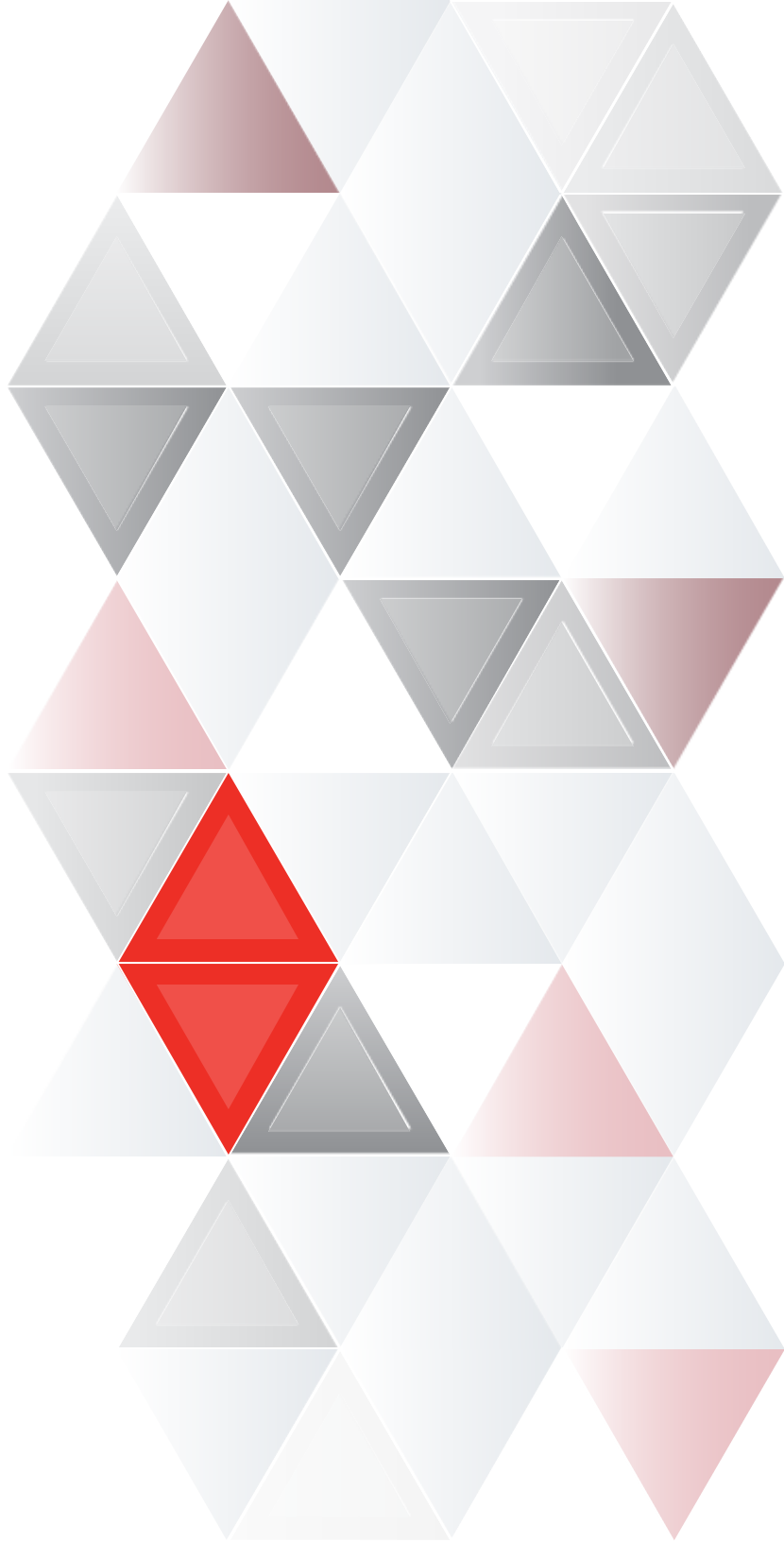




Half Year Results

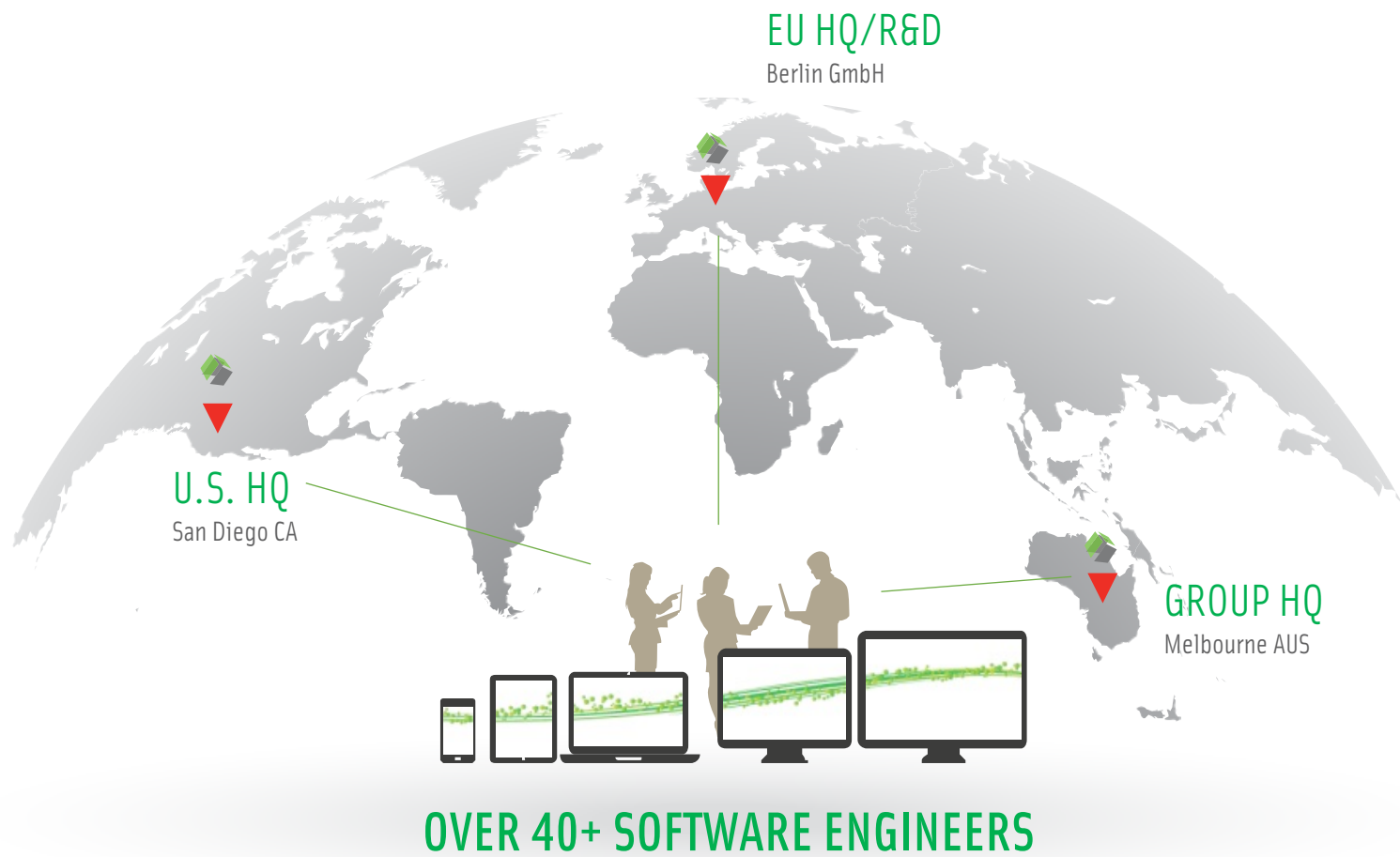
February 2021



PRO MEDICUS (ASX:PME)

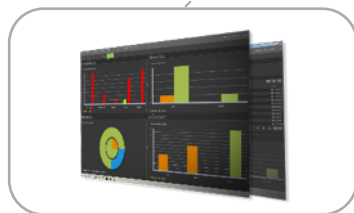
Healthcare IT company specializing in Enterprise Imaging and Radiology Information System (RIS) software.

