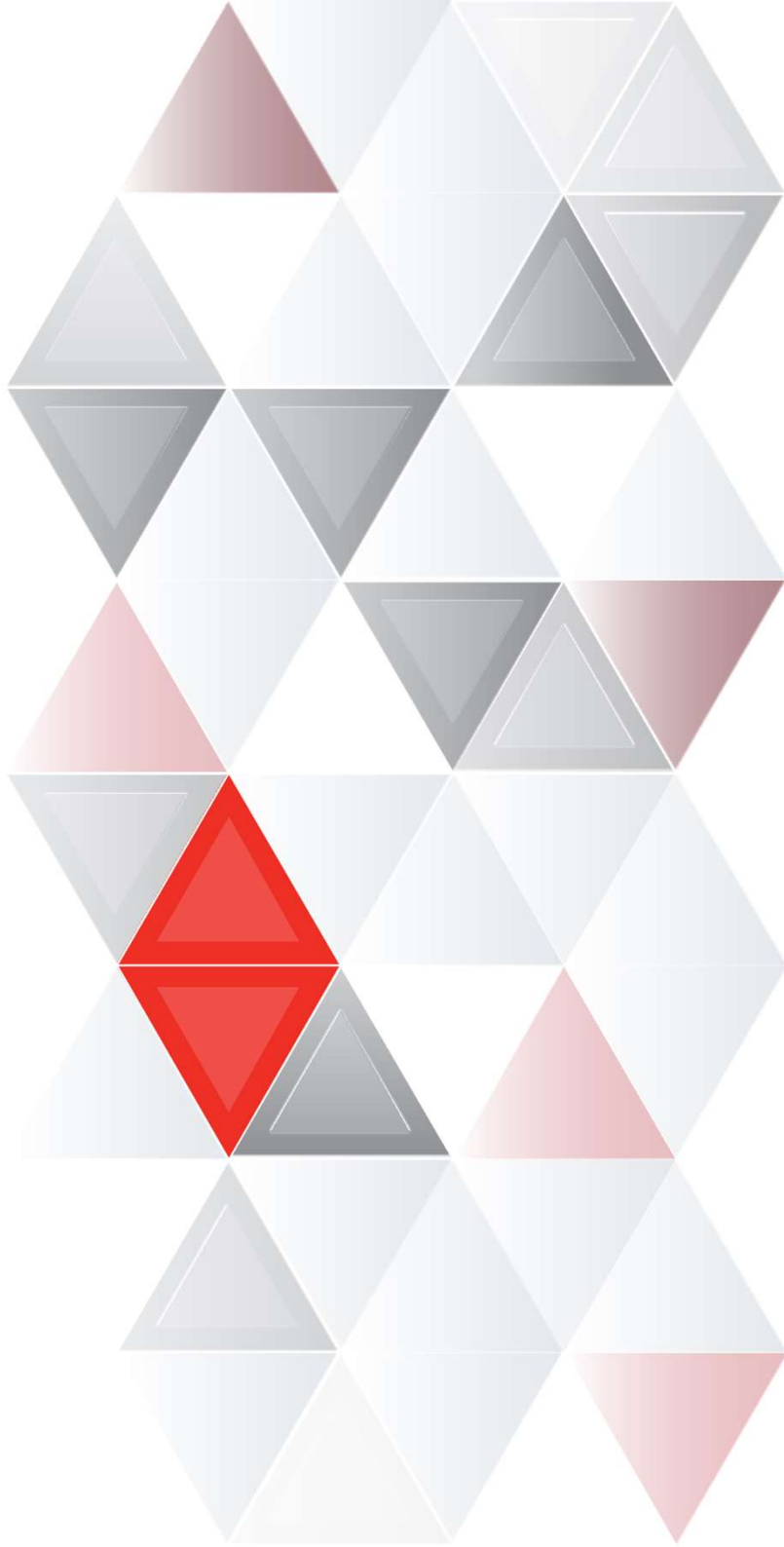




Half Year Results

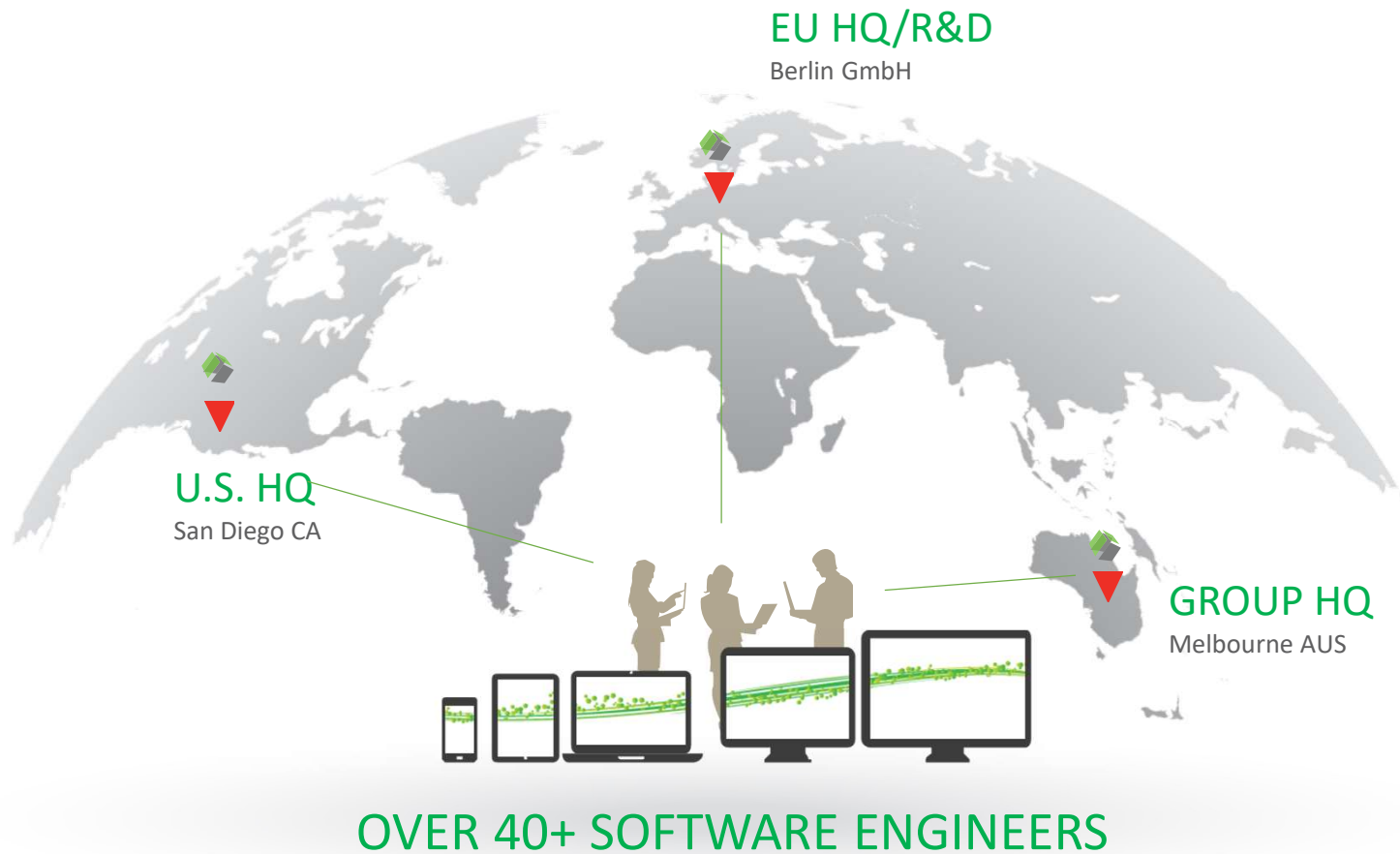
FY 2024



PRO MEDICUS (ASX:PME)

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

Leading edge products, growing global presence.





