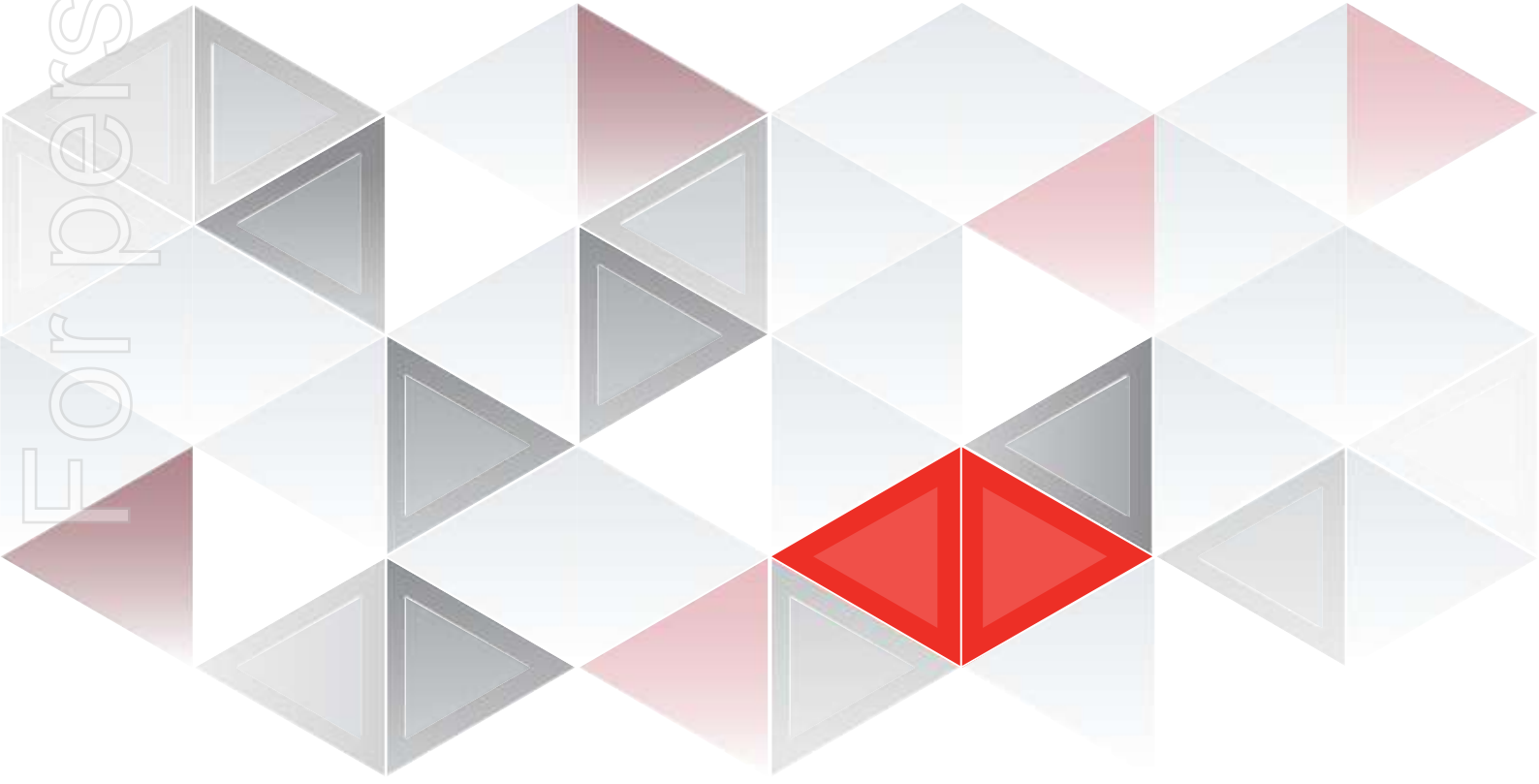


For personal use only



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

HY 2025 Presentation



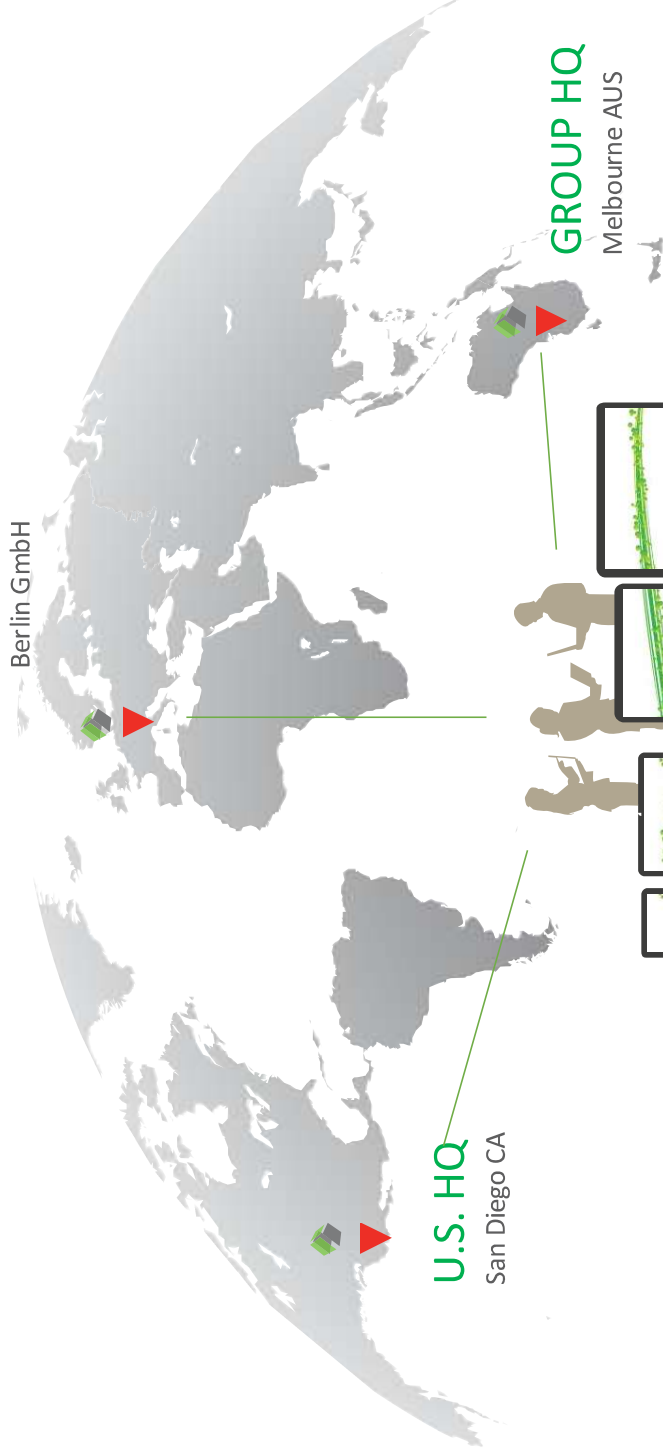
For personal use only

# PRO MEDICUS (ASX:PME)

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

Leading edge products, growing global presence.

**EU HQ/R&D**  
Berlin GmbH



**U.S. HQ**  
San Diego CA

**GROUP HQ**  
Melbourne AUS

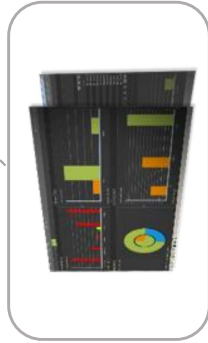
**OVER 40+ SOFTWARE ENGINEERS**

**pro medicus**  
OUR SUPPORT. YOUR SUCCESS





# VISAGERIS



VISAGERIS

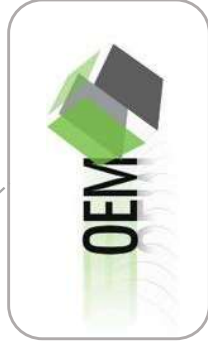


[promedicus.net](http://promedicus.net)