Leading edge products, growing global presence.





ASX:PME



VISAGE RIS



pro+medicus.net

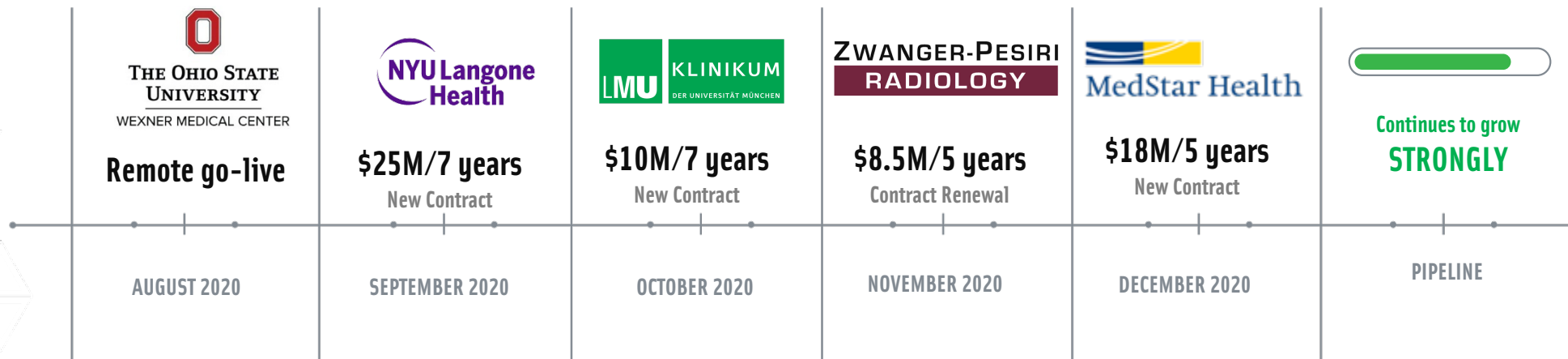


VISAGE 7
PRODUCT SUITE

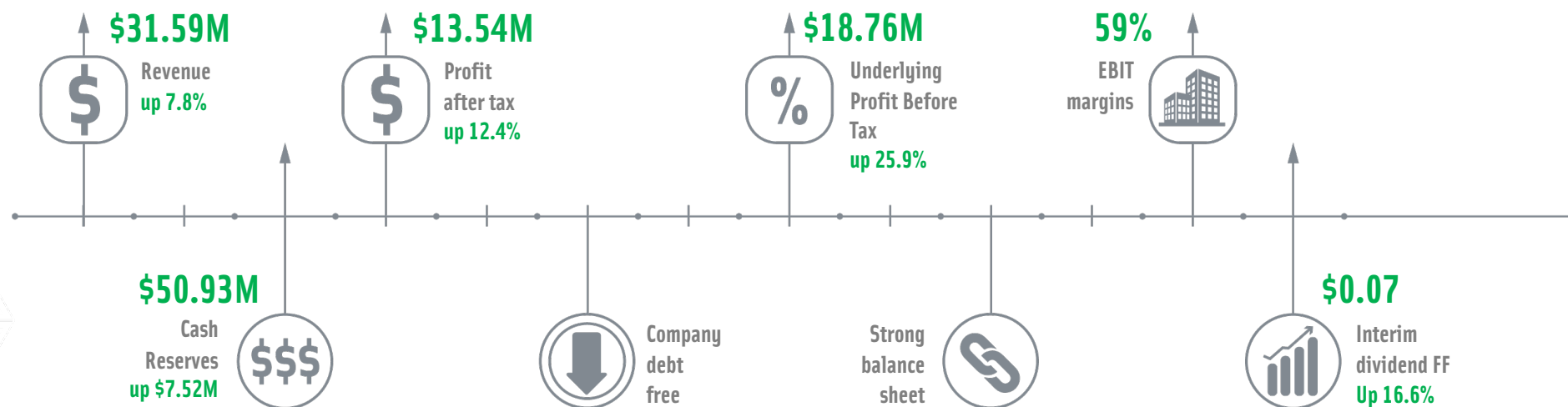


OEM

HY21 Half Year in Review

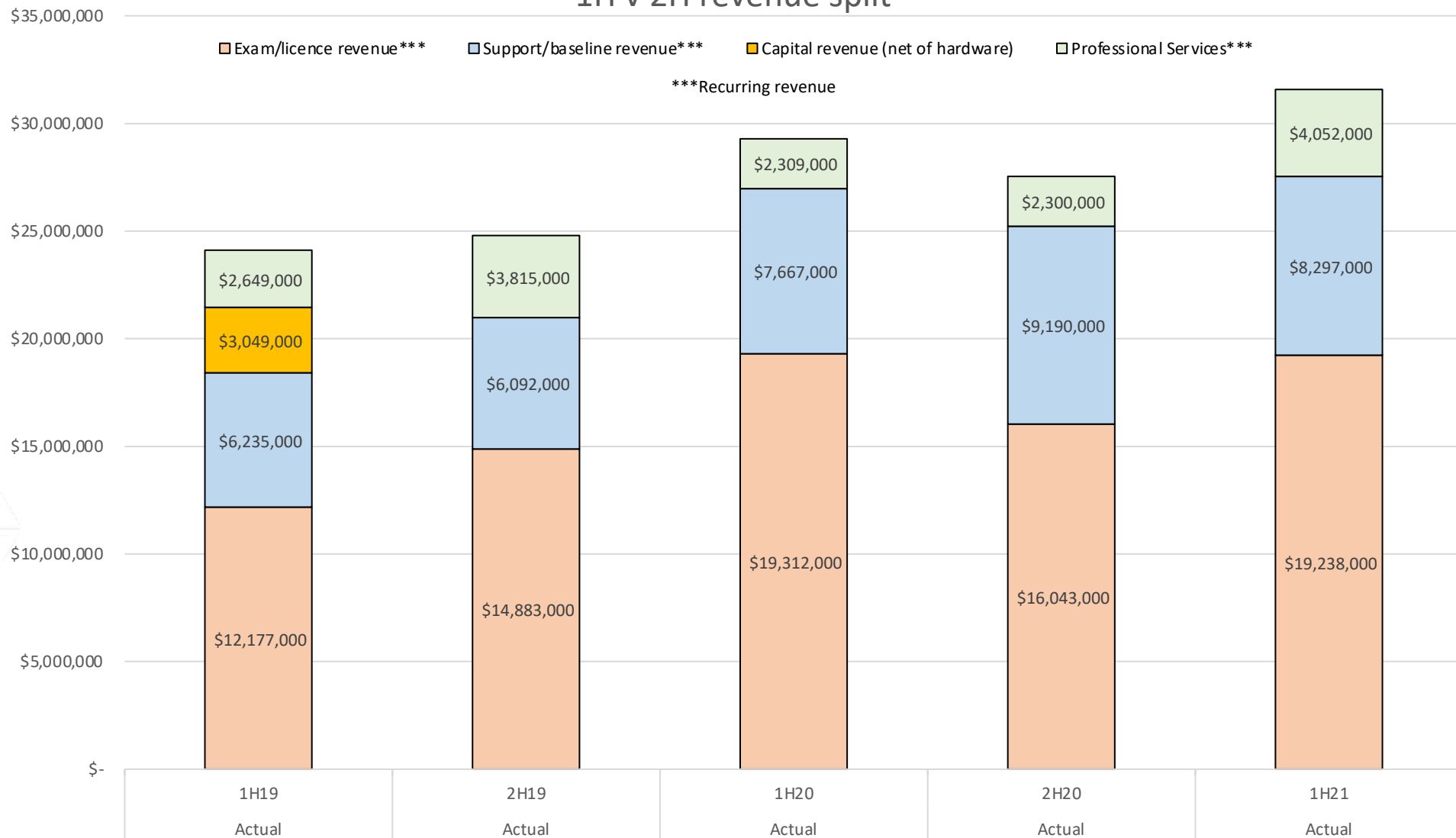


RESULTS HY 2021



HY 2021 Revenue Split

1H v 2H revenue split



OPERATONAL (TRANSACTION) MODEL

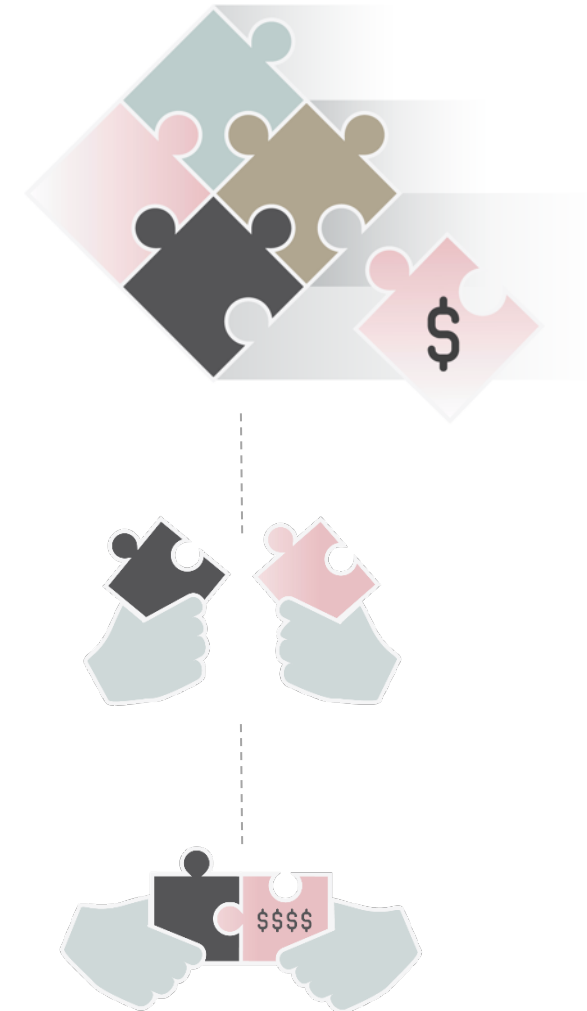
- Used in vast majority of US contracts
- Delivered as SaaS model
- Now used in RIS contracts in AUS
- Model based on transaction minimums
- Forward revenue > **A\$305/5 years***
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

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



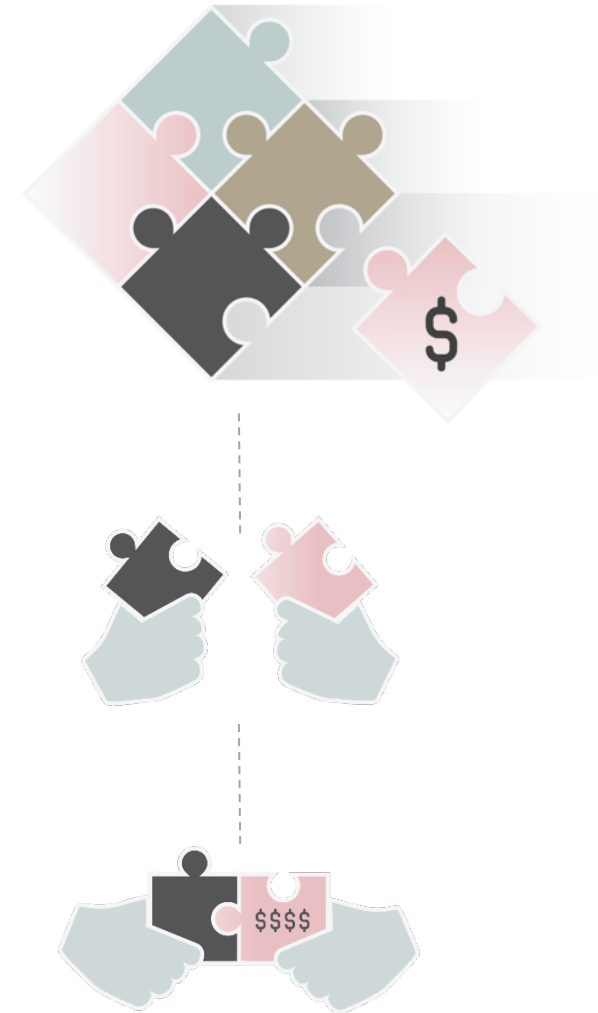
OPERATING LEVERAGE

- 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



2nd Half FY2021

- Client volumes back to normal despite COVID
- Growth to continue in 2nd half and FY22
- Existing clients – organic growth and new sites
- Full 6 months from LMU Klinikum
- 3 large contract wins to come online in 2nd half – Northwestern, NYU and Medstar
- Intermountain and recently announced Californian Academic Health system installations to commence
- Possibility of additional sales



VISAGE RIS



Visage RIS - Dr R Simpson (rsn) visage2 (2) @ Visage General Hospital (ris.promed.com.au)

RECEPTION TECHNOLOGIST DOCTOR TRANSCRIPTIONIST SEARCH OFFICE CLAIMING SETUP

Recent | Dr R Simpson | Settings

Appointments Requested Arrival Billing Banking

Region: Northern Book: Visage General Hospital Tue, 17-Oct-2017 AM PM Patient Procedure Cancelled Blocked Reset 1 2

