



Half Year Results

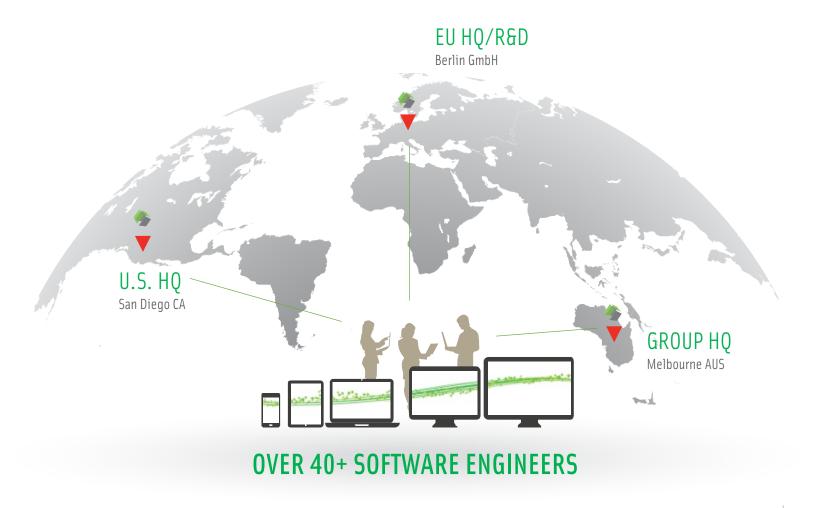
FY 2023



### PRO MEDICUS (ASX:PME)

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

Leading edge products, growing global presence.





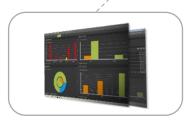




#### ASX:PME











pro+medicus.net

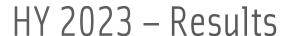


**PRODUCT SUITE** 

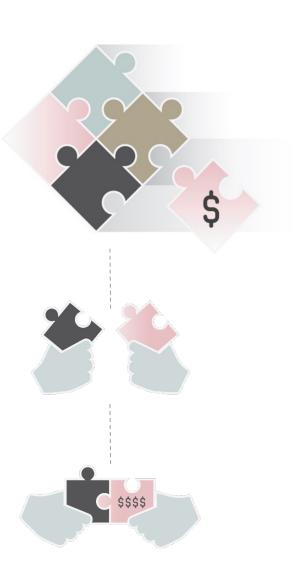








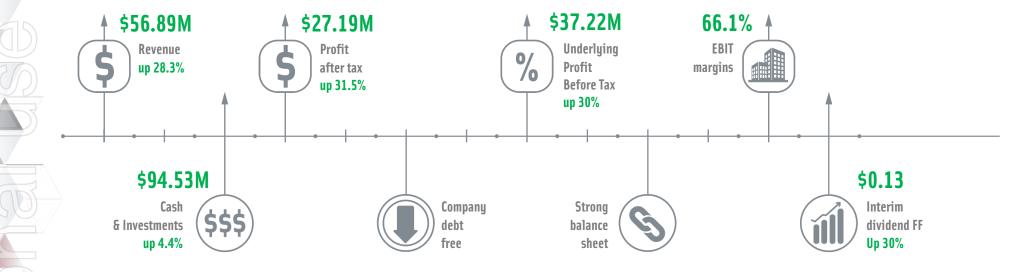
- Record half
- Four contract wins in North America
- \$15M University of Florida contract renewal
- Completed 3 large-scale implementations Inova,
   Allina & Novant
- RSNA 2022 the busiest to date
- Progress with other ologies and Al
- Forms the base for stronger 2<sup>nd</sup> half







