

Investor Presentation August 2016

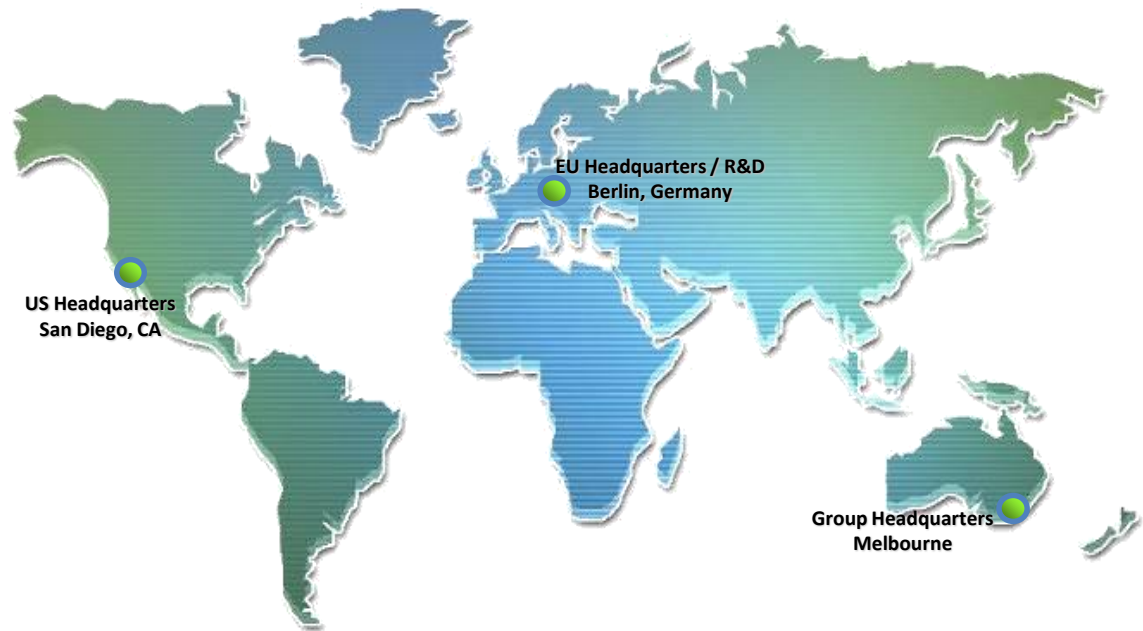


Pro Medicus (ASX:PME)

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

Leading edge products, growing presence globally.

VISAGE



Over 40 Software Engineers

pro♦medicus
OUR SUPPORT. YOUR SUCCESS.

FY16 Full Year Results



- Profit \$6.37M - up 98%
- Underlying NPAT – up 212%
- Revenue increase 57%
- Cash reserves \$17.1M – up 32%
- Final dividend 1.5c Share (un-franked)
- Company debt free
- Strong balance sheet

FY16 Full Year in review



- **September 2015** - \$11M Allegheny deal
- **November 2015** - \$3M German Government Hospital
- **February 2016** – ACR training program
- **April 2016** – \$21M Mercy Health deal
- **April 2016** – \$7M Franciscan Missionaries deal
- **July 2016** - \$18M Mayo Clinic deal



FY16 Full Year in review



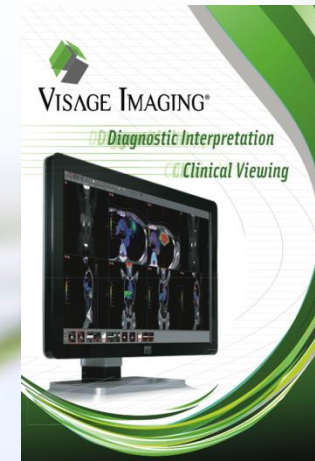
- Future contracted revenue > \$100M/5 years
- Significant increase in US footprint
- Implementations on track
- Visage RIS – regaining market share in Australia
- Growing pipeline of opportunities