# VISAGE7



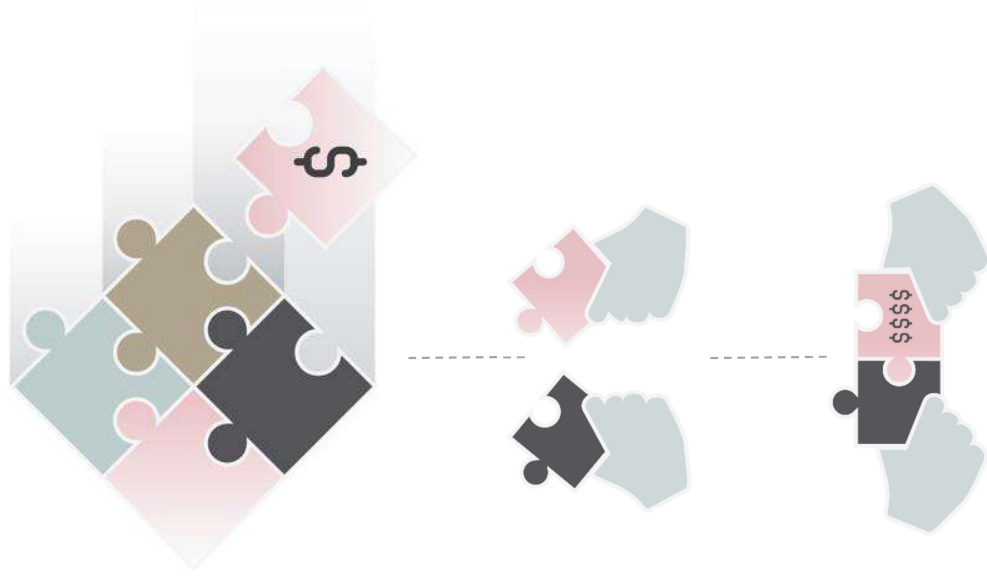
VISAGE 7  
PRODUCT  
SUITE



OEM

## HY 2025 – Results

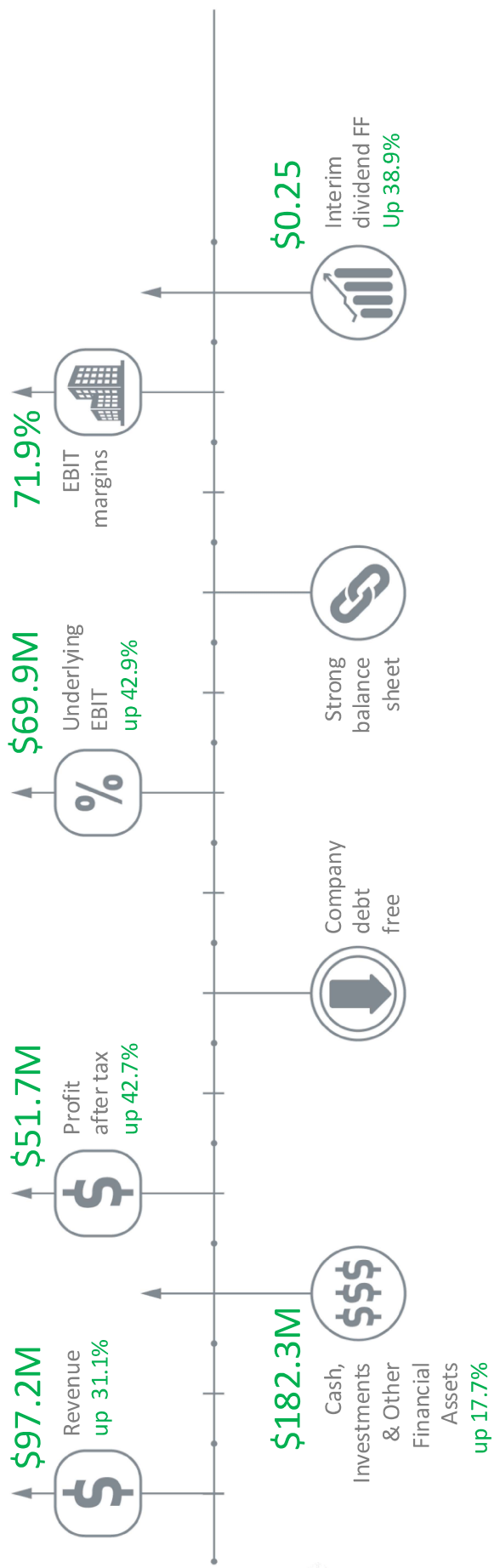
- Record first half
- Record new contract wins, renewals and upgrades
- Major implementations completed in half including BS&W, OHSU and others
- Progress with other ologies and AI
- Forms strong base for growth in FY25 and beyond





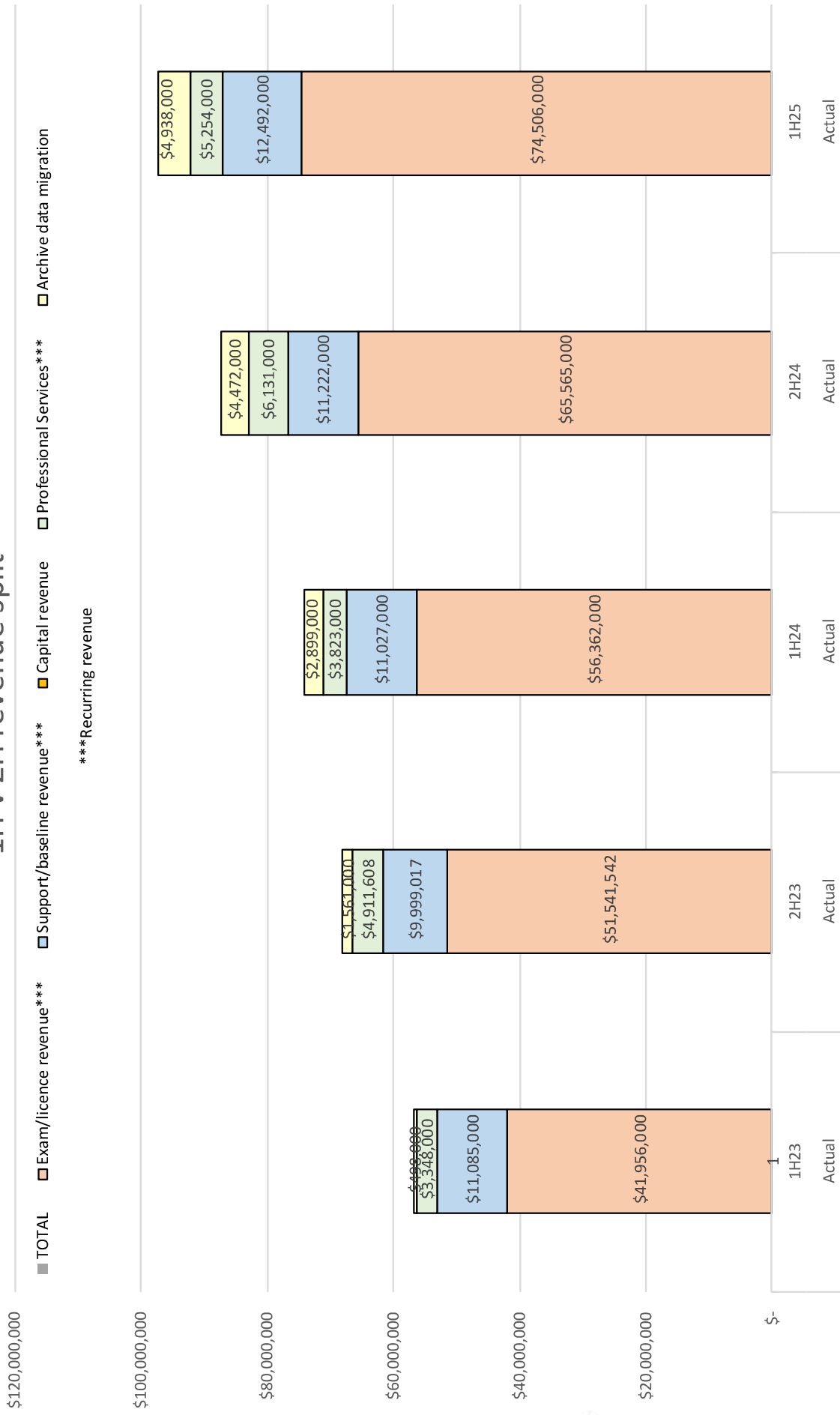
For personal use only

# RESULTS HY 2025



For personal use only

### 1H v 2H revenue split



For personal use only

# HIGHLIGHTS

## HY-2025



# HIGHLIGHTS

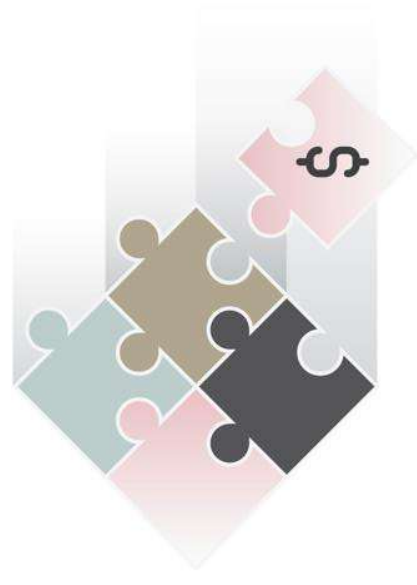
## HY-2025



## OPERATIONAL (TRANSACTION) MODEL

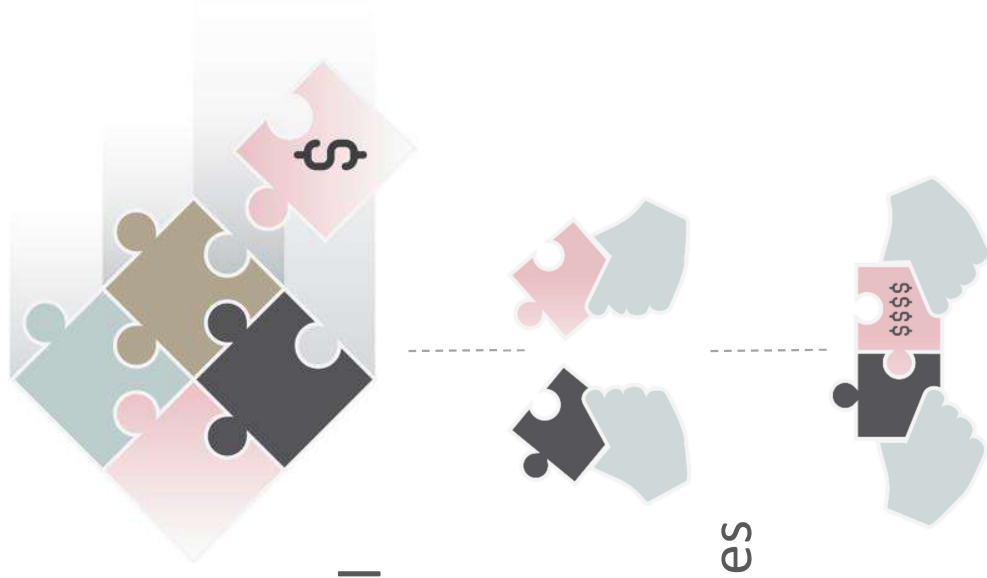
- Used in vast majority of US contracts
- Delivered as SaaS model
- Used in newer RIS contracts in AUS
- Model based on transaction minimums
- Forward revenue > A\$894M/5 years\*
- Upside as client examination volumes grow
- Annuity style revenue stream – greater predictability

