



Micro Equities Presentation June 2015

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OUR SUPPORT. YOUR SUCCESS.

VISAGE

Pro Medicus (ASX:PME) listed company
Visage Imaging – wholly owned subsidiary
Offices in three continents
Over 40 Software Engineers



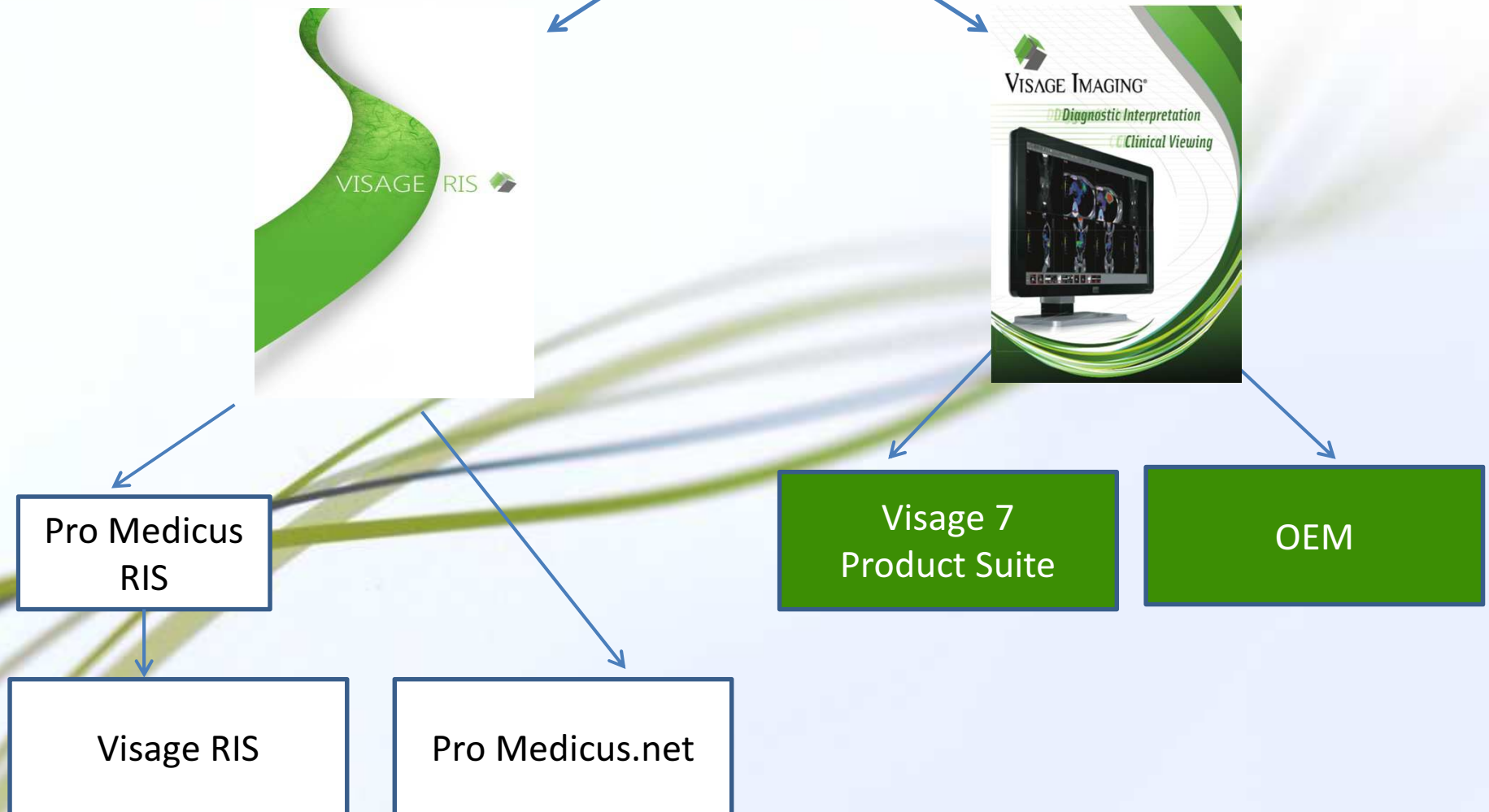
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Company Profile



- 30 year plus history in Health IT
- Profitable year on year
- Debt free
- Solid cash reserves
- Strong balance sheet

