



TM

PainChek

Intelligent Pain Assessment

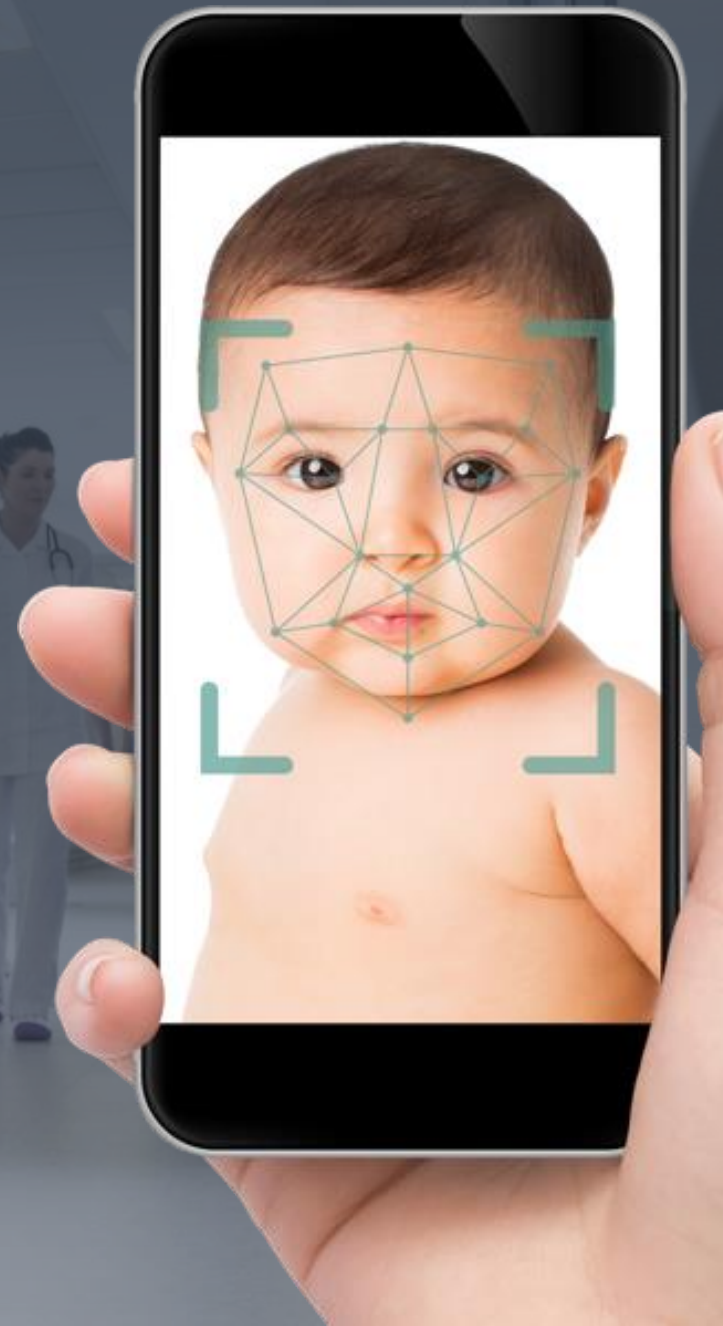
October 2024
Quarterly

PHILIP DAFFAS, CEO & MD

PAINCHEK LTD | ASX:PCK



Our purpose is to give
a **voice to people**
who **cannot reliably**
verbalise their pain



THE PAINCHEK® UNIVERSAL APP: QUICK AND EASY OPERATION

AI based micro-facial pain expression analysis:

- 3 second scan of patient face
- Recognises 9 micro-facial expressions indicative of pain

Guided digital questionnaire checklist:

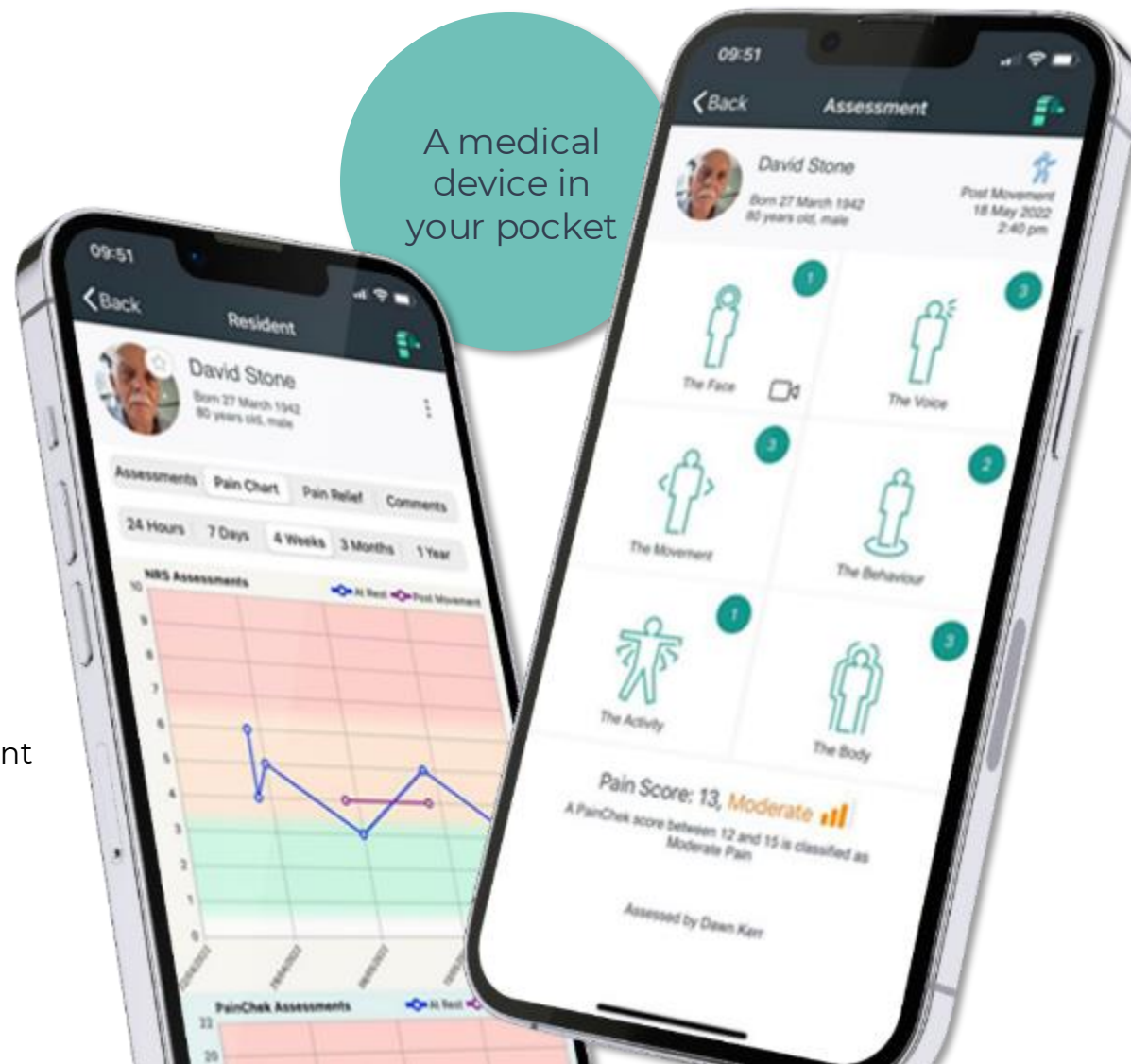
- Guides the carer in other pain assessment factors e.g. movement, vocalisation etc.
- Questions with Yes/No decisions

Automated pain assessment score:

- 42 test points
- Generates overall pain severity score
- No pain, mild, moderate or severe and pain profile of the resident

Documented via cloud backend:

- Pain trend line and monitoring of treatment
- Capability to integrate into resident medical records
- Data analytics capability for audit and accreditation



PAINCHEK WELL POSITIONED TO EXPLOIT LARGE GLOBAL MARKET OPPORTUNITES



AGED CARE MARKET

**6 MILLION BEDS ¹
&
\$300M ANNUAL
ARR ²**



HOME CARE

**UP TO 10X AGED
CARE MARKET ²**



INFANT MARKET

**400M PRE-VERBAL
CHILDREN
- 150M ANNUALLY TO
FIRST TIME PARENTS ³**



HOSPITAL MARKET

~\$1Bn ANNUALLY ⁴

1. World Alzheimer Report 2016
2. Management Estimates

3. United Nations Population Facts
4. Management estimates using sources from American Hospital Association,
European Commission, Australian Institute of Health and Welfare