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®

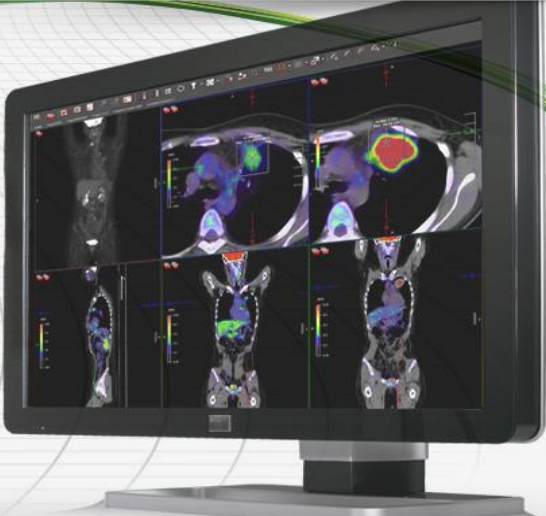
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SPEED is everything.

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.

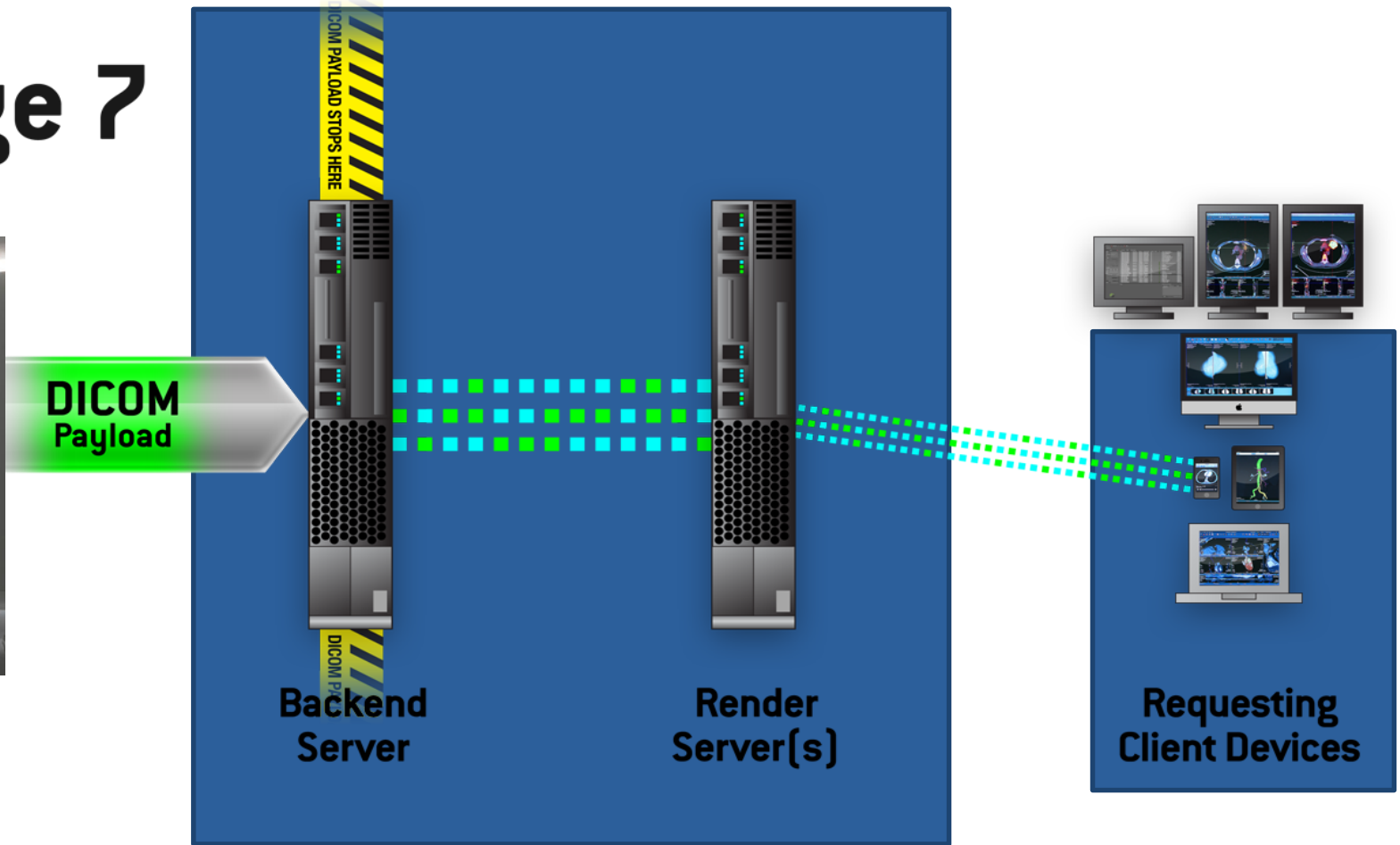
Massive data explosion