\* Assumes key contracts up for renewal are renewed



## OPERATING LEVERAGE

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

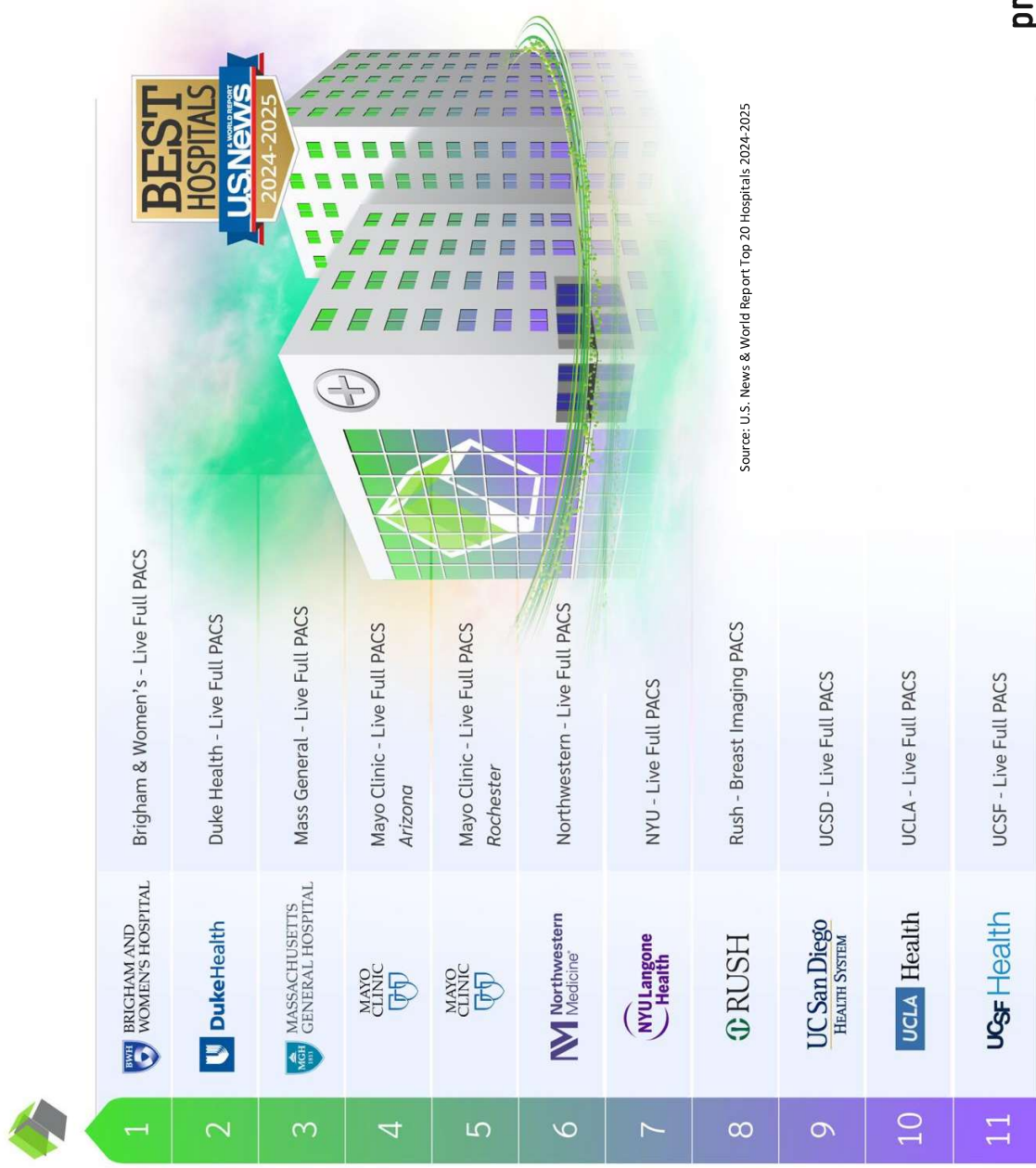


# For personal use only

## In Review | 2024/2025 Top Hospitals (alphabetical order)

### >50% of The Best Hospitals Use Visage

Out of the top rated U.S. hospitals (11 out of 20) use Visage 7 for PACS.





## Increasing footprint in the IDN space

- IDNs represent the largest segment of the market
- IDN clients across broad spread of opportunities from large multi-state to smaller regional
- Most recent IDN sales for more than one Visage product – many “full stack”.
- All recent IDN opportunities Cloud deployed
- Increasing network effect in this important market segment.





## Growing footprint in the Private Market

- Private market previously “dormant” due to heightened M&A activity
- Opportunities now opening for Visage
- Duly Health & Care - \$30M 7-year deal
- Cloud a key factor in this market
- Network effect in this market segment.



US Radiology Specialists



# For personal use only

## VISAGE RIS

**VISAGERIS**

Recent ▾ Dr R Simpson ▾

RECEPTION TECHNOLOGIST DOCTOR TRANSCRIPTIONIST SEARCH OFFICE CLAIMING SETUP

Requested Arrival Billing Banking

Region Northern

Book

Visage X-ray Visage General Hospital Visage US Room 1 Visage US Room 2 Visage US Room 3 Visage Mammogram

Blocked Canceled Procedure Patient AM PM

Reset

1 2

APPOINTMENT

Tue, 17-Oct-2017 10:30 AM - 11:00 AM

Mr John SMITH

Male 05-Oct-1977 (40y) H: (03) 1212-1211 Visage General Hospital Visage

450 Swan Street... Dr Doogie Ho (03) 9800-1231 Appointment(s) Medium

ACCESSION 10.1270

SUMMARY

Patient: SMITH, Mr John 10.645  
 Born: 05-Oct-1977 (40y)  
 Male  
 (03) 1212-1211  
 Address: 450 Swan Street RICHMOND VIC 3121  
[View all details](#)

Referrer: Dr Doogie Howser 00000000  
 Practice  
 Address: 23 Holywood lane ThePlace RICHMOND VIC 3121 Australia  
 Referral date: 09-Oct-2017  
 Referral period: 12

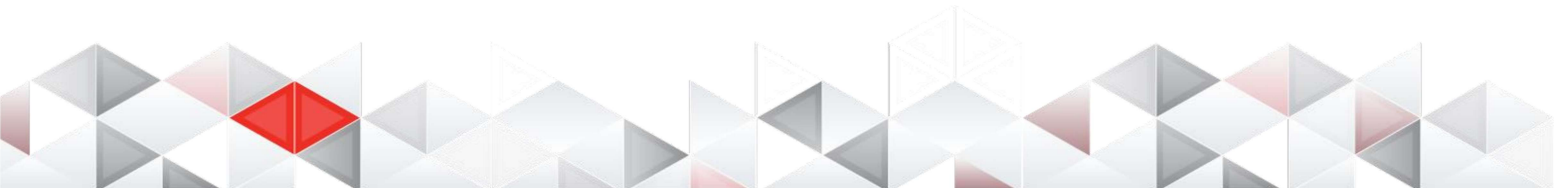
Accession: 10.1270  
 Order Status: Arrived (1/1)

Save Cancel

## VISAGE RIS

- Long term contracts with Lumus (Primary Healthcare) and I-MED, the 2 biggest radiology providers in AUS
- Upside via organic and M&A growth
- Increased market interest – new opportunities
- PME undisputed market leader





For personal use only

Visage 7.0

Continues to be #1 in Speed, Functionality and Scalability.



SPEED



FUNCTIONALITY



SCALABILITY



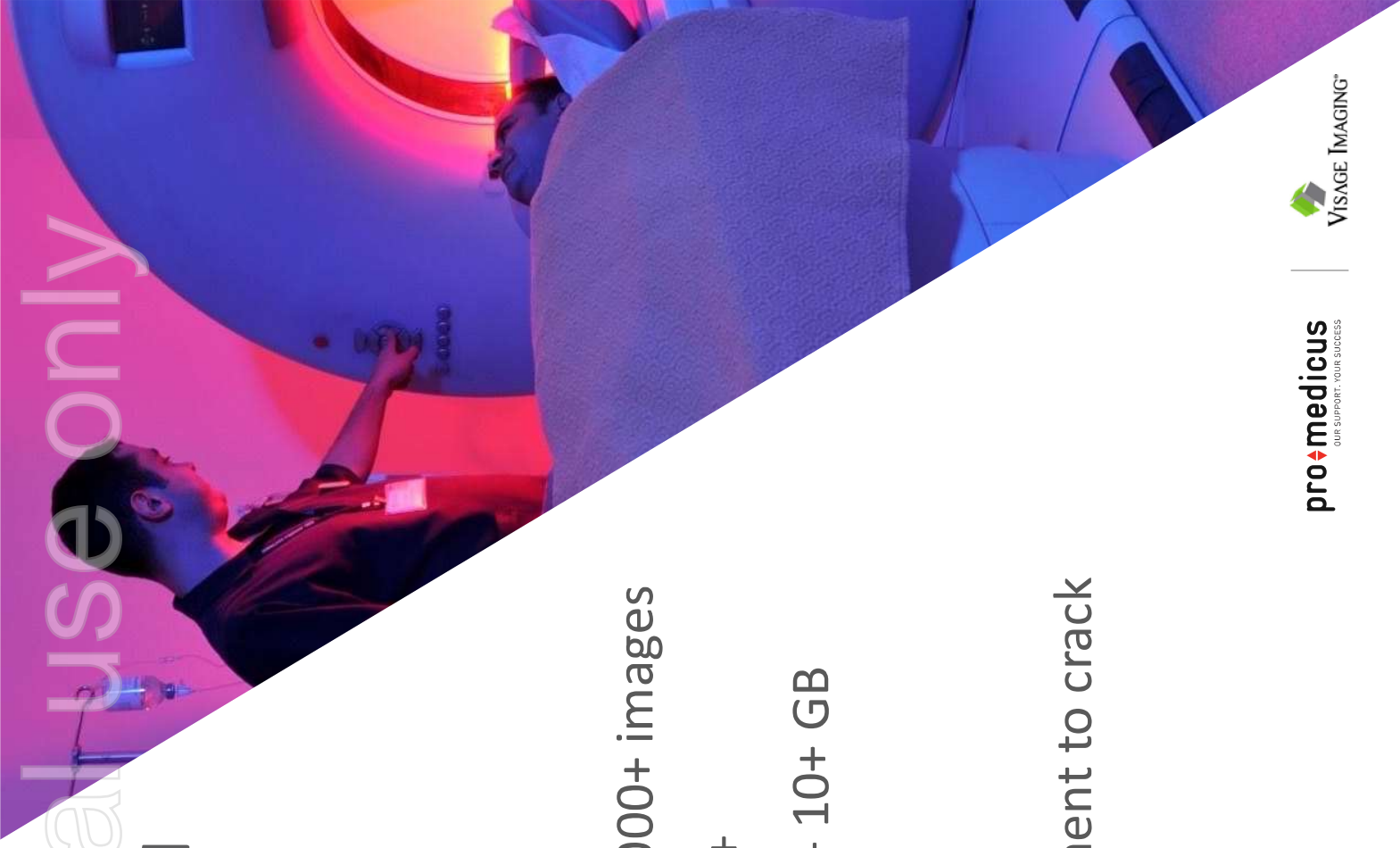
**pro**medicus  
OUR SUPPORT. YOUR SUCCESS

