



pro  **medicus**
OUR SUPPORT. YOUR SUCCESS.

FY 2021 RESULTS PRESENTATION

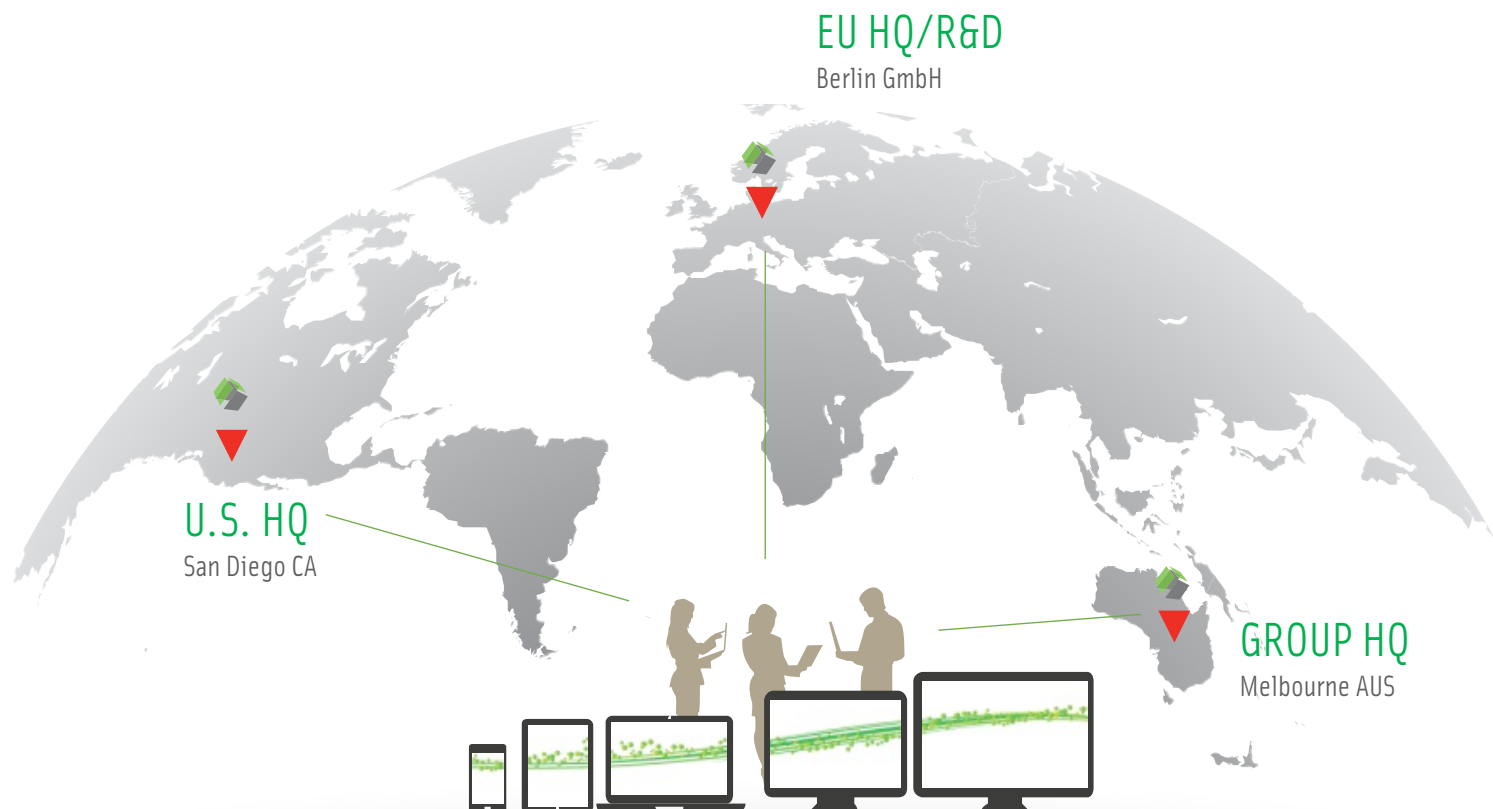
August 2021


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



ASX:PME



 **VISAGE RIS**



VISAGE RIS



pro+medicus.net

 **VISAGE 7**

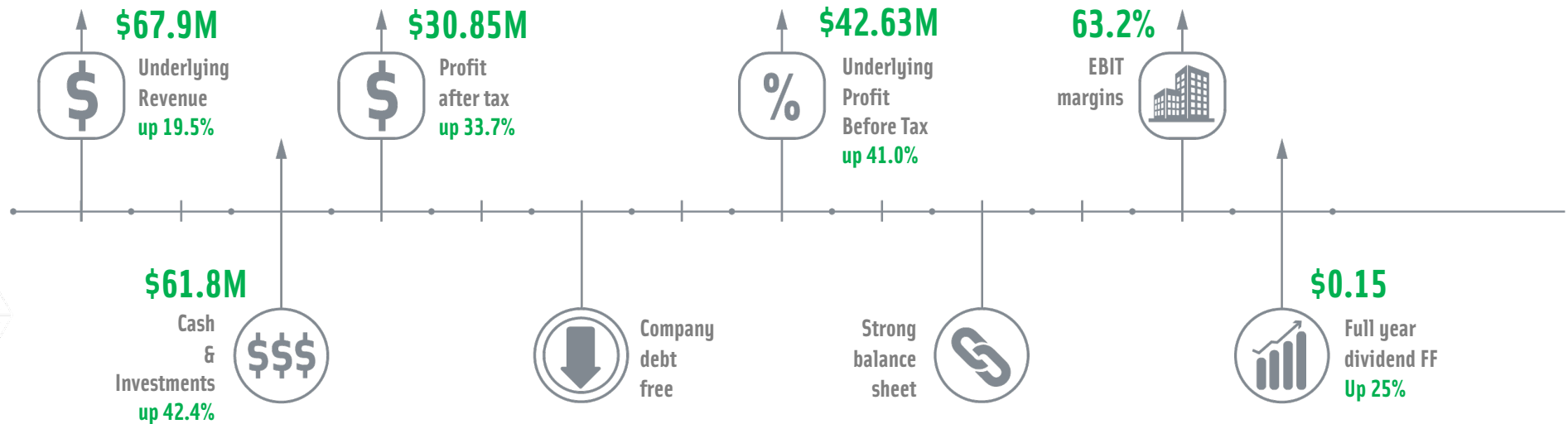


