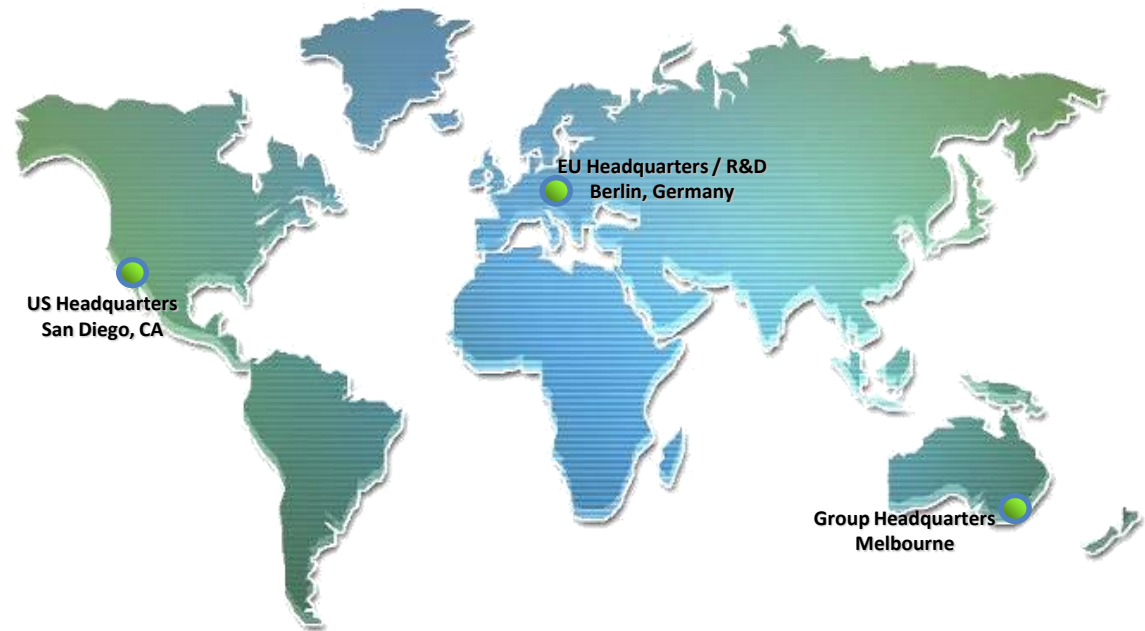


Pro Medicus (ASX:PME)

Healthcare IT company specializing in Enterprise Medical Imaging and Radiology Information System software.

Leading edge products, growing presence globally.

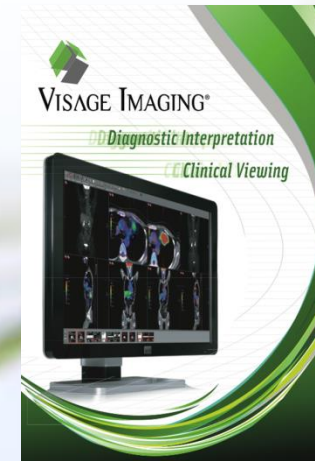
VISAGE



Over 40 Software Engineers

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PME Ltd




Visage RIS *

Pro Medicus.net

Visage 7 *
Product Suite

OEM

Leading Edge Product Set – Visage Imaging Number 1 in Speed, Functionality, Scalability



VISAGE IMAGING®

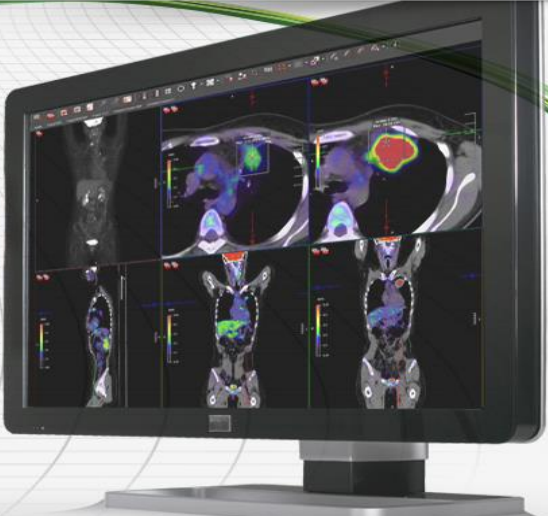
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SPEED is everything.

