.98 per performance right) were granted as performance rights to Sean Lambright with a grant date of 22 September 2015. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

An additional 50,000 rights with a fair value of \$44,500 (\$0.89 per performance right) were granted as performance rights to Sean Lambright in relation to STI commission due for the 2014-15 financial year with a grant date 25 August 2015. The performance rights have a 12 month vesting period from grant date and are automatically exercised upon completion of the vesting period.

### **REMUNERATION REPORT (audited) (continued)**

Table 2: Remuneration of key management personnel for the year ended 30 June 2015

	5	Short-Term		Post Employment	Long Term	Share-Based	d Payment	Total	Total Performance Related %
30 June 2015 (\$)	Salary & Fees	Cash Bonus	Non Monetary benefits	Super- annuation	Long Service Leave	Performance Rights	Options		
Directors									
P T Kempen	56,360	-	8,640	35,000	-	-	-	100,000	-
S A Hupert	245,000	-	-	35,000	3,655	-	-	283,655	-
A B Hall	245,000	-	-	35,000	3,655	-	-	283,655	-
R. Lyle	45,662	-	-	4,338	-	-	3,084	53,084	-
Executives									
D Tauber	315,204	-	-	13,129	11,909	37,626	958	378,826	10.2%
M Westerhoff	405,602	179,613	12,981	2,517	-	61,724	-	662,437	36.4%
B Levin	228,152	60,040	-	-	-	15,617	-	303,809	24.9%
	1,540,980	239,653	21,621	124,984	19,219	114,967	4,042	2,065,466	

Compensation options granted, vested and exercised during the year as part of remuneration At reporting date 72,188 rights with a fair value of \$59,848 (\$0.83 per performance right) were granted as performance rights to Malte Westerhoff with a grant date of 27 October 2014. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

An additional 185,000 rights with a fair value of \$126,964 (\$0.69 per performance right) were granted as performance rights to Malte Westerhoff in relation to the 2013-14 financial performance with a grant date of 27 March 2014. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

At reporting date 33,750 rights with a fair value of \$27,981 (\$0.83 per performance right) were granted as performance rights to Danny Tauber with a grant date of 27 October 2014. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

An additional 107,250 rights with a fair value of \$73,605 (\$0.69 per performance right) were granted as performance rights to Danny Tauber in relation to the 2013-14 financial performance with a grant date of 27 March 2014. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

At reporting date 20,625 rights with a fair value of \$17,099 (\$0.83 per performance right) were granted as performance rights to Brad Levin with a grant date of 27 October 2014. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

An additional 61,250 rights with a fair value of \$42,035 (\$0.69 per performance right) were granted as performance rights to Brad Levin in relation to the 2013-14 financial performance with a grant date of 27 March 2014. The performance rights have a 4 year vesting period from grant date and are automatically exercised upon completion of the vesting period.

### Table 3: Option holdings of Key Management Personnel

	Balance at beginning of year	Granted as Remuneration	Options Exercised	Balance at end of year			
30 June 2016 Number	1 July 2015			30 June 2016	Not vested	Vested/ Exercisable	Total
Directors							
P T Kempen	200,000	-	100,000	100,000	-	100,000	100,000
S A Hupert	-	-	-	-	-	-	-
A B Hall	-	-	-	-	-	-	-
R. Lyle	200,000	-	-	200,000	40,000	160,000	200,000
A. Glenning	-	-	-	-	-	-	-
Executives							
D Tauber	350,000	-	-	350,000	-	350,000	350,000
M Westerhoff	350,000	-	350,000	-	-	-	-
B Levin	-	-	-	-	-	-	-
S Lambright	-	-	-	-	-	-	-
Total	1,100,000	-	450,000	650,000	40,000	610,000	650,000

#### Table 4: Shareholdings of Key Management Personnel

Shares held in Pro Medicus Limited (Number)	Balance at beginning of year	On Exercise of Performance rights	On Exercise of Options	Net Change Other	Balance 30 June 2016
30 June 2016	1 July 2015 Ordinary	Ordinary	Ordinary	Ordinary	Ordinary
Directors					
P T Kempen	478,082	-	100,000*	-	578,082
S A Hupert	30,107,660	-	-	-	30,107,660
A B Hall	30,068,500	-	-	-	30,068,500
R Lyle	140,000	-	-	-	140,000
A Glenning	-	-	-	-	-
Executives					
D Tauber	150,000	108,000	-	(129,000)	129,000
M Westerhoff	-	126,000	350,000**	(443,300)	32,700
B Levin	-	-	-	-	-
S Lambright	-	150,000	-	-	150,000
Total	60,944,242	384,000	450,000	(572,300)	61,205,942

\* Peter Kempen exercised 100,000 share options throughout the year at \$1.25 per share option. The intrinsic value of the share options at exercise date was \$96,000 (\$0.96 per share option).

\*\* Malte Westerhoff exercised 350,000 share options throughout the year at \$1.00 per share option. The intrinsic value of the share options at exercise date was \$402,500 (\$1.15 per share option).

### **REMUNERATION REPORT (audited) (continued)**

Table 5: Performance rights of Key Management Personnel

	Balance at beginning of year	Granted as Remuneration	Performance rights Exercised	Balance at end of year			
30 June 2016 (Number)	1 July 2015			30 June 2016	Not vested	Vested/ Exercisable	Total
Directors							
P T Kempen	-	-	-	-	-	-	-
S A Hupert	-	-	-	-	-	-	-
A B Hall	-	-	-	-	-	-	-
R Lyle	-	-	-	-	-	-	-
A Glenning	-	-	-	-	-	-	-
Executives							
D Tauber	287,750	51,272	(108,000)	231,022	231,022	-	231,022
M Westerhoff	437,438	84,313	(126,000)	395,751	395,751	-	395,751
B Levin	91,875	39,781	-	131,656	131,656	-	131,656
S Lambright	150,000	71,563	(150,000)	71,563	71,563	-	71,563

829.992

829.992

829.992

967.063 Loans to Key Management Personnel

No loans are made to Key Management Personnel or staff.

### Other transactions and balances with Key Management Personnel

246,929 (384,000)

#### **Purchases**

Total

During the year lease payments of \$169,476 (2015: \$169,476) in respect of the Group's operating premises at 450 Swan Street Richmond were paid to Champagne Properties Pty. Ltd., an entity controlled by S. Hupert and A. Hall. Commercial arrangements on an 'arm's length basis' have been determined by an independent assessment of rental and lease terms.

### **DIRECTORS' MEETINGS**

The numbers of meetings of Directors (including meetings of committees of Directors) held during the year and the number of meetings attended by each Director were as follows:

	<b>Directors' Meetings</b>	Eligible to attend	Audit Committee	Eligible to attend
Number of meetings held:	9		2	
Number of meetings attend	ded:			
P. T. Kempen	9	9	2	2
R. Lyle	9	9	2	2
A. Glenning	2	2	0	0
A. B. Hall	9	9	2	2
S. A. Hupert	9	9	2	2

#### **Committee membership**

As at 30 June 2016, the company had an Audit Committee comprising the 3 Non-Executive Directors and 2 Executive Directors.

### ROUNDING

The amounts contained in this report and in the financial report have been rounded to the nearest \$1,000 (where rounding is applicable) under the option available to the Company under ASIC Corporations (Rounding in Financial/Directors Reports) instrument 2016/191. The Company is an entity to which the Class Order applies.

### AUDITOR INDEPENDENCE AND NON-AUDIT SERVICES

The Directors received a declaration from the auditor of Pro Medicus Limited (refer page 28).

### **NON-AUDIT SERVICES**

The following non-audit services were provided by the company's auditor, Ernst & Young. The directors are satisfied that the provision of non-audit services is compatible with the general standard of independence for the auditors imposed by the Corporations Act. The nature and scope of the non-audit service provided means that auditor independence is not compromised.

Ernst & Young received the following amount for the provision of non-audit services:

Professional services rendered in respect to taxation matters \$54,969

Signed in accordance with a resolution of the Directors.

P T Kempen Director Melbourne, 19 August 2016

### **AUDITOR'S INDEPENDENCE DECLARATION** To the Directors of Pro Medicus Limited



Ernst & Young 8 Exhibition Street Melbourne VIC 3000 Australia GPO Box 67 Melbourne VIC 3001

Tel: +61 3 9288 8000 Fax: +61 3 8650 7777 ey.com/au

### Auditor's Independence Declaration to the Directors of Pro Medicus Limited

As lead auditor for the audit of Pro Medicus Limited for the financial year ended 30 June 2016, I declare to the best of my knowledge and belief, there have been:

- a) no contraventions of the auditor independence requirements of the Corporations Act 2001 in relation to the audit; and
- b) no contraventions of any applicable code of professional conduct in relation to the audit.

Ernst & Young

Ernst & Young

Taulfour

Paul Gower Partner

19 August 2016

### CONSOLIDATED STATEMENT OF **COMPREHENSIVE INCOME**

### FOR THE YEAR ENDED 30 JUNE 2016

Revenue
Finance Revenue
Revenue
Cost of Sales
Gross Profit
Other Income/(Expenses)
Accounting and Secretarial Fees
Advertising and Public Relations
Depreciation and Amortisation
Insurance
Legal Costs
Operating Lease Expense
Other Expense
Salaries and Employee Benefits Expense
Travel and Accommodation
Profit before tax
Income tax expense
Profit for the year

**Other Comprehensive Income** Items that may be reclassified subsequently to profit and loss Foreign Currency translation

Other comprehensive income for the year TOTAL COMPREHENSIVE INCOME FOR THE YEAR, NET

#### Earnings per share (cents per share)

- Basic for net profit for the year

- Diluted for net profit for the year

	Consoli	dated
	2016	2015
Notes	\$'000	\$'000
5	27,521	17,490
	56	87
	27,577	17,577
	(619)	(223)
	26,958	17,354
6(a)	(89)	1,654
	(527)	(534)
	(944)	(757)
6(b)	(3,828)	(3,116)
	(595)	(528)
	(842)	(580)
	(474)	(375)
	(707)	(486)
6(b)	(8,599)	(6,863)
	(856)	(657)
	9,497	5,112
7	(3,129)	(1,895)
17	6,368	3,217

	198	(363)
	198	(363)
OF TAX	6,566	2,854
8		
	6.3¢	3.2¢
	6.2¢	3.1¢

# CONSOLIDATED STATEMENT OF **FINANCIAL POSITION**

ASSETS Current Assets Cash and cash equivalents Frade and other receivables Accrued revenue nventories Prepayments Total Current Assets Deferred tax assets Plant and equipment ntangible assets Prepayments Total Non-current Assets Total Non-current Assets Total Non-current Assets Total ASSETS LIABILITIES Current Liabilities frade and other payables ncome tax payable Provisions Total Current Liabilities Non-current Liabilities Frade and other payables		Consolidated		
AS AT 30 JUNE 2016	Notes	2016 \$'000	2015 \$'000	
ASSETS				
Current Assets				
Cash and cash equivalents	10	17,107	12,935	
Trade and other receivables	11	4,771	3,731	
Accrued revenue		2,258	210	
Inventories	12	86	129	
Prepayments		531	321	
Total Current Assets		24,753	17,326	
Non-current Assets				
Deferred tax assets	7	757	854	
Plant and equipment	13	382	341	
Intangible assets	14	13,512	11,552	
Prepayments		-	21	
Total Non-current Assets		14,651	12,768	
TOTAL ASSETS		39,404	30,094	
LIABILITIES				
Current Liabilities				
Trade and other payables	15	2,994	2,762	
Income tax payable		2,747	495	
Provisions	16	1,826	1,504	
Total Current Liabilities		7,567	4,761	
Non-current Liabilities				
Trade and other payables	15	-	10	
Deferred tax liabilities	7	4,386	3,298	
Provisions	16	66	87	
Total Non-current Liabilities		4,452	3,395	
TOTAL LIABILITIES		12,019	8,156	
NET ASSETS		27,385	21,938	
EQUITY				
Contributed equity	17	1,302	327	
Share Reserve	17	1,104	666	
Foreign Currency Translation Reserve	17	117	(81)	
Retained earnings	17	24,862	21,026	
TOTAL EQUITY		27,385	21,938	

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

		С	onsolidated		
			Foreign Currency		
	Issued Capital	Share Reserve	Translation Reserve	Retained Earnings	Tota Equity
FOR THE YEAR ENDED 30 JUNE 2016	\$'000	\$'000	\$'000	\$'000	\$'000
At 1 July 2014	327	284	282	19,814	20,707
Profit for the year	-	-	-	3,217	3,217
Other comprehensive income	-	-	(363)	-	(363)
Total comprehensive income for the period	-	-	(363)	3,217	2,854
Transaction with owners in their capacity as owners					
Share Based Payment	-	382	-	-	382
Dividends	-	-	-	(2,005)	(2,005
At 30 June 2015	327	666	(81)	21,026	21,938
	327	666	(81)	21,026	21,938
At 1 July 2015					
Profit for the year	-	-	-	6,368	6,368
	-	-	- 198	6,368 -	6,368 198
Profit for the year	-				198
Profit for the year Other comprehensive income	- -	- -	198	-	-
Profit for the year Other comprehensive income Total comprehensive income for the period Transaction with owners in their capacity as owners	- - -	- - 438	198	-	198 6,566
Profit for the year Other comprehensive income Total comprehensive income for the period Transaction with owners in their capacity	- - - 975	- - - 438 -	198	-	198
Profit for the year Other comprehensive income Total comprehensive income for the period Transaction with owners in their capacity as owners Share Based Payment	- - - 975 -		198 198 –	-	198 6,566 438

# CONSOLIDATED STATEMENT OF CASH FLOWS

		Consolida	ated
FOR THE YEAR ENDED 30 JUNE 2016	Notes	2016 \$'000	2015 \$'000
Cash flows from operating activities			
Receipts from customers		24,432	16,987
Payments to suppliers and employees		(13,486)	(8,607)
Income tax (paid)/refunded		308	(4,197)
Net cash flows from operating activities	10	11,254	4,183
Cash flows from investing activities			
Capitalised development costs	14	(5,607)	(5,365)
Interest received		56	87
Purchase of plant and equipment	13	(222)	(201)
Proceeds from disposal of plant and equipment	13	-	5
Net cash flows used in investing activities		(5,773)	(5,474)
Cash flows from financing activities			
Payment of dividends on ordinary shares	9	(2,532)	(2,005)
Proceeds from issuing shares		975	-
Net cash flows used in financing activities		(1,557)	(2,005)
Net increase/(decrease) in cash and cash equivalents		3,924	(3,296)
Net foreign exchange differences		248	972
Cash and cash equivalents at beginning of period		12,935	15,259
Cash and cash equivalents at end of period	10	17,107	12,935

### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2016

### **1. CORPORATE INFORMATION**

The financial report of Pro Medicus Limited (the Company) for the year ended 30 June 2016 was authorised for issue in accordance with a resolution of directors on 19 August 2016.

Pro Medicus Limited is a for profit company limited by shares incorporated in Australia whose shares are publicly traded on the Australian Securities Exchange.

