

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

INVESTOR PRESENTATION

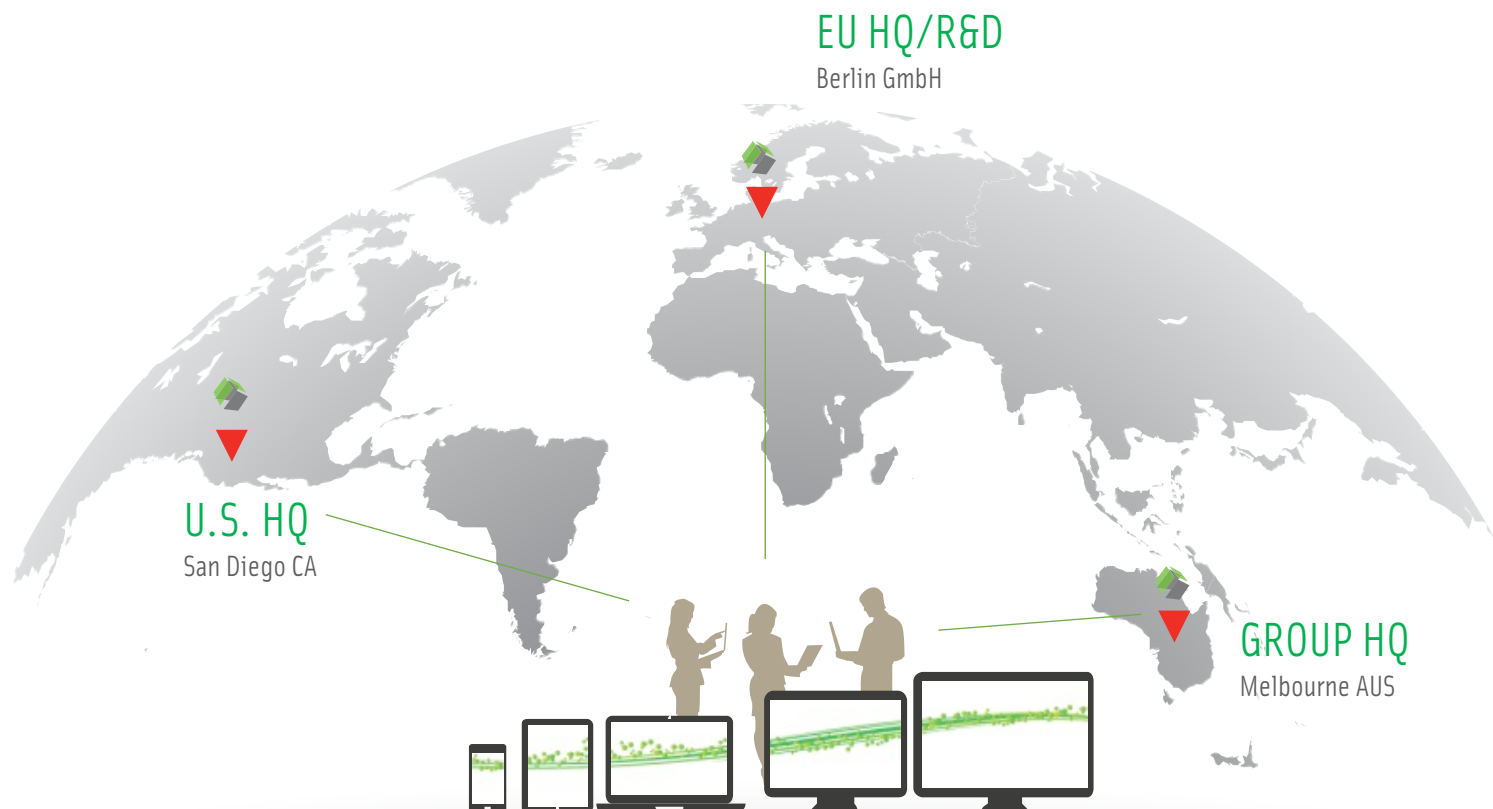
November 2021

  
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**

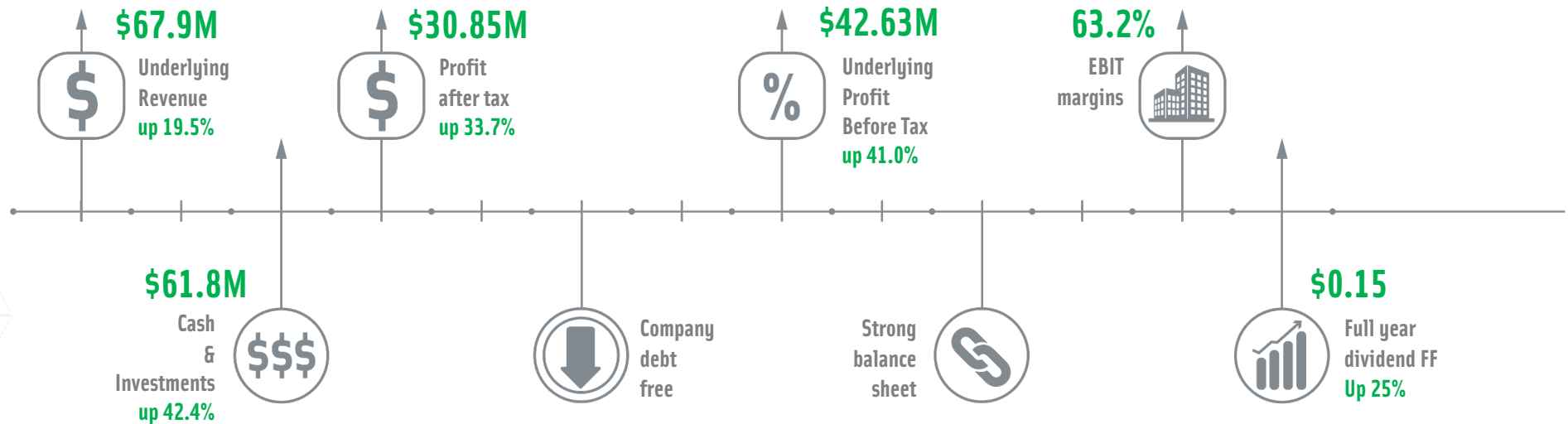


**VISAGE 7  
PRODUCT SUITE**



**OEM**

# RESULTS FY 2021

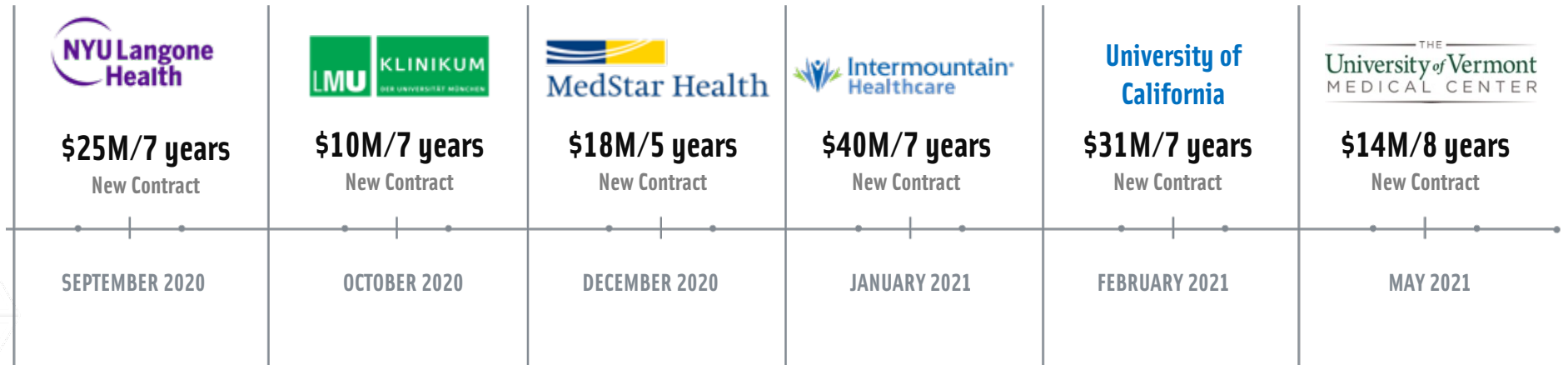


# SALES FY21 Full Year

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.

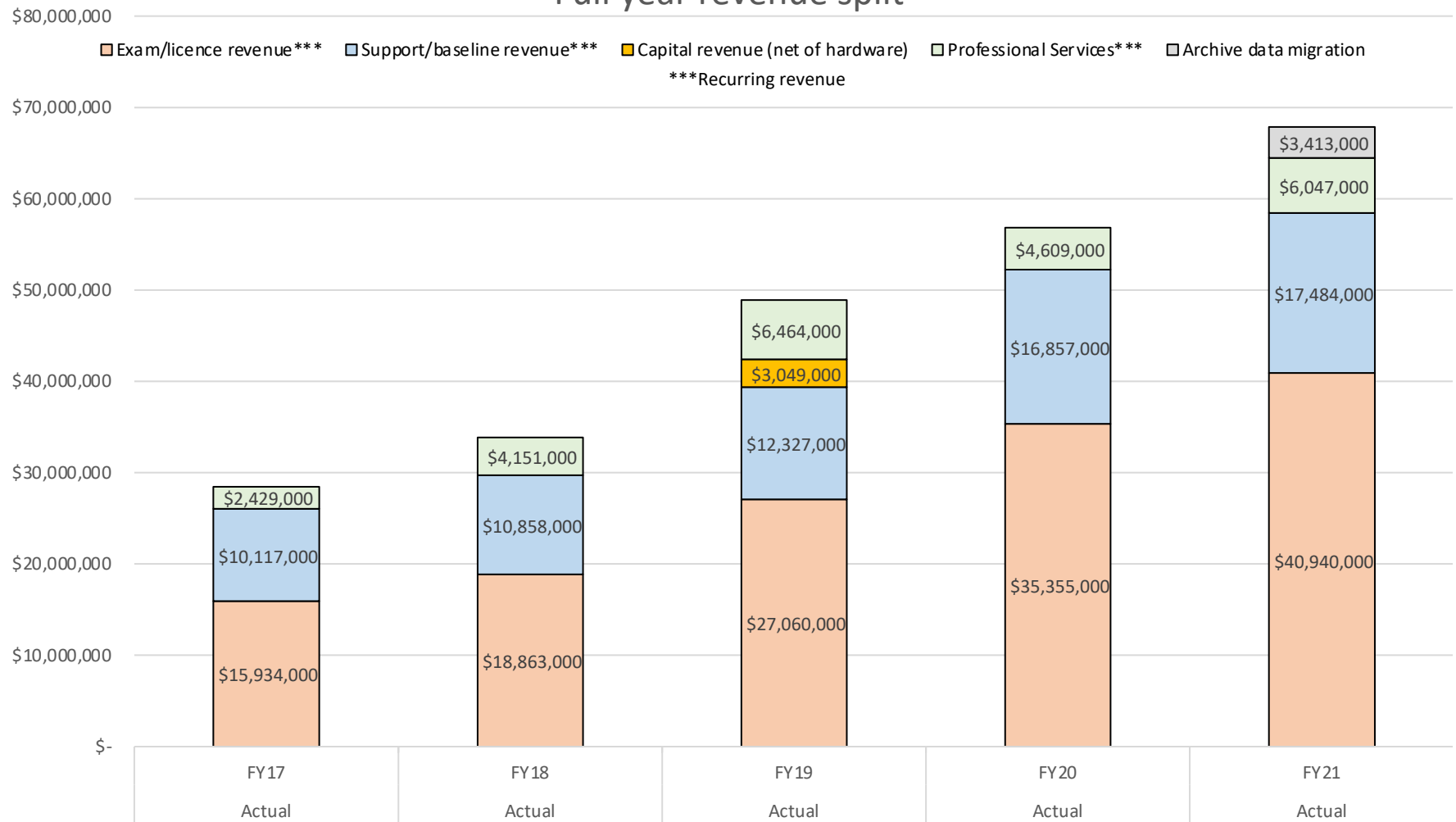
Ranked in order

|    |  |  |
|----|--|--|
| 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 1<sup>st</sup> 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 Visage 7 Workflow)

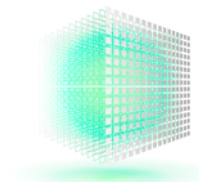


**M** Northwestern  
Medicine<sup>®</sup>

**NYU** Langone  
Health

**Intermountain**  
Healthcare

**University of**  
California



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OUR SUPPORT. YOUR SUCCESS.