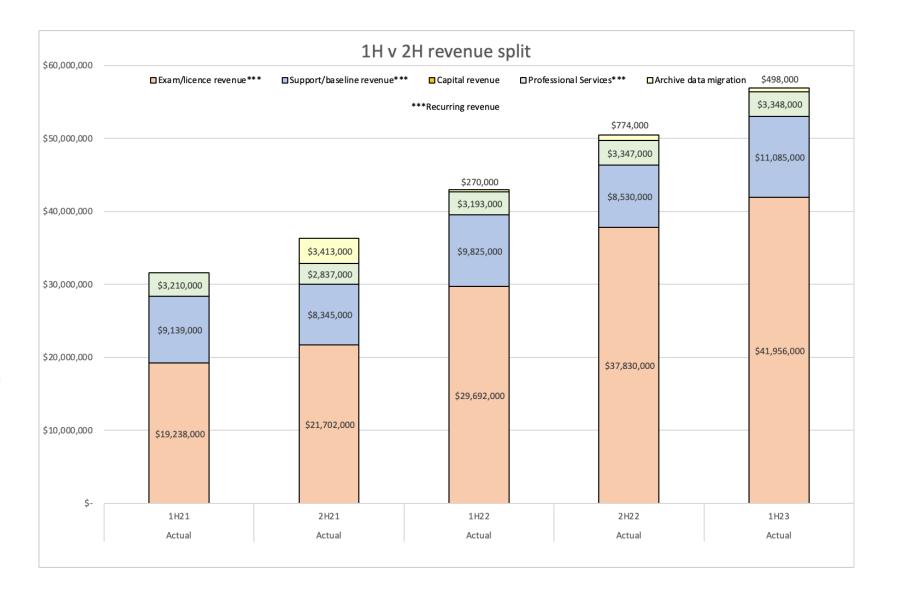
## RESULTS **HY 2023**







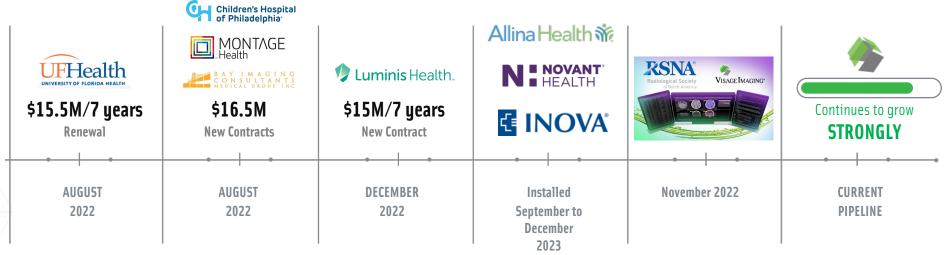
#### HY 2023 REVENUE SPLIT







## HIGHLIGHTS HY2023









- 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\$450M/5 years\*
- Upside as client examination volumes grow
- Annuity style revenue stream greater predictability



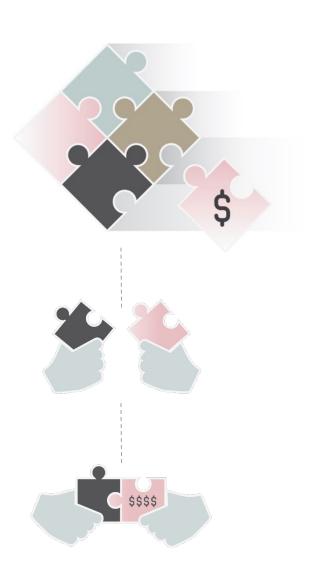




<sup>\*</sup> Assumes key contracts up for renewal are renewed



- Highly scalable offering
- No capex (HW) SW only model
- Training & Installation charged as professional services
- Contained cost base
- Margin continues to grow as footprint increases



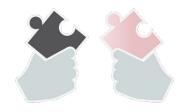






- Tracking ahead of budget
- Client volumes above pre COVID levels
- Revenue ramping up from the 3 major contracts implemented in 1st half – Inova, Allina and Novant.
- Several smaller implementations completed including Montage and Bay Imaging.
- New contract wins in January and early February
  - U Washington (\$25M 7 years)
  - Samaritan Health (\$12M 8 years).





