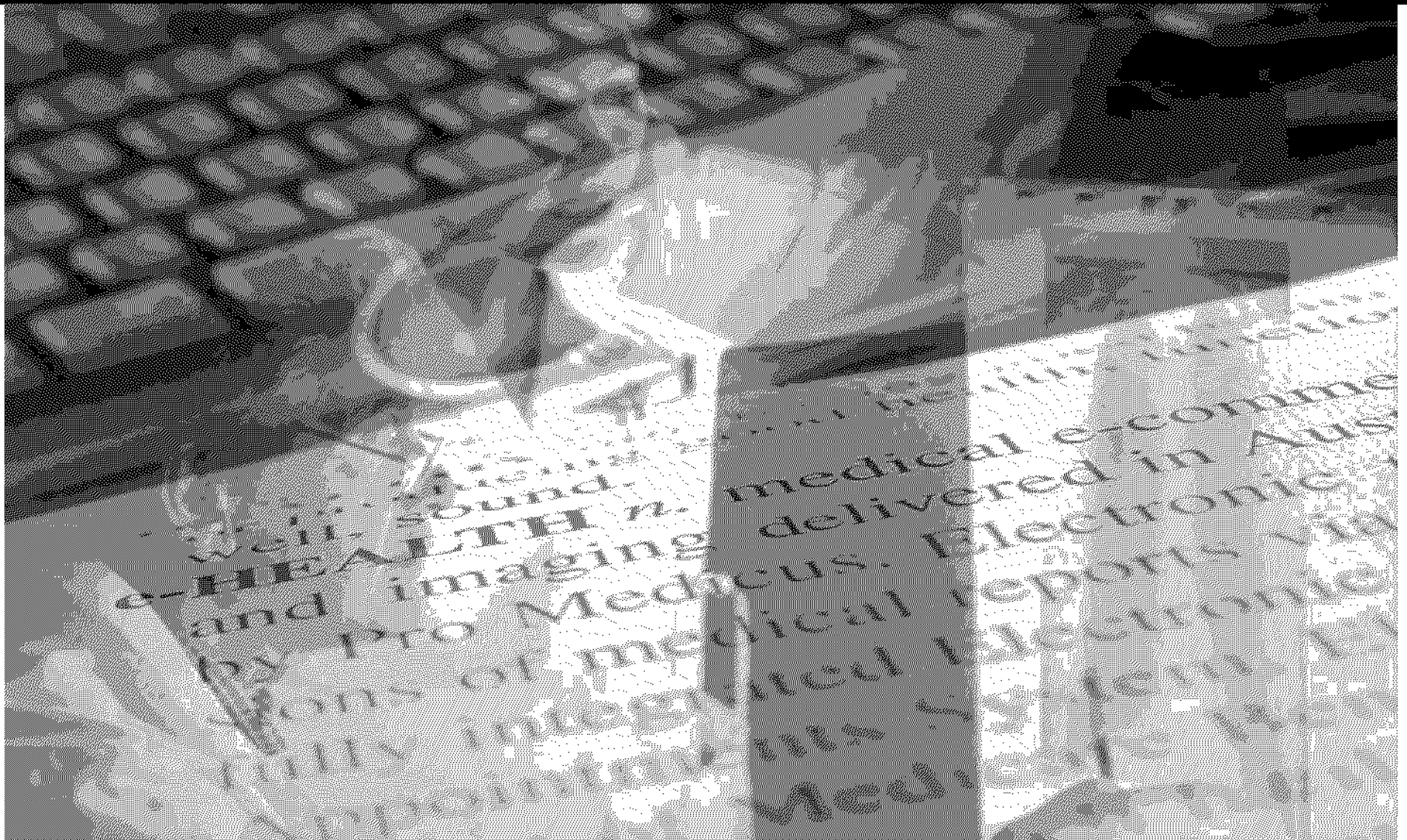


Pro Medicus – AGM 2003



Company Overview



- Leading provider of IT solutions to private health market.
- Growing and profitable e-health offering
- Key player in rapidly expanding digital radiology market

Results – FY 2003



- Profit After Tax - \$4.54M
- Improved margins – 70.7%
- Final Dividend – 2c (ff)
- Cash Reserves – Up to \$9.6M
- Shareholder Funds – Up 44%

Company Highlights



- Strong Balance sheet
- Increased Cash position
- R & D Fully expensed
- Confident can fund future growth options
- Increased dividend payout from 50% to 60 – 70%

Profit Analysis

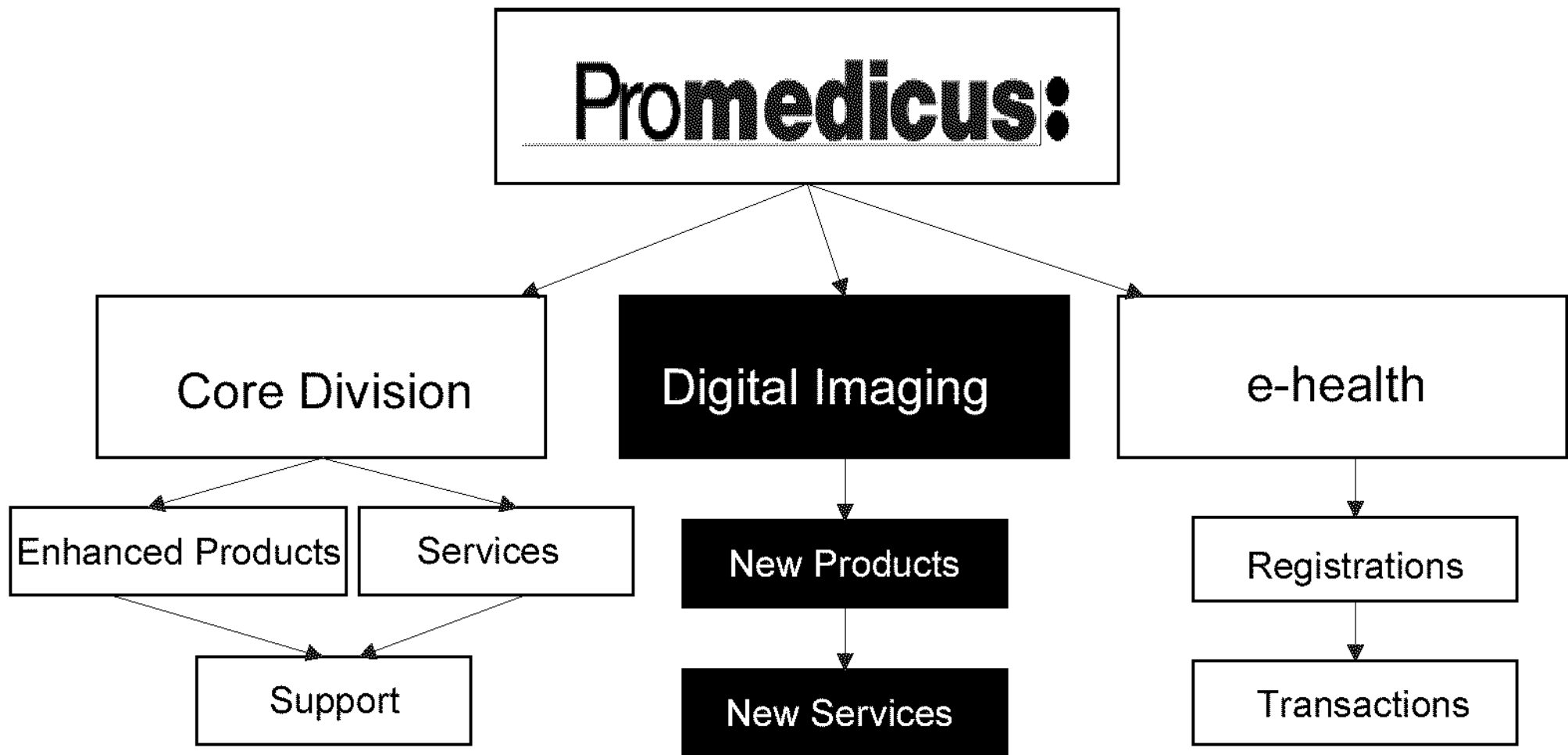


- 2nd Largest profit in company history
- 55% of revenue recurring
- Increased R&D expense (POP)
- Lower total operating expenses