PME Ltd



Visage RIS – New platform

VISAGE RIS 

- Thin client App - like Visage 7.0 PACS
- Enterprise scalability
- Ultimate flexibility with workflow & rules based engines
- Cloud deployable
- Repositioning company as leader in field
- Future overseas opportunities

Visage RIS – New UI

Visage RIS - Dr R Simpson @ Visage General Hospital (localhost)

RECEPTION DOCTOR TECHNOLOGIST TRANSCRIPTIONIST OFFICE SEARCH CLAIMING REQ SETUP

Recent | Dr R Simpson

Reporting Lists Signing Lists Reporting Signing Outbox Procedures Lists

Reporting

Search

Filters Mine 11 Ali 21 Pool On Hold 3 Unassigned Simeon 4

Search Results (14)

Skip	Patient	Assigned	DOB	Order Status	Referrer	Facility
>	ABERNATHY, PAM ANON	rsna	01-Jan-2004	Images Verified (2/2)	SIMEON, Dr Alexander	Visage Gene
>	ABERNATHY, PAM ANON	rsna	01-Jan-2004	Images Verified (2/2)	SIMEON, Dr Alexander	Visage Gene
>	HALK, Minna	rsna	01-Jan-1931	Dictation Held (3/3)	REED, Dr Brenda	Visage Gene
>	HALK, Minna	rsna	01-Jan-1931	Dictation Held (3/3)	REED, Dr Brenda	Visage Gene
>	HALK, Minna	rsna	01-Jan-1931	Dictation Held (3/3)	REED, Dr Brenda	Visage Gene
>	JOHNSON, Ms Elaine	rsna	18-Dec-1954	Images Verified (3/3)	HARRIS, Mr Michael	Visage Gene
>	JOHNSON, Ms Elaine	rsna	18-Dec-1954	Images Verified (3/3)	HARRIS, Mr Michael	Visage Gene
>	JOHNSON, Ms Elaine	rsna	18-Dec-1954	Images Verified (3/3)	HARRIS, Mr Michael	Visage Gene
>	JONES, Mr Happy	rsna	04-Dec-1964	Dictation Held (2/2)	TEST, Dr Test	Visage Gene
>	JONES, Mr Happy	rsna	04-Dec-1964	Dictation Held (2/2)	TEST, Dr Test	Visage Gene
>	SEELFRITZ, Mr Heinrich	rsna	09-Dec-1984	Dictation Held (1/1)	SIMEON, Dr Alexander	Visage Gene

Auto-Advance

Signing

Search

Filters Mine All

Search Results (2)

Skip	Priority	Mod.	Accession	Report State	Assigned	Arrived	Order Status	Facility
>	Medium	US	43.560	Preliminary	rsna	19-Nov-2013 06:05 PM	Authorised Report (1/1)	Visage Gene
>	Medium	CR	43.575	Preliminary	rsna	20-Nov-2013 12:34 PM	Authorised Report (1/1)	Visage Gene

Auto-Advance

Modality Split Dashboard

Modality Split Dashboard

Modality	This month	Last month
Computed Tomography	1	0
Radiograph	2	11
Ultrasound	0	4

Start

2:05 PM 9/10/2014

visageimaging.com



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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

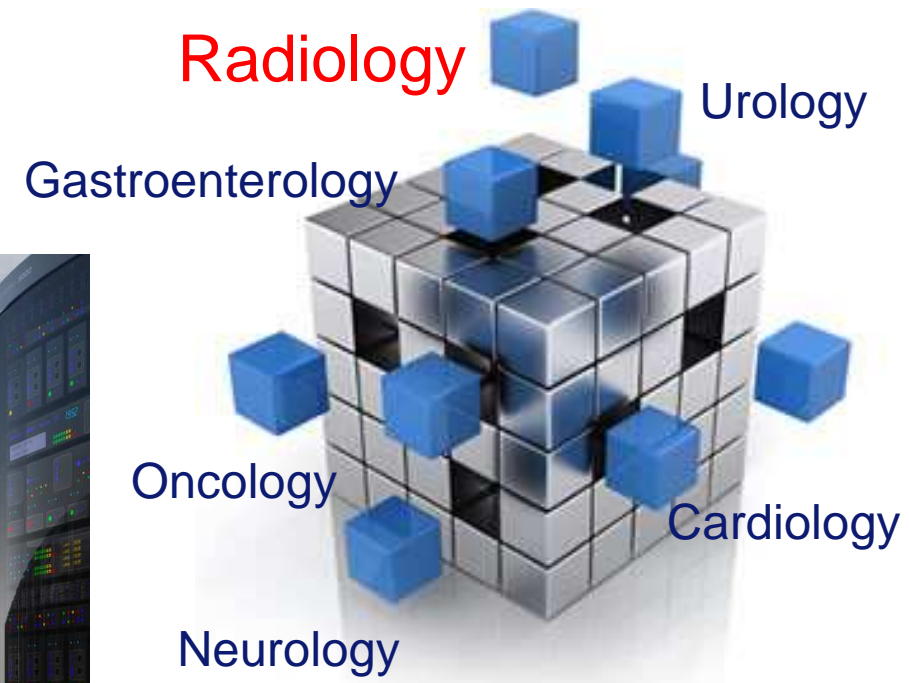
One for all. Architected for ubiquitous imaging, Visage 7 is the server-side platform that streamlines complexity, allowing even the largest organizations to stay ahead of the curve.