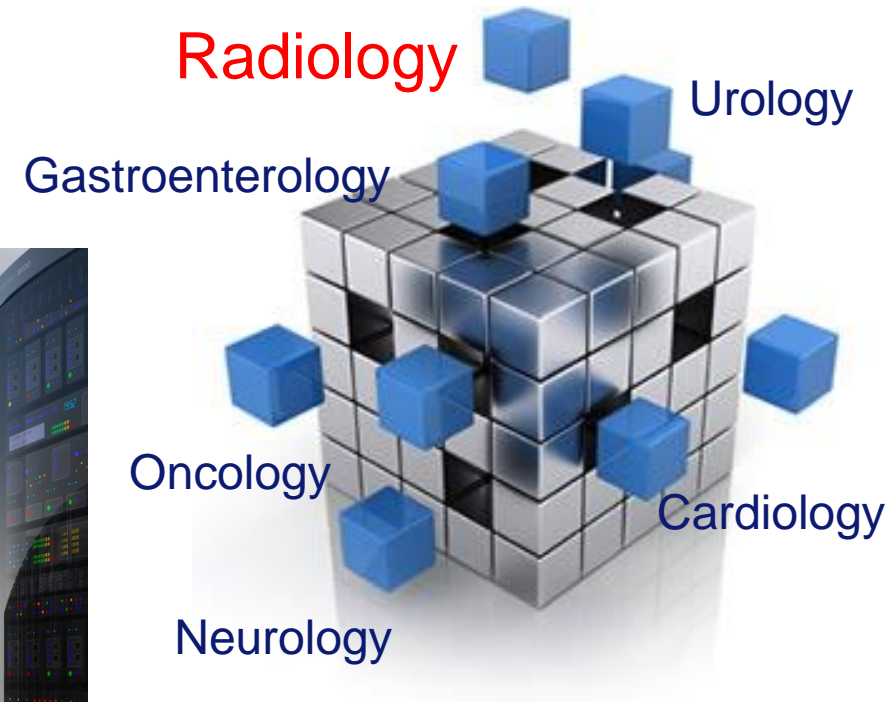
- Higher image density - CT leaps from 64 slices to 256 and now 640
- 3.0T MRI – much larger dataset than 1.5T
- Functional Imaging e.g. PET scan often > 1.5 to 2 gigabytes
- Digital Breast Tomosynthesis (DBT) files can be over 4 to 6 gigabytes
- Prior examinations multiply the problem