VISAGE RIS



pro-medikus.net



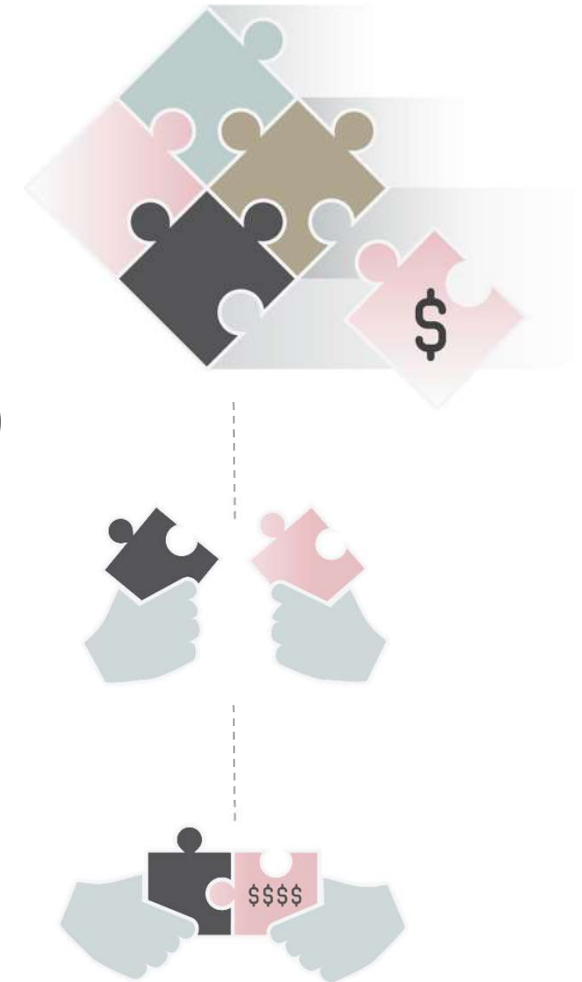
VISAGE 7
PRODUCT
SUITE



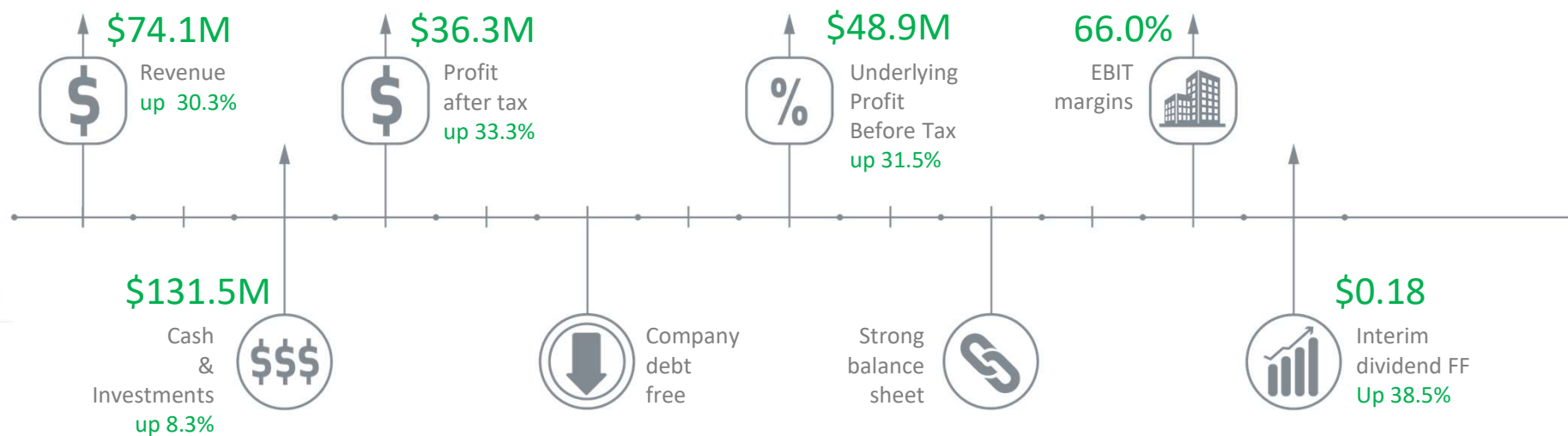
OEM

HY 2024 – Results

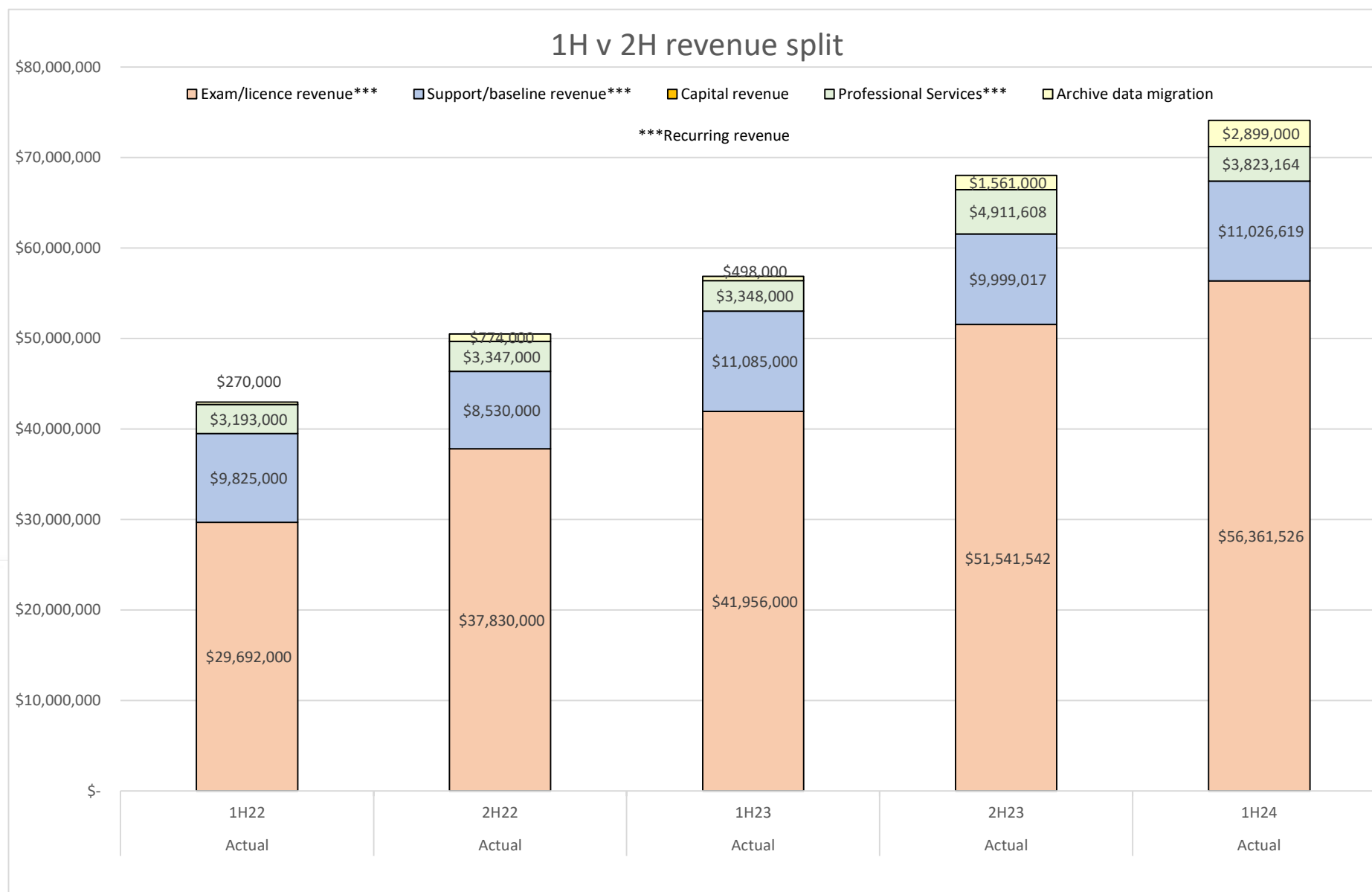
- Record half
- Four contract wins in North America with cumulative TCV > than \$200M (at minimums)
- Completed 4 major implementations
- RSNA 2023 the busiest to date
- Progress with other ologies and AI
- Forms the base for stronger 2nd half and beyond



RESULTS HY 2024



HY 2024 REVENUE SPLIT



HIGHLIGHTS

HY 2024



Continues to grow
STRONGLY

CURRENT
PIPELINE



Memorial Sloan Kettering
Cancer Center

\$24M/7 years
New Contract

JULY
2023



Baylor Scott & White
HEALTH

\$140M/10 years
New Contract

SEPTEMBER
2023



South Shore Health

\$16M/8 years
New Contract

OCTOBER
2023



OREGON
HEALTH & SCIENCE
UNIVERSITY

\$20M/8 years
New Contract

NOVEMBER
2023



NOVEMBER -
DECEMBER
2023



Four Implementations

1st Half FY2023

OPERATONAL (TRANSACTION) MODEL

- Used in vast majority of US contracts
- Delivered as SaaS model
- Used in RIS contracts in AUS
- Model based on transaction minimums
- Forward revenue > **A\$608M/5 years***
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

* Assumes key contracts up for renewal are renewed at same rate



OPERATING LEVERAGE

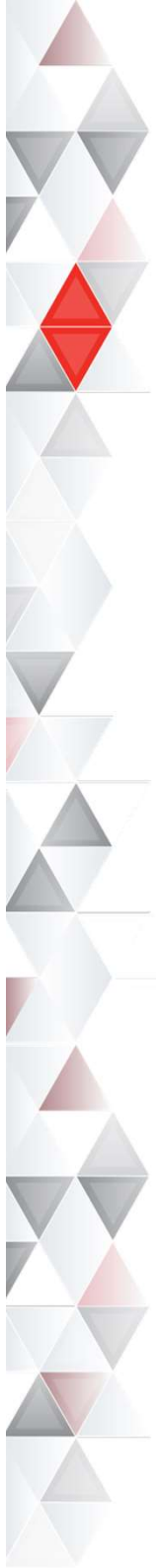
- Highly scalable offering
- SW only model
- Training & Installation – charged as professional services
- Contained cost base
- Margin continues to grow as footprint increases



