



FY 2019 RESULTS PRESENTATION

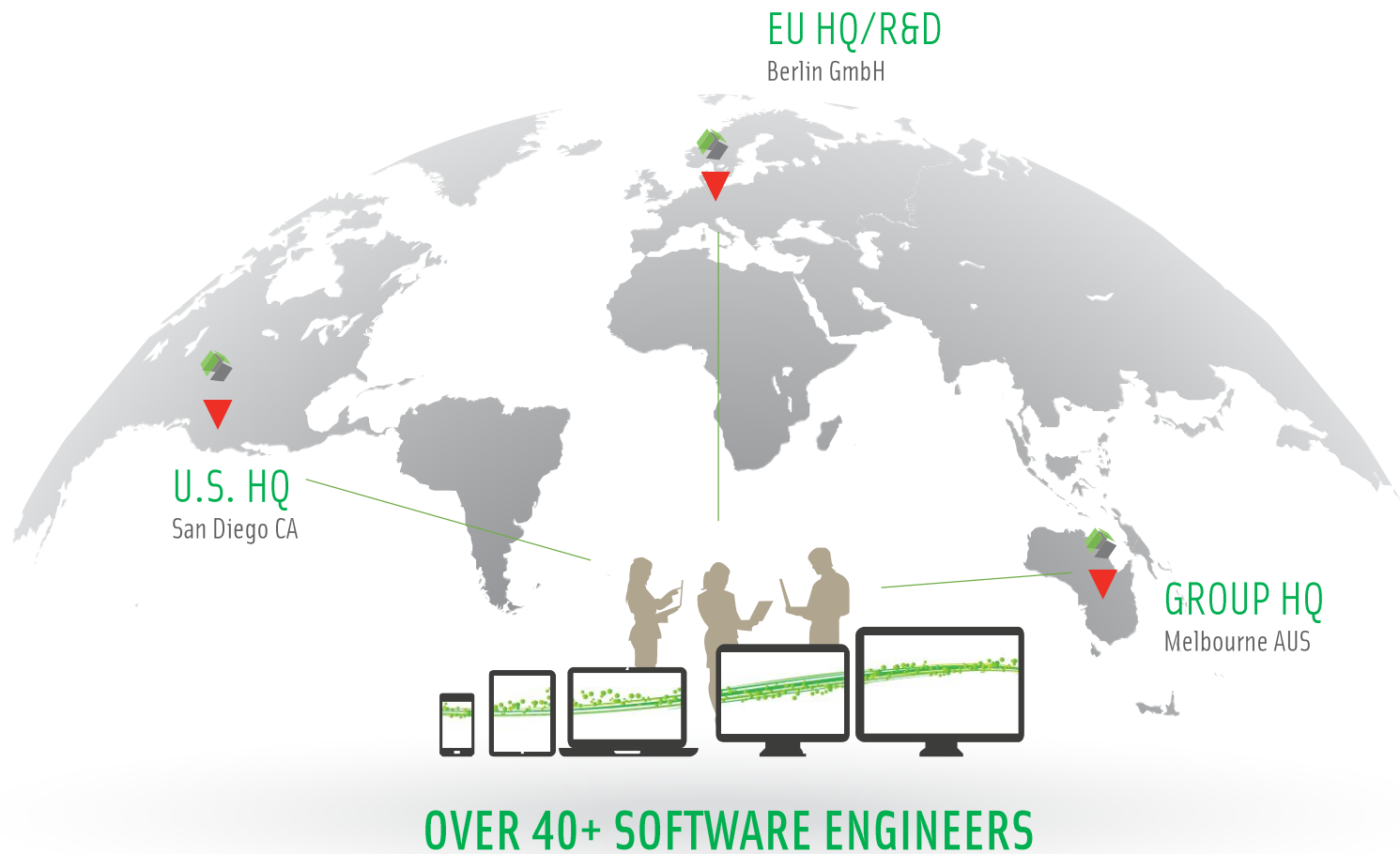
AUGUST 2019



PRO MEDICUS (ASX:PME)

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

Leading edge products, growing global presence.





