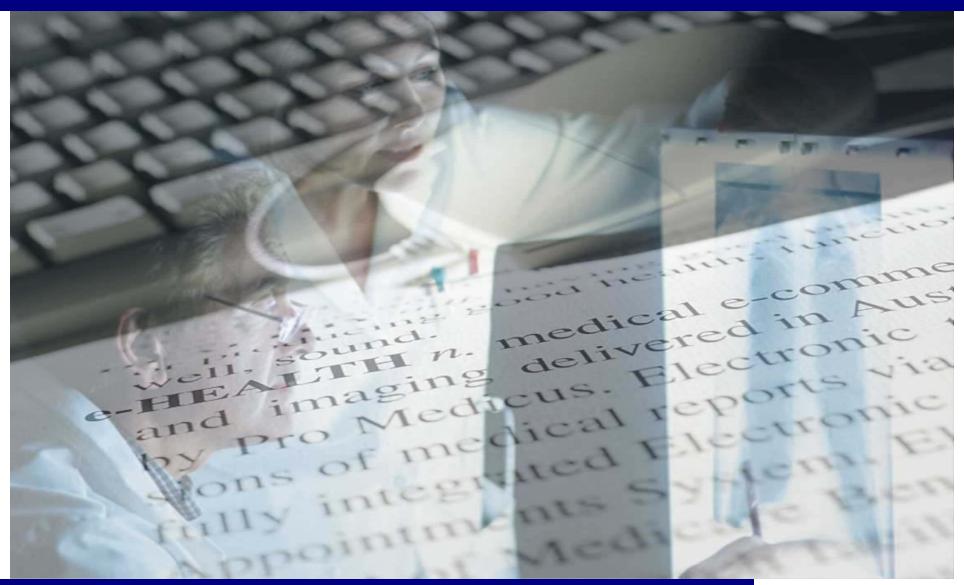
### **Pro Medicus – AGM 2005 – Chairman's Address**



### **Pro Medicus - Year in Review**



- 2004/05 a most successful year
- Major milestones achieved
- Well placed for expansion
- Share price increase from \$1.05 to \$1.50



### Financials –FY2005



- Revenue \$10.816 Million (+ 28.7%)
- Profit after tax of \$5.493 (+ 53.6%)
- > EPS 5.5c (+53%)
- > Franked DPS 4.75c (+36%)
- ➤ Shareholders equity \$12.8M



### **Pro Medicus - Board Strategy**



- Best of breed in radiology systems
- 1st in field in digital systems integration
- Australian AGFA alliance
- Offshore expansion

UK with client
Canada with ALTAPACS
USA with AGFA

Acquisitions if appropriate



### **Pro Medicus - Poised for Growth**



- Digital wave in Australia
- 22 practices working in Canada
- USA reference site validated
- Strong Balance Sheet
  - Debt free
  - 10.4M cash
- Special dividend in recognition

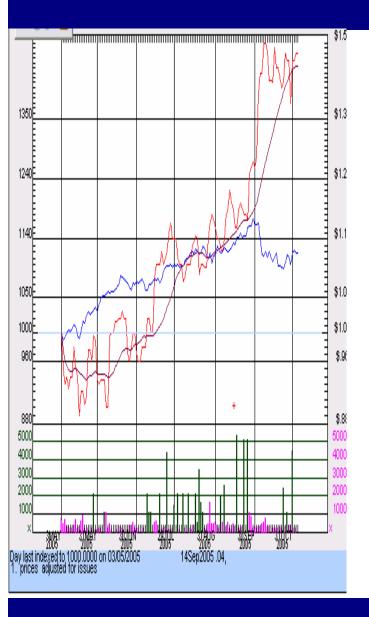


### **Pro Medicus - FY06 1st Quarter**



- Strong start to FY 06 year
- Revenue flows from Canada and USA
- Good prospects both locally and internationally

