pro medicus

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HY 2022 RESULTS PRESENTATION

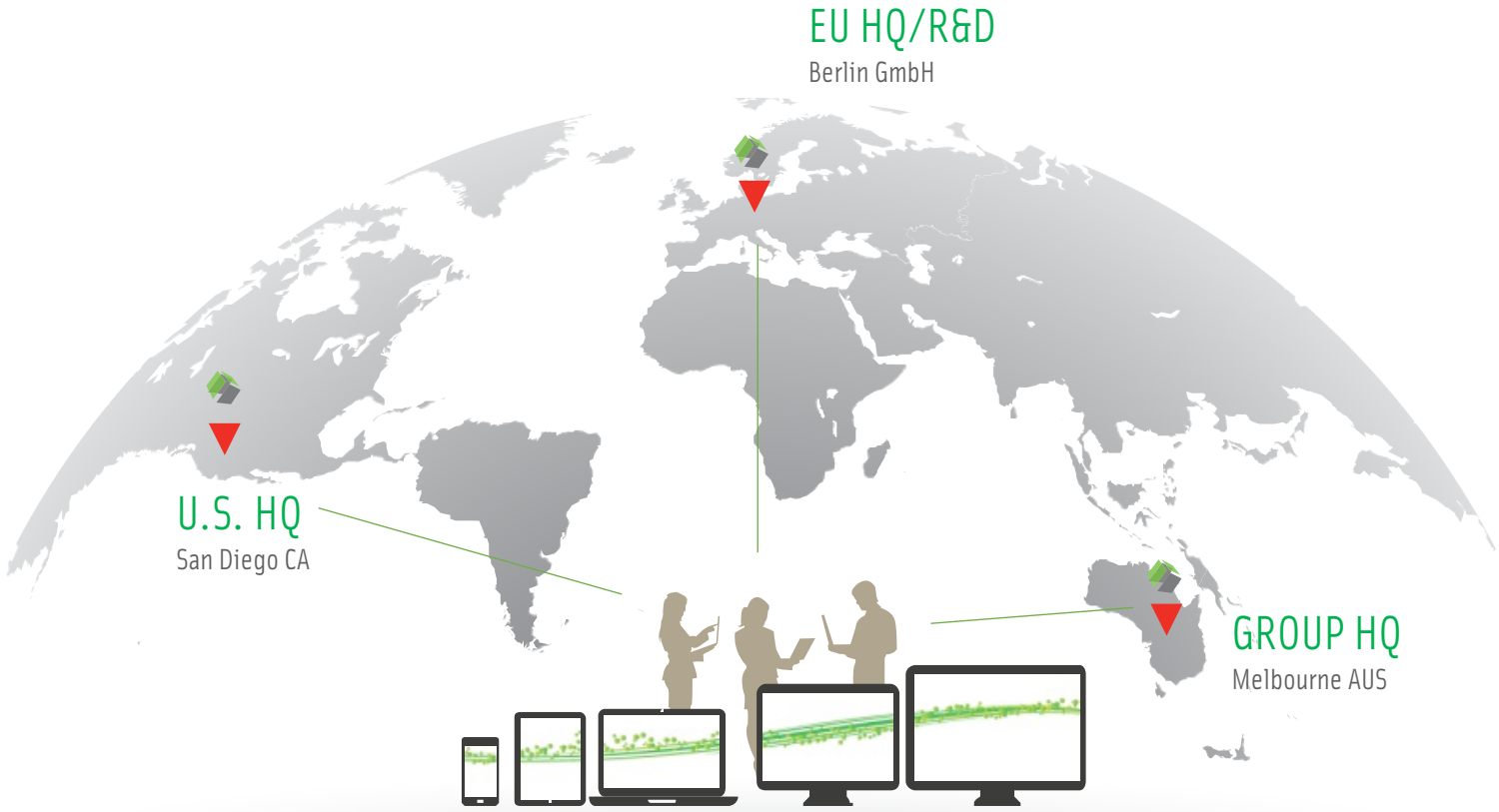
February 2022

VISAGE IMAGING®

PRO MEDICUS (ASX:PME)

Healthcare IT company specializing in Enterprise Imaging and Radiology Information System (RIS) software.

Leading edge products, growing global presence.



OVER 40+ SOFTWARE ENGINEERS

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ASX:PME

VISAGE RIS

VISAGE RIS

promedicus.net

VISAGE 7

VISAGE 7
PRODUCT SUITE

OEM

OEM

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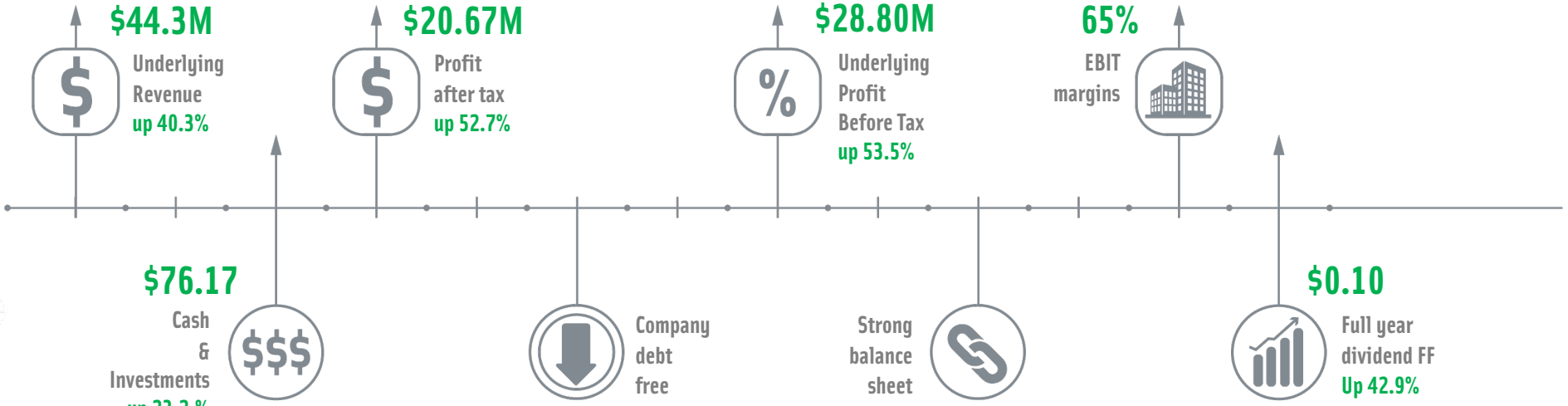
RESULTS
HY 2022



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Highlights
HY22

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NOVANT HEALTH

- $40M – 7-year contract
- Equal biggest deal to date
- Cloud based implementation
- Visage to replace multiple legacy PACS systems
- Visage to deploy Visage 7 Workflow and Visage 7 Viewer
- Extends PME's rapidly growing footprint in IDN Market
- Transaction-based model with potential upside

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GERMAN GOVERNMENT CONTRACT

- 4th extension of original contract signed in 2015
- $1.3M one-off capital license (net of hardware)
- Annual support contract to be in addition
- Increases PME footprint in Europe