In Review

2023/2024 Top Hospitals

(alphabetical order)



1	 BRIGHAM AND WOMEN'S HOSPITAL	Brigham & Women's - Live Full PACS
2	 MASSACHUSETTS GENERAL HOSPITAL	Mass General - Live Full PACS
3	 MAYO CLINIC	Mayo Clinic - Live Full PACS
4	 Northwestern Medicine	Northwestern - Live Full PACS
5	 NYU Langone Health	NYU - Live Full PACS
6	 RUSH	Rush - Breast Imaging PACS
7	 UCLA Health	UCLA - Live Full PACS
8	 UC San Diego HEALTH SYSTEM	UCSD - Live Full PACS
9	 UCSF Health	UCSF - Live Full PACS




<https://health.usnews.com/best-hospitals/rankings>

Increasing footprint in the IDN space

- IDNs represent the largest segment of the market
- Existing large IDN clients – Mercy, Sutter Health, Intermountain, Medstar.
- Momentum increasing with 6 sales to IDN's in the last 18 months
- All sales for more than one Visage product
- All six opportunities to be Cloud deployed
- Increasing network effect in this market segment.

N NOVANT
HEALTH

INOVA

Allina Health

VISAGE RIS

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

RECEPTION TECHNOLOGIST DOCTOR TRANSCRIPTIONIST SEARCH OFFICE CLAIMING SETUP

Recent | Dr R Simpson |

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 09:45 AM 09:50 AM Urgent 09:55 AM Urgent 10:00 AM Urgent 10:05 AM Urgent 10:10 AM Urgent 10:15 AM Urgent 10:20 PM 10:25 PM Urgent 10:30 AM Urgent 10:35 AM Urgent 10:40 AM Urgent 10:45 AM Urgent 10:50 AM Urgent 10:55 AM Urgent 11:00 AM 11:05 AM 11:10 AM 11:15 AM	Tue, 17-Oct-2017 08:30 AM 09:00 AM 09:30 AM 09:45 AM 09:50 AM Urgent 09:55 AM Urgent 10:00 AM Urgent 10:05 AM Urgent 10:10 AM Urgent 10:15 AM Urgent 10:20 PM 10:25 PM Urgent 10:30 AM Urgent 10:35 AM Urgent 10:40 AM Urgent 10:45 AM Urgent 10:50 AM Urgent 10:55 AM Urgent 11:00 AM 11:05 AM 11:10 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
Born: 05-Oct-1977 (40y)
Male
(03) 1212-1211

Address 450 Swan Street RICHMOND VIC 3121
[View all details](#)

Referrer Dr Doogie Howser 0000000Y

Practice

Address 23 Holywood lane ThePlace RICHMOND
VIC 3121 Australia

Referral date 09-Oct-2017

Referral period 12

Accession 10.1270

Order Status Arrived (1/1)

Save Cancel

VISAGE RIS



- Long term (5 year) contracts with Lumus (Primary Healthcare) and I-MED, the 2 biggest radiology providers in AUS
- Lumus rollout now complete
- 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

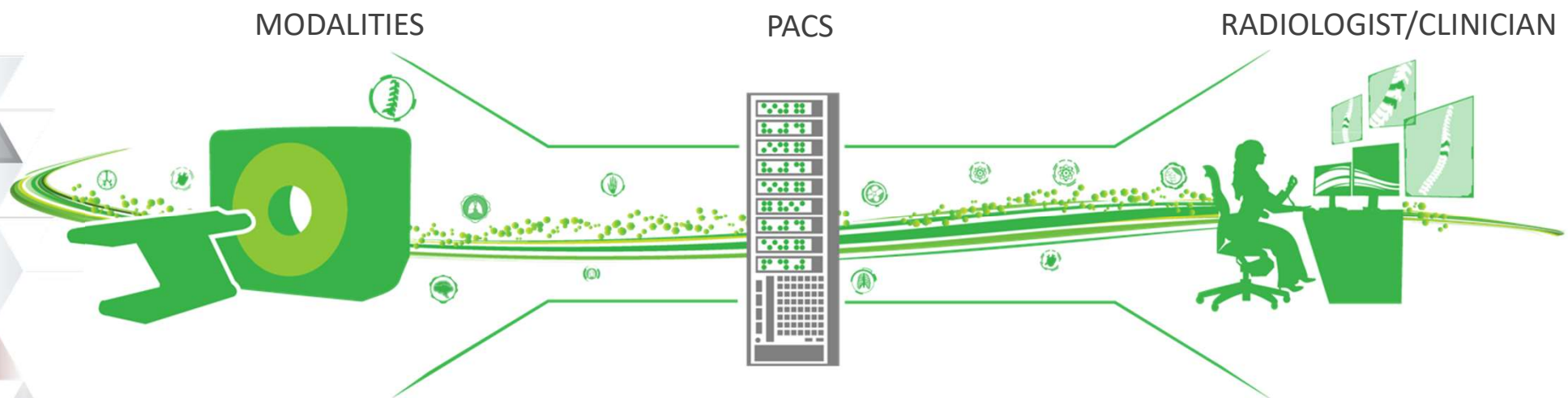
MASSIVE DATA EXPLOSION

- 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

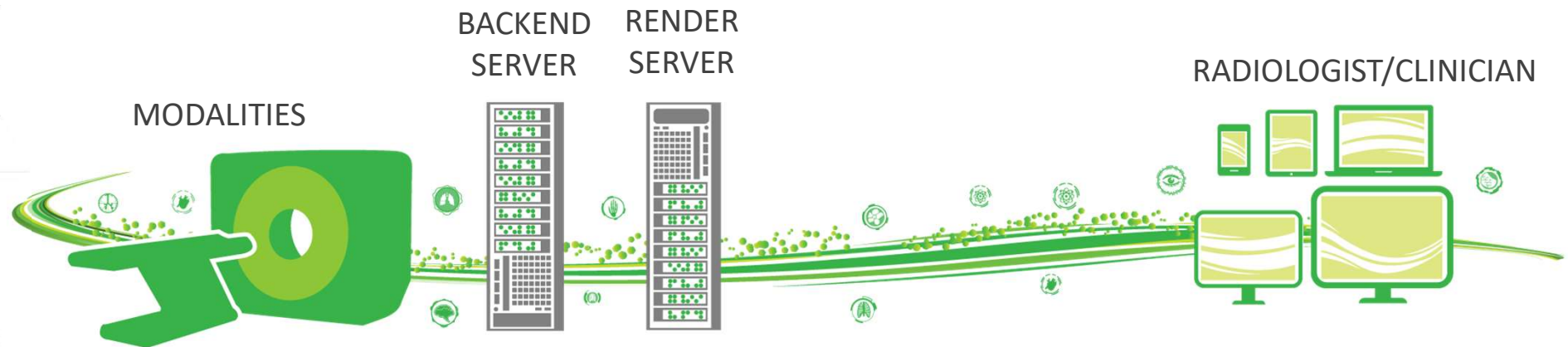
“Compress and Send”



