



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

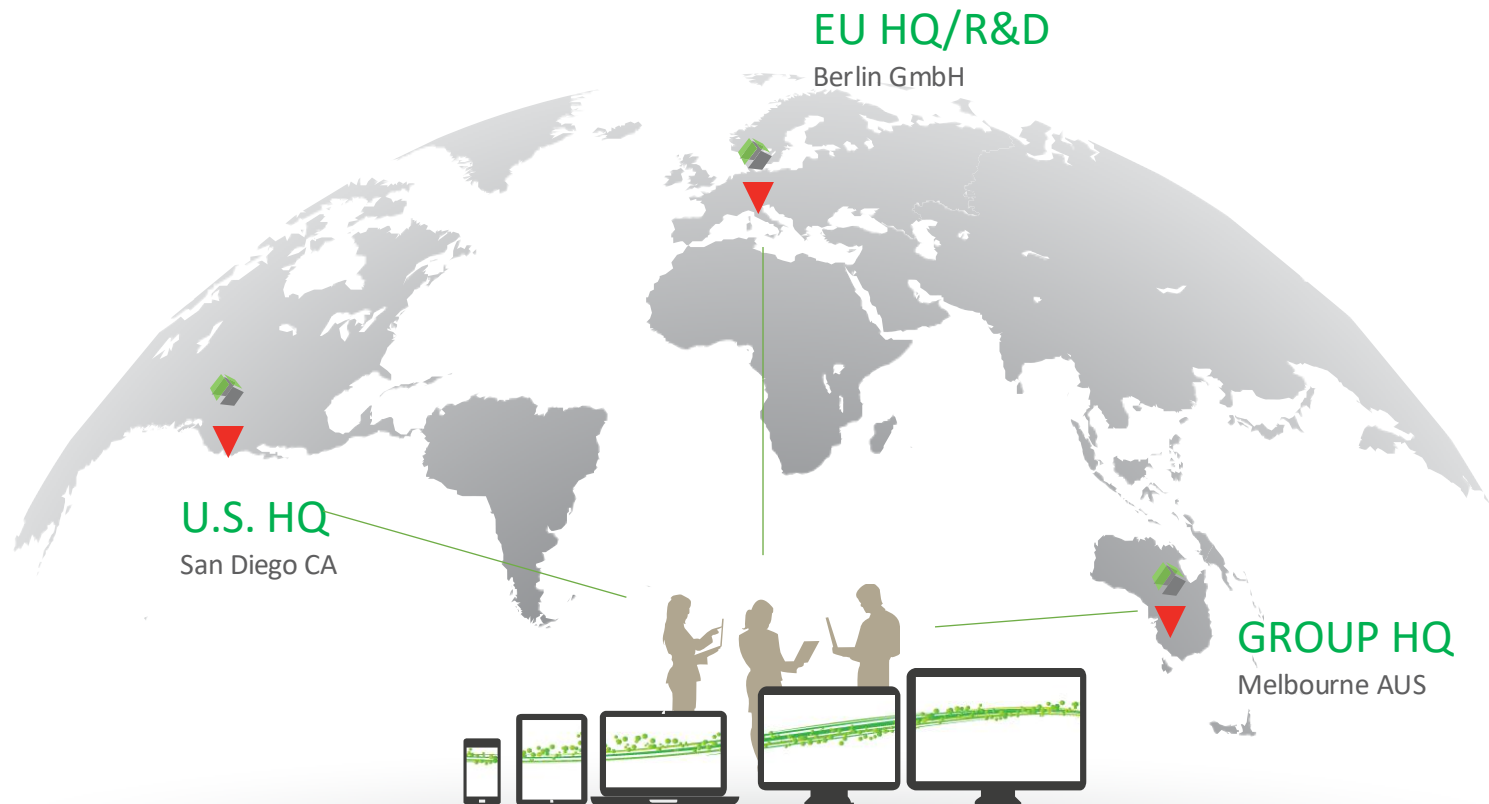
HY 2025 Presentation


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.