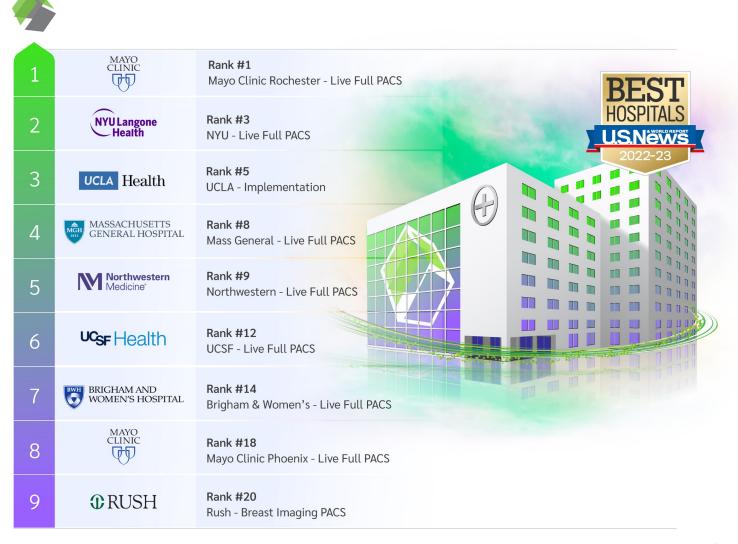






## In Review **2022 Top Hospitals**

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









### 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.

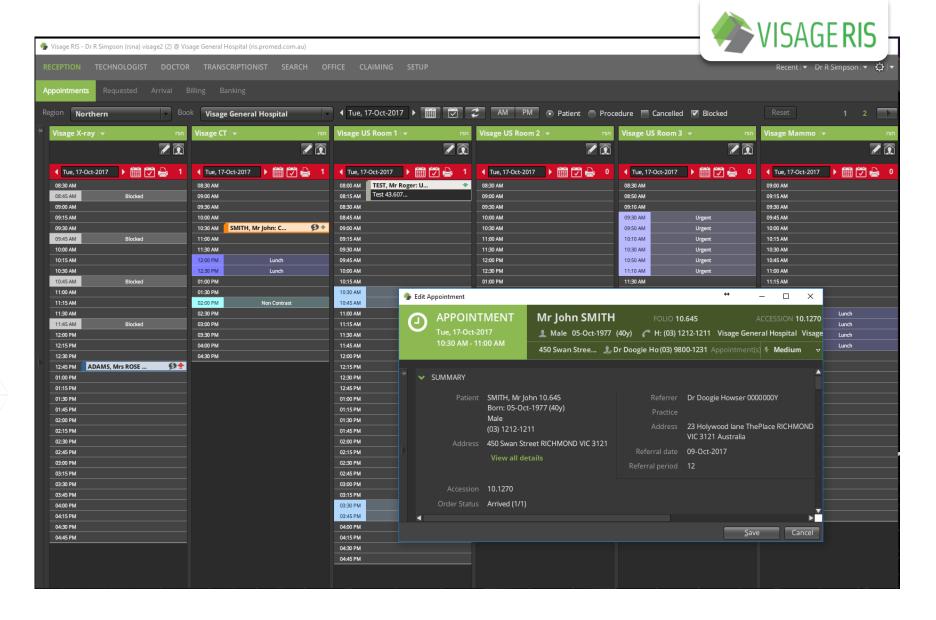


Allina Healt





#### **VISAGE RIS**









#### **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.









#### 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

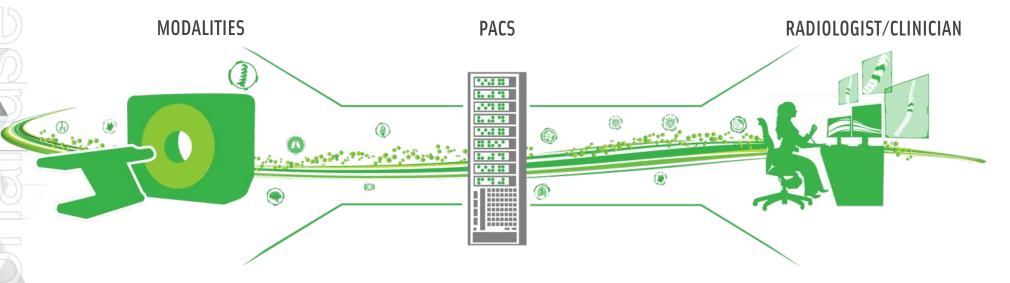
7T MRI – much larger than 3T





#### LEGACY TECHNOLOGY

"Compress and Send"