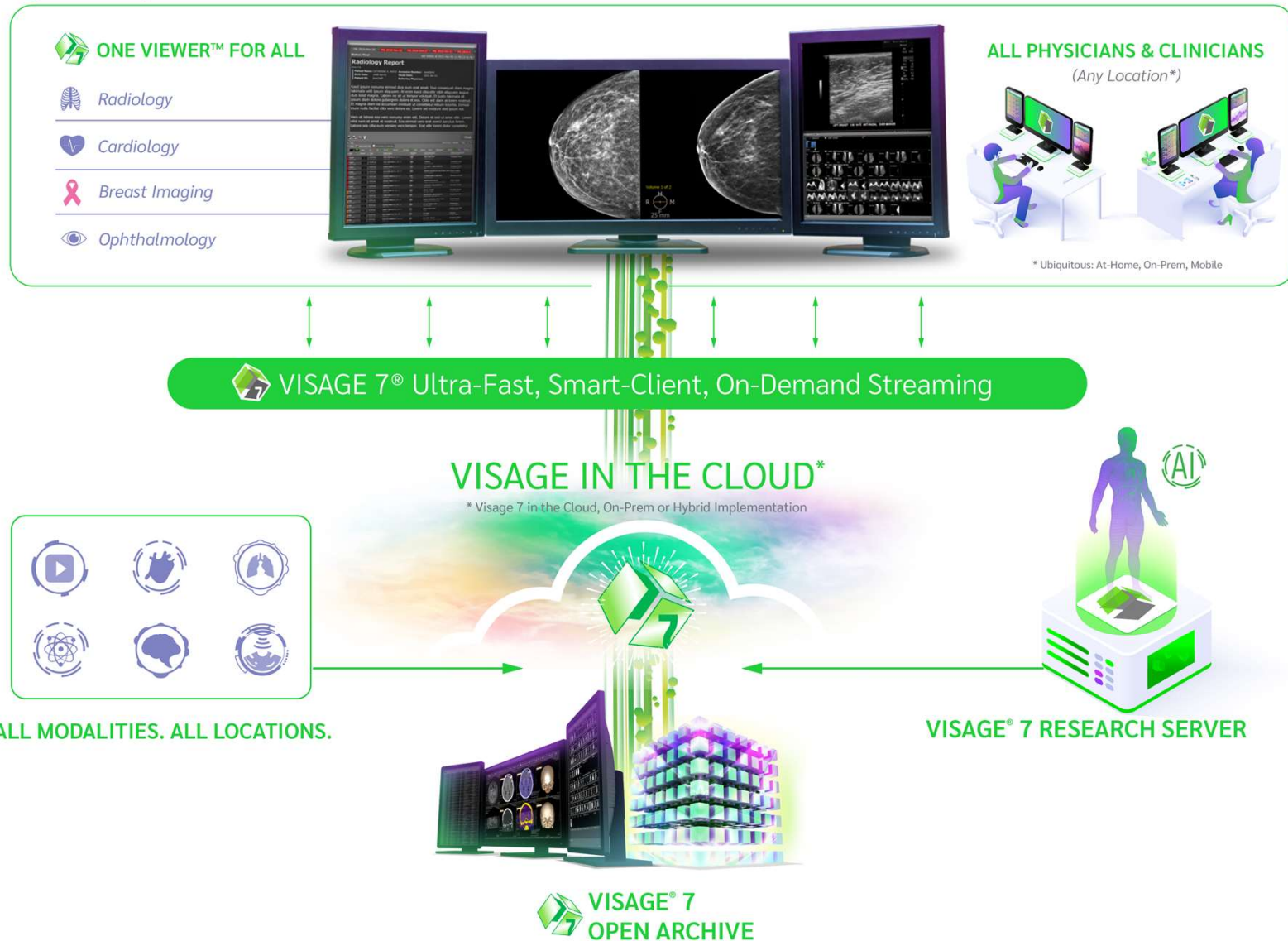
SOLUTION:



VISAGE 7 Streaming Technology



SOLUTION: Visage 7 Streaming



MEMORIAL SLOAN KETTERING CANCER CENTER



Memorial Sloan Kettering
Cancer Center

- 7-year, \$24M transaction-based contract
- Top two cancer hospital in North America
- “Full Stack” – Viewer, Worklist & Archive
- To be fully Cloud deployed
- Rollout scheduled to be completed 2nd half 2024
- Increases PME’s footprint in the Tier 1 academic space

BAYLOR SCOTT & WHITE HEALTH



- Largest PME deal to date
- 10-year, \$140M transaction-based contract
- “Full Stack” – Viewer, Worklist & Archive
- Largest not for profit health system in Texas
- To be fully cloud deployed
- Rollout to commence in first half 2024
- Mixture of both academic and IDN

SOUTH SHORE HEALTH

- 8-year, \$16M transaction-based contract
- Regional IDN based in Southern Massachusetts
- “Full Stack” – Viewer, Worklist & Archive
- Fully cloud deployed – 2nd half 2024
- Increases PME’s footprint in the mid-sized IDN market



OHSU

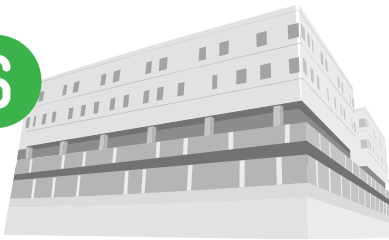


- 8 year, \$20M transaction-based contract
- Preeminent academic medical center in Oregon
- “Full Stack” – Viewer, Worklist & Archive
- Fully cloud deployed – 2nd half 2024
- Increases PME’s rapidly growing footprint in AMC market

FAST TRACK IMPLEMENTATION

- All implementations on or ahead of schedule
- Fast track methodology continues to deliver
- Large scale projects completed well 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

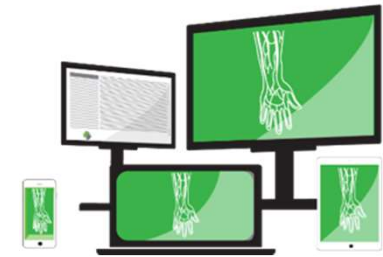
VISAGE – PROVEN ROI



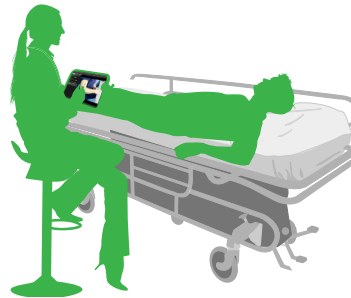
Significant IT &
Infrastructure
Savings



Unparalleled
Increase in
Radiologist
Efficiency



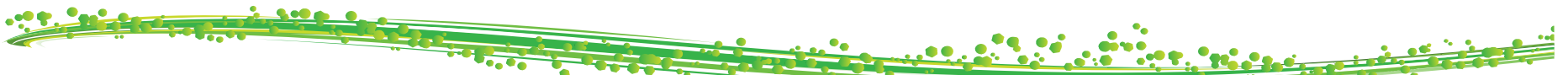
Greater Clinical
Accuracy



Improved Physician
Engagement



Delivers Superior
Value Proposition



Clinical Outcomes



Moving the Needle

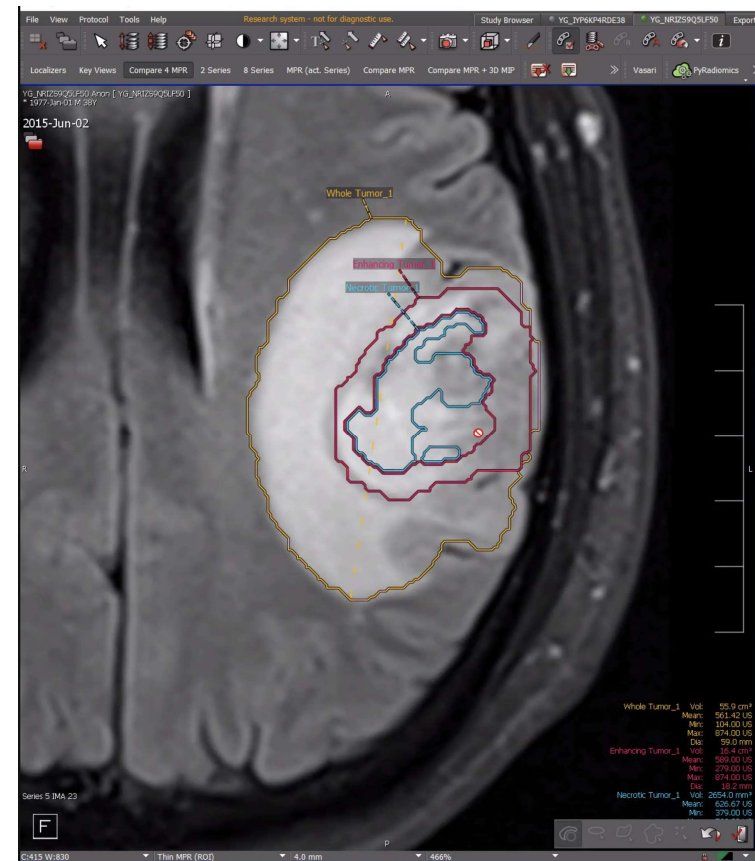
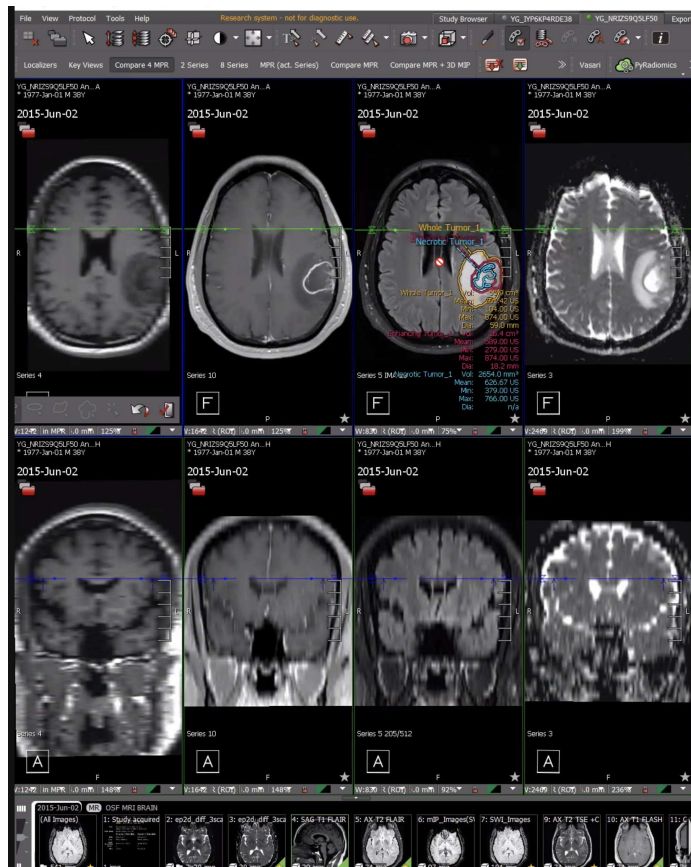