## **Pro Medicus – Outstanding Matters**

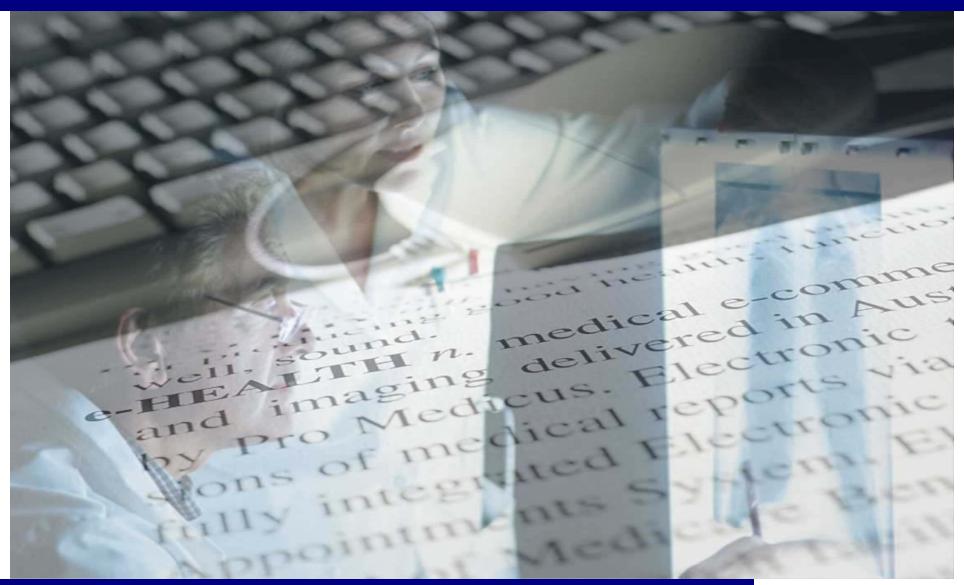


Continue search for acquisitions

Improve stock liquidity to reduce volatility and allow value to emerge.



### **Pro Medicus – AGM 2005 – CEO Presentation**





### **Company Highlights – FY2005**

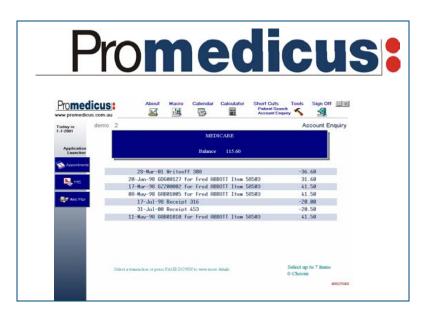


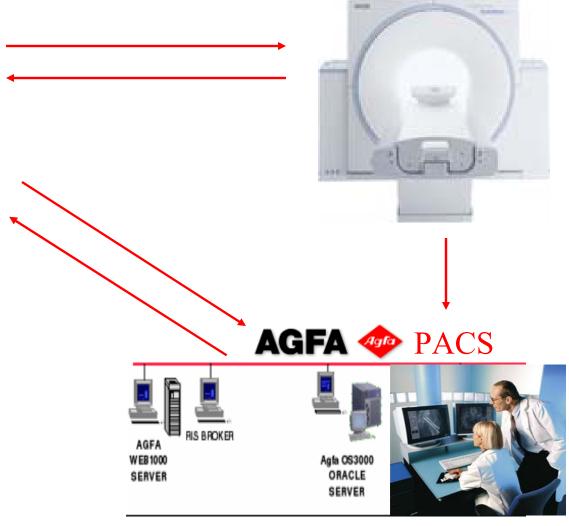
- Landmark North American Agfa agreement
- \$2.6. Million Canadian deal
- Over 19,000 doctors on promedicus.net
- Transaction numbers grow by 13% pcp
- Increased penetration of digital imaging
- ProMed Clinical installed in broad range of practices