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ALLEGHENY HEALTH - Renewal

- 5-year renewal – same term as original contract
- $12M over 5 years at minimums
- Increased cost per transaction
- Upside as AHN grows
- Confirms confidence in Visage offering

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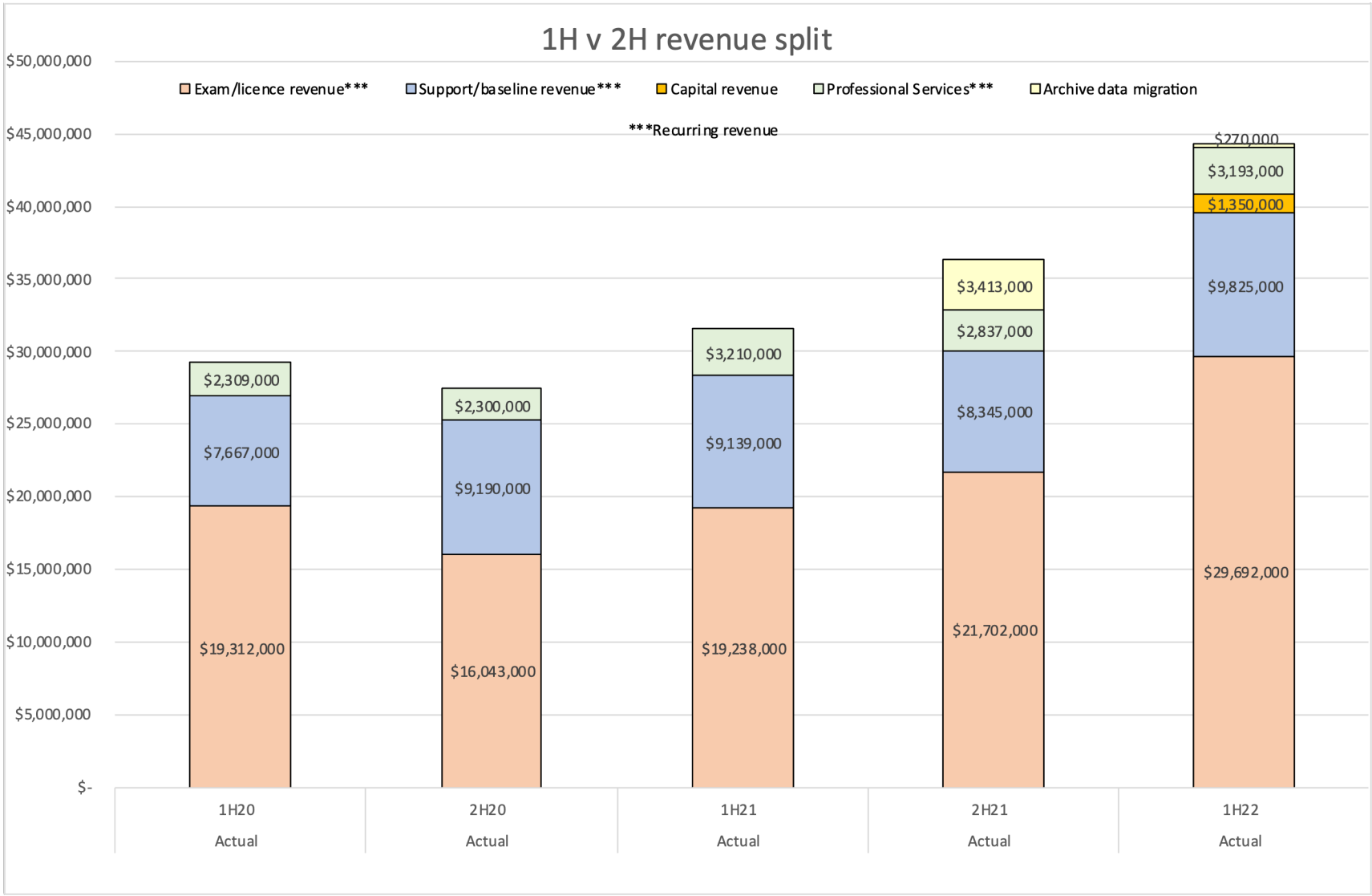
HY 2022 REVENUE SPLIT



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OPERATONAL (TRANSACTION) MODEL

- Used in vast majority of US contracts
- Delivered as SaaS model
- Now used in RIS contracts in AUS
- Model based on transaction minimums
- Forward revenue > A$382M/5 years*
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

*** Assumes key contracts up for renewal are renewed**

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EXAM (TRANSACTION) REVENUE

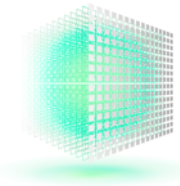
- Recurring in nature
- Increased by ~ 37% PoP
- Growth to continue for FY 2022 (Intermountain, UCSF & others)
- New sites coming online in 2nd Half FY22 (UC Irvine, UCSD & UVM)
- Growth from existing clients (organic and M&A) plus new clients
- Further upside with adoption of new products
  (Visage 7 Open Archive and Visage 7 Workflow)

Intermountain Healthcare

University of California
UCSF

University of California
Irvine & UCSD

THE University of Vermont MEDICAL CENTER



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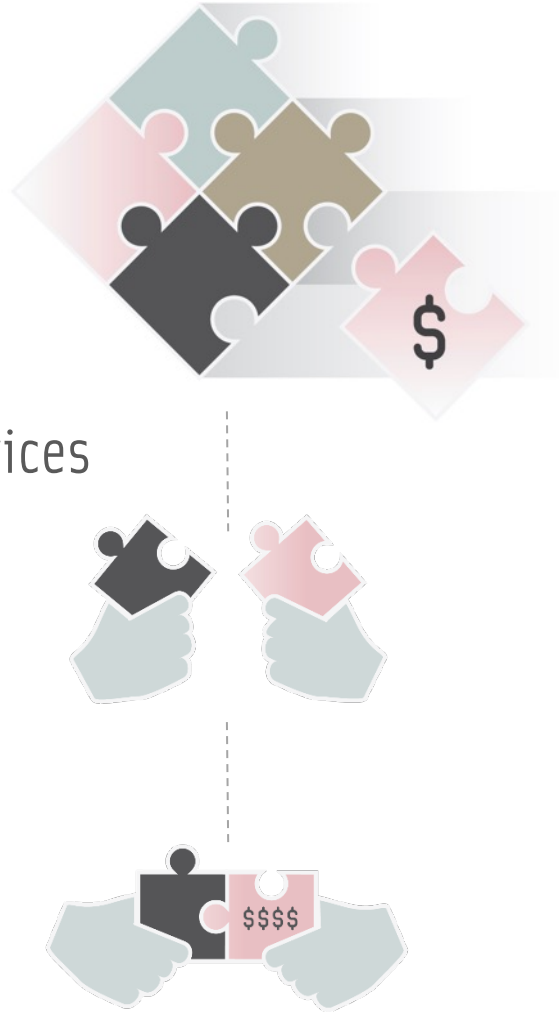
PROFESSIONAL SERVICES

- Project planning, training & implementation
- Revenue spread over the length of the contract – new accounting standards (AASB 15)
- Recurring in nature ~ 10% contract value
- Data migration as part of Visage 7 Open Archive sale – once off