VISAGE 7
PRODUCT SUITE



OEM

RESULTS FY 2021

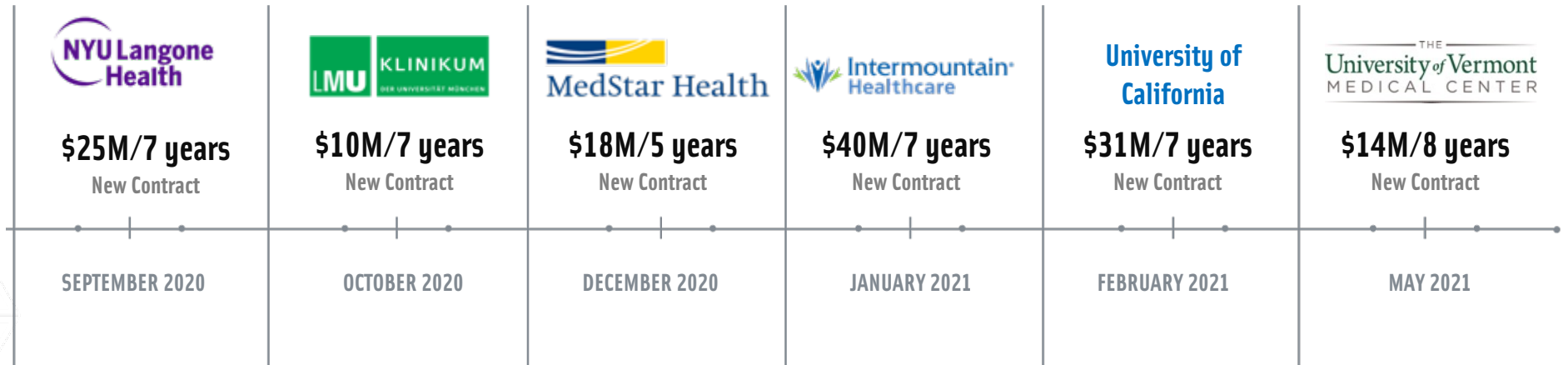


SALES FY21 Full Year

PIPELINE



Continues to grow
STRONGLY



In Review 2020-2021 Top Hospitals

9 out of the top 20
Hospitals Use Visage® 7 for PACS.

The closest legacy PACS vendor has only 4.