**VISAGE** IMAGING<sup>®</sup>

# PROFESSIONAL SERVICES

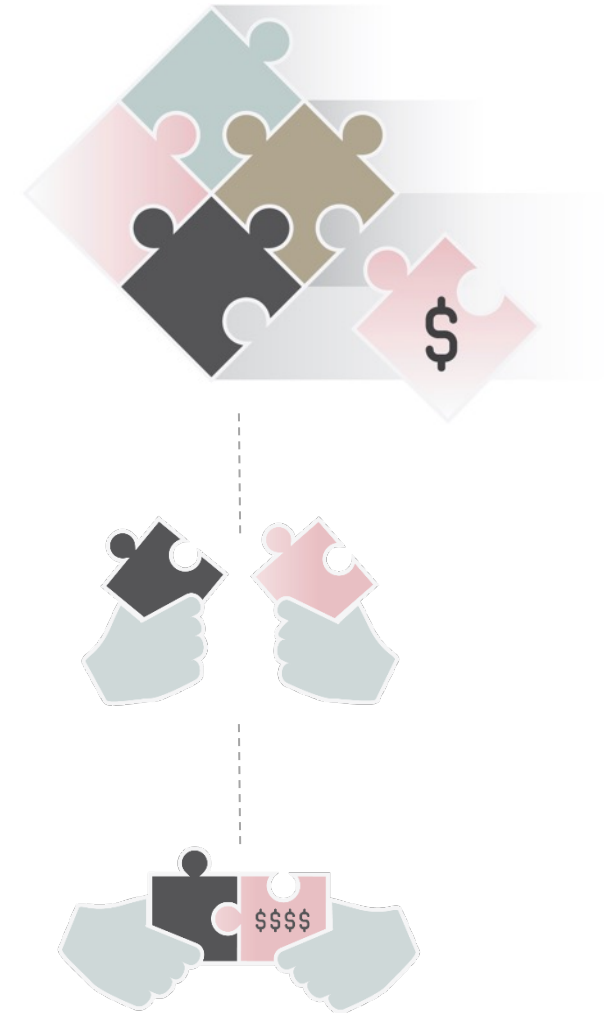


- Project planning, training & implementation \_\_\_\_\_
- Revenue spread over the length of the contract \_\_\_\_\_  
- new accounting standards (AASB 15)
- Recurring in nature ~ 10% contract value \_\_\_\_\_
- Data migration as part of Visage 7 Open Archive sale – once off \_\_\_\_\_



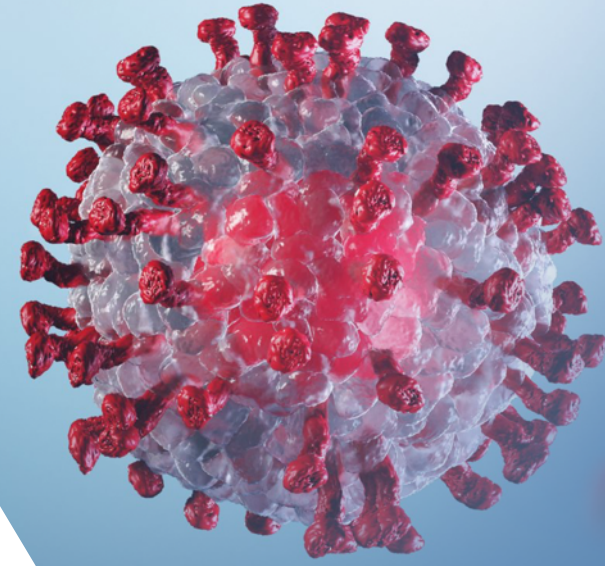
# OPERATING LEVERAGE

- 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 | Settings

Appointments Requested Arrival Billing Banking

Region: Northern | Book: Visage General Hospital | Date: Tue, 17-Oct-2017 | Time: AM | Patient | Procedure | Canceled | Blocked | Reset

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

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

Continues to be #1 in Speed, Functionality and Scalability



**SPEED**



**FUNCTIONALITY**



**SCALABILITY**

# MASSIVE DATA EXPLOSION

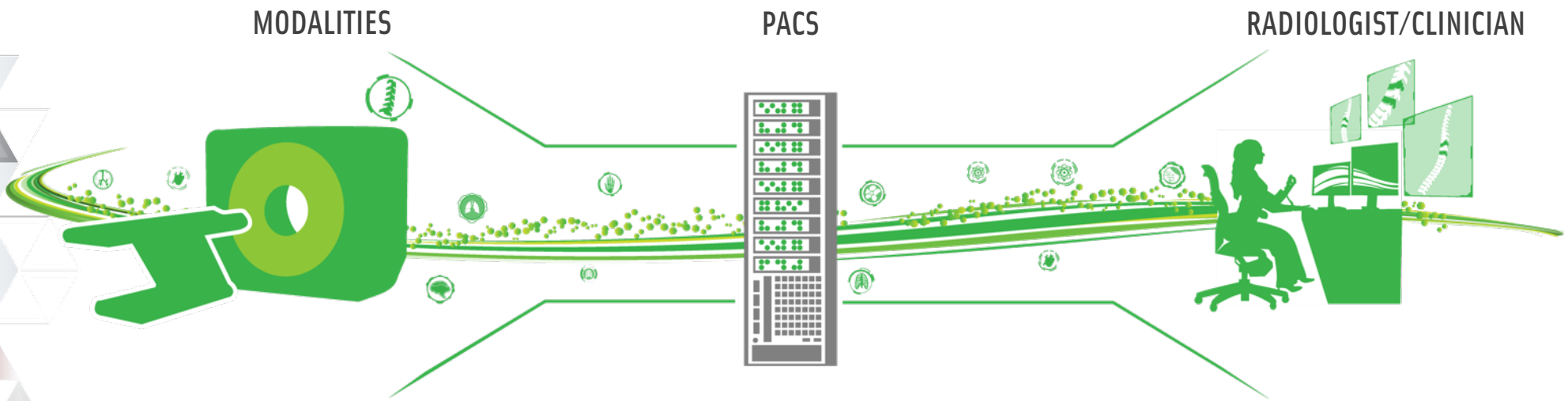
- High density Multi-slice CT - 10,000+ images
- HD Breast Tomosynthesis - 6 GB+
- Optoacoustic Breast Ultrasound - 10+ GB
- Total Body PET Scan - 10+ GB
- 7T MRI - much larger than 3T