OPERATING LEVERAGE

- Highly scalable offering
- No capex (HW) – SW only model
- Training & Installation – charged as professional services
- Contained cost base
- High operating leverage
- Margin continues to grow as footprint increases



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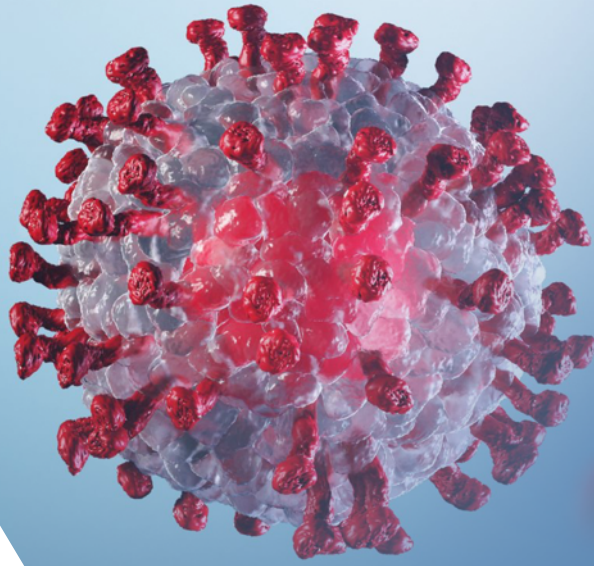
COVID-19



- PME/Visage still largely WFH
- Operating at 100% capacity
- Sales and marketing efforts continued throughout
- "Thinness" of the technology enabled large scale remote demonstrations
- New opportunities despite COVID restrictions
- Visage 7 - enables radiologists to seamlessly work from home
- North American exam volumes back at or above pre COVID levels

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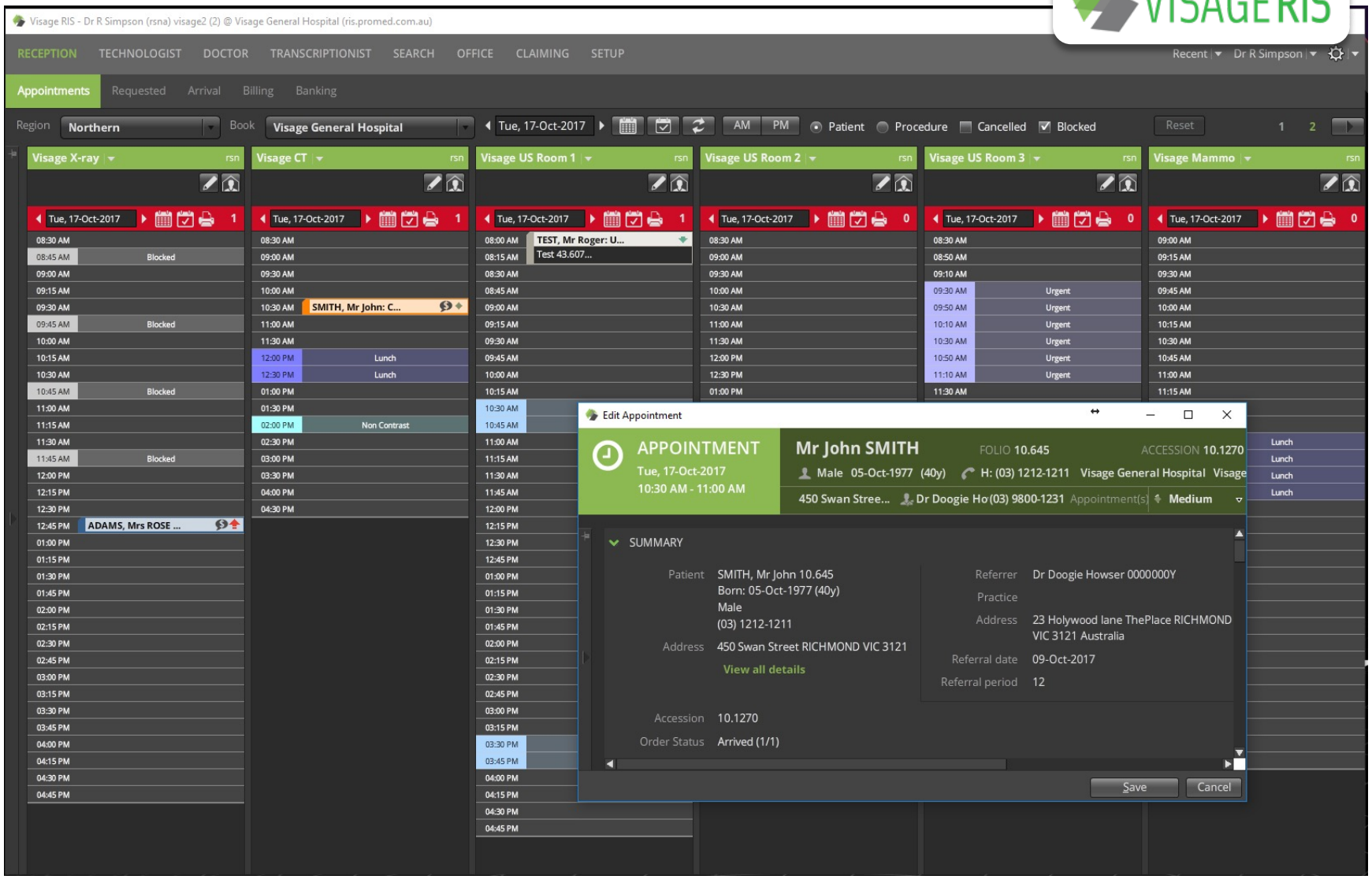
VISAGE RIS



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VISAGE RIS

- Long term (5 year) contracts with Primary Healthcare and I–MED, the 2 biggest radiology providers in AUS
- HIS (Healius) rollout now complete
- Upside via organic and M&A growth
- Increased market interest – new opportunities
- PME undisputed market leader

VISAGE RIS

I-MED Network Radiology
Comprehensive care. Uncompromising quality.

Healthcare Imaging Services
Affordable | Accessible | Imaging

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VISAGE 7

Continues to be #1 in Speed, Functionality and Scalability

SPEED

FUNCTIONALITY

SCALABILITY

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MASSIVE DATA EXPLOSION

- High density Multi-slice CT – 10,000+ images
- HD Breast Tomosynthesis – 6 GB+
- Optoacoustic Breast Ultrasound – 10+ GB
- Total Body PET Scan – 10+ GB
- 7T MRI – much larger than 3T

