

ASX ANNOUNCEMENT
31 October 2023



Investor webinar presentation - Wednesday, 31 October 2023

Further to the webinar announcement made on 30th October 2023, PainChek[®] Ltd (ASX: PCK) (“PainChek[®]” or “the Company”), developer of the world’s first smart phone-based pain assessment and monitoring application, is pleased to provide the attached slides ahead of the presentation to be given by Managing Director and CEO Philip Daffas, who will discuss recent business updates including details in the Quarterly Activity Report.

This release has been authorised for release by PainChek CEO Philip Daffas.

For more information:

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About PainChek[®]

PainChek[®] Ltd is an Australian based company that develops pain assessment technologies.

Pain often goes unrecognised and under-treated in people with communication difficulties. PainChek Universal is a clinically validated smartphone-based medical device that enables best practice pain assessment for all people, everywhere.

PainChek Universal is a complete point-of-care solution that combines the existing PainChek[®] App with the Numerical Rating Scale (NRS). This enables best-practice pain management for all residents living with pain in any environment — from those who cannot verbalise pain to those who can, and those who fluctuate between the two.

The PainChek[®] App uses artificial intelligence and facial recognition to detect pain in those who cannot self-report. This gives a voice to those who cannot verbalise pain, whilst also driving objectivity and consistency in all assessments. For those who can self-report, PainChek Universal also includes access to the Numerical Rating Scale, a well-established standard used to document pain levels amongst these individuals. PainChek Universal also supports pain assessment using both tools at the point of care, for those people whose ability to communicate fluctuates.

PainChek[®] is being rolled out globally in two phases: first, PainChek[®] for adults who are unable to effectively verbalise their pain such as people with dementia, and second, PainChek[®] for infants who have not yet learnt to speak. Both the adult and infants products have received regulatory clearance in numerous markets including Australia, Europe, UK, NZ, Singapore and Canada.

The PainChek[®] Shared Care Program is a PainChek[®] licensing model which enables a professional carer to share their resident or patient data securely with other healthcare professionals or designated homebased family carers for ongoing pain assessments or clinical data review.