The nature of the operations and principal activities of the Group are described in the Directors' Report.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### (a) Basis of Preparation

The financial report is a general-purpose financial report, which has been prepared in accordance with the requirements of the *Corporations Act 2001*, Australian Accounting Standards and other authoritative pronouncements of the Australian Accounting Standards board. The financial report has also been prepared on a historical cost basis.

The financial report is presented in Australian dollars and all values are rounded to the nearest thousand dollars (\$000) unless otherwise stated.

Reference	Title	Application date of standard*	Application date for Group*
AASB 2013-9	Amendments to Australian Accounting Standards - Conceptual Framework, Materiality and Financial Instruments	1 January 2015	1 July 2015
	The Standard contains three main parts and makes amendments to a number of Standards and Interpretations.		
	Part A of AASB 2013-9 makes consequential amendments arising from the issuance of AASB CF 2013-1.		
	Part B makes amendments to particular Australian Accounting Standards to delete references to AASB 1031 and also makes minor editorial amendments to various other standards.		
	Part C makes amendments to a number of Australian Accounting Standards, including incorporating Chapter 6 <i>Hedge Accounting</i> into AASB 9 <i>Financial Instruments</i> .		
AASB 2015-3	Amendments to Australian Accounting Standards arising from the Withdrawal of AASB 1031 Materiality	1 July 2015	1 July 2015
	The Standard completes the AASB's project to remove Australian guidance on materiality from Australian Accounting Standards.		

### (ii) Accounting Standards and Interpretation issued but not yet effective

Australian Accounting Standards and Interpretations that have recently been issued or amended but are not yet effective have not been adopted by the Group for the annual reporting period ending 30 June 2016. These are outlined in the table below.

### (b) Statement of compliance with IFRS

The financial report complies with Australian Accounting Standards and International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board.

### (c) New accounting standards and interpretations

### (i) Changes in Accounting policy and disclosures

The accounting policies adopted are consistent with those of the previous financial year except as follows:

The Group has adopted the following new and amended Australian Accounting Standards and AASB Interpretations as of 1 July 2015. Adoption of these standards did not have any effect on the financial position or performance of the Group. The necessary disclosures have been updated to reflect amended accounting standards.

Reference	Title	Summary	Application date of standard*	Impact on Group financial report	Application date for Group*	Reference	Title	Summary	Application date of standard*	Impact on Group financial report	Application date for
AASB 9	Financial Instruments	<ul> <li>AASB 9 (December 2014) is a new standard which replaces AASB 139. This new version supersedes AASB 9 issued in December 2009 (as amended) and AASB 9 (issued in December 2010) and includes a model for classification and measurement, a single, forward-looking 'expected loss' impairment model and a substantially-reformed approach to hedge accounting.</li> <li>AASB 9 is effective for annual periods beginning on or after 1 January 2018. However, the Standard is available for early adoption. The own credit changes can be early adopted in isolation without otherwise changing the accounting for financial instruments.</li> <li>Classification and measurement</li> <li>AASB 9 includes requirements for a simpler approach for classification and measurement of financial assets compared with the requirements of AASB 139. There are also some changes made in relation to financial liabilities.</li> </ul>	1 January 2018	No impact	1 July 2018	AASB 15	Contracts with Customers replaces the existing revenue recognition standar AASB 111 Construction Contracts, AASB 118 Reve and related Interpretations (Interpretation 13 Cu Loyalty Programmes, Interpretation 15 Agreeme for the Construction of Real Estate, Interpretation Transfers of Assets from Customers, Interpretation Revenue—Barter Transactions Involving Advertis Services and Interpretation 1042 Subscriber Acquisition Costs in the Telecommunications Inc AASB 15 incorporates the requirements of IFRS Revenue from Contracts with Customers issued International Accounting Standards Board (IASE developed jointly with the US Financial Account Standards Board (FASB). AASB 15 specifies the accounting treatment for revenue arising from contracts with customers ( for contracts within the scope of other accounti standards such as leases or financial instrument core principle of AASB 15 is that an entity recog		1 January 2018	The Group will continue to assess the impact on the change in standard, if any	1 July 2018
	Amendments to Australian Accounting Standards – Accounting for Acquisitions of Interests in Joint Operations [AASB 1& AASB 11]	<ul> <li>AASB 2014-3 amends AASB 11 Joint Arrangements to provide guidance on the accounting for acquisitions of interests in joint operations in which the activity constitutes a business. The amendments require:</li> <li>a. the acquirer of an interest in a joint operation in which the activity constitutes a business, as defined in AASB 3 Business Combinations, to apply all of the principles on business combinations accounting in AASB 3 and other Australian Accounting Standards except for those principles that conflict with the guidance in AASB 11; and</li> </ul>	1 January 2016	No impact	1 July 2016			<ul> <li>revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. An entity recognises revenue in accordance with that core principle by applying the following steps: <ul> <li>a. Step 1: Identify the contract(s) with a customer</li> <li>b. Step 2: Identify the performance obligations in the contract</li> <li>c. Step 3: Determine the transaction price</li> </ul> </li> </ul>	s e		
		<ul> <li>b. the acquirer to disclose the information required by AASB 3 and other Australian Accounting Standards for business combinations.</li> <li>This Standard also makes an editorial correction</li> </ul>						<ul> <li>d. Step 4: Allocate the transaction price to the performance obligations in the contract</li> <li>e. Step 5: Recognise revenue when (or as) the enti satisfies a performance obligation</li> </ul>			
AASB 2014-4	of Acceptable Methods of Depreciation and Amortisation	to AASB 11 AASB 116 Property Plant and Equipment and AASB 138 Intangible Assets both establish the principle for the basis of depreciation and amortisation as being the expected pattern of consumption of the future economic benefits of an asset. The IASB has clarified that the use of revenue-based	1 January 2016	No impact	1 July 2016			AASB 2015-8 amended the AASB 15 effective date so it is now effective for annual reporting periods commencing on or after 1 January 2018. Early application is permitted. AASB 2014-5 incorporates the consequential amendments to a number Australian Accounting Standards (including Interpretations) arising from the issuance of AASB 15.	he g B 15 nce g		
	(Amendments to AASB 116 and AASB 138)	methods to calculate the depreciation of an asset is not appropriate because revenue generated by an activity that includes the use of an asset generally reflects factors other than the consumption of the economic benefits embodied in the asset. The amendment also clarified that revenue is generally presumed to be an inappropriate basis for measuring the consumption of the economic benefits embodied						AASB 2016-3 Amendments to Australian Accounting Standards - Clarifications to AASB 15 amends AASB 15 to clarify the requirements on identifying performance obligations, principal versus agent considerations and the timing of recognising revenue from granting a licence and provides further practical expedients on transition to AASB 15.			
		in an intangible asset. This presumption, however, can be rebutted in certain limited circumstances.				AASB 1057	Application of Australian Accounting Standards	This Standard lists the application paragraphs for each other Standard (and Interpretation), grouped where they are the same. Accordingly, paragraphs 5 and 22 respectively specify the application paragraphs for Standards and Interpretations in general. Differing application paragraphs are set out for individual Standards and Interpretations or grouped where possible.	1 January 2016	No impact	1 July 2016
								The application paragraphs do not affect requirements in other Standards that specify that certain paragraphs apply only to certain types of entities.			
						AASB 2014-	9 Amendments to Australian Accounting Standards - Equity Method in Separate Financial Statements	AASB 2014-9 amends AASB 127 Separate Financial Statements, and consequentially amends AASB 1 First-time Adoption of Australian Accounting Standards and AASB 128 Investments in Associates and Joint Ventures, to allow entities to use the equity method of accounting for investments in subsidiaries, joint ventures and associates in their separate financial statements. AASB 2014-9 also makes editorial corrections to AASB 127. AASB 2014-9 applies to annual reporting periods beginning on or after 1 January 2016. Early adoption permitted.	1 January 2016	No impact	1 July 2016

Reference	Title	Summary	Application date of standard*	Impact on Group financial report	Application date for Group*	Reference	Title	Summary	Application date of standard*	Impact on Group financial report	Application date for Group*
AASB 2014-10	to Australian Accounting Standards - Sale or Contribution of Assets between	a. A full gain or loss to be recognised when a	1 January 2018	No impact	1 July 2018	AASB 2015-	9 Amendments to Australian Accounting Standards - Scope and Application Paragraphs [AASB 8, AASE 133 & AASB 1057]	This Standard inserts scope paragraphs into AASB 8 and AASB 133 in place of application paragraph text in AASB 1057. This is to correct inadvertent removal of these paragraphs during editorial changes made in August 2015. There is no change to the requirements or the applicability of AASB 8 and AASB 133.	1 January 2016	No impact	1 July 2016
		<ul> <li>b. A partial gain or loss to be recognised when a transaction involves assets that do not constitute a business, even if these assets are housed in a subsidiary.</li> <li>AASB 2014-10 also makes an editorial correction to AASB 10.</li> <li>AASB 2015-10 defers the mandatory effective date (application date) of AASB 2014-10 so that the amendments are required to be applied for annual reporting periods beginning on or after 1 January 2018 instead of 1 January 2016.</li> </ul>				AASB 16	Leases	<ul> <li>The key features of AASB 16 are as follows:</li> <li>Lessee accounting</li> <li>Lessees are required to recognise assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value.</li> <li>A lessee measures right-of-use assets similarly to other non-financial assets and lease liabilities similarly to other financial liabilities.</li> <li>Assets and liabilities arising from a lease are initially measured on a present value basis. The measurement includes non-cancellable lease</li> </ul>	2019	The Group will amend the future financial reports to comply with AASB 16	1 July 2019
AASB 2015-1	Amendments to Australian Accounting Standards - Annual Improvements to Australian Accounting Standards 2012-2014 Cycle	<ul> <li>this change.</li> <li>AASB 7 Financial Instruments: Disclosures:</li> <li>Servicing contracts - clarifies how an entity should apply the guidance in paragraph 42C of AASB 7 to a servicing contract to decide whether a servicing contract is 'continuing involvement' for the purposes of applying the disclosure requirements in paragraphs 42E-42H of AASB 7.</li> <li>Applicability of the amendments to AASB 7 to condensed interim financial statements - clarify that the additional disclosure required by the amendments to AASB 7 <i>Disclosure-Offsetting Financial Assets and Financial Liabilities</i> is not specifically required for all interim periods. However, the additional disclosure is required to be given in condensed interim financial statements that are prepared in accordance with AASB 134 <i>Interim Financial Reporting</i> when its inclusion would be required by the requirements of AASB 134.</li> <li>AASB 119 <i>Employee Benefits</i>:</li> </ul>	2016	The Group will amend the future financial reports to comply with AASB 2015-1	1 July 2016			<ul> <li>measurement includes non-cancellable lease payments (including inflation-linked payments), and also includes payments to be made in optional periods if the lesse is reasonably certain to exercise an option to extend the lease, or not to exercise an option to terminate the lease.</li> <li>AASB 16 contains disclosure requirements for lessees.</li> <li>Lessor accounting <ul> <li>AASB 16 substantially carries forward the lessor accounting requirements in AASB 117. Accordingly, a lessor continues to classify its leases as operating leases or finance leases, and to account for those two types of leases differently.</li> <li>AASB 16 also requires enhanced disclosures to be provided by lessors that will improve information disclosed about a lessor's risk exposure, particularly to residual value risk.</li> </ul> </li> <li>AASB 16 supersedes: <ul> <li>AASB 17 Leases</li> <li>Interpretation 4 Determining whether an Arrangement contains a Lease</li> <li>SIC-15 Operating Leases–Incentives</li> <li>SIC-27 Evaluating the Substance of Transactions Involving the Legal Form of a Lease.</li> </ul> </li> <li>The new standard will be effective for annual periods beginning on or after 1 January 2019. Early application is permitted, provided the new revenue standard, AASB 15 Revenue from Contracts with Customers, has been applied, or is applied at the same date as AASB 16.</li> </ul>			
AASB 2015-2	Amendments to Australian	<ul> <li>Discount rate: regional market issue - clarifies that the high quality corporate bonds used to estimate the discount rate for post-employment benefit obligations should be denominated in the same currency as the liability. Further it clarifies that the depth of the market for high quality corporate bonds should be assessed at the currency level.</li> <li>The Standard makes amendments to AASB 101 Presentation of Financial Statements arising from the</li> </ul>		The Group will amend	1 July 2016	2016-1	Amendments to Australian Accounting Standards - Recognition of Deferred Tax Assets for Unrealised Losses	This Standard amends AASB 112 <i>Income Taxes</i> (July 2004) and AASB 112 <i>Income Taxes</i> (August 2015) to clarify the requirements on recognition of deferred tax assets for unrealised losses on debt instruments measured at fair value.	2017	The Group will amend the future financial reports to comply with AASB 2016-1	1 July 2017
	Accounting Standards - Disclosure Initiative: Amendments to AASB 101	IASB's Disclosure Initiative project. The amendments are designed to further encourage companies to apply professional judgment in determining what information to disclose in the financial statements. For example, the amendments make clear that materiality applies to the whole of financial statements and that the inclusion of immaterial information can inhibit the usefulness of financial disclosures. The amendments also clarify that companies should use professional judgment in determining where and in what order information is presented in the financial disclosures.		the future financial reports to comply with AASB 2015-2		IFRS 2 (Amendmen	Measurement	<ul> <li>This standard amends to IFRS 2 Share-based Payment, clarifying how to account for certain types of share-based payment transactions. The amendments provide requirements on the accounting for:</li> <li>The effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments</li> <li>Share-based payment transactions with a net settlement feature for withholding tax obligations. A modification to the terms and conditions of a share-</li> </ul>	2018	The Group will amend the future financial reports to comply with IFRS 2	-

### (d) Basis of consolidation

The consolidated financial statements comprise the financial statements of Pro Medicus Limited and its subsidiaries as at 30 June each year (the Group). Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Group controls an investee if and only if the Group has:

- Power over the investee (i.e. existing rights that give it the current ability to direct the relevant activities of the investee)
- Exposure, or rights, to variable returns from its involvement with the investee, and
- The ability to use its power over the investee to affect its returns.

When the Group has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement with the other vote holders of the investee
- Rights arising from other contractual arrangements
- The Group's voting rights and potential voting rights.

The Group re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Group obtains a control over the subsidiary and ceases when the Group loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the statement of comprehensive income from the date the Group gains control until the date the Group ceases to control the subsidiary.

Profit or loss and each component of other comprehensive income (OCI) are attributed to the equity holders of the parent of the Group and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance. When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction. If the Group loses control over a subsidiary, it:

- Derecognises the assets (including goodwill) and liabilities of the subsidiary.
- Derecognises the carrying amount of any noncontrolling interest.

- Derecognises the cumulative translation differences, recorded in equity.
- Recognises the fair value of the consideration received.
- Recognises the fair value of any investment retained.
- Recognises any surplus or deficit in profit or loss.
- Reclassifies the parent's share of components previously recognised in OCI to profit or loss or retained earnings, as appropriate, as would be required if the Group had directly disposed of the related assets or liabilities.