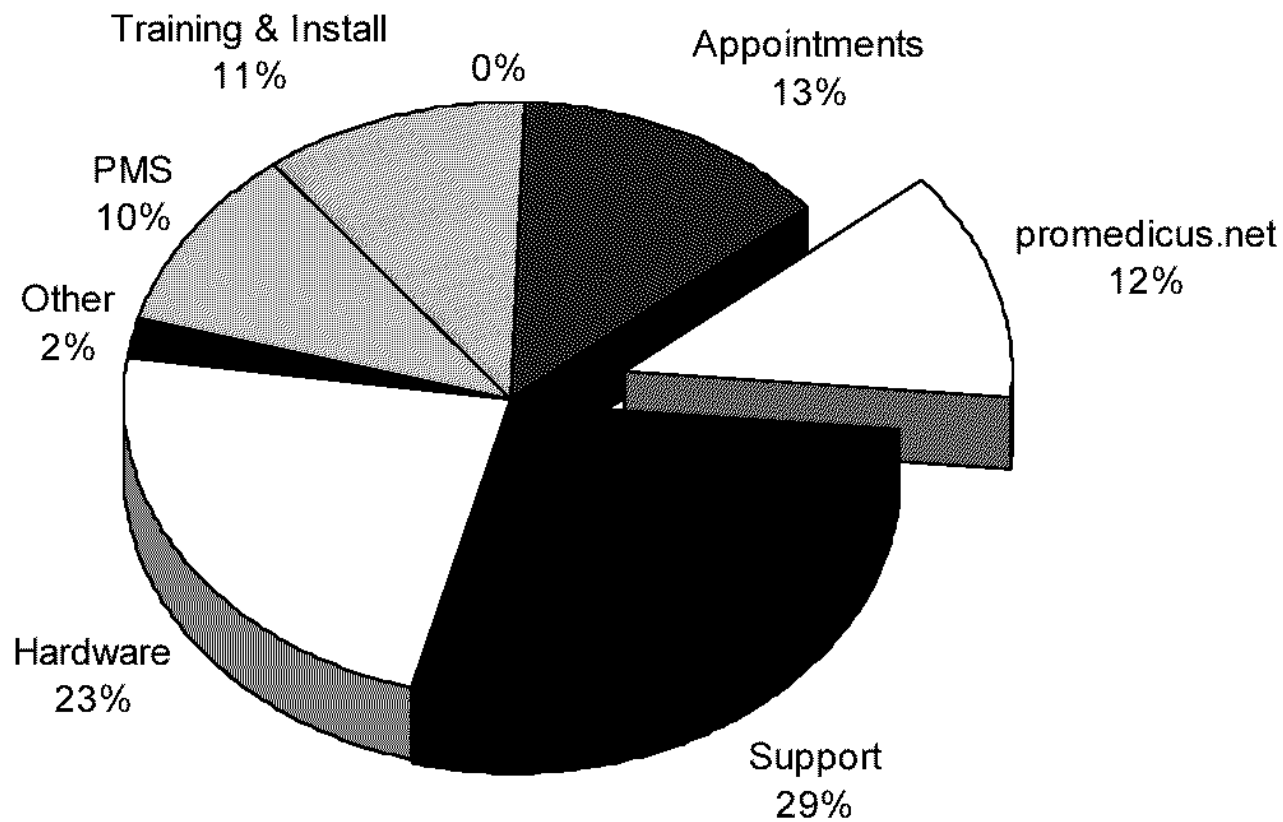
Company Highlights



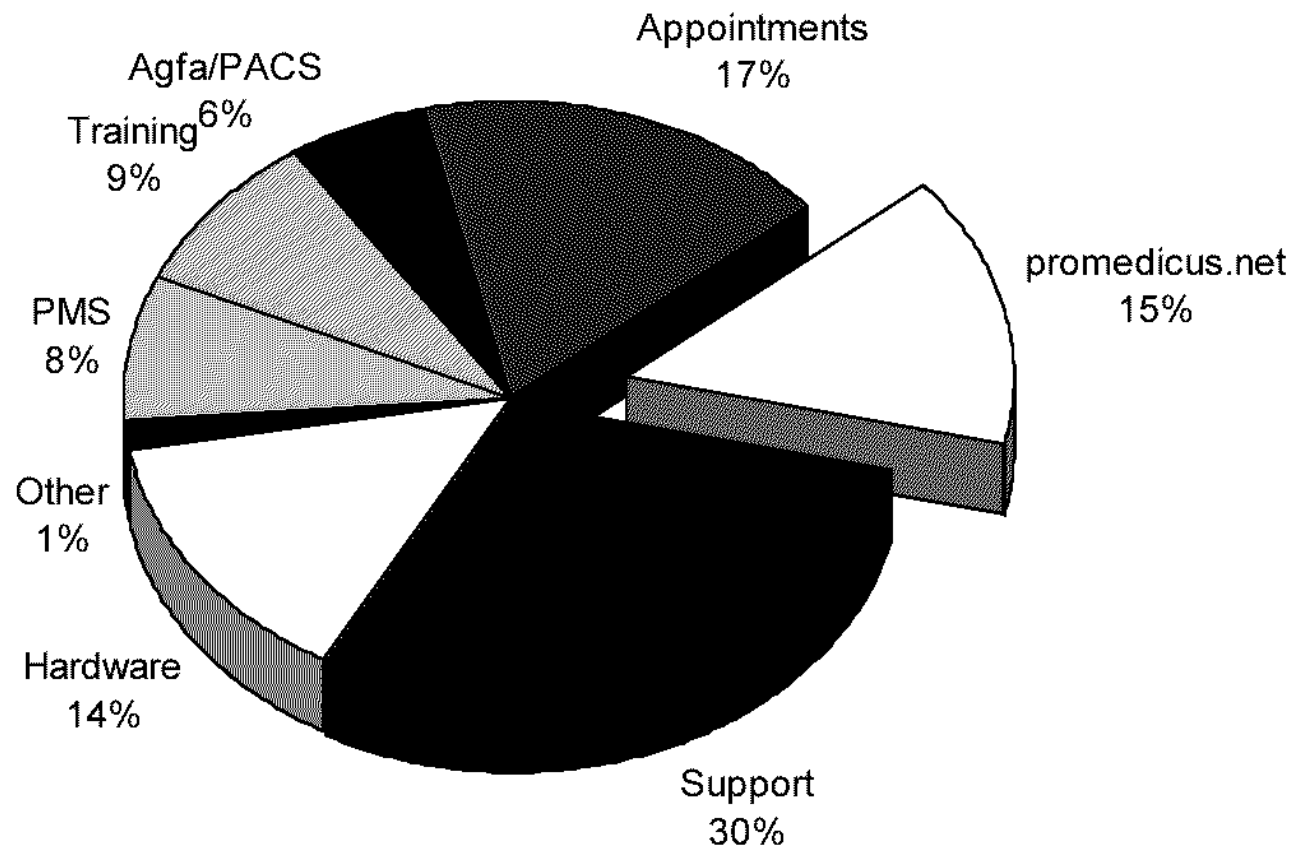
- Strong uptake of core products
- Promedius.net breaks 13,000 doctor mark
- Company exceeds 4M transaction mark
- First digital radiology sale – Lake Imaging
- Expansion into the UK - Lodestone



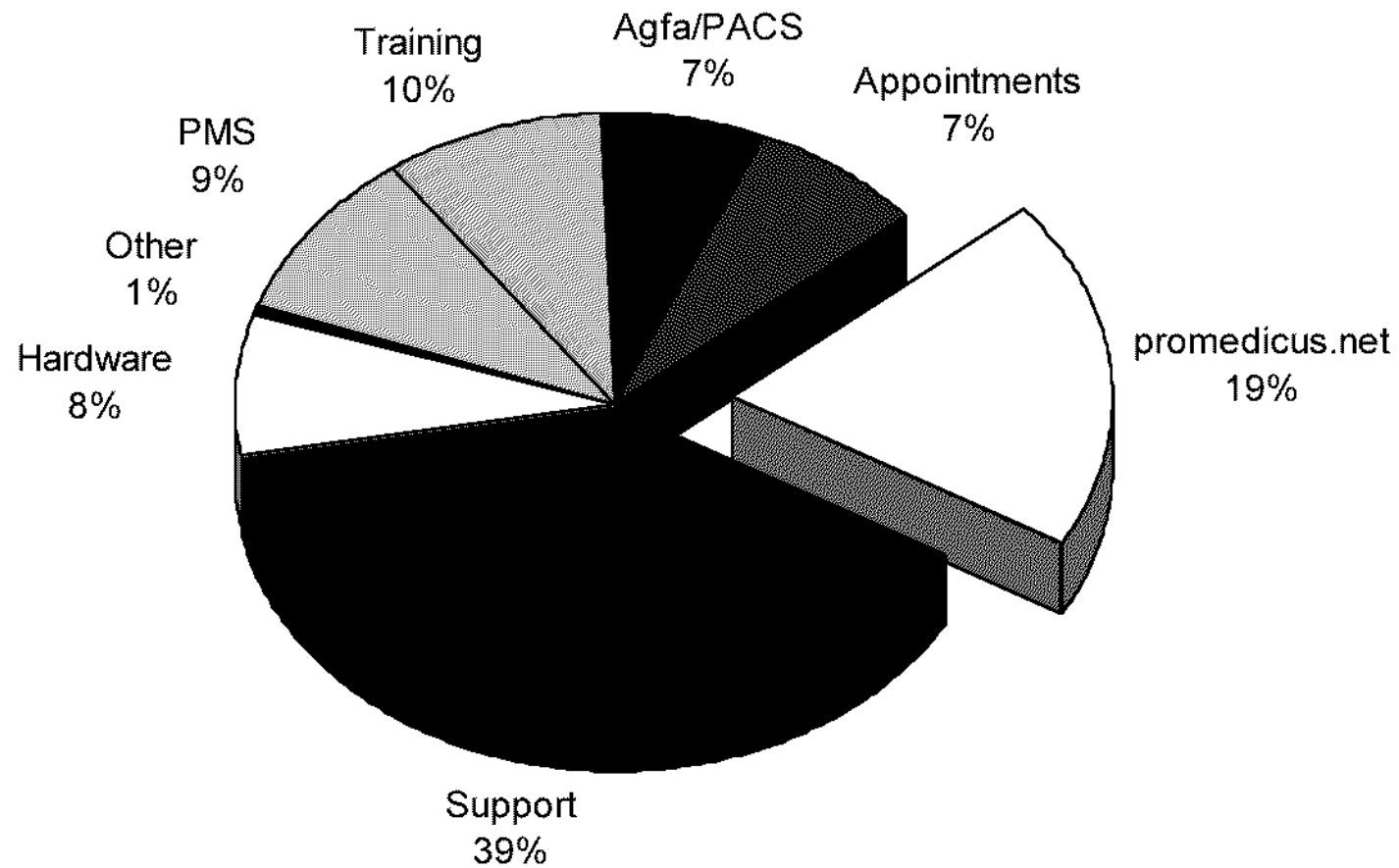
Revenue Split - 2001



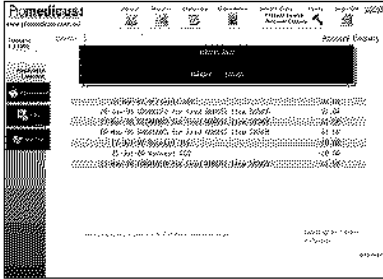
Revenue Split – 2002



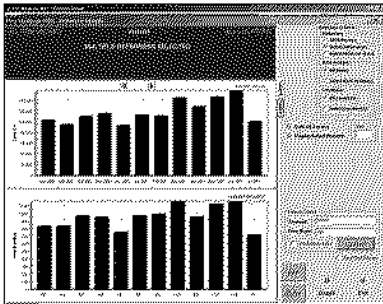
Revenue Split –FY2003



Core products

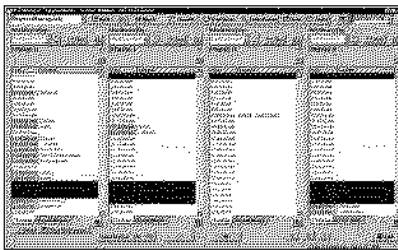


➤ Practice Management System (PMS)