 **VISAGE IMAGING**

For personal use only

## 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
- Breast Imaging – the 1<sup>st</sup> department to crack

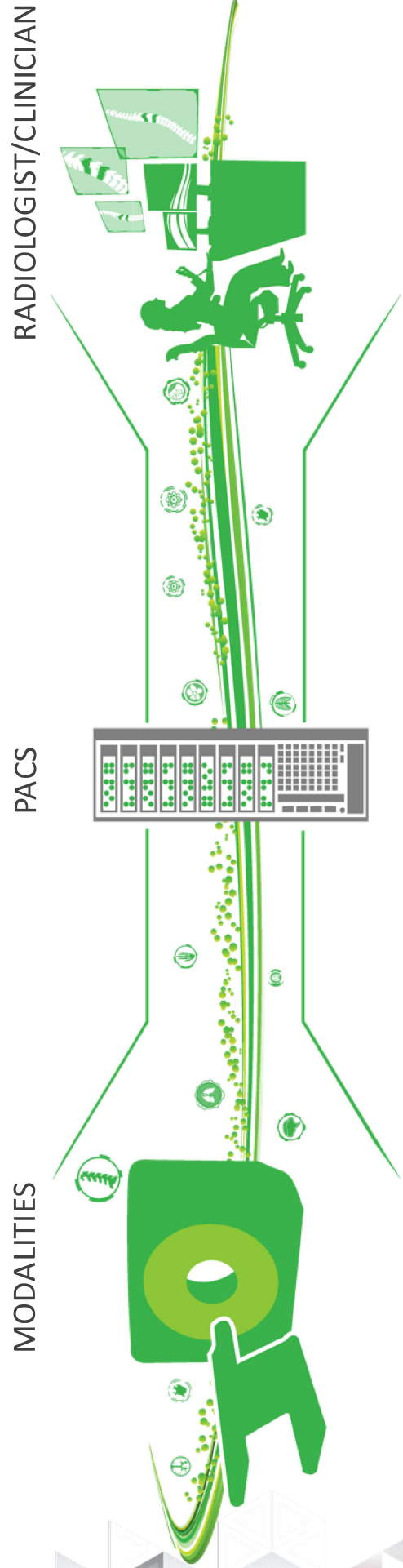




For personal use only

# LEGACY TECHNOLOGY

“Compress and Send”

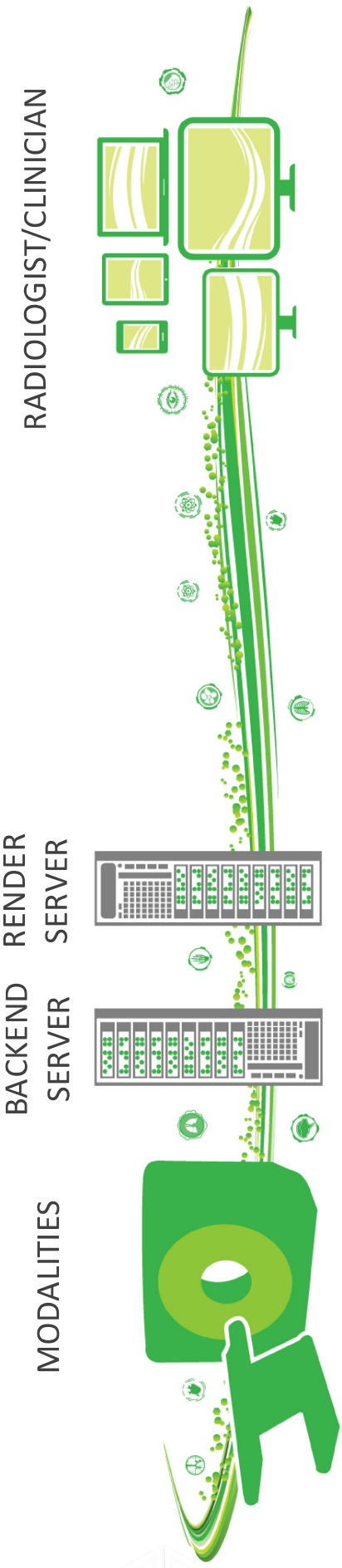


For personal use only

SOLUTION:

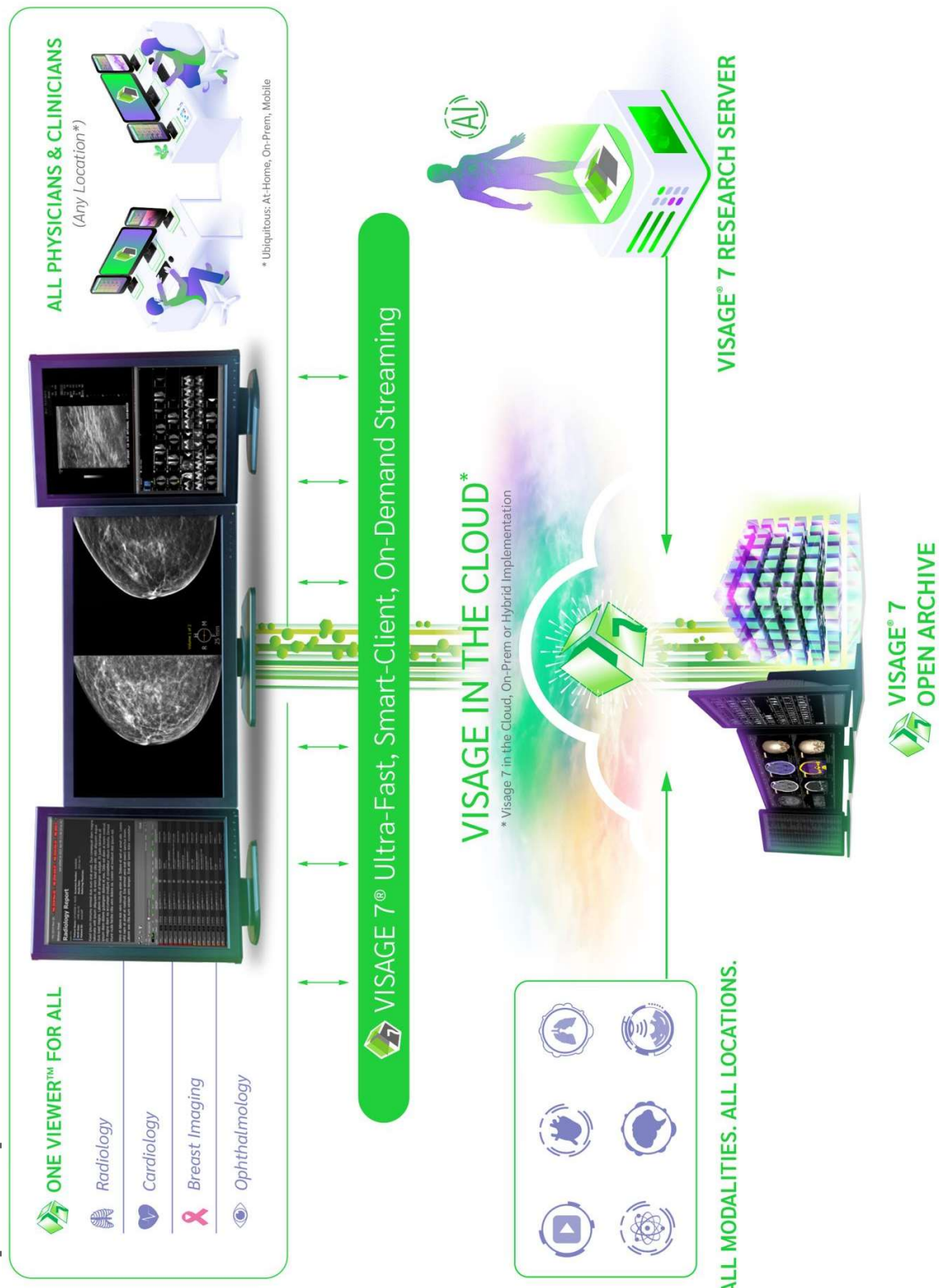


## VISAGE 7 Streaming Technology



For personal use only

# SOLUTION: Visage 7 Streaming





## 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
- New highly optimized hybrid model (onsite + remote)
- A key differentiator of Visage offering

## Trinity Health



- One of the top 10 IDNs in North America
- \$330M (minimum), 10-year deal
- Full Stack – Viewer worklist and archive
- To be fully cloud deployed
- Implementation to commence in September 2025
- Regions phased in over 18-month period
- One of the largest deals in radiology IT

## Duly Health & Care



- \$30M, 7-year deal
- Our largest sale to date in private market
- Confirms Visage platform suited to multiple market segments
- Opens more opportunities in the private market space

## Visage 7 OA - Upgrades

- 2 key upgrades to V7 OA
- NYU \$24M, 5-year deal
- Duke \$15M, 5-year deal
- V7 OA - catalyst for transition to cloud
- Confirms V& OA & cloud upgrade path for others