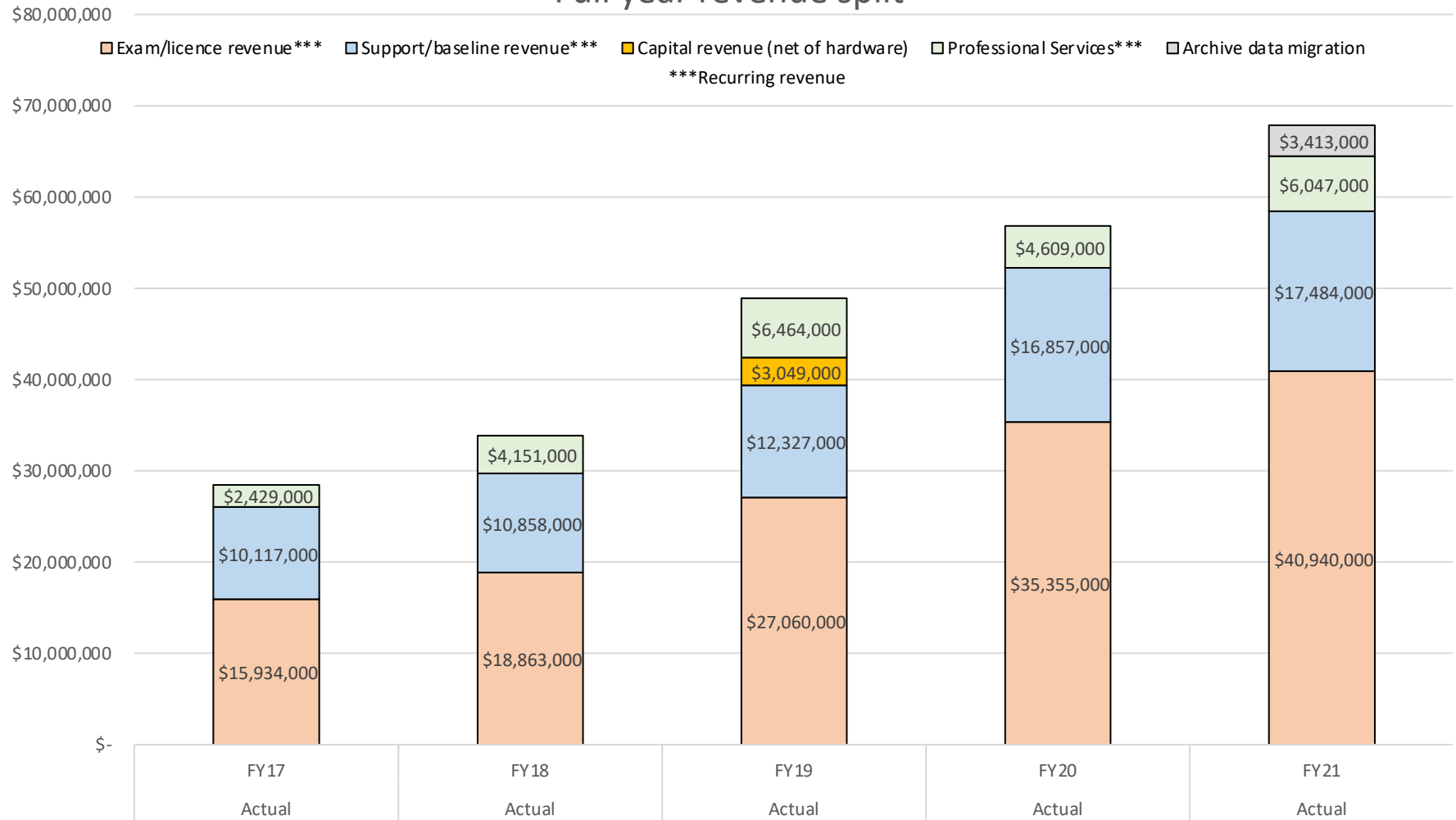
Ranked in order

1	 MAYO CLINIC	Mayo Clinic Rochester - Live Full PACS
4	 UCLA Health	UCLA - Implementation
6	 MASSACHUSETTS GENERAL HOSPITAL	Mass General - Live Full PACS
8	 UCSF Health	UCSF - Implementation
9	 NYU Langone Health	NYU - 6/21 Go-Live - Full PACS
10	 Northwestern Medicine	Northwestern - Live Full PACS
12	 BRIGHAM AND WOMEN'S HOSPITAL	Brigham & Women's - Live Full PACS
16	 MAYO CLINIC	Mayo Clinic Phoenix - Live Full PACS
17	 RUSH	Rush - Breast Imaging PACS



FY 2021 Revenue Split

Full year 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\$320M/5 years*
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

* Assumes key contracts up for renewal are renewed



EXAM (TRANSACTION) REVENUE

- Recurring in nature
- Increased by 16% YoY (28% on constant currency basis)
- Growth to continue for FY 2022 (Northwestern, NYU, Medstar & others).
- New Sites coming online in 1st Half FY22 (Intermountain, 2 UC campuses & UVM)
- Growth from existing clients (organic and M&A) plus new clients
- Further upside with adoption of new products (VISAGE 7 Open Archive and Worklist)

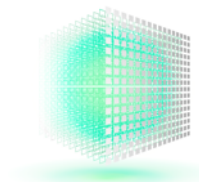


M Northwestern
Medicine®

NYU Langone
Health

Intermountain
Healthcare

University of
California



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OUR SUPPORT. YOUR SUCCESS.