Current Imaging Technology



- Massive Data explosion
- Higher image density - CT leaps from 64 Slices to 256 and now 640
- 3T MRI – over 4 times the dataset of 1.5T
- Functional Imaging eg PET scan often > 1.5 to 2 Gig Gigabytes
- Digital Breast Tomosynthesis (DBT) files can be over 4 to 6 Gigabytes
- Prior examinations multiply the problem

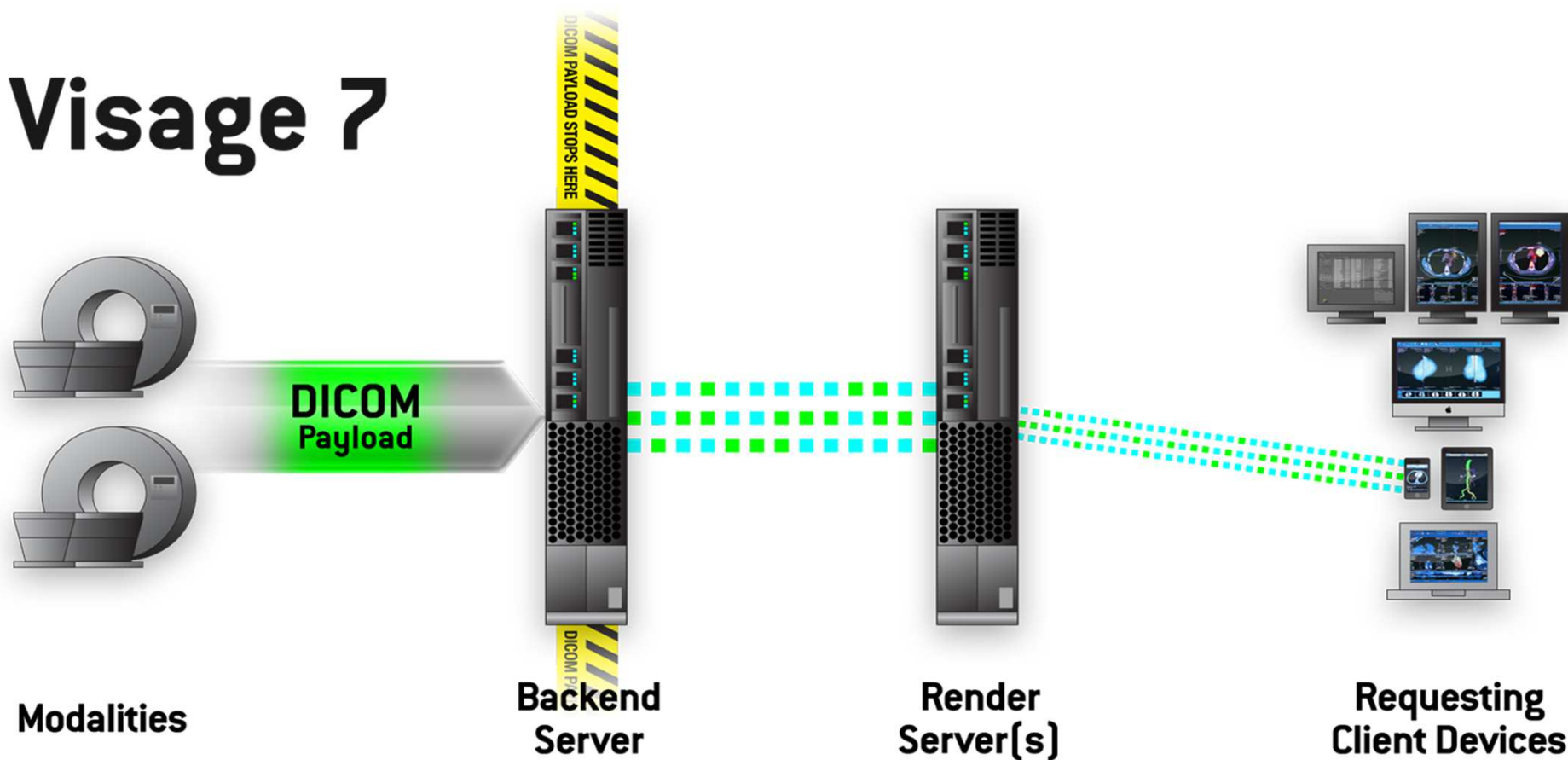
“Deconstructed” PACS - VNA



It's better on the server-side...

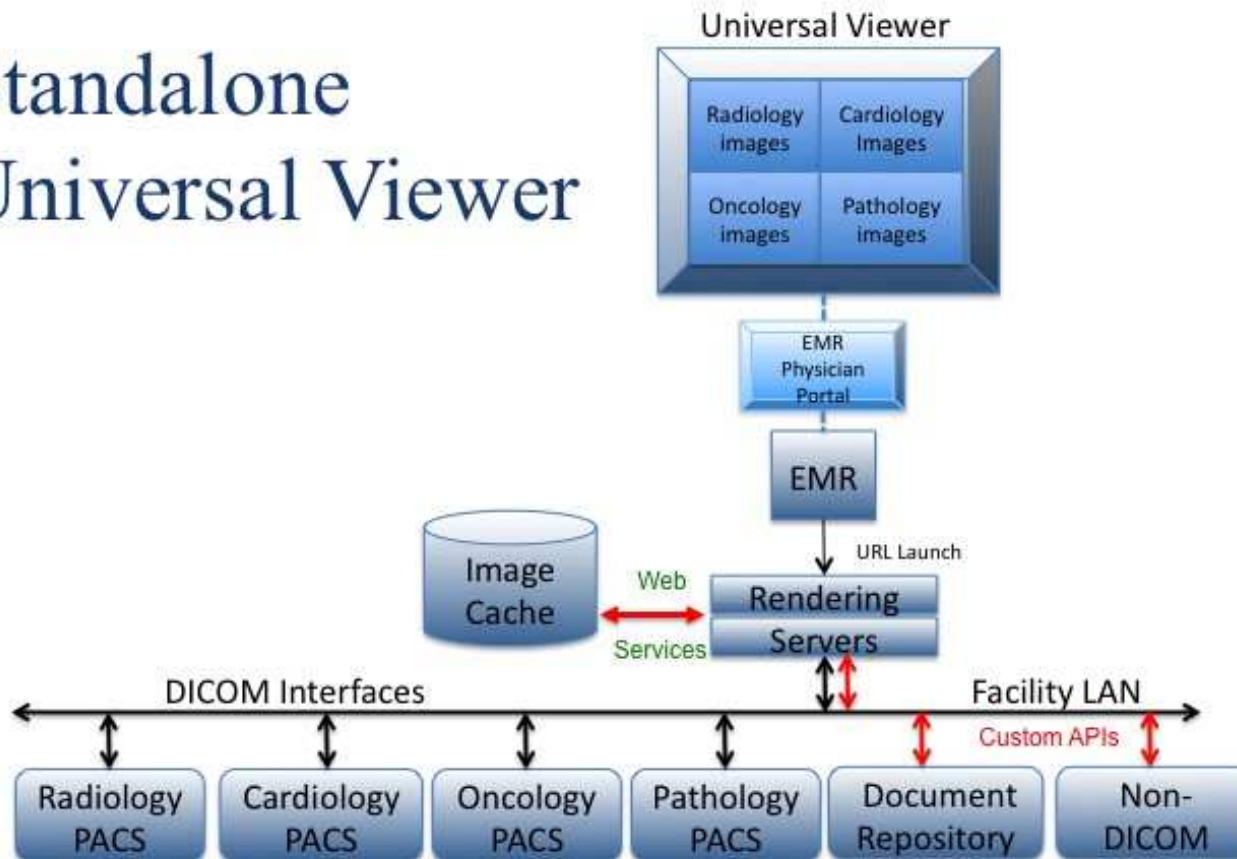


Visage 7



“Enterprise Wide Viewer”

