

Annual General Meeting November 2011

Chairman's Address

AGM 2011



- Overview
- Non Executive Directors
- Mel Ward Scholarship
- CEO/Management Team

Annual General Meeting CEO Address

Year in Review



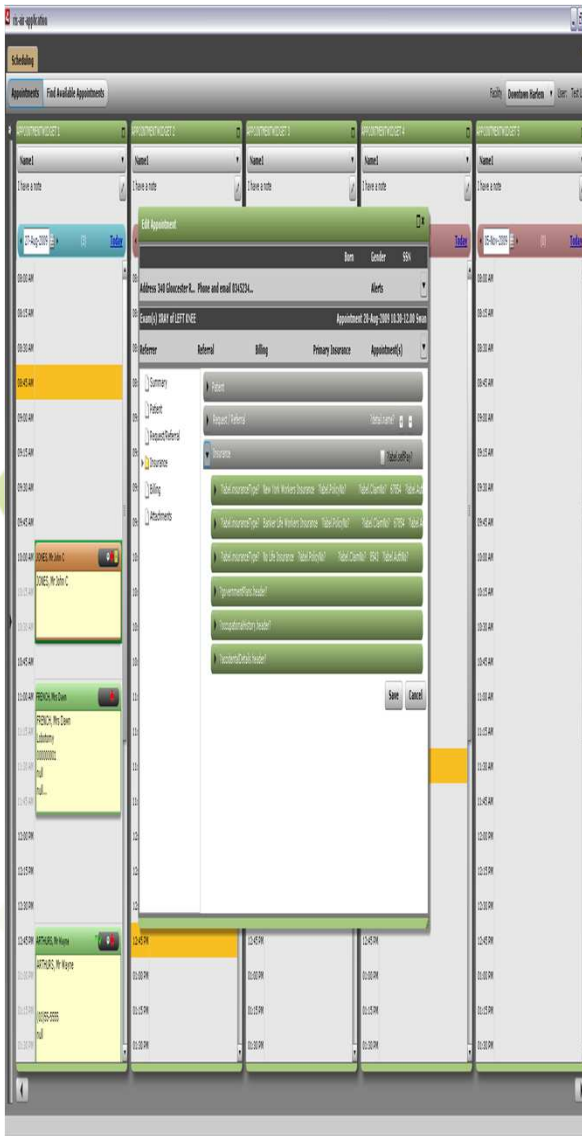
- One of the most difficult years in company's history.
- Revenue and Profit negatively impacted.
- Number of one-off, legacy factors.
- Currency – large negative impact.
- Delay in release of RIS new technology platform.