VISAGE IMAGING™

PROFESSIONAL SERVICES

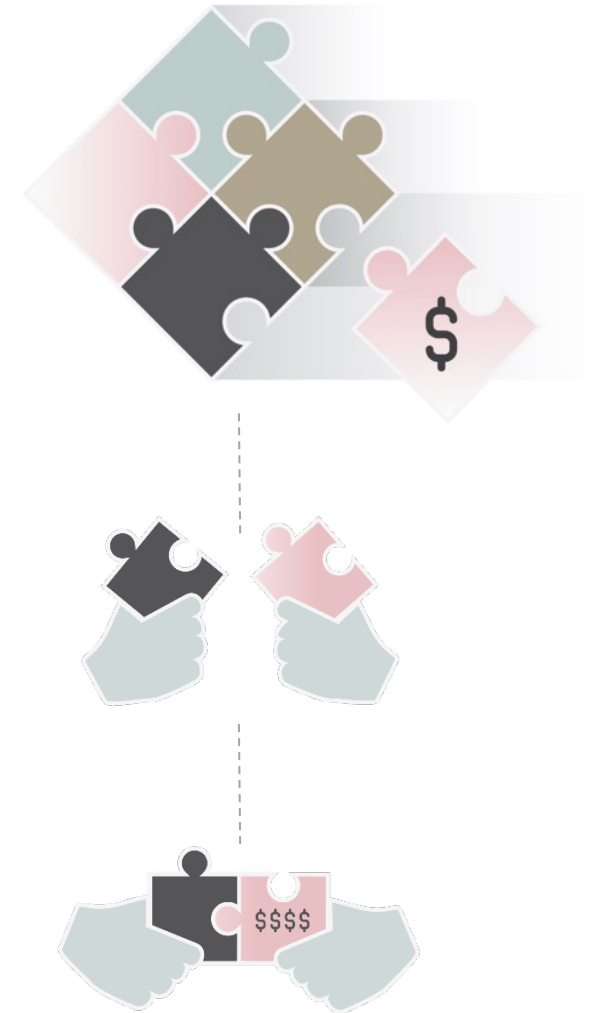


- Project planning, training & implementation _____
- Revenue spread over the length of the contract _____
- new accounting standards (AASB 15)
- Recurring in nature ~ 10% contract value _____
- Data Migration as part of Visage Archive sale – once off _____



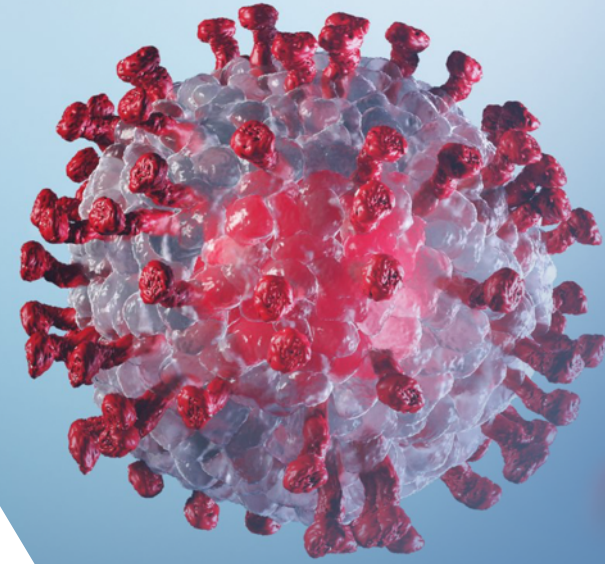
OPERATING LEVERAGE

- 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



COVID-19

- PME/Visage transitioned to WFH in mid-March 2020
- 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
- Exam volumes back at or above pre COVID levels



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 Canceled Blocked 1 2

Visage X-ray	Visage CT	Visage US Room 1	Visage US Room 2	Visage US Room 3	Visage Mammo
08:30 AM	08:30 AM	08:00 AM	08:30 AM	08:30 AM	09:00 AM
08:45 AM	09:00 AM	08:15 AM	09:00 AM	08:50 AM	09:15 AM
09:00 AM	09:30 AM	08:30 AM	09:30 AM	09:10 AM	09:30 AM
09:15 AM	10:00 AM	08:45 AM	10:00 AM	09:30 AM	09:45 AM
09:30 AM	10:30 AM	09:00 AM	10:30 AM	09:50 AM	10:00 AM
09:45 AM	11:00 AM	09:15 AM	11:00 AM	10:10 AM	10:15 AM
10:00 AM	11:30 AM	09:30 AM	09:30 AM	10:30 AM	10:30 AM
10:15 AM	12:00 PM	09:45 AM	12:00 PM	10:50 AM	10:45 AM
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11:00 AM	01:30 PM	10:30 AM	10:30 AM		
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12:15 PM	04:00 PM	12:00 PM	12:00 PM		
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		04:45 PM	04:45 PM		

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
 (03) 1212-1211 VIC 3121 Australia
 Address 450 Swan Street RICHMOND VIC 3121 Referral date 09-Oct-2017
 View all details Referral period 12

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
- HIS (Healix) 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