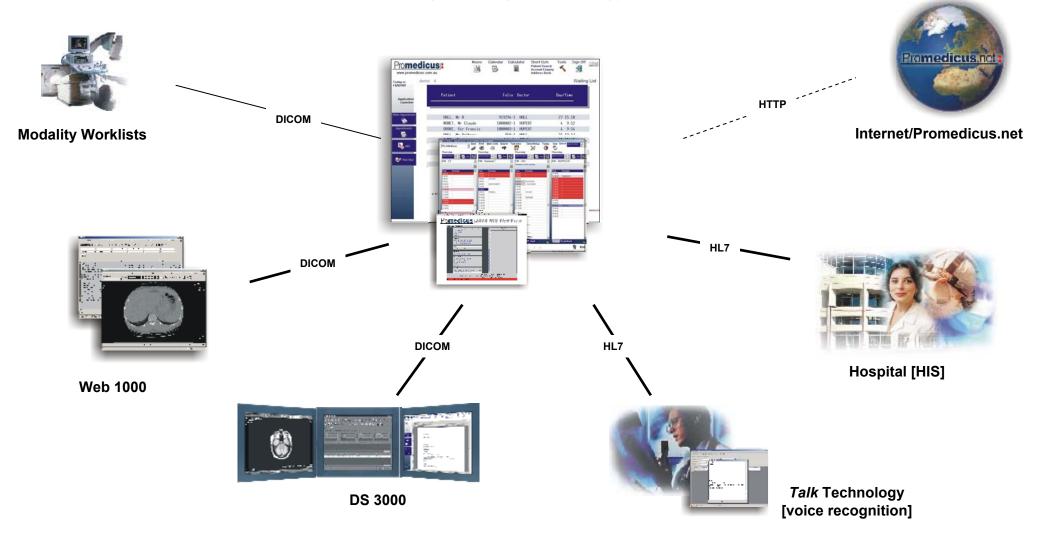




### Promedicus:

#### **Pro Medicus**

Integrated Digital Radiology







### **Efficiency benefits**

- Increased radiologist and radiographer productivity
- ➤ Maintain or improve current front desk efficiency
- Improved equipment utilisation
- ➤ Reduce film, courier and storage costs





#### **Grow the business**

- ➤ First to market advantage
- ➤ Attract & retain key staff
- > Reproducible model for business expansion



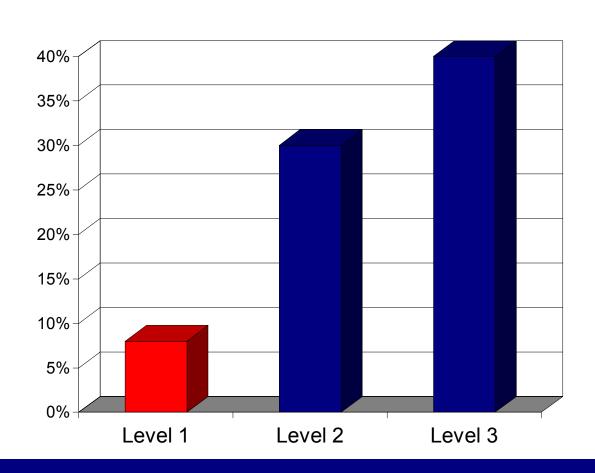


#### **Network effect**

- ➤ Workload balancing
- >2<sup>nd</sup> opinions
- ➤ Clinical special interest/education groups
- >Web distribution



#### "The tighter the integration – the greater the benefit"



- ↑ Level 1 broker (industry standard)
- ↑ Level 2 PM brokerless
- ↑ Level 3 PM 3rd generation



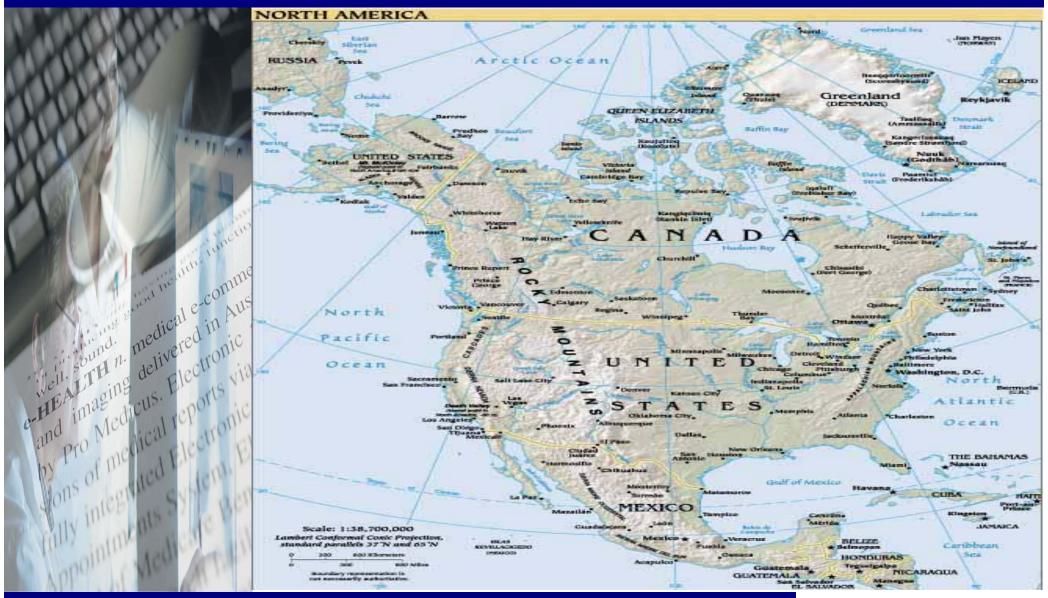


### **Digital Imaging – FY2005**



- Significant growth opportunity currently small % of practices fully digital.
- Increased momentum in move to digital
- > Recent sale to flagship North Shore Private
- New site to become key reference site.
- ➤ 17 Sites and growing local market leader