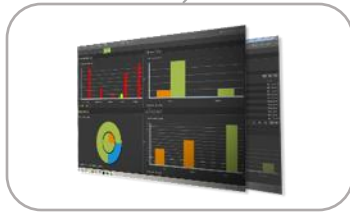


OVER 40+ SOFTWARE ENGINEERS

 ASX:PME



 VISAGE RIS



VISAGE RIS



pro+medicus.net

 VISAGE 7



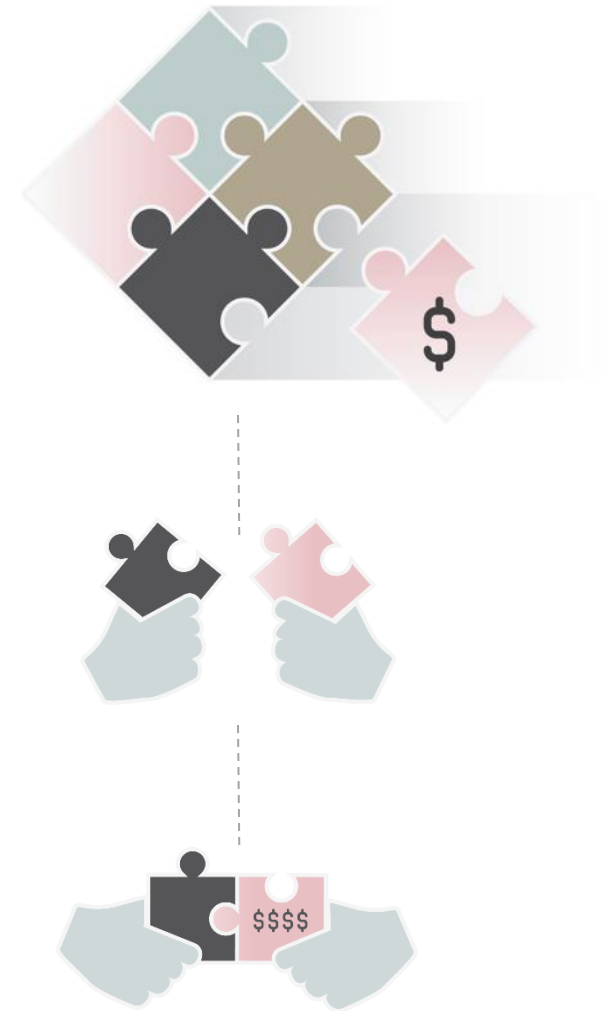
VISAGE 7
PRODUCT
SUITE



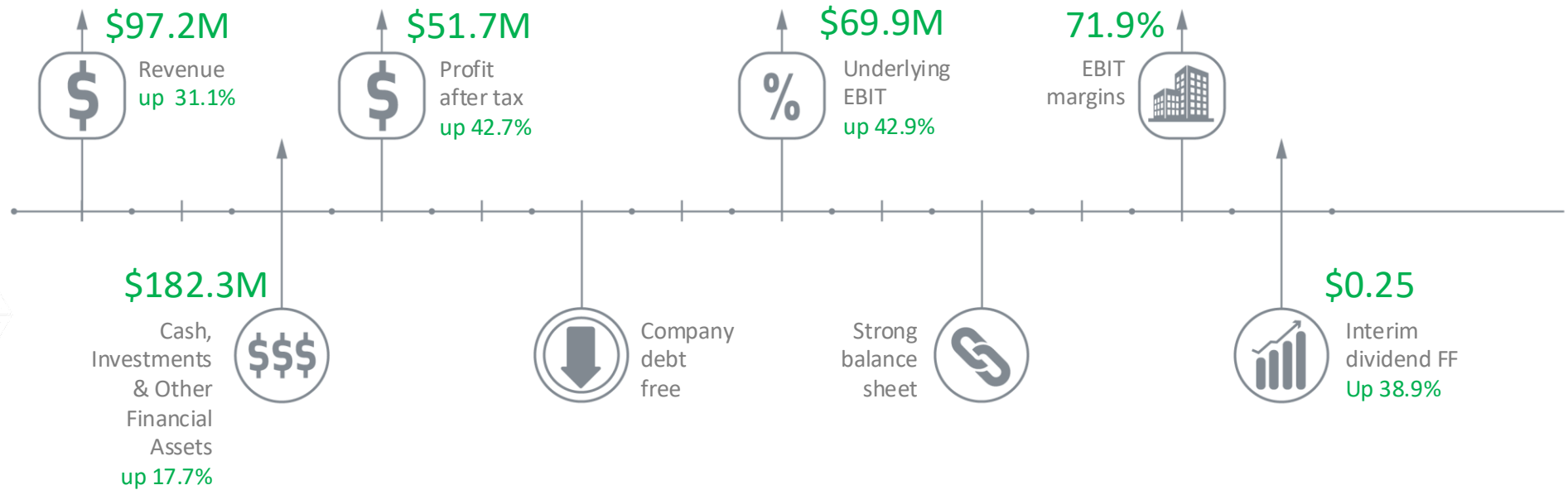
OEM

HY 2025 – Results