Solution - Visage 7.0 Streaming Technology

Visage 7



“Deconstructed” PACS – VNA/EMR



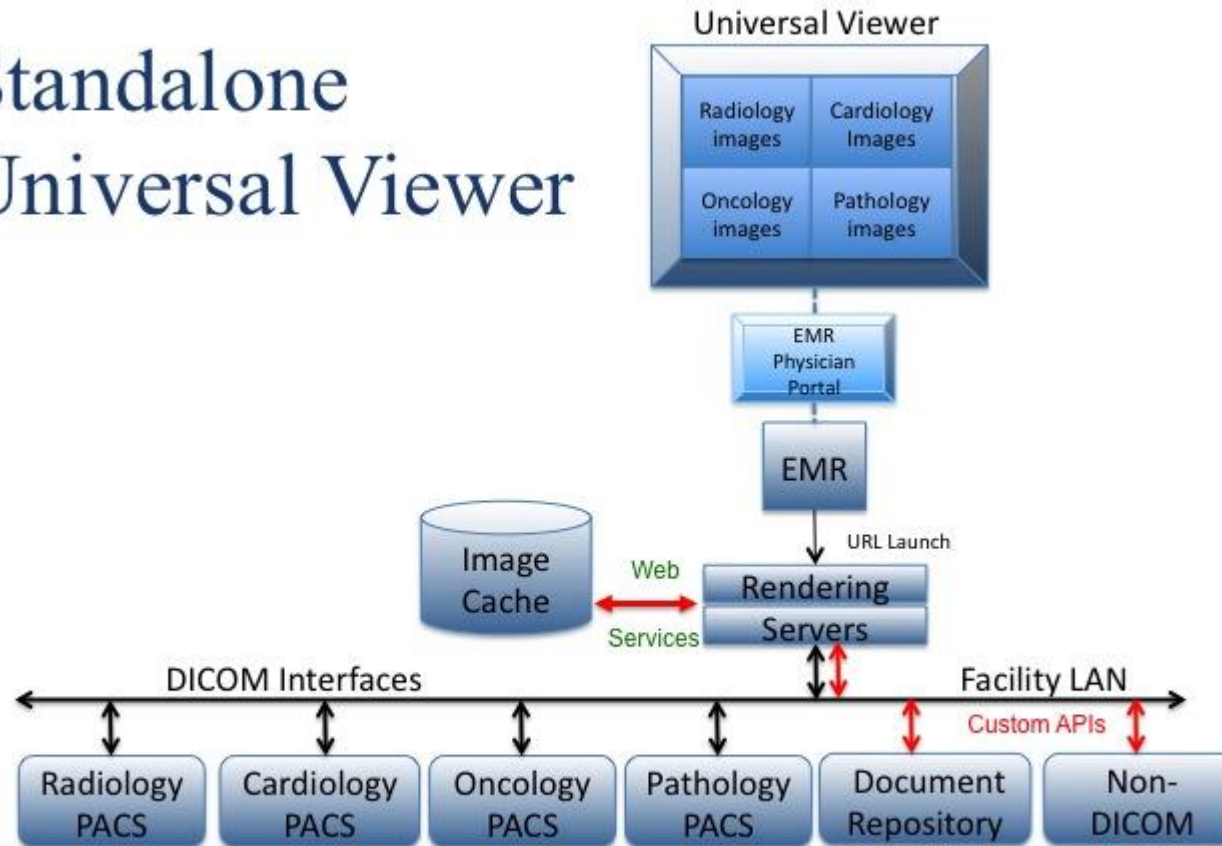
Electronic Medical Record (EMR)



- Mandated in US Hospitals by end of 2018
- Consolidates all hospital data – clinical and financial
- 90% of EHR is imaging data (by volume)
- Need all imaging data in one repository
- Driving adoption of VNA
- Need for a single Viewer for all images

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



November 2011



October 2013



November 2014



April 2015



November 2015

May 2013



May 2014



January 2015



September 2015



Sales Time Line - 2

Mercy+



April 2016



July 2016



April 2016



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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 \$100 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

Opportunities Pipeline



- 3 large opportunities recently converted to Sales
- Existing opportunities at various stages of cycle
- New opportunities since recent wins
- No opportunities lost since recent announcements
- Opportunities Private market and Large Enterprise
- Recent wins – network effect

