

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

Macquarie Conference

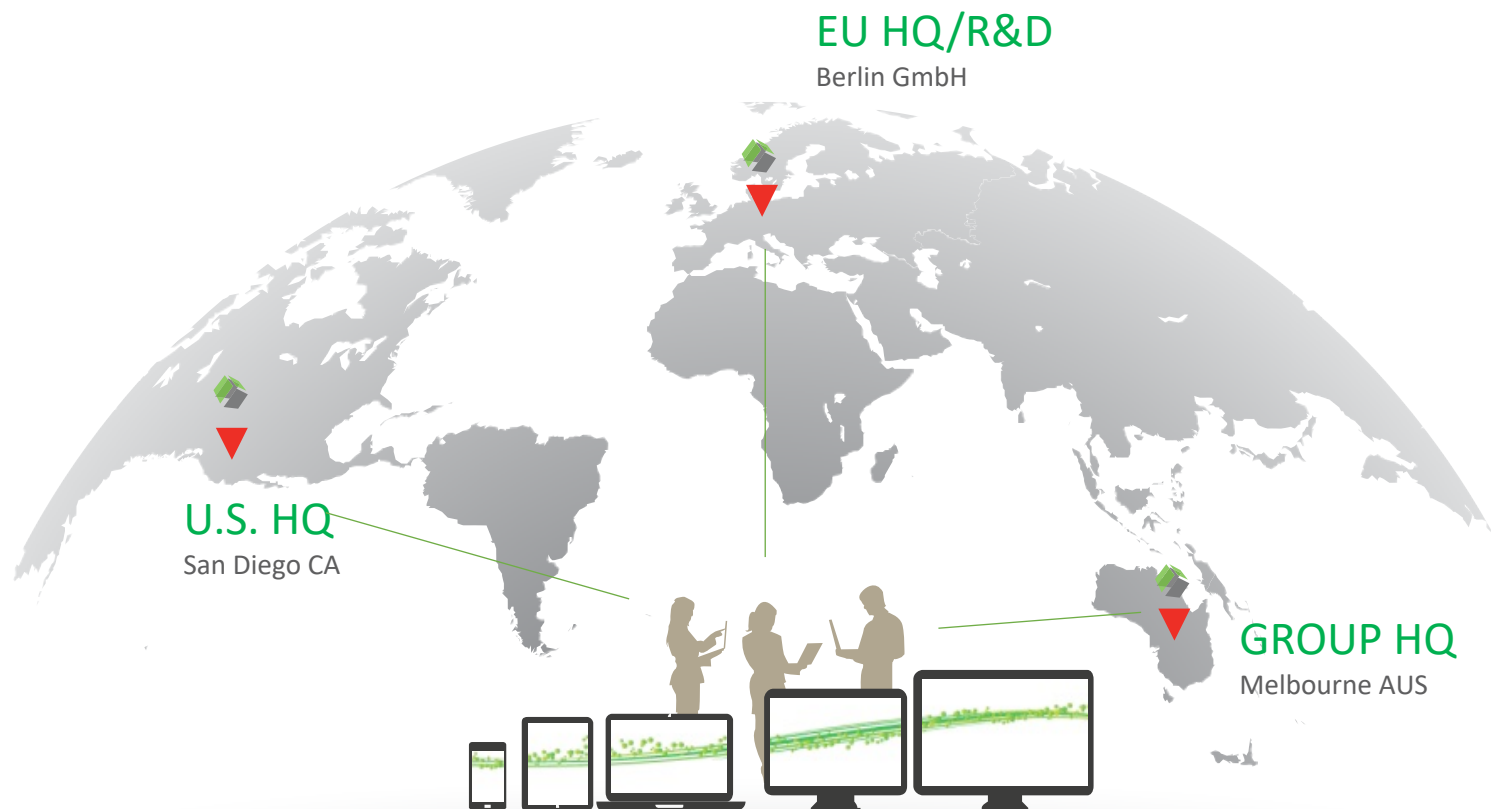
May 2024



PRO MEDICUS (ASX:PME)

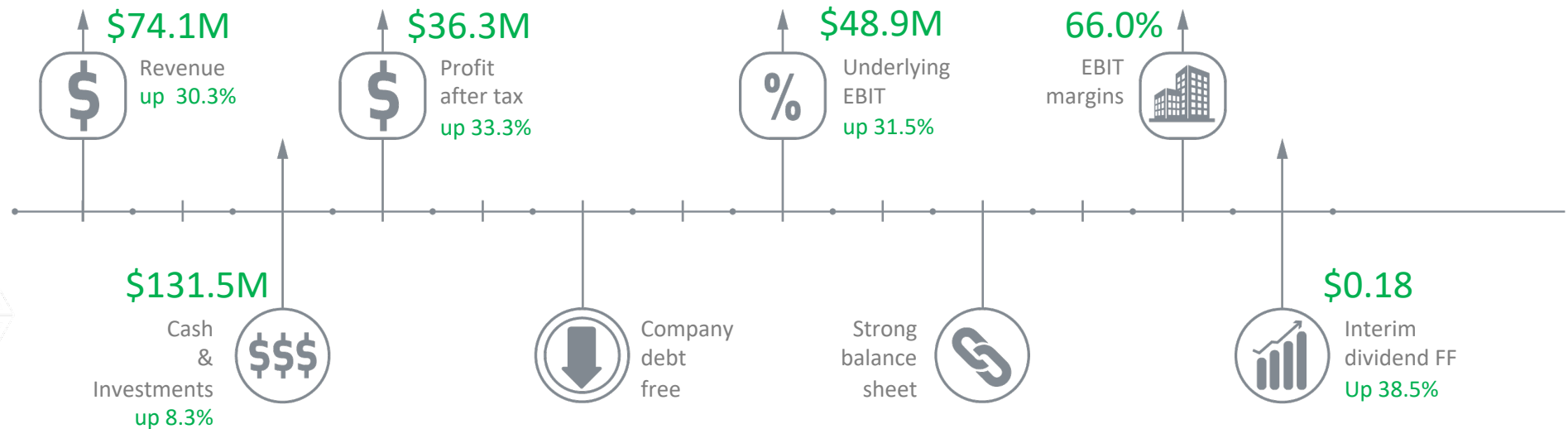
Healthcare IT company specializing in Enterprise Imaging and Radiology Information System (RIS) software.