PAINCHEK'S THREE PILLARS OF FOCUS

1

US market entry and commercialisation – regulatory submission pending with De Novo clearance targeted for early 2025



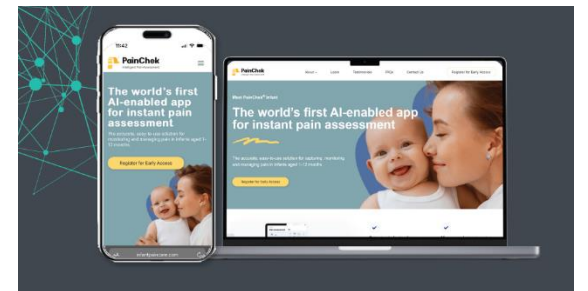
2

Continued acceleration in growth of PainChek Adult App in **international markets** across **Aged Care, Home care & Hospitals**



3

Direct to parent market entry of the Infant App



PAINCHEK'S THREE PILLARS OF FOCUS w/ Q1 FY25 HIGHLIGHTS



US market entry and commercialisation

- FDA validation study complete
- FDA clearance submission expected Nov 2024
- US based partners in place for rapid market entry upon approval



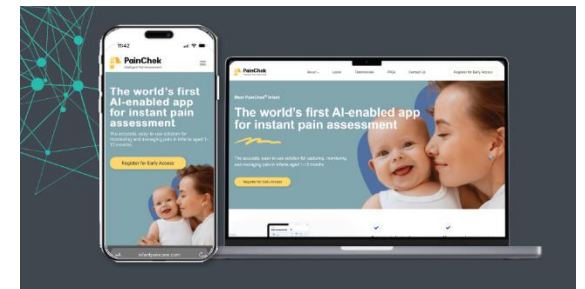
Continued acceleration in growth of PainChek

- 100k global licences -- \$4.8m ARR once fully implemented
- Spanning several international markets
- Mix of aged care, home care, hospital

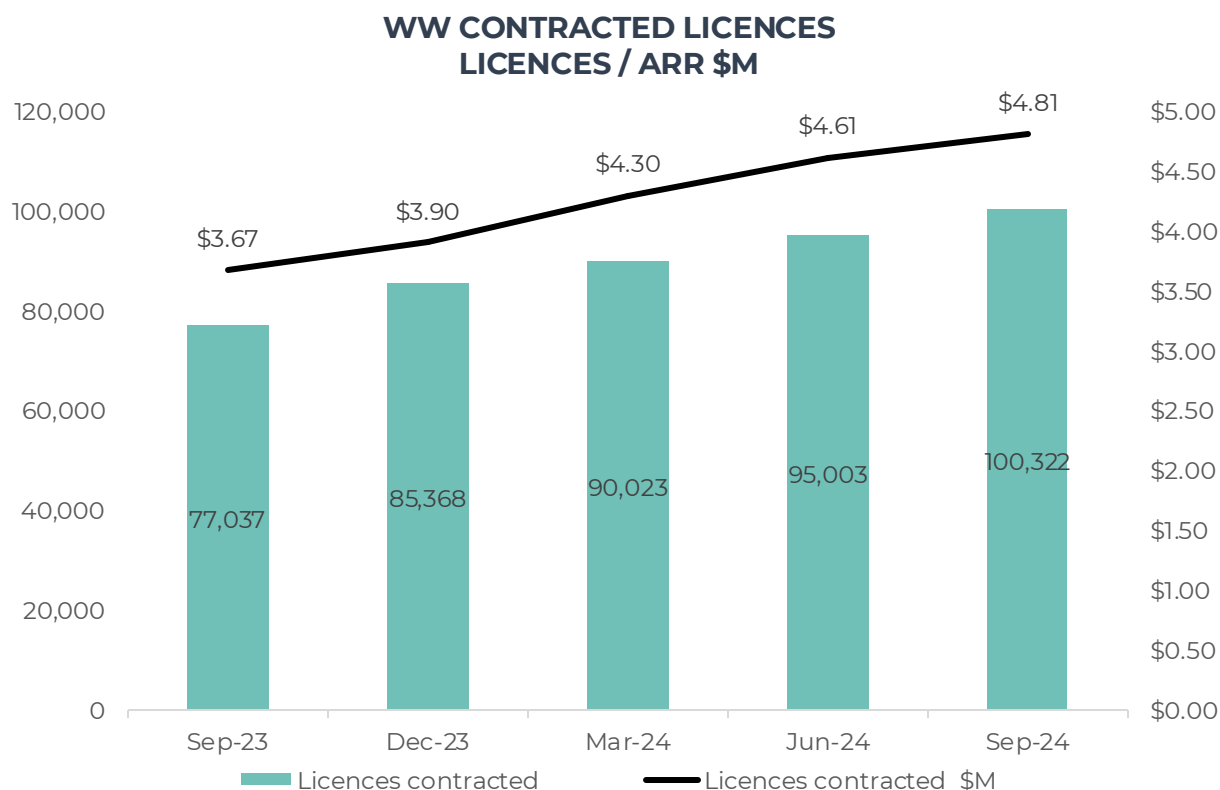


Direct to parent market entry of the Infant App

- Early access programme begins
- On track for 200 enrolled parent groups in Q4 CY24
- DTC partners in place
- Now approved on Apple App store



GLOBAL LICENCES REACH 100K MILESTONE \$4.8M ANNUAL RECCURRING REVENUE¹



31% increase in ARR¹ over the prior year



SAAS business model with **70-85% gross margins²** on annual licences



85% retention rate on annual renewals



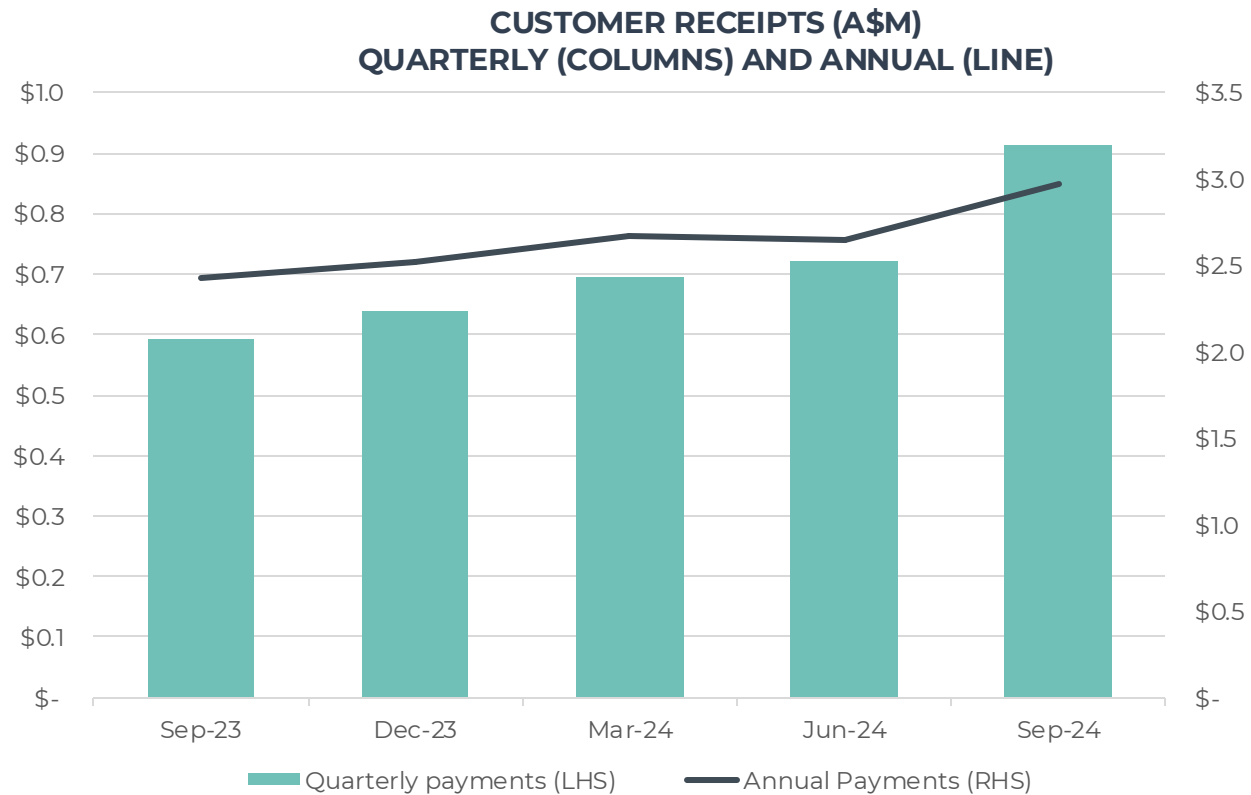
More than **1800 Aged Care homes** under commercial contracts globally