Amazingly fast and designed for scale.

Visage Imaging provides enterprise imaging and advanced visualization solutions for diagnostic imaging.

[LEARN MORE](#)



SPEED

With speed, you can. Visage 7 is designed for amazing speed irrespective of the type, number or size of the studies required for display, freeing up precious time for you to do more.



FUNCTIONALITY

Expectations, exceeded. Visage 7 is the essence of sophistication and simplicity, harnessing a myriad of capabilities and delivered as a multi-dimensional enterprise viewer.



SCALABILITY

One for all. Architected for ubiquitous imaging, Visage 7 is the server-side platform that streamlines complexity, allowing even the largest organizations to stay ahead of the curve.

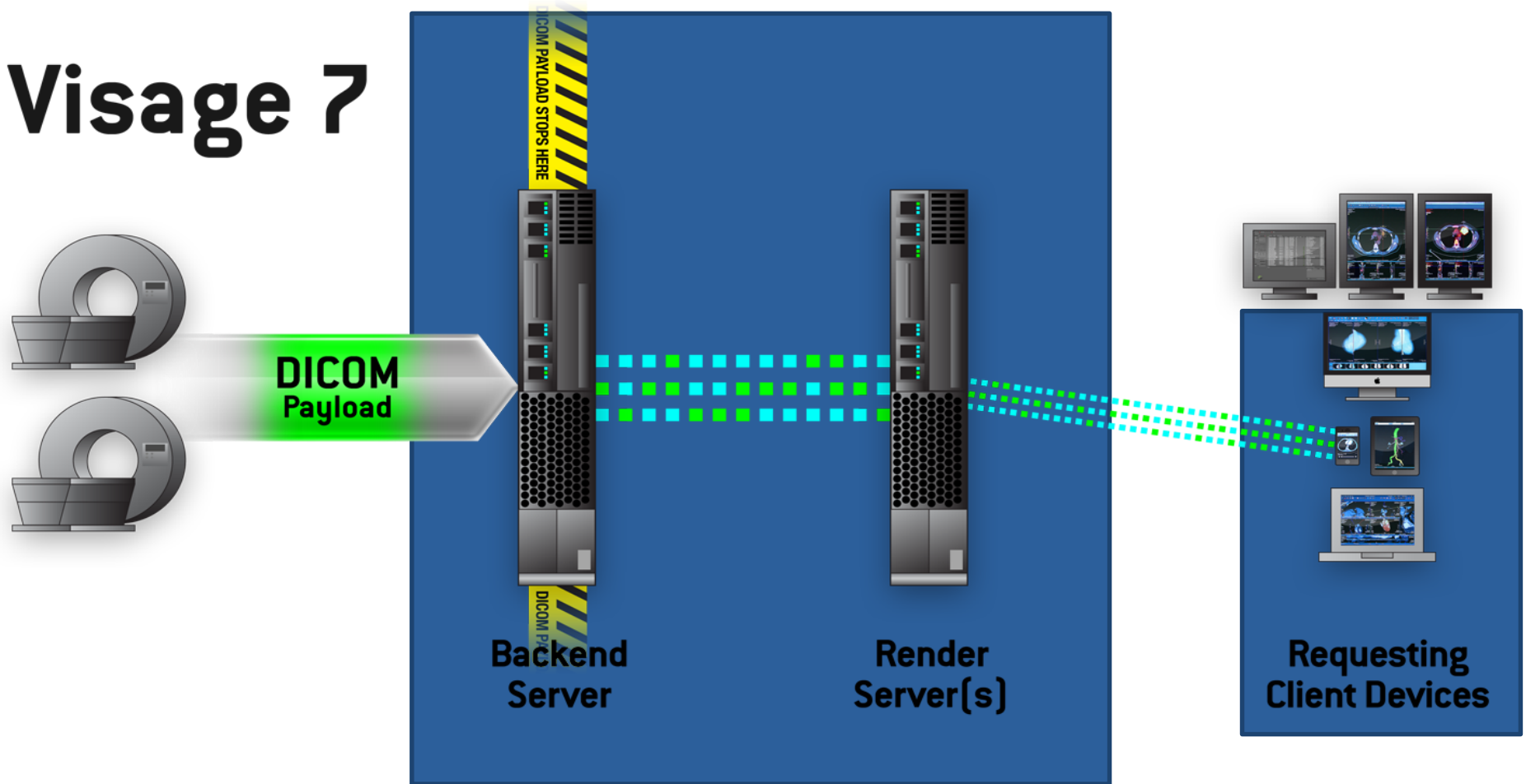
Massive data explosion



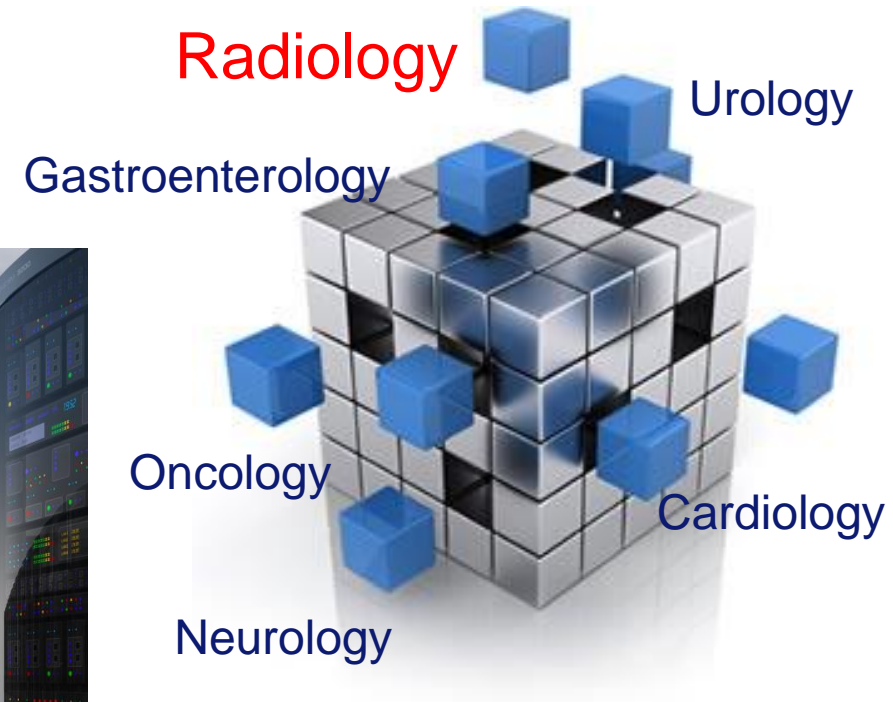
- Higher image density - CT leaps from 64 slices to 256 and now 640
- 3.0T MRI – much larger dataset than 1.5T
- Functional Imaging e.g. PET scan often > 1.5 to 2 gigabytes
- Digital Breast Tomosynthesis (DBT) files can be over 4 to 6 gigabytes
- Prior examinations multiply the problem