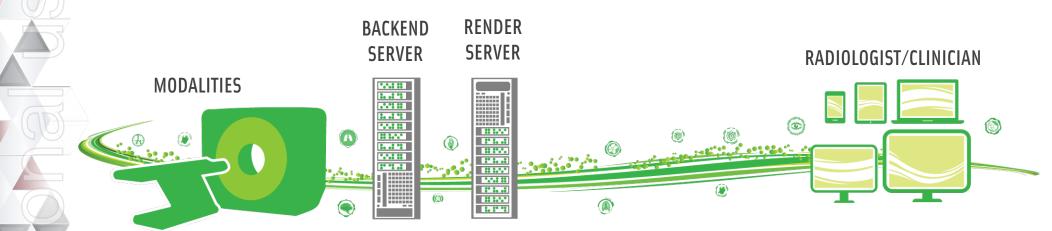




#### **SOLUTION:**



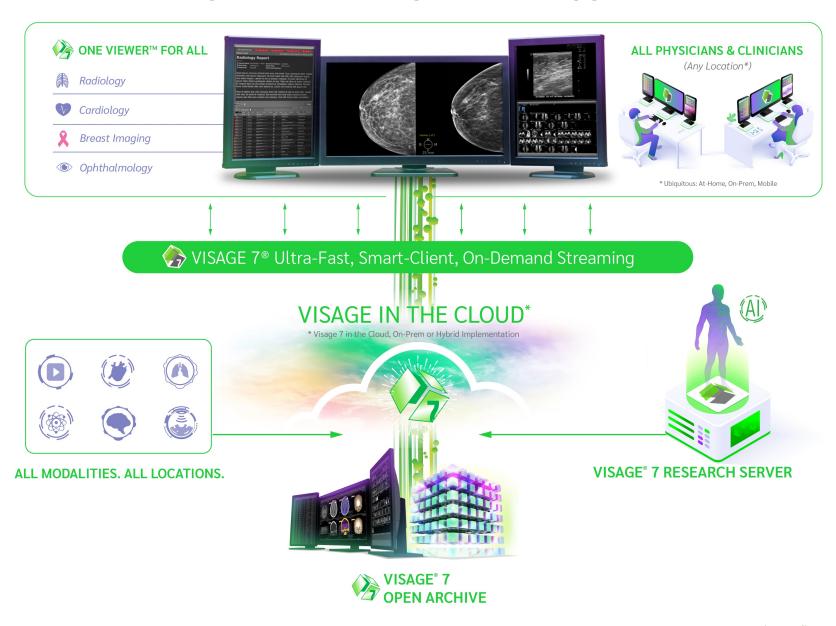
VISAGE 7 Streaming Technology







### SOLUTION: Visage 7 Streaming Technology













- Montage Health regional IDN
- Bay Imaging consultants private radiology group
- CHOP Tier 1 academic children's hospital
- Visage 7 suitable to different market segments increases PME's total addressable market (TAM).
- Combined minimum contract value of \$16.5M
- All three to be deployed in public Cloud









## UNIVERSITY OF FLORIDA RENEWAL Gainesville / Jacksonville



- 7 Year \$15.5M contract renewal
- Both sites now on transaction-based model
- Increase in per transaction fee
- Demonstrates confidence in Visage as a technology leader







- 7-year, \$15M transaction-based contract
- Regional IDN based out of Annapolis, Maryland
- "Full Stack" Viewer, Worklist & Archive
- To be fully Cloud deployed
- Increases PME's footprint in the mid-sized IDN market