ARR target of \$4.8m covers core operating costs³

1. ARR on contracted bed licences 61% implemented at 30 September 2024
2. Gross margins depend on partner allocation and integration fee
3. When implemented and excluding R&D, corporate overhead & investment in new markets

GROWTH IN CUSTOMER RECEIPTS ALIGNED TO IMPLEMENTATIONS



53% increase in customer payments

Sep24 v Sep23 quarter



\$3m cash receipts from customers for the year ended September 2024

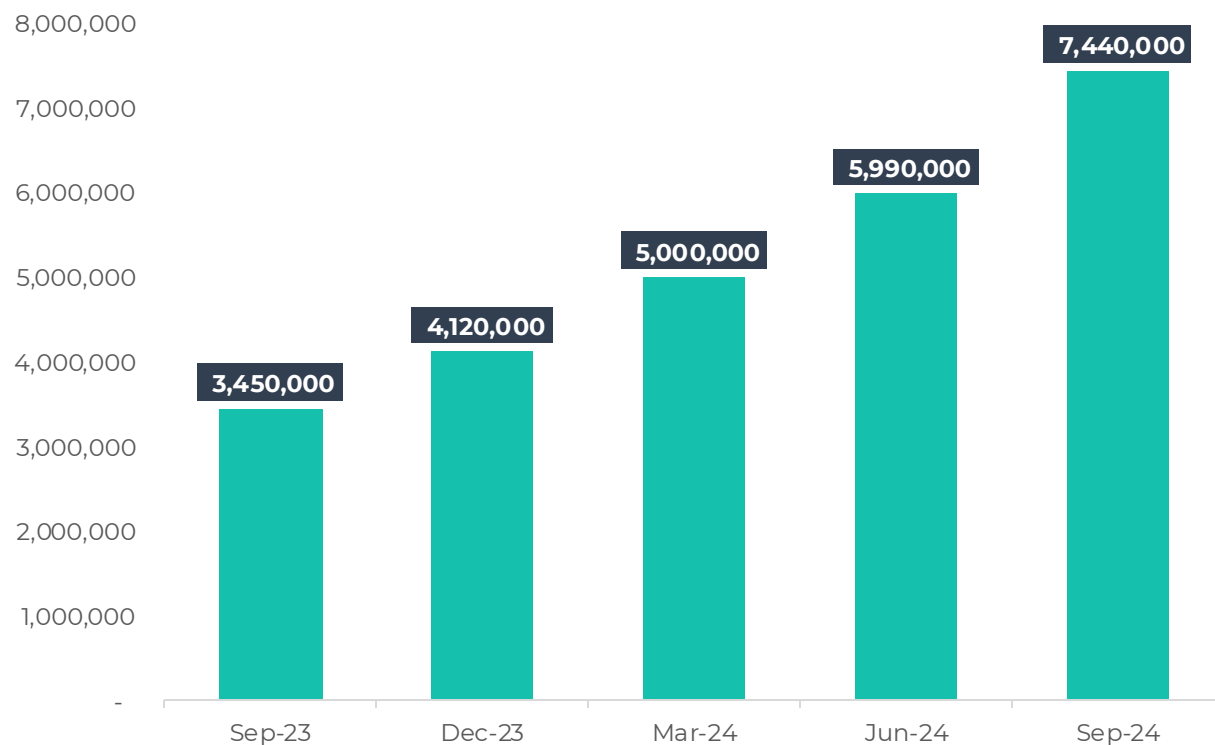


Increase in receipts with implemented ARR



New client contracts with **fixed implementation dates, driving faster payments**

CONSISTENT GROWTH IN UTILITY



Over **7 million to date global pain assessments** conducted on the PainChek platform



116% increase in global pain assessments over the previous year in Aged Care alone



Strong ongoing growth quarter on quarter clinical utility and implementation progress.

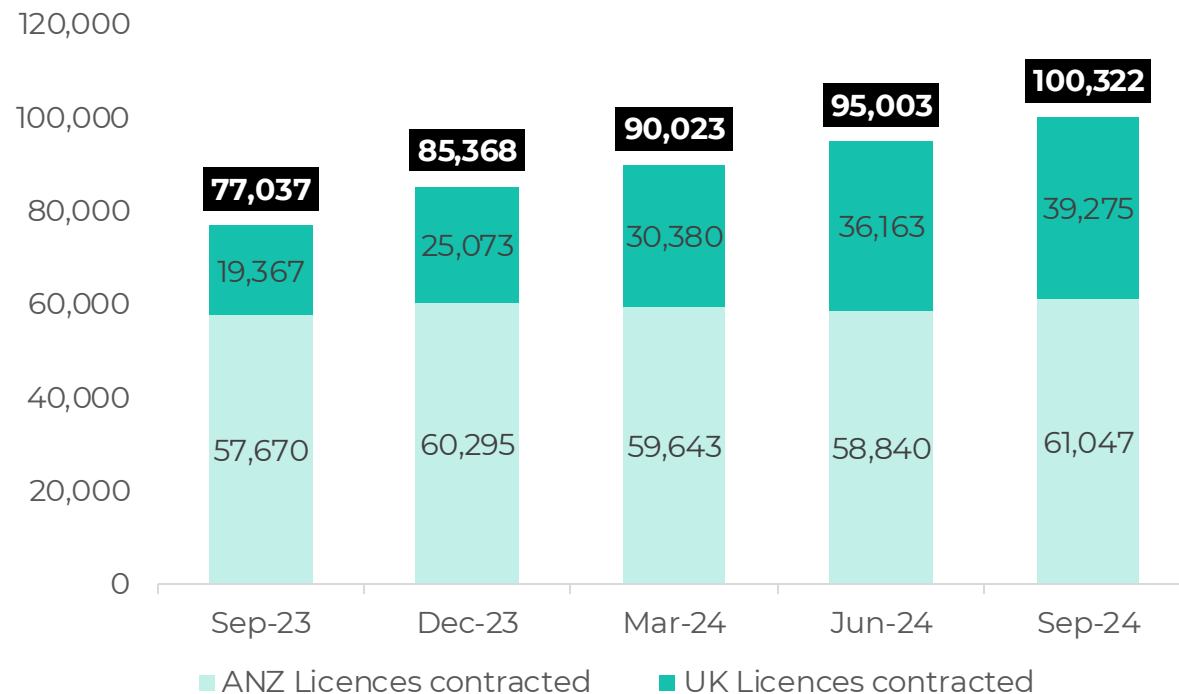


More than 16,000 carers and health care professionals trained

In 12 months PainChek has doubled cumulative assessments to 7.4 million

PAINCHEK'S INTERNATIONAL EXPANSION

WW CONTRACTED LICENCES BY REGION



Strong commercial presence in ANZ, UK, and Canada



Strong pipeline of beds in pilot programs and contracts in negotiation across all markets



Further acceleration of growth expected across other markets/verticals (infants, hospital, home care)



Pending EU market opportunities and US regulatory clearance

PAINCHEK ACROSS AUSTRALIA

AGED CARE'S MOST POPULAR DIGITAL CLINICAL TOOL

Aged Care

PainChek commercial licences cover around **60,000 beds** and **750 aged care homes**, around **30% of total AU RAC market** and new home care and hospital clients



NOTABLE EXISTING AUSTRALIAN AGED CARE CLIENTS (COVERING 25,000+ BEDS)