To find out more, visit www.painchek.com



PainChek

Intelligent Pain Assessment

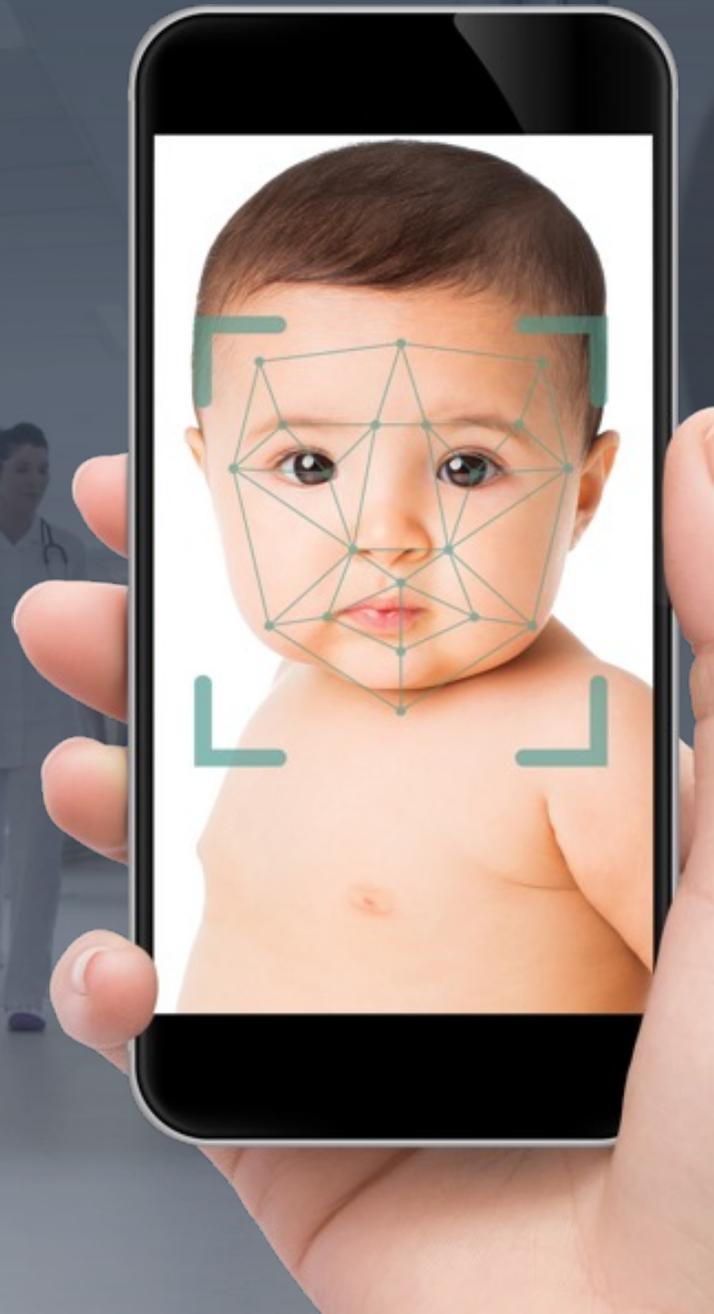
Quarterly Update
October 2023

PHILIP DAFFAS, CEO & MD

PAINCHEK LTD | ASX:PCK



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



THE EVOLUTION OF PAIN ASSESSMENT

Legacy Pain Assessment Tools

Abbey Pain Scale
For measurement of pain in people with dementia who cannot verbalise.

How to use scale: While observing the resident, score questions 1 to 6
Name of resident: _____
Name and designation of person completing the scale: _____
Date: _____ Time: _____
Latest pain relief given was _____ at _____ hrs.

Q1. Vocalisation
eg: whimpering, groaning, crying
Absent 0 Mild 1 Moderate 2 Severe 3 Q1

Q2. Facial expression
eg: looking tense, frowning, grimacing, looking frightened
Absent 0 Mild 1 Moderate 2 Severe 3 Q2

Q3. Change in body language
eg: fidgeting, rocking, guarding part of body, withdrawn
Absent 0 Mild 1 Moderate 2 Severe 3 Q3

Q4. Behavioural change
eg: increased confusion, refusing to eat, alteration in usual patterns
Absent 0 Mild 1 Moderate 2 Severe 3 Q4

Q5. Physiological change
eg: temperature, pulse or blood pressure outside normal limits, perspiring, flushing or pallor
Absent 0 Mild 1 Moderate 2 Severe 3 Q5

Q6. Physical changes
eg: skin tears, pressure areas, arthritis, contractures, previous injuries
Absent 0 Mild 1 Moderate 2 Severe 3 Q6

Add scores for 1-6 and record here → Total pain score

Now tick the box that matches the Total pain score →

0-2	3-7	8-13	14+
No pain	Mild	Moderate	Severe

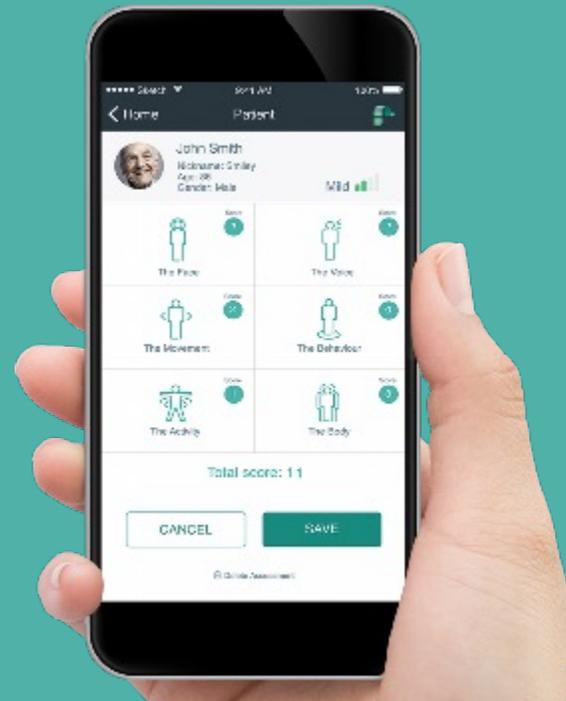
Finally, tick the box which matches the type of pain →

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Chronic	Acute	Acute on chronic

Dementia Care Australia Pty Ltd
Website: www.dementiacareaustralia.com

Abbey, J, De Bellis, A, Piller, N, Esterman, A, Giles, L, Parker, D and Lewsey, B.
Funded by the JH & Gunn Medical Research Foundation 1998-2002.
(This document may be reproduced with this acknowledgement retained.)