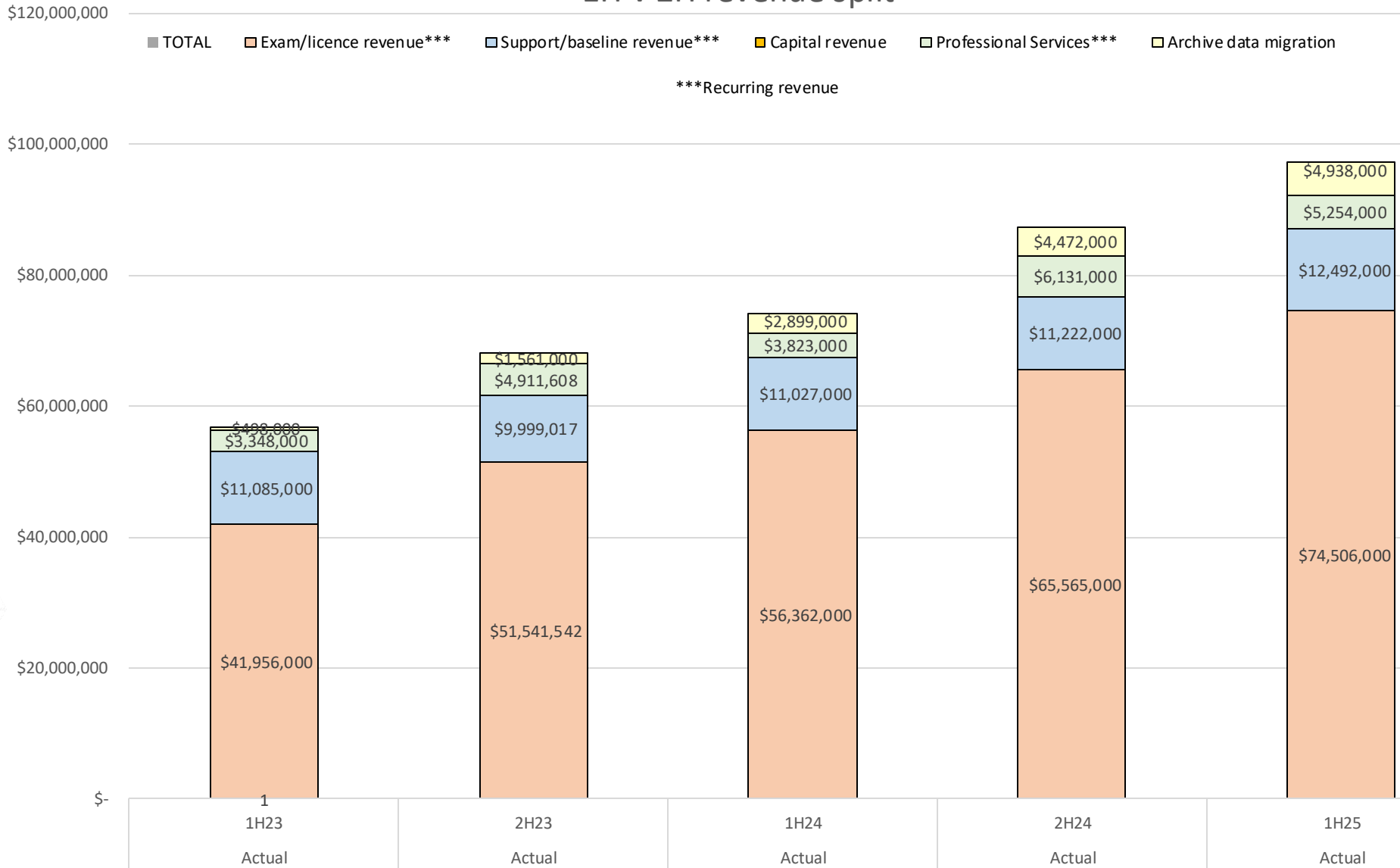
- Record first half
- Record new contract wins, renewals and upgrades
- Major implementations completed in half including BS&W, OHSU and others
- Progress with other ologies and AI
- Forms strong base for growth in FY25 and beyond