### (e) Operating segments

An operating segment is a component of an entity that engages in business activities from which it may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of the same entity), whose operating results are regularly reviewed by the entity's chief operating decision maker to make decisions about resources to be allocated to the segment and assess its performance and for which discrete financial information is available. This includes start-up operations which are yet to earn revenues.

Management will also consider other factors in determining operating segments such as the existence of a line manager and the level of segment information presented to the board of directors.

Operating segments have been identified based on the information provided to the chief operating decision makers – being the executive management team.

The group aggregates two or more operating segments when they have similar economic characteristics and the segments are similar in each of the following respects:

- · Nature of the products and services
- Type or class of customer for the products and services
- · Nature of the regulatory environment.

Operating segments that meet the quantitative criteria as prescribed by AASB 8 are reported separately. However, an operating segment that does not meet the quantitative criteria is still reported separately where information about the segment would be useful to users of the financial statements

Information about other business activities and operating segments that are below the quantitative criteria are combined and disclosed in a separate category for "all other segments".

### (f) Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognised:

### Rendering of services

Revenue generated from pay-per-view contracts is recognised based on the number of image views undertaken by the customer, multiplied by the contracted view rate.

Revenue from the installation and ongoing support of software applications and services is recognised by reference to the stage of completion of a contract or contracts in progress. Stage of completion is measured by completion of identifiable service segments as a percentage of the total services to be provided for each contract, which is determined by a quotation with the customer.

Service Revenue is recognised over the term of the contract. Where revenue is received in advance, revenue is recognised in the period during which the service is provided.

Where the contract outcome cannot be reliably measured, revenue is recognised only to the extent that costs have been incurred.

### Licences

License revenue is recognised when control of the right to be compensated for the license can be reliably measured. License revenue is recognised when ownership of the goods have passed to the buyer, which is usually after the software application has been installed and is ready for use by the buyer.

### Interest

Revenue is recognised as the interest accrues (using the effective interest method, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial instrument) to the net carrying amount of the financial asset.

### (g) Leases

The determination of whether an arrangement is or contains a lease is based on the substance of the arrangement and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset.

### Group as a lessee

Leases where the lessor retains substantially all the risks and benefits of ownership of the asset are classified as operating leases.

Operating lease payments are recognised as an expense in the statement of comprehensive income on a straight-line basis over the lease term.

### (h) Cash and cash equivalents

Cash and cash equivalents in the statement of financial position comprise cash at bank and in hand and short term deposits with an original maturity of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes of value.

For the purposes of the Statement of Cash Flows, cash and cash equivalents consist of cash and cash equivalents as defined above.

### (i) Trade and other receivables

Trade and intercompany receivables are recognised initially at fair value and subsequently measured at amortised cost less an allowance for any uncollectible amounts.

A provision for impairment is made when there is objective evidence that Pro Medicus will not be able to collect the debts. Financial difficulty of the debtors is considered objective evidence by the Group. Bad debts are written off when identified.

### (j) Inventories

Inventories are valued at the lower of cost and net realisable value. The cost of finished goods represents the purchase cost.

Net realisable value is the estimated selling price in the ordinary course of business, less estimated costs of completion and the estimated costs necessary to make the sale.

### (k) Derivative financial instruments and hedging

The Group has not transacted any derivative financial instruments to hedge its risk associated foreign currency and interest rate fluctuations.

### (I) Investments and other financial assets

Investments and financial assets in the scope of AASB 139 *Financial Instruments: Recognition and Measurement* are categorised as either financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, or available-for-sale financial assets. The classification depends on the purpose for which the investments were acquired or originated. Designation is reevaluated at each reporting date, but there are restrictions on reclassifying to other categories. When financial assets are recognised initially, they are measured at fair value, plus, in the case of assets not at fair value through profit or loss, directly attributable transaction costs.

### **Recognition and derecognition**

All regular way purchases and sales of financial assets are recognised on the trade date i.e., the date that the Group commits to purchase the asset. Regular way purchases or sales are purchases or sales of financial assets under contracts that require delivery of the assets within the period established generally by regulation or convention in the market place. Financial assets are derecognised when the right to receive cash flows from the financial assets has expired or when the entity transfers substantially all the risks and rewards of the financial assets. If the entity neither retains nor transfers substantially all of the risks and rewards, it derecognises the asset if it has transferred control of the assets.

### Subsequent measurement

### *(i) Financial assets at fair value through profit or loss*

Financial assets classified as held for trading are included in the category "financial assets at fair value through profit or loss". Financial assets are classified as held for trading if they are acquired for the purpose of selling in the near term with the intention of making a profit. Derivatives are also classified as held for trading unless they are designated as effective hedging instruments. Gains or losses on financial assets held for trading are recognised in profit or loss and the related assets are classified as current assets in the statement of financial position.

### *(ii) Loans and receivables*

Loans and receivables including loan notes and loans to key management personnel are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are carried at amortised cost using the effective interest rate method. Gains and losses are recognised in profit or loss when the loans and receivables are derecognised or impaired. These are included in current assets, except for those with maturities greater than 12 months after reporting date, which are classified as non-current.

### (m) Foreign currency translation

### (i) Functional and presentation currency

Both the functional and presentation currency of Pro Medicus Limited and its Australian subsidiaries are Australian dollars (\$). The United States subsidiaries' functional currency is United States Dollars. The subsidiary in Germany has a functional currency of Euro. Foreign subsidiaries are translated to presentation currency (see Note 2 (n) (iii) for consolidated reporting).

### (ii) Transactions and balances

Transactions in foreign currencies are initially recorded in the functional currency by applying the exchange rates ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the reporting date.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate as at the date of the initial transaction. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

### *(iii) Translation of Group Companies' functional currency to presentation currency*

The results of the United States and German subsidiaries are translated into Australian dollars (presentation currency) using an average exchange rate for the trading period. Assets and liabilities are translated at exchange rates prevailing at reporting date.

Exchange variations resulting from the translation are recognised in the foreign currency translation reserve in equity.

On consolidation, exchange differences arising from the translation of the net investments in foreign subsidiaries are taken to the foreign currency translation reserve. If a foreign subsidiary were sold, the proportionate share of exchange differences would be transferred out of equity and recognised in profit or loss.

### (n) Income tax

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted by the reporting date. Deferred income tax is provided on all temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred income tax liabilities are recognised for all taxable temporary differences, except:

- where the deferred income tax liability arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.
- when the taxable temporary difference is associated with investments in subsidiaries, associates or interests in joint ventures, and the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred income tax assets are recognised for all deductible temporary differences, carry forward of unused tax assets and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry-forward of unused tax assets and unused tax losses can be utilised, except:

- where the deferred income tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.
- when the deductible temporary difference is associated with investments in subsidiaries, associates or interests in joint ventures, in which case a deferred tax asset is only recognised to the extent that it is probable that the temporary difference will reverse in the foreseeable future and taxable profit will be available against which the temporary difference can be utilised.

The carrying amount of deferred income tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilised.

Unrecognised deferred income tax assets are reassessed at each reporting date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realised or the liability is settled, based on the tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date. Deferred tax assets and deferred tax liabilities are offset only if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred tax assets and liabilities relate to the same taxable entity and the same taxation authority.

Income taxes relating to items recognised directly in equity are recognised in equity and not in the statement of comprehensive income.

Tax consolidation legislation

Pro Medicus Limited and its wholly-owned Australian controlled entities implemented the tax consolidation legislation as of 1 July 2009.

The head entity, Pro Medicus Limited and the controlled entities in the tax consolidated group continue to account for their own current and deferred tax amounts. The Group has applied the Group allocation approach to determining the appropriate amount of current taxes and deferred taxes to allocate to members of the tax consolidated group.

In addition to its own current and deferred tax amounts, Pro Medicus Limited also recognises the current tax liabilities (or assets) and the deferred tax assets arising from unused tax losses and unused tax credits assumed from controlled entities in the tax consolidated group.

Pro Medicus Limited and its 100% owned Australian resident subsidiaries formed a tax consolidated group with effect from 1 January 2009. Pro Medicus Limited is the head entity of the tax consolidated group. An allocation of income tax liabilities between the entities of the tax consolidated group will be made should the head entity default on its tax payment obligations. No such amounts have been recognised in the financial statements on the basis that the possibility of default is remote.

### (o) Other taxes

Revenues, expenses and assets are recognised net of the amount of GST except:

- when the GST incurred on a purchase of goods and services is not recoverable from the taxation authority, in which case the GST is recognised as part of the cost of acquisition of the asset or of the expense item as applicable; and
- receivables and payables are stated with the amount of GST included.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the statement of financial position.

Cash flows are included in the Statement of Cash Flows on a gross basis and the GST component of cash flows arising from investing and financing activities, which is recoverable from, or payable to, the taxation authority are classified as operating cash flows.

Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the taxation authority.

### (p) Plant and equipment

Plant and equipment is stated at cost less accumulated depreciation and any impairment in value.

Depreciation is calculated on a straight-line basis over the estimated useful life of the asset as follows:

	2016	2015
Property Improvements	2 to 7 years	2 to 7 years
Motor Vehicles	4 to 5 years	4 to 5 years
Office Equipment	2 to 7 years	2 to 7 years
Furniture and Fittings	5 years	5 years
Research and Development Equipment	3 to 4 years	3 to 4 years

An item of plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset.

Any gain or loss arising on de-recognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the item) is included in the statement of comprehensive income in the period the item is derecognised.

### Impairment

The carrying values of plant and equipment are reviewed for impairment at each reporting date, with recoverable amount being estimated when events or changes in circumstances indicate that the carrying value may be impaired.

For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash generating unit to which the asset belongs.

If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets or cash-generating units are written down to their recoverable amount.

The recoverable amount of plant and equipment is the greater of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

### (q) Intangible assets

Intangible assets acquired separately are initially measured at cost. The cost of an intangible asset acquired in a business combination is its fair value as at date of acquisition. Following initial recognition, intangible assets with a finite life are carried at cost less any accumulated amortisation and any accumulated impairment losses.

Amortisation is calculated on a straight-line basis over the estimated useful life of the asset.

Intangible assets, excluding development costs, created within the business are not capitalised and expenditure is charged against profits in the period in which the expenditure is incurred.

Intangible assets are tested for impairment where an indicator of impairment exists, either individually or at the cash generating unit level. The recoverable amount is estimated and an impairment loss is recognised to the extent that the recoverable amount is lower than the carrying value.

The amortisation period and method is renewed at each financial year end and adjustments, where applicable, are made on a prospective basis.

Research and development costs Research costs are expensed as incurred.

An intangible asset arising from development expenditure on an internal project is recognised only when the group can demonstrate the technical feasibility of completing the intangible asset so that it will be available for sale or use, its intention to complete and its ability to use or sell the asset, how the asset will generate future economic benefits, the availability of resources to complete the development and the ability to measure reliably the expenditure attributable to the intangible asset during its development. Following initial recognition of the development expenditure, the cost model is applied requiring the asset be carried at cost less any accumulated amortisation and accumulated impairment losses. Any expenditure so capitalised is amortised on a straight line basis over the period of expected benefit from the related project (5 years).

Development expenditure includes costs of materials and services and salaries and wages and other employee related costs arising from the generation of the intangible asset.

The carrying value of an intangible asset arising from development expenditure is tested for impairment annually when the asset is not yet available for use or more frequently when an indication of impairment arises during the reporting period.

Intellectual Property - Software Three separately identifiable intangible assets, in the form of software intellectual property, have previously been identified in the business acquisition of Visage Imaging;

- Visage PACS
- Visage MagicWeb and
- Amira.

Following initial recognition, Intellectual property is measured at cost less any accumulated amortisation. A useful life of 5 years has been determined. Software Licenses

The Group identified a separate intangible asset in the form of software licenses, in the business acquisition of Visage Imaging.

Following initial recognition, software licenses are measured at cost less any accumulated amortisation. A useful life of 4 years has been determined.

### **Customer List**

The Group identified a separate intangible asset in the form of a customer list, in the business acquisition of Visage Imaging.

Following initial recognition, the customer list is measured at cost less any accumulated amortisation. A useful life of 4 years has been determined.

### (r) Trade and other payables

Trade payables and other payables are carried at amortised cost and represent liabilities for goods and services provided to the Group prior to the end of the financial year that are unpaid and arise when the Group becomes obliged to make future payments in respect of the purchase of these goods and services.

### (s) Provisions

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

When the Group expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the statement of comprehensive income net of any reimbursement.

Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the reporting date.

Dividends payable are recognised when a legal or constructive obligation to pay the dividend arises, typically following approval of the dividend at a meeting of directors.

### (t) Employee leave benefits

Provision is made for employee entitlement benefits accumulated as a result of employees rendering services up to the reporting date.

### (i) Annual leave and sick leave

The liability for annual leave is recognised and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date, using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures, and periods of service. Expected future payments are discounted using market yields at the reporting date on high quality corporate bonds with terms to maturity and currencies that match, as closely as possible the estimated future cash outflows.

Expenses for non-accumulating sick leave are recognised when the leave is taken and are measured at the rates paid.

### (ii) Long service leave

The liability for long service leave is recognised and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date, using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures, and periods of service. Expected future payments are discounted using market yields at the reporting date on high quality corporate bonds with terms to maturity and currencies that match, as closely as possible the estimated future cash outflows.

### (u) based payment transactions(i) Equity settled transactions:

The Group provides benefits to its employees (including KMP) in the form of share-based payments, whereby employees render services in exchange for shares or rights over shares (equitysettled transactions).

There are currently two plans in place to provide these benefits:

- The Employee Share Option Plan (ESOP), which provides benefits to directors and senior executives.
- The Long Term Incentive Plan (LTIP), which provides benefits to senior executives.

The cost of these equity-settled transactions with employees (for awards granted after 7 November 2002 that were unvested at 1 January 2005) is measured by reference to the fair value of the equity instruments at the date at which they are granted. The fair value is determined using a Black Scholes model, further details of which are given in note 18.

In valuing equity-settled transactions, no account is taken of any vesting conditions, other than conditions linked to the price of the shares of Pro Medicus Limited (market conditions) if applicable.

The cost of equity-settled transactions is recognised, together with a corresponding increase in equity, over the period in which the performance and/or service conditions are fulfilled (the vesting period), ending on the date on which the relevant employees become fully entitled to the award (the vesting date).

At each subsequent reporting date until vesting, the cumulative charge to the statement of comprehensive income is the product of:

- i) The grant date fair value of the award;
- ii) For options with non-market vesting conditions, the current best estimate of the number of awards that will vest, taking into account such factors as the likelihood of employee turnover during the vesting period and the likelihood of non-market performance conditions being met; and
- iii) The expired portion of the vesting period.

The charge to the statement of comprehensive income for the period is the cumulative amount as calculated above less the amounts already charged in previous periods. There is a corresponding entry to equity.

Until an award has vested, any amounts recorded are contingent and will be adjusted if more or fewer awards vest than were originally anticipated to do so. Any award subject to a market condition is considered to vest irrespective of whether or not that market condition is fulfilled, provided that all other conditions are satisfied.