Solution - Visage 7.0 Streaming Technology

Visage 7

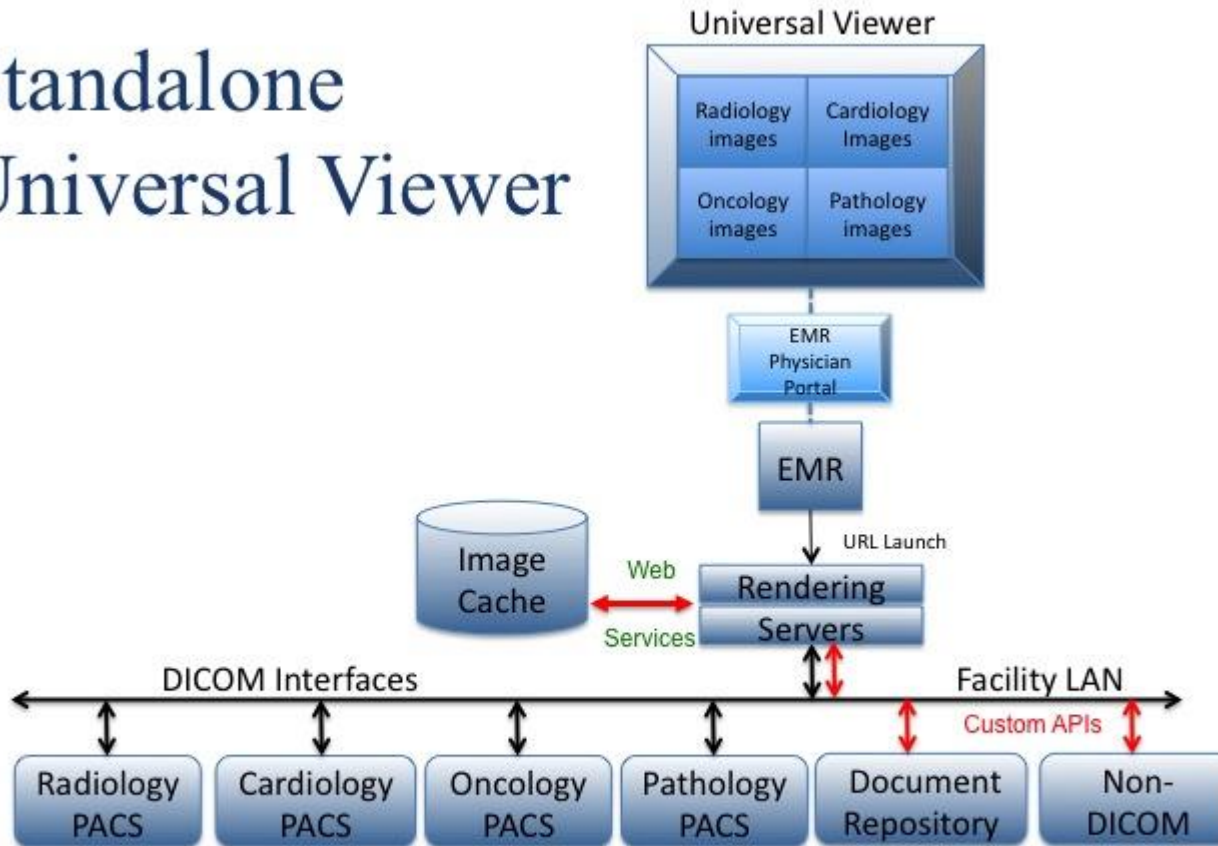


“Deconstructed” PACS – VNA/EMR



Solution – Visage 7.0 Viewer”