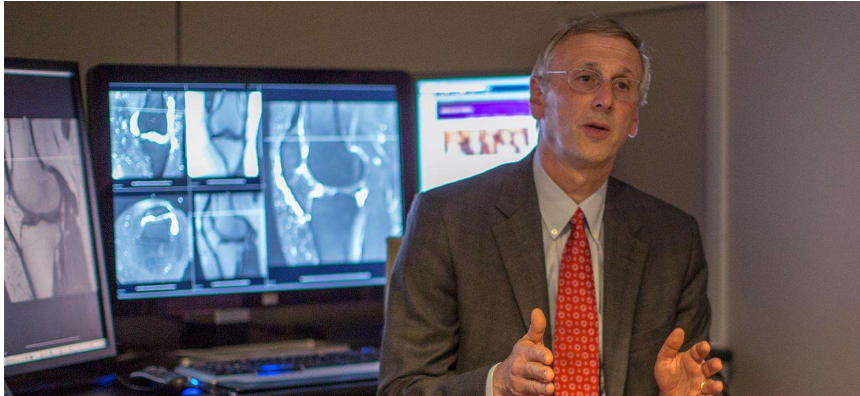
Mariam Aboian, MD, PhD
 Assistant Professor
 Radiology & Biomedical
 Engineering
 Yale School of Medicine

“PACS is our clinical world for Radiologists. Incorporation of AI into PACS, gives us clinical value.”

“This is what AI based segmentation of gliomas in PACS looks like! Advanced image processing at your fingertips is our next frontier!”



Patient Engagement - Video Reports



[NYU Langone Health Department of Radiology](#)

[@NYUImaging](#)

Your Radiologist Is the Most Important Doctor You've
Never Met—Until Now [#radiology](#)

[@nyulangone](#)

Debuts the First Video Radiology Reports in a U.S. Hospital
to Help Patients Understand the Results of Their Imaging
Exams

For the study, 105 clinical radiologists at NYU
Langone Health created 3,763 video radiology
reports over 4 months, between September 2021
and January 2022.