Standalone Universal Viewer



Introducing Visage 7

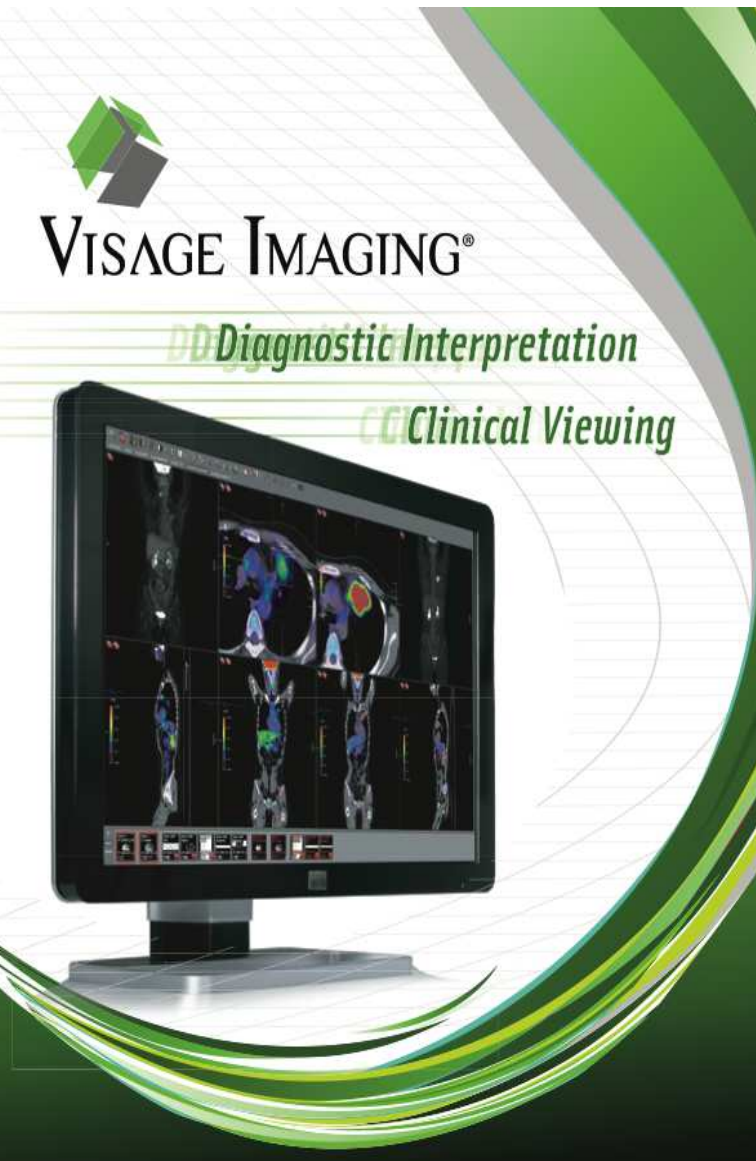


One viewer • Thin-client
Server-side processing • Intelligent streaming
All modalities • Natively view 2D+3D+4D
Protocol driven • Customizable