Leading edge products, growing global presence.

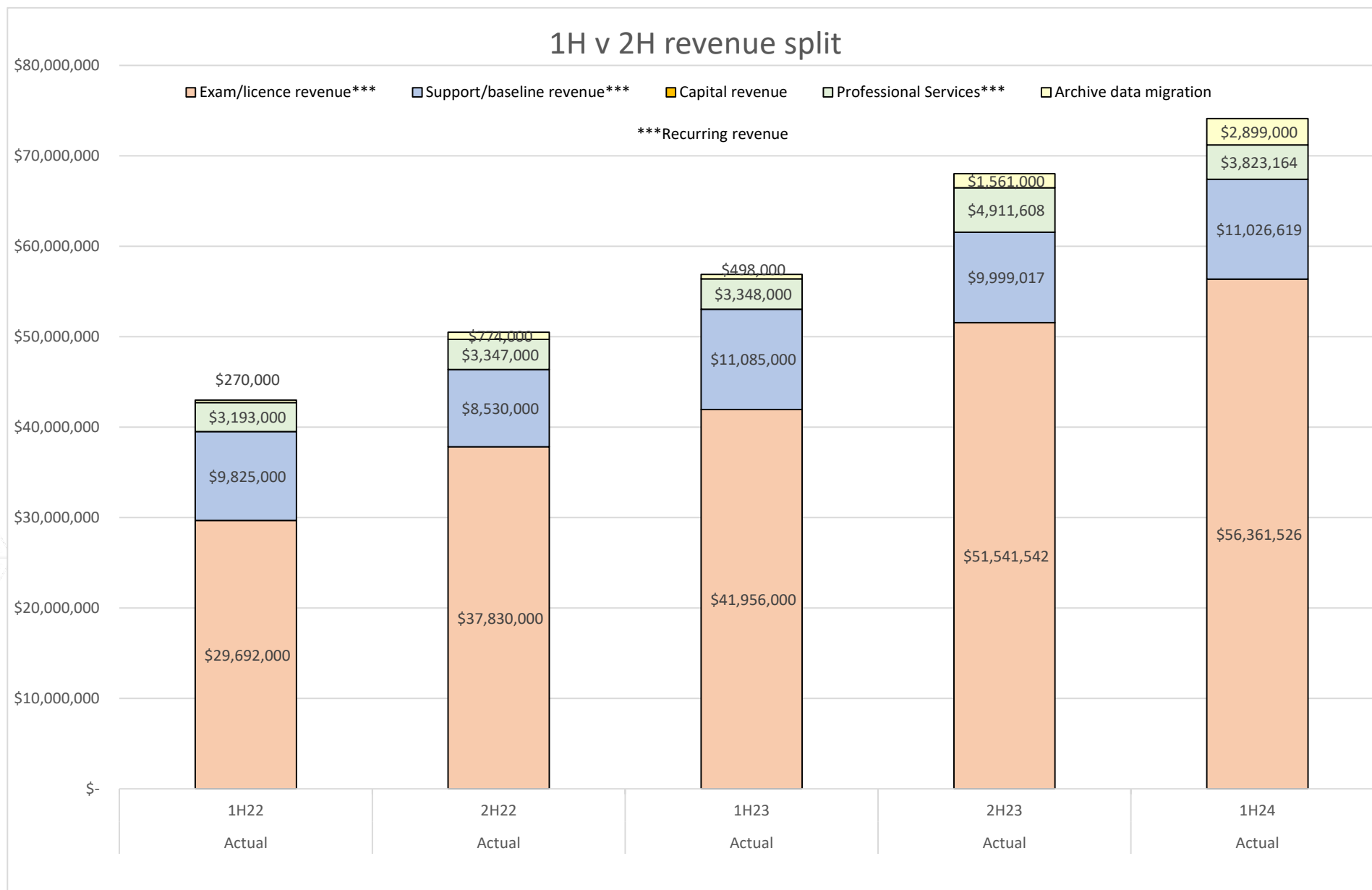


OVER 40+ SOFTWARE ENGINEERS

RESULTS HY 2024



HY 2024 REVENUE SPLIT



HIGHLIGHTS HY 2024



Continues to grow
STRONGLY

CURRENT
PIPELINE



Memorial Sloan Kettering
Cancer Center

\$24M/7 years
New Contract

JULY
2023



Baylor Scott & White
HEALTH

\$140M/10 years
New Contract

SEPTEMBER
2023



South Shore Health

\$16M/8 years
New Contract

OCTOBER
2023



OREGON
HEALTH & SCIENCE
UNIVERSITY

\$20M/8 years
New Contract

NOVEMBER
2023



NOVEMBER -
DECEMBER
2023



Continues to grow
STRONGLY

CURRENT
PIPELINE

OPERATONAL (TRANSACTION) MODEL

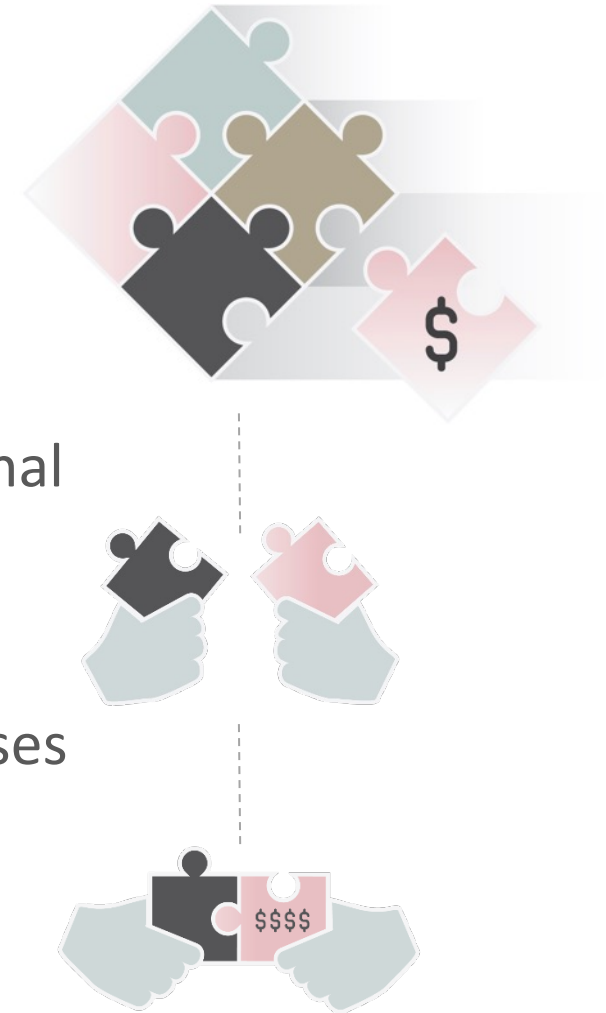
- Used in vast majority of US contracts
- Delivered as SaaS model
- Model based on transaction minimums
- Forward revenue > A\$608M/5 years*
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

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



OPERATING LEVERAGE


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













In Review

2023/2024 Top Hospitals

(alphabetical order)