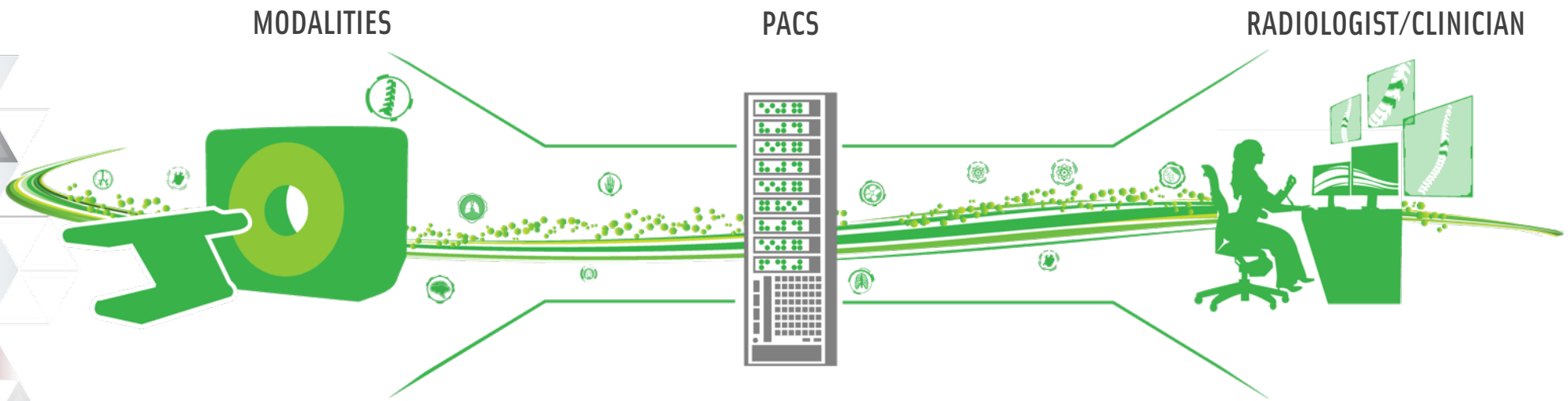
MASSIVE DATA EXPLOSION

- 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

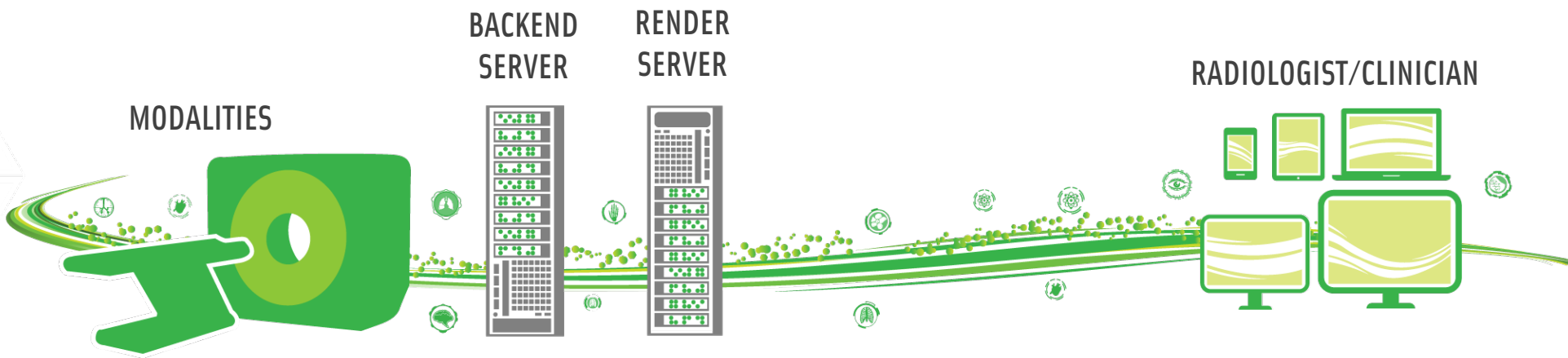
“Compress and Send”



SOLUTION:



VISAGE 7 Streaming Technology



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 completed in June 2021
- Visage to setup new R&D hub in NYC starting August 2021

LMU KLINKUM - Munich

LMU

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
- Implementation completed December 2020

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
- Implementation completed June/July 2021

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

UNIVERSITY OF CALIFORNIA 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 the Visage platform
- Transaction based model with potential upside

UNIVERSITY OF VERMONT MEDICAL CENTER

THE
University of Vermont
MEDICAL CENTER

- \$14M – 8-year deal
- Visage to replace multiple legacy PACS systems
- Visage 7 to be deployed in the public cloud
- Extends PME's US academic institution footprint
- Transaction-based model with potential upside

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
- OSU first 100% remote implementation
- New highly optimized hybrid model (onsite + remote)
- A key differentiator of Visage offering