Standalone Universal Viewer

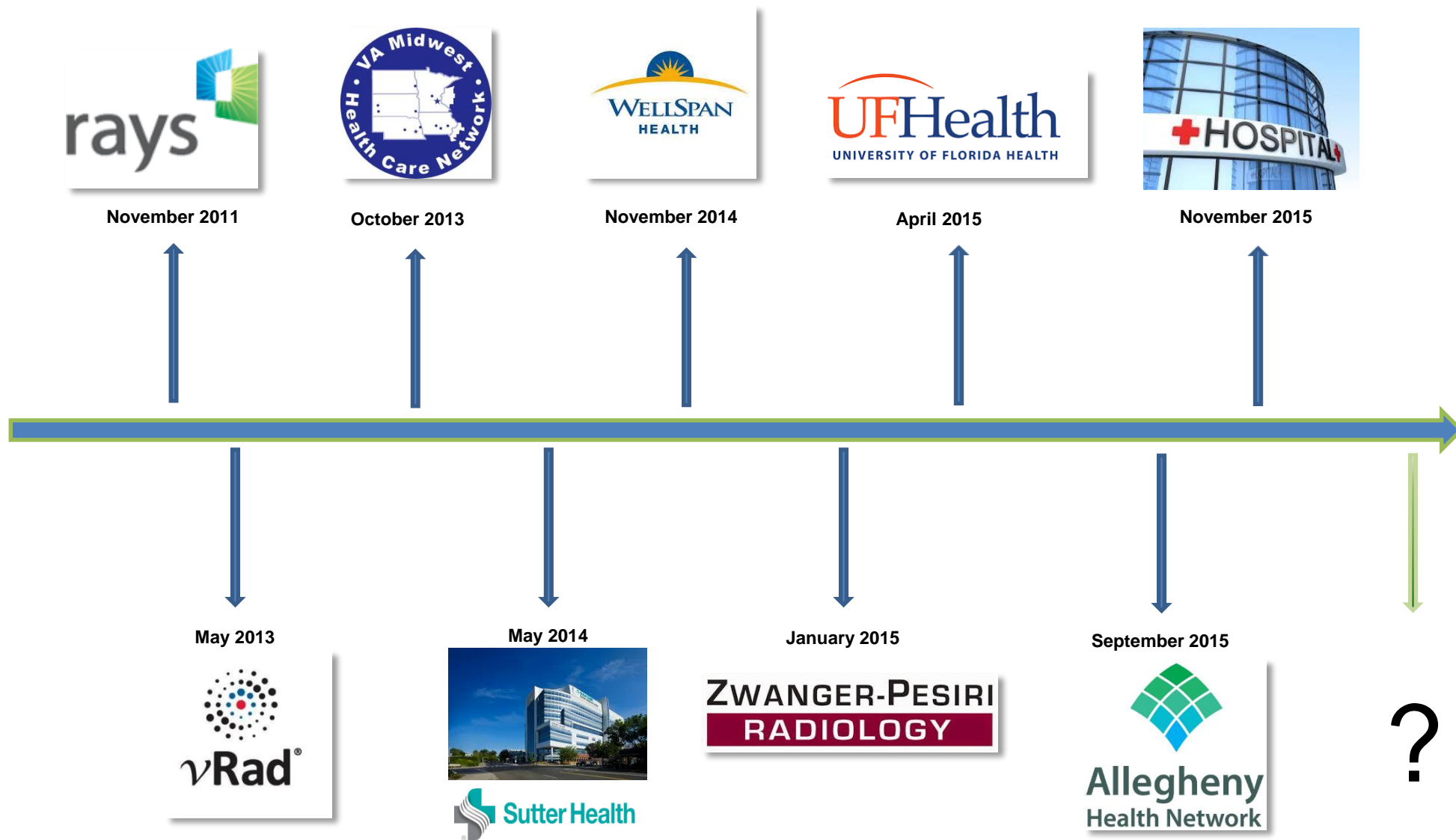


North American market



- PACS market estimated at > US\$2 billion pa and growing
- Paradigm shift to “deconstructed PACS” – best in breed approach
- Market fragmented - in process of consolidating
- Visage 7.0 – proven, market leading technology
- Company ideally positioned

Sales Time Line



Growing Recurring Income Stream – Operational (Transaction) Model



- Alternative to capital model
- Favoured in recent US contracts
- Model based on guaranteed minimums
- Contracted minimums increase to > AUD\$60 million
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

Margin Expansion



- Highly scalable offering
- No capex (HW) – SW only model
- Training & Installation – charged as professional services
- Relatively fixed cost base
- Margin growth as footprint increases

Growing our US Team



- Sales, implementation and support organisation
- Strong management – highly experienced
- Increasing investment in personnel to meet market demand
- Relocation to newer, larger offices
- Success in attracting quality candidates
- Leveraging global team capabilities

Marketing - North America

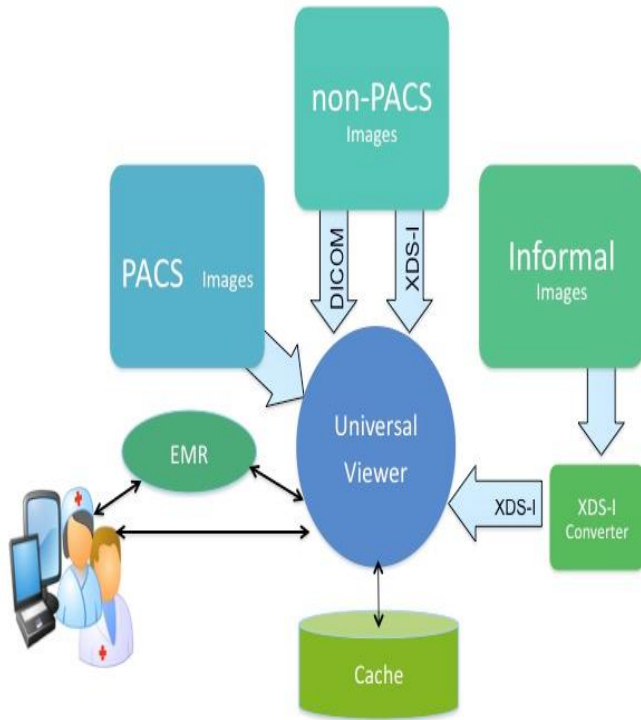


Growth Strategy



- Transaction growth (above minimums) from existing clients
- Expand current footprint via new deals
- Margin expansion with future contracts
- Continue to build out pipeline
- Extend to other markets
- Introduce new products