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



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

Increasing footprint in the IDN space

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

Visage 7.0

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



SPEED



FUNCTIONALITY



SCALABILITY

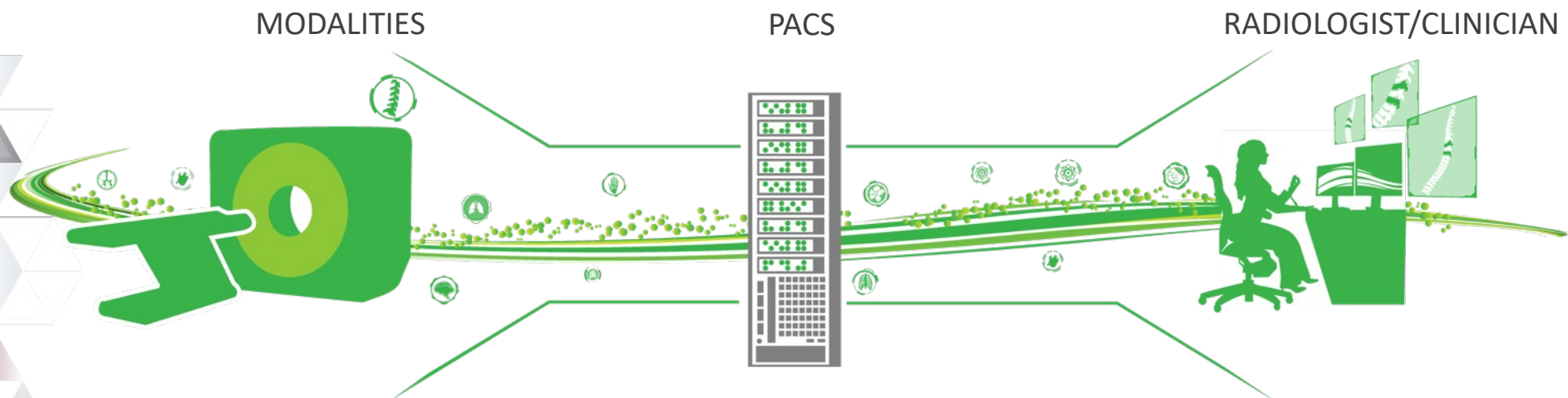
MASSIVE DATA EXPLOSION

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



LEGACY TECHNOLOGY

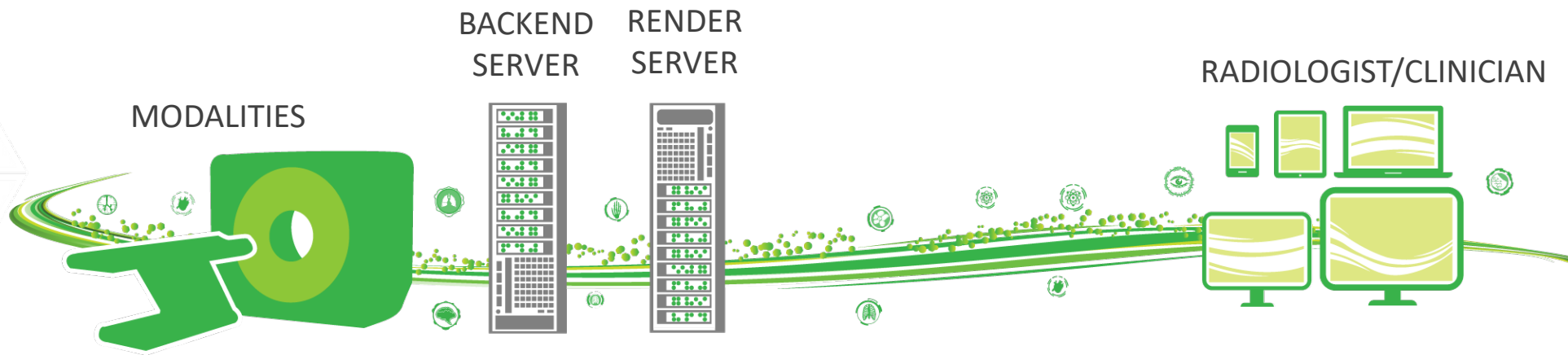
“Compress and Send”



Visage SOLUTION:



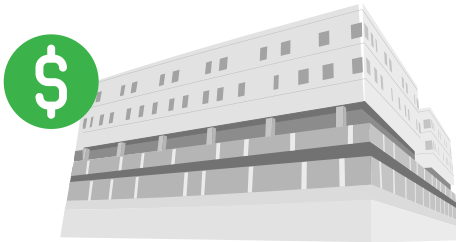
VISAGE 7 Streaming Technology



FAST TRACK IMPLEMENTATION

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

VISAGE – PROVEN ROI



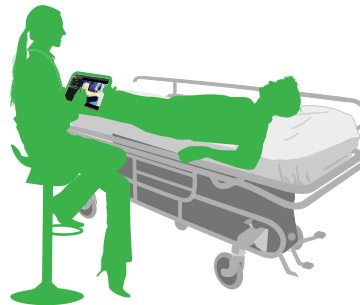
Significant IT &
Infrastructure
Savings



Unparalleled
Increase in
Radiologist
Efficiency



Greater Clinical
Accuracy



Improved Physician
Engagement

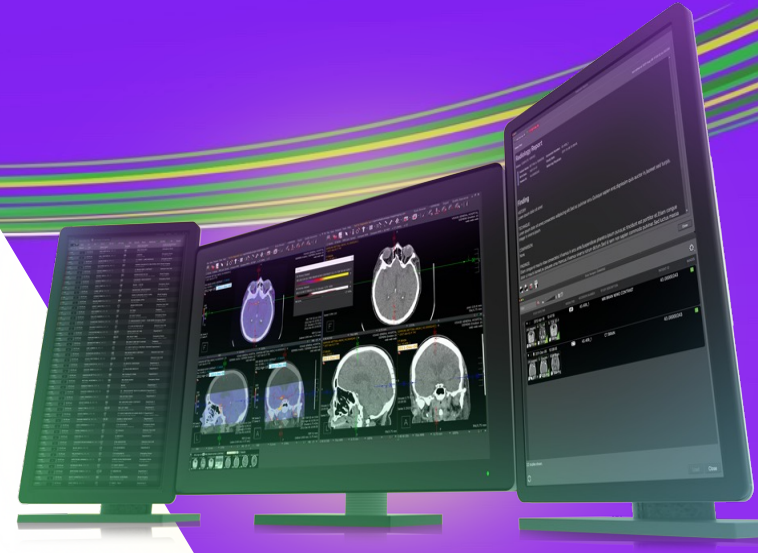


Delivers Superior
Value Proposition

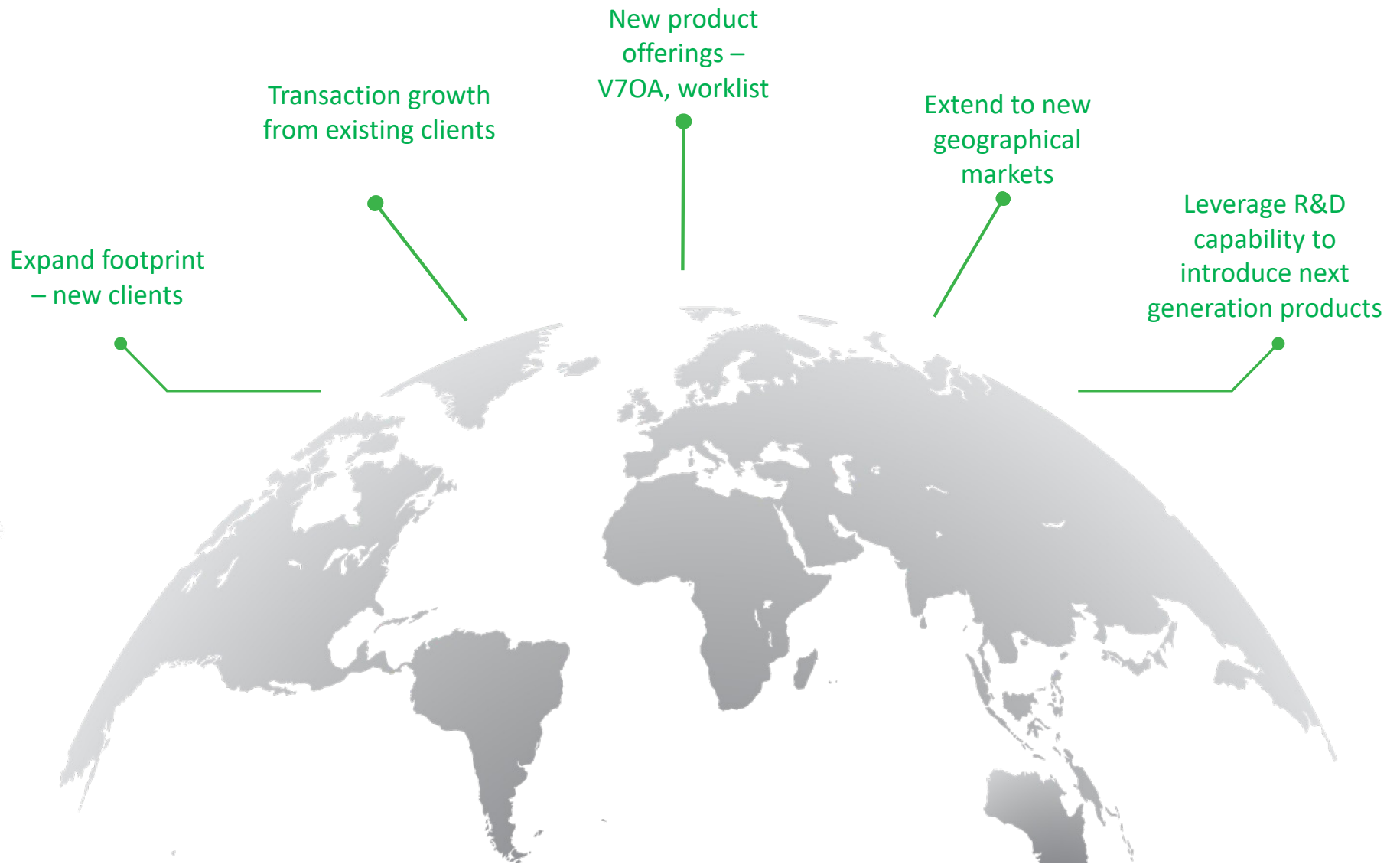