KEY IMPLEMENTATIONS FY21



August 2020
100% Remote



May 2021
Onsite



June 2021
100% Remote

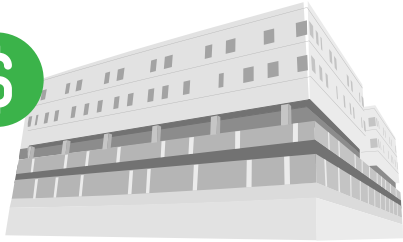


June/July 2021
Hybrid Remote &
Onsite



July to April
100% Remote

VISAGE – PROVEN ROI



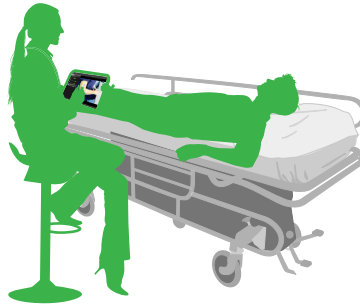
Significant IT & Infrastructure Savings



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

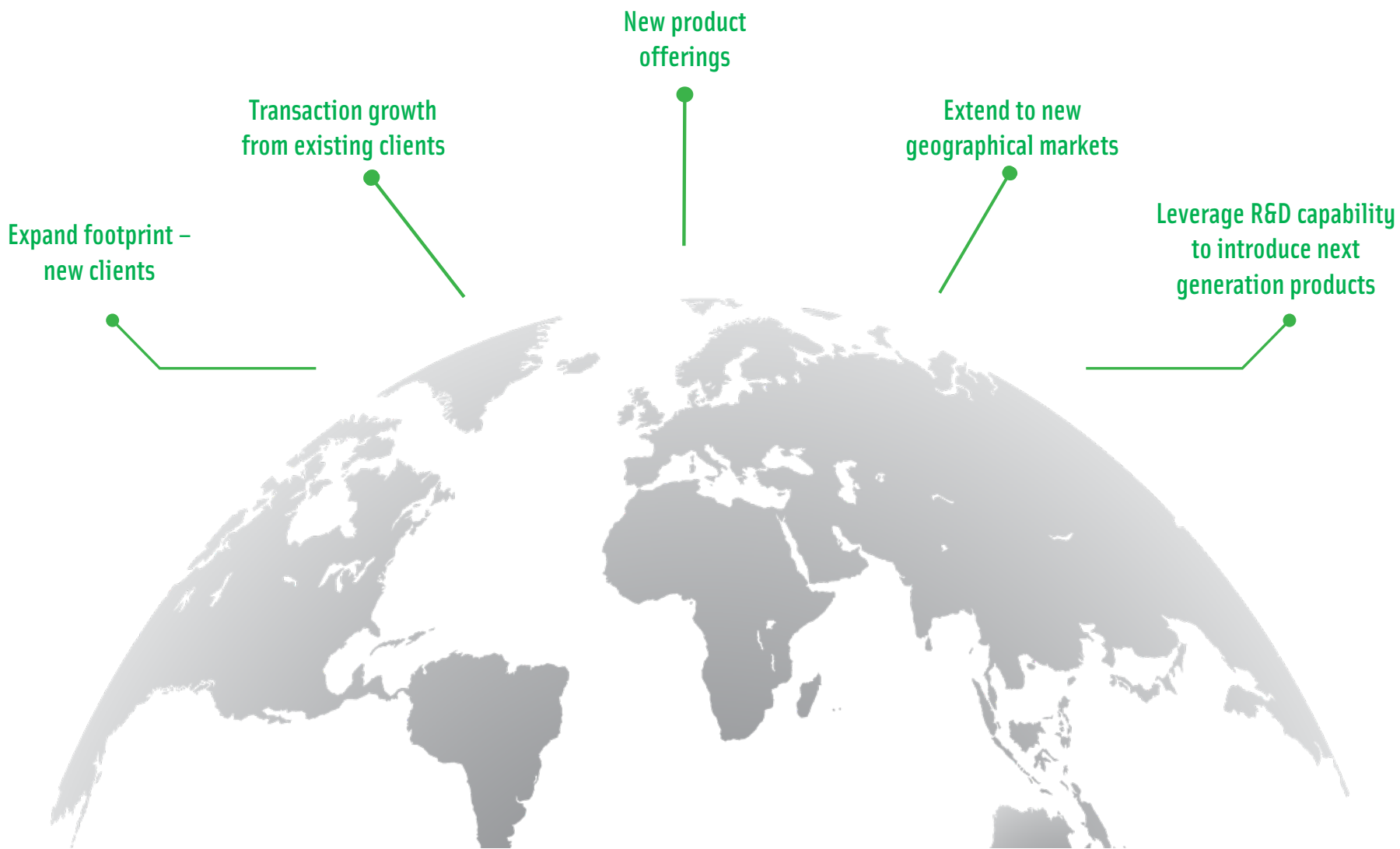
Thank you @ericwpepin! @KhuranaBharti and @BrighamRad @MassGenBrigham use #Visage7 and can quickly & easily create CPRs. Ex. Curved Planar Reformat (CPR) generated on-the-fly for better visualization of Rt. Urethra Obstruction @ASER_ERad