If the terms of an equity-settled award are modified, as a minimum an expense is recognised as if the terms had not been modified. An additional expense is recognised for any modification that increases the total fair value of the share-based payment arrangement, or is otherwise beneficial to the employee, as measured at the date of modification.

The dilutive effect, if any, of outstanding options is reflected as additional share dilution in the computation of diluted earnings per share (see note 8).

### (v) Contributed equity

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

### (w) Earnings per share

Basic earnings per share is calculated as net profit attributable to members of the Group, adjusted to exclude any costs of servicing equity (other than dividends) divided by the weighted average number of ordinary shares, adjusted for any bonus element.

Diluted earnings per share is calculated as net profit attributable to members of the Group adjusted for

- Costs of servicing equity (other than dividends)
- The after tax effect of dividends and interest associated with dilutive potential ordinary shares that have been recognised as expenses; and
- Other non-discretionary changes in revenue or expenses during the period that would result from the dilution of potential ordinary shares and

- Dilutive potential ordinary shares adjusted for any bonus element
- and then divided by the weighted average number of ordinary shares.

### (x) Comparatives

Where necessary, comparatives have been reclassified and repositioned for consistency with current year disclosures.

### (y) Government grants

Research and Development tax credits are recognised in accordance with AASB 120: Accounting for Government Grants and Government Assistance. The Research and development tax credit is recognised when there is reasonable assurance that the grant will be received and all conditions have been complied with. The Grant is recognised as a reduction to the cost base of the intangible and released to income as a reduction in amortisation expense over the expected useful life of the related asset. The amount recognised for the period to 30 June 2016 is nil (2015: \$436,918).

### **3. SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS**

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses. Management bases its judgements and estimates on historical experience and on other various factors it believes to be reasonable under the circumstances, the result of which form the basis of the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions and conditions.

Management has identified the following critical accounting policies for which significant judgements, estimates and assumptions are made. Actual results may differ from these estimates under different assumptions and conditions and may materially affect financial results or the financial position reported in future periods.

Further details of the nature of these assumptions and conditions may be found in the relevant notes to the financial statements.

### (i) Significant accounting judgements

**Recovery of deferred tax assets:** 

Deferred tax assets are recognised for un-recouped tax losses and deductible temporary differences as management considers that it is probable that future taxable profits will be available to utilise those temporary differences.

**Capitalisation of development costs:** Development costs are only capitalised by the Group when it can be demonstrated that the technical feasibility of completing the intangible asset is valid so that the asset will be available for use or sale.

Impairment of non-financial assets

The Group assesses impairment of all assets at each reporting date by evaluating conditions specific to the Group and to the particular asset that may lead to impairment. If an impairment trigger exists the recoverable amount of the asset is determined. Given the current uncertain economic environment management considered that the indicators of impairment were significant enough and as such these assets have been tested for impairment in this financial period.

### **Taxation**

The Group's accounting policy for taxation requires management's judgement as to the types of arrangements considered to be a tax on income in contrast to an operating cost. Judgement is also required in assessing whether deferred tax assets and certain deferred tax liabilities are recognised on the statement of financial position. Deferred tax assets, including those arising from un-recouped tax losses, capital losses and temporary differences, are recognised only where it is considered more likely than not that they will be recovered, which is dependent on the generation of sufficient future taxable profits. Deferred tax liabilities arising from temporary differences in investments, caused principally by retained earnings held in foreign tax jurisdictions, are recognised unless repatriation of retained earnings can be controlled and are not expected to occur in the foreseeable future.

Assumptions about the generation of future **AND POLICIES** taxable profits and repatriation of retained earnings The Group's principal financial instruments are cash depend on management's estimates of future cash and short-term deposits. flows. These depend on estimates of future sales volumes, operating costs, capital expenditure, The main purpose of these financial instruments dividends and other capital management is to provide finance for the Group's operations. transactions. Judgements are also required about The Group has various other financial assets and the application of income tax legislation. These liabilities such as trade receivables and trade judgements and assumptions are subject to risk payables, which arise directly from its operations. and uncertainty, hence there is a possibility that The main risks arising from the Group's financial changes in circumstances will alter expectations, instruments are foreign currency risk, interest risk which may impact the amount of deferred tax and credit risk. The Board manages each of these assets and deferred tax liabilities recognised on risks as detailed below. the statement of financial position and the amount Foreign currency risk of other tax losses and temporary differences not The Group has transactional currency exposure, yet recognised. In such circumstances, some or all which arise from sales made in currencies other of the carrying amounts of recognised deferred than the Group's presentational currency. tax assets and liabilities may require adjustment, resulting in a corresponding credit or charge to the Approximately 76% (2015: 64%) of the Group's statement of comprehensive income.

Net investment in foreign operations

The Group maintains inter-company loans it assesses to represent a part of its net investment in its foreign operations. The judgements made in assessing these loans to represent net investments are on the basis the loans are neither planned nor likely to be settled within the foreseeable future, the loans do not include trade receivables or trade payable and the loans represent a return of funds from their investment in the respective subsidiaries.

### (ii) Significant accounting estimates and assumptions

**Capitalisation of development costs** 

The capitalisation of development costs includes an overhead rate which has been estimated from total costs. The estimated development overheads rate has been calculated by dividing the development labour costs over total labour costs to give a percentage of development labour rate. The development labour rate is then applied against the total overheads of the company, to give an estimate of the amount of overheads that relates to development.

### Share-based payments

The Group measures the cost of equity-settled transactions with employees by reference to the fair value of equity instruments at the date at which they are granted. Estimating fair value for sharebased payment transactions requires determination of the most appropriate valuation model, which is dependent on the terms and conditions of the grant. This estimate also requires determination of the most appropriate inputs to the valuation model including the expected life of the share option/performance rights, volatility and dividend yield and making assumptions about them. The assumptions and models used for estimating fair value of share-based payment transactions are disclosed in Note 18.

### 4. FINANCIAL RISK MANAGEMENT OBJECTIVES

sales are denominated in currencies other than the presentational currency, and these sales would be predominately offset by currency exposure on costs. Foreign bank accounts have also been established, to create a natural hedge and reduce the need for regular transfers from the presentational currency (AUD) cash holdings.

At 30 June the Group had the following exposure to US\$ foreign currency that is not designated in cash flow hedges or recorded in the functional currency of the subsidiary.

	Consolidated		
_	2016 \$000	2015 \$000	
Financial assets			
Cash and cash equivalents	2,114	640	
	2,114	640	
Financial liabilities			
Trade and other payables	-	-	
Net exposure	2,114	640	

At 30 June the Group had the following exposure to CAD\$ foreign currency that is not designated in cash flow hedges or recorded in the functional currency of the subsidiary. At 30 June the Group had the following exposure to GBP£ foreign currency that is not designated in cash flow hedges or recorded in the functional currency of the subsidiary.

	Consolida	ted
_	2016 \$000	2015 \$000
Financial assets		
Cash and cash equivalents	126	390
	126	390
Financial liabilities		
Trade and other payables	-	-
Net exposure	126	390

At 30 June the Group had the following exposure to EUR€ foreign currency that is not designated in cash flow hedges or recorded in the functional currency of the subsidiary.

	Consolidated			Consolidated	
	2016 \$000	2015 \$000		2016 \$000	2015 \$000
Financial assets			Financial assets		
Cash and cash equivalents	842	847	Cash and cash equivalents	600	3,226
	842	847		600	3,226
Financial liabilities			Financial liabilities		
Trade and other payables	-	-	Trade and other payables	-	-
Net exposure	842	847	Net exposure	600	3,226

At 30 June, had the Australian Dollar moved, as illustrated in the table below, with all other variables held constant, post-tax profit and equity (excluding retained profits) would have been affected as follows:

Judgements of reasonably possible movements:	Post Tax Prof Higher/(Lowe		Other Comprehensiv Higher/(Lowe	
	2016 \$'000	2015 \$'000	2016 \$'000	2015 \$'000
AUD/USD +10%	(211)	(64)	(78)	(70)
AUD/USD - 5%	106	32	39	35
AUD/CAD +10%	(84)	(85)	-	-
AUD/CAD - 5%	42	42	-	-
AUD/GBP +10%	(13)	(39)	-	-
AUD/GBP - 5%	6	20	-	-
AUD/EUR +10%	(60)	(323)	(156)	(126)
AUD/EUR - 5%	30	161	78	63

Management believe the reporting date risk exposures are representative of the risk exposure inherent in the financial instruments.

### Credit risk

Credit risk arises from the financial instruments of the Group, which comprise cash and cash equivalents and trade and other receivables. The Group's exposure to credit risk arises from potential defaults of the counter-party, with a maximum exposure equal to the carrying amount of the financial assets. The Group trades only with recognised, credit worthy third parties.

It is the Group's policy that all customers who wish to trade on credit terms are subject to credit assessment.

In addition, receivable balances are monitored on an ongoing basis with the result that the Group's exposure to bad debts is not significant. As the Group trades predominantly within the Diagnostic Imaging market there is a concentration of credit risk. Given the underlying Government funding support for Radiology in Hospital settings and the Imaging Centre and Diagnostic Imaging market, and the commercial successes achieved by the Group to date, credit risk is considered to be minimal.

Cash and cash equivalents are held with several financial institutions, with the majority held with the Westpac Banking Corporation and Wells Fargo Bank N.A., both AA rated banks.

### Interest risk

The Group exposure to market interest rates relates primarily to the company's cash and cash equivalents.

At reporting date, the Group had the following financial assets exposed to Australian Variable interest rate risk that are not designated in cash flow hedges:

Cash and Cash equivalents in the Group (\$'000's) \$17,107 (2015: \$12,935).

The Group's policy is to place cash balances in either 30 day term deposits or commercial bills that earn higher interest rates.

At 30 June 2016, if interest rates had moved, as illustrated in the table below, with all other variables held constant, post-tax profit and equity (excluding retained profits) would have been affected as follows:

	Consolidated				
ludeomonto	Othe Comprehe Post Tax Profit Incom Higher/(Lower) Higher/(L			ensive ne	
Judgements of reasonably possible movements:	2016 \$'000	2015 \$'000	2016 \$'000	2015 \$'000	
+1% (100 basis points)	171	129	-	-	
- 0.5% (50 basis points)	(86)	(65)	-	-	

#### Liquidity risk

The Group has minimal liquidity risk as it has cash reserves of \$17.1m, with no borrowings.

These cash reserves are deemed to be adequate and the Board believes they will underpin the ongoing growth of the business.

The table below reflects all contractually fixed pay-offs for settlement and repayments resulting from recognised financial liabilities. Cash flows for financial liabilities without fixed amount of timing are based on the conditions existing at 30 June 2016.

### The remaining contractual maturities of the Group's financial liabilities are:

	Consolidated		
	2016 \$'000	2015 \$'000	
<30 days	1,015	688	
31-60 days	204	135	
61-90 days	189	145	
Over 90 days	1,586	1,804	
TOTAL	2,994	2,772	

### **5. OPERATING SEGMENTS**

The Group has identified its operating segments based on the internal reports that are reviewed and used by the executive management team (the chief operating decision makers) in assessing performance and in determining the allocation of resources.

The operating segments are identified by management based on country of origin. Discrete financial information is reported to the executive management team on at least a monthly basis.

Impairment is not monitored at segment level.

### Types of products and services

The Group produces integrated software applications for the health care industry. In addition, the Group provides services in the form of installation and support.

Accounting policies and inter-segment transactions

The accounting policies used by the Group in reporting segments internally is the same as those contained in note 2 to the financial statements and in the prior periods.

### Inter-entity sales

Inter-entity sales are recognised based on an internally set transfer price. The price aims to reflect what the business operation could achieve if they sold their output and services to external parties at arm's length.

Operating Segments	Austr	alia	Euro	rope North		nerica	Total Op	erations
	2016 \$'000	2015 \$'000	2016 \$'000	2015 \$'000	2016 \$'000	2015 \$'000	2016 \$'000	201 \$'000
Revenue								
Sales to external customers	6,486	6,261	4,166	2,352	16,869	8,877	27,521	17,490
Inter-segment sales	10,399	4,158	4,830	4,718	-	-	15,229	8,876
Total segment revenue	16,885	10,419	8,996	7,070	16,869	8,877	42,750	26,366
Inter-segment elimination							(15,229)	(8,876
Total consolidation revenue							27,521	17,490
Results								
Segment result	7,281	3,718	1,735	1,227	425	80	9,441	5,025
Interest revenue							56	87
Non segment expenses								
Income tax expense							(3,129)	(1,895
Net profit							6,368	3,217
Assets								
Non-current assets	17,574	15,562	149	158	93	74	17,816	15,794
Deferred tax asset	431	395	-	-	-	114	431	509
Current assets	28,366	26,663	23,370	20,485	16,747	10,470	68,483	57,618
Segment assets	46,371	42,620	23,519	20,643	16,840	10,658	86,730	73,92
Inter-segment elimination							(47,652)	(44,172
Total assets							39,078	29,749
Liabilities								
Segment liabilities	37,339	36,975	2,275	1,190	16,095	10,201	55,709	48,366
Inter-segment elimination							(44,016)	(40,555
Total liabilities							11,693	7,81
Other segment information								
Capital expenditure	5,677	5,122	79	353	73	86	5,829	5,56
Depreciation and amortisation	3,686	2,693	88	374	54	49	3,828	3,116
Cash flow information								
Net cash flow from operating activities	5,367	7,815	(1,419)	(6,349)	7,306	2,717	11,254	4,183
Net cash flow from investing activities	(5,621)	(5,035)	(79)	(353)	(74)	(86)	(5,774)	(5,474
Net cash flow from financing activities	(1,557)	(2,005)	-	-	-	-	(1,557)	(2,005
Product information								
Revenue from external customers						Consolid	lated	
						2016 \$'000		201 \$'000
								+ 000

Total revenue per statement of comprehensive income

Picture Archiving Communications Systems (Visage 7/PACS)

Revenue from major customers

Included in North American revenue are revenues of 13.4% (2015: nil) from one party. No other customer contributed 10% or more to the Group's revenue for 2016

21,468

27,521

21

11,223

17,490

22

### 6. INCOME AND EXPENSES

	Consolidat	ed
Notes	2016 \$'000	201! \$'000
	1,760	2,029
	(1,849)	(380
	-	Į
	(89)	1,654
13	7	
13	155	144
13	19	1
14	3,646	2,95
14	1	
	3,828	3,110
	7,013	5,58
	244	50
	438	38
	904	850
	8,599	6,863
	2,015	949
	(71)	(5
	1,185	95
	3,129	1,895
profit before income	e tax	
	9,497	5,11
	2,201	1,142
	145	2
	523	370
	(71)	(5
	326	31
	13 13 13 14 14	Notes         2016 \$'000           1,760         (1,849)           -         (89)           13         7           13         155           13         19           14         3,646           14         1           3,828         7,013           244         438           904         8,599           2,015         (71)           1,185         3,129           profit before income tax         9,497           2,201         145           523         (71)

Other income

Deferred income tax	Consolidated Sta of Financial Pos		Consolidated Sta of Comprehensive	
Deferred income tax at 30 June relates to the following:	2016 \$'000	2015 \$'000	2016 \$'000	2015 \$'000
Deferred Tax liabilities				
Foreign currency exchange gain	886	914	28	(369)
Capitalised development expenses	3,500	2,384	(1,116)	(449)
Other	-	-	-	2
Deferred income tax liabilities	4,386	3,298	(1,088)	(814)
Deferred tax assets				
Employee entitlements	411	326	85	31
Intellectual property expenses	326	345	(19)	(19)
Tax losses in subsidiaries	-	114	(114)	(185)
Audit fee accrual	16	24	(8)	(3)
Other	4	45	(41)	41
Deferred income tax assets	757	854	(97)	(135)

### Unrecognised temporary differences

At 30 June 2016, there are no temporary differences associated with the Group's investments in subsidiaries being recognised as the parent is able to control the timing of the reversal of any temporary differences and it is not probable any temporary difference will reverse in the foreseeable future.