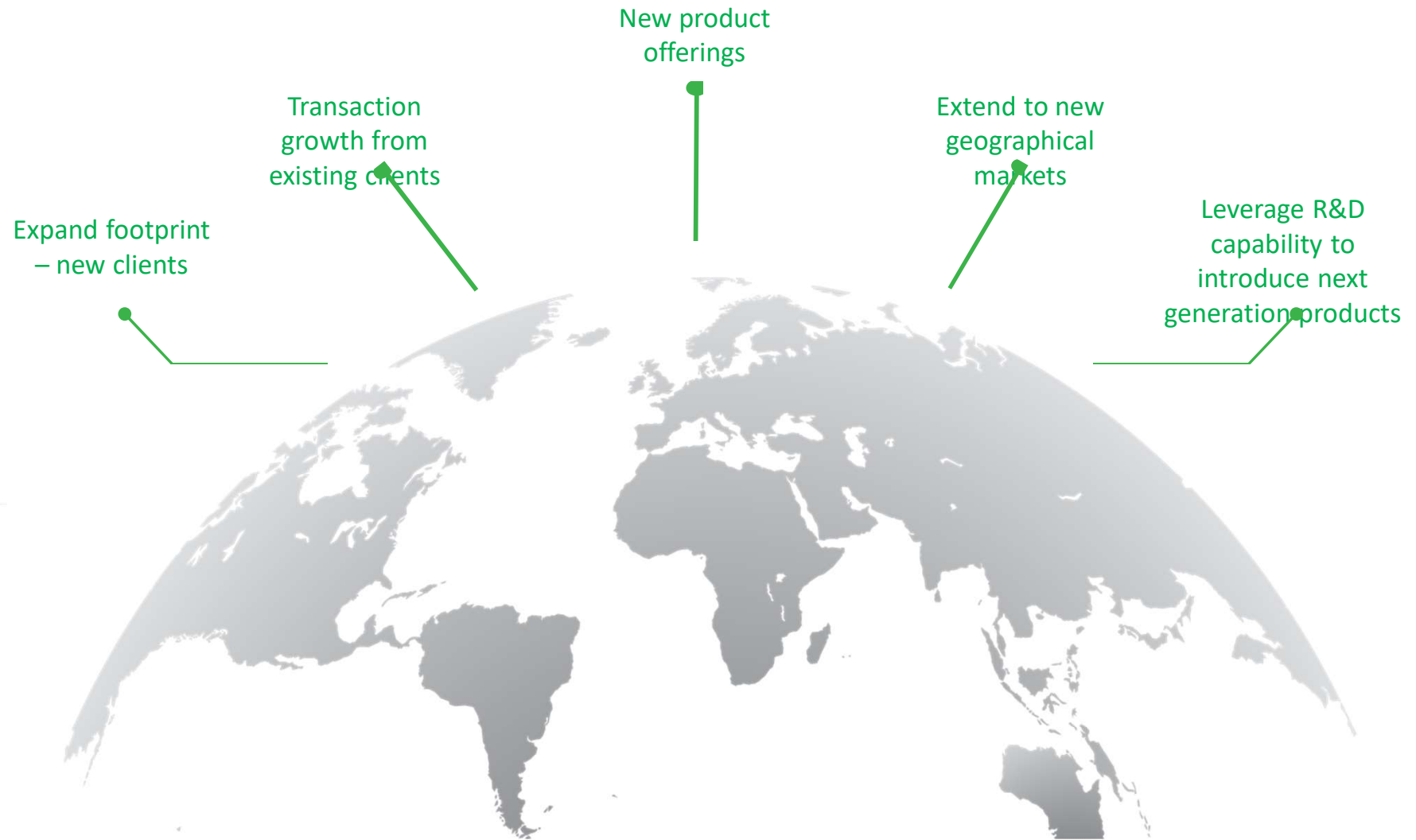
Up to
50%
Increased Efficiency



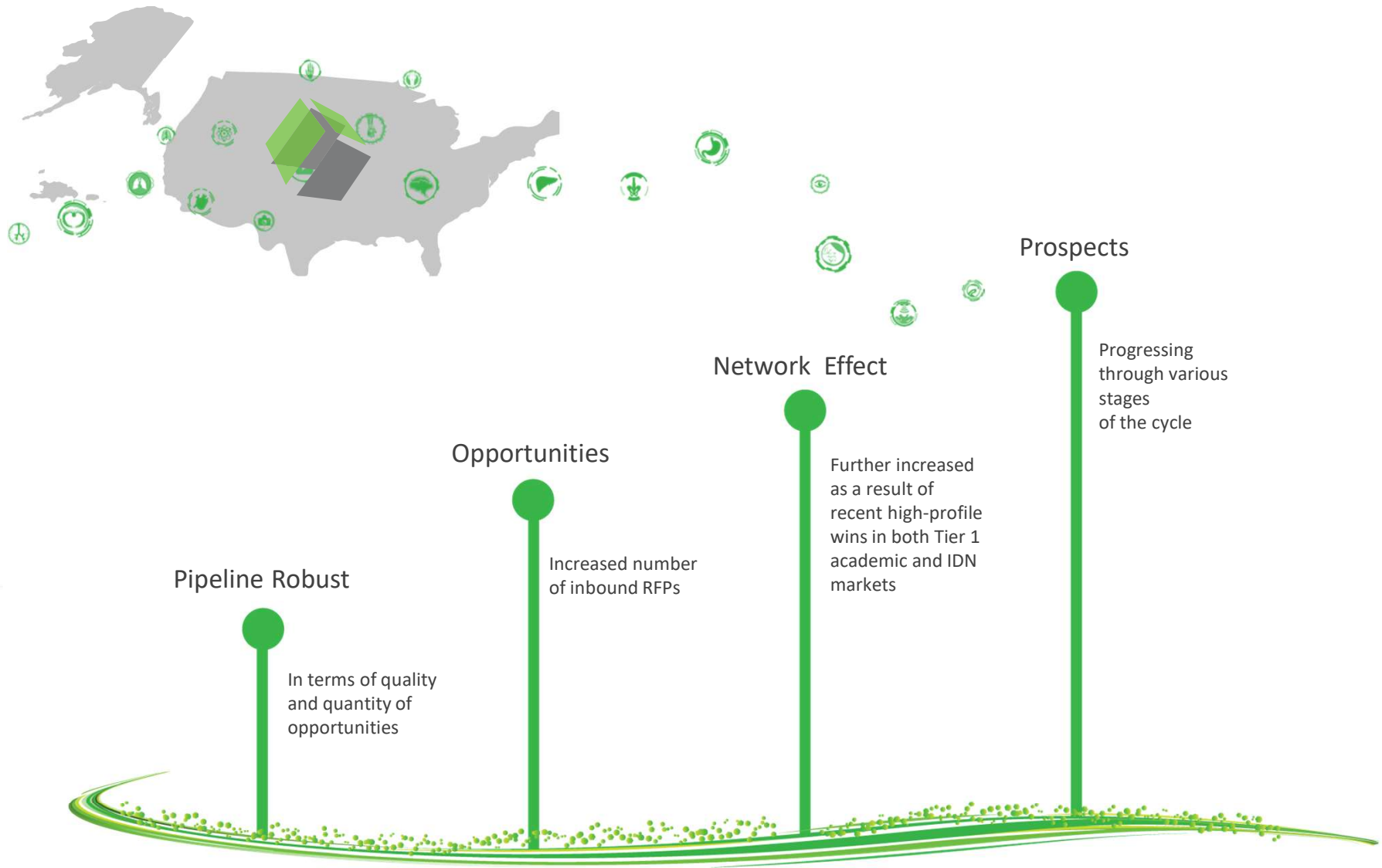
Reduce Burnout

Work Faster, Smarter. Achieve PACS Nirvana.

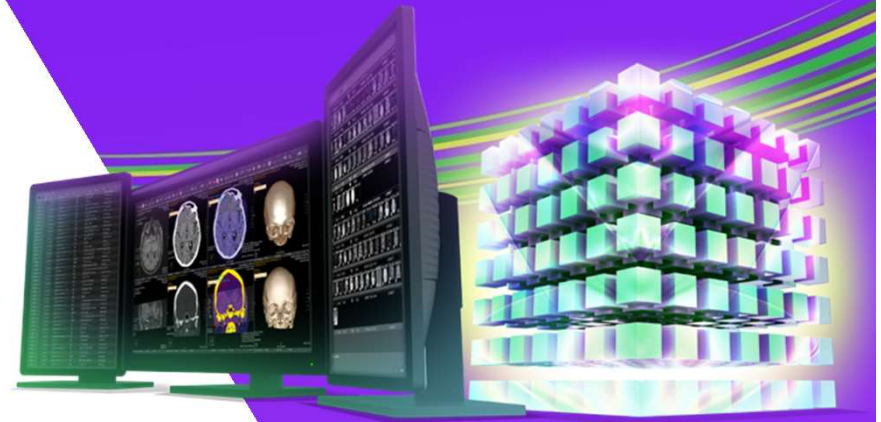
GROWTH STRATEGY



NORTH AMERICAN PIPELINE



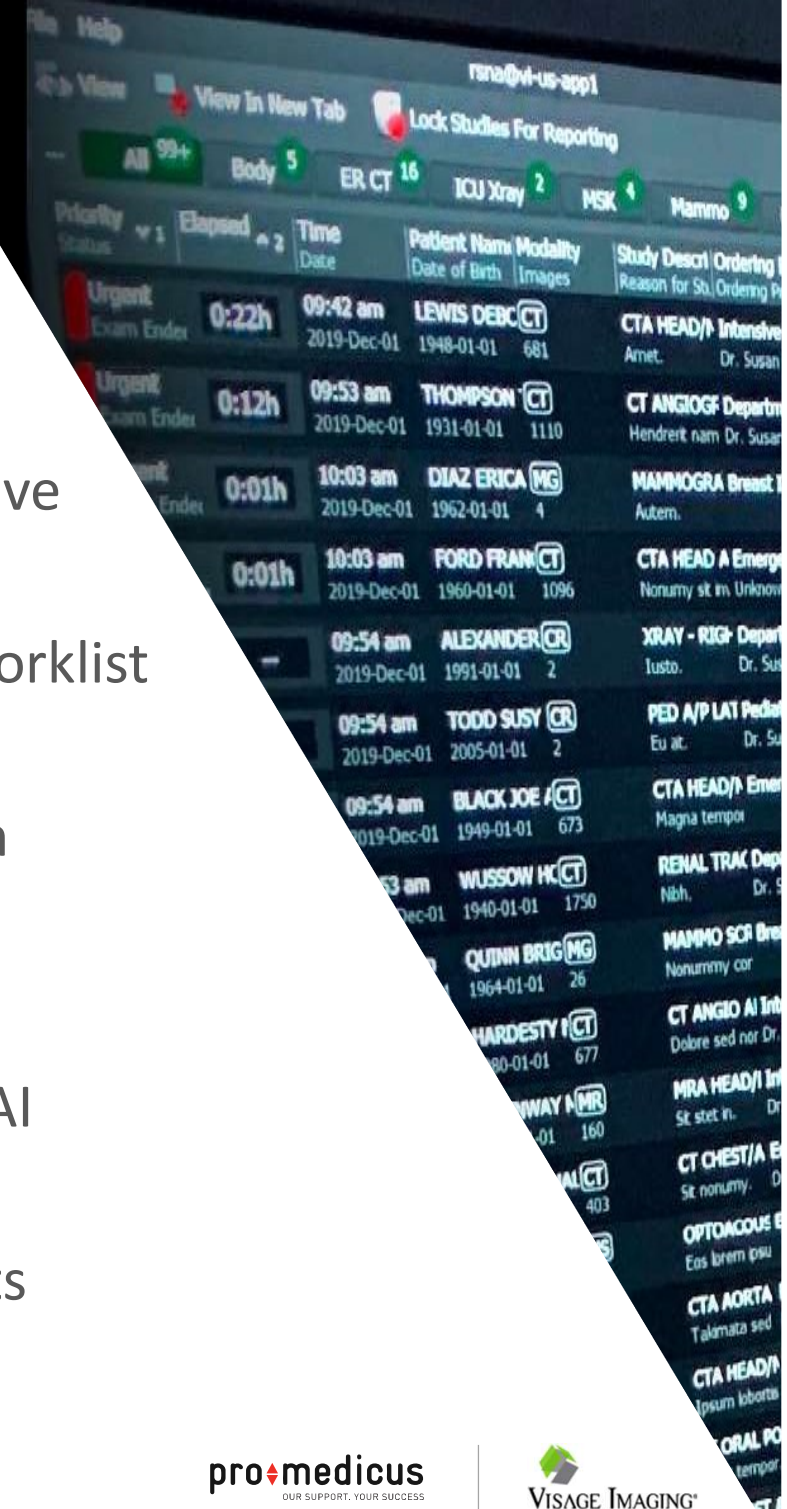
VISAGE 7 OPEN ARCHIVE



- Same highly scalable Visage 7 platform
- Interoperable – works in complex environments
- Enables choice of modular or single vendor solutions
- Visage 7 Open Archive integral part of “Full Stack” solution
- Pipeline includes Visage 7 Open Archive opportunities
- Key component of Visage in the Cloud strategy
- Transaction based model with potential upside

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 “full stack” solution
- Integral part of Visage in the Cloud SaaS solution
- Ability to interface with broad range of AI algorithms
- Sold in 6 out of the last 6 major contracts
- Transaction based model with potential upside



Visage CloudPACS

- 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



Visage CloudPACS

- Unprecedented industry swing to Cloud
- Last ten out of ten sales have been CloudPACS
- Majority of pipeline mandating Cloud deployment.
- Cloud vendor agnostic - large scale implementations in all 3 cloud vendors - AWS, Azure and Google GCP
- Significant strategic advantage over competitors