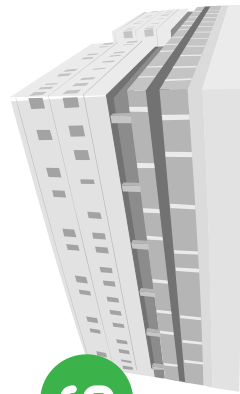
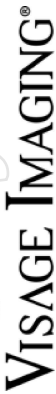
## Renewals

- 2 key renewals in 1<sup>st</sup> half
- Mercy \$98M, 8-year renewal
- Large RIS customer \$32M, 5-year renewal
- 100% renewal rate to date
- All renewals at higher price point than original contracts
- Many for longer terms than original contract

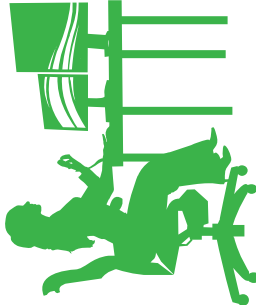


For personal use only

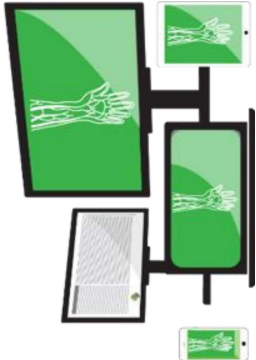
# VISAGE – PROVEN ROI



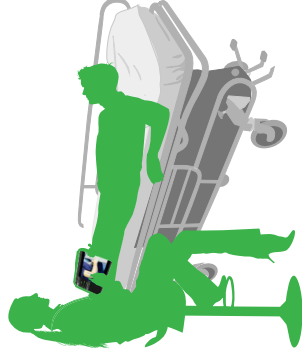
Significant IT & Infrastructure Savings



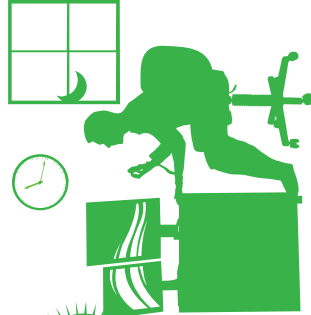
Unparalleled Increase in Radiologist Efficiency



Greater Clinical Accuracy



Improved Physician Engagement



Delivers Superior Value Proposition



For personal use only

Clinical Outcomes



Moving the Needle



For personal use only

## Visage Imaging | Moving the needle

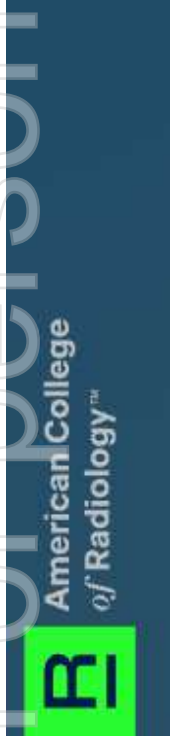
“First of all, I want to say you have a great platform. The registration, fusion, and linking to 2 prior studies at once is mind blowing”.

“I have never been able to visualize vessels like this in a PACS, this is so impressive!” (neuro radiologist)

“Visage has everything! It’s way more powerful than our previous system. It’s almost infinite.”

For years we have been struggling to determine if a tumor was recurring or not, now we can with Visage.

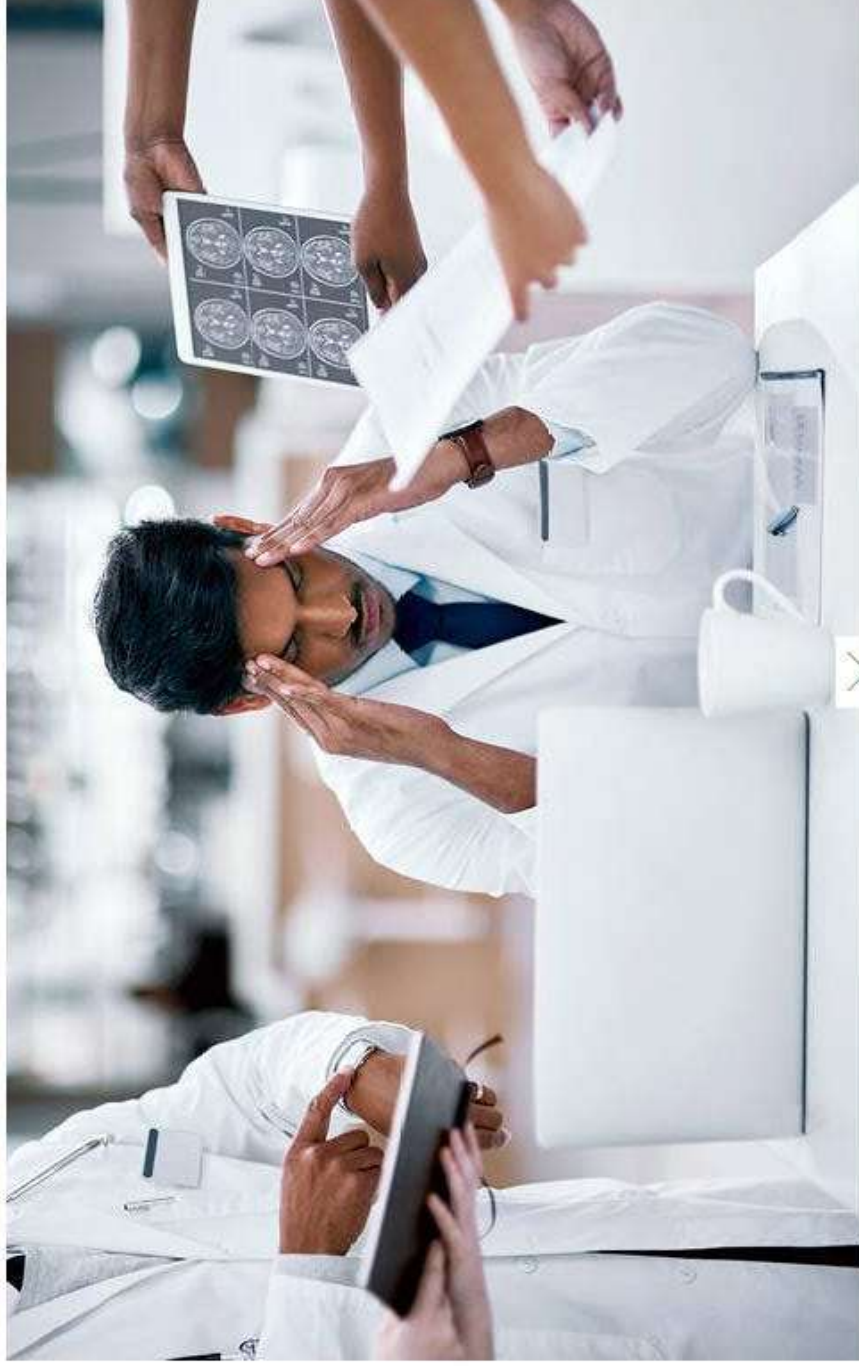




March 01, 2024  
Chair of the Commission on Economics  
Gregory N. Nicola, MD, FACR

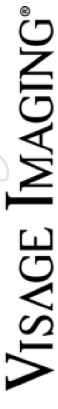
## How Will We Solve Our Radiology Workforce Shortage?

As the U.S. population ages, government-funded residency programs are not keeping pace with an increasing need for more radiologists.



“There is a palpable shortage of radiologists in practices and academic departments across the United States, with more than **1,400** physician positions posted right now on the ACR job board.”

## Are there enough Radiologists?



- Acute worldwide shortage of radiologists
- Reduced intake of radiology residents over last few years – fears AI would take over
- Larger datasets – more images to look at
- Work Life balance post COVID – work from home part of the mix
- Many groups struggling to handle current workload
- Groups starting to cut back on existing contracts

For personal use only



Up to  
**50%**  
Increased Efficiency



# Reduce Burnout

Work Faster, Smarter. Achieve PACS Nirvana.



For personal use only

## Visage CloudPACS

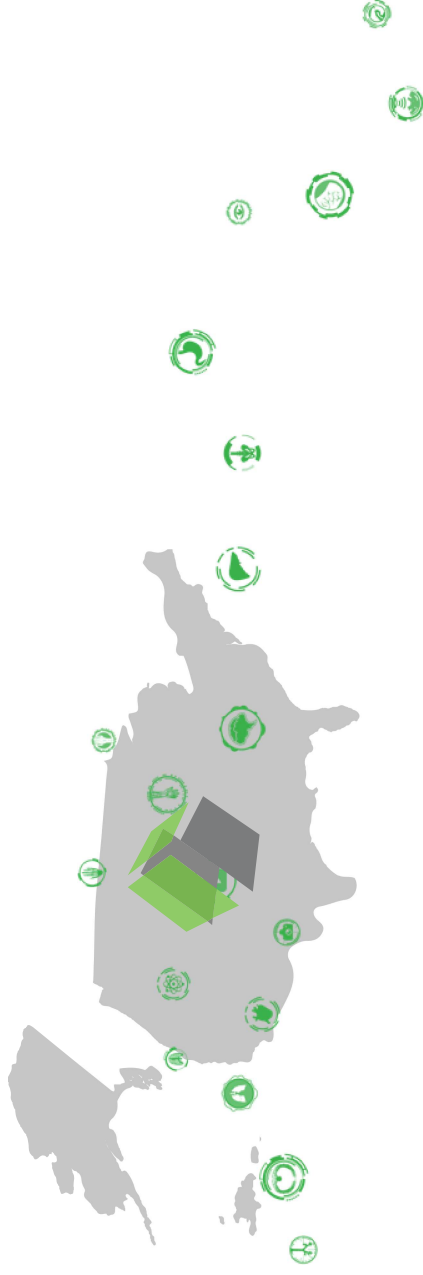
- Offers increased security and scalability of cloud
- Faster than on-premise solutions
- 100% of Visage US sales in the last 4 years CloudPACS
- Large scale implementations in all 3 Tier 1 cloud vendors - AWS, Azure and Google GCP
- Massive strategic advantage over competitors