Visage X-ray	Visage CT	Visage US Room 1	Visage US Room 2	Visage US Room 3	Visage Mammo
Tue, 17-Oct-2017 08:30 AM 08:45 AM Blocked 09:00 AM 09:15 AM 09:30 AM 09:45 AM Blocked 10:00 AM 10:15 AM 10:30 AM 10:45 AM Blocked 11:00 AM 11:15 AM 11:30 AM 11:45 AM Blocked 12:00 PM 12:15 PM 12:30 PM 12:45 PM ADAMS, Mrs ROSE ... 01:00 PM 01:15 PM 01:30 PM 01:45 PM 02:00 PM 02:15 PM 02:30 PM 02:45 PM 03:00 PM 03:15 PM 03:30 PM 03:45 PM 04:00 PM 04:15 PM 04:30 PM 04:45 PM	Tue, 17-Oct-2017 08:30 AM 09:00 AM 09:30 AM 10:00 AM 10:30 AM SMITH, Mr John: C... 11:00 AM 11:30 AM 12:00 PM Lunch 12:30 PM Lunch 01:00 PM 01:30 PM 02:00 PM Non Contrast 02:30 PM 03:00 PM 03:30 PM 04:00 PM 04:30 PM	Tue, 17-Oct-2017 08:00 AM TEST, Mr Roger: U... 08:15 AM Test 43.607... 08:30 AM 08:45 AM 09:00 AM 09:15 AM 09:30 AM 09:45 AM 10:00 AM 10:15 AM 10:30 AM 10:45 AM 11:00 AM 11:15 AM 11:30 AM 11:45 AM 12:00 PM 12:15 PM 12:30 PM 12:45 PM 01:00 PM 01:15 PM 01:30 PM 01:45 PM 02:00 PM 02:15 PM 02:30 PM 02:45 PM 03:00 PM 03:15 PM 03:30 PM 03:45 PM 04:00 PM 04:15 PM 04:30 PM 04:45 PM	Tue, 17-Oct-2017 08:30 AM 09:00 AM 09:30 AM 10:00 AM 10:30 AM 11:00 AM 11:30 AM 12:00 PM 12:30 PM 01:00 PM	Tue, 17-Oct-2017 08:30 AM 08:50 AM 09:10 AM 09:30 AM Urgent 09:50 AM Urgent 10:10 AM Urgent 10:30 AM Urgent 10:50 AM Urgent 11:10 AM Urgent 11:30 AM	Tue, 17-Oct-2017 09:00 AM 09:15 AM 09:30 AM 09:45 AM 10:00 AM 10:15 AM 10:30 AM 10:45 AM 11:00 AM 11:15 AM

Edit Appointment

APPOINTMENT Mr John SMITH FOLIO 10.645 ACCESSION 10.1270

Tue, 17-Oct-2017 10:30 AM - 11:00 AM

Male 05-Oct-1977 (40y) H: (03) 1212-1211 Visage General Hospital Visage

450 Swan Stree... Dr Doogie Ho (03) 9800-1231 Appointment[s] Medium

SUMMARY

Patient SMITH, Mr John 10.645 Referrer Dr Doogie Howser 0000000Y

Born: 05-Oct-1977 (40y) Practice

Male Address 23 Hollywood lane ThePlace RICHMOND VIC 3121 Australia

(03) 1212-1211 Referral date 09-Oct-2017

Address 450 Swan Street RICHMOND VIC 3121 Referral period 12

View all details

Accession 10.1270

Order Status Arrived (1/1)

Save Cancel

VISAGE RIS



- Long term (5 year) contracts with Primary Healthcare and I-MED, the 2 biggest radiology providers in AUS
- Combined revenue in excess of \$4.4M pa once fully deployed
- HIS (Healius) rollout nearing completion
- Upside via organic and M&A growth (I-MED)
- Increased market interest – new opportunities
- PME undisputed market leader



Visage 7.0

Continues to be #1 in Speed, Functionality and Scalability.



SPEED



FUNCTIONALITY



SCALABILITY

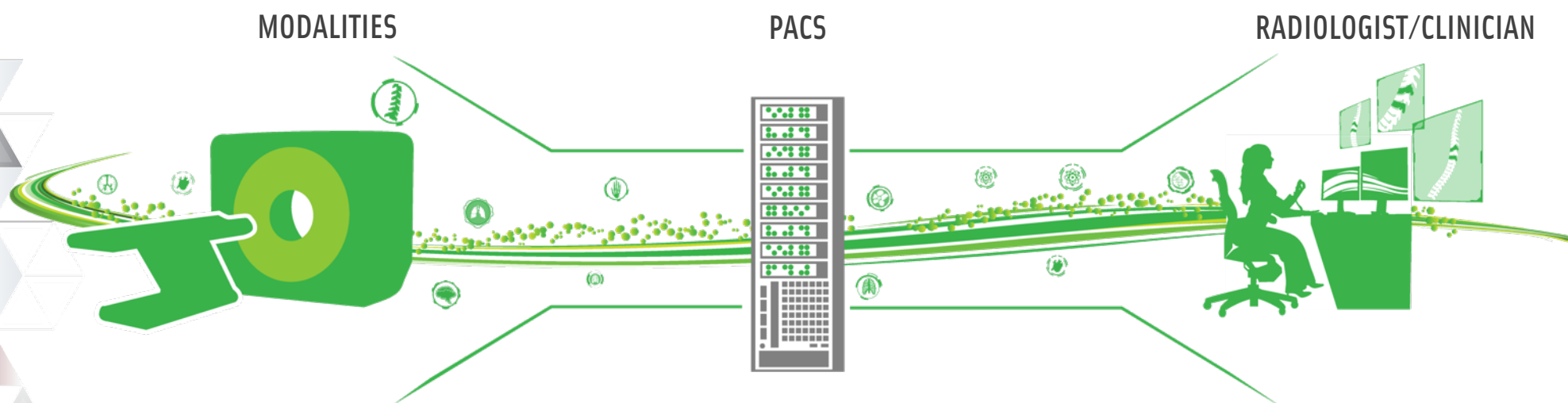
MASSIVE DATA EXPLOSION

- 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



LEGACY TECHNOLOGY

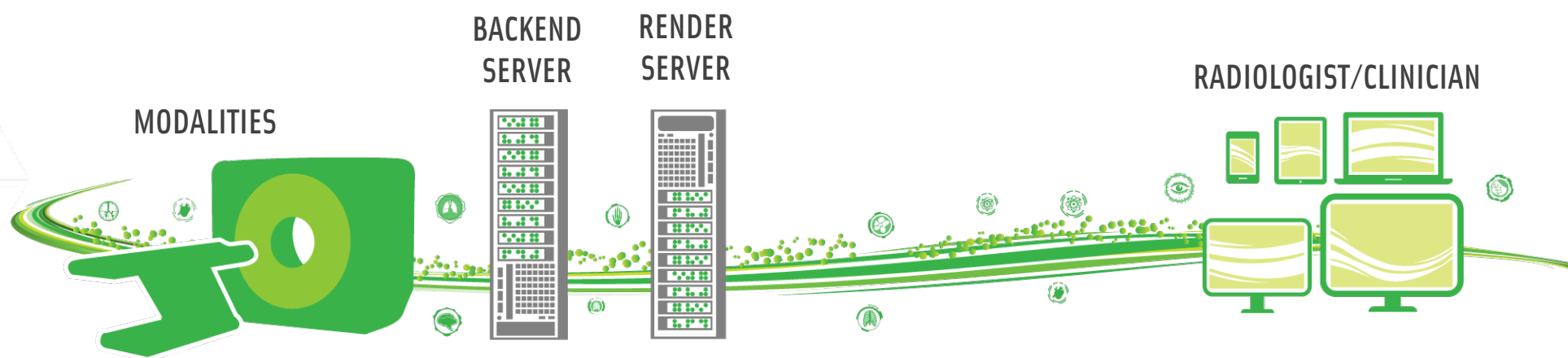
"Compress and Send"