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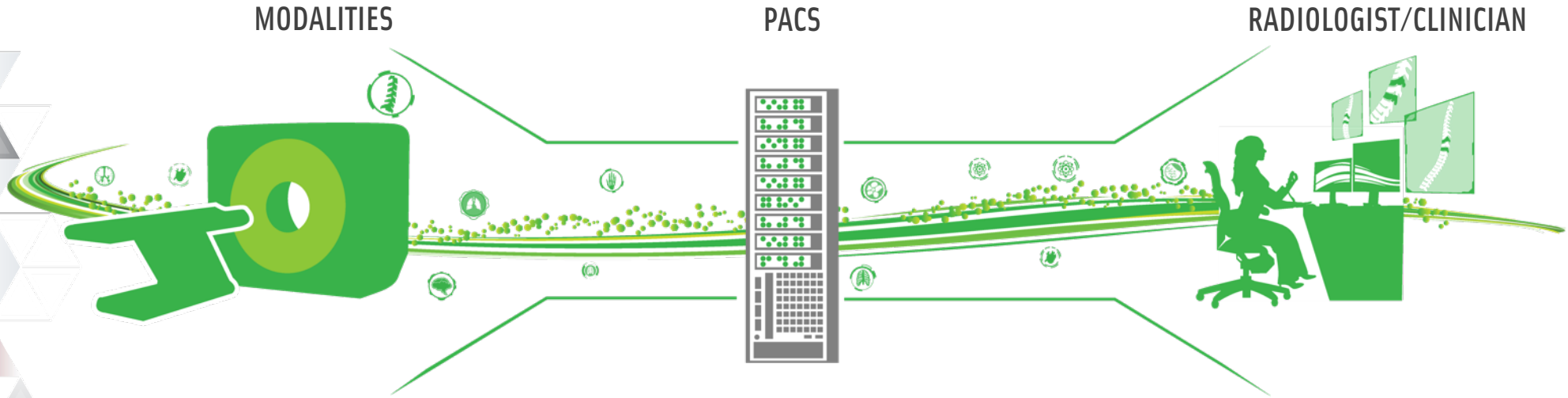
LEGACY TECHNOLOGY

"Compress and Send"



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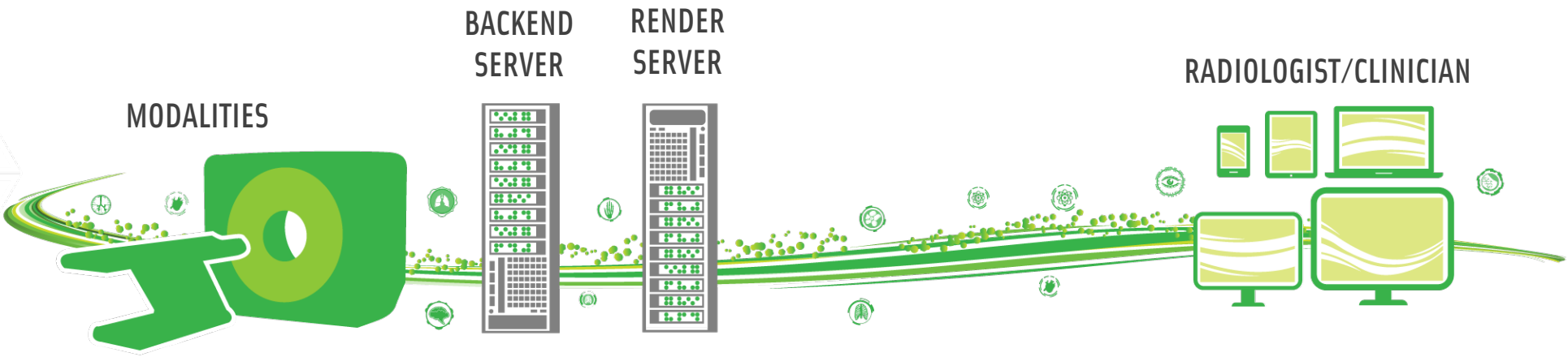
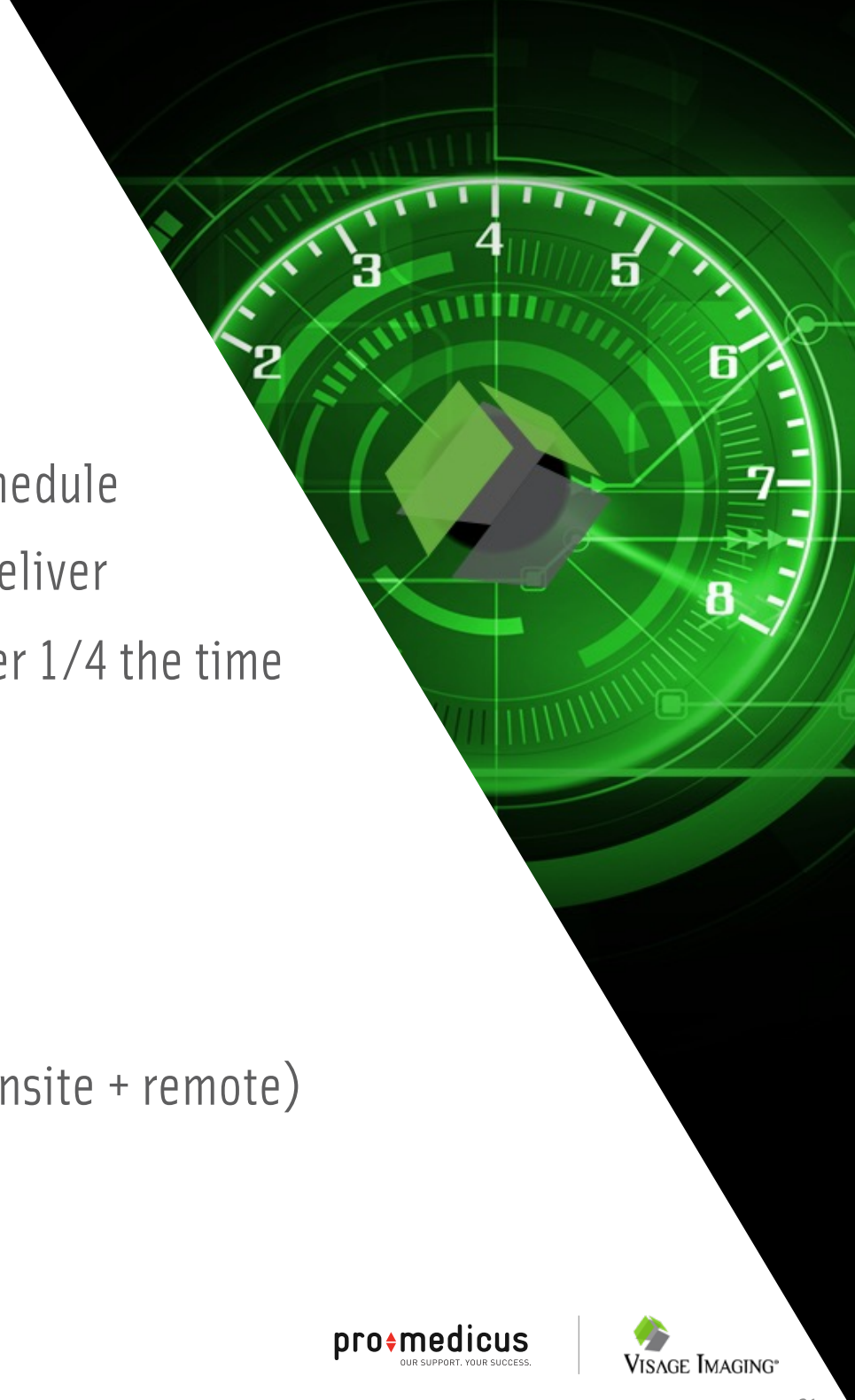
SOLUTION