## Company Highlights – Agfa US Deal





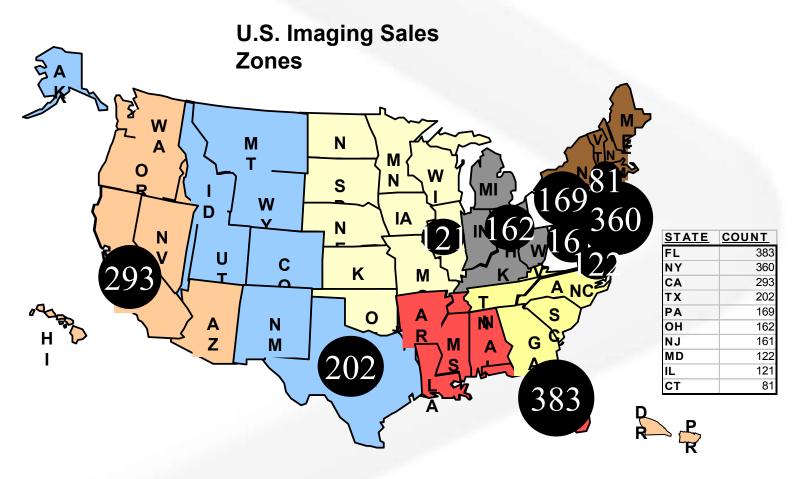
## Agfa US Deal - Summary



- Exclusive 3 year deal
- Covers all of US & Canada
- Private Imaging Centre/Community Hospital Market
- Market over 25 times the size of Australia

# The Imaging Centre Market









# Why Imaging Centre Market



- Similarities to Australian Private practice
- Billing/Practice Management focused.
- Legal requirement to store images
- On the cusp of going digital
- Key growth market for Agfa





## Agfa US Deal - Summary



- Estimated \$10M minimum revenue over 3 years
- Opens up further opportunities
- Significant Upside potential to double business
- Company transforming deal





# Agfa US Update



- 1st shown at RSNA in December 2004.
- Key reference sites installed and working July 2005
- Clinical validation September 2005.
- Commercially released throughout the US.



# Agfa US Update



- Large US Agfa Sales force.
- New specialised Imaging Centre sales team
- Product seen as differentiator
- Strong evidence of pent up demand





# Agfa US Update

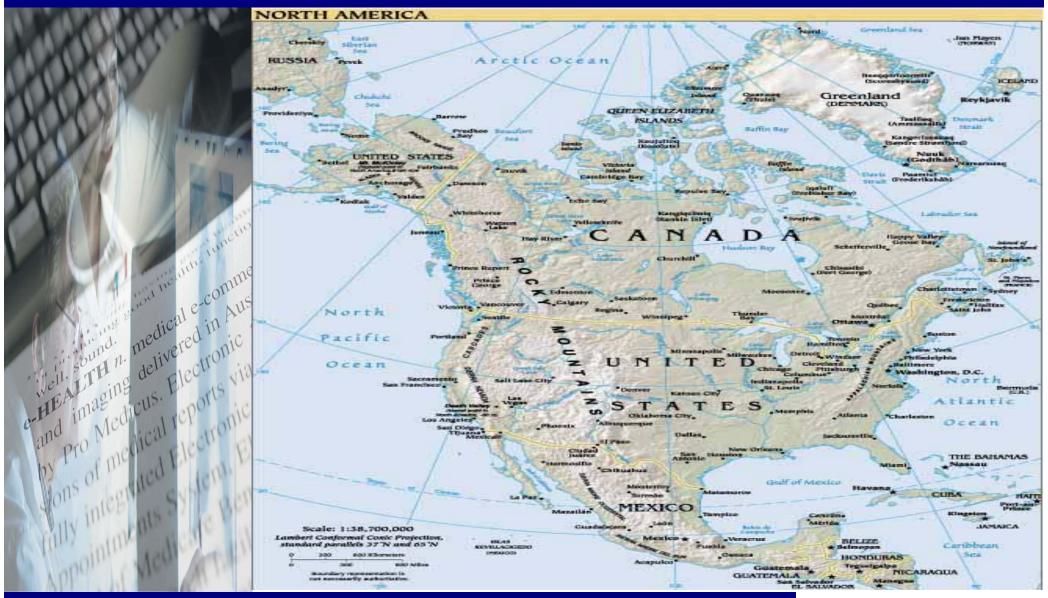


- Revenue from sales to start in 1<sup>st</sup> half 2006
- Building in 2<sup>nd</sup> half 2006 through into 2008
- US service revenue to commence 2<sup>nd</sup> half 2006
- Service revenue to build 2007 onwards