Year in Review



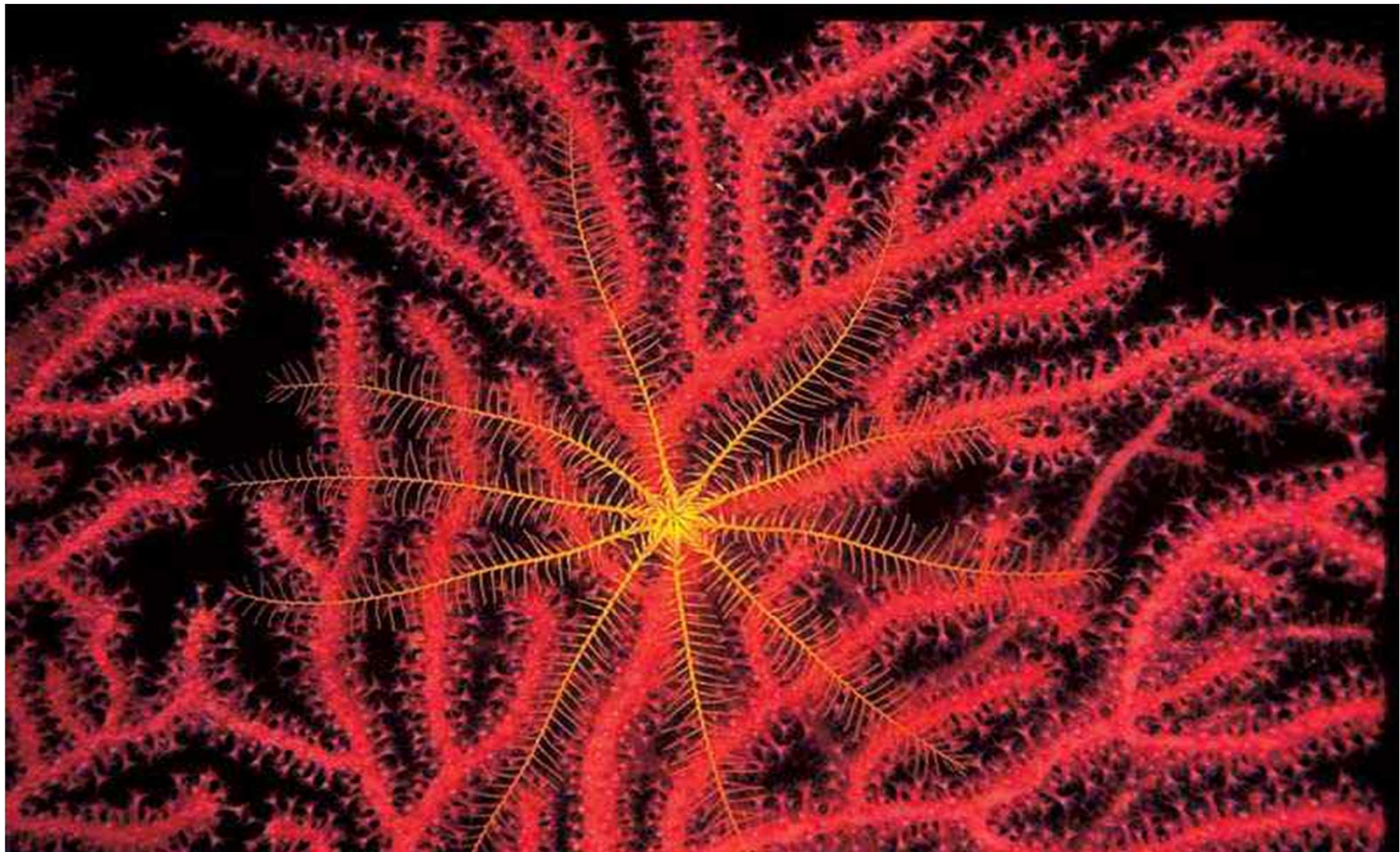
- FY2011 to be turning point in cycle
- Continued our investment in R&D
- Company remains debt free
- Cash reserves of \$3.26M (as of 30/6/11)

Milestones – New Technology Platform “Coral”