Clinical Outcomes



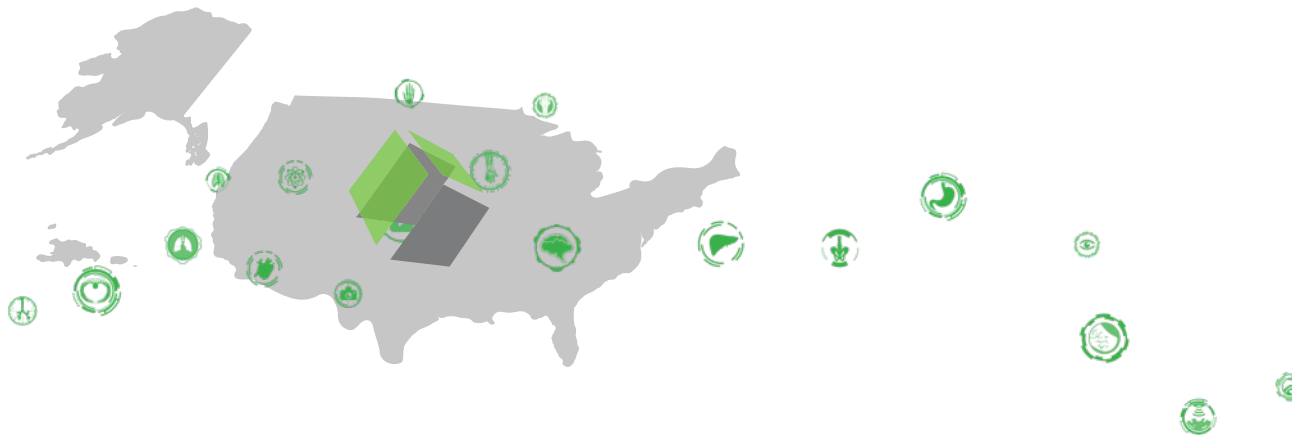
Moving the Needle



GROWTH STRATEGY

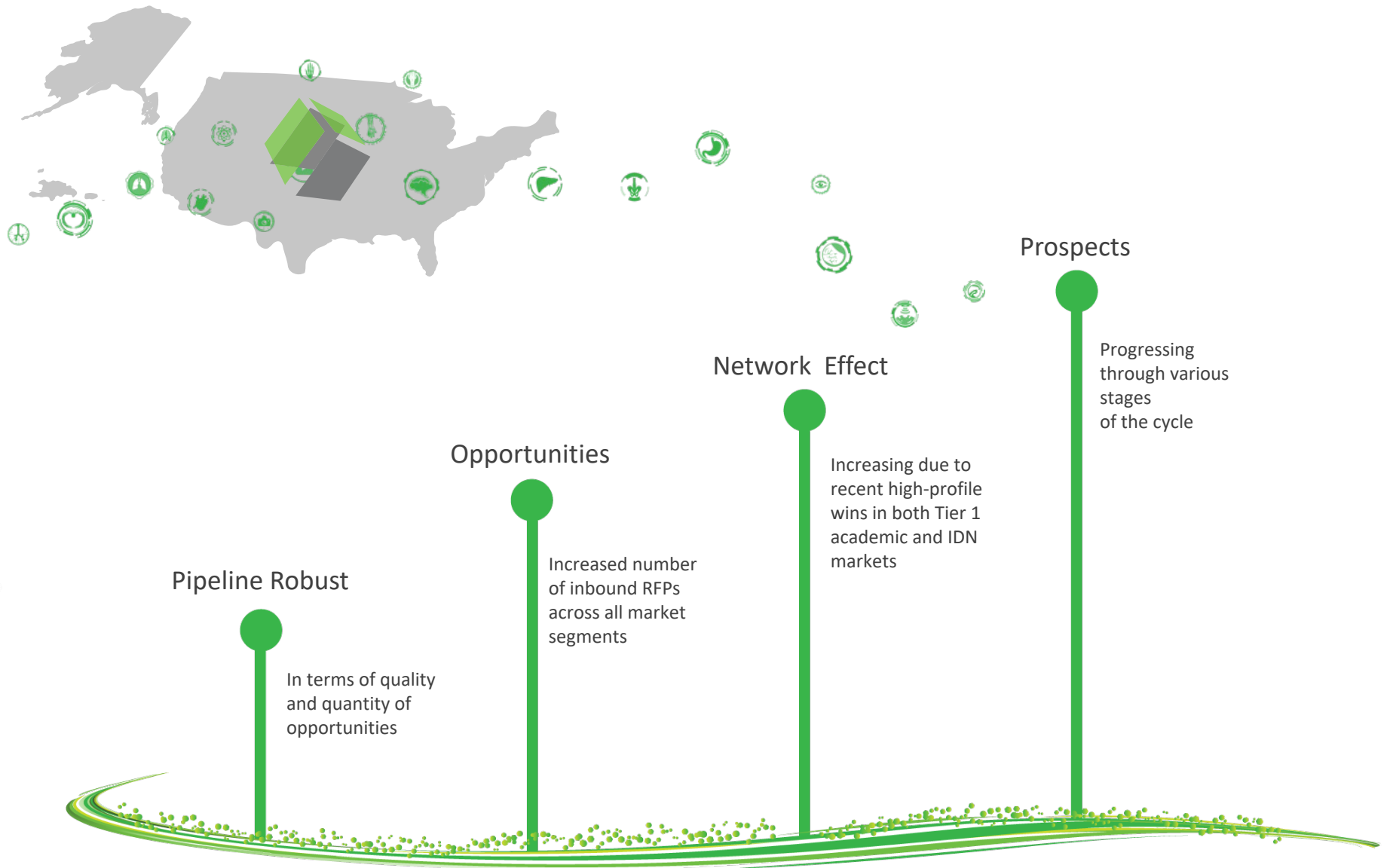


NORTH AMERICA – TAM



- 650 Million exams performed per annum in the US
- Growing by ~ 3.5% per year
- Visage able to address 100% of TAM from a product perspective
- ~ 85% of TAM addressable from commercial perspective – “full stack”, Cloud etc
- Current penetration is 7% and growing
- Very significant addressable runway