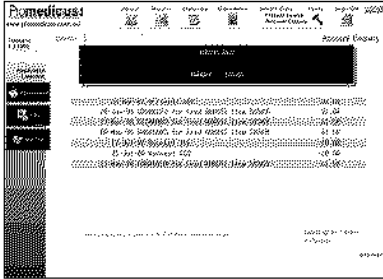
➤ Management Information System (MIS)

➤ Appointments

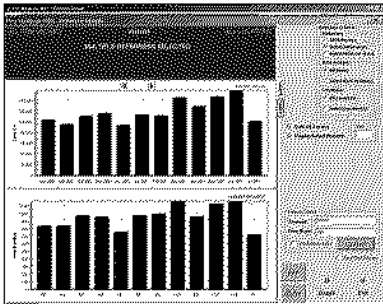


➤ Medclaims EDI

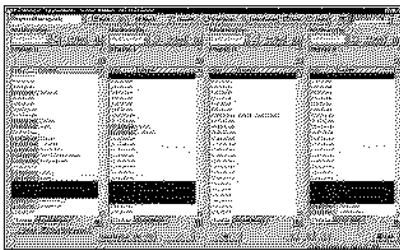
Core products



- Market Leader – 80% penetration for PMS



- Extremely robust & scalable



- Key clients include MIA, Mayne, Sonic and i-med.

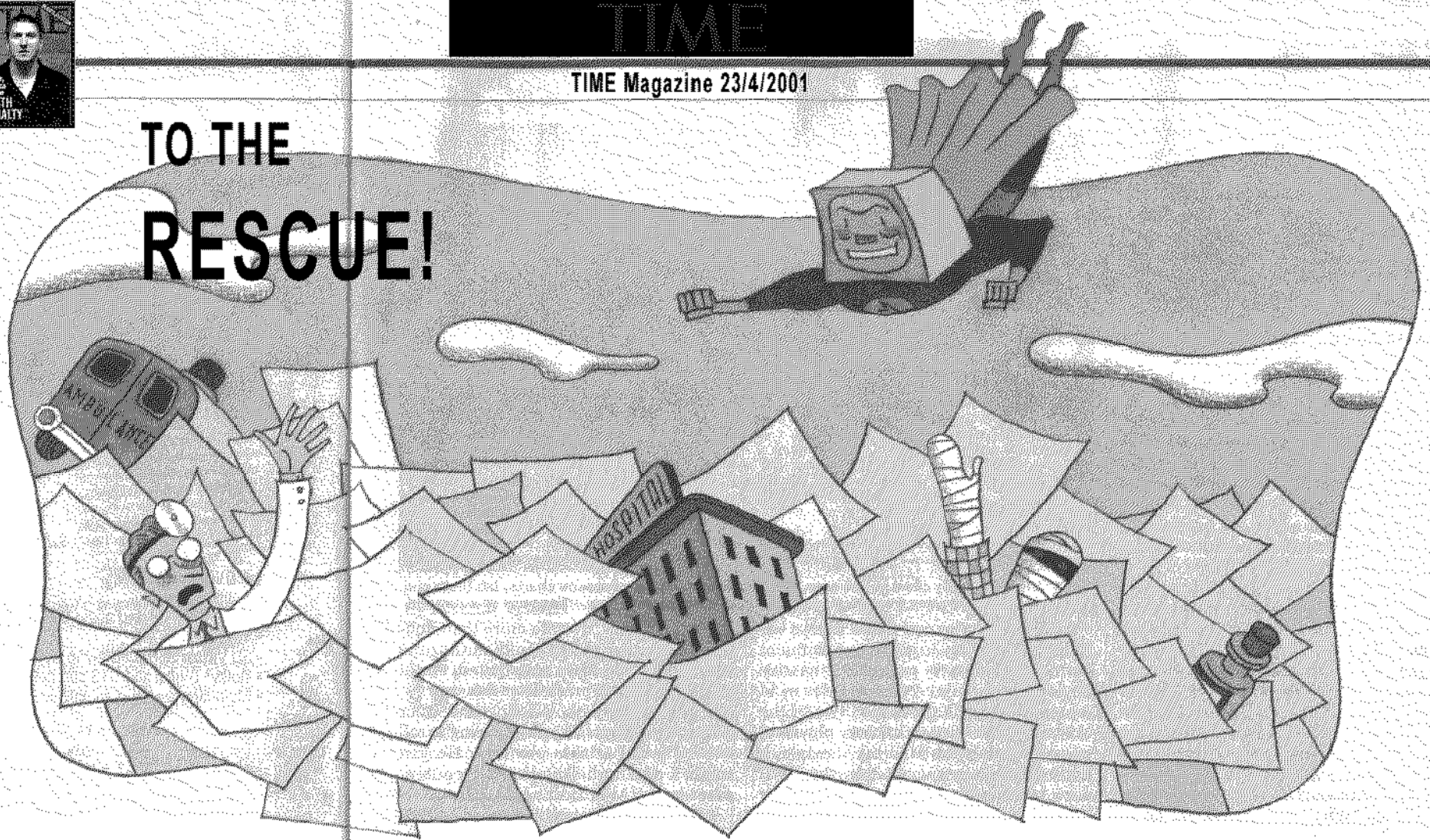
Unstoppable e-Health



TIME

TIME Magazine 23/4/2001

TO THE
RESCUE!