#### FAST TRACK IMPLEMENTATION



- 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
- 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



**Value Proposition** 





#### Clinical Outcomes











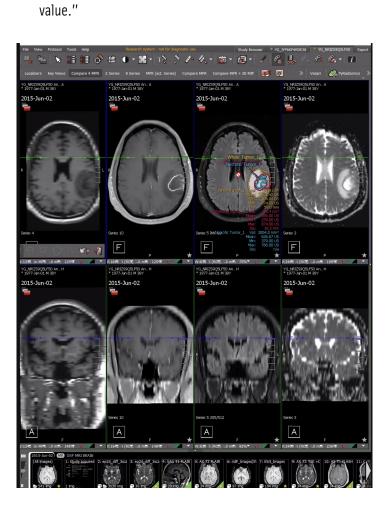
#### Yale -



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

"PACS is our clinical world for Radiologists.
Incorporation of Al into PACS, gives us clinical

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

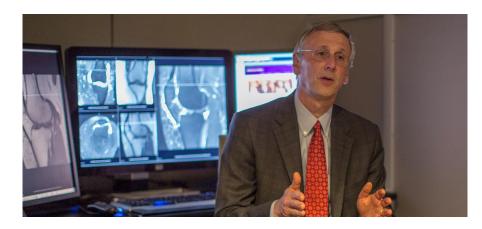








#### Patient Engagement - Video Reports





NYU Langone Health Department of Radiology

@NYUImaging

Your Radiologist Is the Most Important Doctor You've Never Met—Until Now <u>#radiology</u>

@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.





### Burnout – the new epidemic?





Has Burnout Become an Epidemic in Radiology?

April 22, 2022 Jeff Hall











#### Review: Diagnostic radiologists at higher risk of burnout

#### **What You Need to Know About Radiologist Burnout and How to Keep It in Check**

By Rosil Sinha | December 2, 2019



February 2022, Volume 218, Number 2

Policy, Quality, and Practice Management Clinical Perspective

« Previous Article | Next Article »

#### Physician Burnout in Radiology: Perspectives From the Field

Cheri L. Canon, MD1, Jeffrey Forris Beecham Chick, MD, MPH2, Ivan DeQuesada, MD3, Richard B. Gunderman, MD, PhD4 ... Show all