NORTH AMERICAN PIPELINE



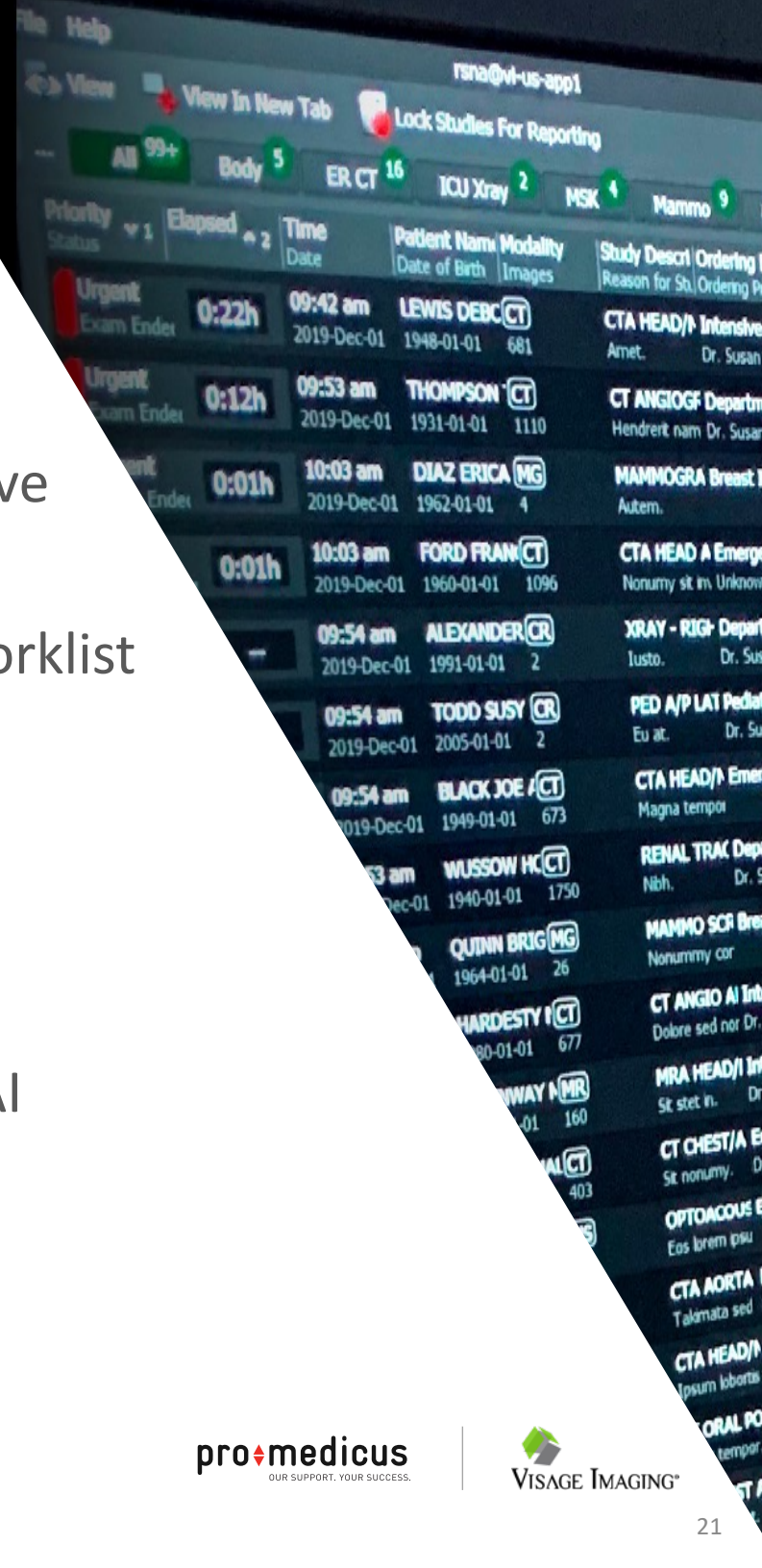
VISAGE 7 OPEN ARCHIVE



- Same highly scalable Visage 7 platform
- Visage 7 Open Archive integral part of “Full Stack” solution
- Pipeline includes numerous Visage 7 Open Archive opportunities
- Key component of Visage in the Cloud strategy
- Transaction based model with potential upside

VISAGE 7 WORKFLOW

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



Visage CloudPACS

- Visage 7 – fully Cloud native
- Ultrafast performance
- Full Visage 7 functionality + security and scale of cloud
- Cloud vendor agnostic - large scale implementations in all 3 cloud vendors - AWS, Azure and Google GCP
- Pipeline mandating Cloud deployment