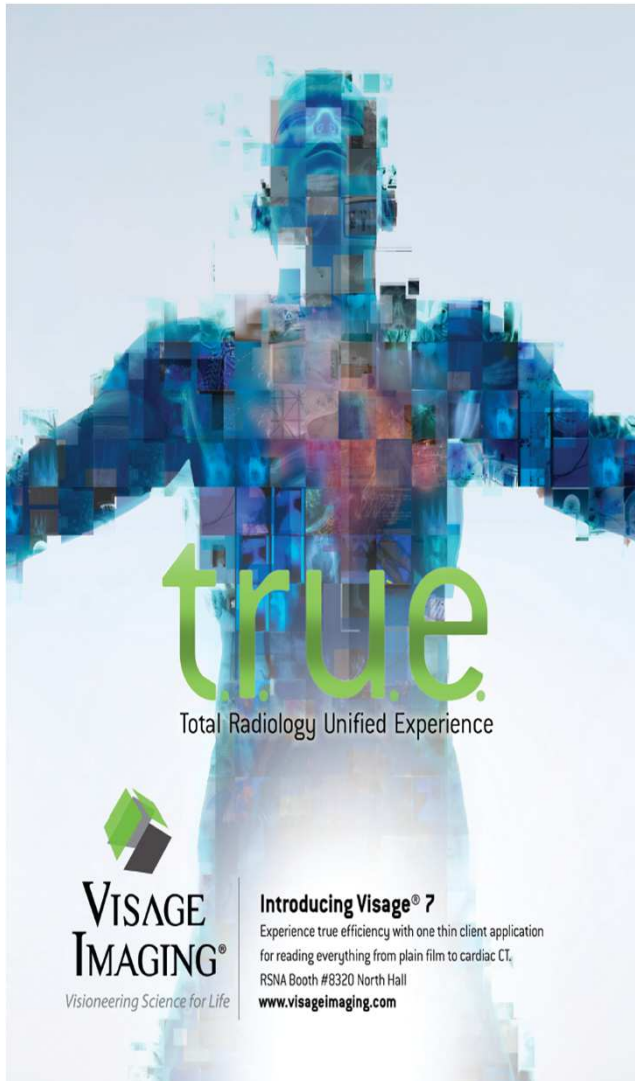


- New technology platform “Coral” now in pre release
- Speed of product development has increased
- Technology is leading edge
- Feedback from customers – extremely positive
- Multi lingual support
- One product - suitable for all markets

“Coral” – everything is new !