PainChek®



*“The PainChek app, which I see as a welcome evolutionary development of my past work, was introduced to improve pain management practices by ensuring an **evidence-based** assessment of pain could be made at the **point of care**, and digitally linked to other systems.*

*This would make **information quickly available to prescribing physicians**, for example, as well as guiding nursing staff in dispensing PRN medication.*

**Dr Jennifer Abbey,
Creator of the Abbey Pain Scale**

Abbey Pain Scale & similar manual systems were the standard of care in developed countries for assessment of pain in people who cannot verbalise. It significantly relies on subjective measures that can vary greatly between practitioners/carers.

¹ Dr. Jennifer Abbey AM (of the Abbey Pain Scale) is on the PainChek advisory board & supports the transition from APS to PainChek

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, vocalization etc.
- questions with Yes/No decisions

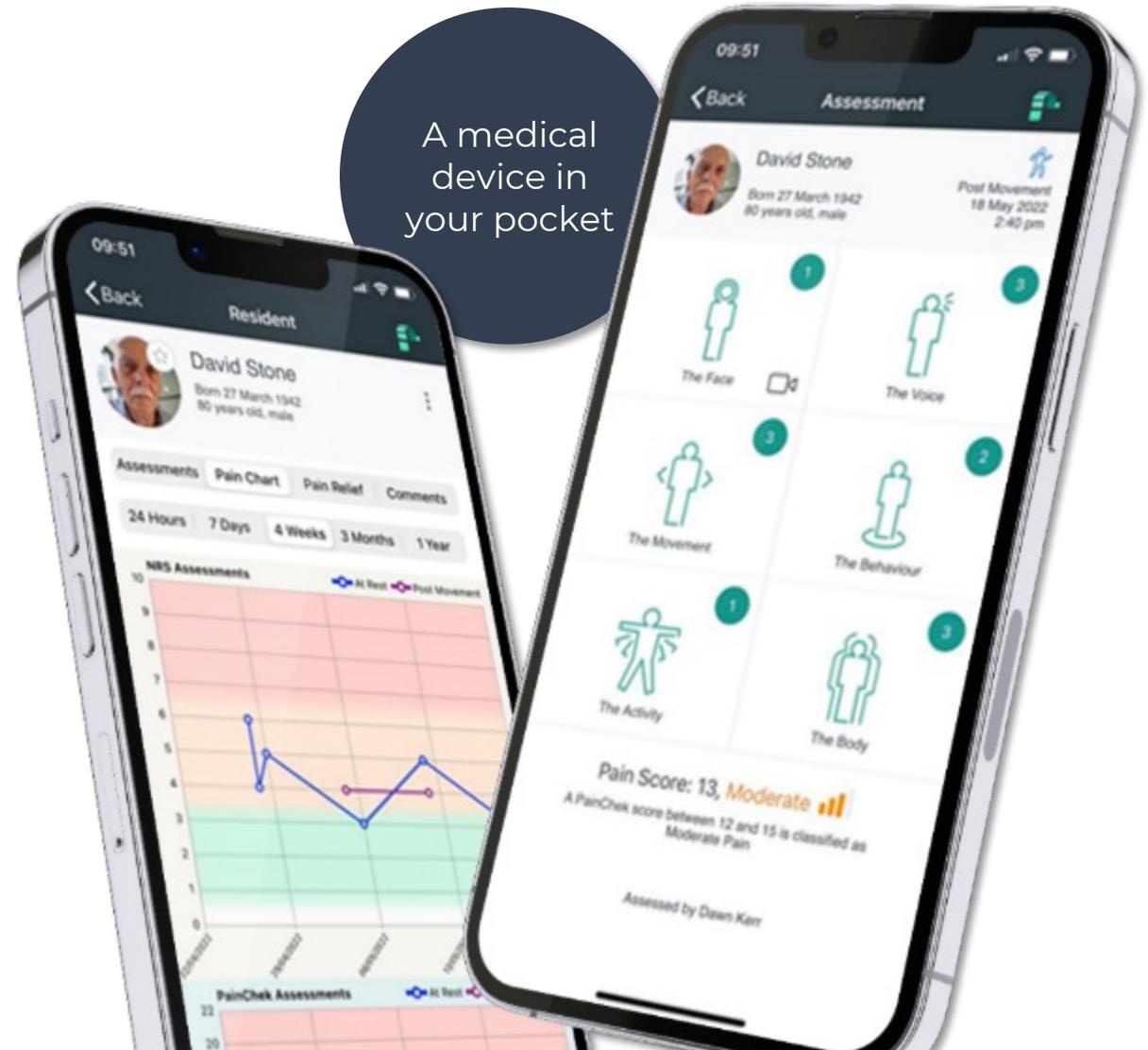
Automated pain assessment score:

- 42 test points
- generates overall pain severity score
- no pain, mild, moderate or severe

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

A medical device in your pocket



THE BREADTH OF PAINCHEK'S GLOBAL MARKET OPPORTUNITY

400M
pre-verbal children¹



25-42%
of hospital beds occupied by
people with dementia^{4,5}



57M
people living with dementia
>150M expected by 2050^{2,3}



1. Ecology Communications Group. www.ecology.com/birth-death-rates
2. World Alzheimer Report 2016
3. Gerrossa et al. BMC Nursing (2019) 18:40

4. Tsai, I. P., Jeong, S. Y. S., & Hunter, S. (2018). Pain assessment and management for older patients with dementia in hospitals: an integrative literature review. *Pain Management Nursing*, 19(1), 54-71
5. Lancet Public Health – January 2022

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 AROUND THE WORLD...AND ACROSS AUSTRALIA

77,000 LICENCES, 1200 AGED CARE FACILITIES ACROSS 3 CONTINENTS



Canada

- Initial RAC sales now in place and implemented
- Exploring additional Aged Care and Home Care partners for North America

European Union (EU)

- Targeting RAC beds and home care dementia patients in EU
- Exploring International partnerships

Japan

- Japanese patent granted
- Currently working with PDMA for regulatory clearance

US / FDA

- Adult FDA de Novo regulatory clearance submission in progress – target Q4 2023
- Point Click Care integration partnership providing access to 10,000+ long term homes and 1,000,000+ beds
- Ethos Labs sales distribution agreement targeting US long term care sector

UK

- ~ 21,500 contracted RAC beds across 400+ RAC facilities
- Qualified pipeline including RAC pilot clients extends to potential 40,000+ beds
- Scottish hospital pilot commencing Q4 CY23
- 10+ integration partners providing access to ~285,000 beds in a 440,000 bed market

Australia-NZ (ANZ)

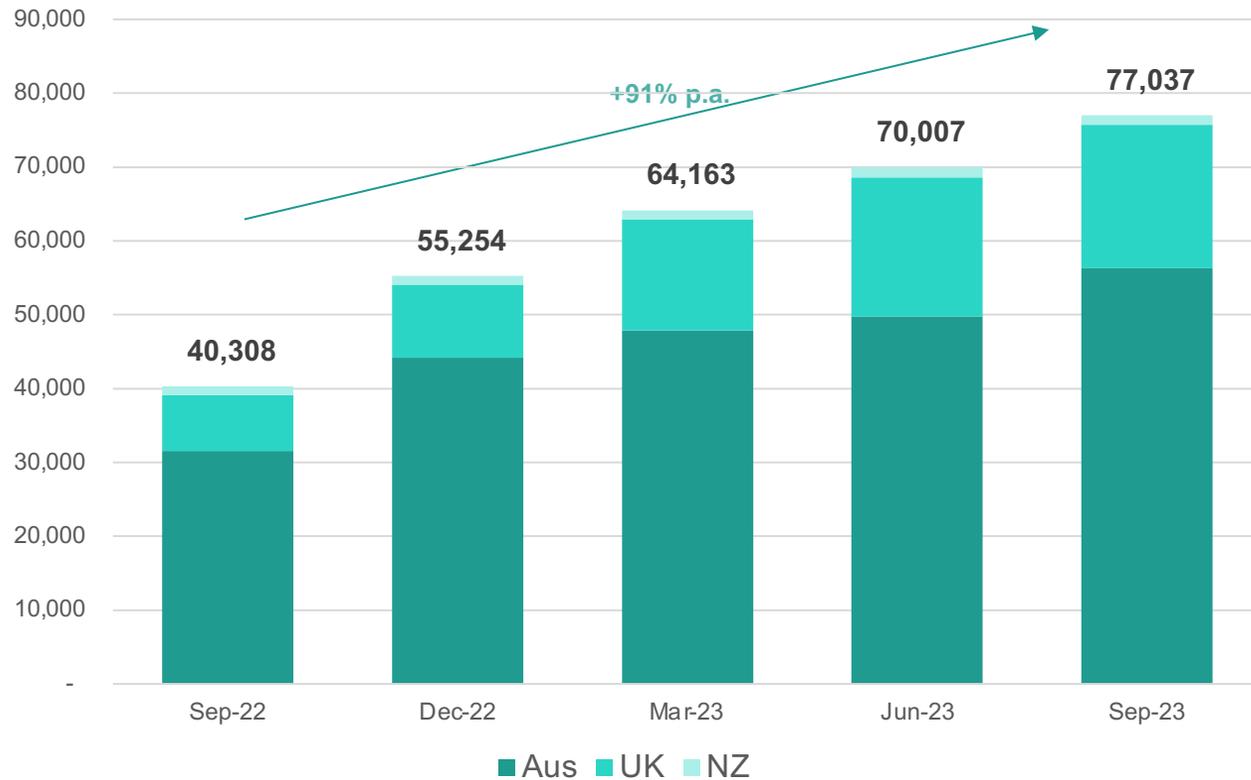
- ~ 56,000 contracted RAC beds across 800 RAC facilities
- 15+ integration partners providing access to 180,000 beds in a 200,000 bed market