RESULTS HY 2025



1H v 2H revenue split



HIGHLIGHTS HY-2025



HIGHLIGHTS HY-2025



OPERATONAL (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



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.



1	BRIGHAM AND WOMEN'S HOSPITAL	Brigham & Women's - Live Full PACS
2	DukeHealth	Duke Health - Live Full PACS
3	MASSACHUSETTS GENERAL HOSPITAL	Mass General - Live Full PACS
4	MAYO CLINIC	Mayo Clinic - Live Full PACS Arizona
5	MAYO CLINIC	Mayo Clinic - Live Full PACS Rochester
6	Northwestern Medicine	Northwestern - Live Full PACS
7	NYU Langone Health	NYU - Live Full PACS
8	RUSH	Rush - Breast Imaging PACS
9	UC San Diego HEALTH SYSTEM	UCSD - Live Full PACS
10	UCLA Health	UCLA - Live Full PACS
11	UCSF Health	UCSF - Live Full PACS



Source: U.S. News & World Report Top 20 Hospitals 2024-2025

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



VISAGE RIS



Visage RIS - Dr R Simpson (rsn) visage2 (2) @ Visage General Hospital (ris.promed.com.au)

RECEPTION TECHNOLOGIST DOCTOR TRANSCRIPTIONIST SEARCH OFFICE CLAIMING SETUP

Recent Dr R Simpson

Appointments Requested Arrival Billing Banking

Region Northern Book Visage General Hospital Tue, 17-Oct-2017 AM PM Patient Procedure Cancelled Blocked Reset 1 2

Visage X-ray	Visage CT	Visage US Room 1	Visage US Room 2	Visage US Room 3	Visage Mammo
<p>Tue, 17-Oct-2017 1</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 1</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 1</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 0</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 0</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 0</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>Lunch</p> <p>Lunch</p> <p>Lunch</p> <p>Lunch</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 Address 23 Hollywood lane ThePlace RICHMOND
 450 Swan Street RICHMOND VIC 3121 VIC 3121 Australia
[View all details](#) 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