## Company Highlights – AltaPACS Canadian Deal





# Canadian AltaPACS Update



- \$2.6 million upfront licence fees
- 1st site installed mid December 2004
- 10 sites installed in May 2005
- All 22 sites now installed.



# Canadian AltaPACS Update



- Balance of Licence revenue in 2006
- Service revenues to flow in FY2006
- Excellent opportunities for expansion within group.
- Positions offering for other groups in Canada





# Canadian AltaPACS Update



- Alberta Government announces CA \$189M for digital imaging over next 3 years
- Grant to private and public radiology
- AltaPACS one of the largest groups in Alberta
- AltaPACS to receive grant funding
- Significant potential opportunities for PME with AltaPACS within Alberta

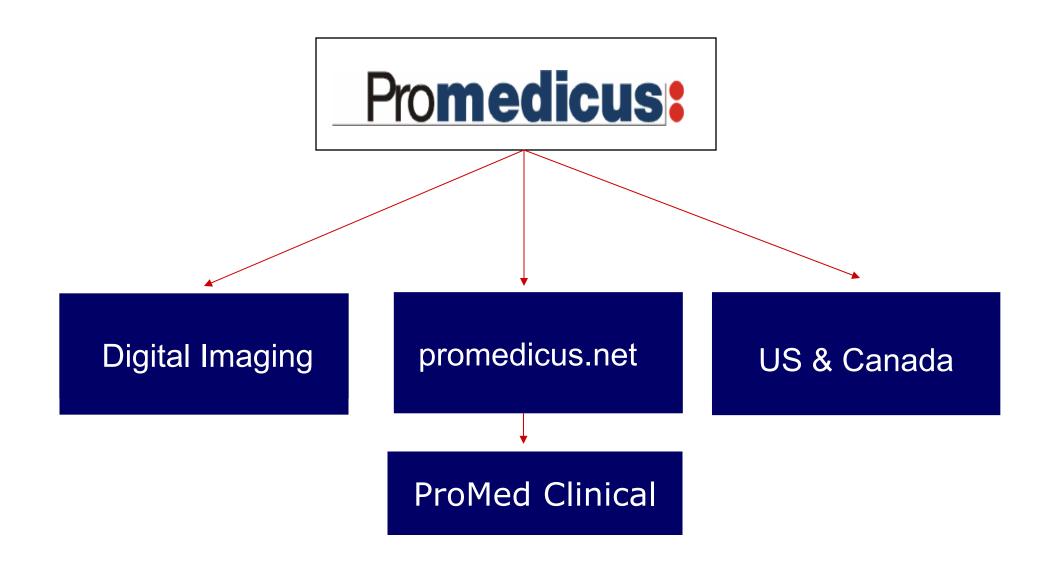


## **GP Desktop – ProMed Clinical**



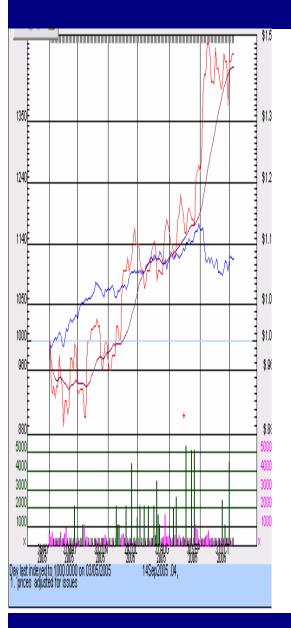
- New clinical/EMR product line
- Significant advantages over current market leader
- Long term strategy to address GP Desktop
- Ability to leverage 19,000 plus doctors using promedicus.net

## **Pro Medicus – Growth Strategy 2006**





## **Pro Medicus – AGM 2005 Summary**



- > 2005 best financial results in company's history
- Formed solid base for future growth
- Digital Imaging, US & Canada and long term strategy to address GP Desktop
- ➤ Solid start to FY06 with strong 1<sup>st</sup> quarter