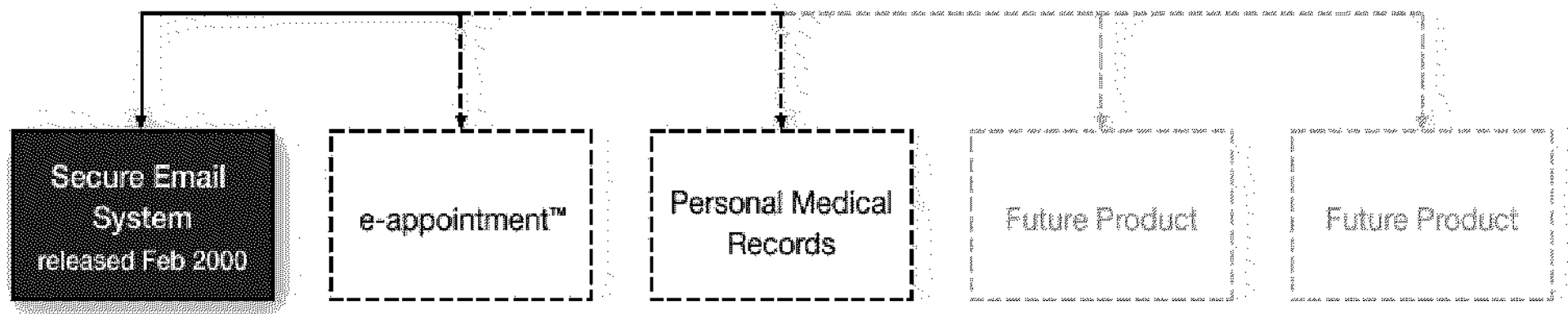


e-health – Market Size

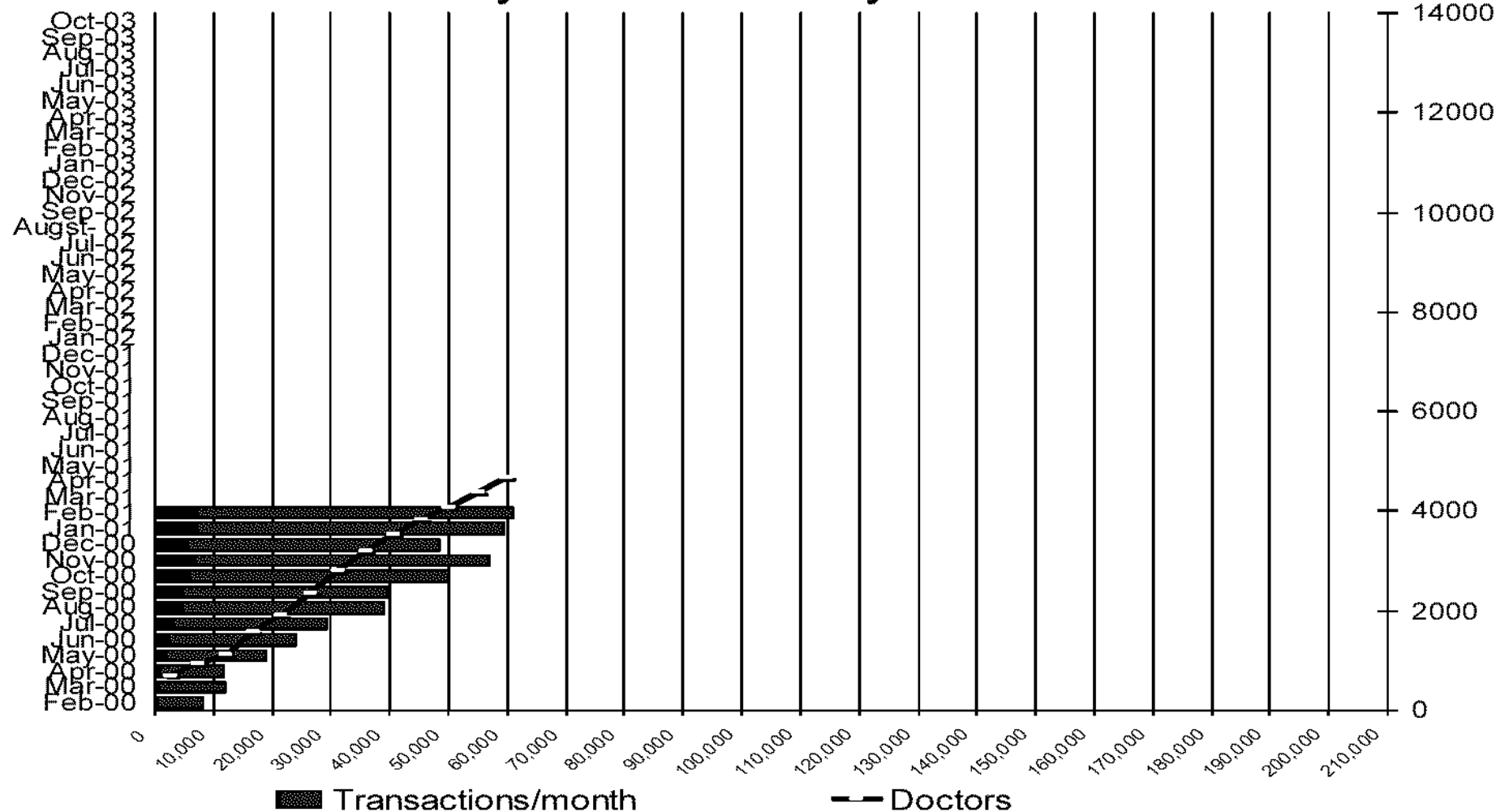


- 70 Million Diagnostic Tests Per Year
- Growing in excess 5 to 7% per year
- More than 2.25M health transactions/day
- E-health “heating up”

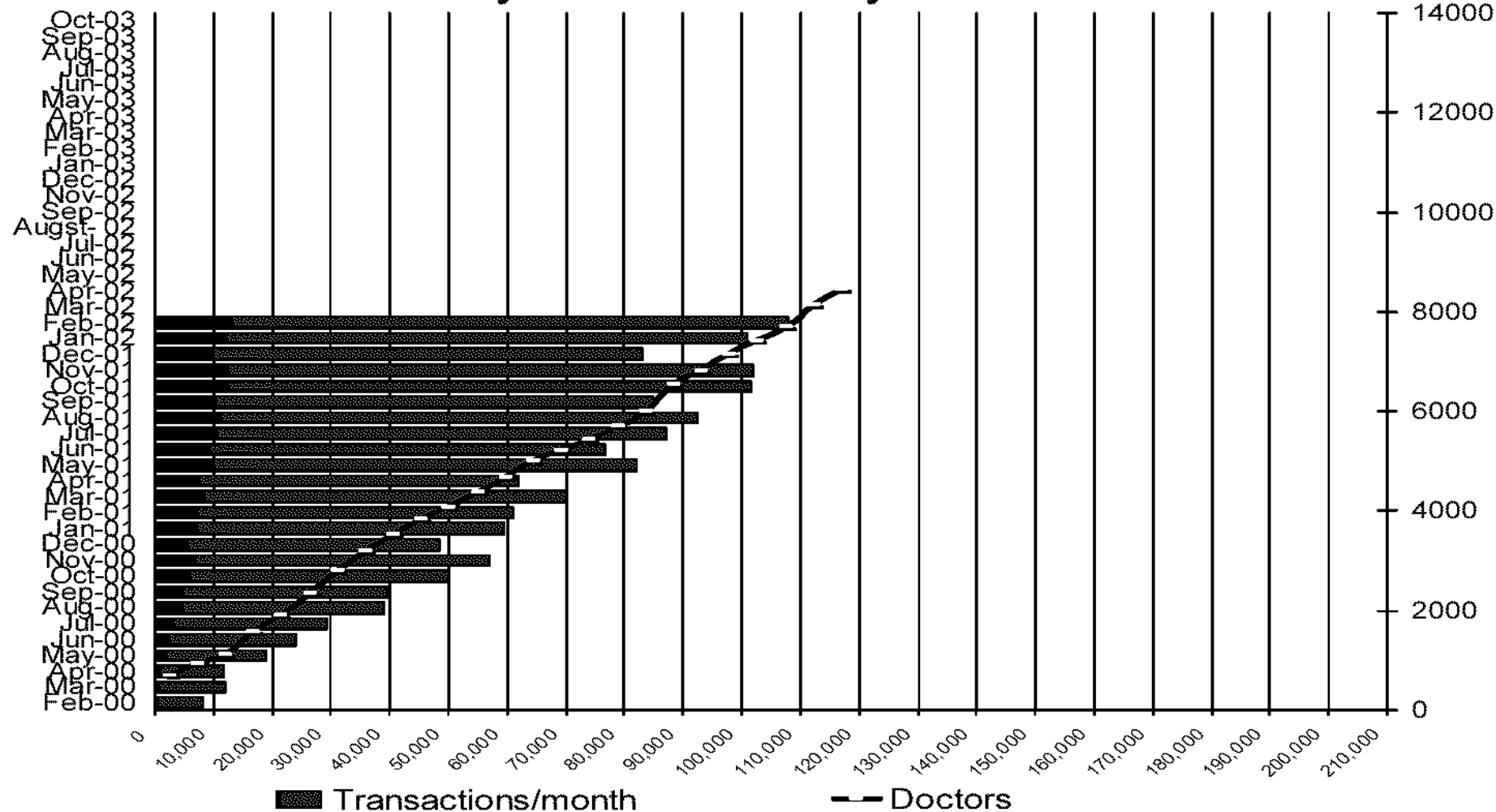
Promedicus.net:

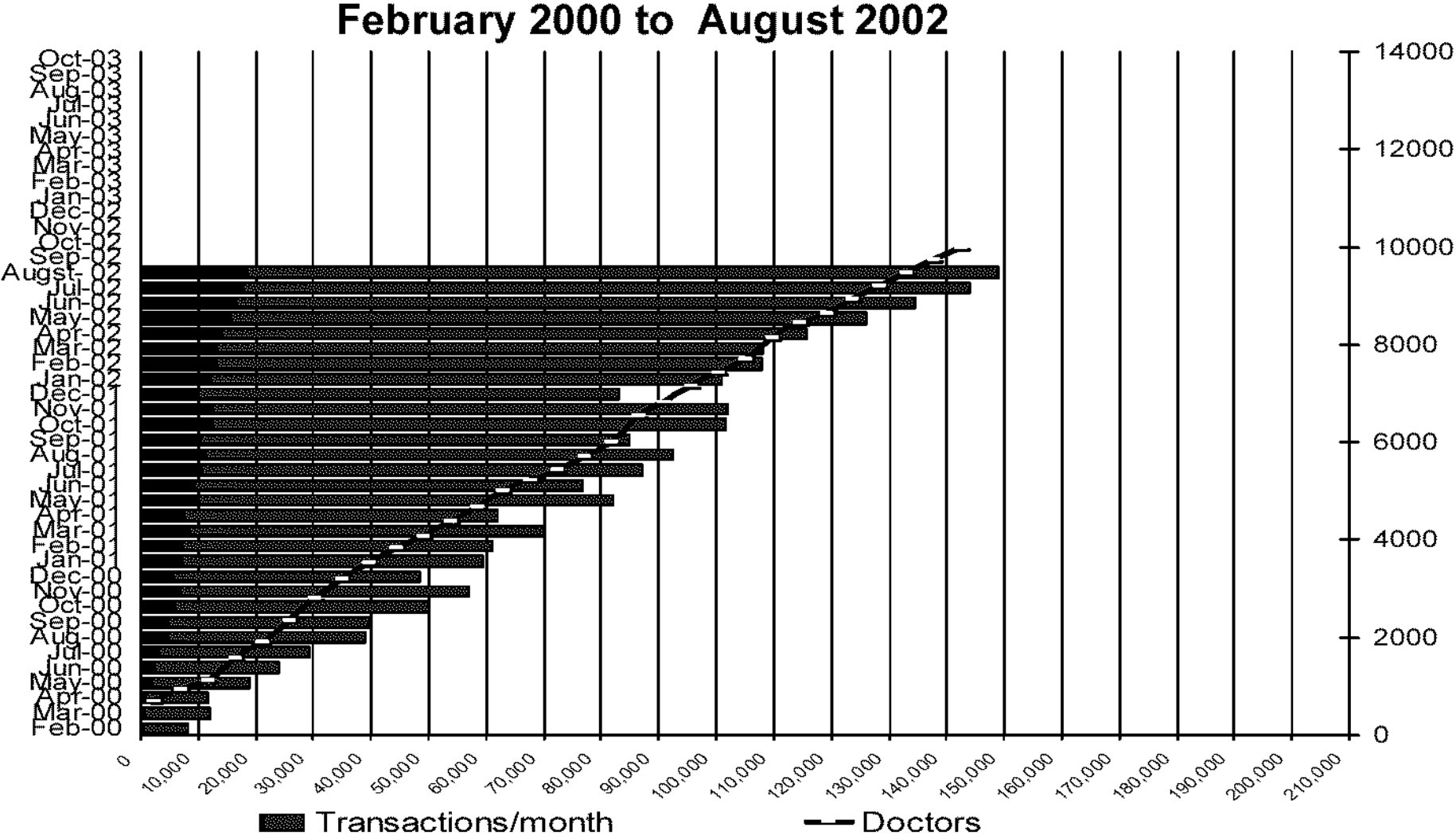


February 2000 to February 2001

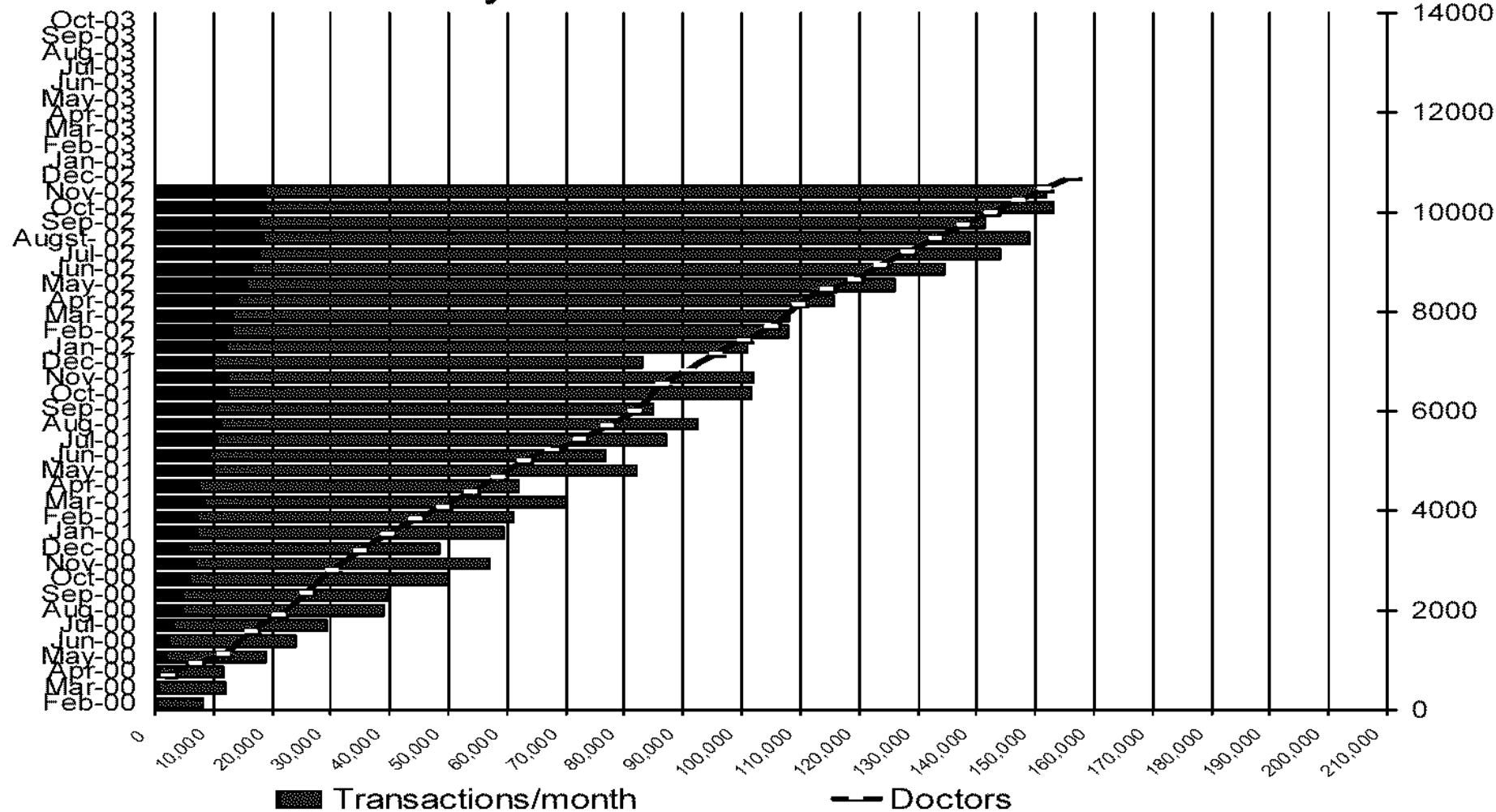


February 2000 to February 2002

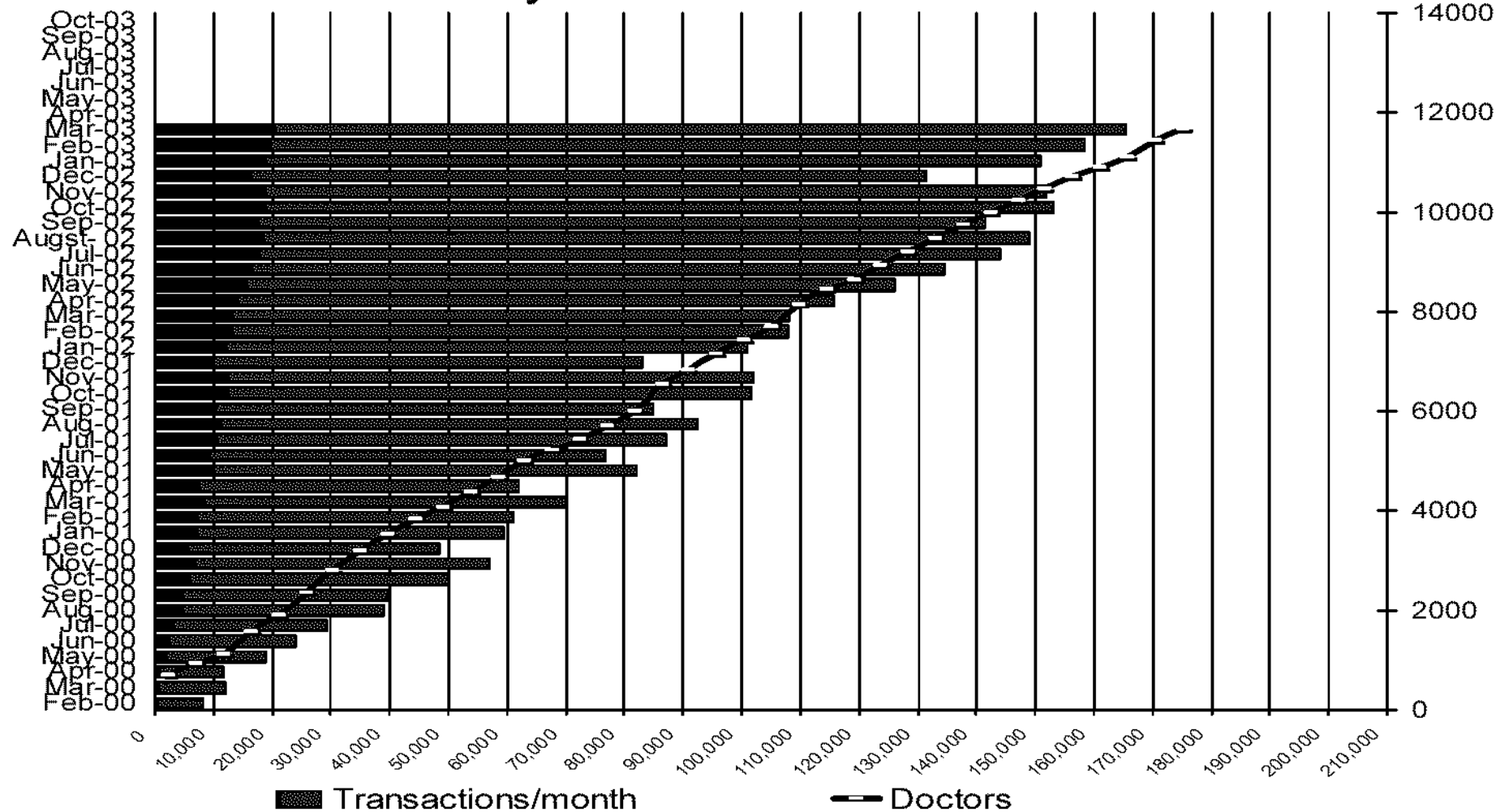


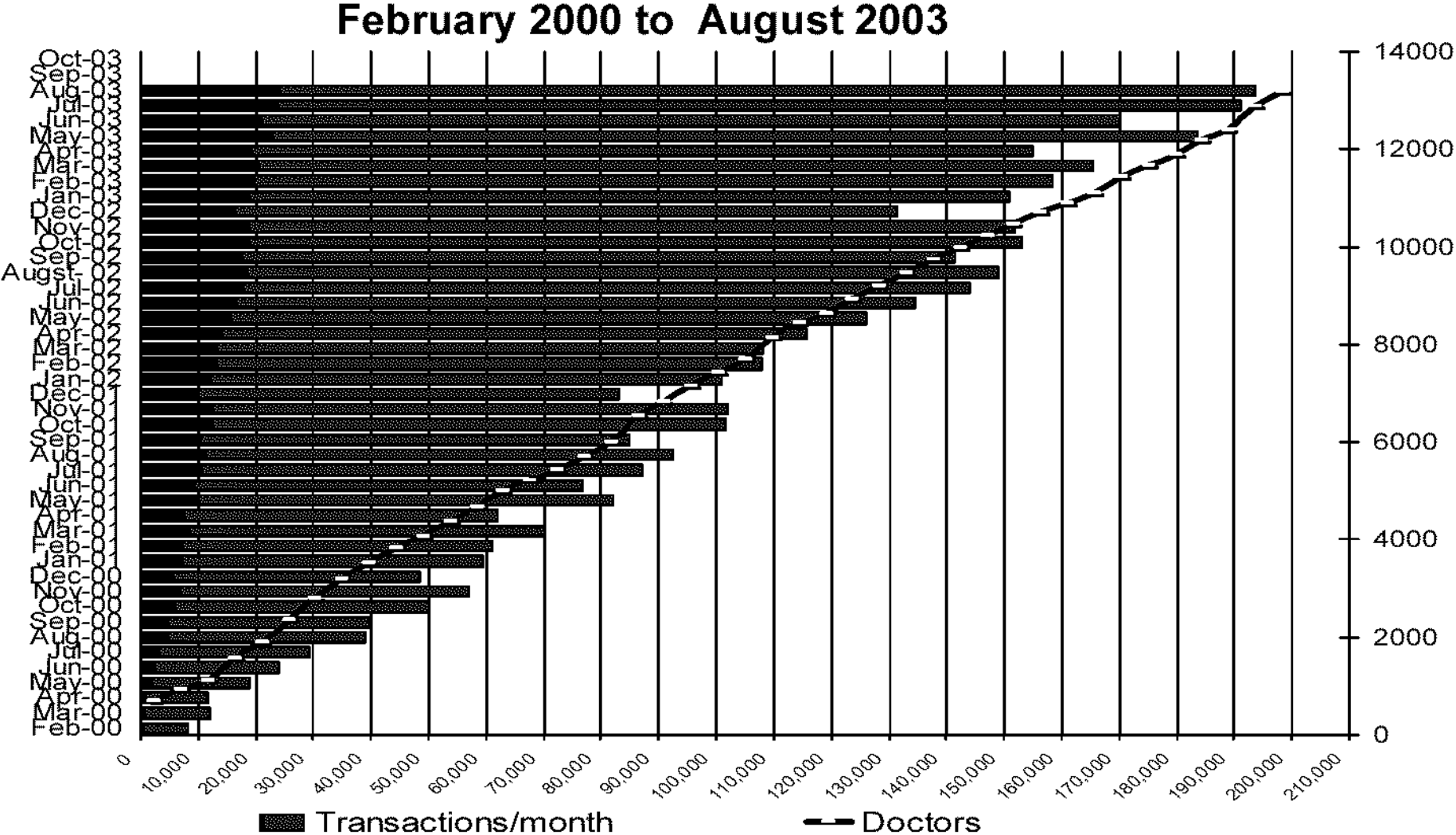


February 2000 to November 2002

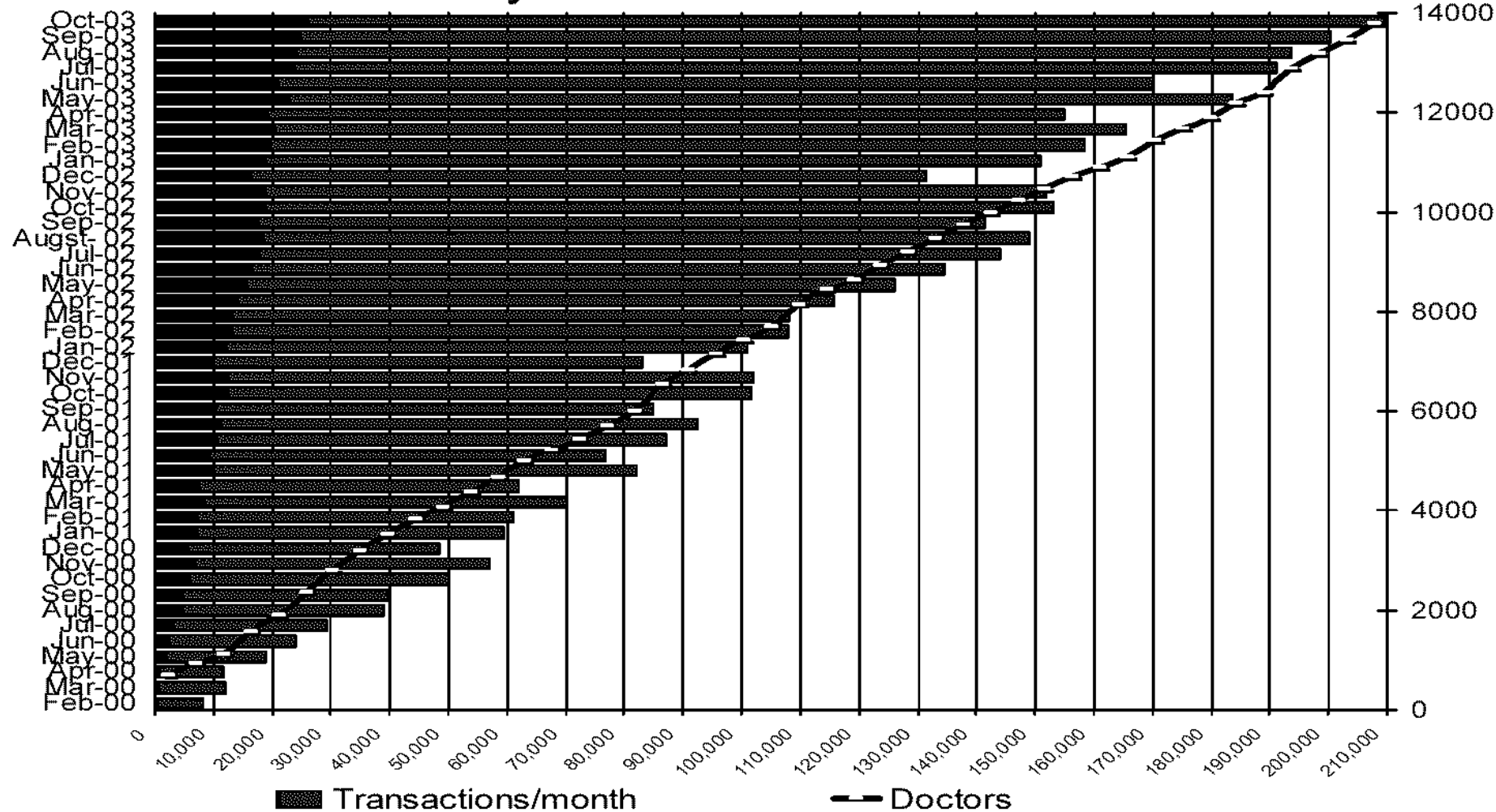


February 2000 to March 2003





February 2000 to October 2003