N.B. Highlighted countries indicate existing regulatory cleared markets with Japan and USA in progress

4th CONSECUTIVE QUARTER OF DOUBLE-DIGIT LICENCE GROWTH AND STRONG PIPELINE



Global - Contracted Licences



77,000 contracted licences with an **ARR of \$3.7M** once fully implemented



10% increase on the prior quarter and **91%** increase on prior year



Strong pipeline of beds in pilot programs and contracts in negotiation across ANZ, UK and Canada



Over **13,000 trained users** and UK training capacity for continued growth

STRONG ARR GROWTH AT HIGH GROSS MARGINS

Global - ARR \$M



92% increase in ARR¹ over the prior year



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



85% retention rate of on annual renewals



Rapid UK market entry with ARR growing from \$0.3M to \$1.0M in 1 year

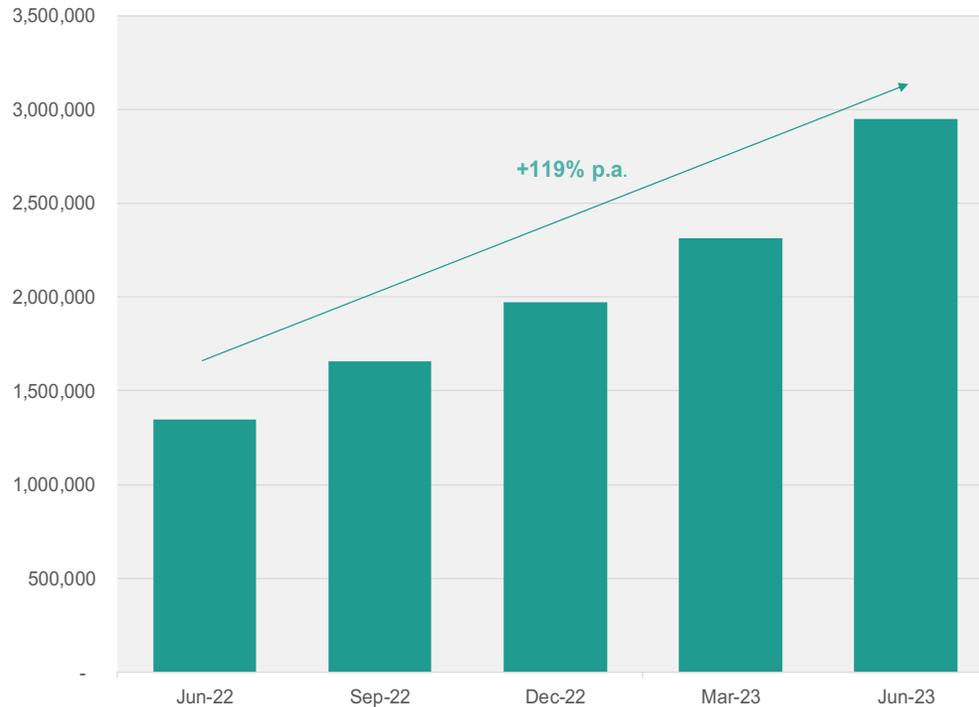


Next **ARR target** is \$4.8m, covering core operating costs³

1. ARR on contracted bed licences 73% implemented at 30 September 2023
2. Gross margins depend on partner allocation and integration fee
3. Excluding R&D, corporate overhead & investment in new markets

CONSISTENT GROWTH IN UTILITY

Cumulative Number of PainChek® Assessments



Over **3.4 million global pain assessments** conducted on the PainChek platform



115% increase in global pain assessments over the previous year in Aged Care alone



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



Over 13,000 carers and health care professionals trained

3.4M+ pain assessments conducted - 13,000+ Carers trained

PAINCHEK ACROSS AUSTRALIA

AGED CARE'S MOST POPULAR DIGITAL CLINICAL TOOL

Aged Care

- PainChek commercial licences cover more than **57,000 beds** and **800 aged care homes**, approx. **30% of total AU market** and growing with a current retention rate of 85%.
- UCQ becomes PCK's largest client to date with 3,750 bed 3-year licence agreement.