ASX:PME



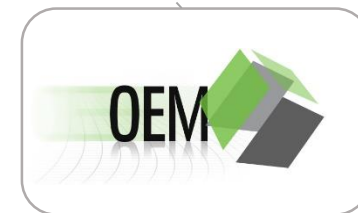
VISAGE RIS



pro+medicus.net

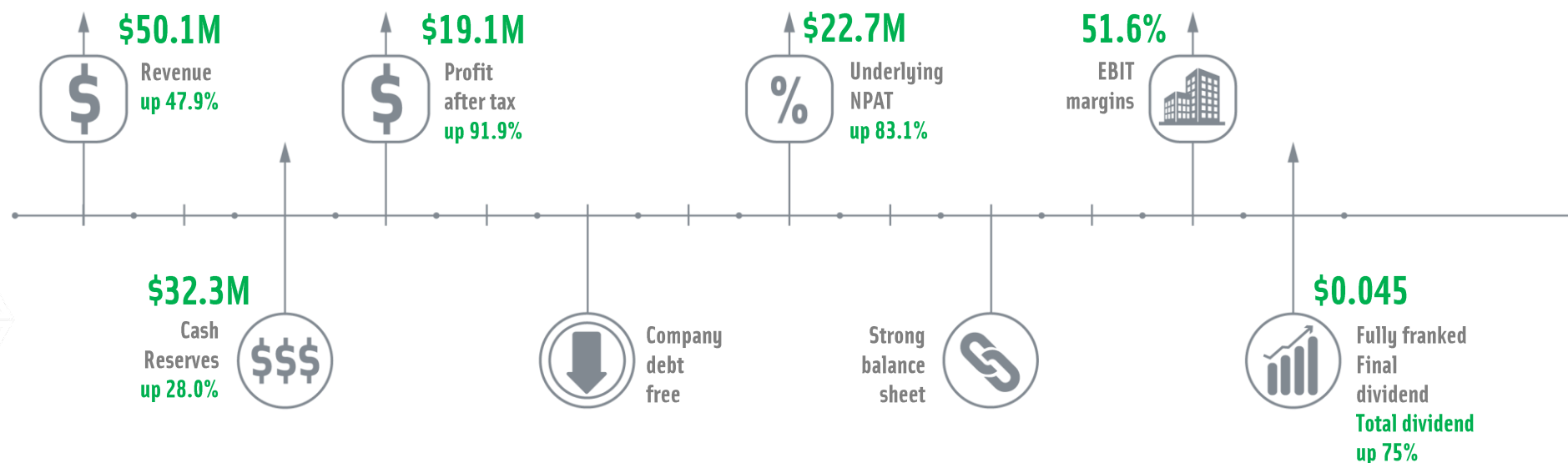


VISAGE 7
PRODUCT SUITE

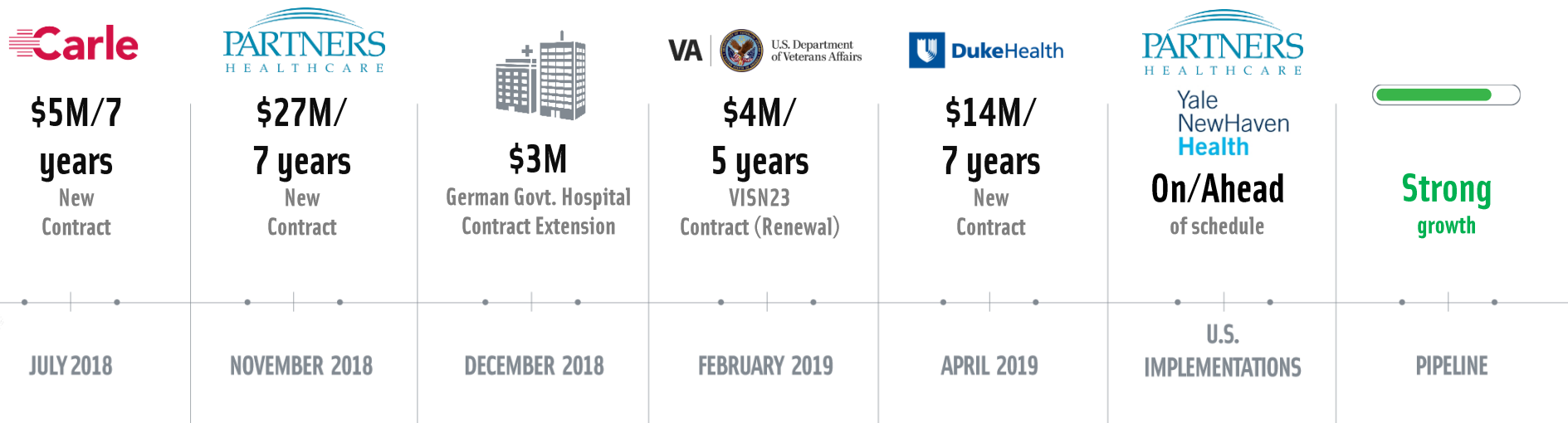


OEM

RESULTS HY 2019



IN REVIEW FY2019



OPERATONAL (TRANSACTION) MODEL

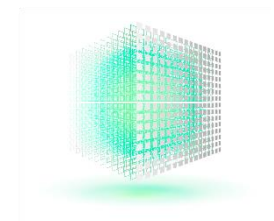
- Used in vast majority of US contracts
- Delivered as SaaS model
- Now used in RIS contracts in AUS
- Model based on guaranteed transaction minimums
- Contracted revenue > A\$180M/5 years*
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

* Assumes the majority of key contracts up for renewal in years 4 & 5 are renewed



EXAM (TRANSACTION) REVENUE

- Recurring in nature
- Increased by 43.5% YoY
- Growth to continue in FY 2020 onwards (Partners, Duke & others)
- Growth from existing clients (organic and M&A) plus new clients
- Further upside with adoption of new products (VISAGE 7 Open Archive and Enterprise Imaging)



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 _____ 
- Will decrease as a % of total revenue as exam (transaction) revenue increases _____ %