VISAGE 7 Streaming Technology



FAST TRACK IMPLEMENTATION



- All implementations on or ahead of schedule
- Fast track methodology continues to deliver
- Large scale projects completed in under 1/4 the time of industry norm
- Delivers huge savings for client
- Frees PME staff for other jobs
- Reduces barrier to change
- New highly optimized hybrid model (onsite + remote)
- A key differentiator of Visage offering

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VISAGE – PROVEN ROI

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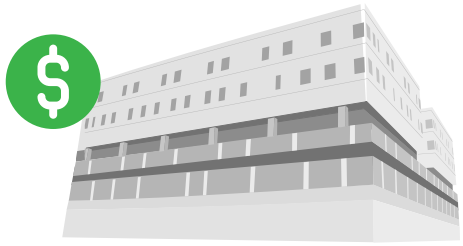
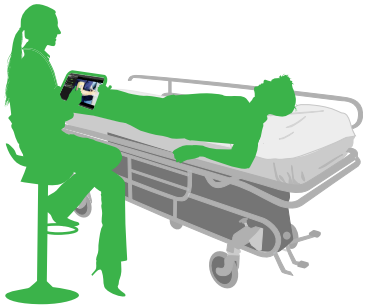


Significant IT &
Infrastructure Savings

Unparalleled Increase in
Radiologist Efficiency

Greater Clinical
Accuracy



Improved Physician
Engagement

Delivers Superior
Value Proposition

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Clinical Outcomes

Moving the Needle

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VISAGE – CLINICAL ROI

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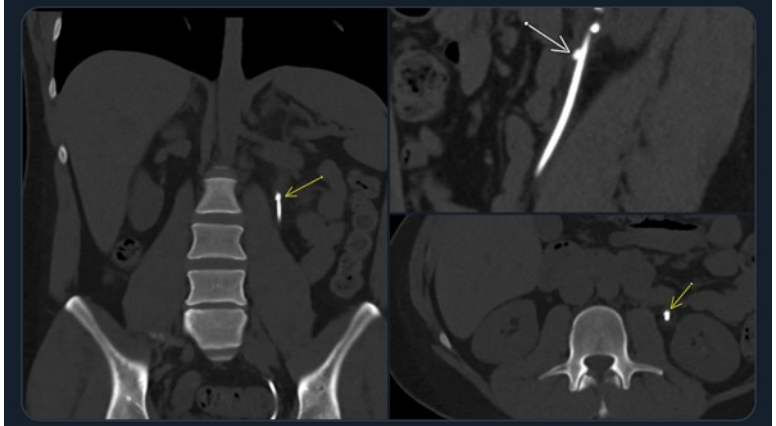
Bharti Khurana, MD
@KhuranaBharti

#radres please use bone window and multiplanar reformations to distinguish a stent from ureteral calculus #easytomiss #EMRad #bodyrad #Urology #emergencymedicine @ASER_ERad



10:52 AM · Aug 12, 2020 · Twitter Web App

12 Retweets **74** Likes

Eric Pepin PhD MD @ericwpepin · Aug 13
Replying to @KhuranaBharti and @ASER_ERad
On some PACS (eg @Visage_Imaging), making a curved reformat of ureteral stents takes just a few seconds.
2 3

Daniel Ortiz, MD @danortizmd · Aug 12
Replying to @KhuranaBharti and @ASER_ERad
Great tip! I always confirm no stones on coronals on all my cts because can be easy to blow by 1-2 mm stones on axials.
4

Visage Imaging @Visage_Imaging · Aug 13
Thank you @ericwpepin! @KhuranaBharti and @BrighamRad @MassGenBrigham use #Visage7 and can quickly & easily create CPRs. Ex. Curved Planar Reformat (CPR) generated on-the-fly for better visualization of Rt. Urethra Obstruction @ASER_ERad

Type a message

Eric Pepin PhD MD @ericwpepin · Aug 13
Replying to @KhuranaBharti and @ASER_ERad
On some PACS (eg @Visage_Imaging), making a curved reformat of ureteral stents takes just a few seconds.
1 5

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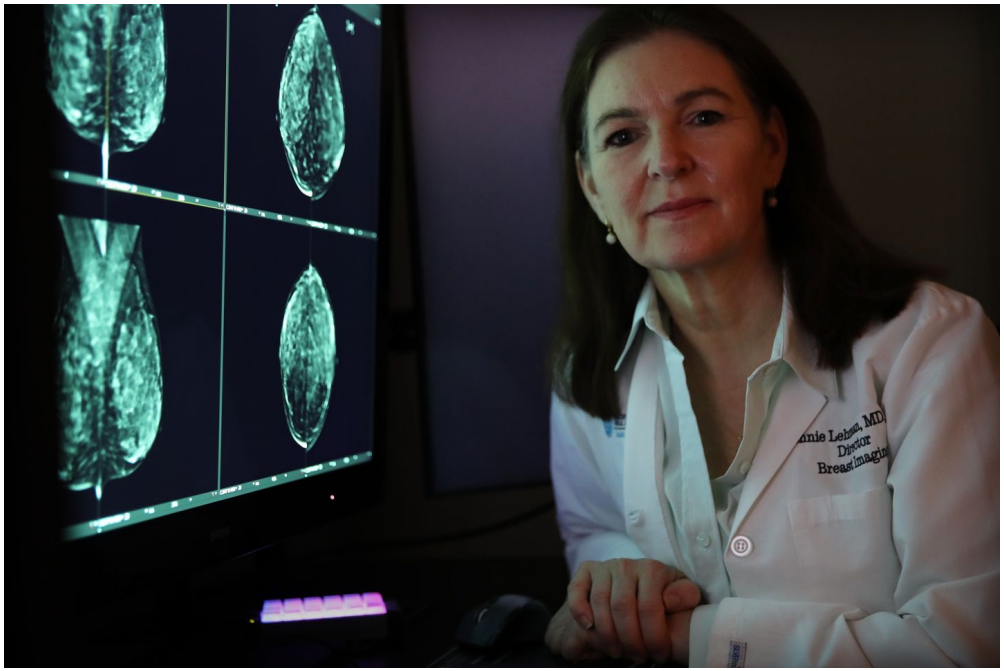
Doctors, spurred by the pandemic, try to make breast cancer screening easier and faster

By Felice J. Freyer Globe Staff,Updated July 10, 2021, 3:07 p.m.