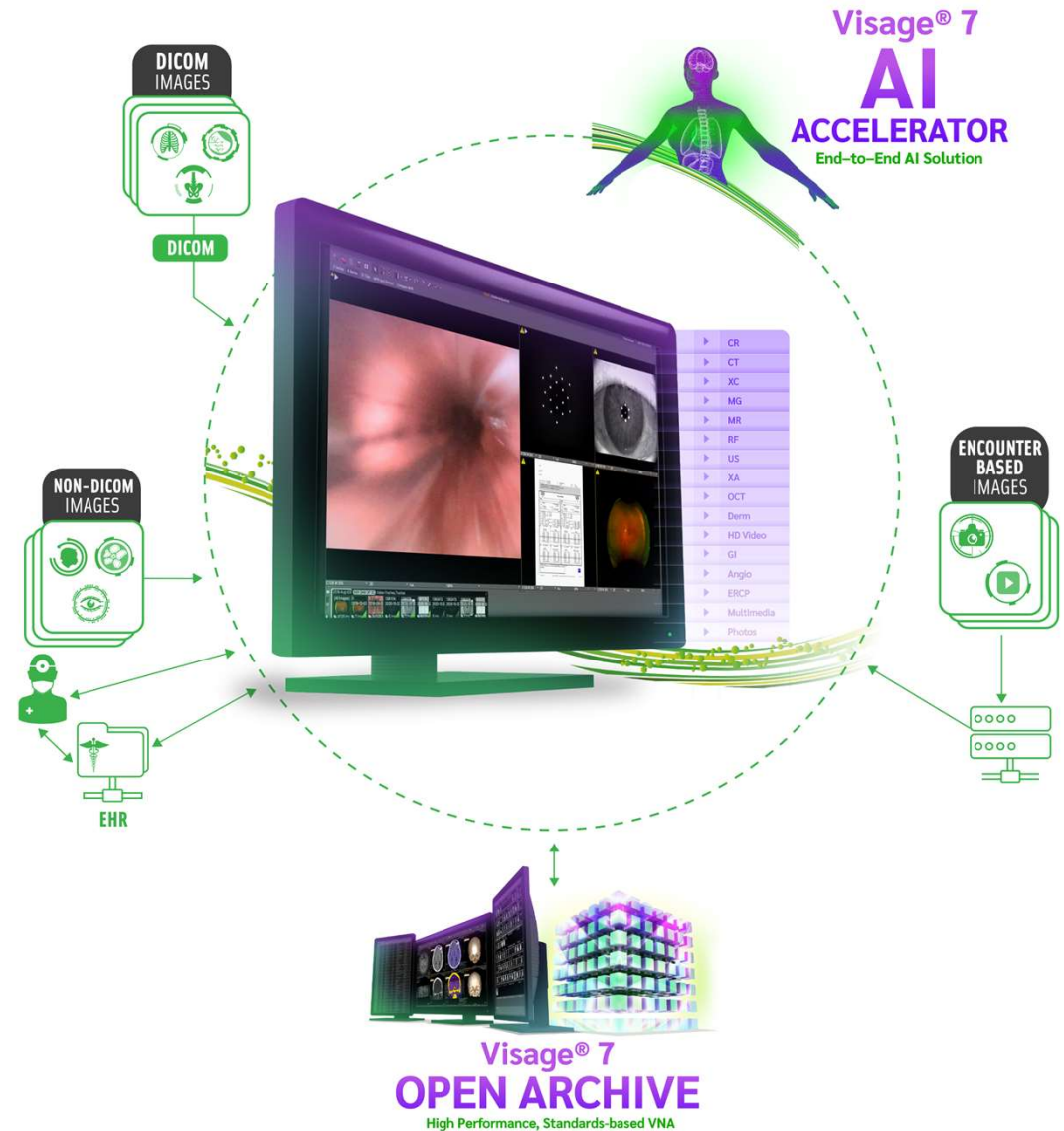


NEW PRODUCTS

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



[illegible]

pro**medicus**
OUR SUPPORT. YOUR SUCCESS

AI in Radiology (use cases)

AI

ACCELERATOR

- Imbedded in SW or imaging equipment
- Prioritisation of cases – eg intracranial haemorrhage
- Screening – early-stage lung nodule detection
- Aid to diagnosis – 2nd opinion, incidental findings
- New diagnostic tools – FFR in cardiac CT
- Future - AI automated diagnosis

Visage 7 - AI

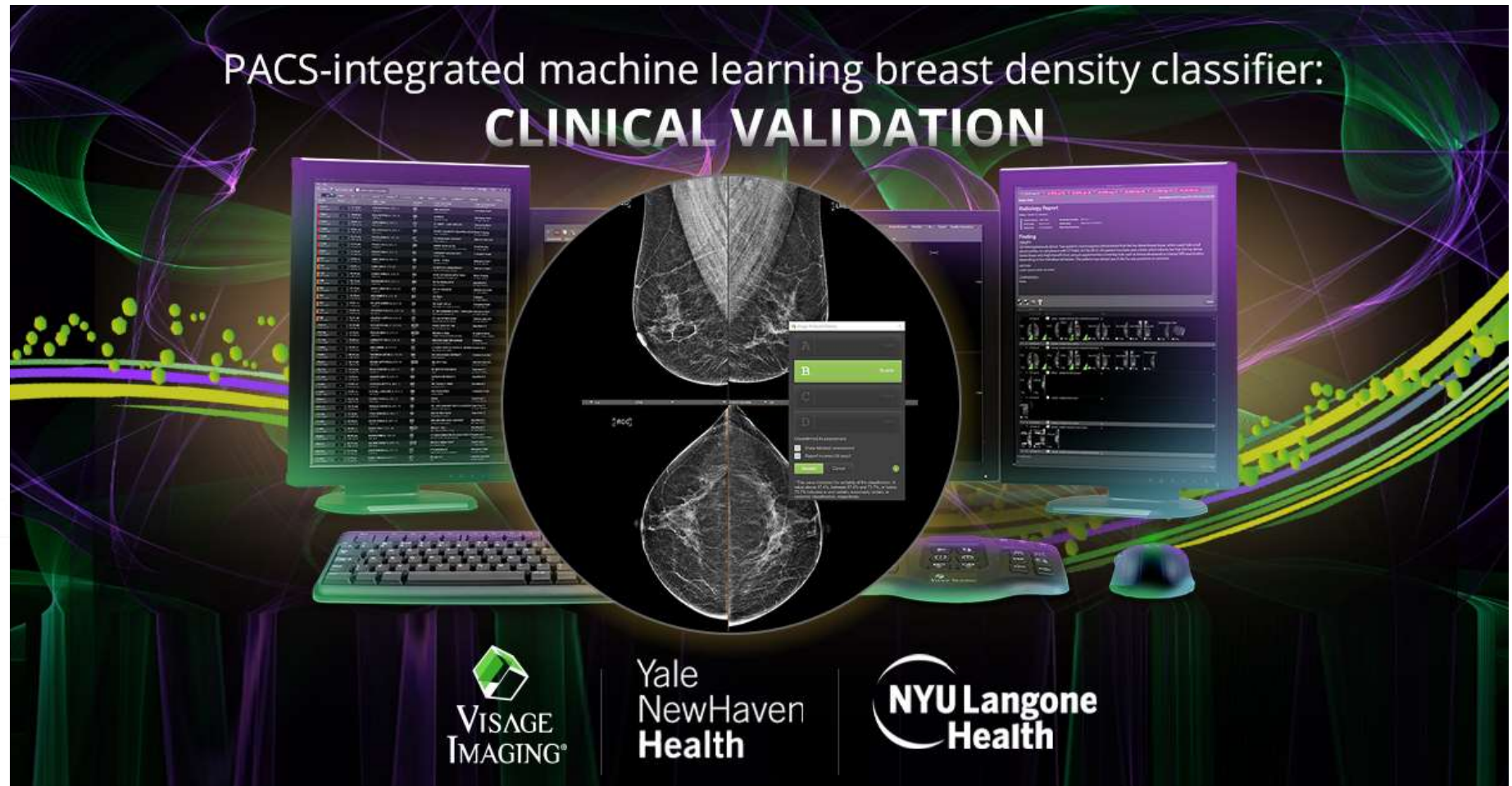
AI

ACCELERATOR

- Visage 7 platform AI capable
- Based on GPU technology
- Open API enables native integration
- AI Ecosystem - 3rd party and Visage developed algorithms
- Joint development/commercialisation opportunities - 3rd parties and academic clients.

AI – Breast Density

American Roentgen Ray Society (ARRS)



The researchers found that the AI model showed extremely good agreement with the radiologists at 99.3%.

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, MBA
Director, AI Business Development
North America

AI

ACCELERATOR

Visage Ease VP™ for Apple Vision Pro



“From the Flintstones to the Jetsons”