Visage® 7

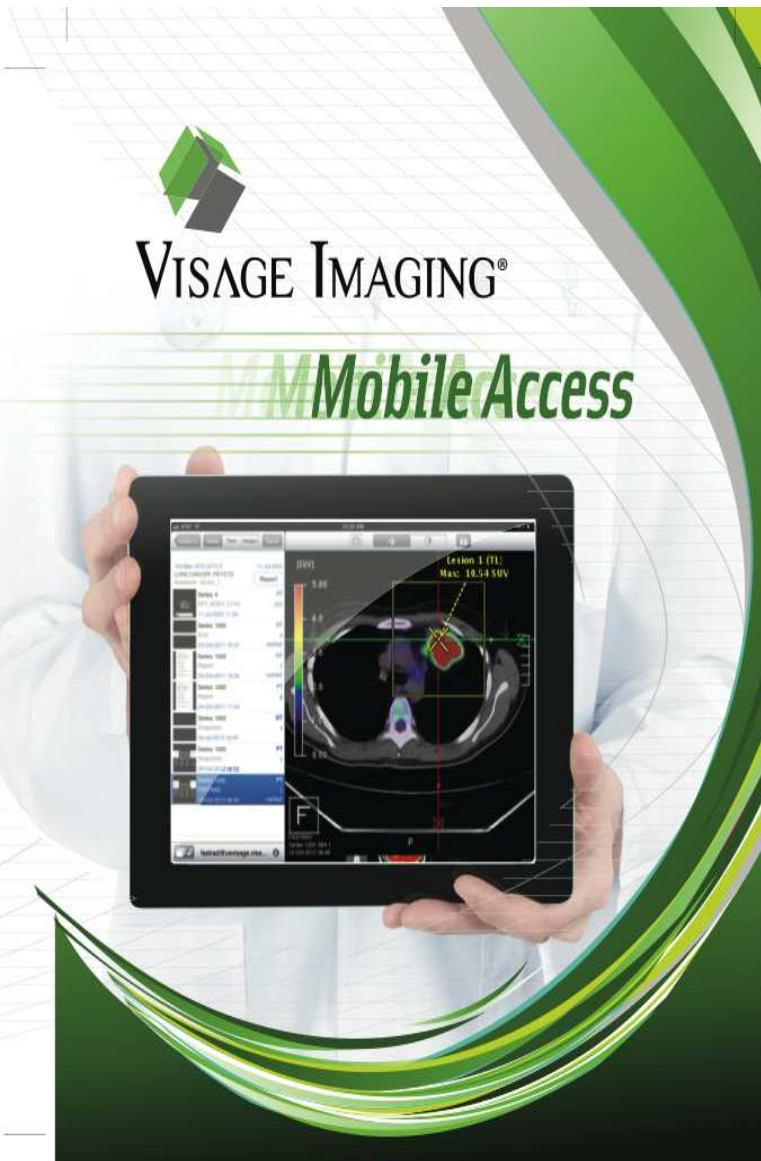


Visage 7.0 Technology



- Visage 7.0 – unique thin client technology.
- Extremely well positioned in growing US market..
- Solution addresses > 95% of market
 - Enterprise/Hospital
 - Academic/University
 - Imaging Centres.
 - Remote reading/teleradiology
- At the forefront of “deconstructed PACS” market trend

Visage “EASE” Mobile



- Incredibly fast mobile access
- Leading edge functionality
- Uses existing Visage infrastructure
- Extremely scalable
- Significant differentiator to referrer community
- New - Visage Ease Pro (FDA Approved Diagnostic)

Visage EASE – iPhone/iPad App

Opportunities - North America



- World's largest market
- PACS market estimated at > US \$1.5 pa and growing
- Paradigm shift to “Deconstructed PACS” – best in breed approach
- Market fragmented - in process of consolidating
- Visage - recognised leader in Enterprise viewing & 3D PACS technologies.
- Visage ideally suited to capitalise on market trends

Large US Health System – May 2014



- > \$20M minimum over 6 years
- Visage 7.0 to be used for all diagnostic interpretation and clinical (referrer distribution)
- Operational (transaction based) model
- Significant upside as Visage technology is rolled out
- Implementation 12 to 18 month time frame.
- Roll out commenced and is proceeding well.

WellSpan Health – November 2014



- \$8M - 7 year deal
- Visage 7.0 to be used for all diagnostic interpretation and clinical (referrer distribution)
- Operational (transaction based) model
- Validation deconstructed model rapidly gaining momentum
- Comes on top of other recent US wins

Zwanger Pesiri – January 2015



ZWANGER-PESIRI RADIOLOGY



- \$5M - 5 year deal
- Visage 7.0 to be used for all diagnostic interpretation and clinical (referrer distribution)
- Operational (transaction based) model
- Key player in Private/Imaging centre market
- Comes on top of other recent US wins
- Excellent East Coast reference site

UF Medical System– April 2015



- \$9.5M - 7 year deal
- Visage 7.0 to be used for all diagnostic interpretation and clinical (referrer distribution)
- Hybrid operational and capital model
- Comes on top of other recent US wins
- University Hospital/Academic reference site

Operational (Transaction) Model



- Favoured in recent US contracts
- Starting to be adopted in Australia
- Applicable to both Visage RIS & Visage PACS
- Model based on guaranteed annual minimums
- Upside as client examination volumes grow
- Annuity like revenue stream – greater predictability



Growing US Team



- Sales, implementation and support organisation
- Strong management – highly experienced
- Increasing investment in personnel to meet market demand
- Leveraging global team capabilities

Future Opportunities



- Visage 7 - market leading technology
- Expanding North American footprint
- Contract wins in all key market segments
- Recurring revenue stream – transaction model > \$50M in forward contracts and growing.
- Solid growth prospects – increasing pipeline
- Future opportunities to leverage two leading edge technologies



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