For personal use only

# GROWTH STRATEGY

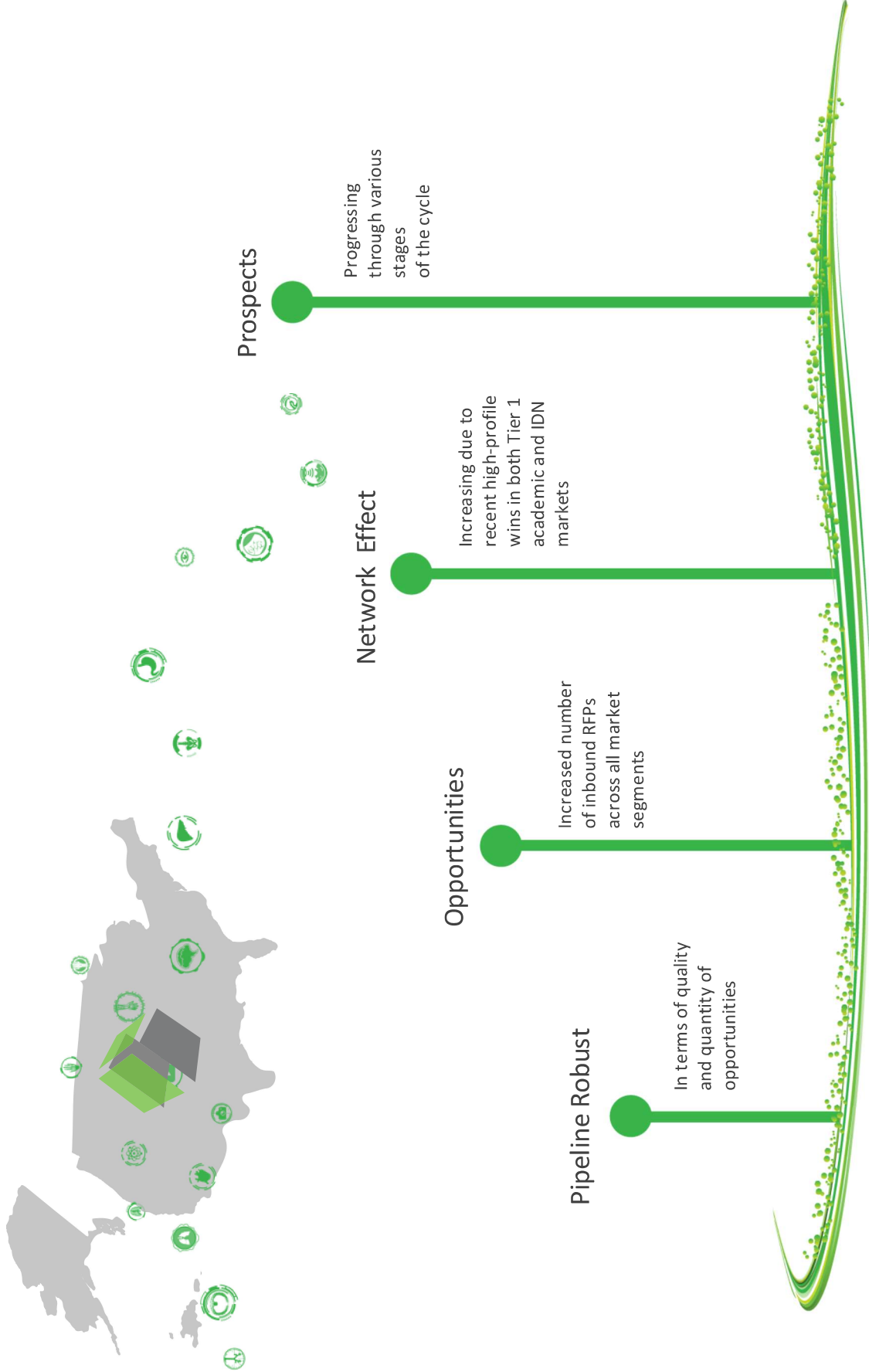


## US – TAM



- 650 Million exams performed per annum in the US
- Growing by ~ 2 to 3% per annum
- Visage able to address 100% of TAM from a product perspective
- ~ 85% of TAM addressable from commercial perspective – “full stack”, Cloud
- Current penetration increased to just under 9% and growing
- Large addressable runway

# North American Pipeline



For personal use only

## VISAGE 7 OPEN ARCHIVE

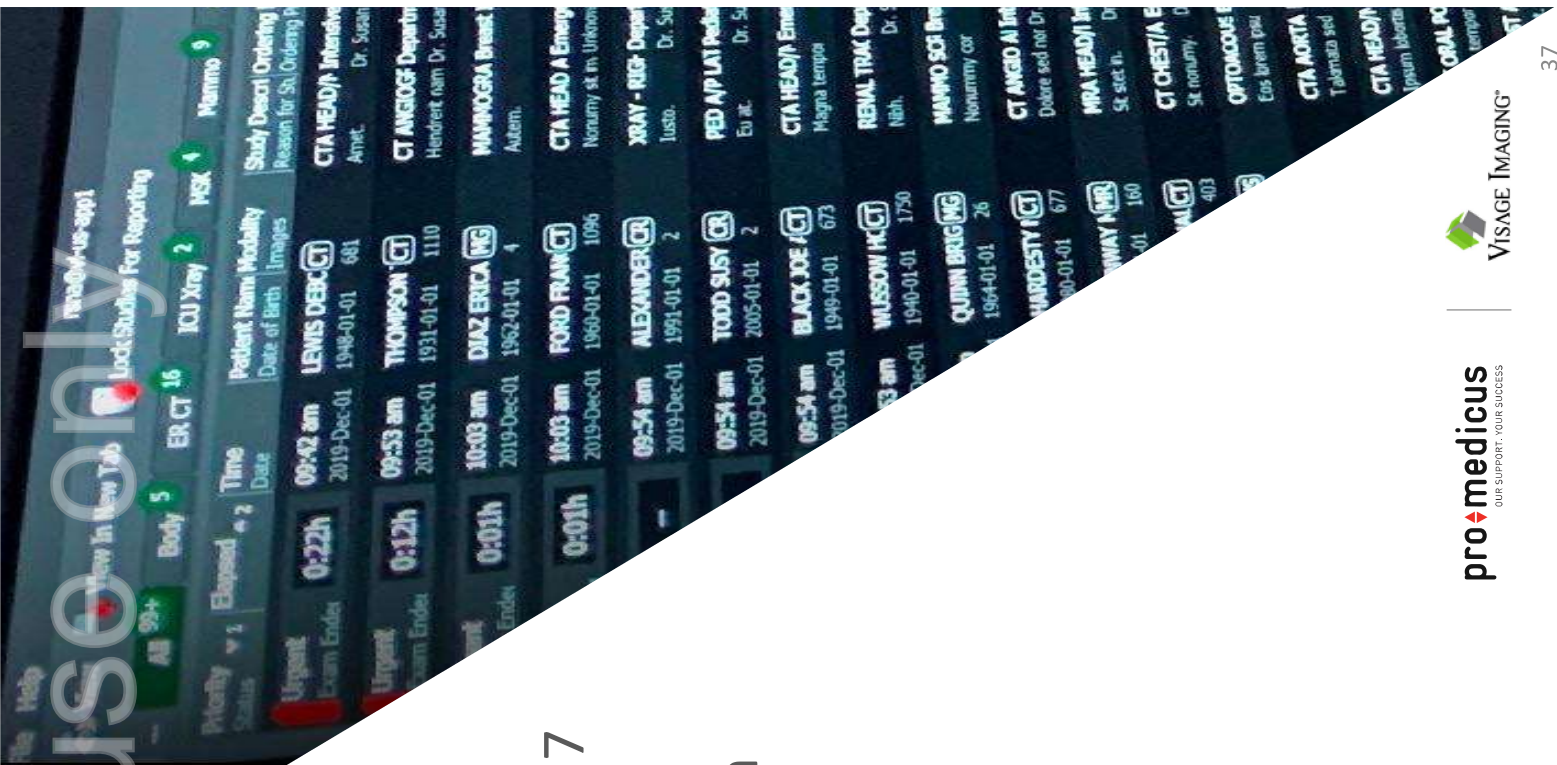


- Same highly scalable Visage 7 platform
- Enables choice of single vendor solutions
- Visage 7 Open Archive best in breed component of “Full Stack” solution
- Pipeline includes archive opportunities
- Sales to existing customers
- Key component of Visage CloudPACS strategy
- Transaction based model with potential upside



## VISAGE 7 WORKFLOW

- Same highly scalable platform as Visage 7 Viewer and Open Archive modules
- Allows PME to offer “full stack” solution
- Integral part of Visage best in breed CloudPACS offering
- Sales to existing V7 viewer customers
- Transaction based model with potential upside







# AI uses in Radiology

## AI

### ACCELERATOR

- Imbedded in SW or imaging equipment
- Prioritisation of cases – eg intracranial haemorrhage
- Population screening eg early-stage lung nodule detection
- Aid to diagnosis – 2<sup>nd</sup> “set of eyes” breast screening
- Automated diagnosis

For personal use only

# AI Research Leadership

# AI

ACCELERATOR



**Malte Westerhoff, PhD**  
Global Chief Technology Officer



**Detlev Stalling, PhD**  
Head of Development



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





# Visage 7 - AI

## ACCELERATOR

- Visage 7 platform AI capable
- Based on GPU technology
- Open API enables native integration
- AI Ecosystem - 3<sup>rd</sup> party and Visage developed algorithms
- Joint development/commercialisation opportunities - 3<sup>rd</sup> parties and academic clients.