# LEGACY TECHNOLOGY

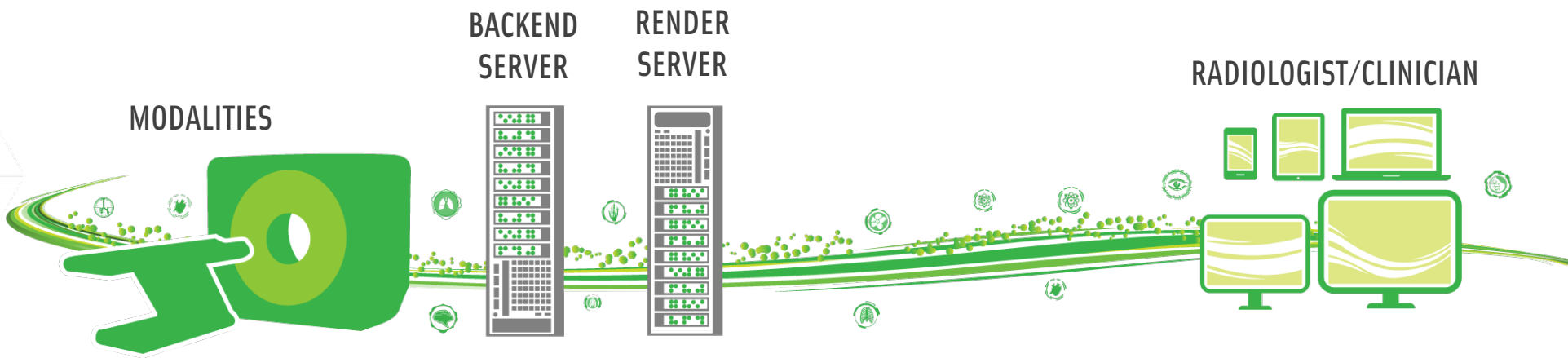
"Compress and Send"



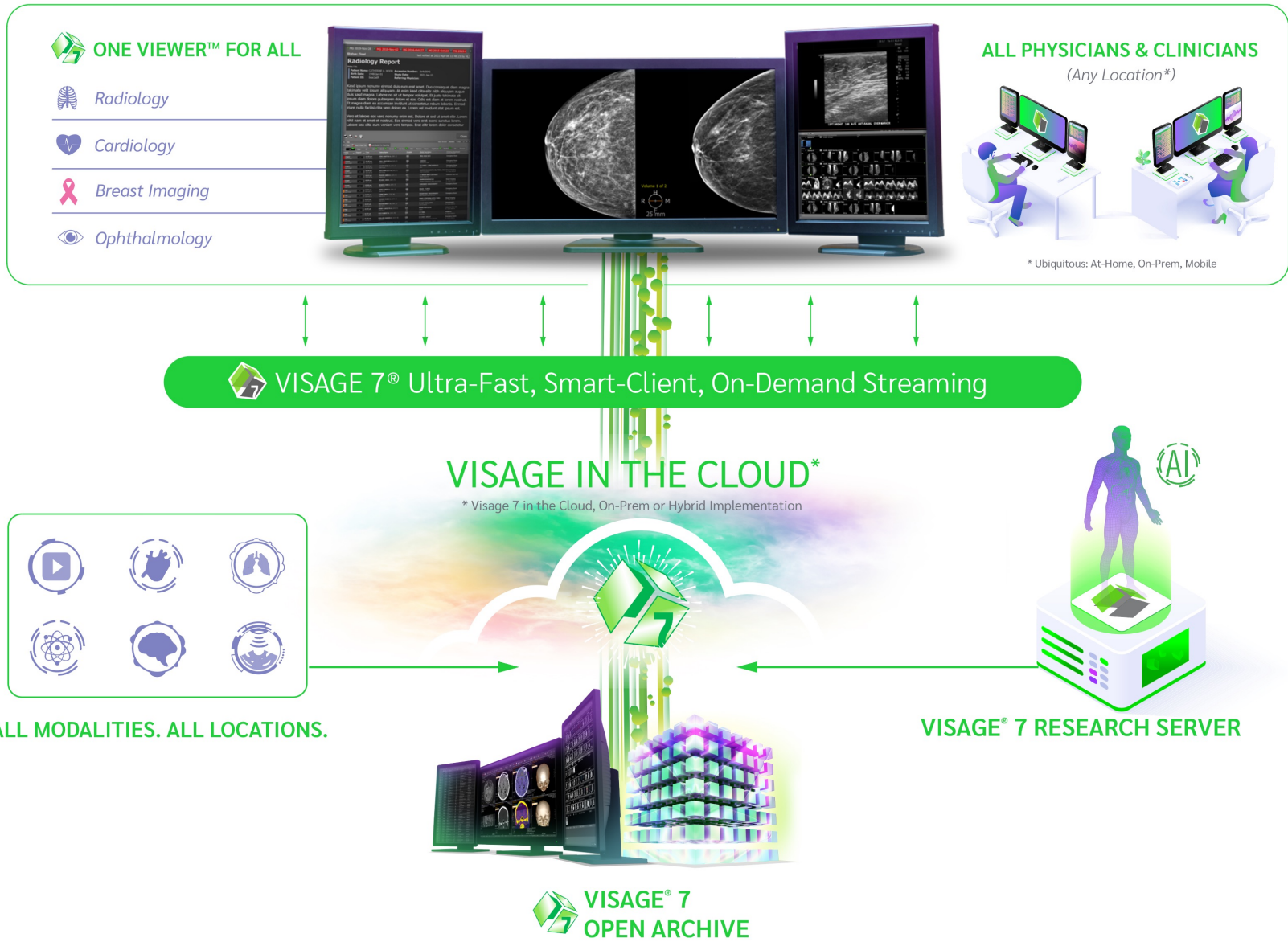
# SOLUTION



## VISAGE 7 Streaming Technology



# SOLUTION: Visage 7 Streaming 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
- 2<sup>nd</sup> major hospital contract in Germany
- Visage 7 Viewer and Visage 7 Open Archive
- Breaks the mold of "one-stop-shop" modality vendor systems
- Paves the way for future 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