### Tax consolidation

Pro Medicus Limited and its 100% owned Australian resident subsidiaries formed a tax consolidated group with effect from 1 January 2009. Pro Medicus Limited is the head entity of the tax consolidated group.

8. EARNINGS PER SHARE	Consolidated	
The following reflects the income and share data used in the basic and diluted earnings per share computations:	2016 \$'000	2015 \$'000
Net profit attributable to ordinary equity holders	6,368,722	3,217,197
	Number	Number
Weighted average number of ordinary shares for basic earnings per share for the effect of dilution:	101,378,835	100,263,406
Share options	686,563	463,889
Performance rights	1,379,441	1,752,036
Weighted average number of ordinary shares adjusted for the effect of dilution	103,444,839	102,479,331

There have been no other transactions involving ordinary shares or potential ordinary shares between the reporting date and the date of completion of these financial statements.

### 9. DIVIDENDS PAID AND PROPOSED

### Declared and paid during the year:

### Dividends on ordinary shares

Final unfranked dividend for 2015: 1.0 cent (2014: 1.0 cent) Interim unfranked dividend for 2016: 1.5 cent (2015: 1.0 cent

### Proposed for approval by directors (not recognised as a lia

Dividends on ordinary shares:

Final unfranked dividend for 2016: 1.5 cents (2015: 1.0 cents

### Total dividends proposed

### Franking credit balance

- franking account balance as at the end of the financial ye
- franking credits that will arise from the payment of incom as at the end of the financial year
- franking debits that will arise from the payment of divider end of the financial year
- franking credits that the entity may be prevented from di in the subsequent financial year
- prior period adjustment

The amount of franking credits available for future reporting

 impact on the franking account of dividends proposed or before the financial report was authorised for issue but no as a distribution to equity holders during the period

The tax rate at which paid dividends have been franked is 0% (2015: 0%). Dividends proposed will be unfranked.

	Consolidated	
	2016 \$'000	2015 \$'000
	1,006	1,003
t unfranked)	1,526	1,002
	2,532	2,005
ability as at 30 June):		
s unfranked)	1,526	1,002
	1,526	1,002
ear at 30% (2015: 30%)	-	-
ne tax payable	-	-
ends as at the		
	-	-
listributing	-	-
	-	-
	-	_
ng periods:		
r declared		
not recognised	-	-
	-	_

10. CASH AND CASH EQUIVALENTS	Consolidated
	<b>2016</b> 201 \$'000 \$'00
Cash at bank and in hand	<b>15,577</b> 12,93
Short-term deposits	1,530
	<b>17,107</b> 12,93

Cash at bank earns interest at floating rates based on daily bank deposit rates.

Short term deposits are made for varying periods of between 30 days and 120 days, depending on the immediate cash requirements of the Group, and earn interest at the respective short-term deposit rates.

The fair value of cash and cash equivalents is their carrying value.

Reconciliation of net profit after tax to net cash flows from operations

Net profit	6,368	3,217
Adjustments for:		
Depreciation of property plant and equipment	181	158
Amortisation of intangible assets	3,647	2,958
Interest received classified in investing activities	(56)	(87)
Foreign currency (gain)/loss	89	(1,649)
Share option expense	438	382
Changes in assets and liabilities		
(Increase)/decrease in trade and other receivables	(1,040)	(432)
(Increase)/decrease in inventory	43	(29)
(Increase)/decrease in deferred tax asset	78	116
(Increase)/decrease in prepayments	(189)	16
(Increase)/decrease in accrued revenue	(2,048)	(75)
(Decrease)/increase in deferred income	178	440
(Decrease)/increase in trade and other payables	(95)	1,394
(Decrease)/increase in tax provision	2,252	(3,253)
(Decrease)/increase in deferred tax liability	1,107	835
(Decrease)/increase in employee entitlements	301	192
Net cash flow from operations	11,254	4,183

### **11. TRADE AND OTHER RECEIVABLES (CURRENT)**

Trade receivables	3,533	3,155
Provision for impairment	-	(140)
	3,533	3,015
Research & development tax receivable	989	437
Other receivables	249	279
	4,771	3,731

Fair value approximates carrying value due to the short term nature of receivables.

### a) Allowance for impairment loss

Movements in the provision for impairment loss were as follows:		
At 1 July	140	97
Charge to/(write back of) provision for the year	-	43
Utilised during the year	(140)	-
Foreign exchange translation	-	-
At 30 June	-	140

At June 30, the ageing analysis of trade receivables is as follows:

	Total	0-30 days	31-60 days	61-90 days	+91 days	+91 days
			PDNI*	PDNI*	PDNI*	CI**
2016 Consolidated	3,533	1,471	391	393	1,278	-
2015 Consolidated	3,155	2,167	410	277	161	140

\* Past due not impaired ('PDNI')

\*\* Considered Impaired ('CI')

Payment terms on \$526,379 (2015: \$138,519) of trade receivables have been renegotiated. The Company has been in direct contact with these debtors and is satisfied that payment will be received in full.

### **12. INVENTORIES (CURRENT)**

Finished goods (at lower of cost and net realisable value) Inventory write downs recognised as an expense total nil (2015: nil)

### **13. PLANT & EQUIPMENT**

Year ended 30 June 2016
At 1 July 2015 net of accumulated depreciation
Additions
Disposals
Exchange differences
Depreciation charge for the year
At 30 June 2016 net of accumulated depreciation
At 30 June 2016
Cost
Accumulated depreciation and impairment

Net carrying amount

#### Year ended 30 June 2015

At 1 July 2014 net of accumulated depreciation

Additions

Disposals

Exchange differences

Depreciation charge for the year

At 30 June 2015 net of accumulated depreciation

### At 30 June 2015

Cost

Accumulated depreciation and impairment

Net carrying amount

Consolidated	
	2015 \$'000
86	129

		Consoli	dated		
Property Improvements	Motor Vehicles			Research & Development Equipment	Total
\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
22	48	248	23	-	341
-	-	163	53	-	216
-	-	-	-	-	-
-	-	-	-	-	-
(3)	(7)	(155)	(16)	-	(181)
19	41	262	60	-	382
329	488	2,183	401	209	3,610
		,			-,
(310)	(477)	(1,921)	(341)	(209)	(3,228)
19	41	262	60	-	382
25	8	240	29	-	302
-	43	141	2	-	186
-	-	-	(1)	-	(1)
1	-	11	-	-	12
(4)	(3)	(144)	(7)	-	(158)
22	48	248	23	-	341
328	488	2,036	346	209	3,407
(306)	(440)	(1,788)	(323)	(209)	(3,066)
22	48	248	23		341

14. INTANGIBLE ASSETS			Consolid	ated	
	Notes	Intellectual Property i)	Development Costs ii)	Software Licenses iii)	Total
		\$'000	\$'000	\$'000	\$'000
Year ended 30 June 2016					
At 1 July 2015 net of accumulated amortisation and impairment		-	11,549	3	11,552
Additions - internal development		-	5,607	-	5,607
Disposals		-	-	-	-
Exchange differences		-	-	-	-
Amortisation charge for the year		-	(3,646)	(1)	(3,647)
At 30 June 2016 net of accumulated amortisation and impairment		-	13,510	2	13,512
At 30 June 2016					
Cost		1,848	32,655	296	34,799
Accumulated amortisation and impairment		(1,848)	(19,145)	(294)	(21,287)
Net carrying amount		-	13,510	2	13,512
Year ended 30 June 2015					
At 1 July 2014 net of accumulated amortisation and impairment		-	9,139	6	9,145
Additions - internal development		-	5,365	-	5,365
Disposals		-	-	-	-
Exchange differences		-	-	-	-
Amortisation charge for the year		-	(2,955)	(3)	(2,958)
At 30 June 2015 net of accumulated amortisation and impairment		-	11,549	3	11,552
At 30 June 2015					
Cost		1,848	27,048	288	29,184
Accumulated amortisation and impairment		(1,848)	(15,499)	(285)	(17,632)
Net carrying amount		-	11,549	3	11,552

i) Intellectual property was acquired in 2009 through the Visage Imaging business combination and is carried at cost less accumulated amortisation. Three separately identifiable intangible assets, in the form of software intellectual property, have been identified in the business acquisition of Visage Imaging; Visage CS, Visage PACS and Amira. These intangible assets have been assessed having a finite life and have been fully amortised using the straight line method over a period of 5 years, commencing February 2009. Amira was sold in July 2012.

ii) Development costs have been capitalised at cost. This intangible asset has been assessed as having a finite life and is amortised using the straight line method over a period of 5 years. As at 30 June 2016 the carrying values of capitalised development costs are Visage PACS (\$8,905,697) RIS (\$4,047,582) and Visage MagicWeb (\$556,512), all sit within the Australian operating segment.

The Group undertook an impairment assessment of the capitalised development costs as at 30 June 2016. The recoverable amount of development costs have been determined based on a value in use calculation using cash flow projections from financial budgets approved by the Board of Directors covering a five-year period. The projected cash flows were updated to reflect the change in forecast revenues and a post-tax discount rate of 17% (30 June 2015:17%) was applied. Cash flows beyond a 5 year period have been extrapolated using a 2.5% growth rate (30 June 2015: 2.5%). All other assumptions remained consistent with those disclosed in Note 2(s). The Groups recoverable value was in excess of the carrying value using the value in use calculation and as such no impairment charges were recorded at 30 June 2016.

### Key assumptions used in value in use calculations Sensitivity to changes in assumptions

The calculation of value in use for development costs is most sensitive to the following assumptions:

- Revenue forecasts
- Discount rates
- Growth rates used to extrapolate cash flows beyond the forecast period.

Revenue forecasts - Revenue forecasts are based on current year consolidated budgets for each geographical segment. Estimated growth rates are then used to forecast the following 4 years revenue for each product used in each geographical segment. Total forecast segment growth rates range from (1%) to 22% across the 4 year period.

**Discount rates -** The discount rate applied to the cash flow projections have been assessed to reflect the time value of money and the perceived risk profile of the industry in which each cash generating unit (CGU) operates. The post-tax discount rate applied was 17% (2015:17%).

Growth rate estimates - rates are based on industry based customer price index (CPI) forecasts. The long term rate of 2.5% was used in the current assessment.

### **15. TRADE AND OTHER PAYABLES**

### Current

Trade payables

Other payables and accruals

Deferred Income

#### Non Current

Deferred Income

(i) Trade payables are non-interest bearing and are normally settled on 30-day terms. (ii) Other payables, other than inter-company payables are non-interest bearing and have an average term of 30 days.

Fair value approximates carrying value due to the short term nature of trade and other payables.

### 16. PROVISIONS

#### Current

Long service leave

Annual leave

#### Non Current

Long service leave

### (i) Long Service Leave

Refer to note 2 (v)(ii) for the relevant accounting policy and a discussion of the significant estimations and assumptions applied in the measurement of this provision.

With regard to the assessment of value in use of development costs, the estimated recoverable amount is in excess of its carrying value for each product, however adverse changes in assumptions could result in an impairment loss. Management has considered the possible change in each of the key assumptions applied to the respective capitalised development costs recoverable amount assessments. A reasonably possible adverse change in the revenue forecasts for the RIS product could have the potential to give rise to circumstances where the recoverable amount may be lower than the carrying amount. To illustrate the sensitivity of this assumption, if forecast revenues of the RIS product were to decrease materially, that is in the range of 6 - 10%, across the five year forecast period without the implementation of mitigation plans, cost reductions or restructure which management would look to do if such decreases were to arise, this could lead to a future impairment write-down of approximately \$0.2 - \$1.5 million.

iii) Software Licences have been assessed as having a finite life and are amortised using the straight line method over a period of 4 years.

	Consolida	ated
Notes	2016 \$'000	2015 \$'000
	676	404
	1,383	1,611
	2,059	2,015
	935	747
	2,994	2,762
	-	10
	_	10

	Consolida	ated
Notes	2016 \$'000	2015 \$'000
	799	535
	1,027	969
	1,826	1,504
	66	87
	66	87

17. CONTRIBUTED EQUITY AND RESERVES	Consolidated	Consolidated		
	2016 \$'000	2015 \$'000		
(i) Ordinary shares	1,302	327		
	1,302	327		

Issued and fully paid

Fully paid ordinary shares carry one vote per share and carry the right to dividends (ii) Movements in shares on issue

	Number of Shares	2016 \$'000
At 1 July 2015	100,263,406	327
Cancellation for share buy-back	-	-
Issued for cash on exercise of options	950,000	975
Vesting of performance rights	537,000	-
At 30 June 2015	101,750,406	1,302

	Number of Shares	2015 \$'000
At 1 July 2014	100,263,406	327
Cancellation for share buy-back	-	-
Issued for cash on exercise of options	-	-
At 30 June 2015	100,263,406	327

	Consolidated	d
	2016 \$'000	2015 \$'000
Share Reserve (i)		
Balance at 1 July	666	284
Share options expensed	1	5
Performance rights expensed	437	377
Balance at 30 June	1,104	666
Foreign Currency Translation Reserve (ii)		
Balance at 1 July	(81)	282
Foreign Currency Movement	198	(363)
Balance at 30 June	117	(81)

Retained Earnings	
Balance at 1 July	21,026
Net profit for the year	6,368
Dividends	(2,532)

### (i) Share Reserve

Balance at 30 June

The share reserve is used to record the value of share based payments provided to employees, including KMP, as part of their remuneration. Refer to note 18 for further details of these plans.

### (ii) Foreign Currency translation reserve

The foreign currency translation reserve is used to record exchange differences arising from the translation of the financial statements of foreign subsidiaries and for exchange differences arising from long term loan accounts resulting from net investment in subsidiaries.

24.862

19,814 3,217 (2,005)

21.026

### **Capital Management**

When managing capital, management's objective is to ensure the entity continues as a going concern as well as to maintain optimal returns to shareholders and benefits for other stakeholders. Management also aims to maintain a capital structure that ensures the lowest cost of capital available to the entity.

Management review the capital structure to take advantage of favourable costs of capital or high returns on assets. As the market is constantly changing, management may change the amount of dividends to be paid to shareholders, return capital to shareholders, or issue new shares.

During the year, the company paid dividends of \$2,532,142 (2015: \$2,005,268).