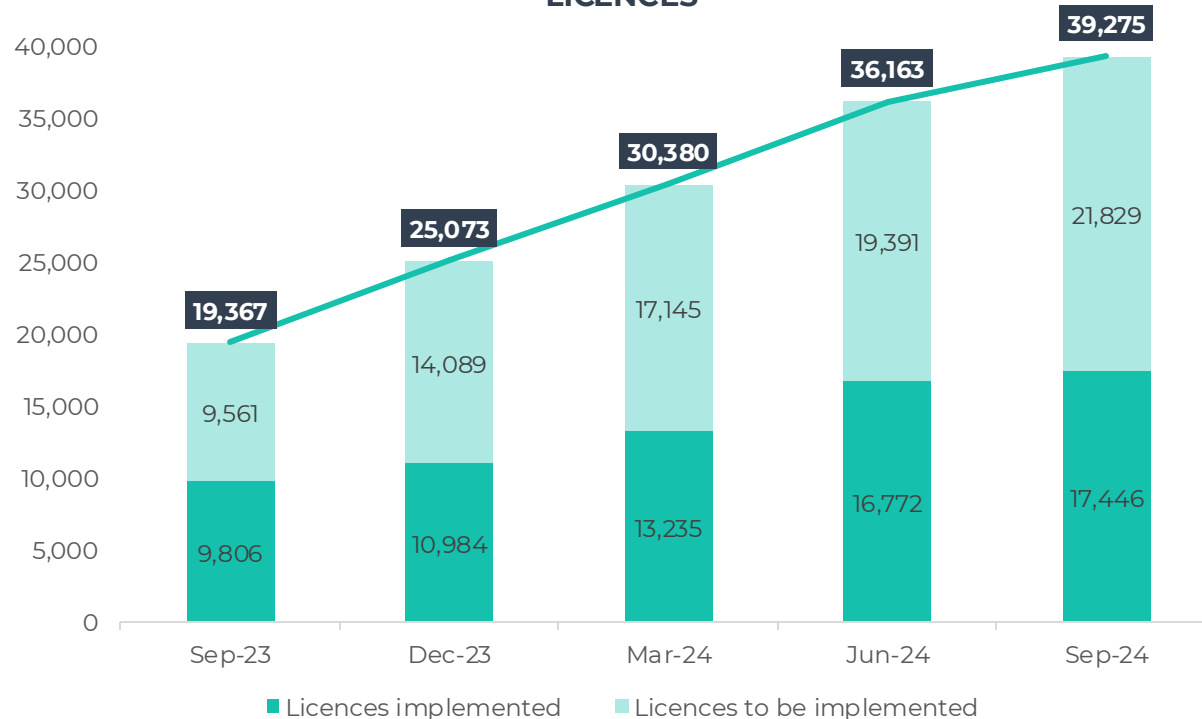


NOTABLE AGED CARE INTEGRATION PARTNERS CLIENTS PROVIDING ACCESS TO 175,000 AUSTRALIAN RAC & HOME CARE BEDS



UK GROWTH CONTINUES ACCELERATION IN 500,000 BED AGED CARE MARKET

UK CUSTOMER CONTRACTED
LICENCES



93% increase in UK contracted beds to more than 39,000 beds across 1,000 homes over prior year



A\$2.1M ARR in UK when fully implemented in a **A\$25M UK market opportunity**



Nourish reseller agreement in place with other partners in negotiation



Implemented beds grow 77% in the year- including roll out by Care UK across Scotland and government funding in SW London and Bedford, Luton and Milton Keynes.

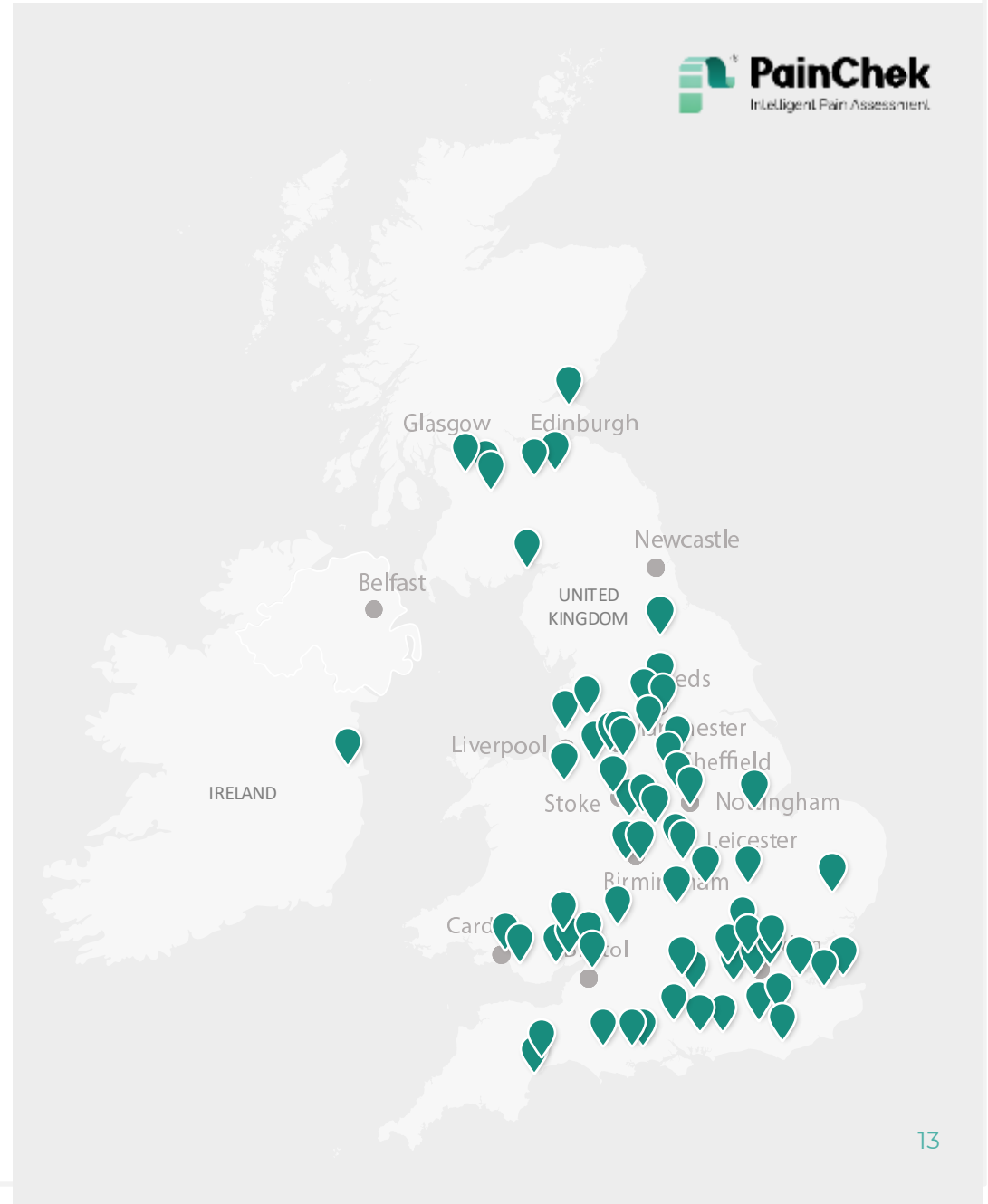
PAINCHEK'S GROWING UK FOOTPRINT IN A 500,000 BED MARKET

- PainChek commercial licences in UK aged care cover more than **39,000 beds** and **1,000 care homes**.

NOTABLE EXISTING UK AGED CARE CLIENTS COVERING 12,500 BEDS.



AGED CARE INTEGRATION PARTNERS PROVIDING ACCESS TO 400,000 UK RAC & HOME CARE BEDS



WHAT MAKES A SUCCESSFUL MEDICAL DEVICE?