# NOVANT HEALTH

- \$40M – 7-year deal
- Visage to replace multiple legacy PACS systems
- Visage to deploy Visage 7 Workflow and Visage 7 Viewer
- Extends PME's rapidly growing footprint in NA IDN Market
- 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 2021



May 2021  
Onsite



June 2021  
100% Remote



June/July 2021  
Hybrid Remote &  
Onsite

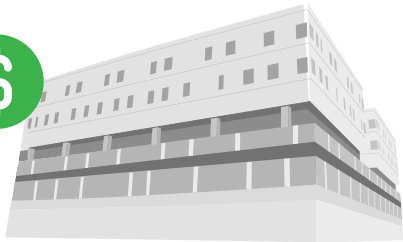


October 2021  
Hybrid Remote &  
Onsite



July to Now  
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

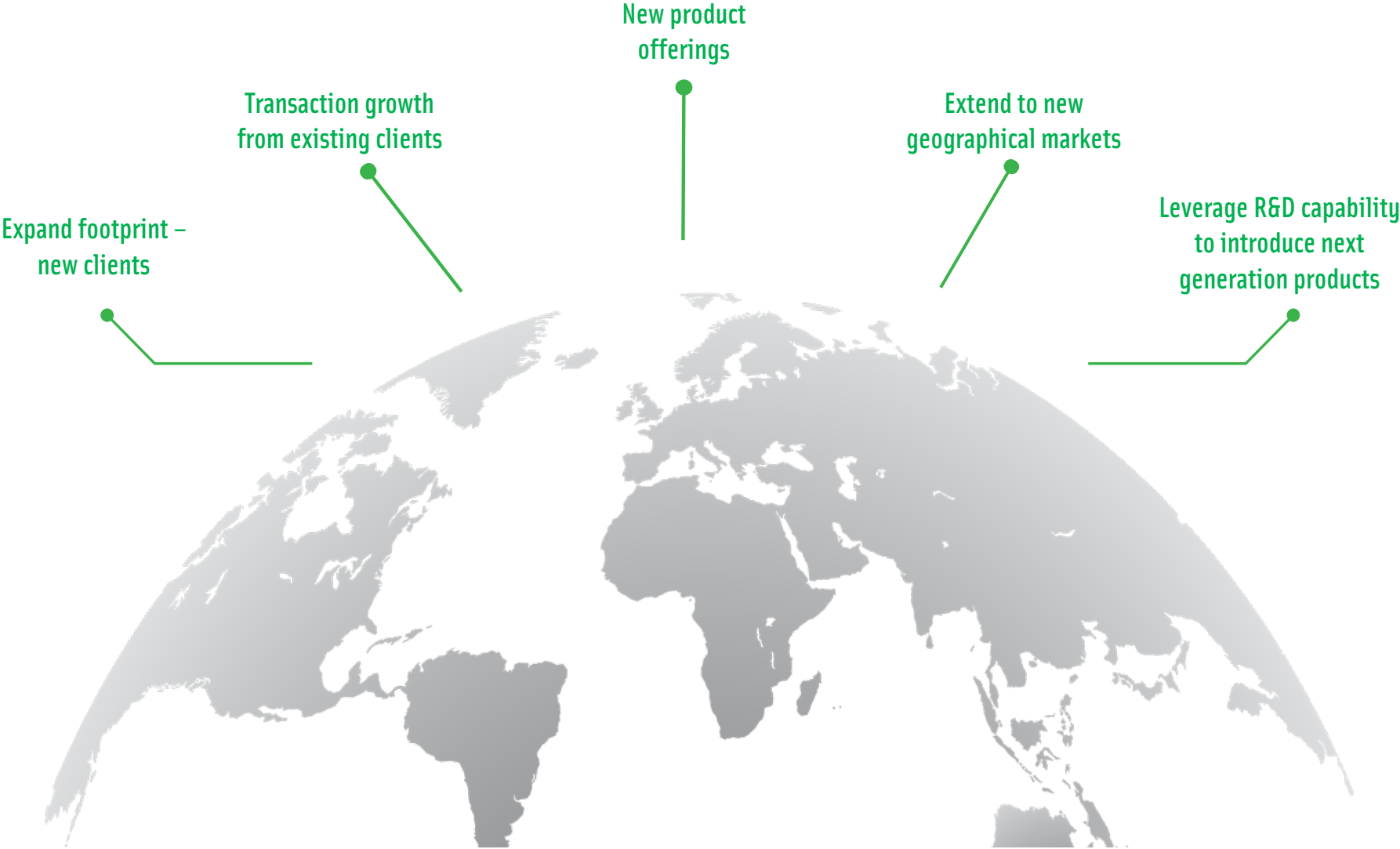
Thank you @ericwpepin! @KhuranaBharti and @BrighamRad @MassGenBrigham use #Visage7 and can quickly & easily create CPRs. Ex. Curved Planar Reformat (CPR) generated on-the-fly for better visualization of Rt. Urethra Obstruction @ASER\_ERad