Marketing - North America

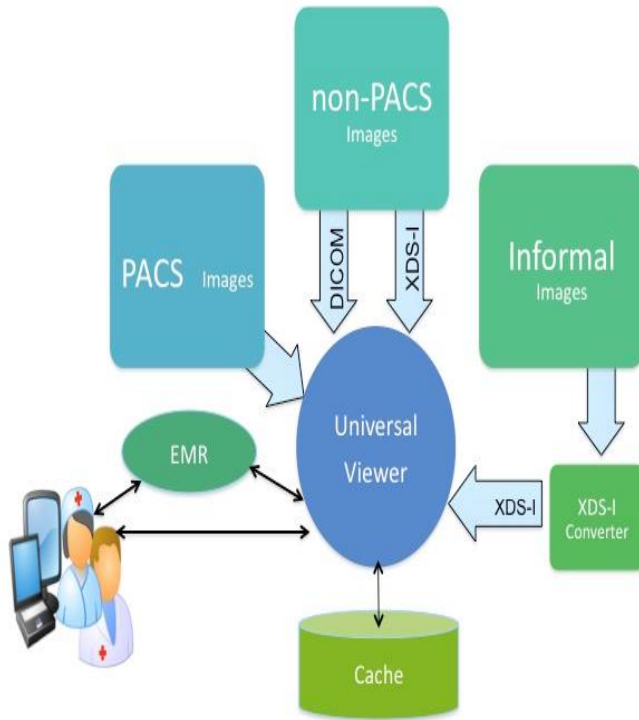


Growth Strategy



- 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

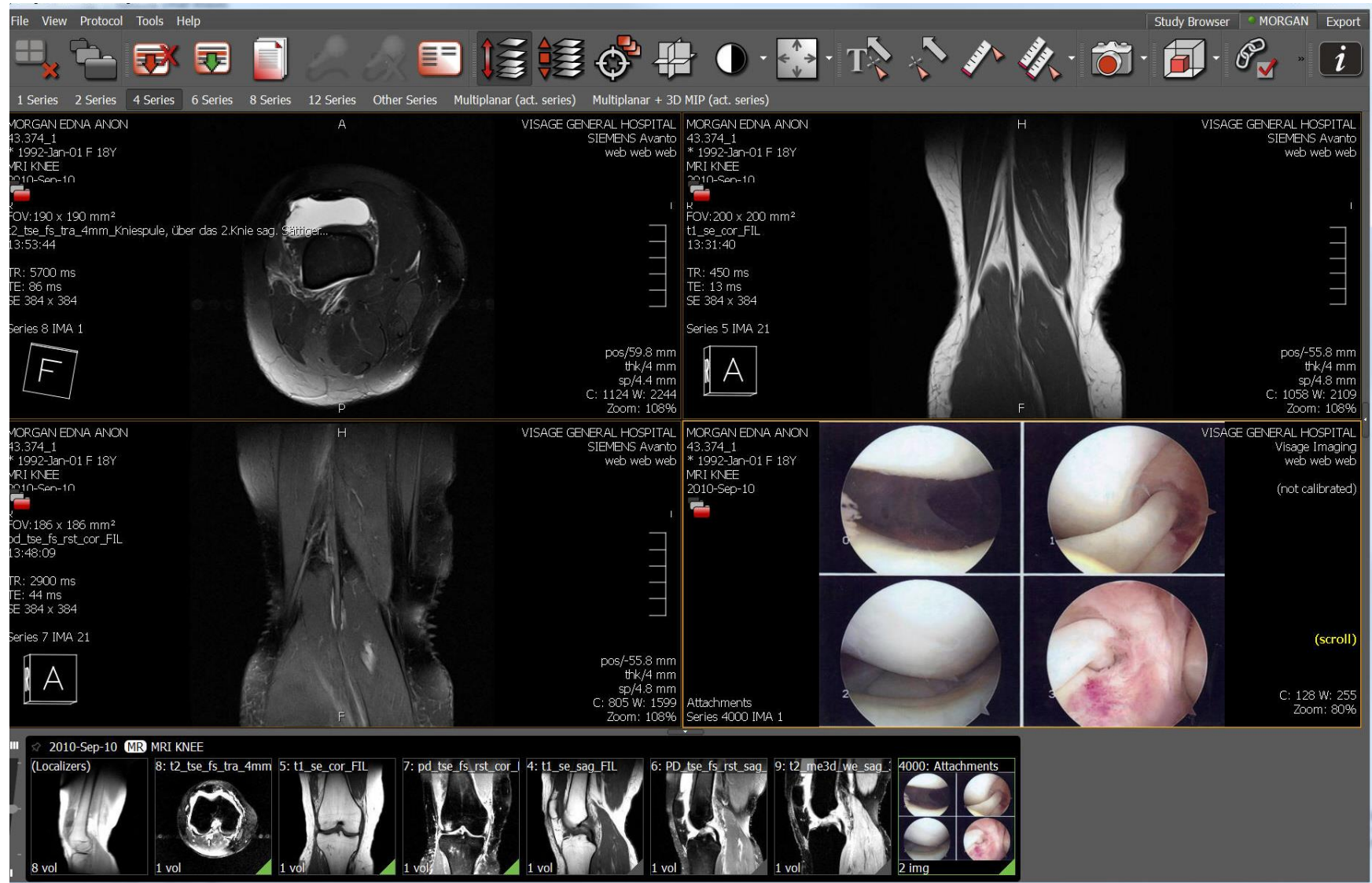
New products - Enterprise Imaging



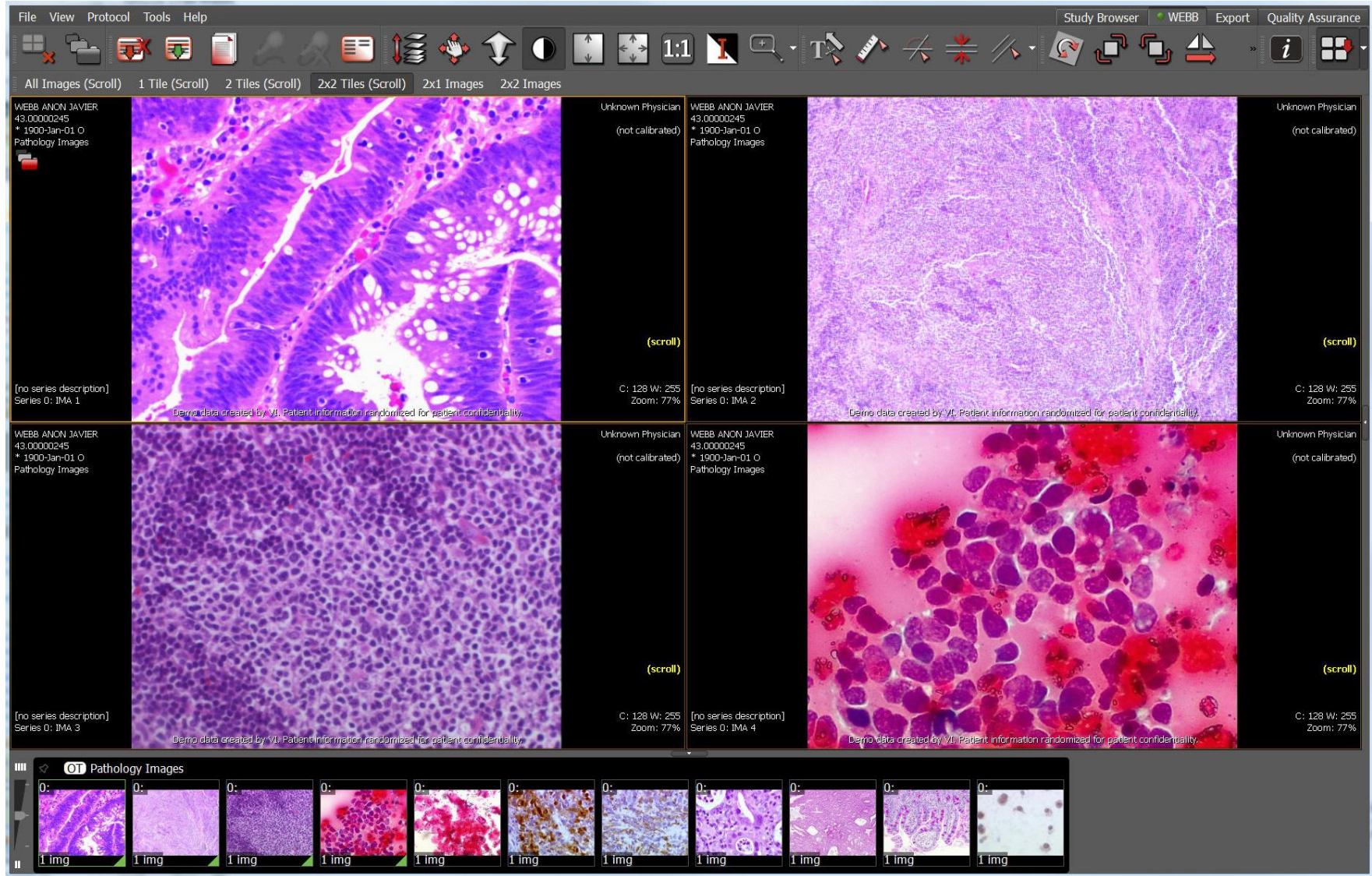
- Single viewer for all images in the medical record (EMR)
- Radiology/Cardiology (DICOM format)
- Non radiology - reflected light - hi res photos & video
- Visage ideally suited – any image streamed anywhere
- Significantly increases Visage value proposition
- Additional future revenue stream
- Growth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

Image courtesy of Gray Consulting

New products - Enterprise Imaging



New products - Enterprise Imaging



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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