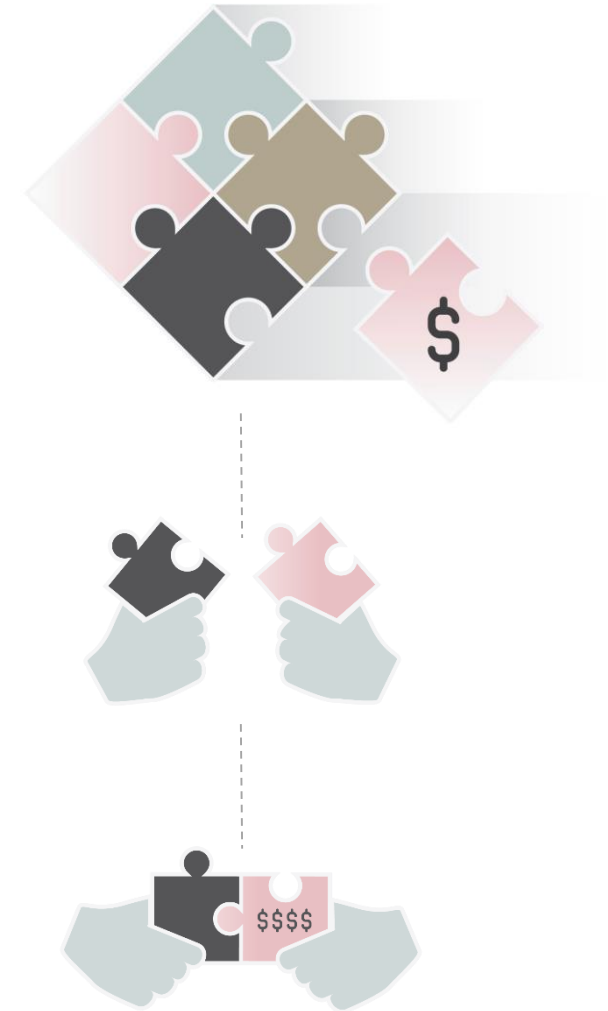
FY 2019 Revenue Split

Full year revenue split - Reinstated