Type a message



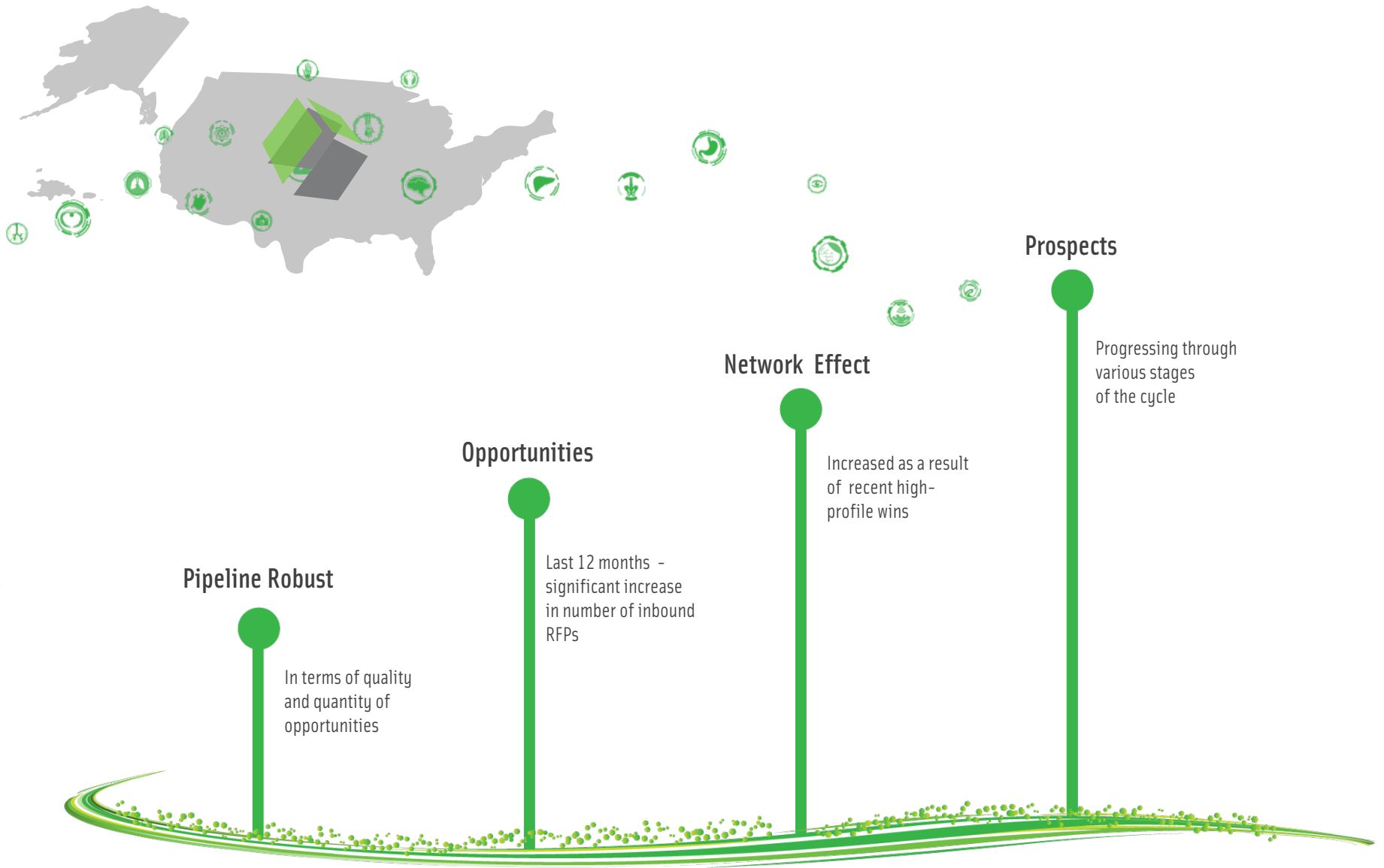
**Eric Pepin PhD MD** @ericwpepin · Aug 13  
Replying to @KhuranaBharti and @ASER\_ERad  
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# GROWTH STRATEGY

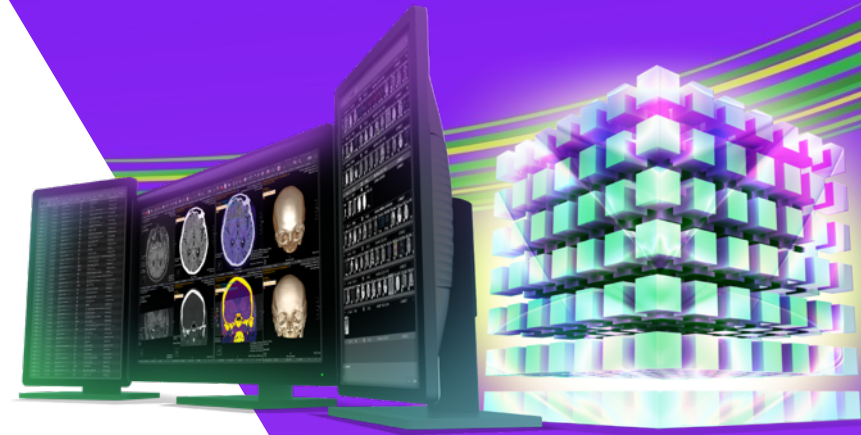




# NORTH AMERICAN PIPELINE



# 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 7 Open Archive
- 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 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