SOLUTION:



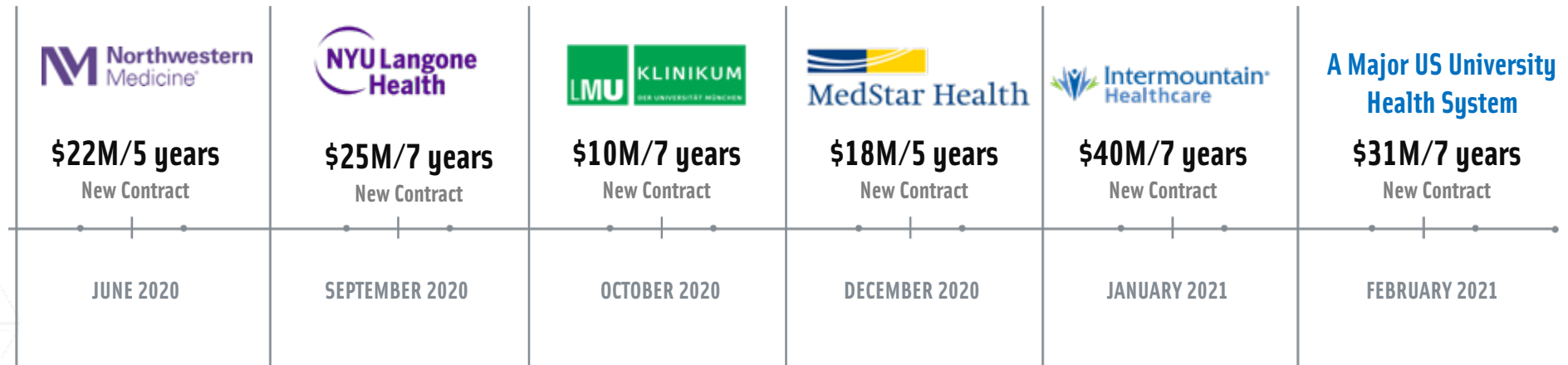
VISAGE 7 Streaming Technology



Recent Sales

PIPELINE

Continues to grow
STRONGLY



NORTHWESTERN



- Minimum \$22 Million over 5 years
- Transaction-based licensing model with upside
- Voted in the top 10 Hospitals in North America
- Teaching hospital for the Feinberg School of Medicine
- Adds to PME growing base of Tier-1 Healthcare institutions
- Implementation scheduled for Q3 FY21

NYU LANGONE



- \$25 Million over 7 Years
- Voted in the top 10 Hospitals in North America
- Transaction based licensing model with upside
- Teaching hospital for the Grossman School of Medicine
- Implementation scheduled for Q3/Q4 FY21
- 2nd Tier 1 academic contract win in 3 months
- 7 out of the top 20 hospitals in the US have standardized on Visage

LMU KLINKUM – Munich



LUDWIG-
MAXIMILIANS-
UNIVERSITÄT
MÜNCHEN

- \$10M – 7-year Deal
- One of Europe's largest teaching hospitals
- 2nd major hospital contract in Germany
- Visage 7 Viewer and Visage Open archive
- Breaks the mold of "one-stop-shop" modality vendor systems
- Paves the way for further European sales

ZWANGER PESIRI

ZWANGER-PESIRI RADIOLOGY

- \$8.5M -5-year renewal contract
- One of the largest private outpatient groups in the US
- Increased minimum contract value by 70%
- Visage technology key enabler of practice growth
- Validates Visage's unique value proposition

MEDSTAR HEALTH



- \$18M-5-year deal
- Replaces legacy PACS across 10 hospitals
- Largest health system in the Maryland/DC region
- Contract for all three Visage modules –Viewer, Open Archive and Workflow
- Visage 7 platform to be fully deployed in the public cloud
- Extends PME's rapidly growing footprint in the IDN space
- Transaction-based model with potential upside

INTERMOUNTAIN HEALTHCARE



- \$40M – 7-year deal
- Largest healthcare provider in the Intermountain West
- Visage to replace legacy PACS across 24 hospitals and more than 200 clinics
- Contract includes the Visage 7 Viewer and Open Archive
- Visage 7 to be fully deployed in the public-cloud
- Extends PME's leading position in large, regional health systems
- Transaction-based model with potential upside

LEADING CALIFORNIAN ACADEMIC HEALTH SYSTEM

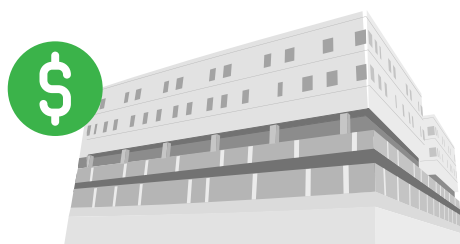
UCLA
UCSF
UCSD
UCDAVIS
UCIRVINE

- \$31M – 7-year deal
- 5 leading academic campuses - UCLA, UCSF, UCSD, UC Davis and UC Irvine
- Unifying all 5 academic campuses on a single diagnostic imaging platform
- Visage 7 to be deployed in the public cloud
- Further extends PME's footprint in tier 1 academic space
- Option for affiliates to adopt Visage platform
- Transaction based model with potential upside

FAST TRACK IMPLEMENTATION

- Implementations on schedule
- OSU first 100% remote implementation
- Transition to mixture of on-site and remote
- 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
- A key differentiator of Visage offering