Visage 7.0

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



SPEED



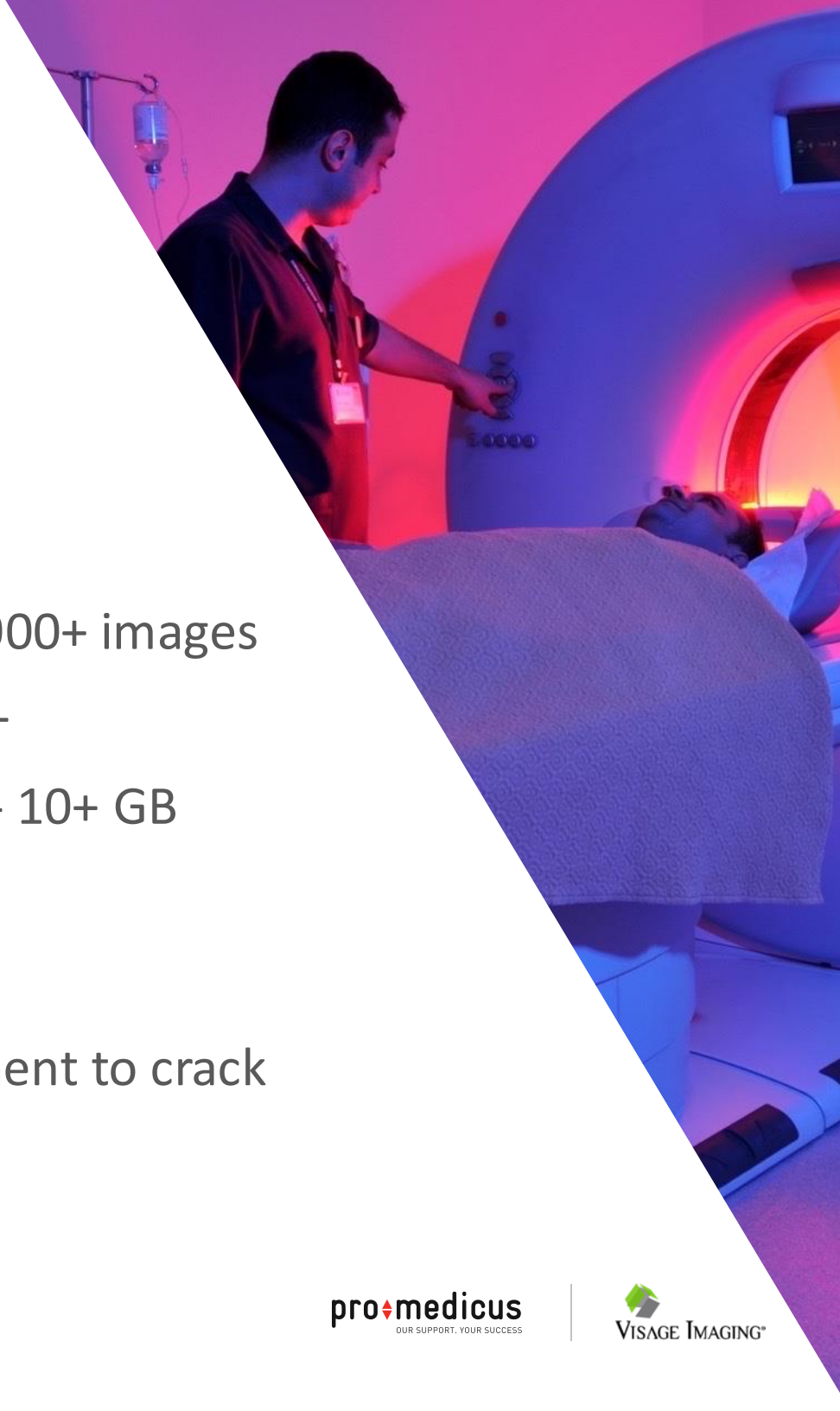
FUNCTIONALITY



SCALABILITY

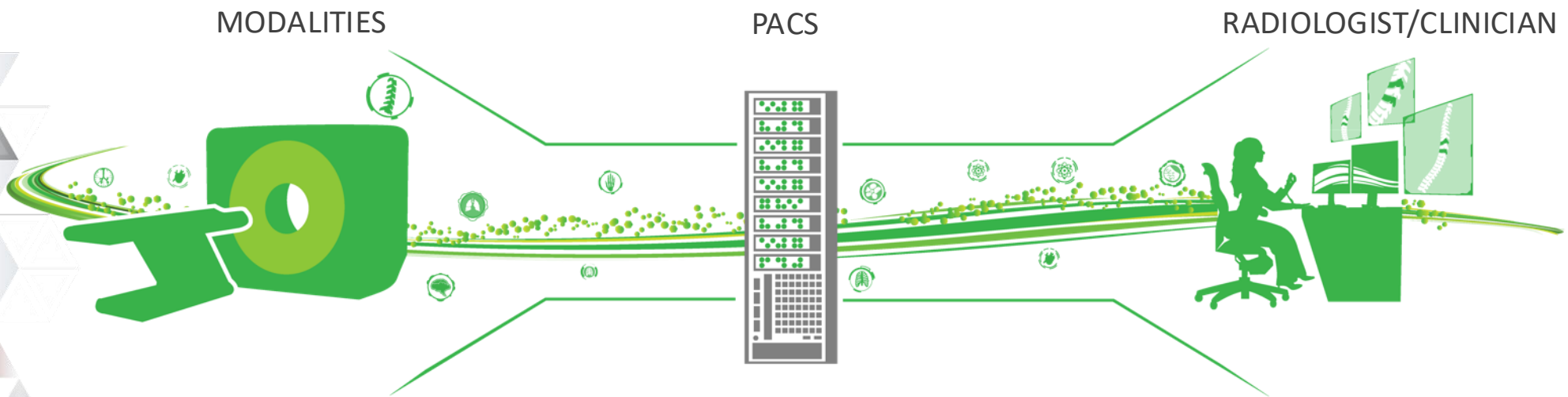