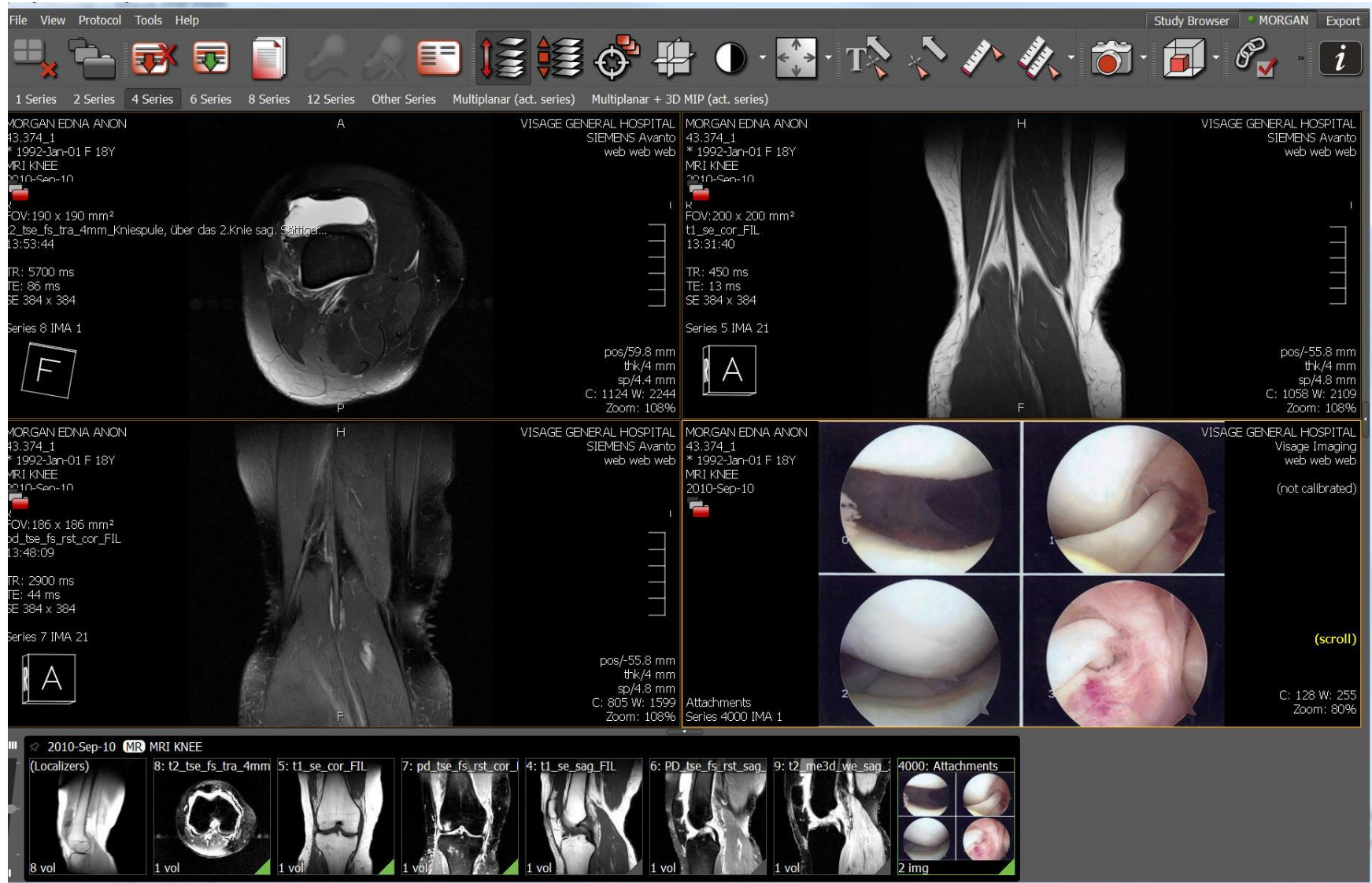
New products - Enterprise Imaging



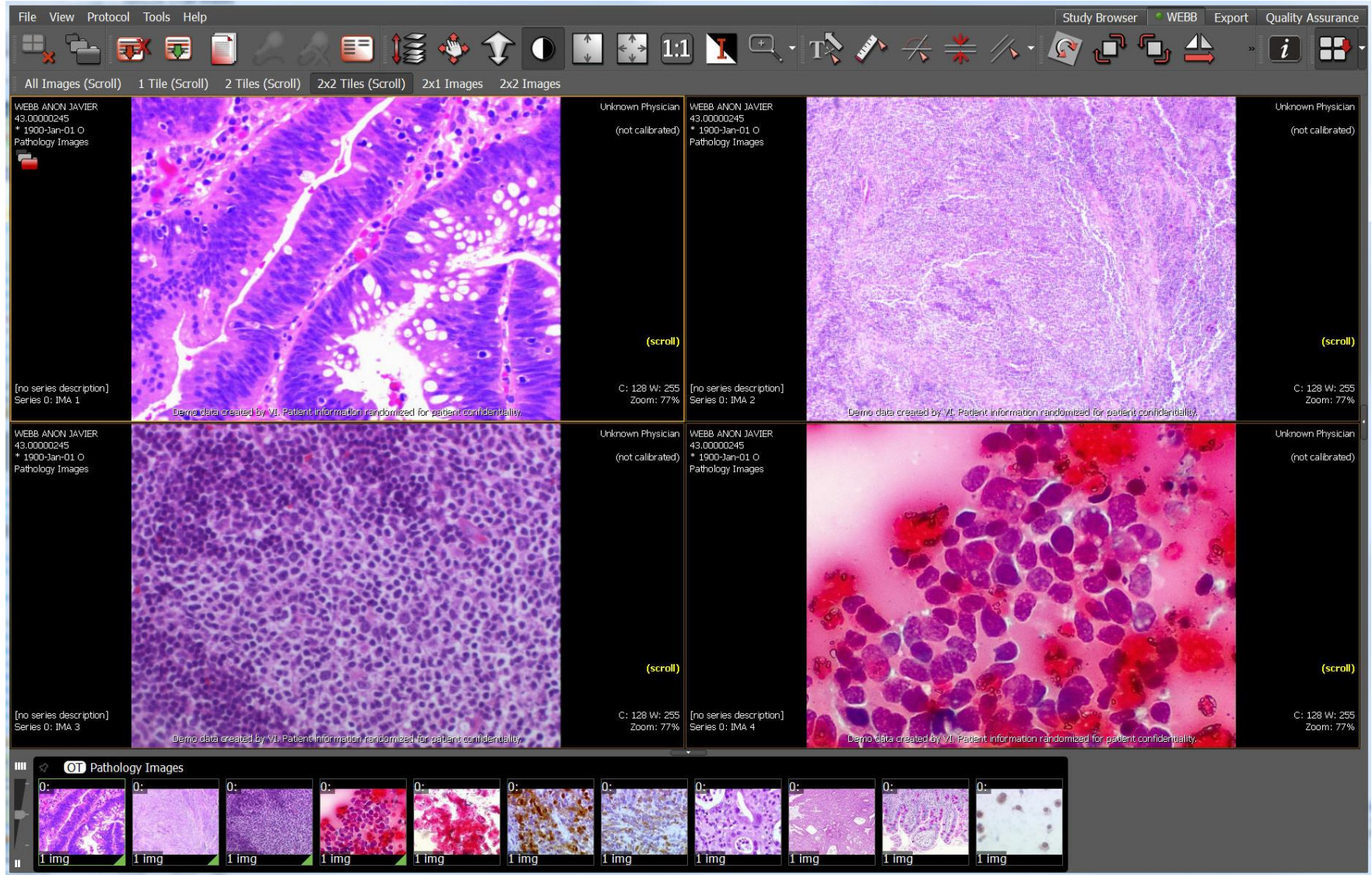
- Single viewer for all images in the medical record (EMR)
- Radiology/Cardiology (DICOM format)
- Non radiology - reflected light - hi res photos & video
- Visage ideally suited – any image streamed anywhere.
- Significantly increases Visage value proposition
- Additional future revenue stream
- Growth opportunity within existing contracts