- Significant strategic advantage over competitors





AI in Radiology

AI

ACCELERATOR

- Imbedded in SW or imaging equipment
- Prioritisation of cases – eg intracranial haemorrhage
- Screening – eg early-stage lung nodule detection
- Aid to diagnosis – 2nd opinion, incidental findings
- Automated diagnosis

AI Research Leadership



Malte Westerhoff, PhD
Global Chief Technology
Officer



Detlev Stalling, PhD
Head of Development



Ming De Lin, PhD
Clinical Research Manager
North America



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

AI

ACCELERATOR

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Visage Ease VP for Apple Vision Pro



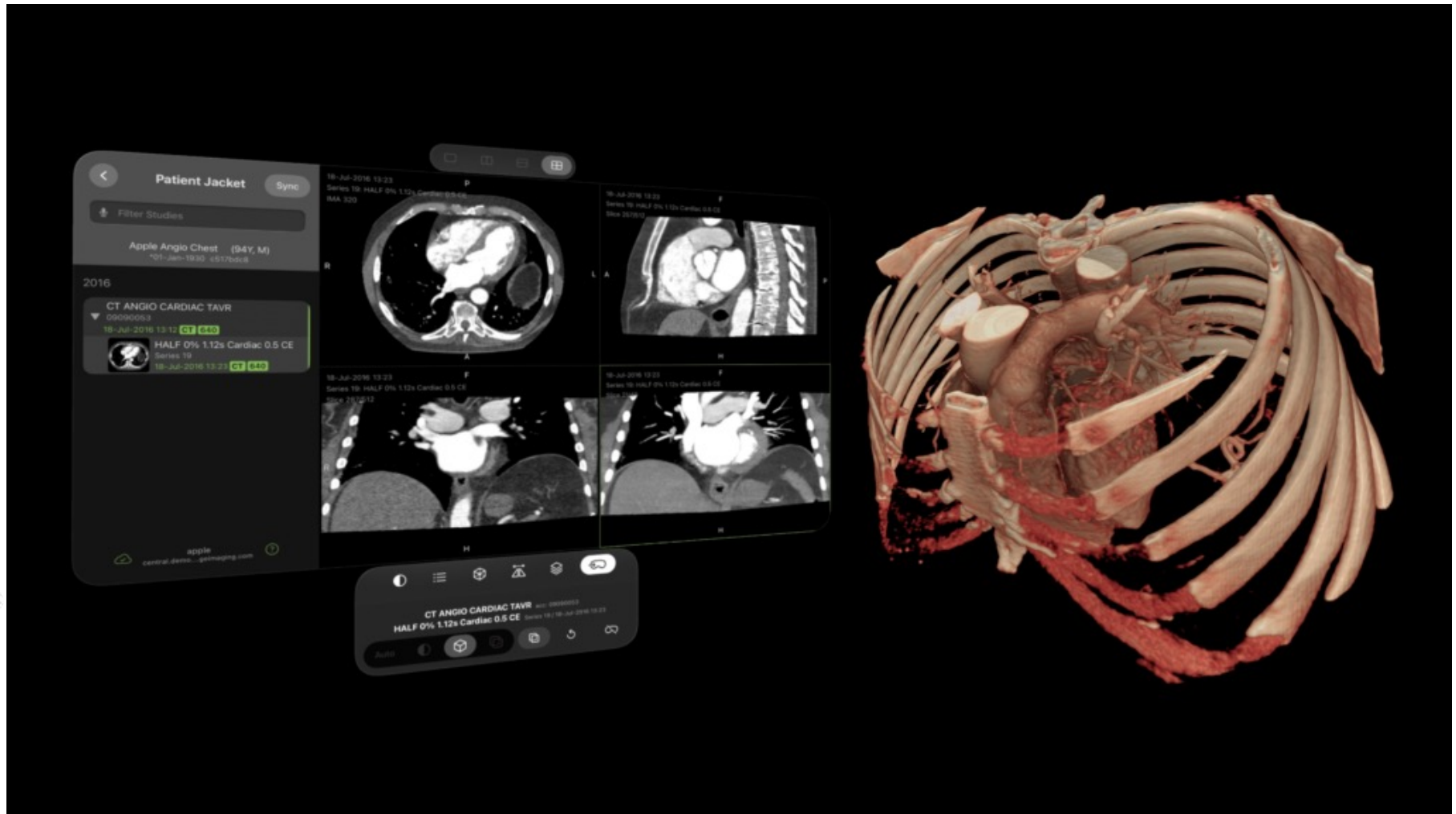
“From the Flintstones to the Jetsons”