WHAT MAKES A SUCCESSFUL MEDICAL DEVICE? - DELIVERS AN UNMET GLOBAL MEDICAL NEED



World's first regulatory validated medical device for pain assessment



Provides healthcare professionals with a proven solution for identifying and managing pain across all care settings



Replaces paper-based Abbey pain scale system

Creates personalised pain profiles that deliver improved outcomes



PainChek combines AI-driven analysis with user-guided features to accurately and consistently identify pain



WHAT MAKES A SUCCESSFUL MEDICAL DEVICE? - IMPROVES HEALTH & CLINICAL OUTCOMES



SCOTTISH CARE INSPECTORATE¹

- **Reduction in falls by 75% in 3 months (42% over 6 months)**
- Reduced stress and distress from rate of 12 incidents to 4 in 6 months
- More appropriate use of pain medication and a reduction in the prescribed rate of pain medication



ORCHARD CARE HOMES² PAIN MANAGEMENT

- **100% increase** in frequency of pain assessments
- **50% increase** in number of residents on regular pain relief as a result of newly identified pain
- **50% reduction** in distressed behaviours thought to be associated with pain



ORCHARD CARE HOMES² MEDICATION MANAGEMENT

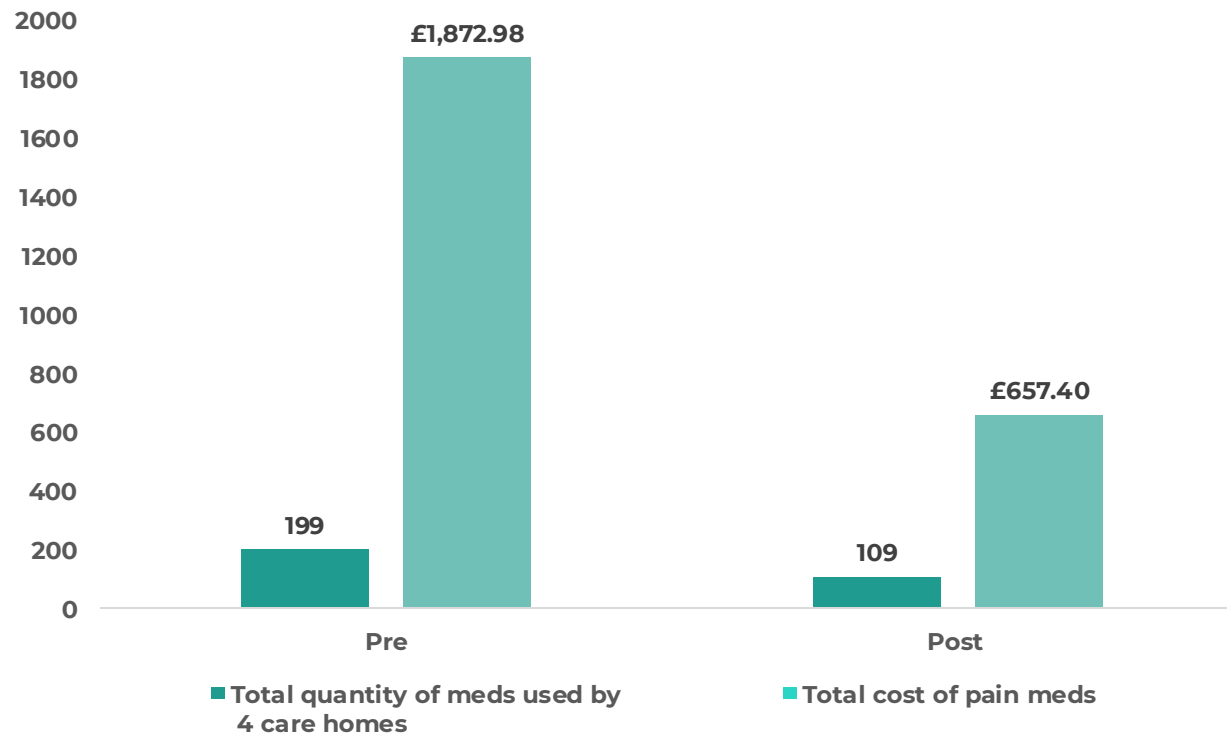
- **33% reduction** of antipsychotic drug use (46% stopped use)
- **29% reduction** in use of Benzodiazepines & PRN (46% stopped use)
- **92% reduction** in quantity of Safeguarding reported incidents

WHAT MAKES A SUCCESSFUL MEDICAL DEVICE?

– PRODUCES A COST/BENEFIT GAIN

- Sample of four registered care homes selected for analysis in BLMK ICB
- Data collected Feb-Jun 2024 (Feb-Apr as pre-intervention period / May-Jun as post-intervention period)
- **Significant quantity & cost benefits** for pain medication care providers use when observing pre and post intervention

QUANTITY AND COST OF PAIN MEDICATION

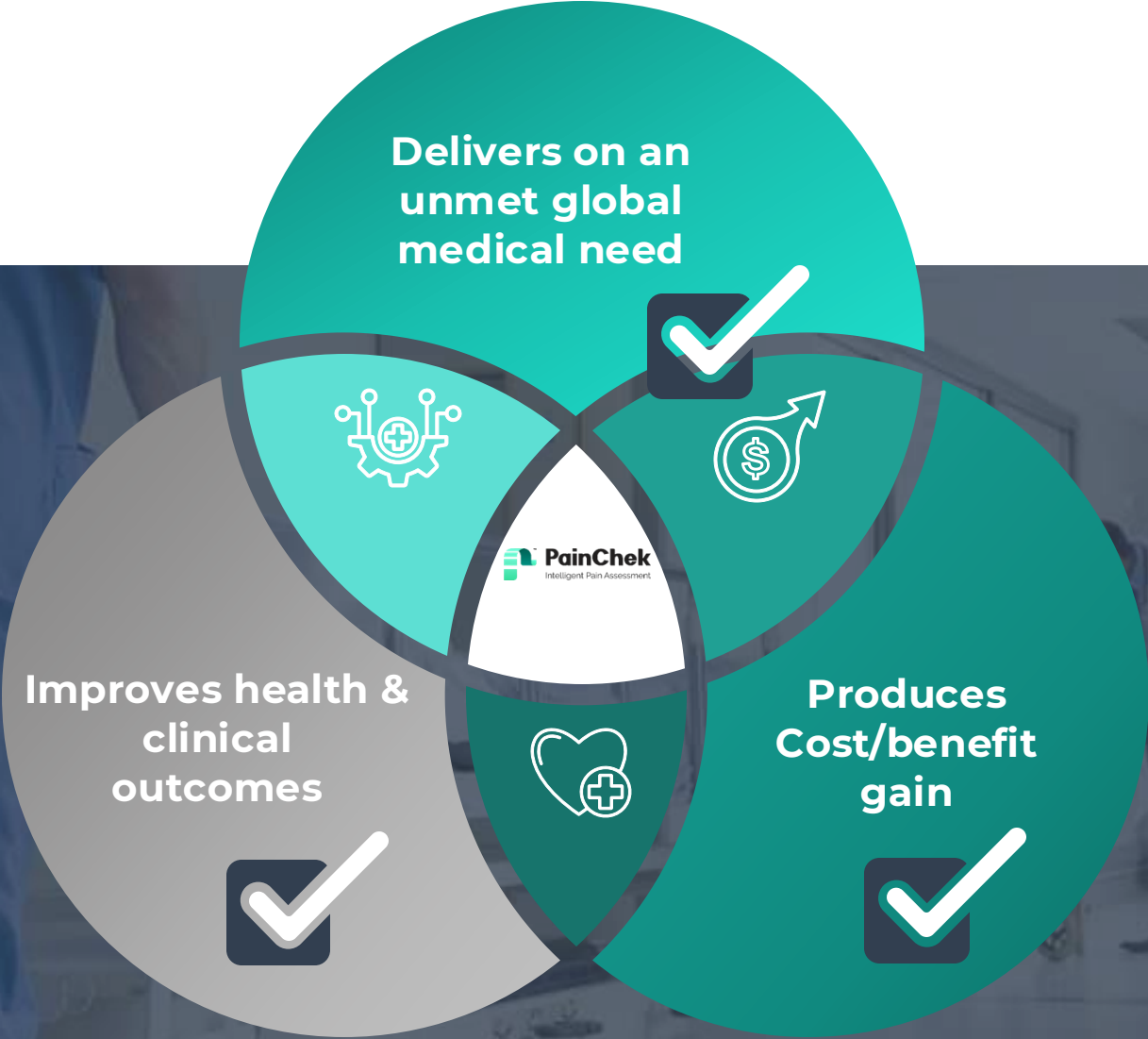


Quantity of pain meds.
45.2%
reduction



Cost of pain meds.
64.9%
reduction

PAINCHEK DELIVERS ON THE CORE ATTRIBUTES OF A SUCCESSFUL MEDICAL DEVICE



POSITIVE RESULTS PAVE WAY FOR FDA DE NOVO SUBMISSION – MARKET LAUNCH 2025



US FDA de Novo Validation Study delivers positive results – FDA submission expected within November 2024



Results from the study, which recruited 105 patients at five sites across Iowa & New York, consistent with other previous observational pain tool studies



Potential FDA clearance for PainChek's adult app also provides a predicate for its use with infants & in other market segments



MARKET PARTNERSHIPS AND DRIVERS FOR USA & CANADA

PAINCHEK IS TARGETING FDA DE NOVO CLEARANCE AND US LAUNCH IN EARLY 2025

NORTH AMERICAN LONG TERM CARE MARKET OPPORTUNITY

USA – 15,000 nursing homes with 1,700,000 beds¹

Canada – 2,000 care homes with 200,000 beds²

US National Committee for Quality Assurance driving change to move to “multidimensional” pain assessment tools for elderly with chronic pain³



PointClickCare: PainChek integrated with PointClickCare leading long term care provider in USA & Canada – providing access to 1,000,000+ beds.