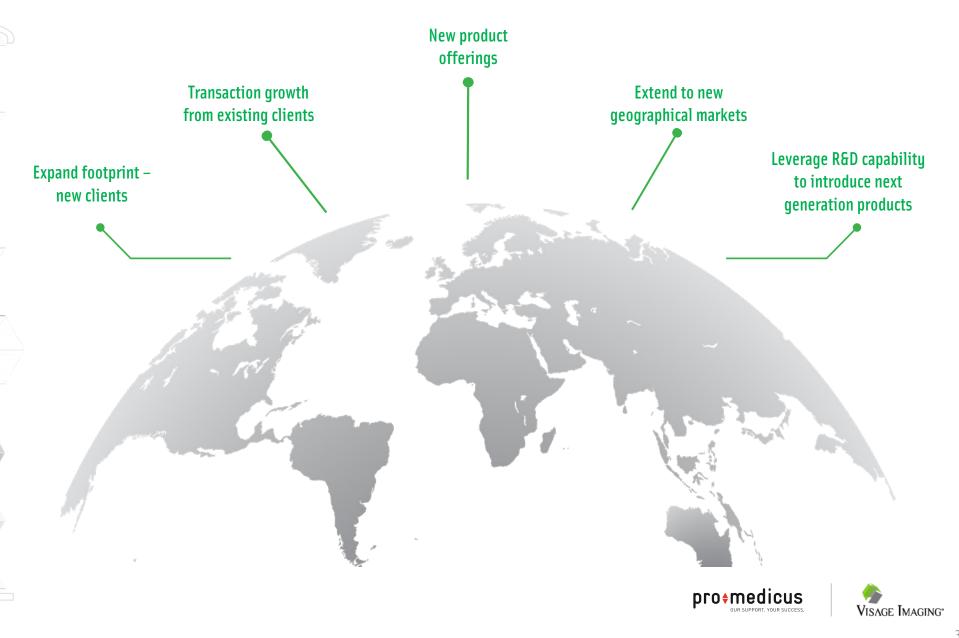




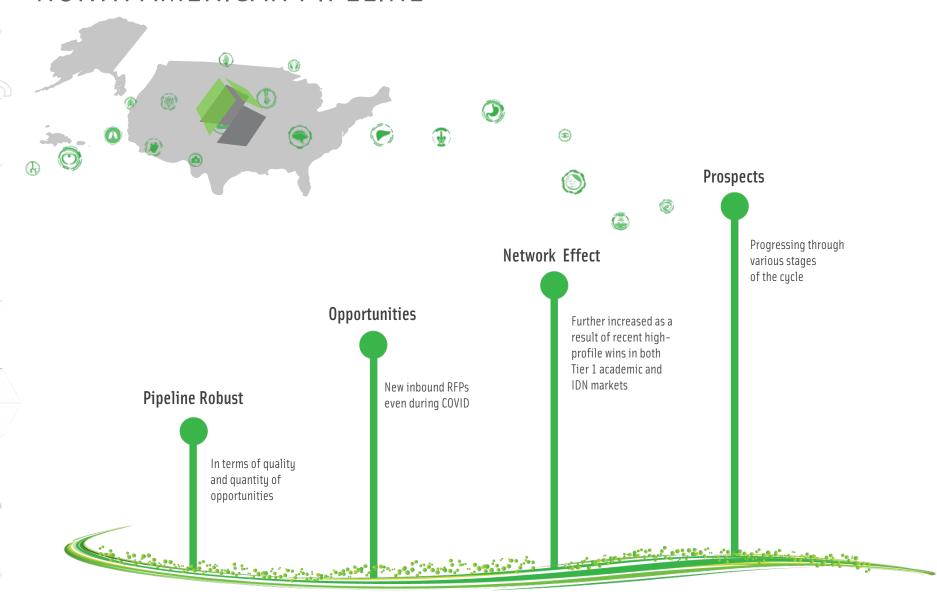




#### **GROWTH STRATEGY**



#### NORTH AMERICAN PIPELINE











- 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







- 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 Al algorithms
- Sold in 6 out of the last 6 major contracts
- Transaction based model with potential upside







#### **NEW PRODUCTS**

Visage® 7

# One Viewer<sup>TM</sup> All Modalities

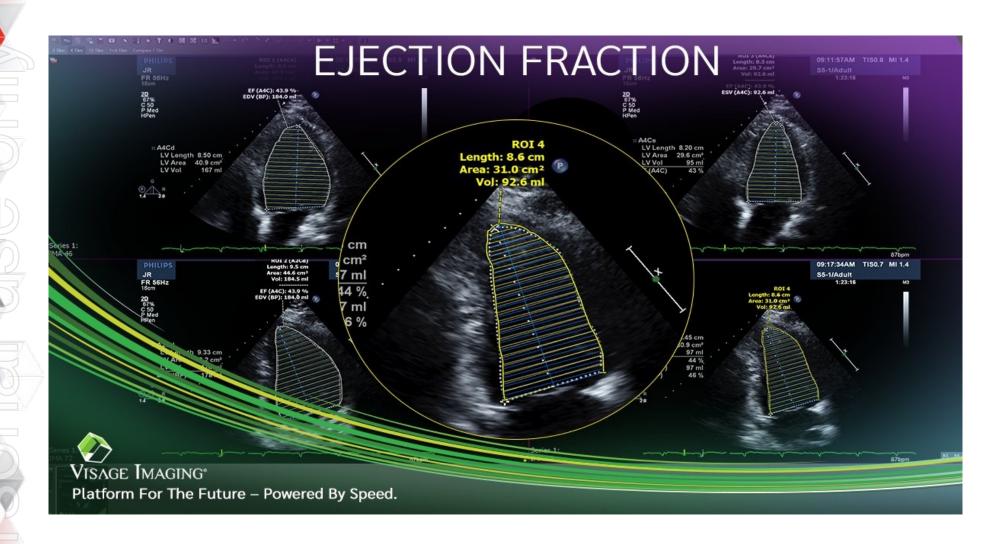
- Single viewer for ALL images in the medical record (EMR)
- Radiology/Cardiology (DICOM format)
- Non-radiology- reflected light hi-res photos & videos
- Visage 7 technology ideally suited
- Increases Visage value proposition
- Growth opportunities within existing contracts