Retirement Living & Home Care expansion

- **Consumer Directive Care** govt legislation & **ageing population** driving need for PainChek into **Retirement Living & Home Care sectors** – significantly expanding market size and opportunity.

Notable existing Australian Aged Care Clients (covering 25,000+ beds)



PAINCHEK'S GROWING UK FOOTPRINT

- PainChek commercial licences in UK aged care now cover ~**21,500 bed licences**, **400+ care homes across 93 organisations**
- New clients in October include **BUPA UK** – initial **500 bed license pilot agreement across 8 homes agreement** with the potential extension for up to **8,000 bed licences** during CY2024 and **Dovehaven 1,010 bed licences**.
- Existing UK pilot clients provide access to a further **7,000 bed licences** – with strong additional pipeline including government funding
- Endorsed by **Scotland's regulator** as a key technology for improved quality of care with potential for national roll out across **38,000 beds** across **1,000 homes**
- PainChek entering the **UK hospital market** with **Edinburgh Royal Infirmary** plot commencing Q4 CY23

Notable existing UK Aged Care Clients Covering 9,400 beds.



SCOTTISH CARE INSPECTORATE PAINCHEK - 1st PHASE OUTCOMES



"We welcome the use of innovation and technology to help support people to experience the best possible care."

"This device should enable more appropriate use of medication and improved quality of life for care home residents."

"In future the device may also be able to support detection of pain in young children who are unable to adequately communicate pain."

Spokesperson for the Scottish Care Inspectorate



**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**

The phase two trial will test PainChek® across 15 care services to gather more information on its effect on medication and quality-of-life, as well as its adoptability and longer-term sustainability. This will include tests in different user settings, service types, user groups and geographical locations.

Source: <https://www.gov.scot/publications/health-care-home-healthcare-framework-adults-living-care-homes-annual-progress-report-september-2023/pages/10/>
<https://healthandcare.scot/stories/3591/pain-chek-ai-detect-distress>

ST MICHAEL'S HEALTH GROUP- PAINCHEK'S 1ST CANADIAN COMMERCIAL CLIENT



FEEDBACK

"Our search for the latest advancements in aged care led us to implement PainChek at St. Michael's Health Group. We consider ourselves lucky that we came across **PainChek, as it represents the next level of pain assessment.**"

"The nursing team constantly reflects on how **the tool has transformed their pain assessments.** Previously, some procedures had become routine, without much thought put into the manual assessments. There has been an obvious shift with PainChek®."

For this resident living with advanced dementia, PainChek® has been invaluable. **Tracking her pain was challenging because of her intense discomfort and shifting cognitive conditions.** "

St. Michael's Health Group

Leading the Way in Senior Care Through Innovative Pain Management

Based in Edmonton, Canada, St. Michael's Health Group has been dedicated to providing compassionate care to seniors since 1996. Known for its innovative approach, the facility is a way on the lookout for technological advancements that can improve both care and quality of life for residents. This is what led to the implementation of PainChek®.

"As an innovative organization, we are constantly looking for advancements in care to improve resident quality of life. Our search for the latest advancements in aged care led us to implement PainChek® at St. Michael's Health Group. We consider ourselves lucky that we came across PainChek®, as it represents the next level of pain assessment."

After a successful pilot project, St. Michael's Health Group has implemented PainChek® for commercial use throughout long-term care in their Alberta facility. Their assessment:

The pain management team at St. Michael's Health Group is using PainChek® to assess pain levels with the long stages of dementia which often makes it hard for them to describe pain. They are now using the tool to get an indicator of how a resident's condition has changed as a result of treatment.

St. Michael's Health Group is now using PainChek® to assess pain levels with the long stages of dementia which often makes it hard for them to describe pain. They are now using the tool to get an indicator of how a resident's condition has changed as a result of treatment.