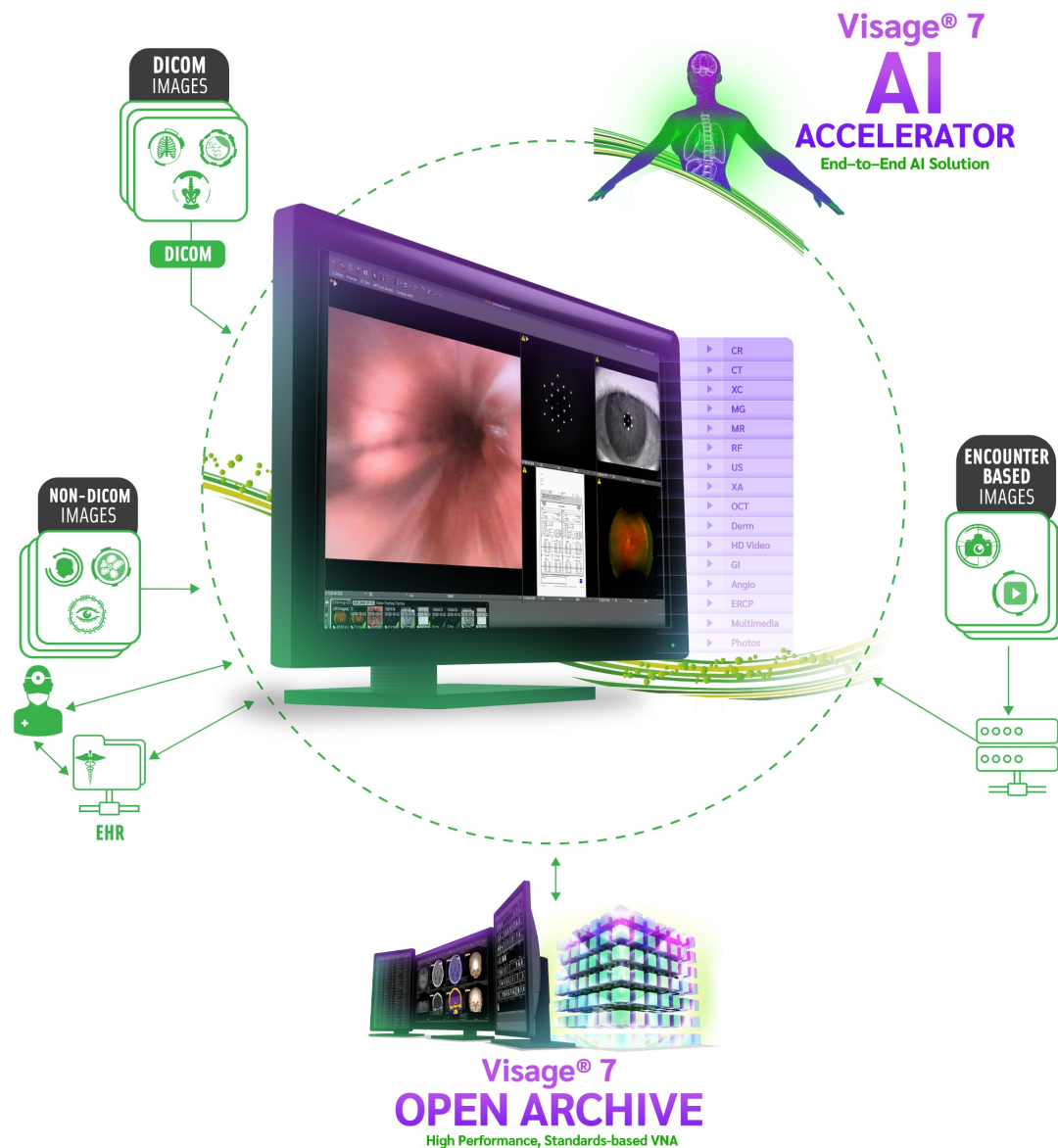


# NEW PRODUCTS

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



# 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



## MASSIVELY PARALLEL I/O

Digital Alchemy for Imaging in the Cloud

Faster-than-flash performance using secure, low-cost storage. We re-architected Visage 7 to intelligently leverage the best capabilities of object-based cloud storage. Up to 60 parallel I/O streams to cloud object storage means that with Visage 7 you get performance that exceeds traditional on-prem flash storage arrays, using one of the least costly tiers of encrypted cloud storage.

Cloud Object Storage



Visage 7 In The Cloud

Visage 7 Open Archive

Visage 7 Workflow

## DYNAMIC ELASTICITY

Adaptive, Balanced Resource Scaling

Visage resources in the cloud are dynamically allocated based on active multi-point monitoring, including user activity and historical trends. This ensures cloud resources are always optimally allocated, allowing you to ride the wave of your patient imaging demands.

## ON-DEMAND STREAMING

Efficient Delivery with Unparalleled Speed

Visage 7 intelligently delivers on-demand access to the entire patient jacket all while using 75% less bandwidth than legacy PACS. Visage 7 streaming leverages end-to-end TLS encryption for enhanced security. The result is faster interpretation, with greater clinical precision, while increasing security and reducing cloud spend.

**Tactical Bandwidth Utilization**  
Read at blazing speeds even on a home internet connection.



Practically limitless ability to scale - Visage 7 can deliver hypersonic speeds to each user, allowing you to leverage all the resources you have now and in the future. With Visage 7, a single client connection can fully utilize network connections up to 80 Gbps. Mind blowing.

# 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 AI Accelerator Platform – streamlines AI algorithm development
- Optimised for AI data curation and validation
- Open API - seamless integration
- AI Ecosystem - 3<sup>rd</sup> party and Visage developed algorithms
- Joint development/commercialisation opportunities - 3<sup>rd</sup> party and academic clients