Type a message

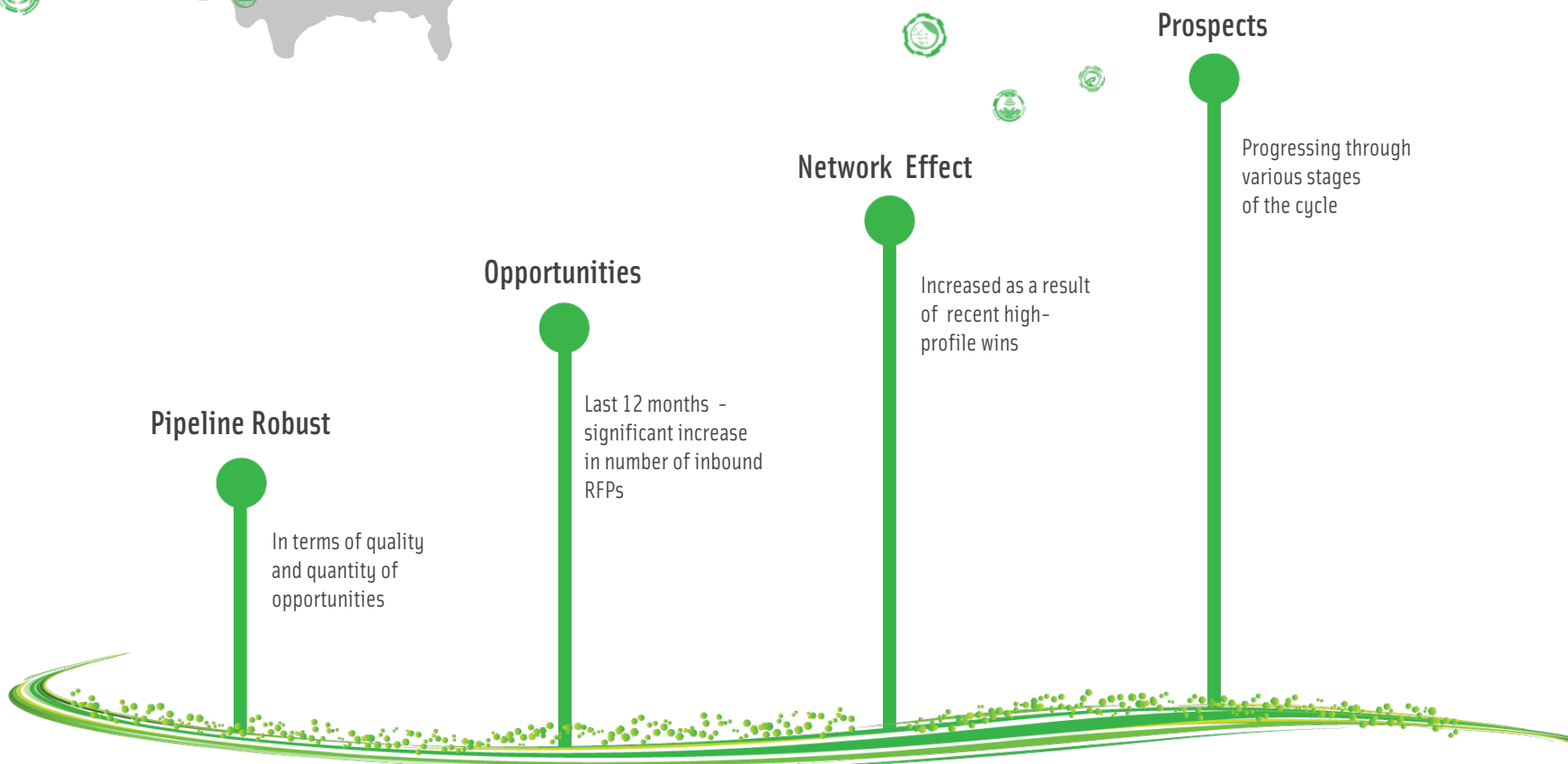
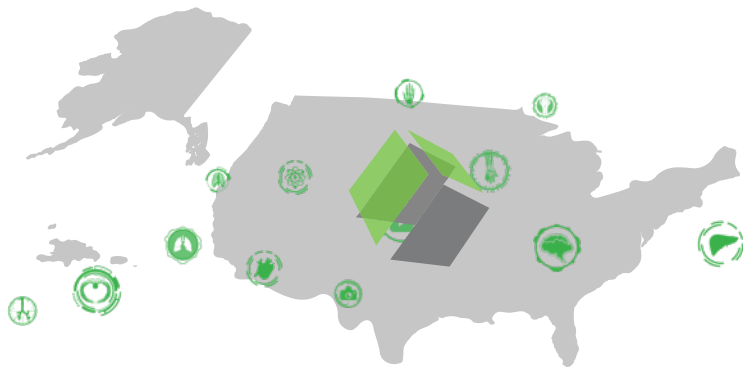


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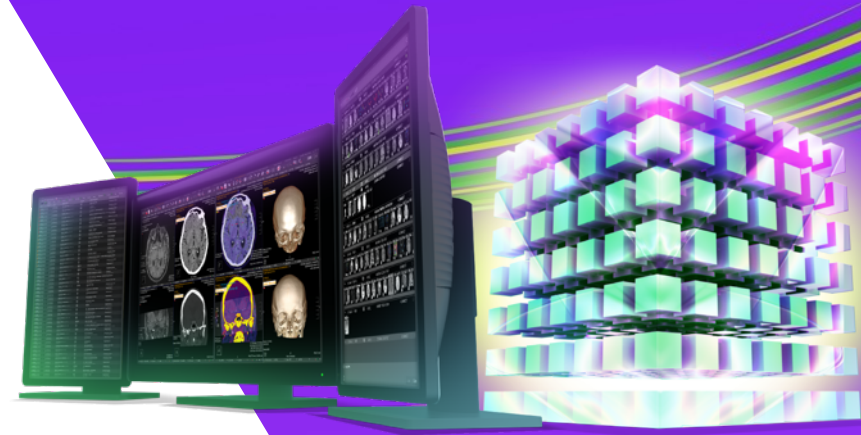
GROWTH STRATEGY