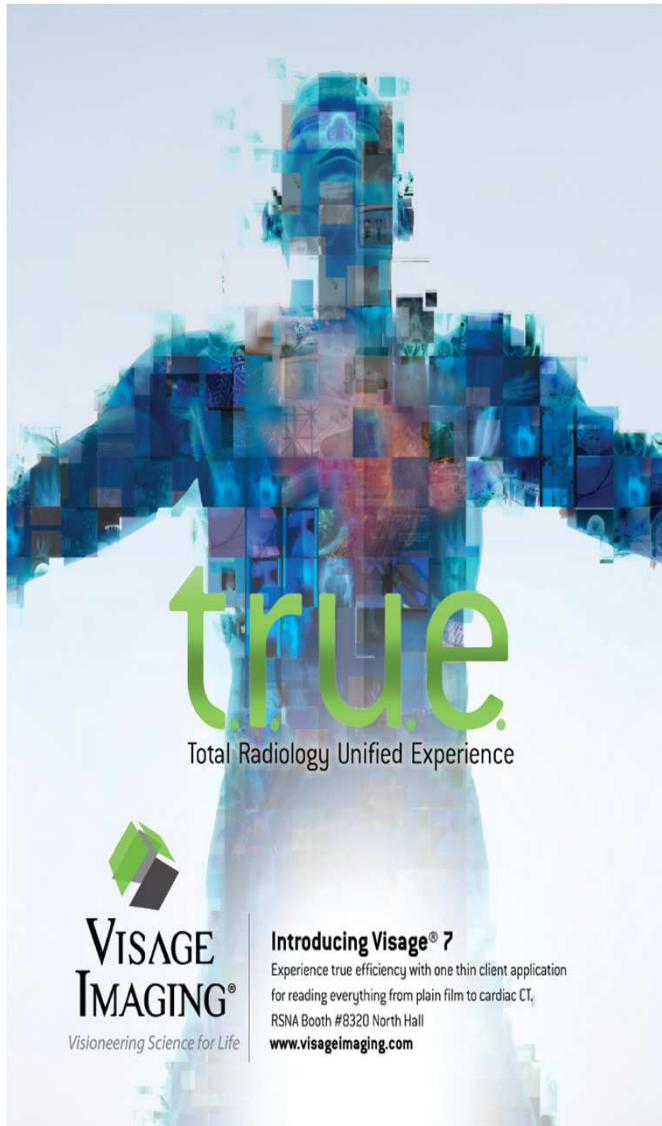


Milestones - Visage



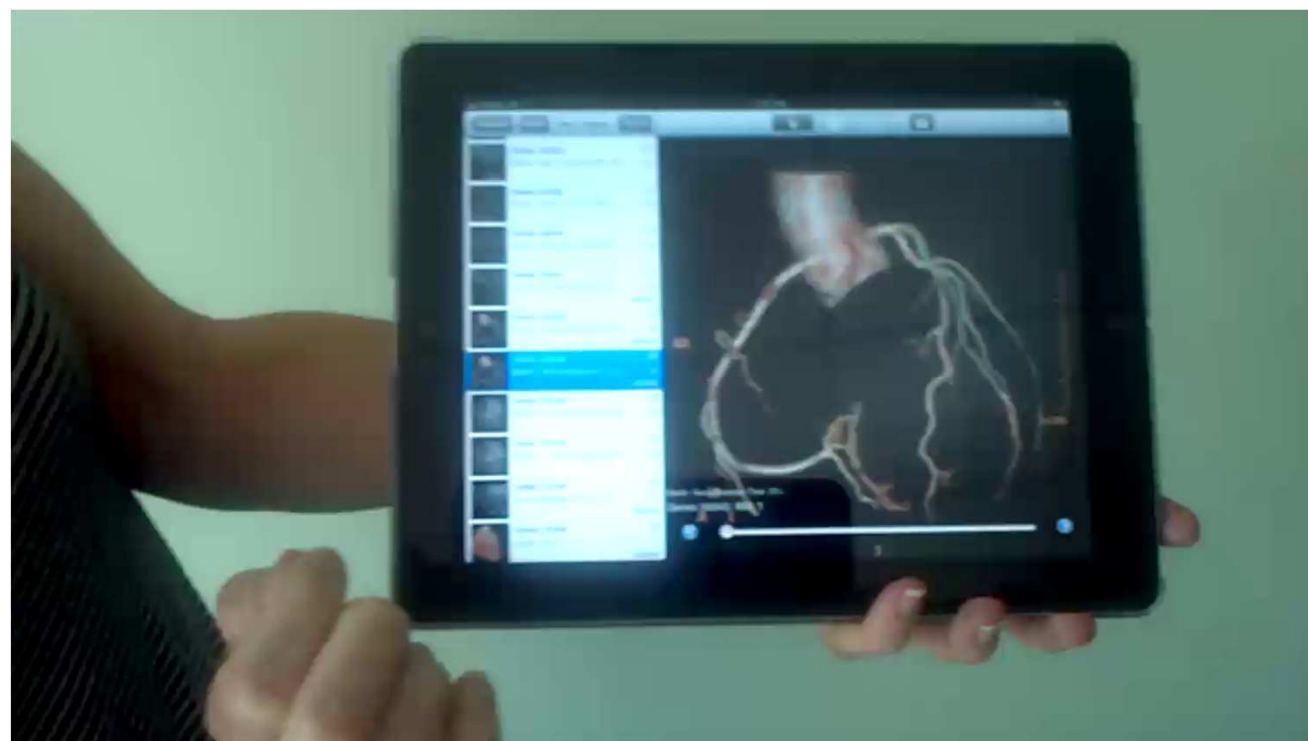
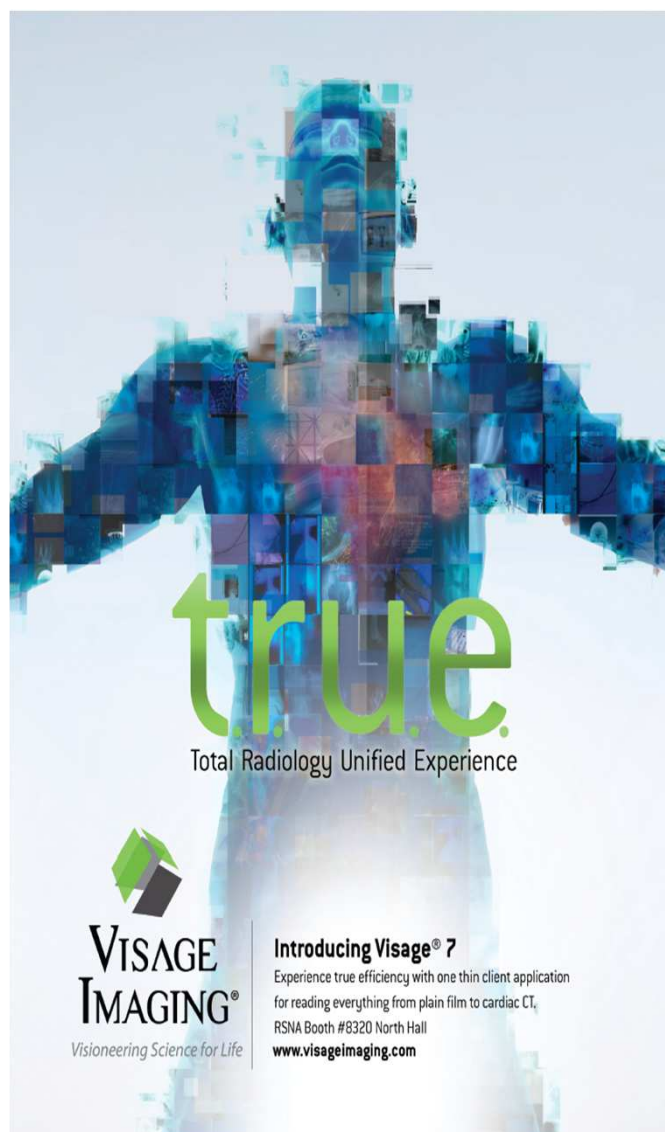
- Visage 7.0 - leading thin client technology
- Well positioned in growing 3D PACS market.
- Highly modular solution:
 - PACS
 - Universal viewer
 - Referrer distribution
 - Teleradiology/Remote reading.
- Addresses ~ 85% of market:

Milestones - Visage



- Significant ongoing Product development
- Improved robustness and scalability
- Visage Referrer Access Gateway
- Visage “Ease” - iPad and iPhone

Milestones – Visage “EASE” Mobile



Visage EASE – iPhone/iPad App

North America



- World's biggest market.
- Visage brand has presence.
- Technology leader in thin client 3D PACS.
- A large number of opportunities.
- Market fragmented and will consolidate.

US – Management Changes



- Brad Levin – General Manager & Global Head of Marketing
- Joined August 2011
- Industry veteran with excellent track record.
- Already having positive impact
- Will lead team at RSNA conference

US – Management Changes



- Bobby Roe – Director of Solutions Architecture and Customer Experience
- Joined October 2011
- Wealth of industry experience.
- To spearhead technical and customer focused activities.

North America – Gaining Momentum



- CDI – Referrer Distribution.
- CIRA - Universal Viewer.
- Imaging Endpoints - Thin client 3D.
- Rays - Teleradiology.

North America – RSNA 2011

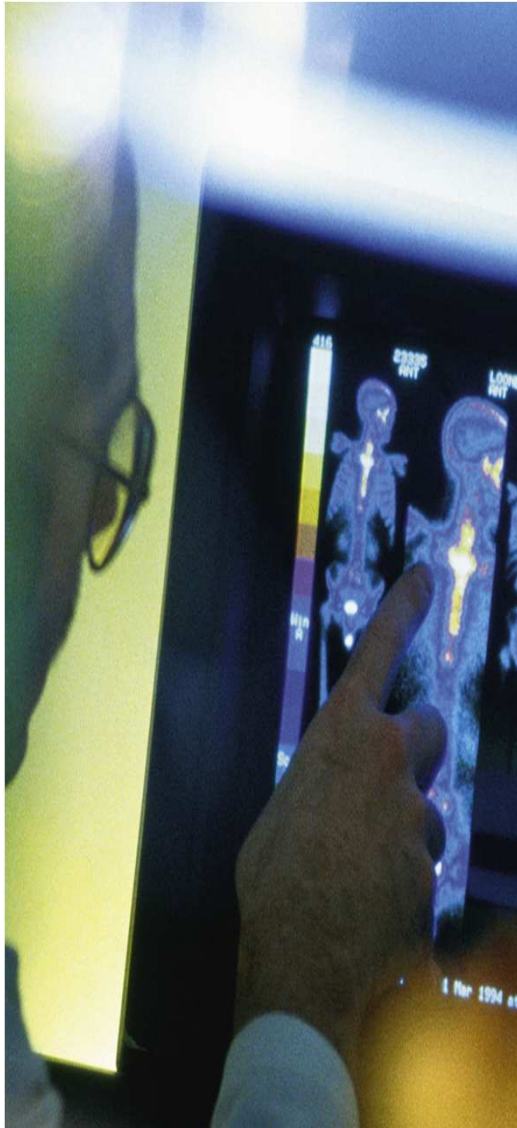


Australian – Management Changes



- Danny Tauber – General Manager Australia
- Previously Chief Operations Manager
- Has been with the company over 17 years.
- Positive impact on customer services
- Supervising team for Coral roll out in Australia

Europe



- Key growth market.
- Increased emphasis on direct sales channels
- Growing client base Germany, UK and Belgium
- Opportunities in 2013 NHS PACS refresh.
- Keen interest in other European countries.

European – Management – Malte Westerhoff



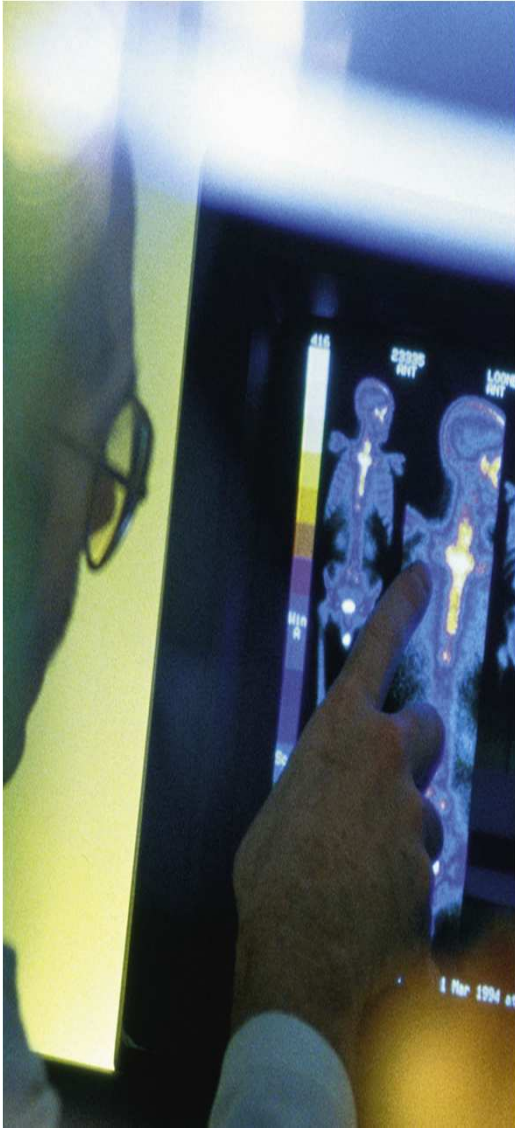
- Co Founder and co-developer of Visage platform
- Leads team of 41 people
- Building direct sales capability
- Forming platform for future European growth

European – Management – Detlev Stalling



- Co Founder and co-developer of Visage platform
- Head of R&D
- Heads strong development team
- Responsible for both Visage and Amira R&D