1. Resident Care

More accurate pain assessments have led to appropriate interventions and pain relief for residents with the long stages of dementia. The PainChek® assessment tool has been using the long stages of dementia which often makes it hard for them to describe pain. They are now using the tool to get an indicator of how a resident's condition has changed as a result of treatment.

"Resident living with advanced dementia, PainChek® has been invaluable." Testimonial shared: "Tracking her pain was challenging because of her intense discomfort and shifting cognitive conditions. With PainChek®, we could better understand the shifts in her pain levels. The insights from the app guided our nurse to adjust her medication, and we were able to reduce the severity of her pain over time. Pain levels have significantly reduced, and her family is very happy her condition has improved."

St Michael's Health Group Case Study

MARKET PARTNERSHIPS AND DRIVERS FOR USA & CANADA



PAINCHEK IS TARGETING FDA DE NOVO CLEARANCE AND US LAUNCH IN 2024

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

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>



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

PAINCHEK INFANT PROGRESS

THREE STEP STRATEGY TARGETING MARKET OF 400M PRE-VERBAL CHILDREN



Direct to Consumer Marketing

- Initial parent market testing completed and PCK Infant product updated with robust infant facial detection process
- D2C Australian market entry strategy to commence in Q4 C23 with updated "face only" Infant App
- Strategy targeting first time parents with infants aged from 1 month to 1 year and building a community of users



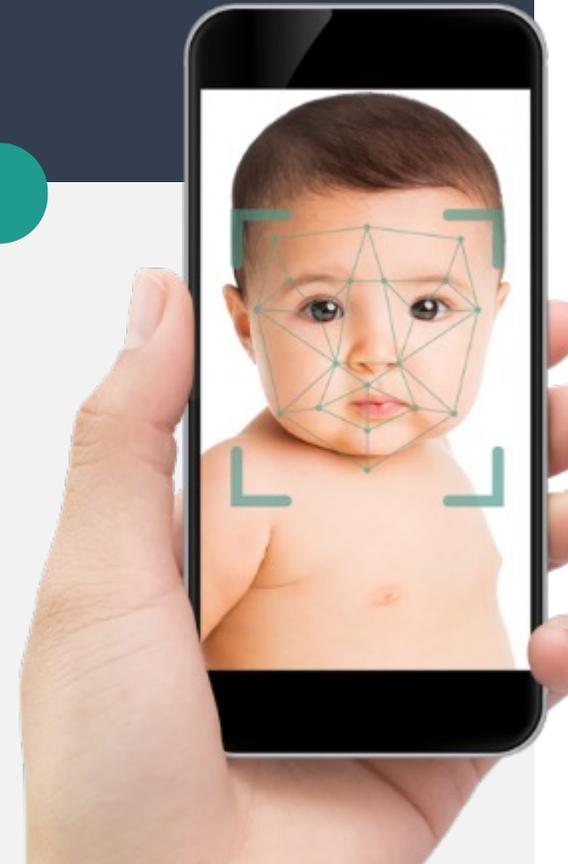
Health Care Professional reference studies & centers

- European infant pain assessment study completed as a base line for initial infant DTC launch
- US-based partnerships in progress to extend Infant technology hospital use



New AI vocalisation feature

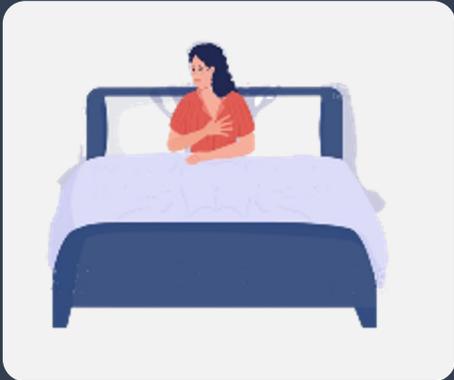
- Completion of new audio/voice monitoring using AI technology to determine a cry of pain or no pain
- Prototype for validation available in Q4 C23
- Vocalisation feature to be introduced in CY 24 as an additional feature



PAINCHEK® INFANT

Making Infant Pain Visible...and Audible

1.



Parent or Caregiver
hears an
Infant's cry

2.



PainChek® Infant
Vocalisation technology
detects cry of pain through
Baby Monitor integration
or via PainChek Infant App
(Shazam model)

3.



Parent or Caregiver
intervenes and treats
accordingly

4.



PainChek® Infant Facial
technology measures
and monitors ongoing
pain levels

5.



Parent or Caregiver uses
PainChek® Infant to measure
and monitor pain levels
wherever and whenever

The world's first AI-enabled pain assessment tool for infants.