for AASB 15

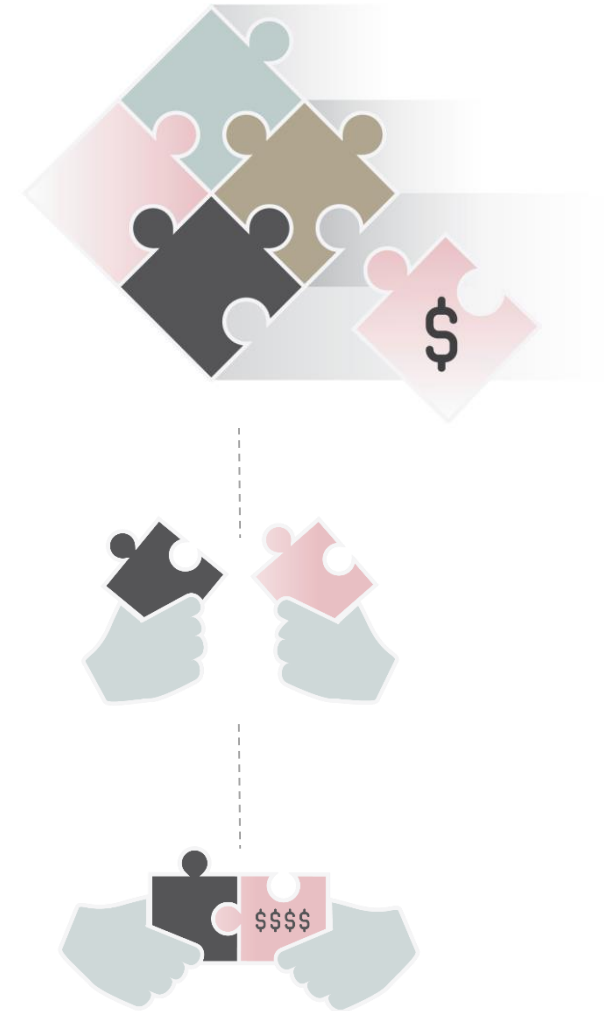
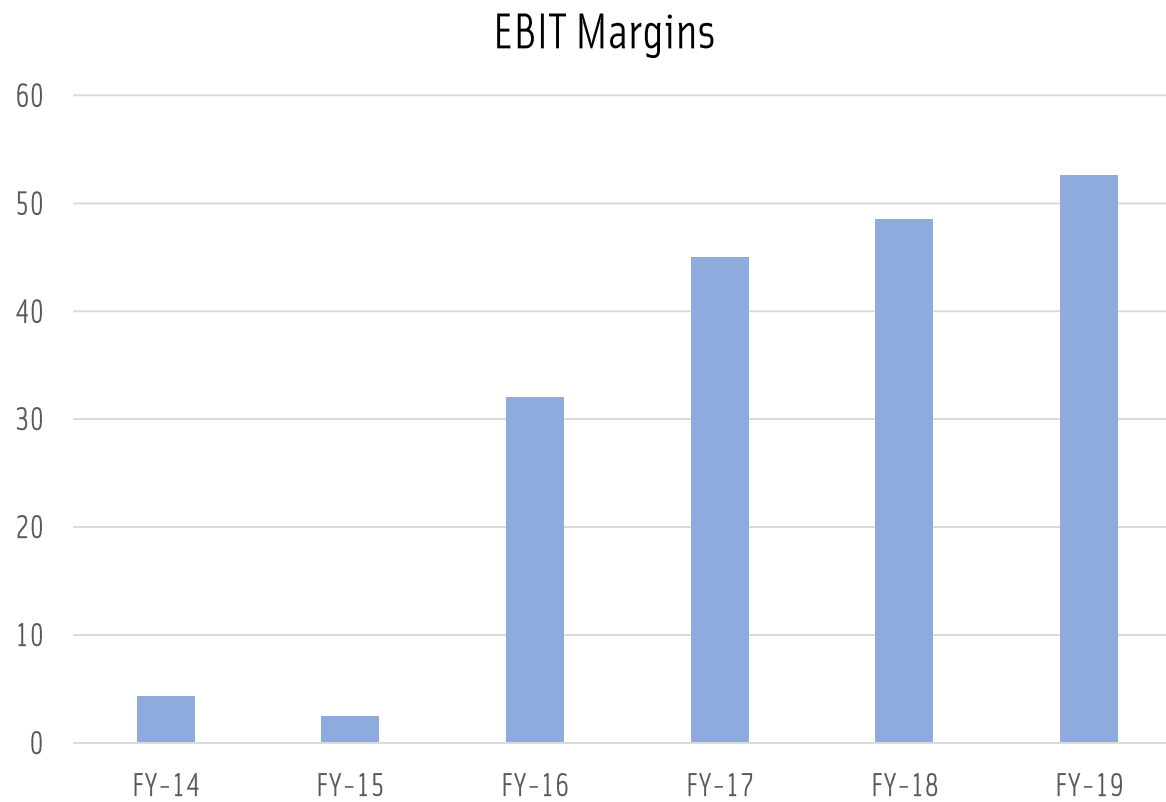