#### One Viewer - Cardiology







#### VISAGE 7 is BEST IN KLAS 2023



Visage 7 achieved the #1 ranking in the Universal Viewer (Imaging) segment with a score of 90.2. KLAS defines the Universal Viewer (Imaging) segment as "Solutions that can be used for referential and/or diagnostic viewing; that support multiple media types (e.g., DICOM, JPEG, MPEG, Cine clip); and that do so across multiple service lines (e.g., radiology, cardiology, pathology, wound care)." To qualify as a Universal Viewer (Imaging) solution, provider organizations must verify to KLAS they use the solution for at least two (2) different clinical service lines. Under this definition, Visage 7 actually provides more functionality than PACS alone.



## 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



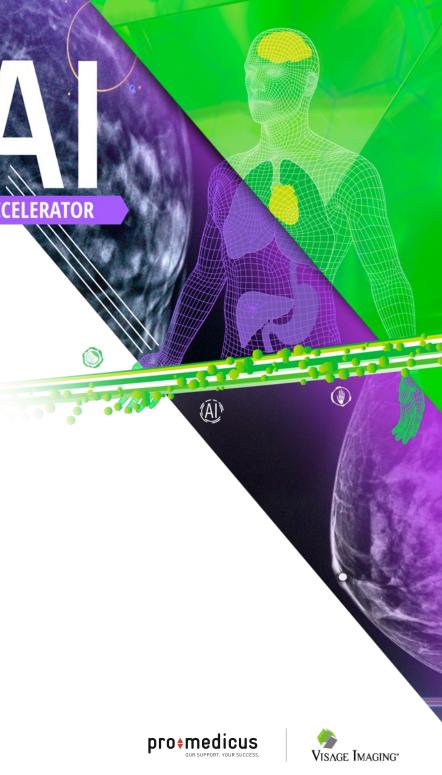






# Al in Radiology

- Imbedded in SW or imaging equipment
- Prioritisation of cases eg intracranial haemorrhage
- Screening eg early-stage lung nodule detection
- Aid to diagnosis 2<sup>nd</sup> opinion, incidental findings
- Automated diagnosis



# Visage 7

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





## Al 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, Al Business Development North America

**ACCELERATOR** 



(AI)





## RESEARCH COLLABORATION AGREEMENTS (RCA)

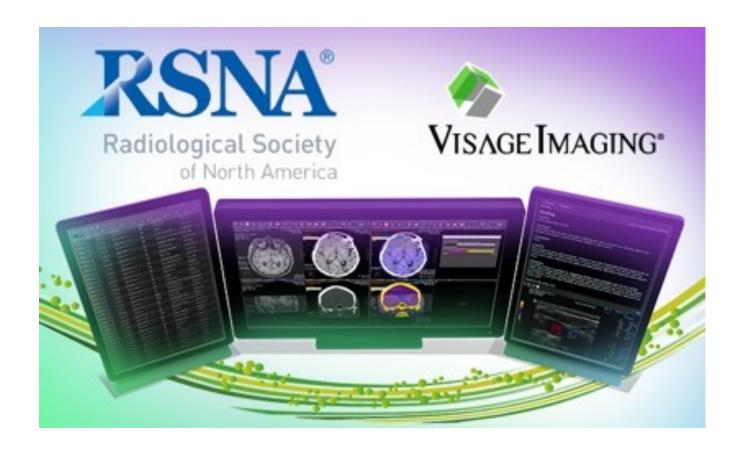


MAYO CLINIC









"Our biggest presence to date in terms of footprint and staff numbers"