# AI RESEARCH LEADERSHIP



**Malte Westerhoff, PhD**  
Chief Technology Officer



**Detlev Stalling, PhD**  
Head of Development



**Ming De Lin, PhD**  
Clinical Research Manager  
North America

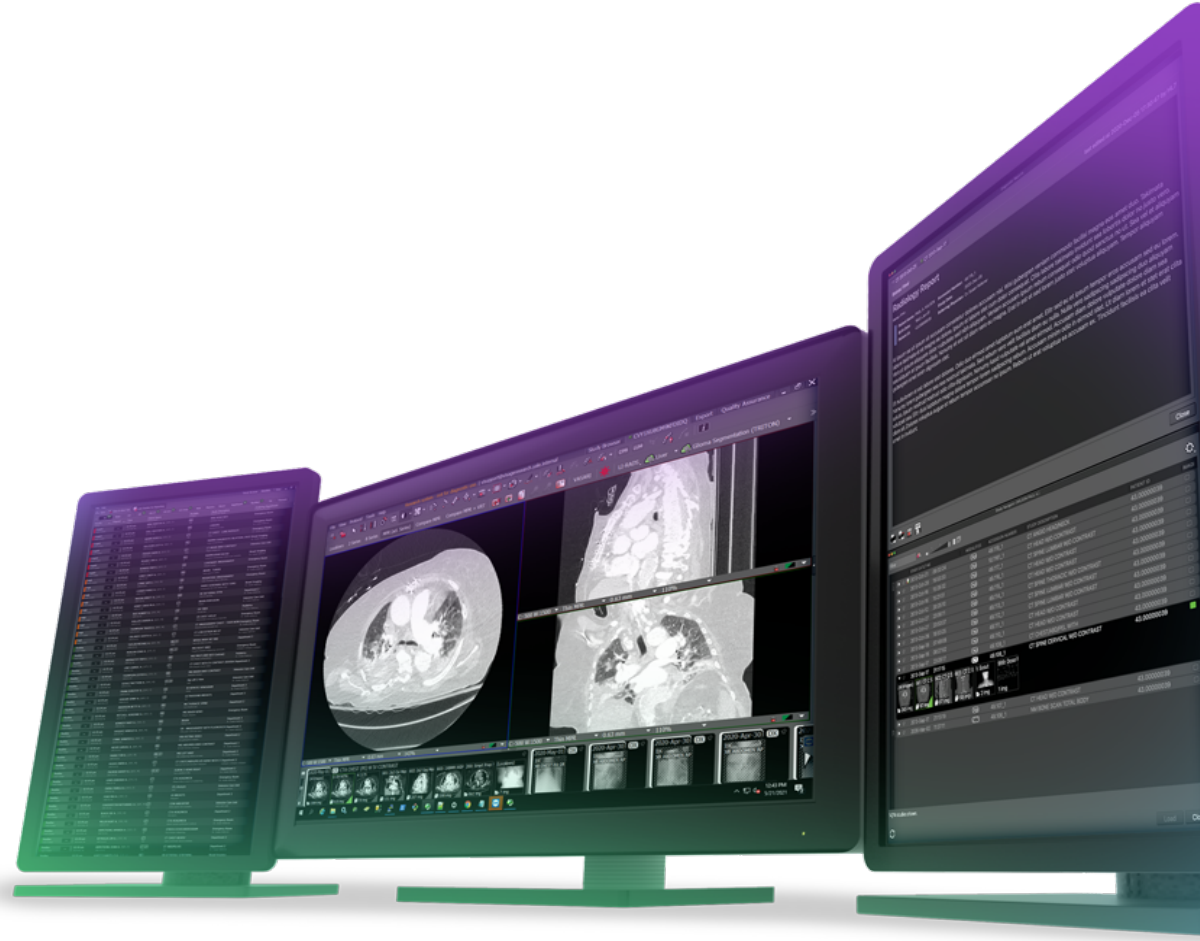
# AI

ACCELERATOR

# RESEARCH COLLABORATION AGREEMENTS (RCA)



MAYO  
CLINIC



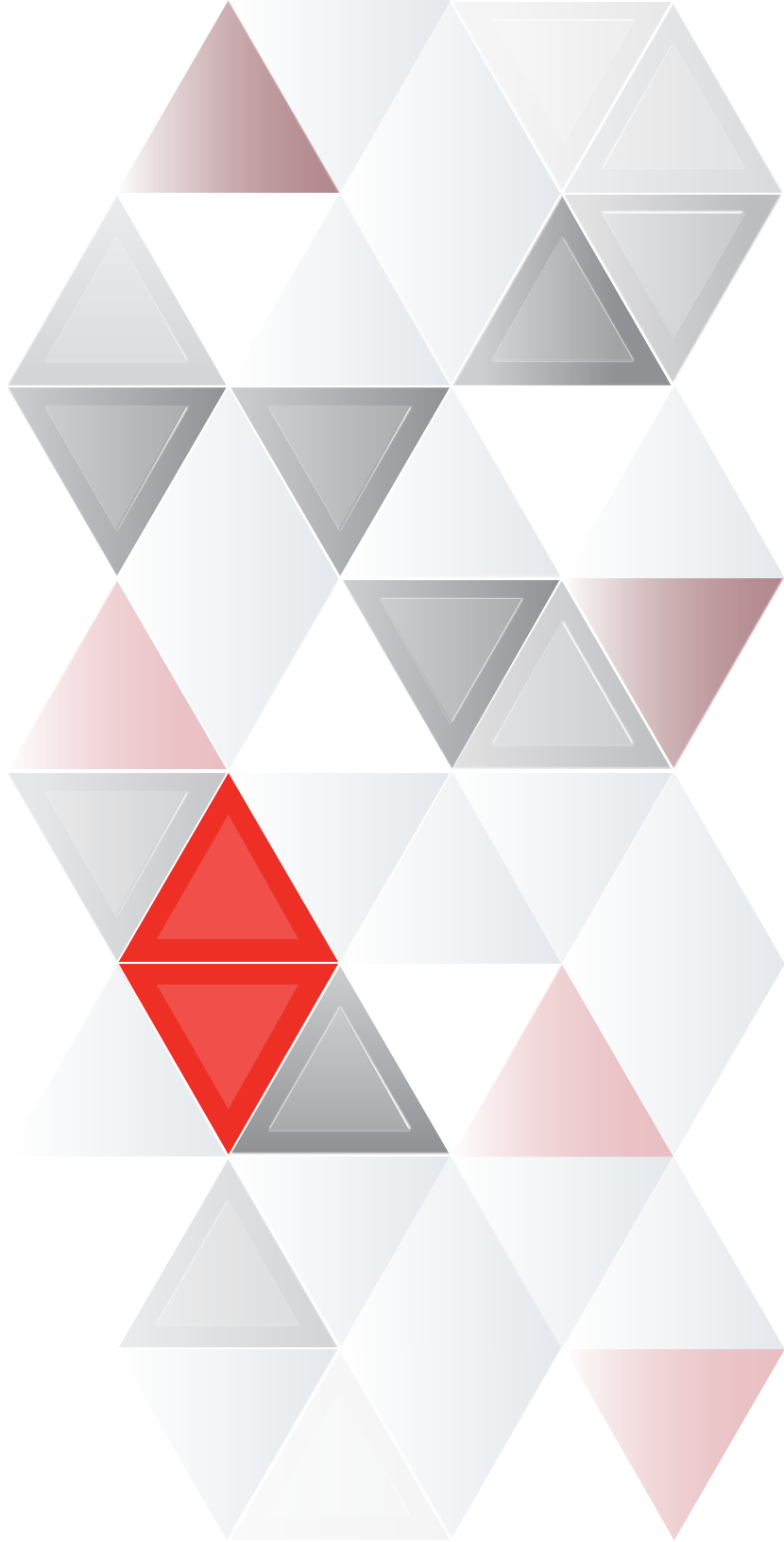
# BREAST DENSITY - AI



# AI

ACCELERATOR

- First 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 clearance – February 2021
- A model for future AI development



THANK YOU