Ethos Labs: PainChek sales distribution agreement with Ethos Labs to rapidly penetrate US long term care market



InterSystems: Global agreement to provide global hospital interoperability and EMR capability – initial focus in Europe and Asia Pacific

¹ <https://www.cdc.gov/nchs/fastats/nursing-home-care.htm>

² <https://www.cihi.ca/en/how-many-long-term-care-beds-are-there-in-canada>

³ <https://www.ncqa.org/wp-content/uploads/2023/02/05.-COA.pdf>

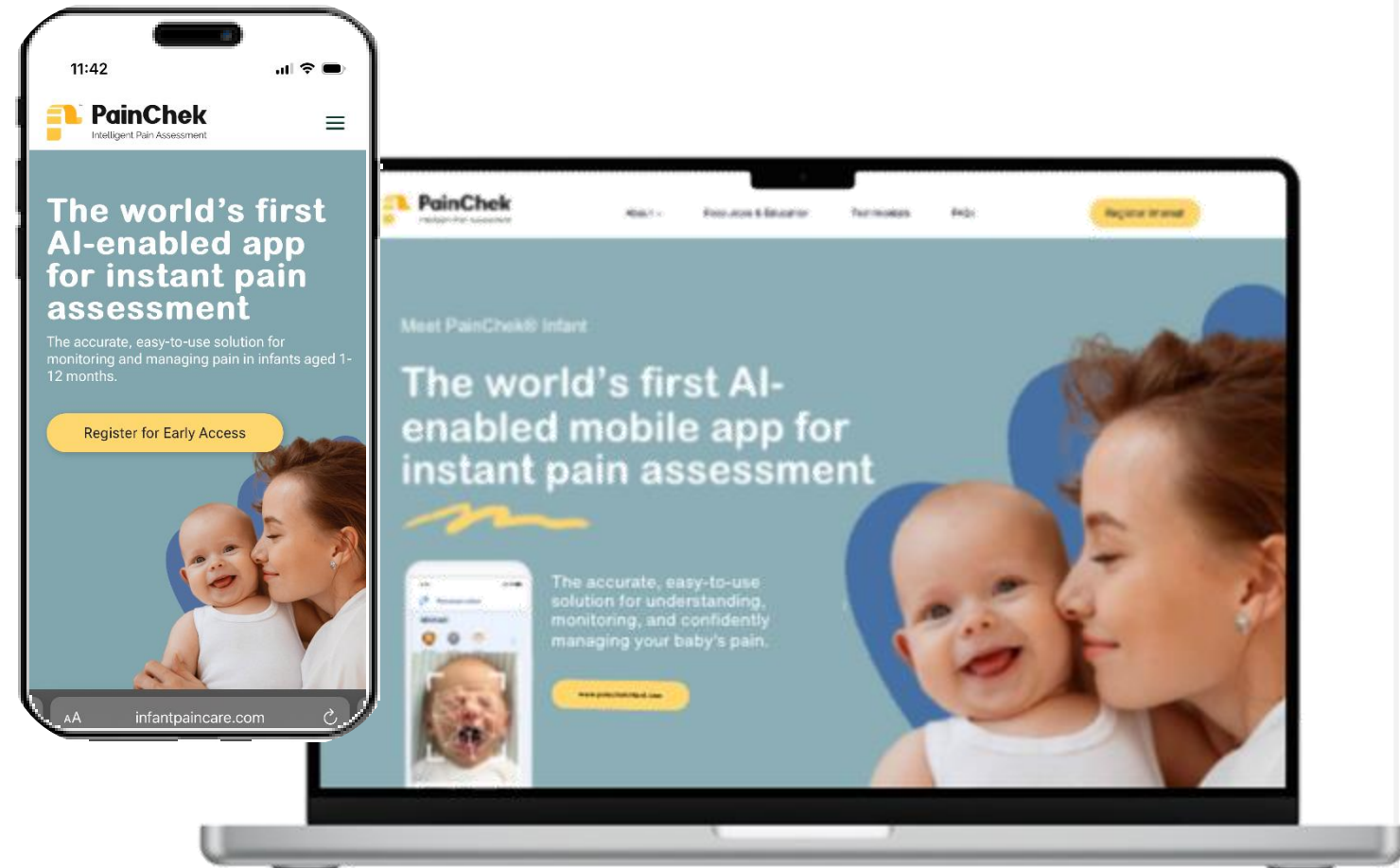
Meet PainChek® Infant

A PainChek Limited Product



MEET PAINCHEK® INFANT

- The newest addition to the PainChek family, **PainChek Infant, is the world's first AI-enabled app for instant pain assessment** on infants aged 1-12 months.
- Designed for **in-home use by parents or other non-medical carers**, PainChek infant provides easy to use technology that assesses baby in seconds and provides parents the opportunity to monitor pain over time.
- Globally, the Infant market **opportunity extends to up to 400 million pre-verbal children and 150 million born to first time parents each year**