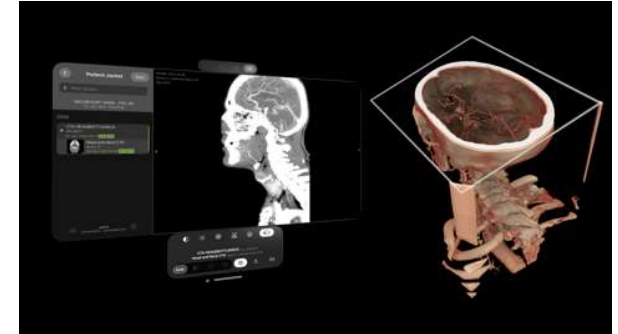
Clinical Dexterity: Visage Ease VP™



CT Head with MPR 2 X 2 Layout



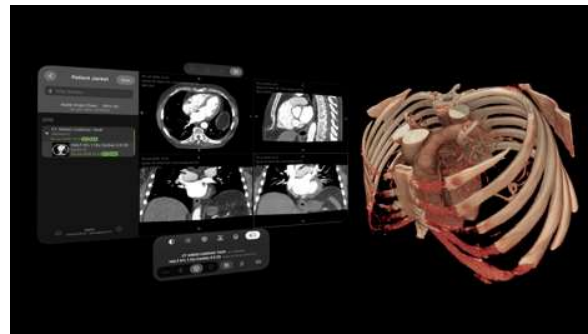
2D Fusion PET/CT



CTA Head/Neck with Immersive Volume Rendering, Clipped View



US Abdomen 2 X 2 Layout



CTA Angio TAVR, 2 X 2 Layout, and Immersive Volume Rendering



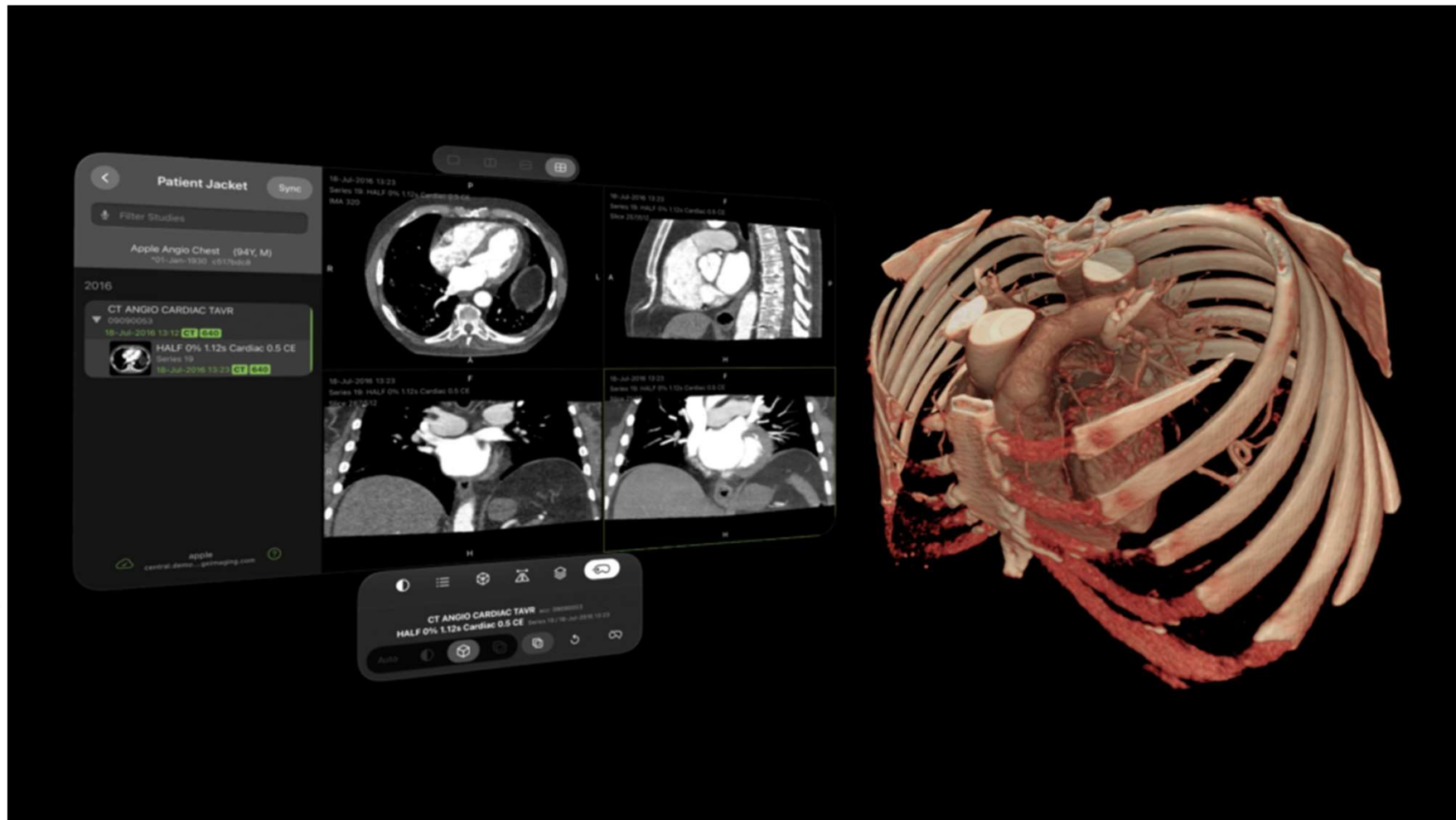
CTA Head/Neck with Immersive Volume Rendering



Visage Ease VP™ for Apple Vision Pro

- Launched 5th February with worldwide release of Apple Vision Pro
- Visage's cinematic rendering engine natively embedded in Visage Ease VP™
- Supports virtual screens at more than 4K resolution for each eye
- Immersive, spatial experiences for diagnostic imaging and multimedia
- Platform for AI integration
- UC San Diego and other key Visage clients to pilot the technology

Visage Ease VP™ for Apple Vision Pro



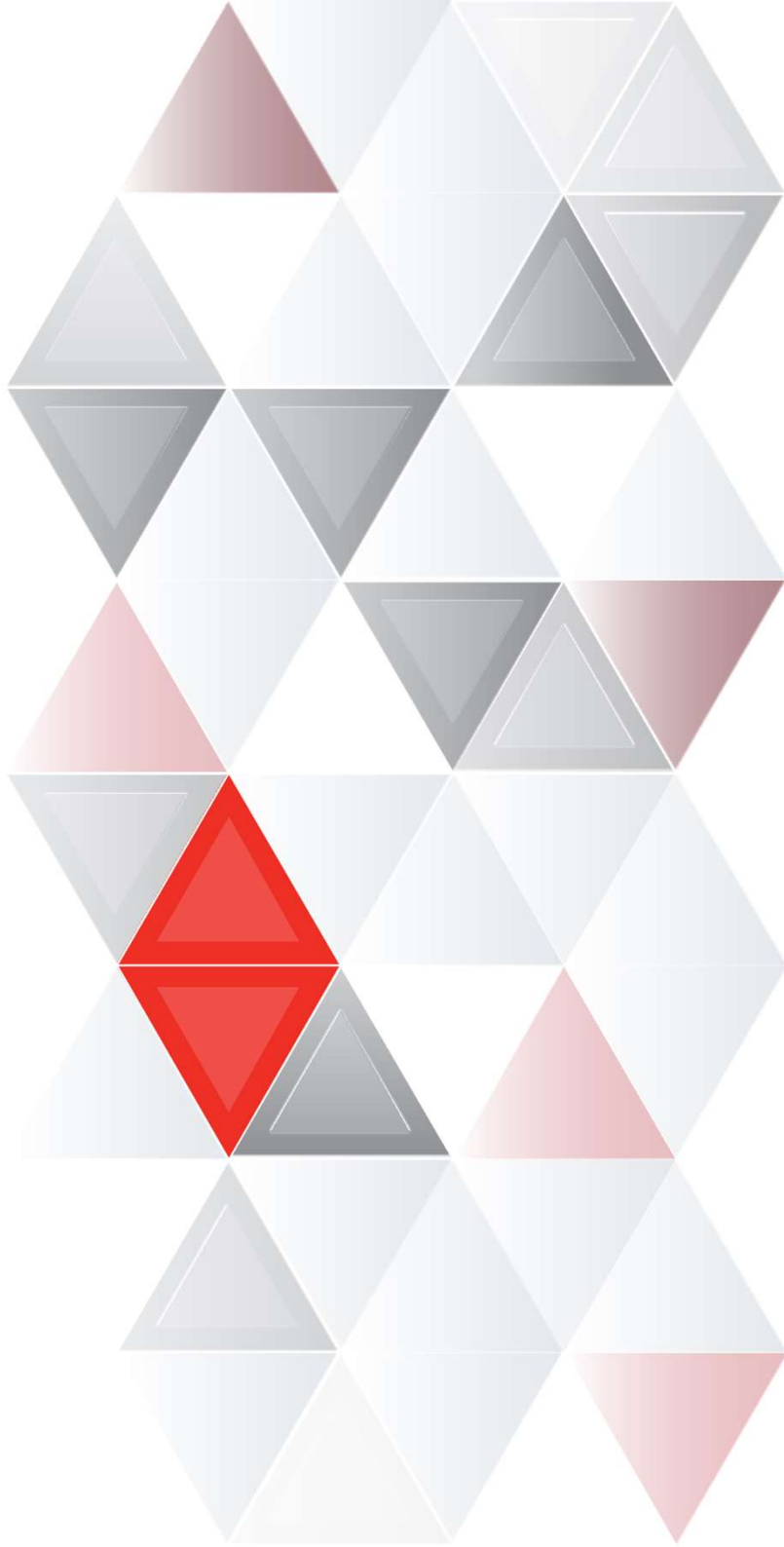
“Underpins our belief that our technology is 18 to 24 months ahead of competitors, if not more”

RSNA -2023



SUMMARY

- Most successful half in company's history
- North American footprint continues to grow strongly
- Expanded product portfolio – “full stack” solution
- Proven remote implementation & support capability
- Cloud – huge strategic advantage over competitors
- Unparalleled value proposition both clinical and financial RoI
- Pipeline Continues to grow strongly.
- Visage strategy well positioned to leverage AI as it becomes mainstream
- Launch of Visage Ease VP™ for Apple Vision Pro



THANK YOU