VISAGE – PROVEN ROI



Significant IT &
Infrastructure Savings



Unparalleled Increase in
Radiologist Efficiency



Greater Clinical
Accuracy



Improved Physician
Engagement

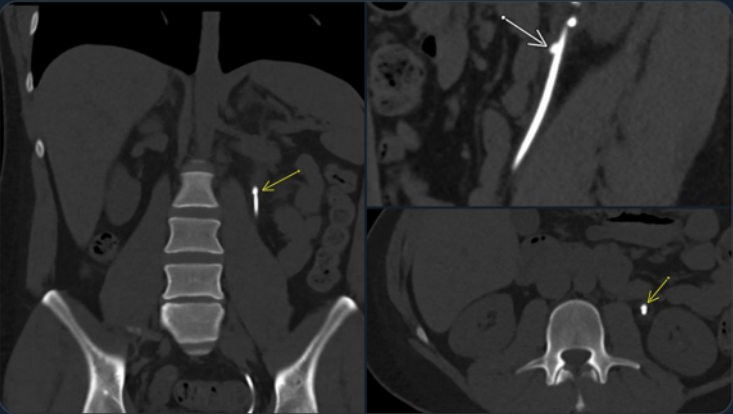


Delivers Superior
Value Proposition

VISAGE – Clinical ROI

 **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

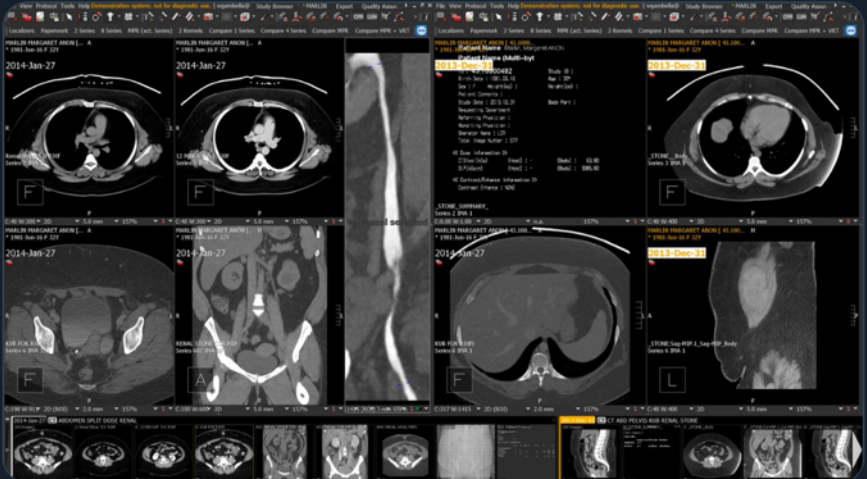
 **Eric Pepin PhD MD** @ericwpepin · Aug 13
Replying to @KhuranaBharti and @ASER_ERad
On some PACS (eg @Visage_Imaging), making a curved reformat of ureteral stents takes just a few seconds.

 **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.

 **Visage Imaging** @Visage_Imaging · Aug 13

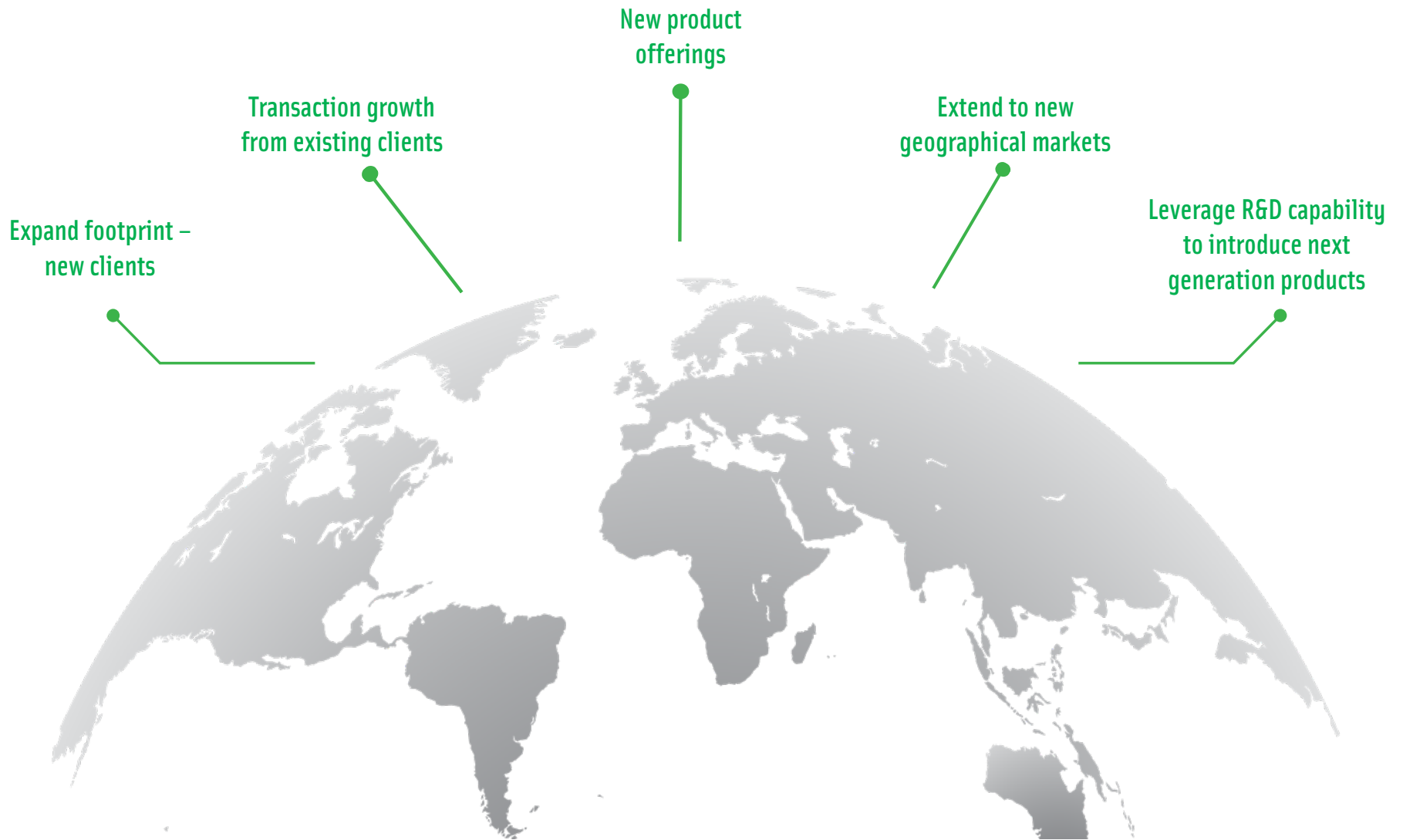
Thank you @ericwpepin! @KhuranaBharti and @BrighamRad
@MassGenBrigham use #Visage7 and can quickly & easily create CPRs.
Ex. Curved Planar Reformat (CPR) generated on-the-fly for better visualization of Rt. Urethra Obstruction @ASER_ERad