Image courtesy of Gray Consulting

New products - Enterprise Imaging



New products - Enterprise Imaging





We were the first to cut stairs into the mountain of
ENTERPRISE IMAGING



1st Half FY2016 – Financial Highlights



- Significant lift in underlying profit (196%)
- Increased investment in North America
 - Staff numbers
 - Market exposure - RSNA
 - Sales related expenses
- Investment to underpin future growth
- Increase in cash reserves
- Lift in dividend to 1.5c (unfranked)

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1st Half FY2016 Highlights



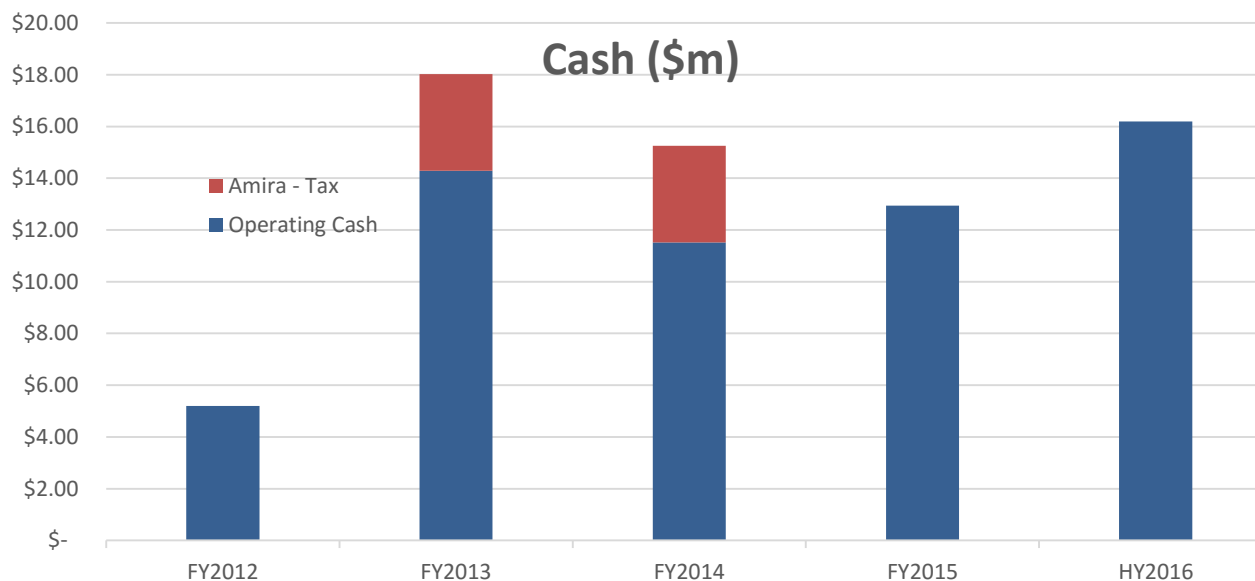
- Increased revenue from US contracts
- \$11M Allegheny Health contract
- \$3M German Government contract
- 3 key implementations completed in half
- Visage 7.1.7 released - gaining increasing momentum in US market
- Pipeline of Opportunities continued to grow

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HY16 Highlights - Financial Results

	HY2015	HY2016	% PoP
Revenue (\$m)	8.59	14.26	66%
**Underlying profit before tax (\$m)	1.71	5.06	196%
NPAT (\$m)	1.61	2.94	83%
EPS (cps)	1.60	2.91	82%
DPS (cps)	1.00	1.50	50%
*** - Underlying profit before tax (minus one-offs and currency gains)			

Positive free cash flow in FY2016



Summary



- Step change technology
- Rapidly growing base of US customers
- Transaction based contracts – growing annuity stream
- Highly scalable model
- Growing pipeline
- Profitable – no debt
- Strong balance sheet
- Opportunities for technology to expand to other markets

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