Visage Ease VP for Apple Vision Pro

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

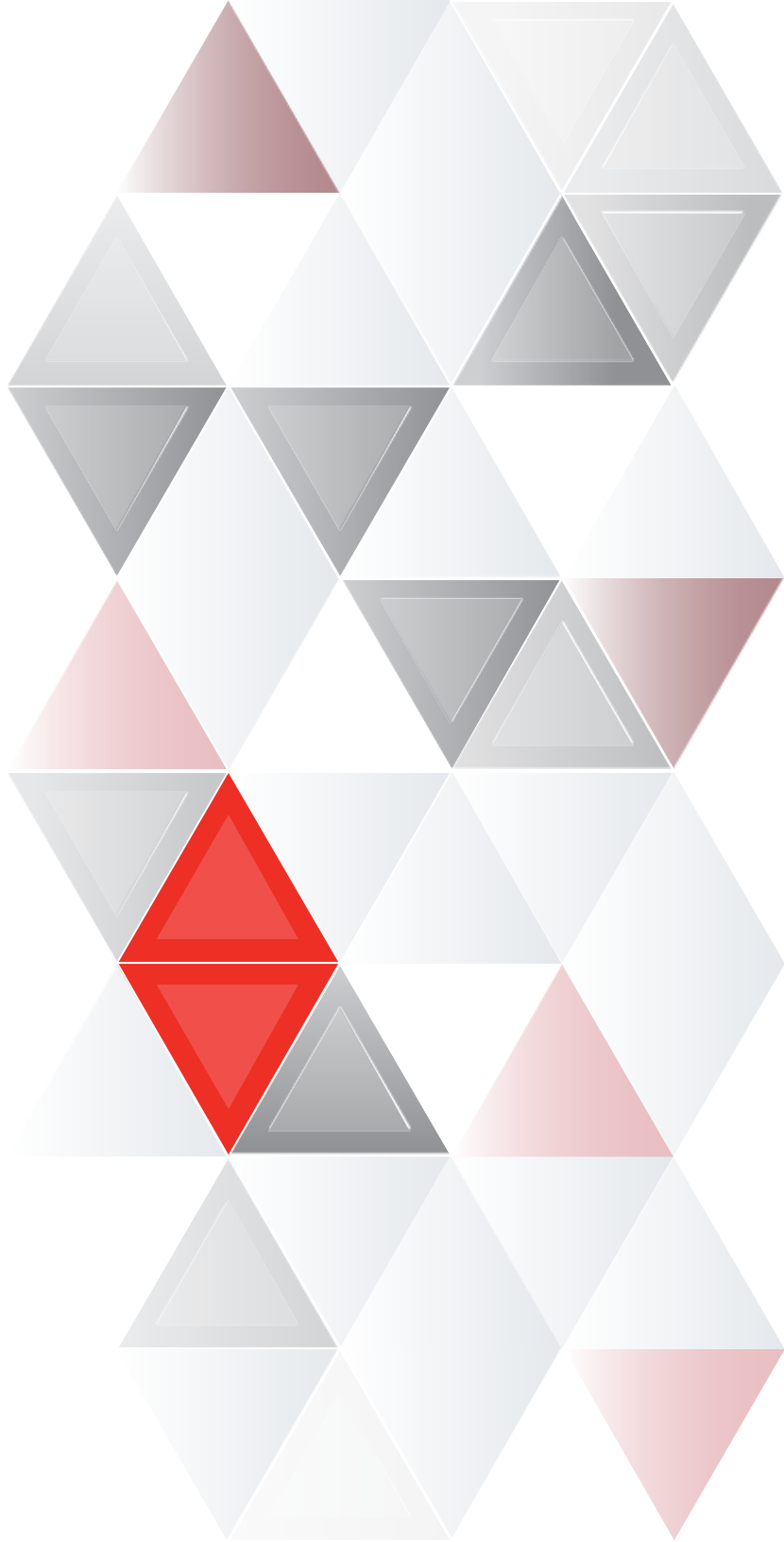
Visage Ease VP for Apple Vision Pro



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

SUMMARY

- Most successful half in company's history
- North American footprint continues to grow strongly
- Expanded product portfolio – “full stack” solution
- Cloud – huge strategic advantage over competitors
- Unparalleled value proposition both clinical and financial RoI
- Pipeline Continues to grow strongly.
- Large TAM – very long runway
- Visage strategy well positioned to leverage AI as it becomes mainstream
- Launch of Visage Ease VP for Apple Vision Pro



THANK YOU