Type a message

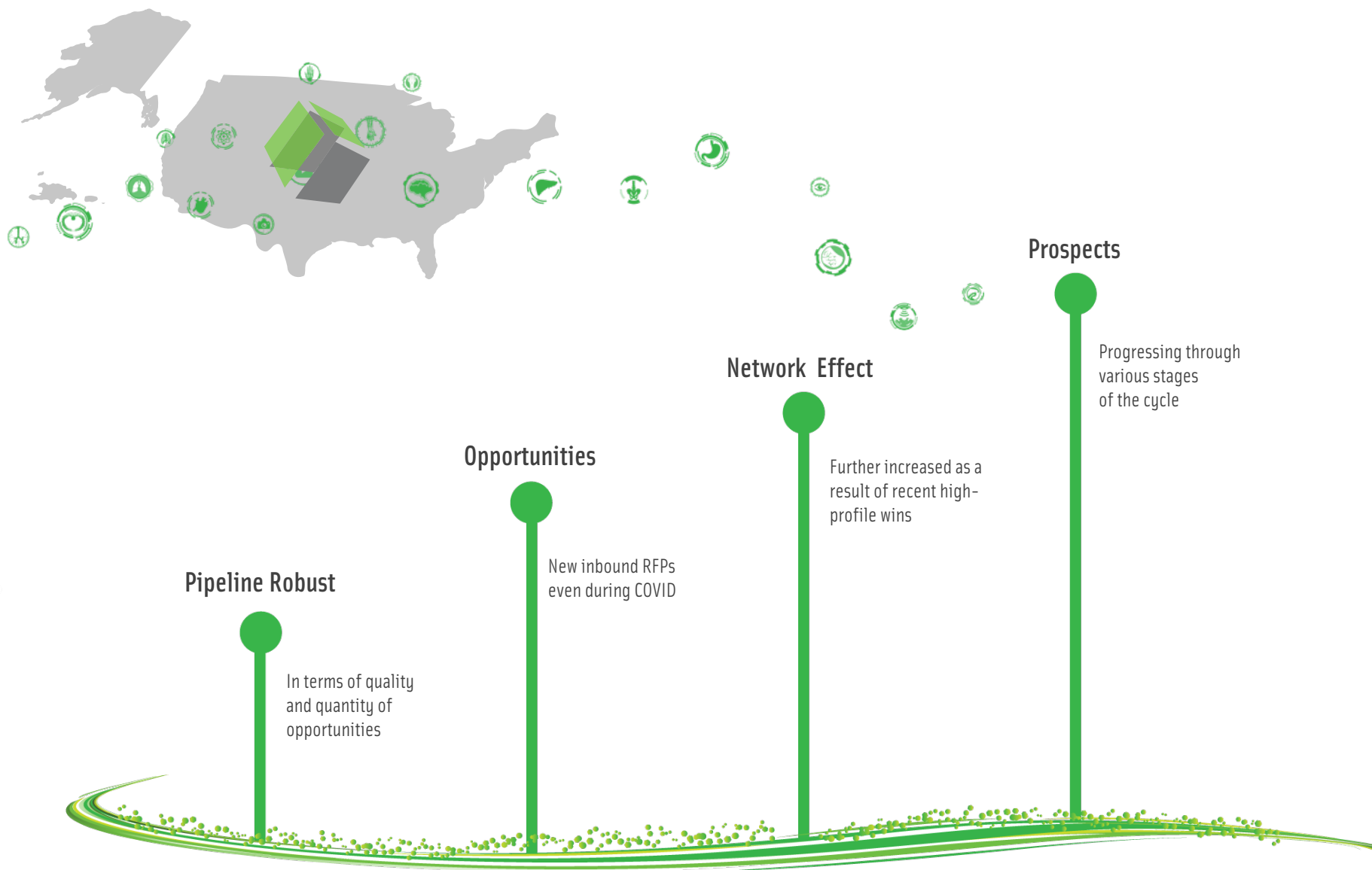


 **Eric Pepin PhD MD** @ericwpepin · Aug 13
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On some PACS (eg @Visage_Imaging), making a curved reformat of ureteral stents takes just a few seconds.

GROWTH STRATEGY



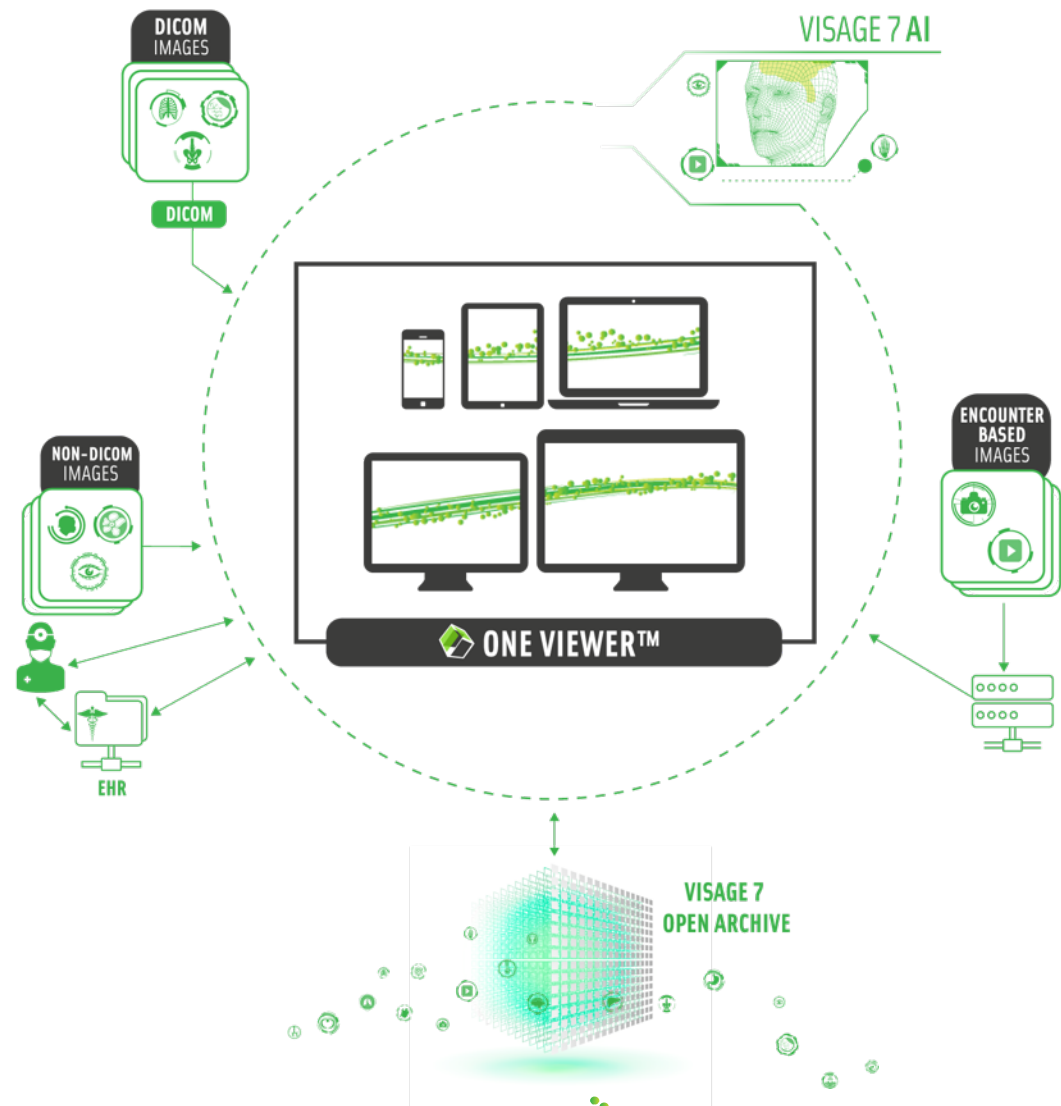
NORTH AMERICAN PIPELINE



NEW PRODUCTS

- One Viewer for **ALL** images
- 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