OPERATING LEVERAGE

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



MARGIN EXPANSION



PARTNERS HEALTHCARE

- Largest health system in Massachusetts
- Massachusetts General Hospital ranked (#2) and Brigham and Women's Hospital (#13) best hospital in US
- Top two teaching hospitals for Harvard Medical School
- Leader in biomedical and data science research
 - renowned MGH & BWH Center for Clinical Data Science

PARTNERS HEALTHCARE

- 7-year, \$27M deal, transaction-based licensing model
- Largest contract in the history of PME
- VISAGE 7 cornerstone of the Partners Radiology Enterprise Platform (PREP)
- Transformational – a key component of Partners 2.0 initiative

PARTNERS HEALTHCARE

Phase 1

- Massachusetts General Hospital and Brigham and Women's Hospital
- Implemented in record time
- Project over 95% complete

Phase 2

- Other hospitals in Partners HealthCare network
- Implementation following completion of Phase 1

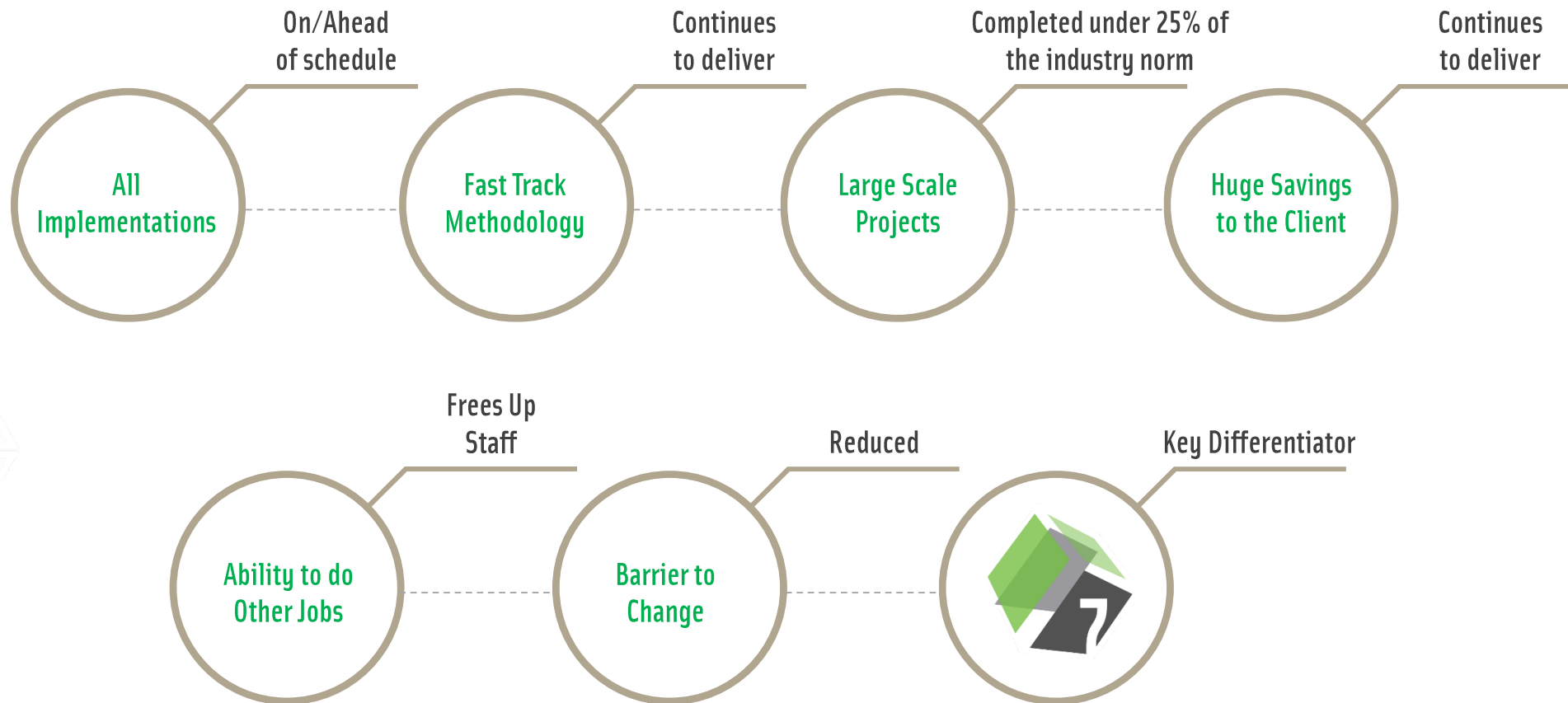


DUKE HEALTH

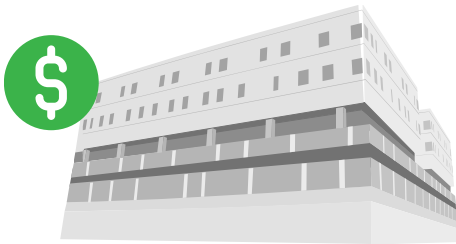
- 7 year - \$14M deal
- Largest health system in North Carolina
- Visage 7 to be implemented across all of Duke's radiology departments
- Transaction-based model with potential upside
- Adds to PME's growing footprint in the tier 1 U.S. academic hospital segment