For personal use only

# AI – Breast Density

American Roentgen Ray Society (ARRS)

PACS-integrated machine learning breast density classifier:  
**CLINICAL VALIDATION**

Yale  
NewHaven  
Health

NYU Langone  
Health

VISAGE  
IMAGING®

The researchers found that the AI model showed extremely good agreement with the radiologists at 99.3%.



For personal use only

# Visage Ease VP for Apple Vision Pro



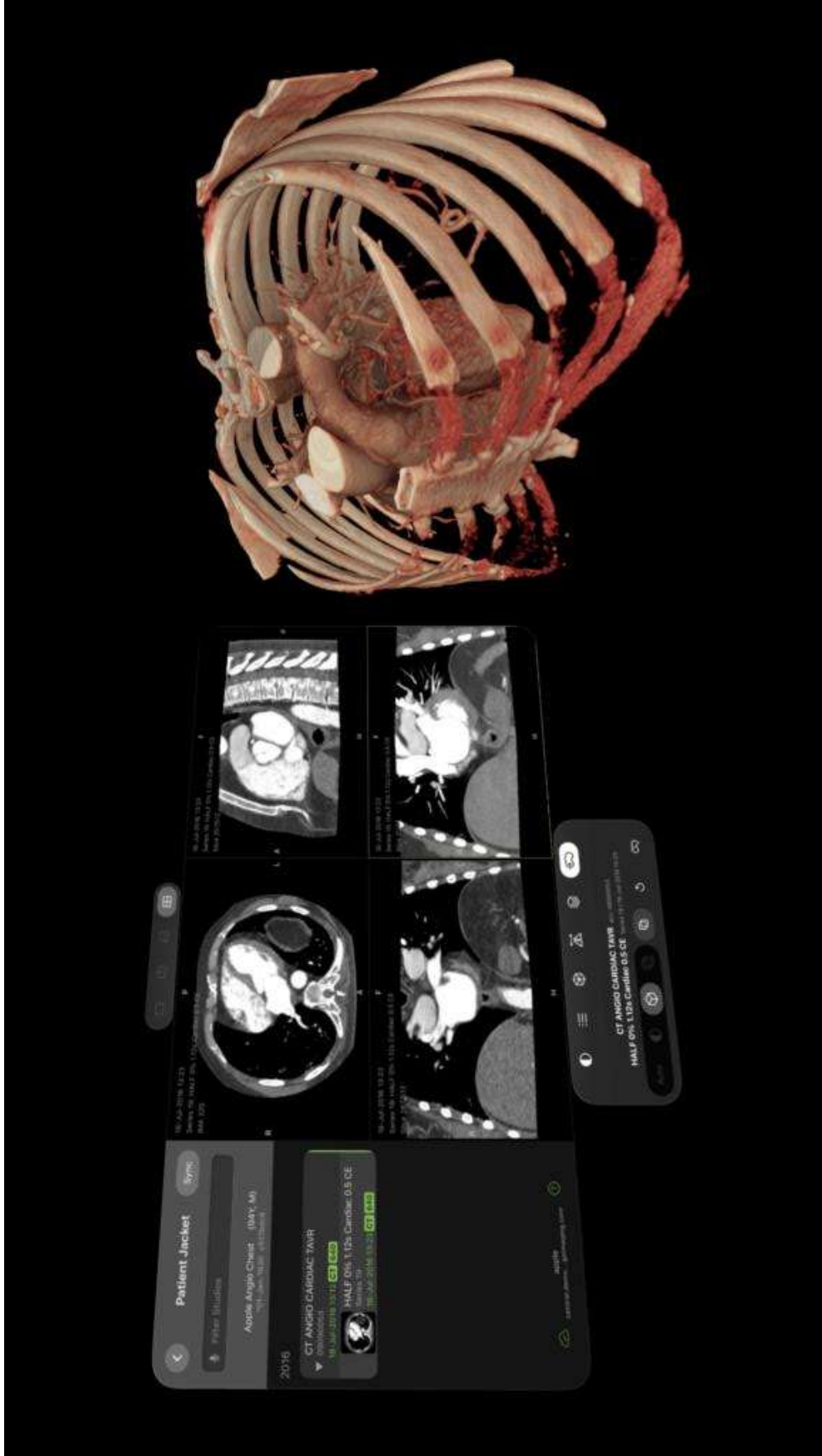
“From the Flintstones to the Jetsons”

## Visage Ease VP for Apple Vision Pro

- Launched 5<sup>th</sup> February 2024 with launch of Apple Vision Pro
- Visage's cinematic rendering engine natively embedded in Visage Ease VP
- Supports virtual screens at more than 4K resolution for each eye
- Immersive, spatial experiences for diagnostic imaging and multimedia
- Platform for immersive AI integration
- UC San Diego and other key Visage clients piloting the technology

For personal use only

# Visage Ease VP for Apple Vision Pro

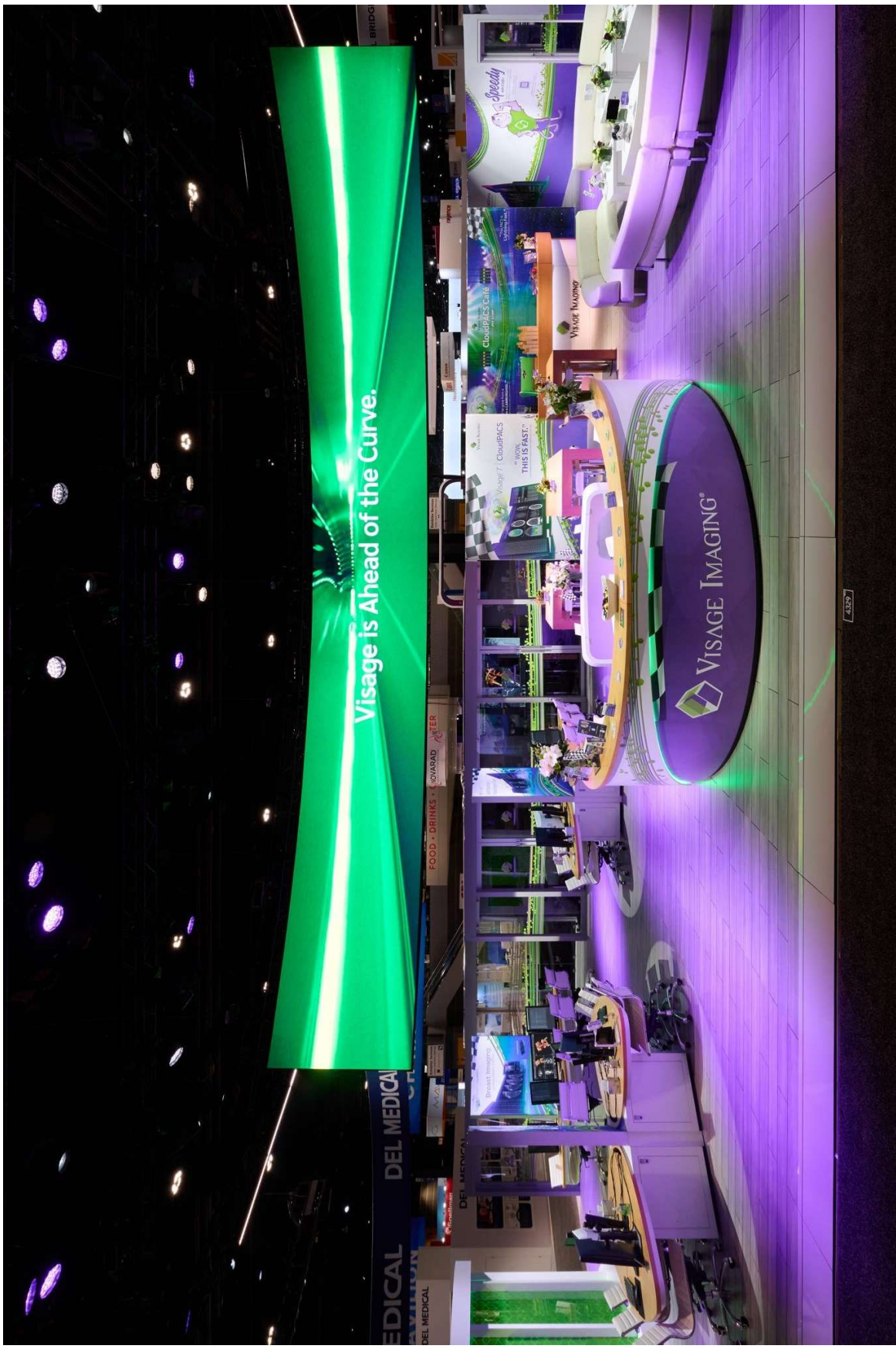


“Underpins our belief that our technology is 18 to 24 months ahead of competitors, if not more”