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
- Three recent sales - Viewer **and** Visage Open Archive
- Pipeline includes Visage Open archive opportunities
- Key component of Visage Cloud strategy
- Transaction based model with potential upside

Visage 7 WORKLIST

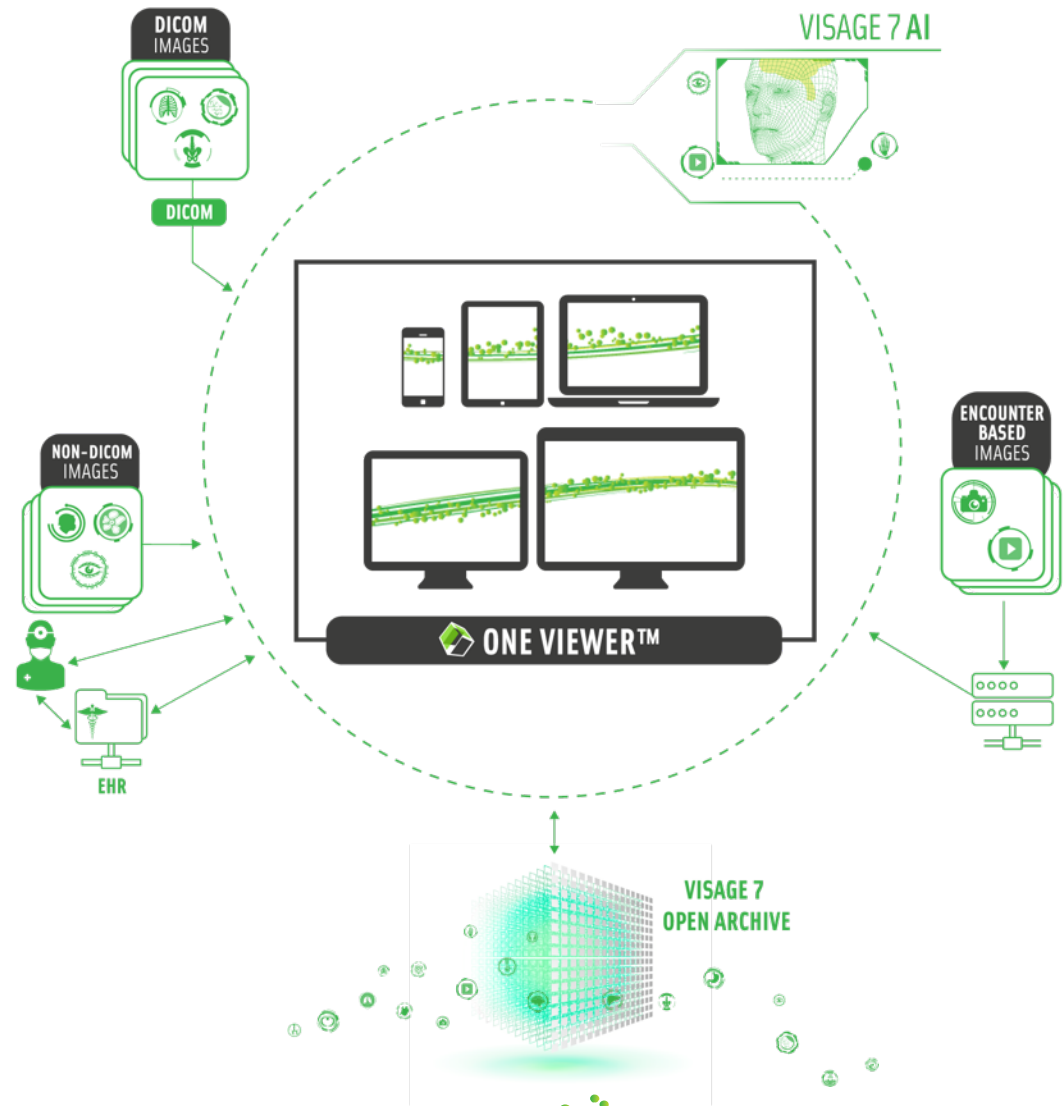
- Adds to V7 Viewer and Archive modules
- Based on over 30 years experience in Worklist SW
- Allows PME to offer single vendor solution
- Integral part of Visage in the Cloud SaaS solution
- Ability to interface with broad range of AI algorithms
- Transaction based model with potential upside



NEW PRODUCTS

- 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

ENTERPRISE IMAGING



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

Visage 7

AI

ACCELERATOR

- 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

Visage 7

AI

ACCELERATOR

- Visage Research Server – 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 parties and academic clients.

AI Research Leadership



Malte Westerhoff
Chief Technology Officer



Detlev Stalling
Head of Development



Ming De Lin
Clinical Research Manager
North America

AI

ACCELERATOR

(RCA) Research Collaboration Agreements



Breast Density - AI



- 1st 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 approval – February 2021
- A model for future AI development

HIMSS21



HIMSS 21





THANK YOU