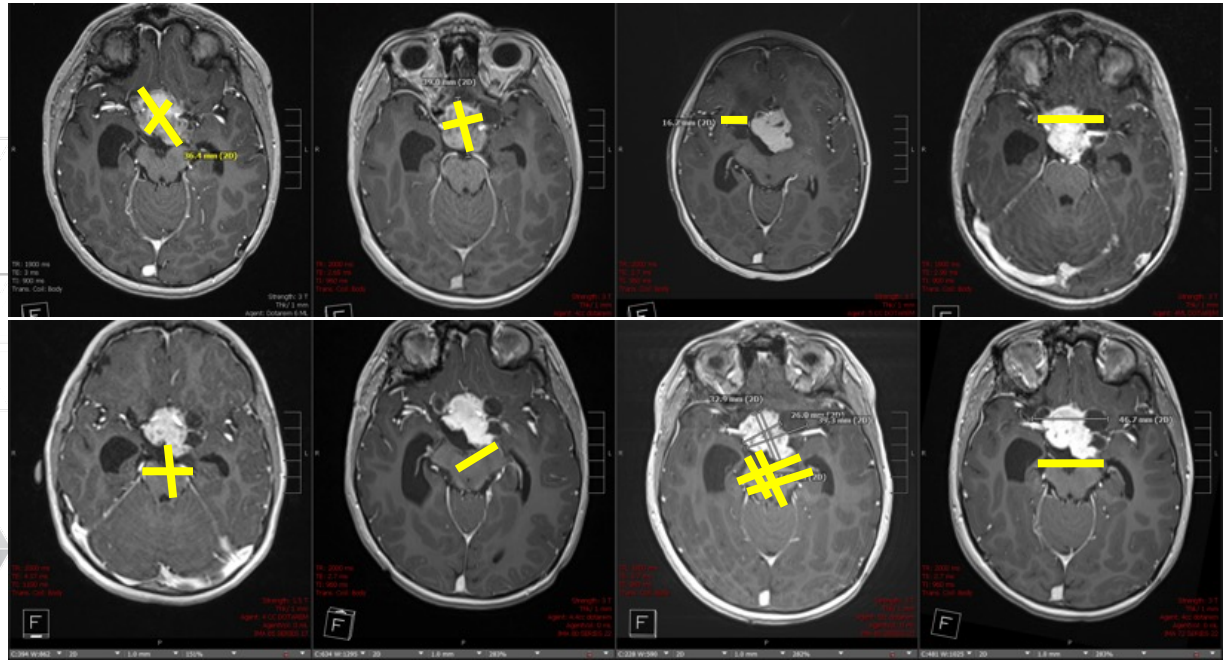


- 15 percent of patients got their mammograms read instantly – mostly white women with higher incomes.
- We had unintentionally developed this system that supported inequities
- Mass. General began routinely offering patients results right away (via remote reading)
- But most important, the racial and ethnic disparities vanished: Immediate results were offered to everyone equally

Radiogenomics of Pediatric Brain Tumors – Purpose

Mariam Aboian, MD, PhD
Assistant Professor
Radiology & Biomedical Engineering
Yale School of Medicine

- ~ 4,170 new cases in US in 2022, with median survival in primary malignant brain and other CNS tumors being 8 months for glioblastoma and up to 16.6 yrs for oligodendrogliomas
- Grading and classification of brain tumors is very nuanced and World Health Organization (WHO) updates are made often, making clinical implementation and standardization challenging



Mixed solid/cystic tumors are difficult to evaluate over time

1D and 2D measurements can be problematic, although are commonly used in clinical practice

GROWTH STRATEGY

New product offerings

Transaction growth from existing clients

Extend to new geographical markets

Expand footprint – new clients

Leverage R&D capability to introduce next generation products

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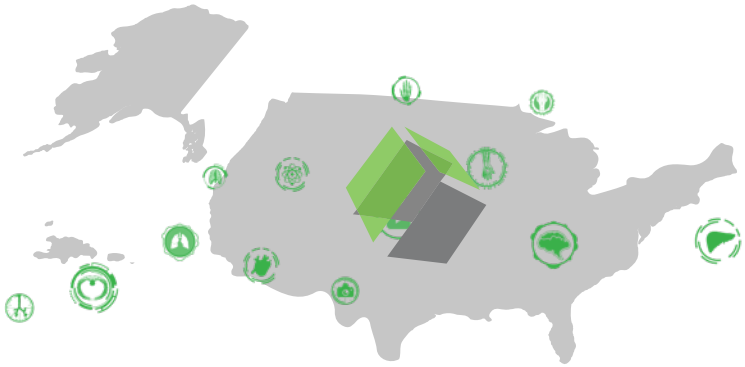
NORTH AMERICAN PIPELINE



Pipeline Robust

In terms of quality and quantity of opportunities

Opportunities

Last 12 months - significant increase in number of inbound RFPs

Network Effect

Increased as a result of recent high-profile wins

Prospects

Progressing through various stages of the cycle

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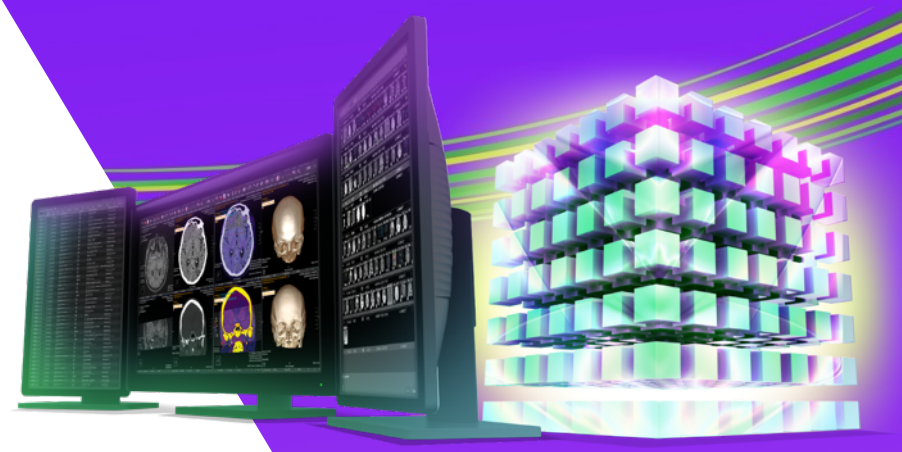
VISAGE 7 OPEN ARCHIVE



- Same highly scalable Visage 7 platform
- Interoperable – works in complex environments
- Enables choice of modular or single vendor solutions
- Three recent sales - Viewer **and** Visage 7 Open Archive
- Pipeline includes Visage 7 Open Archive opportunities
- Key component of Visage Cloud strategy
- Transaction based model with potential upside