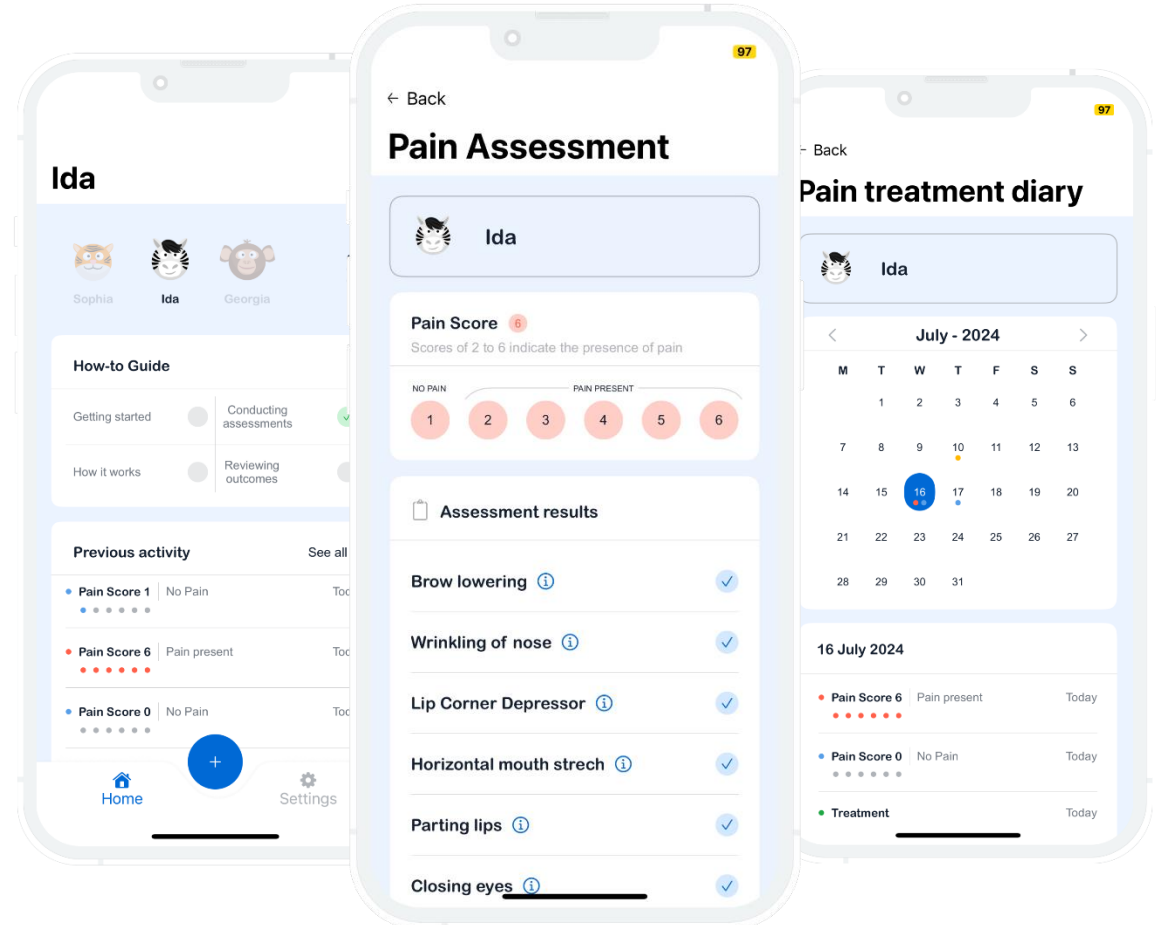
PAINCHEK® INFANT

www.painchekinfant.com
www.infantpaincare.com

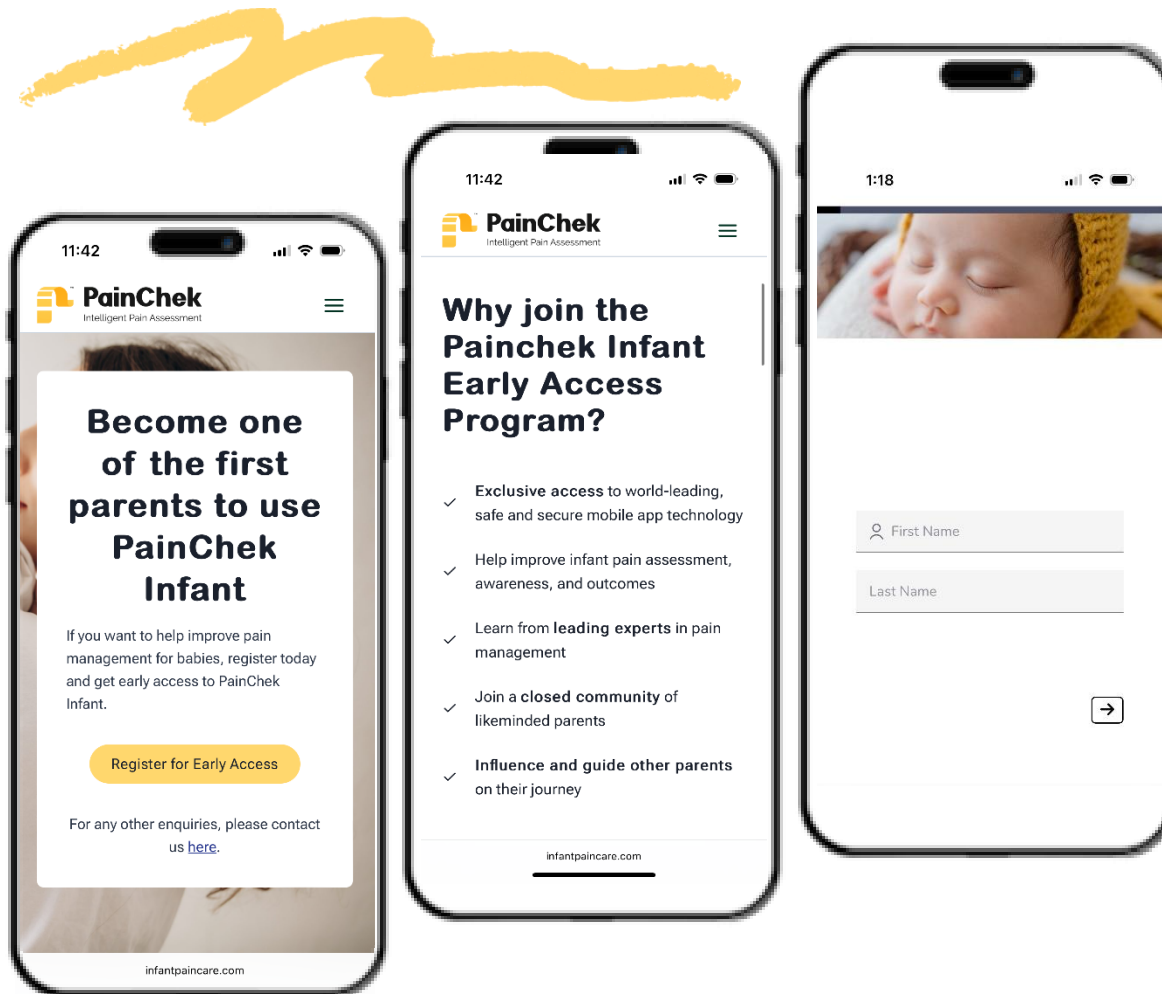
MEET PAINCHEK® INFANT



- PainChek® Infant app is a **fully inclusive App and provides a range of value adding features** for parents and family members, including:
 - 3-second pain assessment analysis
 - Monitoring historical pain events
 - Documenting treatments, including medications
 - Self-guided in-app training
 - User-friendliness in a non-clinical environment



EARLY ACCESS REGISTRATION NOW OPEN



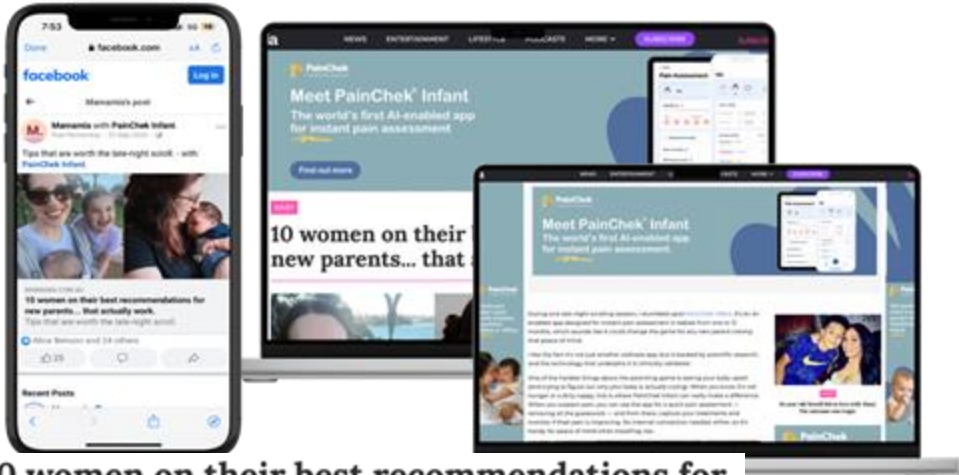
- PainChek Infant product is now available for use to a selected group of parents in Australia
- Eligible parents who sign up to the Early Access Program through the PainChek Infant website will be able to get pre-release access to the PainChek infant app
- Members of the program are invited to join a closed community group, receive valuable information and offers from relevant brands
- So far, we **recruited 50 families as members** organically into the program, leveraging partnerships with parent publications Kiindred and Mamamia

PAINCHEK® INFANT



BUILDING BRAND AND PRODUCT AWARENESS

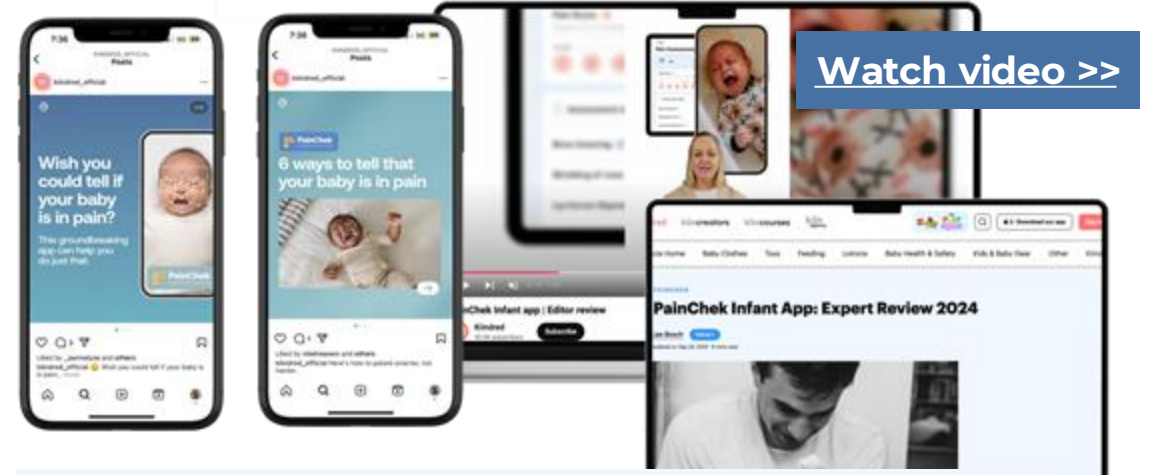
MamaMia



10 women on their best recommendations for new parents... that actually work.