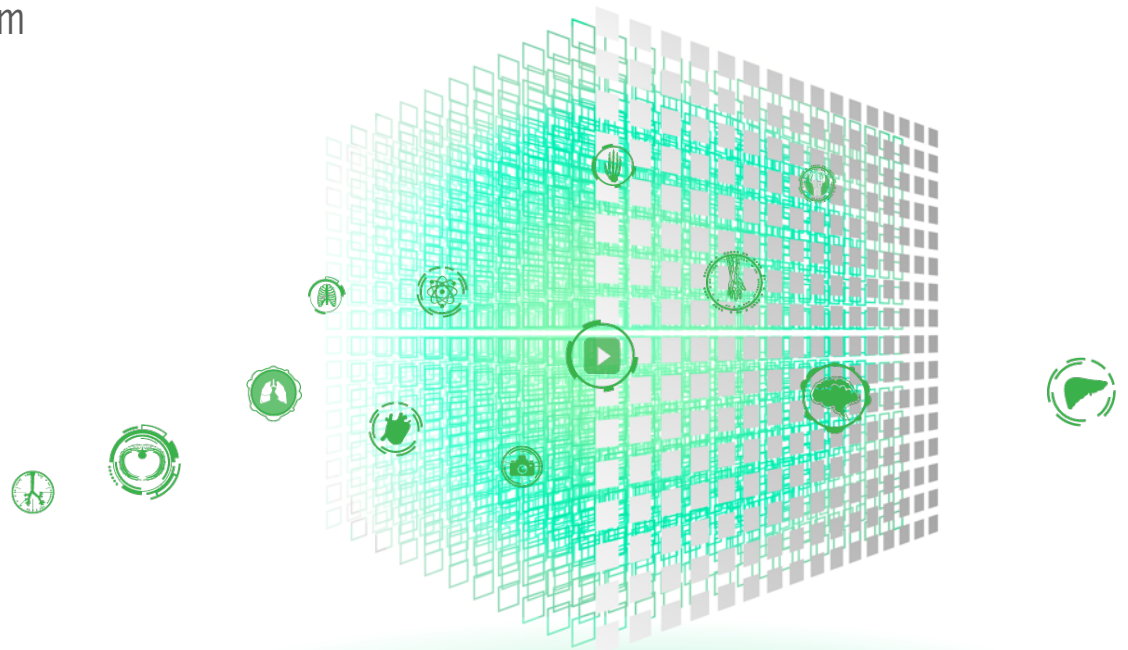
ENTERPRISE IMAGING



NEW PRODUCTS

- Based on same highly scalable platform as VISAGE 7
- Interoperable – works in complex environments
- Enables Visage to offer choice of modular or single vendor solutions
- Pipeline includes opportunities for Viewer **and** Visage Open Archive
- Well placed for North American archive market

VISAGE 7 OPEN ARCHIVE



Visage 7 Workflow Manager

- Adds to V7 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



VISAGE in the CLOUD

- Visage 7 – highly optimised for Cloud deployment
- Same ultrafast performance as on-premise
- Full Visage 7 functionality
- Security and scale of the cloud
- Full PACS deployment or as backup/disaster recovery
- Suitable for all size implementations
- Opens new market opportunities

AI in Radiology

AI

ACCELERATOR

- Imbedded in SW or imaging equipment
- Prioritisation of cases – head trauma
- Screening – early-stage lung nodule detection
- Aid to diagnosis – 2nd opinion, incidental findings
- Automated diagnosis

Visage AI Accelerator

AI

ACCELERATOR

- Unique end to end solution
- 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

Visage 7

AI

ACCELERATOR

- Research Server – streamlines AI algorithm development
- Optimised for AI data curation and validation
- Open API enables native integration
- AI Ecosystem – 3rd party and Visage developed algorithms
- Joint development/commercialisation opportunities – 3rd parties and academic clients.

Breast Density - AI

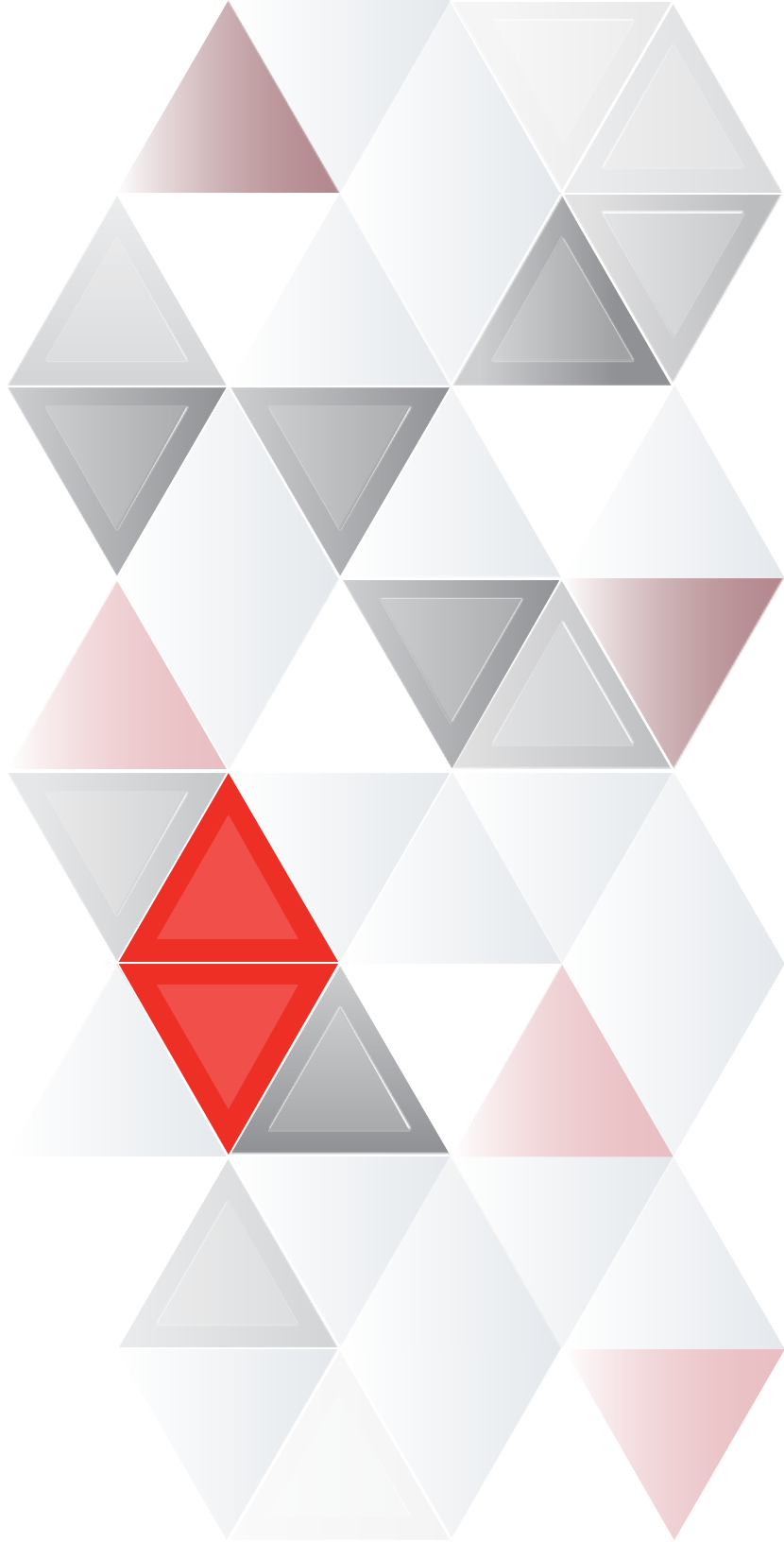
AI

ACCELERATOR

- 1st diagnostic AI algorithm produced by Visage
- Developed in collaboration with renown breast imaging team at Yale
- Provides "on the fly" AI assessment of breast density
- FDA, CE and TGA approved – Feb 2021
- A model for future collaboration with other academic institutions

SUMMARY

- North American footprint growing strongly
- Transaction revenue increasing – major step-up FY22
- Market leading technologies
- Growing product portfolio – single vendor or modular
- Proven implementation & support capability
- Unparalleled value proposition (Clinical and Financial ROI)
- Visage in the cloud – gaining momentum
- Pipeline Continues to grow strongly.
- Visage AI-Accelerator - strategically positioned to leverage AI



THANK YOU