MASSIVE DATA EXPLOSION

- 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
- Breast Imaging – the 1st department to crack



LEGACY TECHNOLOGY

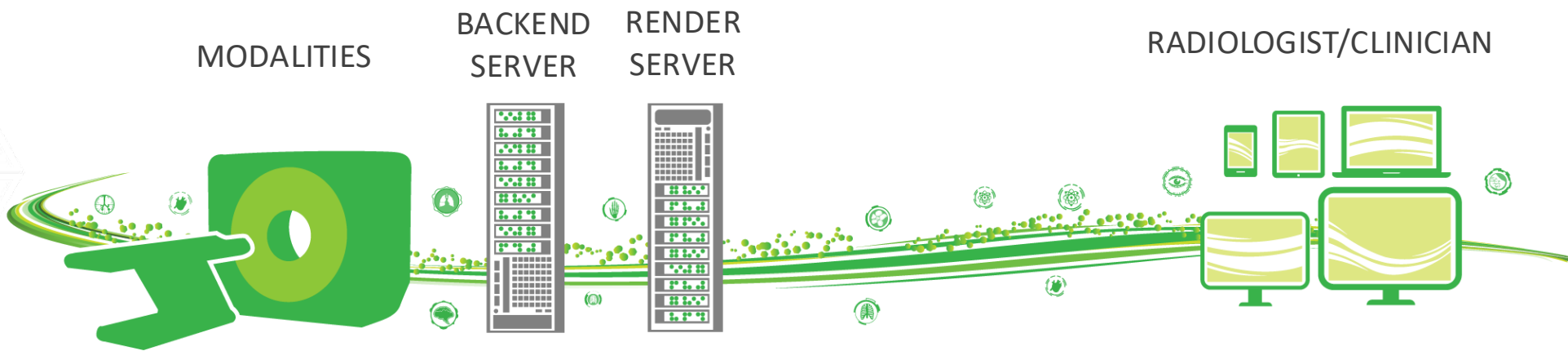
“Compress and Send”