Promedius.net - Key Statistics



- **Over 34% of all Australian doctors are registered with promedius.net.**
- **This represents over 60% of Australian GPs.**

Promedius.net - Growth Options



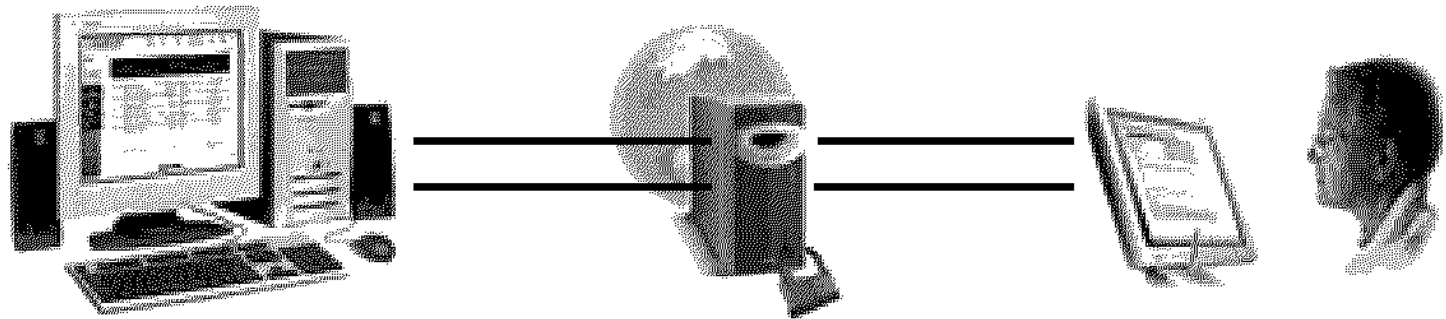
- Currently nearly all transactions radiology
- Promedius.net largest e-health network
- Huge value in over 13,000 Drs connected
- How to unlock the value?