### 18. SHARE BASED PAYMENT PLAN

### Employee Share Option Scheme

An employee share incentive scheme was established on 25 August 2000 whereby Directors and staff of the Company were issued with options over the ordinary shares of Pro Medicus Limited. The options, issued for nil consideration, had an exercise price of \$1.15 and 2,100,000 share options expired under the scheme on 25 August 2010. Options vested at 20% per annum commencing on the first anniversary of issue. The options cannot be transferred and will not be quoted on the ASX.

200,000 shares were granted as options to Peter Kempen on becoming a Director of the company in 2008 under a separate agreement. The options had a grant date of 12 March 2008 and an exercise price of \$1.25. The fair value of the options at grant date was \$40,852 (\$0.13 - \$0.29 per option). The options have a first exercise date of 12 March 2009 and can be exercised at anytime through to expiry date of 12 March 2018. The options vest over a 5 year period on completion of service. At reporting date all options had vested and 100,000 (50%) options were exercised during the year.

Information with respect to the numbers granted under the employee Share Option Scheme is as follows:

	2	2016		015
	Number of Options	Weighted average exercise price	Number of Options	Weighted average exercise price
Outstanding at the beginning of the year	1,675,000	\$0.98	1,675,000	\$0.98
- granted	-	-	-	-
- forfeited	-	-	-	-
- exercised	(950,000)	\$1.03	-	-
- expired	-	-	-	-
Outstanding at the end of the year	725,000	\$0.91	1,675,000	\$0.98
Exercisable at end of year	685,000	\$0.93	1,485,000	\$0.98

900,000 shares were granted as options to key Visage Imaging GmbH employees under a separate agreement. The options had a grant date of 1 April 2010 and an exercise price of \$1.00. The fair value of the options at grant date was \$67,278 (\$0.07 per option). The options have a first exercise date of 1 April 2011 and can be exercised at anytime through to expiry date of 1 April 2020. The options vest over a 5 year period on completion of service. At reporting date all options had vested and 175,000 (19%) options had expired. 700,000 (78%) options were exercised during the year.

550,000 shares were granted as options to Key Executives under a separate agreement. The options had a grant date of 25 August 2010 and an exercise price of \$1.00. The fair value of the options at grant date was \$54,109 (\$0.10 per option). The options have a first exercise date of 25 August 2011 and can be exercised at anytime through to expiry date of 25 August 2020. The options vest over a 5 year period on completion of service. At reporting date all options had vested and 150,000 (27%) options were exercised during the year.

200,000 shares were granted as options to Roderick Lyle on becoming a Director of the company in 2011 under a separate agreement. The options had a grant date of 18 November 2011 and an exercise price of \$0.55. The fair value of the options at grant date was \$45,116 (\$0.23 per option). The options have a first exercise date of 18 November 2012 and can be exercised at anytime through to expiry date of 18 November 2021. The options vest over a 5 year period on completion of service. At reporting date 160,000 (80%) options had vested. No options were exercised during the year.

All options above have been recognised in accordance with AASB 2 as the options were granted after 7 November 2002.

The outstanding balance as at 30 June 2016 is represented by:

- 100,000 options over ordinary shares with an exercise price of \$1.25 each, exercisable until 12 March 2018
- 25,000 options over ordinary share with an exercise price of \$1.00 each, exercisable until 1 April 2020
- 400,000 options over ordinary share with an exercise price of \$1.00 each, exercisable until 25 August 2020
- 200,000 options over ordinary shares with an exercise price of \$0.55 each, exercisable until 18 November 2021.

Weighted average remaining contractual life The weighted average remaining contractual life for share options outstanding at 30 June 2016 is 4.14 years (2015: 4.94 Years)

Range of exercise price

The range of exercise prices for options outstanding at the end of the year was \$0.55 - \$1.25 (2015: \$0.55 - \$1.25).

Weighted average fair value The weighted average fair value of options granted during the year was nil (2015: nil).

### Option pricing model

The fair value of the equity-settled share options granted is estimated as at the date of the grant using a Black Scholes Model taking into account the terms and conditions upon which the options were granted.

### **Performance Rights**

A long term incentive plan was established on 18 November 2011 whereby Senior Executives of Group were offered performance rights over the ordinary shares of Pro Medicus Limited. The performance rights, issued for nil consideration, are offered for a 5 year period and vest 4 years

after granting date on completion of service. The performance rights cannot be transferred and will not be quoted on the ASX. This long term incentive plan includes performance hurdles related to the company and vesting conditions relating to the employee's period of service.

At reporting date 414,375 performance rights had been granted during the year with a grant date of 22 September 2015. 364,375 performance rights vest over 4 years from grant date on completion of service. The fair value of the 364,375 performance rights at grant date was \$721,463 (\$1.98 per performance right). The remaining 50,000 performance rights vest in September 2016 and the fair value of these rights was \$44,500 (\$0.89 per performance right).

397,469 performance rights were granted in prior periods in relation to the 2014-15 financial performance, 247.469 performance rights vest over 4 years from grant date on completion of service. The fair value of the 247,469 performance rights at grant date was \$205,166 (\$0.83 per performance right). The remaining 150,000 performance rights vest in September 2015 and the fair value of these rights was \$133,737 (\$0.89 per performance right).

633,500 performance rights were granted in prior periods in relation to the 2013-14 financial performance. The performance rights had a grant date of 27 March 2014 and vest over 4 years from grant date on completion of service. The fair value of the performance rights at grant date was \$434,766 (\$0.69 per performance right).

176.375 performance rights were granted in prior periods in relation to the 2012-13 financial year. The performance rights had a grant date of 15 September 2013 and vest over 3 years on completion of service. The fair value of the performance rights at grant date was \$44,094 (\$0.25 per performance right).

387,000 performance rights were granted in prior periods in relation to the 2011-12 financial year. The performance rights had a grant date of 1 July 2012 and vest over 3 years on completion of service. The fair value of the performance rights at grant date was \$96,750 (\$0.25 per performance right).

Information with respect to the number of performance rights granted under the long term incentive scheme is as follows:

	2016	2015
	Number of Performance Rights	Number of Performance Rights
Outstanding at the beginning of the year	1,594,344	563,375
- granted	414,375	1,030,969
- forfeited	-	-
- exercised	(537,000)	-
- expired	-	-
Outstanding at the end of the year	1,471,719	1,594,344
Exercisable at end of year	-	-

Weighted average remaining contractual life The weighted average remaining contractual life for performance rights at 30 June 2016 is 2.2 years (2015: 2.4 Years).

### Performance rights pricing model

The fair value of the equity-settled performance rights granted is estimated as at the date of the grant using a Black Scholes Model taking into account the terms and conditions upon which the performance rights were granted.

The following table lists the inputs to the models used for the year ended 30 June 2016.

### Dividend yield

Expected volatility Risk-free interest rate Expected life of performance rights Performance rights exercise price Weighted average share price at measurement date

### **19. COMMITMENTS**

### a) Operating lease commitments - Group as lessee

The US operations have entered into a commercial property lease for office premises from 1 December 2015 for a 5 year period. The German operations have entered into a commercial property lease for office premises and can give notice to vacate 6 months prior to 31 March each year, whereby they sign into another 12 months.

The German operations also have several motor vehicle leases which expire at various stages between December 2017 and September 2018.

Future minimum rentals payable under non-cancellable opera

- Within one year
- After one year and not more than five years
- After more than five years

### **20. EVENTS AFTER THE BALANCE SHEET DATE**

On 19 August 2016, the directors of Pro Medicus Limited declared a final dividend on ordinary shares in respect of the 2016 financial year. This dividend comprises a normal dividend of 1.5 cents per share. The total amount of the dividend is \$1,526,256 which represents an unfranked dividend of a total of 1.5 cents per share. The dividend has not been provided for in the 30 June 2016 financial statements

### **21. AUDITOR'S REMUNERATION**

Amounts received or due and receivable by Ernst & Young

- an audit or review of the financial report of the Company entity in the Consolidated Group
- other services in relation to the Company or Group

Amounts received or due and receivable by related practice (Australia):

- audit of the financial report of Visage Imaging GmbH
- other services in relation to Visage Imaging GmbH

2016	2015
1.2%	2.42%-3.22%
0%	0%
0%	0%
1-4 years	1-4 years
\$0.00	\$0.00
\$0.89-\$1.98	\$0.69-\$0.89

Consolio	dated
2016 \$'000	2015 \$'000
une are as follows:	
356	186
679	89
-	-
1,035	275
	\$'000 une are as follows: 356 679 -

	Consolidated	
	2016 \$'000	2015 \$'000
(Australia) for:		
ny and any other	168,313	161,445
	46,480	121,228
ces of Ernst & Young	214,793	282,673
	53,221	63,192
	8,489	5,681
	276,503	351,546

### 22. KEY MANAGEMENT PERSONNEL

### (a) Compensation for key management personnel

	Consolida	ted
	2016 \$'000	2015 \$'000
Short-term employee benefits	3,143,575	1,802,254
Post-employment benefits	125,860	124,984
Other long-term benefits	177,694	19,219
Share-based payment	235,939	119,009
Total compensation	3,683,068	2,065,466

### (b) Loans to Key Management Personnel

No loans are made to Key Management Personnel or staff.

### (c) Other transactions and balances with Key Management Personnel

### Purchases

During the year lease payments of \$169,476 (2015: \$169,476) in respect of the Group's operating premises at 450 Swan Street, Richmond were paid to Champagne Properties Pty. Ltd., an entity controlled by S. Hupert and A. Hall. Commercial arrangements on an 'arm's length basis' have been determined by an independent assessment of rental and lease terms.

### 23. RELATED PARTY DISCLOSURE

### (a) Subsidiaries

The consolidated financial statements include the financial statements of Pro Medicus Limited and the subsidiaries listed in the following table.

		% Equity interest		Investment \$000	
Name	Country of incorporation	2016	2015	2016	2015
Promed (USA) Pty Ltd	Australia	100	100	-	-
PME IP Australia Pty Ltd	Australia	100	100	-	-
Visage Imaging (Aust) Pty Ltd	Australia	100	100	-	-
Pro Medicus (USA) LLC	United States	100	100	-	-
Visage Imaging Inc	United States	100	100	2,389	2,389
Visage Imaging GmbH	Germany	100	100	3,638	3,638
				6,027	6,027

### (b) Ultimate parent

Pro Medicus Limited is the ultimate Australian parent entity and the ultimate parent of the Group.

### (c) Key management personnel

Details relating to KMPs, including remuneration paid, are included in note 22.

### (d) Transactions with related parties

The following table provides the total amount of transactions that were entered into with related parties for the relevant financial year.

		Sales to related parties \$000	Purchases from related parties \$000	Other transactions with related parties \$000
Related party				
Consolidated				
Champagne Properties Pty Ltd - Rental lease	2016	-	169	-
Champagne Properties Pty Ltd - Rental lease	2015	-	169	-

### Terms and conditions of transactions with related parties

Sales to and purchases from related parties are made in arm's length transactions both at normal market prices and on normal commercial terms.

Outstanding balances at year end are unsecured, interest free and payable on demand.

the sales made by other entities within the Group.

Development costs undertaken by the German operations are reimbursed by the parent on commercial terms.

### **24. CONTINGENCIES**

#### **Tax related contingencies**

### Amended assessments from the Australian Taxation Office (ATO)

As a result of the ATO's program of routine and regular tax audit, the Group anticipates that ATO audits may occur in the future. The Group is similarly subject to routine tax audits in certain overseas jurisdictions. The ultimate outcome of any future tax audits cannot be determined with an acceptable degree of reliability at this time. Nevertheless, the Group believes that it is making adequate provision for its taxation liabilities (including amounts shown as deferred and current tax liabilities) and is taking reasonable steps to address potentially contentious issues with the ATO. However, there may be an impact to the Group of any of the revenue authority investigations results in an adjustment that increases the Group's taxation liabilities.

### Ongoing transactions - transfer pricing

The Group has offshore operations in the United States and Germany (note 23). As disclosed in note 23, there are extra Group transactions, which include the Company and its US and German based subsidiaries Visage Imaging Inc and Visage Imaging GmbH and Pro Medicus Limited. These transactions are on an arm's length basis and are conducted at normal market prices and on normal commercial terms.

Whilst there are no investigations currently in progress, such transactions are not subject to any statutory limit in Australia.

25. PARENT ENTITY INFORMATION	2016	2015
	\$000	\$000
Current assets	28,366	26,663
Total assets	37,465	35,181
Current liabilities	27,826	23,973
Total liabilities	29,312	24,919
Issued capital	1,302	327
Retained earnings	8,088	11,228
Foreign currency translation reserve	(2,341)	(1,959)
Share reserve	1,104	666
Total shareholders' equity	8,153	10,262
Profit/(loss) of the parent entity	(607)	689
Total comprehensive income of parent entity	(607)	689

The parent entity has not entered into any guarantees in relation to the debts of its subsidiaries. There are no contingent liabilities held against the parent entity. The parent entity does not have any contractual commitments for the acquisition of property, plant and equipment.

- Entities within the Group that own the intellectual property earn a royalty between 30% 97% from

### **DIRECTORS** DECLARATION

In accordance with a resolution of the directors of Pro Medicus Limited, I state that:

(1) In the opinion of the directors:

- (a) the financial statements, notes and the additional disclosures included in the directors' report designated as audited, of the consolidated entity are in accordance with the Corporations Act 2001, including:
  - (i) giving a true and fair view of the consolidated entity's financial position as at 30 June 2016 and of the performance for the year ended on that date; and
  - (ii) complying with Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001; and
- (b) there are reasonable grounds to believe that the consolidated entity will be able to pay its debts as and when they become due and payable.
- (c) the financial statements and notes comply with International Financial Reporting Standards (IFRS) as disclosed in Note 2(b).

(2) This declaration has been made after receiving the declarations required to be made to the directors in accordance with section 295A of the Corporations Act 2001 for the financial year ended 30 June 2016.

On behalf of the Board

P T Kempen **Chairman** Melbourne, 19 August 2016

### **INDEPENDENT AUDIT** REPORT FOR THE YEAR ENDED 30 JUNE 2016



Ernst & Young 8 Exhibition Street Melbourne VIC 3000 Australia GPO Box 67 Melbourne VIC 3001

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### Independent auditor's report to the members of Pro Medicus Limited

### Report on the financial report

We have audited the accompanying financial report of Pro Medicus Limited, which comprises the consolidated statement of financial position as at 30 June 2016, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration of the consolidated entity comprising the company and the entities it controlled at the year's end or from time to time during the financial year.

### Directors' responsibility for the financial report

The directors of the company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal controls as the directors determine are necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error. In Note 2, the directors also state, in accordance with Accounting Standard AASB 101 Presentation of Financial Statements, that the financial statements comply with International Financial Reporting Standards.

### Auditor's responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance about whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Independence

In conducting our audit we have complied with the independence requirements of the Corporations Act 2001. We have given to the directors of the company a written Auditor's Independence Declaration, a copy of which is included in the directors' report.