"One of the hardest things about the parenting game is seeing your baby upset (and trying to figure out why your baby is actually crying). When you know it's not hunger or a dirty nappy, this is where PainChek Infant can really make a difference."
[Mamamia feature here.](#)

kiindred



[Watch video >>](#)

The PainChek Infant App: Expert Review 2024

"There have been so many times that I spun down Google spirals, tossed and turned into the night, and dialled up every other parent I know just in the hopes of figuring out what's going on with my little one. This app would've made all the difference for us, and I know it'll make all the difference for you." [Kiindred feature here.](#)



Working with digital media platforms focused on parenting has been highly effective in reaching our target audience across websites, Instagram, TikTok, YouTube, and Facebook. Phase 1 awareness metrics have been exceeded, and the first group of parents has been successfully onboarded into our Early Access Program.



+247% Brand awareness metrics vs. target

PARENT AND PROFESSIONAL ENDORSEMENTS



3w · ❤️ by author

It's so hard to know what is wrong when they can't tell you. This app would have been a game changer when my kids were little 🙏🏻🙏🏻

Reply



by author

Great app for parents with babies

Reply



kiindred_official 5w · Author

it sure is! Wish it was around when mine were little. So many unknowns when they can't tell you what's wrong!

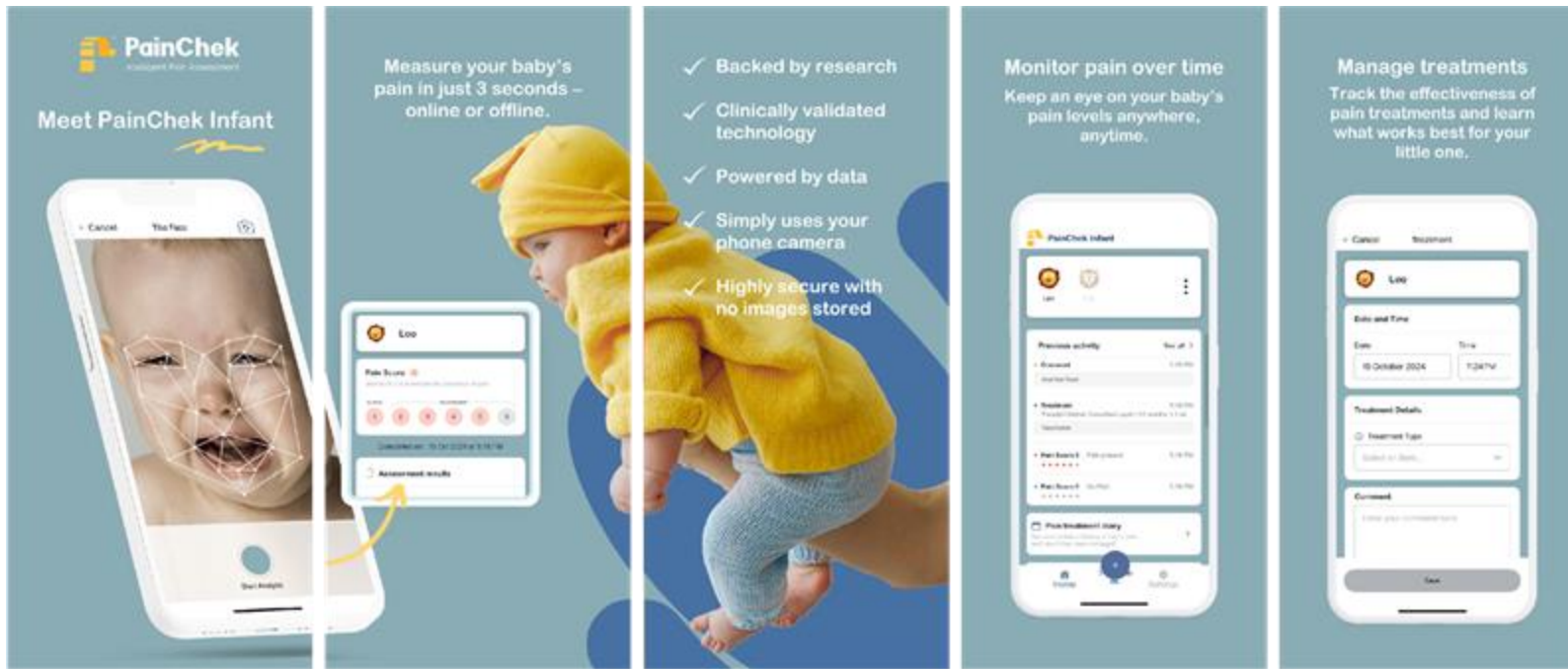
Reply



“Pain is not uncommon in young children, even those who cannot tell you they are in pain. While in the past it was thought young children including infant did not experience pain, this has been proven not to be true. Simple procedures such as heel prick tests and immunisation can cause acute pain, which if not managed effectively can have long-term consequences such as needle phobia and avoidance of healthcare. That it is why it is so important to assess and manage it effectively.”

—Lauren Barber, CEO NeedleCalm

NOW APPROVED FOR THE APPLE APP STORE



- PainChek Infant has entered **the final phase of direct to parental testing**
- The PainChek Infant App is **now becoming available directly through the Apple App store**, driving growth in registrations and broad market entry in 2025



CORPORATE SUMMARY

Top shareholders %

Peters Investments Proprietary Ltd	7.3%
Founders	4.6%
Board & key staff	4.0%

Financial information

Share price (29 th October 2024)	A\$0.034
Shares on issue	1,637.3m
Market capitalisation	AUD \$55.6M
Cash (30 September 2024)	A\$1.7M*
Debt	Nil
Unlisted options/performance rights	73.9m

* PainChek expects to secure financing against a R&D incentive claim, 80% of a total claim of \$1.2M can be financed if needed

THE TEAM



Philip Daffas
CEO & Managing
Director, MBA, BSc

Philip is a highly accomplished global business leader & people manager. Philip has held senior global leadership positions with Cochlear & Roche in Europe, US & Australia.



Prof. Jeff Hughes
Chief Scientific
Officer PhD, MPS

Jeff is a professor in the School of Pharmacy, Curtin University in Western Australia. Jeff is one of the team who developed the PainChek® concept.



Andrew Hoggan
Head of Operations

Andy is a Psychologist, management consultant, business leader & executive coach. Andrew has worked in both Australia & the UK across aged care & home care services.



Iain McAdam
CFO

Iain has over 20 years finance & transformational change experience within listed high growth multinational software & services companies, including iSoft & eServGlobal.



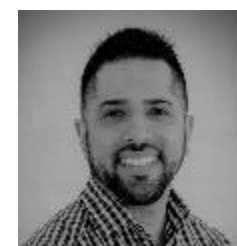
Scott Robertson
Chief Technology Officer, MBA,
B.Eng.(Comp. Systems)

Scott has over 25 years' experience designing, deploying & managing enterprise software systems, adapting to changing client needs.



David Allsopp
Head of Business
Development ANZ

David has extensive account management, relationship management. He is renowned for establishing trusting, transparent & long-standing relationships in the healthcare space.



Tandeep Gill
Senior Business
Development Manager, UK

Tandeep is a registered pharmacist in both the hospital & community setting, with ten years experience in senior health & social care positions. He has spent three years leading the advancement of technology solutions in the UK.

THE BOARD



John Murray
Non-Exec Chair

25 years in tech & Venture Capital. Founder of Technology Venture Partners, ex Chair of Residential Aged Care provider. Multiple non-exec board roles.



Philip Daffas
CEO & Managing Director

Philip is a highly accomplished global business leader & people manager. Philip has held senior global leadership positions with Cochlear & Roche in Europe, US & Australia.



Ross Harricks
Non-Exec Director

Senior global medical device executive with Nucleus & experienced healthcare NED.



Adam Davey
Non-Exec Director

Corporate finance executive with extensive capital markets experience.



Cynthia Payne
Non-Exec Director

30 years executive leadership experience as well as significant board and operational experience in residential and home aged care services in Australia.

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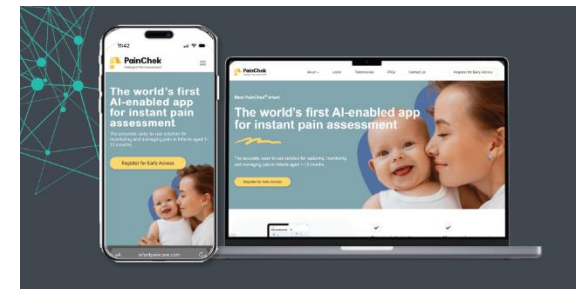
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Quarterly Update
October 2024

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