European Opportunities



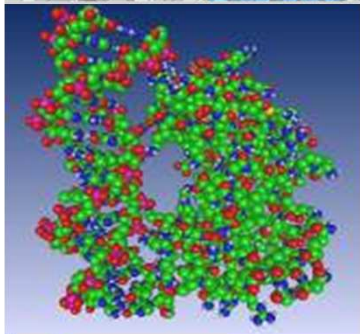
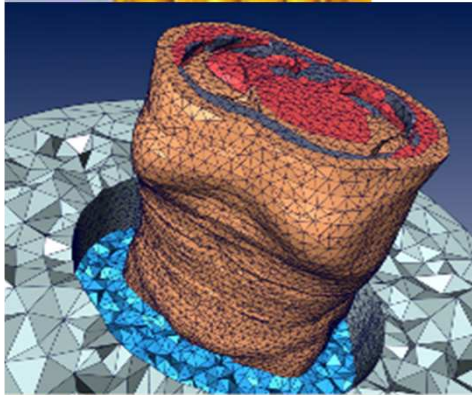
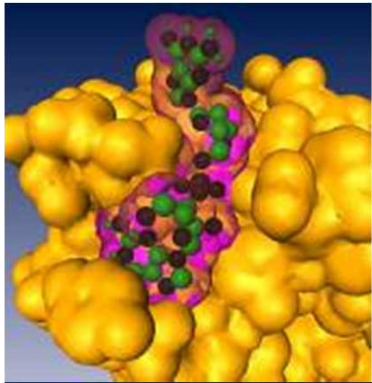
- Eurozone - financial uncertainty
- May affect health spend in short term
- Purchasing decisions likely to take longer
- Need to form partnerships to address NHS market
- Opportunities for Visage PACS and “Coral”

Pro Medicus – e-health



- Revenue ~ \$1.9M per annum.
- Scalable and transaction based.
- Currently only in Australia – potential European and US opportunities.

Pro Medicus – Amira



- 3D Toolkit for Life Sciences
- Sold through Web Store
- Sales still growing strongly - 15% plus pa
- Increases awareness of Visage brand

Visage – OEM Business



- Still important in terms of European revenue
- Key contracts performing well
- Sales in Europe and US

Pioneer in communications

MELVYN KEITH WARD, AO
ENGINEER, BUSINESSMAN
12-12-1941 — 1-10-2010

By **DAVID JELLIE**

MEL Ward, the last managing director of Telecom Australia and the first person to make a mobile phone call in Australia, has died of cancer at his home in Jan Juc on Victoria's west coast. He was 68.

Ward substantially contributed to the everyday life of almost all Australians through his pioneering contributions in the fields of digitisation of Australia's telephony and data networks and in mobile telecommunications technologies.

He was also an active supporter of the arts in Australia and was on the board of the Australian Ballet from 1991 to 2002, including chairman for the last three of those years.



culminated in the implementation of the world's first computer-controlled digital telephone exchange built in

the first person in Australia to make a call on a hand-held, portable phone from the Sydney Opera House on February 22,

the Year, and in 1991 he was awarded the Australian Institute of Management's John Storey Medal for distinguished contrib-

the merger of OTC, W and the warning and tenders resignations of Telecom.

After Telecom, he accepted many directorships in many companies including Brash & Logica Australia, Sedgwick & Sons, Prologix, AXA Asia Pacific Holdings, Cola Australia, Newspapers and field services.

In 1999, he was named Victorian of the Year.



Mel Ward Scholarship

Thank you to our Directors
and staff for all of the efforts
throughout the year

Annual General Meeting November 2011

RESOLUTION OF SHAREHOLDERS

- Resolution 2 – To adopt the Remuneration Report (non binding)

FOR

61,090,797

75.62%

OPEN

97,237

0.12%

AGAINST

19,599,361

24.26%



RESOLUTION OF SHAREHOLDERS

- Resolution 3A – To elect as a Director Roderick Lyle

FOR

80,763,259

99.39%

OPEN

337,084

0.41%

AGAINST

155,637

0.19%



RESOLUTION OF SHAREHOLDERS

- Resolution 3B – To elect as a Director Mr Peter Kempen

FOR

80,708,094

99.28%

OPEN

330,884

0.41%

AGAINST

25,102

0.32%



RESOLUTION OF SHAREHOLDERS

- Resolution 4 – Approval of incentive options to Mr Roderick Lyle

FOR

60,814,864

75.02%

OPEN

271,054

0.33%

AGAINST

19,976,201

24.64%



RESOLUTION OF SHAREHOLDERS

- Resolution 5 – Approval of Long Term Incentive Plan

FOR

61,041,090

75.31%

OPEN

277,254

0.34%

AGAINST

19,734,525

24.35%