Tel: +61 3 9288 8000 Fax: +61 3 8650 7777 ey.com/au

### **INDEPENDENT AUDIT** REPORT FOR THE YEAR ENDED 30 JUNE 2016



### Opinion

### In our opinion:

- a. the financial report of Pro Medicus Limited is in accordance with the Corporations Act 2001, including:
  - i giving a true and fair view of the consolidated entity's financial position as at 30 June 2016 and of its performance for the year ended on that date; and
  - ii complying with Australian Accounting Standards and the Corporations Regulations 2001; and
- b. the financial report also complies with International Financial Reporting Standards as disclosed in Note 2.

### Report on the remuneration report

We have audited the Remuneration Report included in pages 7 to 13 of the directors' report for the year ended 30 June 2016. The directors of the company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the Corporations Act 2001. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

### Opinion

In our opinion, the Remuneration Report of Pro Medicus Limited for the year ended 30 June 2016, complies with section 300A of the Corporations Act 2001.

Ernst & Young

Ernst & Young

Taulponer

Paul Gower Partner Melbourne

19 August 2016

### **ASX ADDITIONAL INFORMATION**

Additional information required by the Australian Stock Exchange Ltd and not shown elsewhere in this report is as follows.

### (a) Distribution of equity securities

The number of shareholders, by size of h	nolding, in each class of share are:	Ordinary shares Number of holders	Number of shares
1 – 1,000		755	434,319
1,001 - 5,000		995	2,639,858
5,001 - 10,000		303	2,370,362
10,001 - 100,000		314	8,737,452
100,001 and Over		44	87,568,415
		2,411	101,750,406
The number of shareholders holding le	ss than a marketable parcel are:	43	688

### (b) Twenty largest shareholders

The names of the twenty largest holders of quoted sh

- 1 Dr S Hupert (multiple shareholdings)
- 2 Mr A Hall (multiple shareholdings)
- 3 J P Morgan Nominees Australia Limited
- 4 UBS Nominees Pty Ltd
- 5 RBC Investor Services Australia Pty Ltd
- 6 Citicorp Nominees Pty Ltd
- 7 National Nominees Limited
- 8 BNP Paribas Noms Pty Ltd
- 9 Mr Bram Vander Jagt & Mrs Maaike Vander Jagt
- 10 Grain Exporters (Australia) Pty Ltd
- 11 Mr Peter Terence Kempen & Mrs Elaine Margaret Ker
- 12 Mr Kenneth John Vander Jagt & Mrs Tanya Vander J
- 13 Mr Evan Philip Clucas & Ms Leanne Jane Weston
- 14 Mr John Charles Plummer
- 15 HSBC Custody Nominees (Australia) Limited
- 16 Mr Stephen Geoffrey Wilson & Ms Denise Adele Prar
- 17 Mr Alan Graham Rochford
- 18 Mr Michael Wu
- 19 Mr Colin Gregory Organ
- 20 Indicorp Consulting Group Pty Limited

### (c) Substantial shareholders

The names of substantial shareholders who have notified the Company in accordance with section 671B of the Corporations Law are:

S. Hupert

A Hall

Commonwealth Bank of Australia

(d) Voting rights

Listed	ardin		hare
LISLEU	orum	dry S	IIdre

nares are:	Number of shares	Percentage of ordinary shares
	30,107,660	29.59%
	30,068,500	29.55%
	4,504,561	4.43%
	4,028,466	3.96%
	3,345,610	3.29%
	3,121,667	3.07%
	2,008,535	1.97%
	1,841,195	1.81%
	1,000,000	0.98%
	779,091	0.77%
empen	578,082	0.57%
Jagt	400,000	0.39%
	368,217	0.36%
	365,000	0.36%
	340,463	0.33%
ndi	337,537	0.33%
	300,000	0.29%
	275,912	0.27%
	271,000	0.27%
	270,000	0.27%
	84,311,496	80.95%

### Number of shares

30,107,660 30,068,500 5,935,942

### **CORPORATE GOVERNANCE** STATEMENT FOR THE YEAR ENDED 30 JUNE 2016

The Board of Directors of Pro Medicus Limited is responsible for the corporate governance of the entity having regard to the ASX Corporate Governance Council (CGC) published guidelines as well as its corporate governance principles and recommendations. The Board guides and monitors the business and affairs of Pro Medicus Limited on behalf of the shareholders by whom they are elected and to whom they are accountable.

The table below summaries the Group's compliance with the CGC's recommendations.

Recommendation			Reference/ explanation
Prin	ciple 1 - Lay solid foundations for management and oversight		
1.1	A listed entity should disclose: a) roles and responsibilities of its board and management; and b) those matters expressively reserved to the board and those delegated to management.	Yes	Page 69
1.2	<ul> <li>A listed entity should:</li> <li>a) undertake appropriate checks before appointing a person, or putting forward to security holders a candidate for election, as a director; and</li> <li>b) provide security holders with all material information in its possession relevant to a decision on whether or not to elect or re-elect a director.</li> </ul>	Yes	Page 69
1.3	A listed entity should have written agreement with each director and senior executive setting out the terms of their agreement.	No	Page 69
1.4	The company secretary of a listed entity should be accountable directly to the board, through the chair, on all matters to do with the proper functioning of the board.	Yes	Page 69
1.5	<ul> <li>A listed entity should:</li> <li>a) have a diversity policy which includes requirements for the board or a relevant committee of the board to set measurable objectives for achieving gender diversity and to assess annually both the objectives and the entity's progress in achieving them;</li> <li>b) disclose that policy or a summary</li> <li>c) disclose as at the end of each reporting period the measurable objectives for achieving gender diversity set by the board or a relevant committee of the board in accordance with the entity's diversity policy and its progress towards achieving them, and either:</li> <li>1) the respective proportions of men and women on the board, in senior executive positions and across the whole organisation (including how the entity has defined "senior executive" for these purposes); or</li> <li>2) if the entity is a "relevant employer" under the Workplace Gender Equality Act, the entity's most recent "Gender Equality Indicators", as defined in and published under that Act.</li> </ul>	Yes	Page 70
1.6	<ul> <li>A listed entity should:</li> <li>a) have and disclose a process for periodically evaluation the performance of the board, its committees and individual directors; and</li> <li>b) disclose, in relation to each reporting period, whether a performance evaluation was undertaken in the reporting period in accordance with that process.</li> </ul>	Yes	Page 70
1.7	<ul> <li>A listed entity should:</li> <li>a) have and disclose a process for periodically evaluating the performance of its senior executives; and</li> <li>b) disclose, in relation to each reporting period, whether a performance evaluation was undertaken in the reporting period in accordance with that process.</li> </ul>	Yes	Page 70
Prin	ciple 2 – Structure the board to add value		
2.1	<ul> <li>The board of a listed entity should:</li> <li>a) have a nomination committee which: <ol> <li>has at least three members, a majority of whom are independent directors; and</li> <li>is chaired by an independent directors, and disclose</li> <li>the charter of the committee;</li> <li>the members of the committee; and</li> <li>as at the end of each reporting period, the number of times the committee met throughout the period and the individual attendances of the members at this meetings; or</li> </ol> </li> <li>b) if it does not have a nomination committee, disclose the fact and the process it employs to address board succession issues and to ensure that the board has the appropriate skills, knowledge, experience, independence and diversity to enable it to discharge its duties and responsibilities effectively.</li> </ul>	No	Page 71

Reco	mmendation	Comply Yes/No	Reference/ explanation
2.2	A listed entity should have and disclose a board skills matrix setting out the mix of skills and diversity that the board currently has or is looking to achieve in its membership.	Yes	Directors Repor
2.3	<ul> <li>A listed entity should disclose:</li> <li>a) the names of the directors considered by the board to be independent directors;</li> </ul>	Yes	Page 69
	<ul> <li>b) if a director has an interest, position, association or relationship of the type described in Box 2.3 but the board is of the opinion that it does not compromise the independence of the director, the nature of the interest, position, association or relationship in question and an explanation of why the board is of that opinion; and</li> <li>c) the length of service of each director.</li> </ul>		
 2 /	A majority of the board of a listed entity should be independent directors.	Yes	Page 69
	The chair of the board of a listed entity should be independent directors and, in particular, should not be the same person as the CEO of the entity.	Yes	Page 69
2.6	A listed entity should have a program for inducting new directors and provide appropriate professional development opportunities for directors to develop and maintain the skills and knowledge needed to perform their role as a directors effectively.	Yes	Page 69
Princ	iple 3 - Act ethically and responsibly		
3.1	A listed entity should: a) have a code of conduct for its directors, senior executives and employees; and	Yes	Page 72
	b) disclose that code or a summary of it.		
Princ	iple 4 - Safeguard integrity in corporate reporting		
4.1	<ul> <li>The board of a listed entity should:</li> <li>a) have an audit committee which:</li> <li>1)  has at least three members, all of whom are non-executive directors</li> </ul>	No	Page 71
	<ul> <li>and a majority of whom are independent directors; and</li> <li>2) is chaired by an independent director, who is not the chair of the board; and disclose</li> <li>3) the charter of the committee</li> <li>4) the relevant qualifications and experience of the members of the</li> </ul>		
	<ul> <li>committee; and</li> <li>5) in relation to each reporting period, the number of times the committee met throughout the period and the individual attendances of the members at those meetings; or</li> </ul>		
	b) if it does not have an audit committee, disclose that fact and the processes it employs that independently verify and safeguard the integrity of its corporate reporting, including the processes for the appointment and removal of external auditor and the rotation of the audit engagement partner.		
4.2	The board of a listed entity should, before it approves the entity's financial statements for a financial period, receive from its CEO and CFO a declaration that, in their opinion, the financial records of the entity have been properly maintained and that the financial statements comply with the appropriate accounting standards and give a true and fair view of the financial position and performance of the entity and that the opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.	Yes	Page 71
4.3	A listed entity that has an AGM should ensure that its external auditor attends its AGM and is available to answer questions from security holders relevant to the audit.	Yes	Page 71
Princ	iple 5 - Make timely and balanced disclosure		
5.1	<ul> <li>A listed entity should:</li> <li>a) have a written policy for complying with its continuous disclosure obligations under the Listing Rules; and</li> <li>b) disclose that policy or a summary of it.</li> </ul>	Yes	Page 71
Princ	iple 6 - Respect the rights of security holders		
6.1	A listed entity should provide information about itself and its governance to investors via its website.	Yes	Page 72
6.2	A listed entity should design and implement an investor relations program to facilitate effective two-way communication with investors.	No	Page 72
6.3	A listed entity should disclose policies and progress it has in place to facilitate and encourage participation at meetings of security holders.	Yes	Page 72
6.4	A listed entity should give security holders the option to receive communications from, and send communications to, the entity and its security registry electronically.	Yes	Page 72

Recommendation			Reference/ explanation
Princ	iple 7 - Recognise and manage risk		
7.1	<ul> <li>The board of a listed entity should:</li> <li>a) have a committee or committees to oversee risk, each of which: <ol> <li>has at least three members, a majority of whom are independent directors; and</li> <li>is chaired by an independent director; and disclose</li> <li>the charter of the committee</li> <li>the members of the committee; and</li> </ol> </li> <li>as at the end of each reporting period, the number of times the committee met throughout the period and the individual attendances of the members at those meetings; or</li> <li>if it does not have a risk committee or committees that satisfy (a) above, disclose that fact and the processes it employs for overseeing the entity's risk management framework.</li> </ul>	No	Page 72
7.2	<ul> <li>The board or a committee of the board should:</li> <li>a) review the entity's risk management framework at least annually to satisfy itself that it continues to be sound; and</li> <li>b) disclose, in relation to each reporting period, whether such a review has taken place.</li> </ul>	Yes	Page 72
7.3	<ul> <li>A listed entity should disclose:</li> <li>a) if it has an internal audit function, how the function is structured and what role it performs; or</li> <li>b) if it does not have an internal audit function, that fact and the processes it employs for evaluation and continually improving effectiveness of its risk management and internal control processes.</li> </ul>	No	Page 72
7.4	A listed entity should disclose whether it has any material exposure to economic, environmental and social sustainability risks and, if it does, how it manages or intends to manage those risks.	Yes	Page 72
Princ	iple 8 – Remunerate fairly and responsibly		
8.1	<ul> <li>The board of a listed entity should:</li> <li>a) have a remuneration committee which: <ol> <li>has at least three members, a majority of whom are independent directors; and</li> <li>is chaired by an independent director; and disclose</li> <li>the charter of the committee</li> <li>the charter of the committee; and</li> <li>as at the end of each reporting period, the number of times the committee met throughout the period and the individual attendances of the members at those meetings; or</li> </ol> </li> <li>if it does not have a remuneration committee, disclose that fact and the processes it employs for setting the level and composition of remuneration for directors and senior executives and ensuring that such remuneration is appropriate and not excessive.</li> </ul>	No	Page 71
8.2	A listed entity should separately disclose its policies and practices regarding the remuneration of non-executive directors and the remuneration of executive directors and other senior executives.	Yes	Page 71
8.3	<ul> <li>A listed entity which has an equity-based remuneration scheme should:</li> <li>a) have a policy on whether participants are permitted to enter into transactions (whether through the use of derivatives or otherwise) which limit the economic risk of participating in the scheme; and</li> <li>b) disclose that policy or a summary of it.</li> </ul>	No	Page 71

Pro Medicus Limited's corporate governance practices were in place throughout the year ended 30 June 2016.

### Structure of the Board

The skills, experience and expertise relevant to the position of director held by each director in office at the date of the annual report is included in the Directors' Report.

The composition of the Board was determined in accordance with the following principles and guidelines:

- The Board should comprise at least four directors and should maintain a majority of nonexecutive directors, or at least a 50/50 ratio of non-executives and executive directors;
- The Chairperson must be a non-executive director and not occupy the role of CEO;
- The Board should comprise directors with an appropriate range of qualifications and expertise; and
- The Board shall meet monthly and follow meeting guidelines set down to ensure all directors are made aware of, and have available all necessary information, to participate in an informed discussion of all agenda items.

Directors of Pro Medicus Limited are considered to be independent when they are independent of management and free from any business or other relationship that could materially interfere with - or could reasonably be perceived to materially interfere with the exercise of their unfettered and independent judgement.

In the context of director independence, "materiality" is considered from both the company and individual director perspective. The determination of materiality requires consideration of both quantitative and qualitative elements. An item is presumed to be quantitatively immaterial if it is equal or less than 5% of the appropriate base amount. It is presumed to be material (unless there is qualitative evidence to the contrary) if it is equal to or greater than 10% of the appropriate base amount.

Qualitative factors considered include whether a relationship is strategically important, the competitive landscape, the nature of the relationship and the contractual or other arrangements governing it and other factors which point to the actual ability of the director in question to shape the direction of the company's loyalty.

In accordance with the definition of independence above, and the materiality thresholds set, the following directors of Pro Medicus Limited are considered to be independent:

# NamePositionP T KempenChairman,<br/>Non-Executive Director,<br/>Chairman Audit Committee

R Lyle Non-Executive Director

A Glenning Non-Executive Director

The Board wishes to advise that it continues to maintain responsibility for the actions of the Chief Executive Officer and any tasks delegated to the management by the Board.