Promedius.net: Report Sender

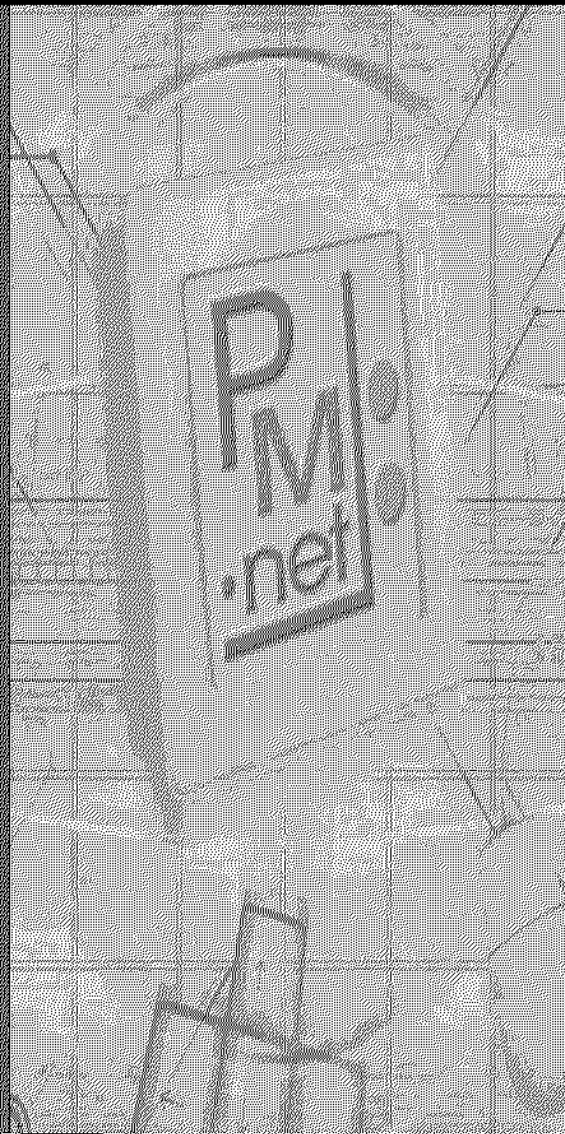
Specialist

Promedius.net
Secure Server

Referring
Doctor



Promedius.net - Growth Options



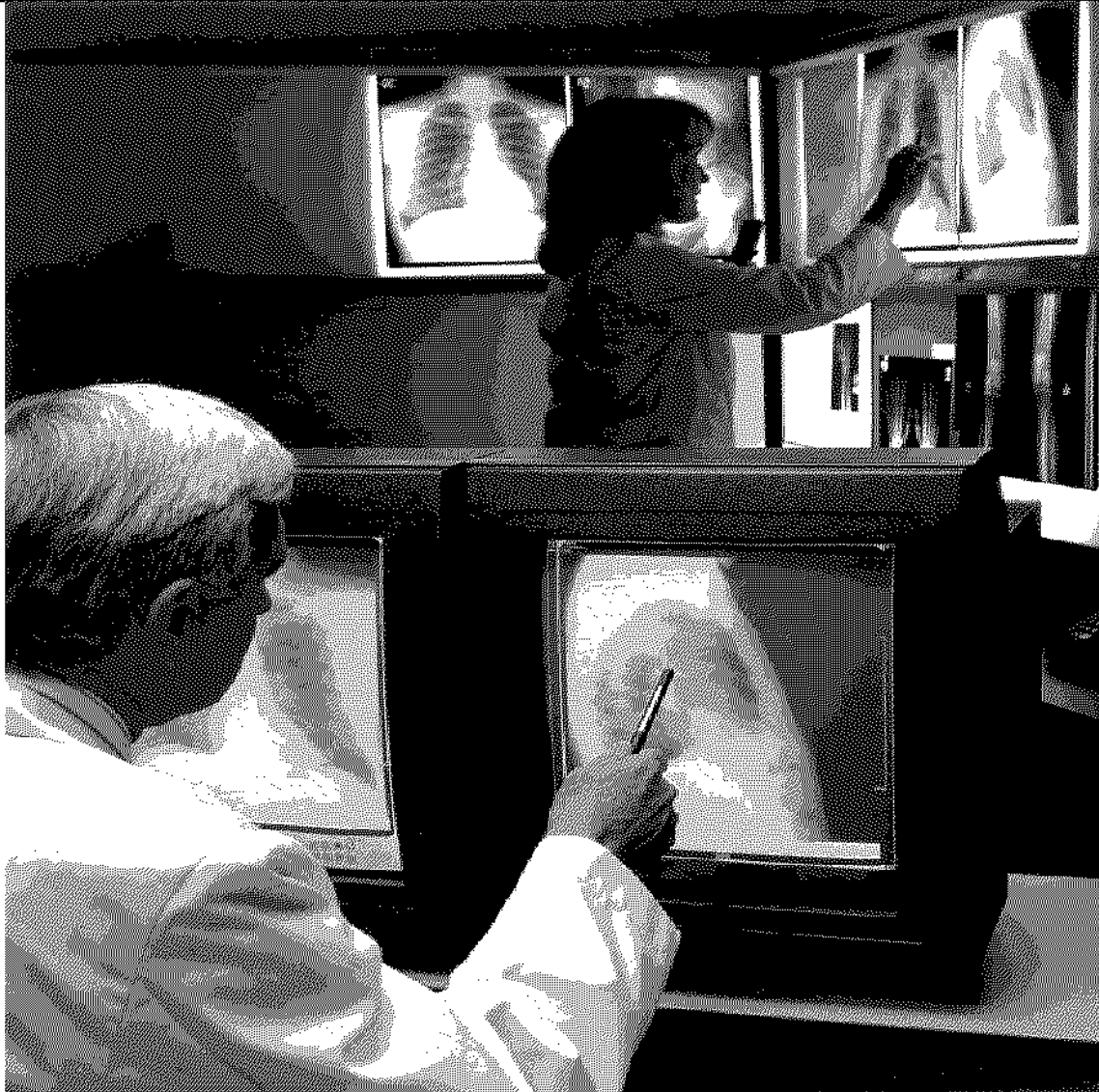
- 16,500 Specialists
- Create letter for every patient visit
- Roughly 15 letters per week
- 1,000 specialists (6%) = 60,000 plus results
- No increase in cost base

Promedius.net - Growth Options



- Continued growth in registered doctors
- Attracting new providers – Specialists
- New forms of transactions - e-appointments
- 3rd party alliances - wholesaling the channel

Pro Medicus – RIS/PACS Integration



Promedicus:

Pro Medicus – RIS/PACS Integration



Pro Medicus – RIS/PACS Integration



PACS **Pro**medicus**:** **AGFA**

- Industry nearly 100% Film Based
- New modalities digital - Ultrasound, MRI & CT
- Shortage of Technical/radiographic staff
- Shortage of radiologists.

Pro Medicus – Filmless Radiology

Pro Medicus:

Pro Medicus:
www.promedicus.com.au

Home

Account Enquiry

Application
Enquiry

Account
Enquiry

Pro Med
Enquiry

Medicor, ARL

Balance: 135.00

28-Mar-90	Debit	100.00	100.00
28-Jun-90	For Feed	100.00	100.00
12-Jul-90	For Feed	100.00	100.00
05-Aug-90	For Feed	100.00	100.00
17-Sep-90	For Feed	100.00	100.00
31-Jul-90	Receipt	455	455
12-Mar-90	For Feed	100.00	100.00

Your company's current balance is 135.00

Saved up to 100.00

0.00

The diagram illustrates the workflow of a filmless radiology system. It features three main components: a medical imaging device (top right), a Pro Medicus web interface (left), and an AGFA PACS system (bottom right). Arrows indicate the flow of data and control between these components.

AGFA PACS

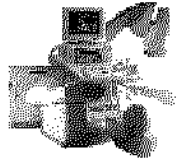
The AGFA PACS system is composed of several elements:

- AGFA WEB1000 SERVER**: A server unit connected to the PACS.
- PIS BROKER**: A component that acts as a bridge between the Pro Medicus interface and the AGFA PACS.
- Agfa GS3000 ORACLE SERVER**: A server unit connected to the PACS.
- Medical Imaging Device**: A large, circular device, likely a CT scanner or MRI, which sends data to the PACS and receives control signals from the Pro Medicus interface.

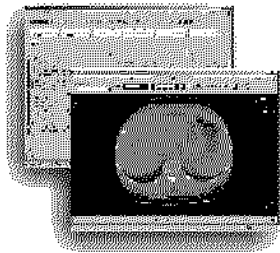
The Pro Medicus interface (left) shows a web-based application with a navigation menu and a table of data. It is connected to the AGFA PACS via a PIS BROKER. The medical imaging device (top right) is connected to the PACS via a direct line and also receives control signals from the Pro Medicus interface.

Page 31

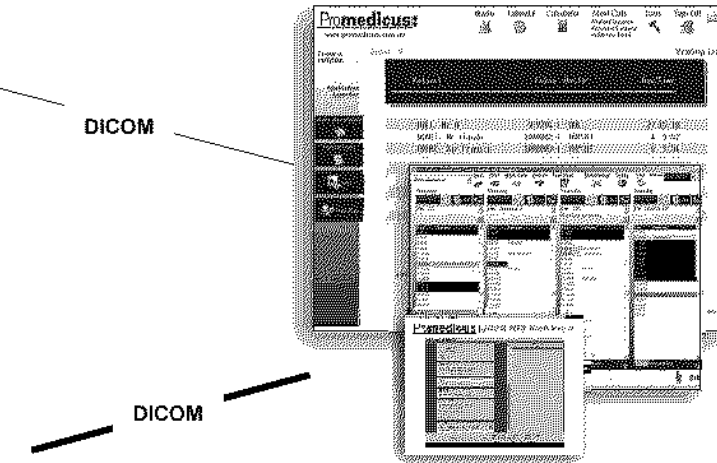
Pro Medicus:



Modality Worklists



Web 1000



DICOM

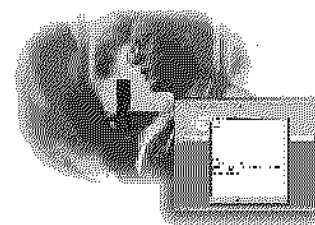
DICOM

DICOM



DS 3000

HL7



Talk Technology
[voice recognition]

HTTP



Internet/ProMedicus.net



Hospital [HIS]

Pro Medicus – RIS/PACS Integration



PACS Pro**medicus:** **AGFA** 

- Over **25-30%** efficiency gains for both technical staff and radiologist (~50% costs)
- Load balancing across sites
- Ability to distribute images to referrers electronically
- Better clinical outcomes

Pro Medicus – RIS/PACS Integration



Promedicus:

AGFA 

- Untapped Market estimated > \$100M
- Alliance of 2 market leaders
- Integrated Offering
- First to Market

Promedicus:

Pro Medicus – RIS/PACS Integration



Promedicus:

AGFA 

- Sale of Interface
- Extend PM to Image network
- Significant ongoing support revenue
- Royalties from PACS Sales

Promedicus:

Pro Medicus – RIS/PACS Integration



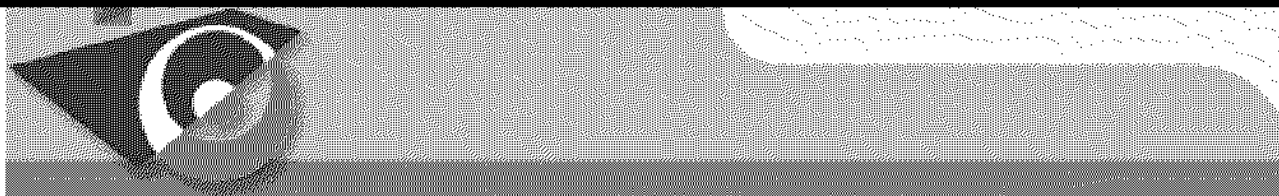
Promedicus:

AGFA 

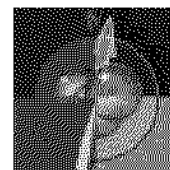
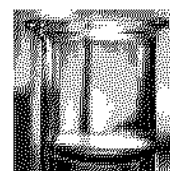
- Advanced discussions with key clients
- Size of deals on world scale
- Significant future upside

Promedicus:

UK Expansion



MIA Lodestone



MIA Lodestone Ltd, 10 George Street, 4th Floor, London, SW20 0NU, Tel: 020 8774 3500 Fax: 020 8774 3531
info@lodestone.co.uk



- 15 MRI (now 17) sites throughout the UK
- 3 Year UK Agreement
- Includes PMS, Appointments and MIS
- Profitable entry into new, larger market

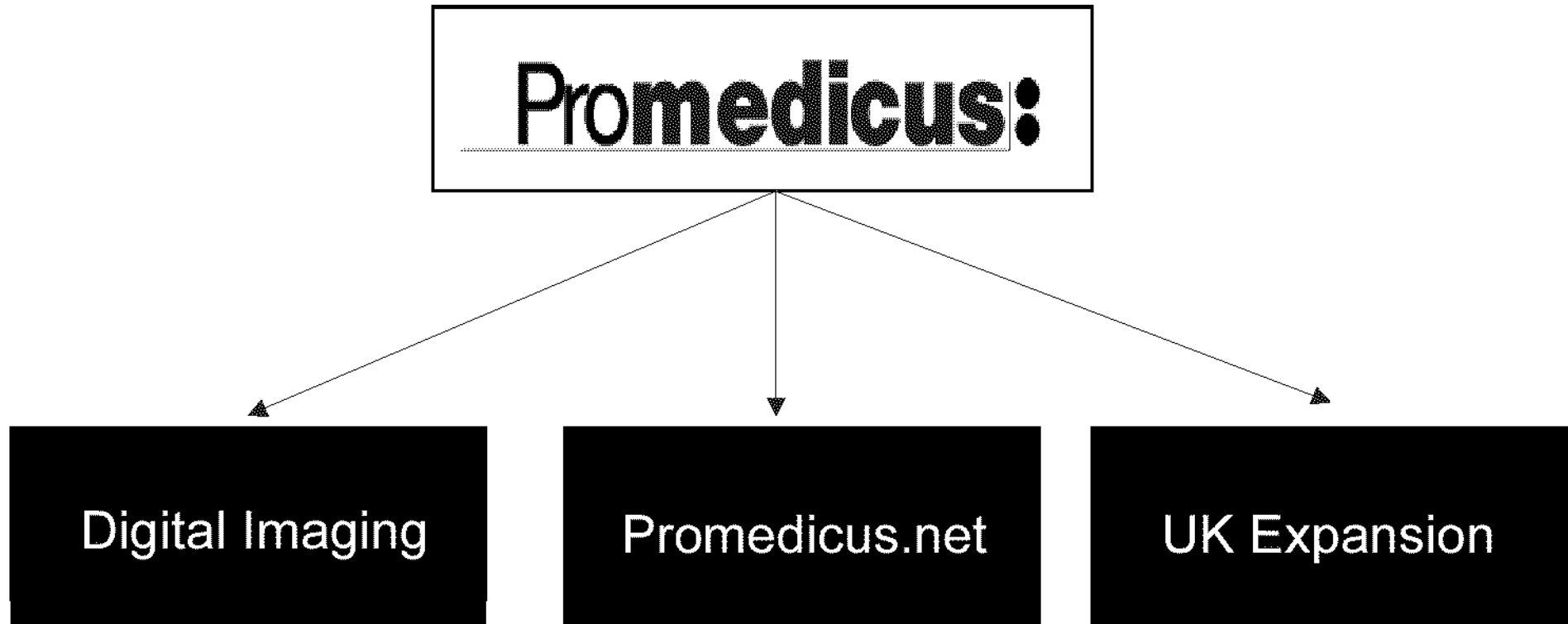


- Ability to use all sites for demonstration
- “Desk space” for Pro Medicus personnel
- Ongoing Service Revenue in Pounds sterling
- Potential for e-health & Digital Imaging products

UK Announcement - Opportunities



- Growth in Lodestone business in UK
- Sales to other private UK radiology operators
- Potential for sales to NHS Trusts
- Growth opportunities in Europe



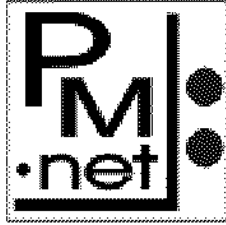
Promedicus – Digital Imaging Growth Strategy for FY04



- Market primed for technology
- No Competing product
- Provides massive efficiency/cost savings
- In advanced discussions with key clients
- Deals on world scale

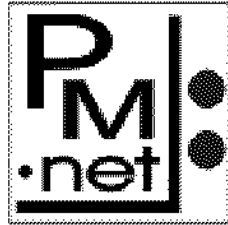


Promedicus – pm .net Growth Strategy for FY04



- Growth in doctor numbers
- Growth in non radiology market - Specialists
- New type of transactions
- Link to Images

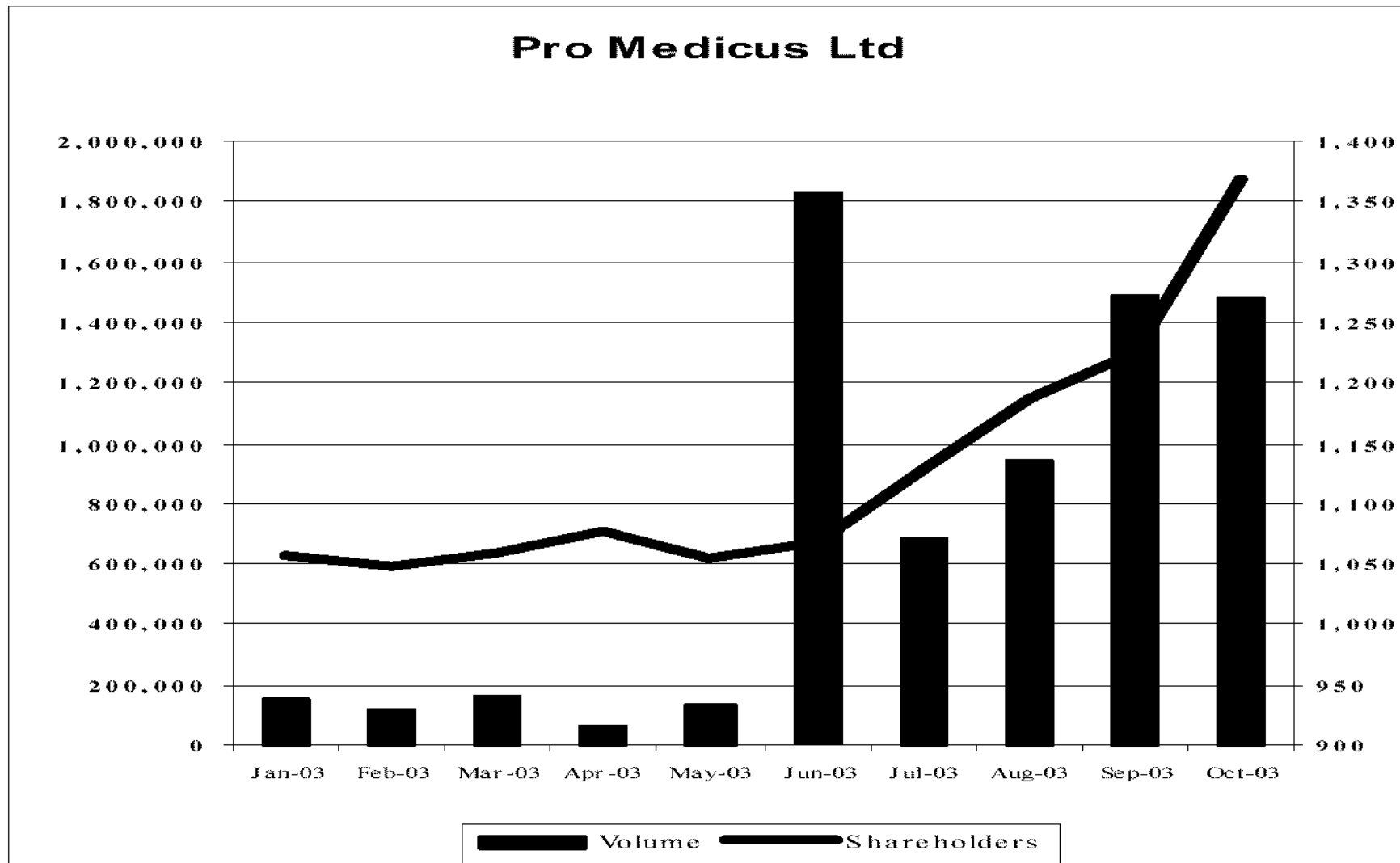
Promedicus – Overseas Growth Strategy FY04



- Build on current UK presence
- World class range of products
- Further opportunities with MIA in UK & Europe
- Significant opportunity with Agfa alliance



Pro Medicus – Monthly Trading & Shareholder Volumes



Pro Medicus – AGM 2003