IMPLEMENTATIONS



VISAGE – PROVEN ROI



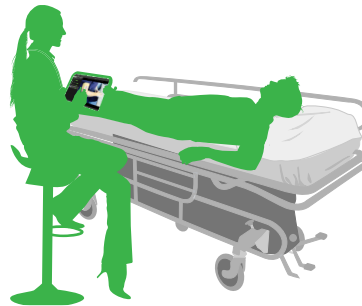
Significant IT & Infrastructure Savings



Unparalleled Increase in Radiologist Efficiency



Greater Clinical Accuracy

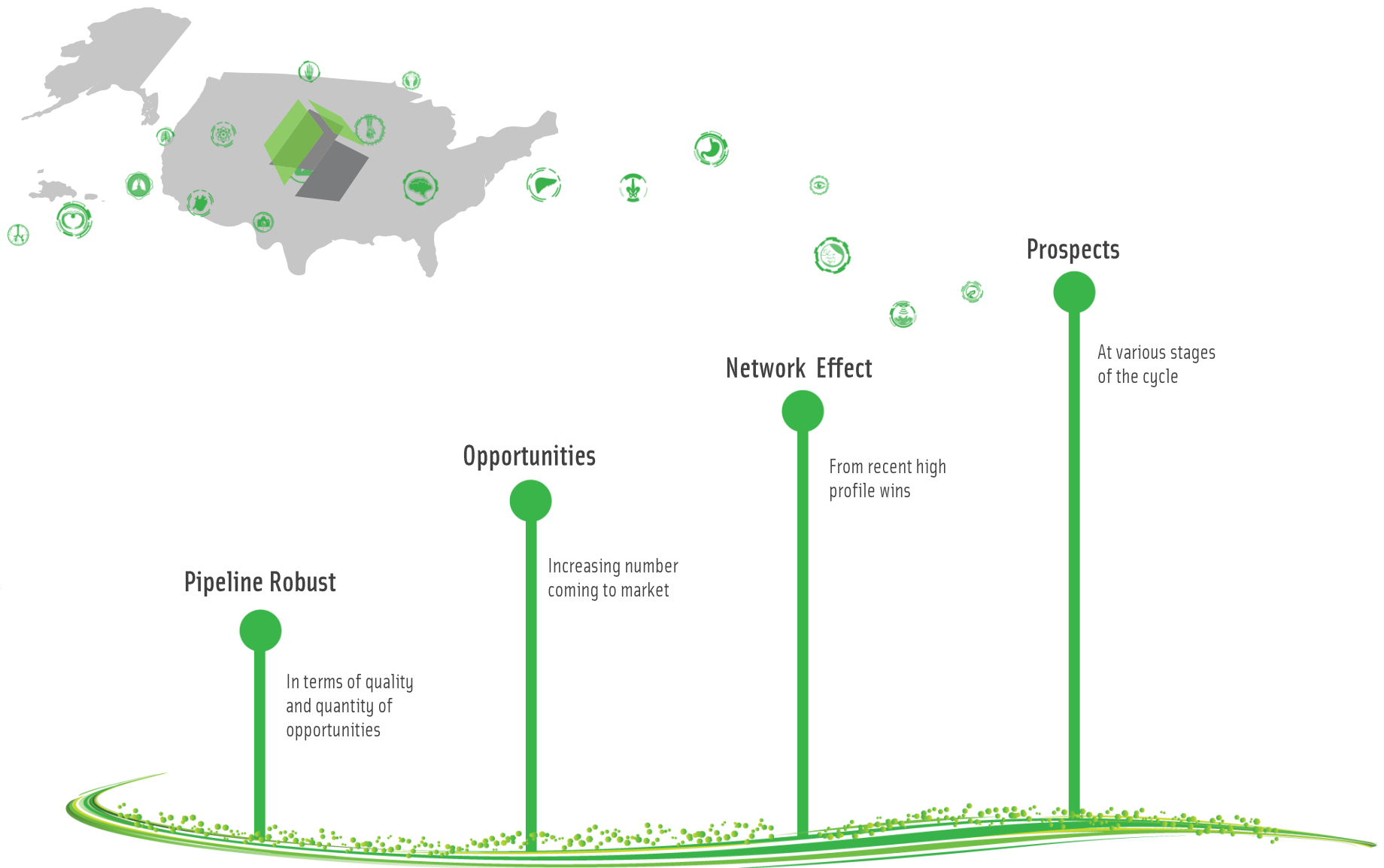


Improved Physician Engagement



Delivers Superior Value Proposition

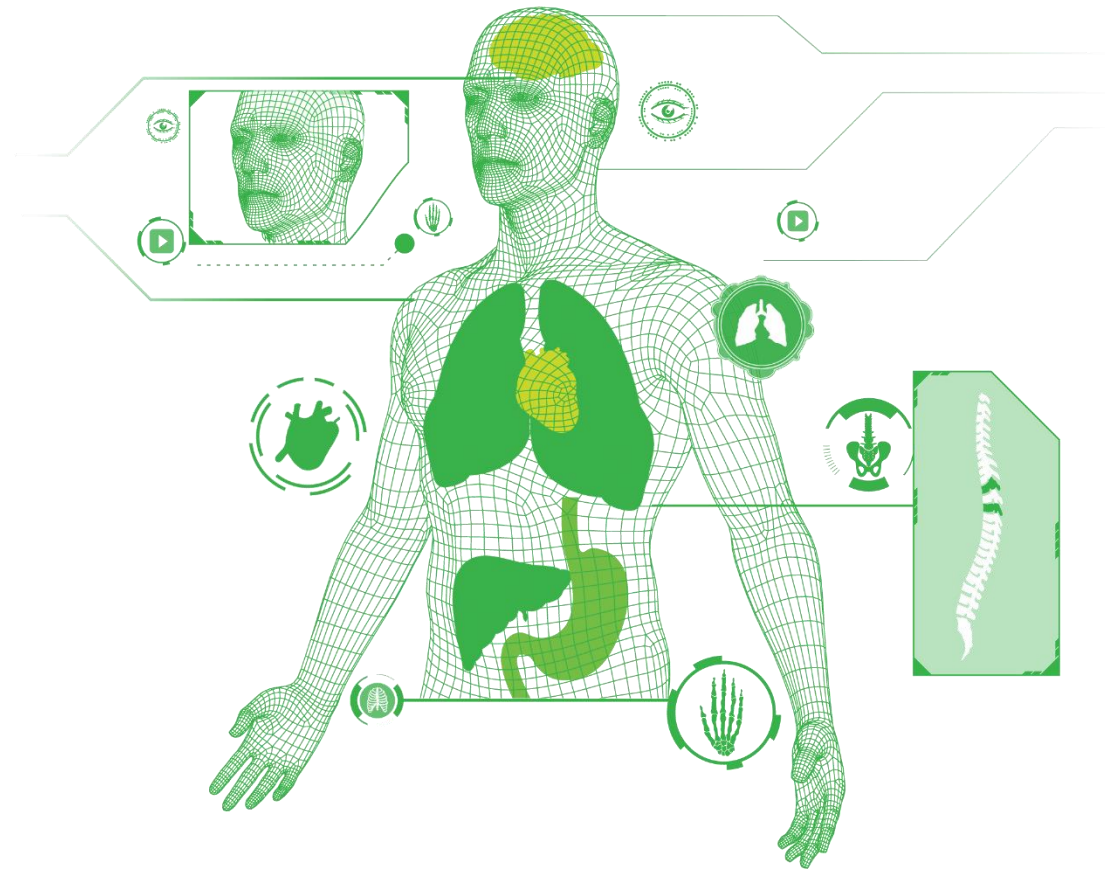
NORTH AMERICAN PIPELINE



ARTIFICIAL INTELLIGENCE

VISAGE 7 AI

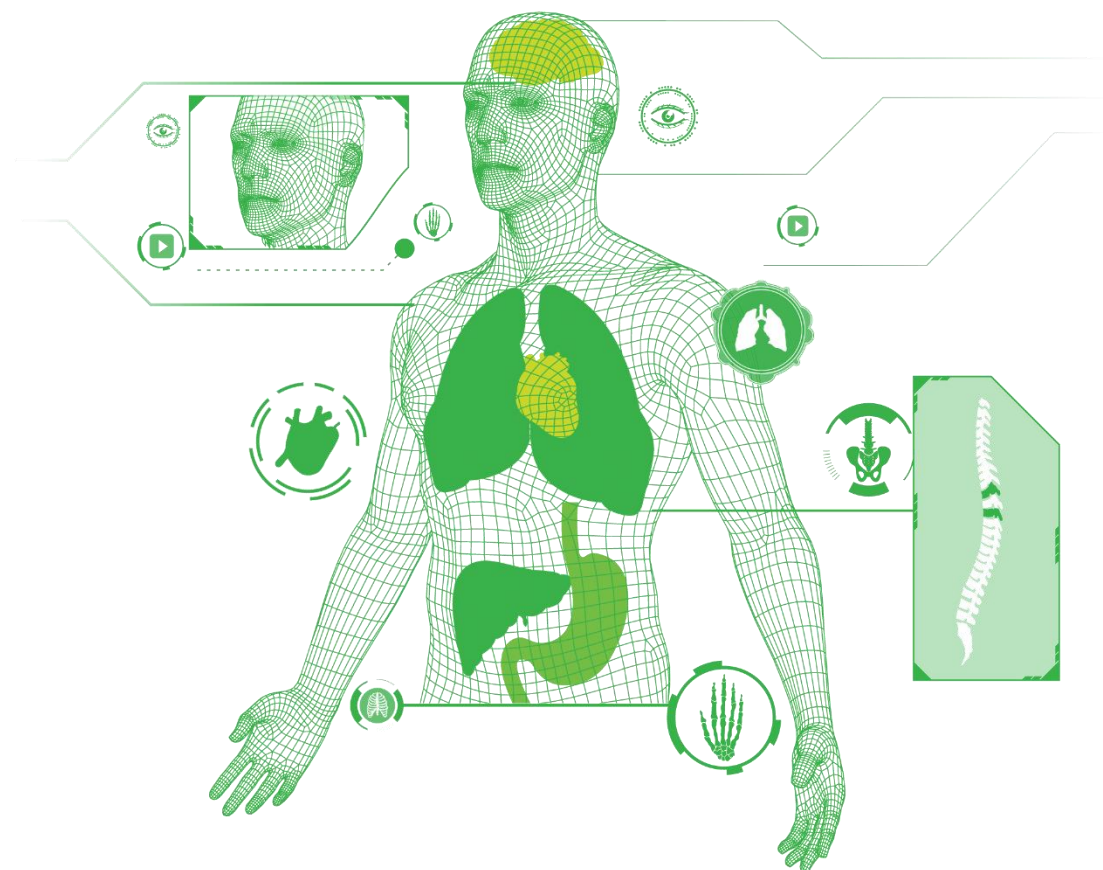
- Healthcare imaging ideally suited to AI
- Visage well positioned to take advantage of this emerging technology
- Advanced image processing in healthcare is “in our DNA”
- VISAGE 7 architecture based on GPU technology used in AI
- Growing academic/research focused client base



ARTIFICIAL INTELLIGENCE (cont.)

VISAGE 7 AI

- “In product” AI – automated high-end functions within VISAGE 7
- VISAGE 7 AI single visualization platform for both the clinical AND research environments
- VISAGE 7 AI – Open platform enables integration of 3rd party algorithms
- Platform for possible future Visage created algorithms



SUMMARY

- Growing North American footprint
- Transaction revenue up 43.5% compared to FY2018
- Market leading technologies
- Proven implementation & support capability
- Unparalleled value proposition (Clinical and Financial ROI)
- 1st large scale VISAGE 7 Open Archive in U.S.
- New Product – Enterprise Imaging
- Strategically positioned to leverage AI



THANK YOU