The appointment of appropriately skilled Non-Executive Directors, together with a broadly unchanged business base has meant one new director nomination has occurred this year.

Executive Directors' Appointment Letters have not been revised in the prescribed format as the board considered this unnecessary given the small number of fairly recently appointed current directors who understand their roles and responsibilities. The board has undertaken that the recommended format should be used for any future director appointments.

Non-Executive Directors and senior executives have a written employment agreement with the Company setting out the terms of their appointment.

Mr. Sam Hupert and Mr. Anthony Hall were directors in Pro Medicus Pty Ltd since incorporation in 1983. Mr. Peter Kempen was appointed in March 2008, Mr Roderick Lyle was appointed in November 2010 and Mr Anthony Glenning was appointed in May 2016.

### **Company Secretary**

The Company Secretary is accountable to the Board on all matters to do with the proper functioning of the Board. The Company Secretary, who is also the Chief Financial Officer, attends all Board meetings and ensures that the business at Board meetings is accurately captured in the minutes of these meetings.

### **Board Functions**

As the Board acts on behalf of and is accountable to the shareholders, it seeks to identify the expectations of the shareholders, as well as other regulatory and ethical expectations and obligations. In addition, the Board is responsible for identifying areas of significant business risk and ensuring arrangements are in place to adequately manage those risks. The Board seeks to discharge these responsibilities in a number of ways.

The Board has delegated responsibility for the operation and administration of the group to the Chief Executive Officer and the executive team (as detailed in Note 22). The Board ensures that this team is appropriately qualified and experienced to discharge their responsibilities and has in place procedures to assess the performance of the Chief Executive and the executive team.

The Board is responsible for ensuring that management's objectives and activities are aligned with the expectations and risks identified by the Board. The Board has a number of mechanisms in place to ensure this is achieved. These mechanisms include the following:

- approval of strategic plans, which encompass the entity's vision, mission and strategy statements, designed to meet stakeholders' needs and manage business risk;
- involvement in developing the strategic plan (a dynamic document) and approving initiatives and strategies designed to ensure the continued growth and success of the entity;
- overseeing implementation of operating plans and budgets by management and monitoring of progress against budget - this includes the establishment and monitoring of key performance indicators (both financial and nonfinancial) for all significant business processes; and
- utilising appropriately skilled professionals to provide advice on relevant discussion topics and procedures to allow Directors, in the furtherance of their duties, to seek independent professional advice at the Company's expense.

### Performance

The performance of the board and key executives is reviewed regularly against both measurable and qualitative indicators. During the reporting period the board conducted performance evaluations that involved an assessment of each board member's and key executive's performance against specific and measurable qualitative and quantitative performance criteria. The performance criteria against which directors and executives are assessed are aligned with the financial and non-financial objectives of Pro Medicus Limited.

In order to ensure that the Board continues to discharge its responsibilities in an appropriate manner, the Chairman annually reviews the performance of all Directors who will be asked to retire from the board if not performing in a satisfactory manner.

### Diversity

The Group recognises the value contributed to the organisation by employing people with varying skills, cultural backgrounds, ethnicity and experience. Pro Medicus believes its diverse workforce is the key to its continued growth, improved productivity and performance.

We actively value and embrace the diversity of our employees and are committed to creating an inclusive workplace where everyone is treated equally and fairly, and where discrimination, harassment and inequity are not tolerated. While Pro Medicus is committed to fostering diversity at all levels, gender diversity has been and continues to be a priority for the Group.

The Group has established a diversity policy outlining the board's measureable objectives for achieving diversity. This is assessed annually to measure the progress towards achieving those objectives.

The table below outlines the diversity objectives established by the board, the steps taken during the year to achieve these objectives and the outcomes.

Objectives	Steps taken/Outcome
Increase the number of women in the workforce, including senior management positions	<ul> <li>There were no key senior female appointments made during the year as there were no key senior appointments made during the year.</li> </ul>
and at board level.	<ul> <li>Pro Medicus did not appoint any females in managerial roles as there were no managerial appointments made during the year</li> </ul>
	<ul> <li>As at 30 June 2016, women represented 22% in the Group's workforce (2015:20%), 20% in key executive positions (2015:20%) and 0% at board level (2015:0%)</li> </ul>
	• Women represented 33% of new hires during the year (2015:20%)
	For the upcoming financial year, the Group targets to increase female representation in the Group's workforce to 25-30%
Promote an inclusive culture that treats the workforce with fairness and respect.	<ul> <li>Pro Medicus has set a zero tolerance policy against discrimination of employees at all levels. The company also provides avenues for employees to voice their concerns or report any discrimination.</li> </ul>
	• No cases of discrimination were reported during the year (2015: nil).
Provide career development opportunities for every employee, irrespective of any	<ul> <li>Whilst Pro Medicus place focus on gender diversity, career development opportunities are equal for all employees.</li> </ul>
cultural, gender or other differences.	<ul> <li>During the year, representation at training and development programs was based on performance of the employees.</li> </ul>

The achievement of the measurable objectives in the current financial year was taken into consideration in assessing bonuses for employees. The Group will continue to review and update the measureable objectives to promote diversity for the upcoming year.

#### Committees

Due to the small number of Directors, the Board decided it was more appropriate to handle nomination and remuneration issues at full Board level. No Committees for these functions have been established at this time.

In addition the full Board handles any matters as and when they arise concerning environmental issues, occupational health and safety, finance and treasury.

In order to maintain good corporate governance the Non-Executive Directors assume responsibility for determining and reviewing compensation arrangements for the Executive Directors of the Group. The Executive Directors in turn are responsible for determining and reviewing the compensation arrangements for the Non-Executive Directors. The CEO, in conjunction with the full Board reviews the terms of employment for all executives.

The Board has delegated the responsibility of executive remuneration to the management who will assess the appropriateness of the nature and amount of remuneration of such executives on a periodic basis by reference to relevant employment market conditions with the overall objective of ensuring maximum stakeholder benefit from the retention of a high quality board and executive team.

The Company does not have a policy in regards to whether participants are permitted to enter into transactions (whether through derivatives or otherwise) which limit the economic risk of participating in the scheme, however the Board are in the process of evaluating a policy for such issues.

Strategic planning has been an important objective of the Board. Meetings are scheduled so that all Board members can attend and are conducted in an informal fashion to allow non-executive directors to gain enhanced industry, customer, product and research knowledge.

#### Audit Committee

The Board has established an audit committee, which operates under a charter approved by the Board.

It is the Board's responsibility to ensure that an effective internal control framework exists within the entity. This includes internal controls to deal with both the effectiveness and efficiency of significant business processes. This also includes the safeguarding of assets, the maintenance of proper accounting records, and reliability of financial information as well as non-financial considerations such as the benchmarking of operational key performance indicators. The members of the audit committee are:

- P T Kempen Chairman
- S A Hupert
- A B Hall
- R Lyle
- A Glenning

The audit committee is also responsible for nomination of the external auditor and reviewing the adequacy of the scope and quality of the annual statutory audit and half yearly audit review.

Due to the small number of Directors, the Committee does not meet the requirements of Recommendation 4.1 as all members of the Board serve on the Audit Committee, whilst the Board Chairman is also the Audit Committee Chairman as his area of expertise is in Accounting and Finance.

The number of meetings held and individual attendance of Committee members at those meetings are disclosed in the Directors Report.

Prior to approval of the Company's annual financial statements, the Board obtains a declaration from the Chief Executive Officer and Chief Financial Officer that, in their opinion, the financial records of the entity have been properly maintained and that the financial statements comply with the appropriate accounting standards and give a true and fair view of the financial position and performance of the entity and that the opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.

A representative of the external auditors Ernst & Young will continue to attend the Annual General Meeting and is available to answer questions from security holders relevant to the audit.

### **Continuous Disclosure Policy**

The board has developed a written policy to ensure compliance with the ASX Listing Rules on continuous disclosure and has adopted measures to ensure the market and shareholders are fully informed. The measures in place require all potential market sensitive matters are discussed with the Chief Executive Officer who in conjunction with the Chairman and other relevant directors decide whether to make an appropriate announcement to the market.

Only nominated authorised persons have the authority to release these communications to the ASX. This policy is displayed on the company website.

### **Shareholder Communication**

The Board of Directors aims to ensure that the shareholders, on behalf of whom they act, are informed of all information necessary to assess the performance of the Directors. Information is communicated to the shareholders through:

- the annual report which is distributed to all shareholders registered to receive copies;
- through the release of information to the market via the ASX
- the annual general meeting and other meetings so called to obtain approval for Board action as appropriate:
- an up to date website www.promedicus.com.au;
- · email contact with registered users; and
- special written communications to shareholders distributed with the dividend notifications.

The company ensures that any material given to a particular group is available to all interested parties via the company website. This includes any material presented at the Annual General Meeting. Shareholders are encouraged to receive communications electronically as requested and can elect to do so through the company's share registry.

A copy of the Corporate Governance Statement is also available of the Company's website www.promedicus.com.au.

The Company has not yet designed a specific investor relations program to facilitate effective two-way communication with shareholders.

### **Trading policy**

Under the group's security trading policy, an executive, director, or any employee of the group, must not trade in any securities of the parent company at any time when they are in possession of unpublished, price-sensitive information in relation to those securities.

Executives, directors and employees of the group may only trade in the securities of the parent company during an open period.

Only in exceptional circumstances will approval be forthcoming outside of an open period which is 30 days after:

- One day following the announcement of the halfyearly and full year results as the case may be.
- One day following the holding of the annual general meeting.
- One day after any other form of earnings forecast update is given to the market.

As required by the ASX listing rules, the Group notifies the ASX of any transaction conducted by directors in the securities of the parent company.

#### **Code of Conduct**

The board has developed a "Code of Conduct" consistent with the recommendations and details are disclosed on the company website.

#### **Risk Management Policies**

The Company takes a proactive approach to risk management. The Board is responsible for ensuring that risks are identified on a timely basis and that the Group's objectives and activities are aligned with the risks identified by the Board.

The Company believes that it is crucial for all Board members to participate in this process; as such the Board has not established separate committees for areas such as risk management, environmental issues, occupational health and safety or treasury.

Whilst the Company has not established an internal audit function, it is committed to the identification; monitoring and management of risks associated with its business activities and has included in its management and reporting systems a number of risk management controls, such as:

- Annual budgeting and monthly reporting systems for all operations which enable the monitoring of progress against performance targets and to evaluate trends
- · Guidelines and limits on capital expenditure and purchasing authority matrix
- · Executive approvals for staffing requirements
- Detailed monthly management reports including cash flow reports, and to identify any foreign currency risks associated with contracts written in and cash being held in foreign currencies

The Company up until late in the financial period was not exposed to any interest rate or significant currency sensitive loans or debts. Given the increase in overseas operations there is now an increased currency risk as a consequence of contracts written in and cash being held in foreign currencies. This change in risk profile has been noted by the board and action is being taken to manage this risk. The Board oversees appropriate backup procedures for important company data. Detailed annual review of insurance policies in force to ensure cover is at appropriate levels to safeguard key executives, Company assets and operations. The Board regularly considers succession planning to ensure staff of appropriate skill and experience are available to the Company.

A review of the Company risk management policy was not undertaken during the year.

The Board does not believe the Company has any material exposure to economic, environmental and social sustainability risks at the present time.

### **CORPORATE** INFORMATION

### ABN 25 006 194 752

#### **Directors**

The names of the Directors of the Company in office during the year and until the date of this report are:

#### Peter Terence Kempen

Chairman/Non-Executive Director/Chairman Audit Committee

Dr Sam Aaron Hupert Chief Executive Officer/ Managing Director

**Anthony Barry Hall Technology Director** 

#### **Roderick Lyle**

Non-Executive Director

Anthony Glenning Non-Executive Director

**Company Secretary Clayton James Hatch**  **Registered Office** 450 Swan Street Richmond, VIC, 3121 (03) 9429 8800

### **Internet Address** www.promedicus.com.au

www.promedicus.com www.visageimaging.com **Solicitors** 

Sci-Law Strategies Morrison Foerster

Bankers Westpac Banking Corporation

**Auditors** Ernst & Young

Australia

**Share Registry** Link Market Services Limited Tower 4 727 Collins Street Docklands VIC 3008

### **Mailing address:**

Link Market Services Limited Locked Bag A14 Sydney South NSW 1235 Australia T: +612 8280 7111 Toll free: 1300 554 474 F: +612 9287 0303 **F:** (proxy forms only) +612 9287 0309 E: registrars@linkmarketservices. com.au www.linkmarketservices.com.au

You can do so much more online

### DID YOU KNOW THAT YOU CAN ACCESS - AND EVEN UPDATE -INFORMATION ABOUT YOUR HOLDINGS IN PRO MEDICUS LIMITED VIA THE INTERNET?

Visit Link Market Services' website **www.linkmarketservices. com.au** and access a wide variety of holding information, make some changes online or download forms.

### YOU CAN:

- Check your current and previous holding balances.
- Choose your preferred annual report delivery option.
- Update your address details.
- Update your bank details.
- Lodge, or confirm lodgement of, your Tax File Number (TFN), Australian Business Number (ABN) or exemption.
- Check transaction and dividend history.
- Enter your email address.
- Check the share prices and graphs.
- Download a variety of instruction forms.
- Subscribe to email announcements.

You can access this information via a security login using your Security holder Reference Number (SRN) or Holder Identification Number (HIN) as well as your surname (or company name) and postcode (must be the postcode recorded on your holding record).

### DON'T MISS OUT ON YOUR DIVIDENDS

Dividend cheques that are not banked are required to be handed over to the State Trustee under the Unclaimed Monies Act. You are reminded to bank cheques immediately.

#### BETTER STILL, WHY NOT HAVE US DO YOUR BANKING FOR YOU.

Wouldn't you prefer to have immediate access to your dividend payment? Your dividend payments can be credited directly into any nominated bank, building society or credit union account in Australia as cleared funds on dividend payment date - and we will still mail [(or email if you prefer)] you a dividend advice confirming your payment details.

Not only can we do your banking for you, but payment by direct credit eliminates the risk of cheque fraud.

TOP 5 TIPS FOR PRO MEDICUS LIMITED INVESTORS VISITING LINK'S (OUR REGISTRY) WEBSITE

- Bookmark www.linkmar ketservices.com.au - to bookmark, click on 'Favourites' on the menu bar at the top of your browser then select 'Add to Favourites'.
- Create a portfolio for your holding or holdings and you don't have to remember your SRN or HIN every time you visit.
- Lodge your email via the 'Communications Options' and benefit from the online communications options Pro Medicus Limited offers its investors.
- Check out the 'FAQs' page (accessible via the orange menu bar) for answers to frequently asked questions.
- 5) Use the 'Client List' page (accessible via the orange menu bar) to link to Pro Medicus Limited website and the website of the other Link clients in which you invest.

### **CONTACT INFORMATION**

You can also contact the Pro Medicus Limited share registry by calling +61 2 8280 7111 or Toll Free 1300 554 474.

## NOTES

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## visit us at:

www.promedicus.com.au www.promedicus.com www.visageimaging.com



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