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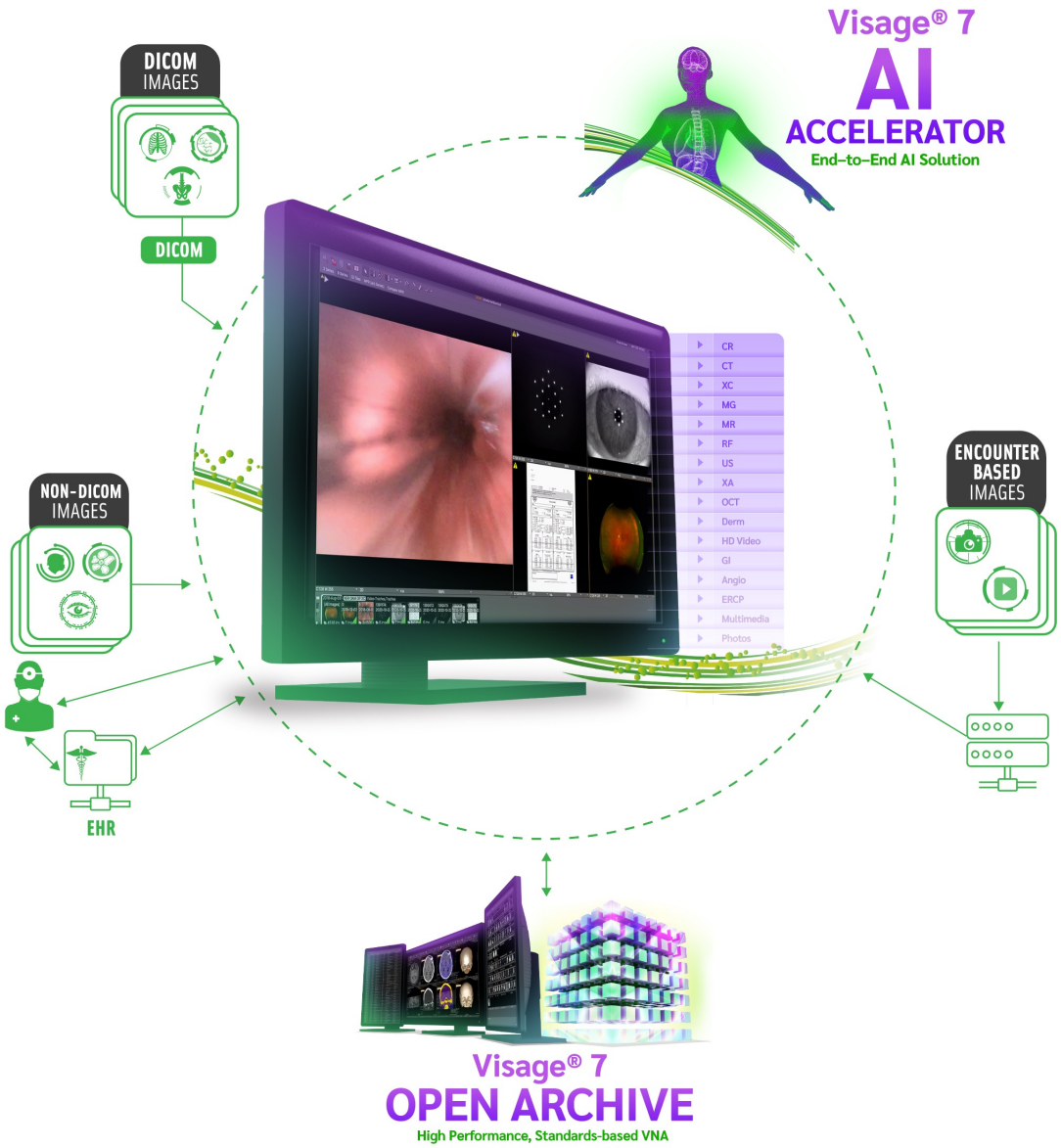
VISAGE 7 WORKFLOW

- Adds to Visage 7 Viewer and Open Archive modules
- Based on over 30 years experience in Worklist SW
- Allows PME to offer single vendor solution
- Integral part of Visage in the Cloud SaaS solution
- Ability to interface with broad range of AI algorithms
- Transaction based model with potential upside

NEW PRODUCTS

Visage® 7
One Viewer™
All Modalities

- Single viewer for ALL images in the medical record (EMR)
- Radiology/Cardiology (DICOM format)
- Non-radiology– reflected light – hi-res photos & videos
- Visage 7 technology ideally suited
- Increases Visage value proposition
- Growth opportunities within existing contracts



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Visage in the Cloud

- Visage 7 – fully Cloud native
- Same ultrafast performance as on-premise
- Full Visage 7 functionality
- Security and scale of the cloud
- Complete PACS deployment or as backup/disaster recovery
- Suitable for all size implementations
- Opens new market opportunities
- Significant strategic advantage over competitors

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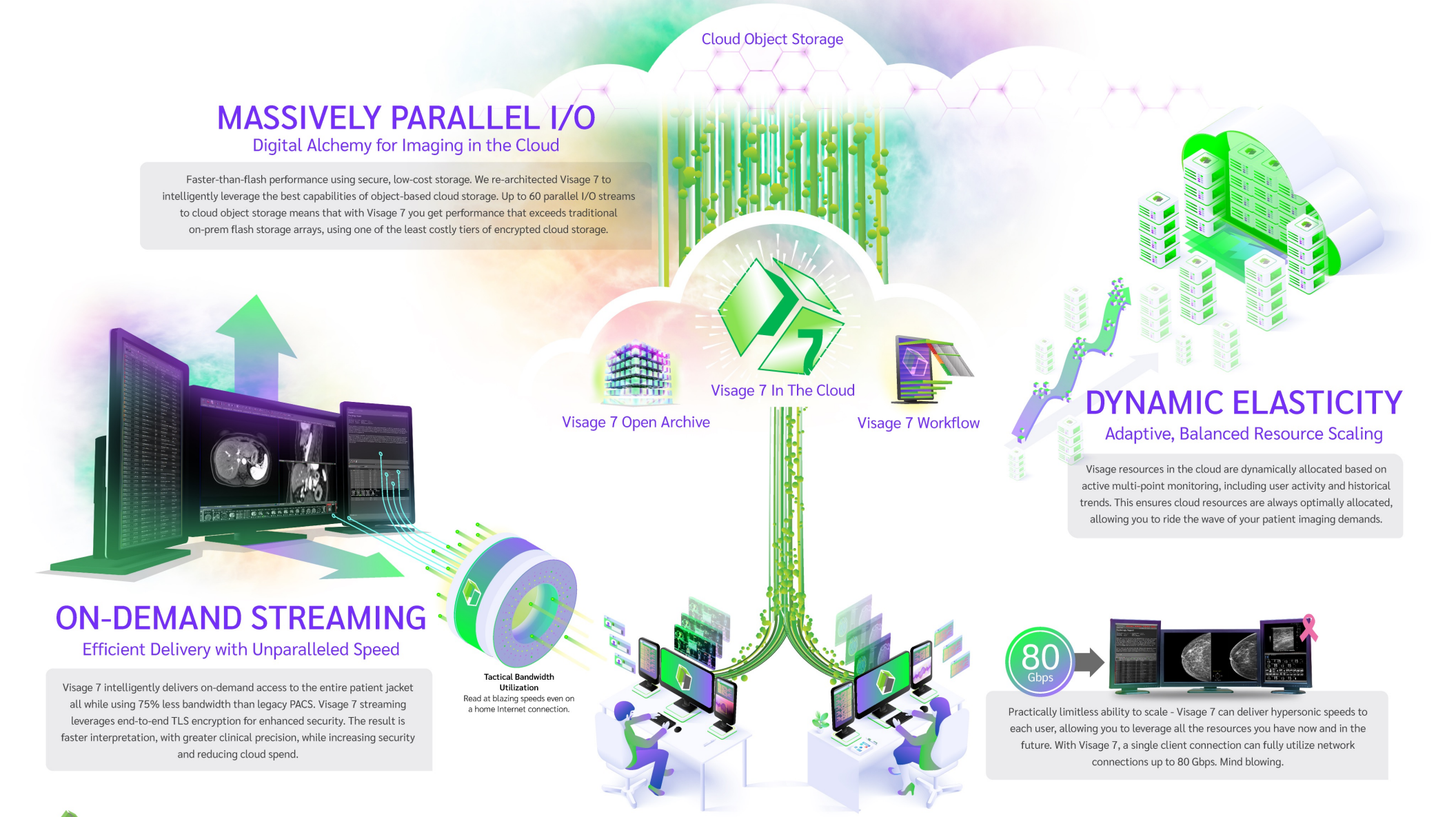
VISAGE® 7 IN THE CLOUD

CLOUD NATIVE



MASSIVELY PARALLEL I/O

Digital Alchemy for Imaging in the Cloud

Faster-than-flash performance using secure, low-cost storage. We re-architected Visage 7 to intelligently leverage the best capabilities of object-based cloud storage. Up to 60 parallel I/O streams to cloud object storage means that with Visage 7 you get performance that exceeds traditional on-prem flash storage arrays, using one of the least costly tiers of encrypted cloud storage.