# For personal use only

RSNA 2024



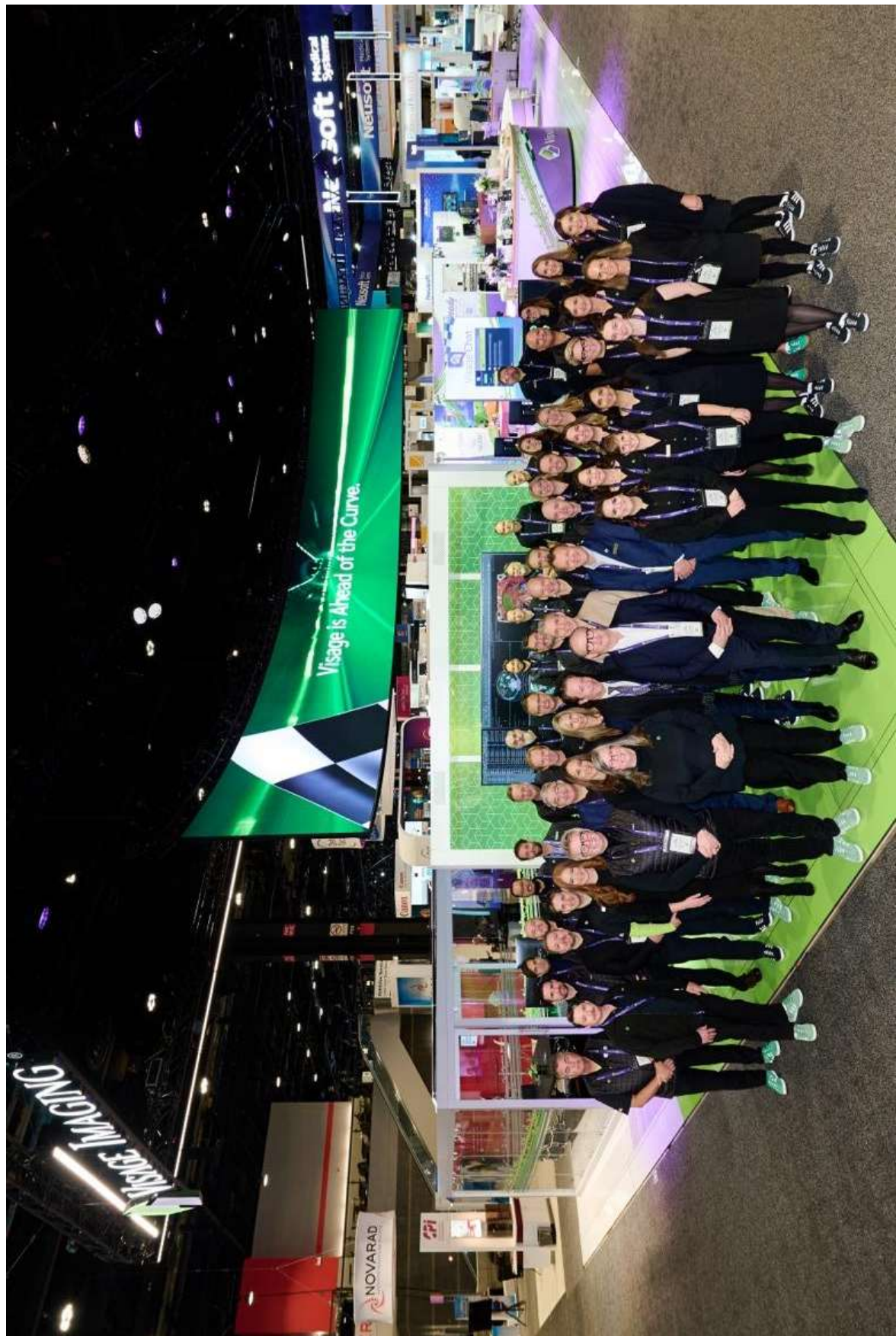
**pro+medicus**  
OUR SUPPORT. YOUR SUCCESS





For personal use only

RSNA 2024

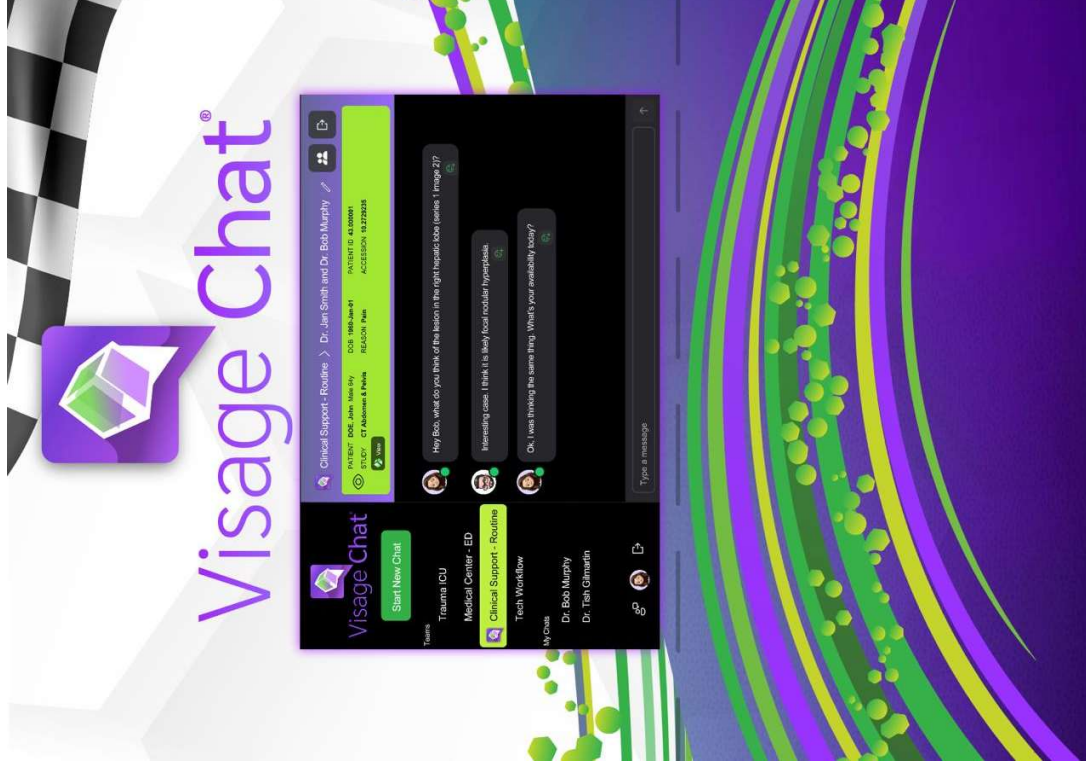


pro+medicus  
OUR SUPPORT. YOUR SUCCESS

VISAGE IMAGING

## Visage Imaging | RSNA 2024

- Debut as “work in progress” at RSNA
- Joint development between Melbourne and Berlin R&D
- Works with both Visage RIS and Visage 7.0
- Context sharing and launching of Visage 7 Live Connect
- Available in Q2 2025

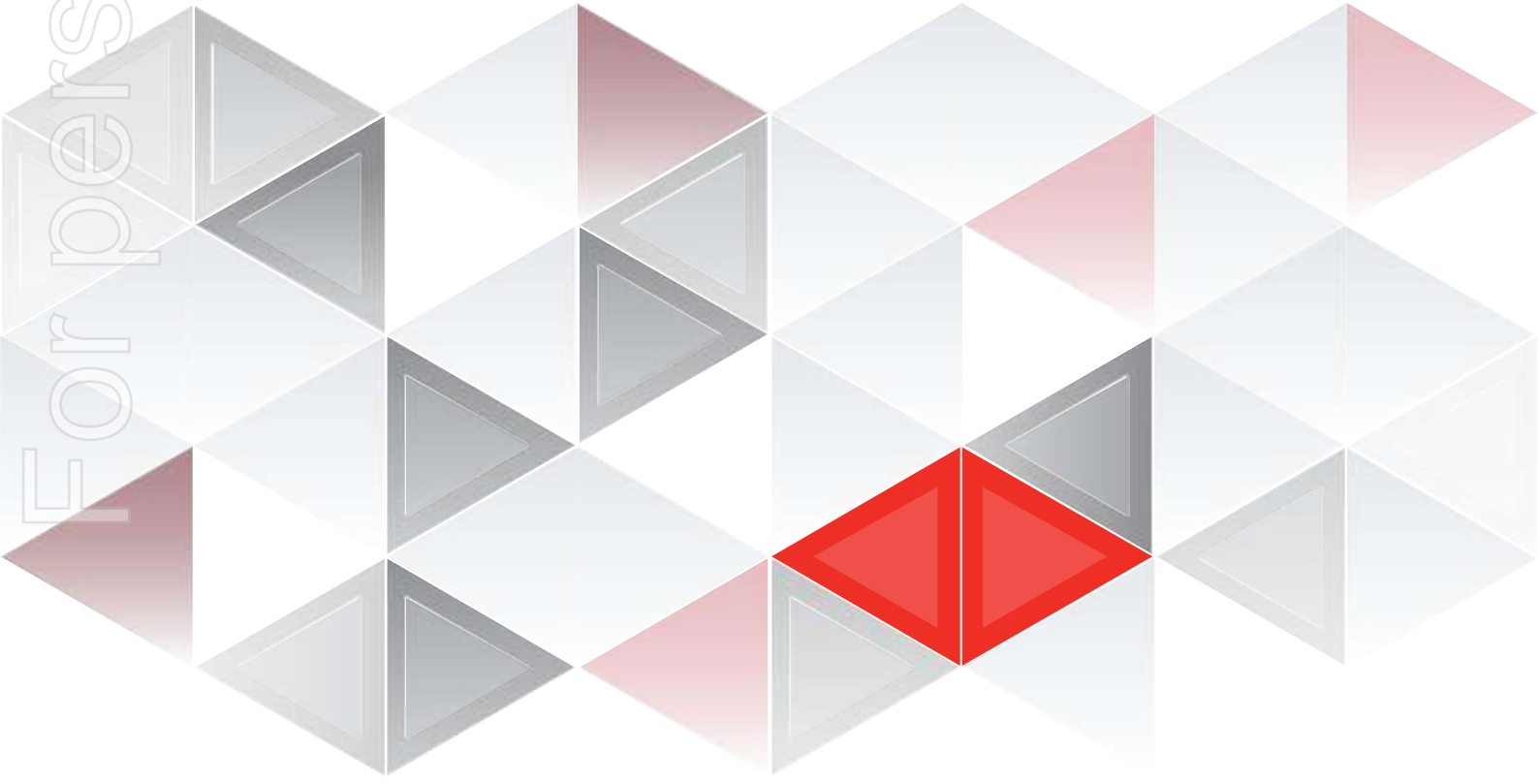




# HY 2025 - Summary

- Record – Revenue and NPAT
- 2 contract renewals with minimum TCV of AUD\$130M
- Record new sales for the half - minimum TCV \$385M
- 2 Major implementations completed - BS&W and OHSU
- Strong pipeline across broad range of opportunities
- Strategically positioned to leverage AI and other “ologies”
- RSNA 2024 – our biggest to date

For personal use only



THANK YOU