"We generated more leads than any other year"







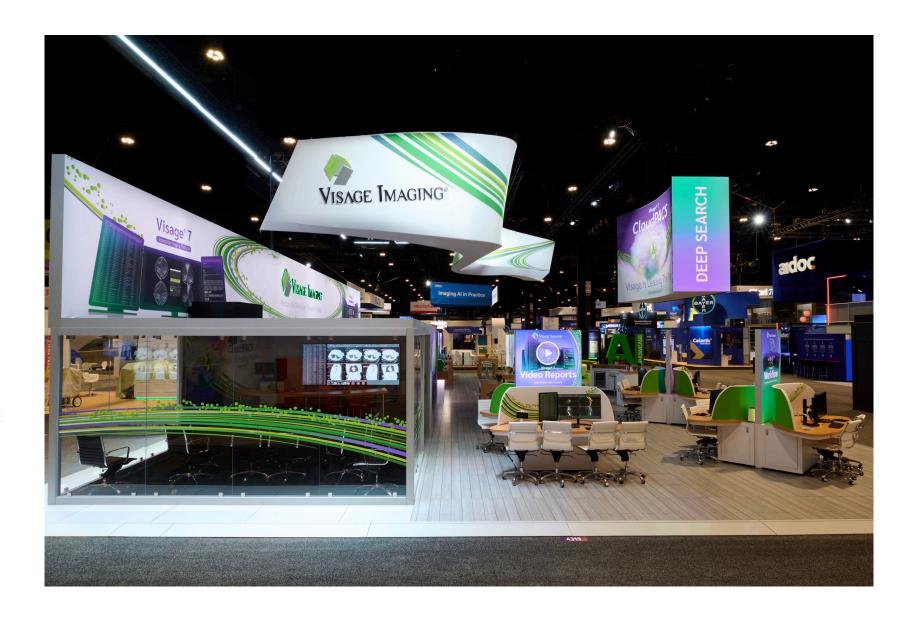




















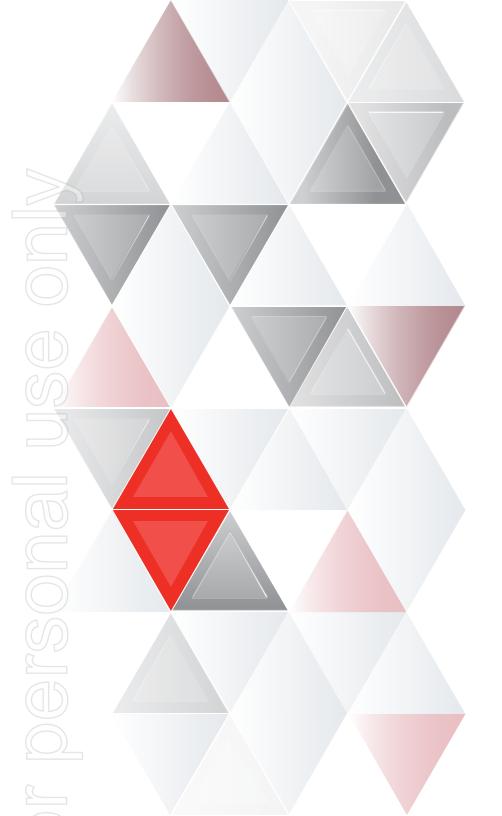




- Most successful half in company's history
- North American footprint continues to grow strongly
- Expanded product portfolio "full stack" solution
- Proven remote implementation & support capability
- Cloud huge strategic advantage over competitors
- Unparalleled value proposition both Clinical and Financial ROI
- Pipeline Continues to grow strongly.
- Visage Al-Accelerator strategically positioned to leverage Al







THANK YOU