DYNAMIC ELASTICITY

Adaptive, Balanced Resource Scaling

Visage resources in the cloud are dynamically allocated based on active multi-point monitoring, including user activity and historical trends. This ensures cloud resources are always optimally allocated, allowing you to ride the wave of your patient imaging demands.

ON-DEMAND STREAMING

Efficient Delivery with Unparalleled Speed

Visage 7 intelligently delivers on-demand access to the entire patient jacket all while using 75% less bandwidth than legacy PACS. Visage 7 streaming leverages end-to-end TLS encryption for enhanced security. The result is faster interpretation, with greater clinical precision, while increasing security and reducing cloud spend.

Practically limitless ability to scale - Visage 7 can deliver hypersonic speeds to each user, allowing you to leverage all the resources you have now and in the future. With Visage 7, a single client connection can fully utilize network connections up to 80 Gbps. Mind blowing.

VISAGE IMAGING® Platform For The Future – Powered By Speed.

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VISAGE 7

- Unique end to end solution
- Supports both research and production environments on a single platform
- Based on market leading Visage 7 technology
- Enables Visage clients to fast-track AI as part of their imaging strategy

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VISAGE 7

- Visage AI Accelerator Platform – streamlines AI algorithm development
- Optimised for AI data curation and validation
- Open API - seamless integration
- AI Ecosystem - 3rd party and Visage developed algorithms
- Joint development/commercialisation opportunities - 3rd party and academic clients

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AI Research Leadership

Malte Westerhoff, PhD
Global Chief Technology Officer

Detlev Stalling, PhD
Head of Development

Ming De Lin, PhD
Clinical Research Manager
North America

Raj Moily, MBBS, PhD
Director, AI Business Development
North America

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RESEARCH COLLABORATION AGREEMENTS (RCA)

NYU Langone Health

MAYO CLINIC

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BREAST DENSITY - AI

FDA CLEARED

- First diagnostic AI algorithm produced by Visage
- Developed in collaboration with breast imaging team at Yale
- Provides "on-the-fly" AI assessment of breast density
- Previewed at RSNA 2019 as WIP
- FDA clearance – February 2021
- A model for future AI development

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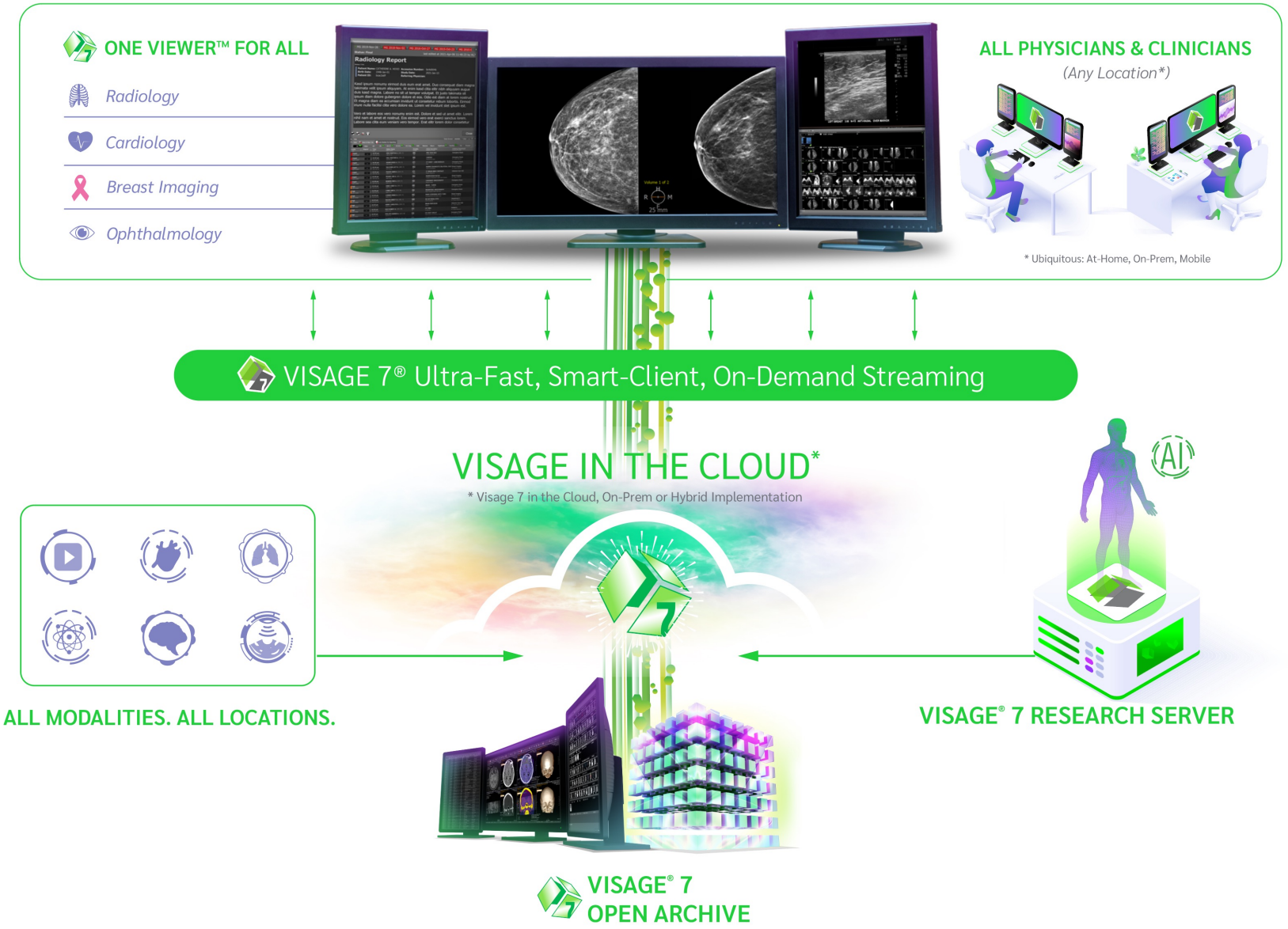
SOLUTION: Visage 7 Streaming Technology



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THANK YOU

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