PAINCHEK UPCOMING CATALYSTS



Continued acceleration of sales and ARR growth within **RAC, Retirement and Home Care setting** in ANZ, UK, Canada and new EU opportunities in CY 24



Complete FDA studies to obtain **US FDA De Novo** clearance in Q2 CY 24



Enter global **hospital market** sector with InterSystems partnership – first step in UK Q4 CY 23 & Australia Q1 CY 24



Leverage existing US partnerships including Point Click Care, InterSystems and Ethos Labs to prepare for **US market entry** post FDA clearance



Commence **“direct to parent”** sales and marketing for Infant App in Australia Q4 CY 23/Q1 CY 24



Expand market access with new Tech platform to expand into **Telehealth** and **Telemedicine** pain assessment services



CORPORATE SUMMARY

Top shareholders %

Peters Investments Proprietary Ltd	8.4%
Founders	5.4%
Board & key staff	3.8%

Financial information

Share price (20 October 2023)	A\$0.045
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Shares on issue	1,406.3m
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Market capitalisation	A\$63.3m
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Cash (30 September 2023)	A\$3.7m
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Unlisted options/performance rights	71.8m
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Debt	Nil
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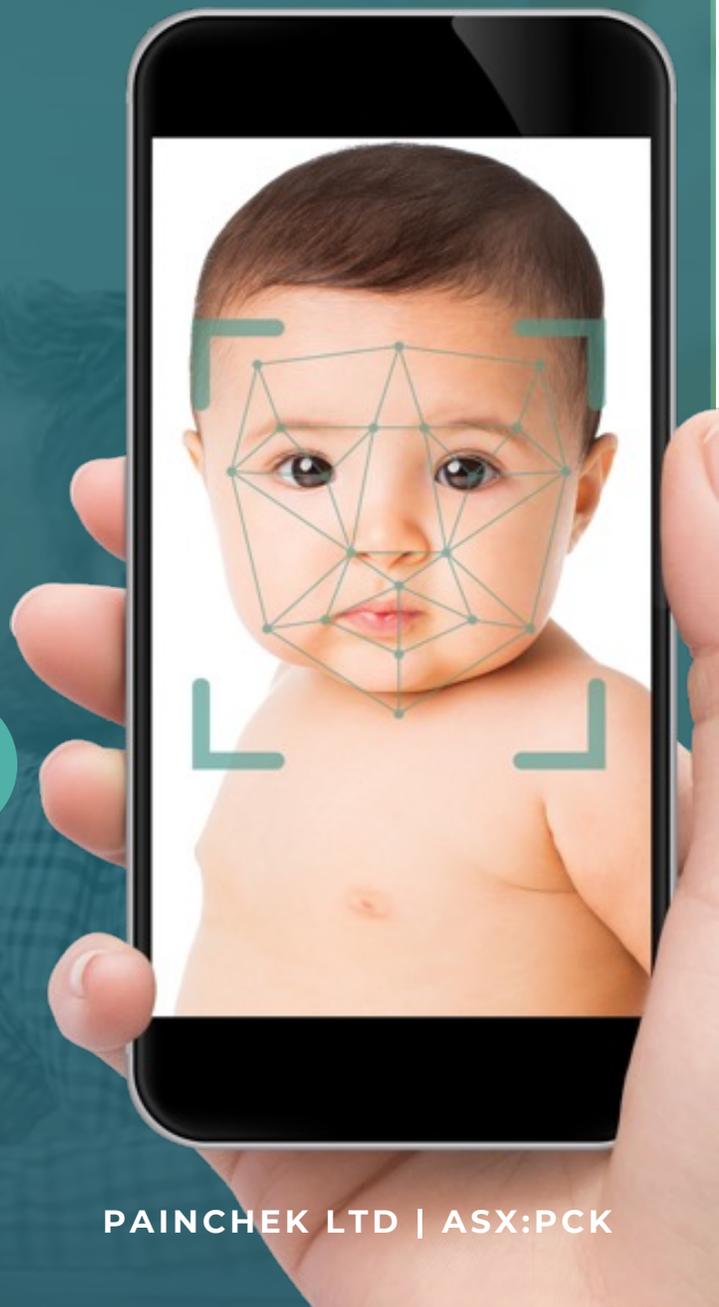
PainChek

Intelligent Pain Assessment

Quarterly Update
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CONTACT

Philip Daffas, CEO & MD
philip.daffas@painchek.com



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.