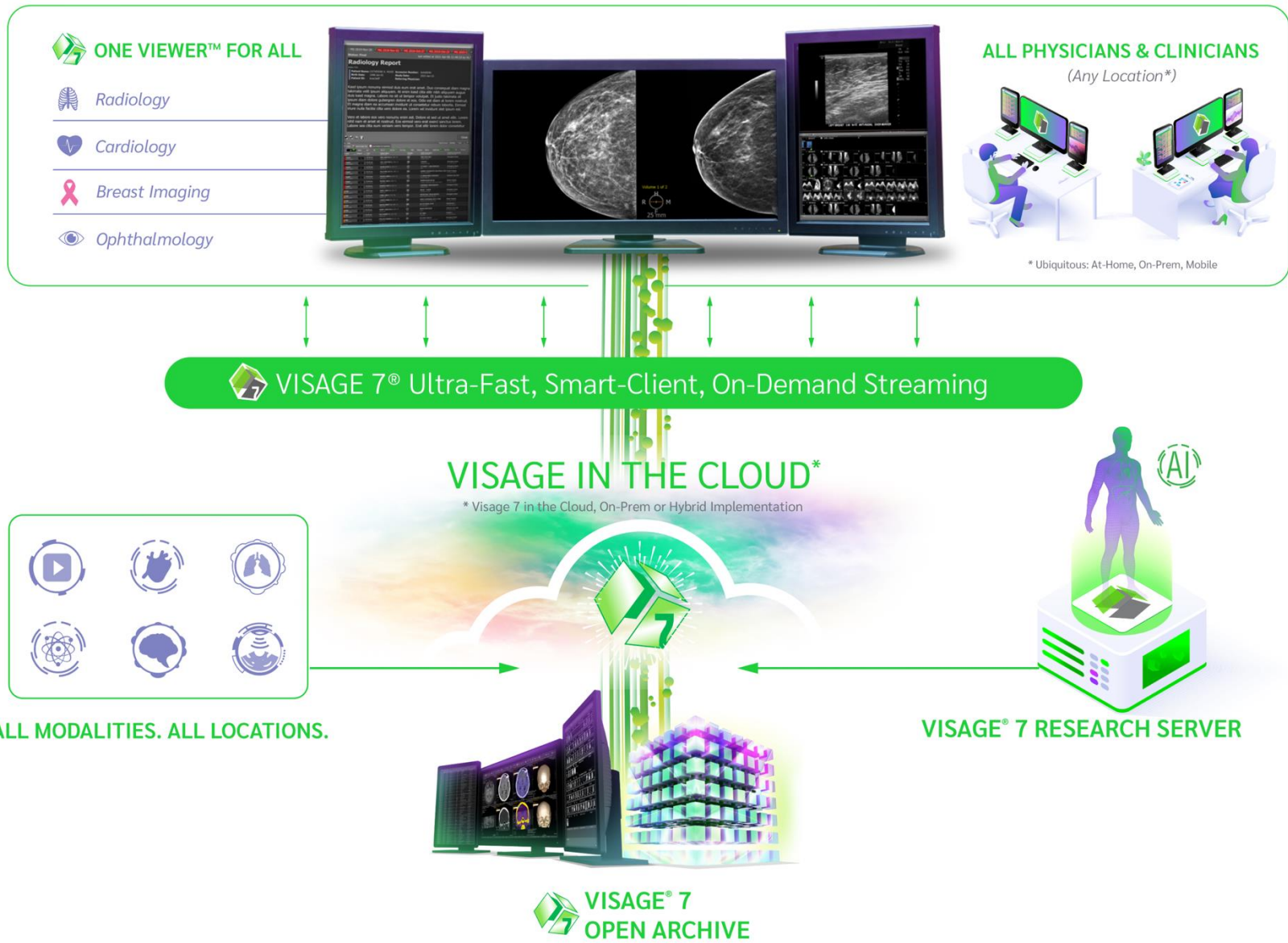
SOLUTION:



VISAGE 7 Streaming Technology



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

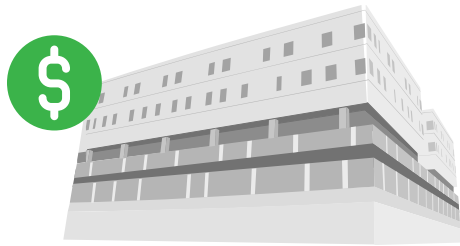


Renewals

- 2 key renewals in 1st 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



VISAGE – PROVEN ROI



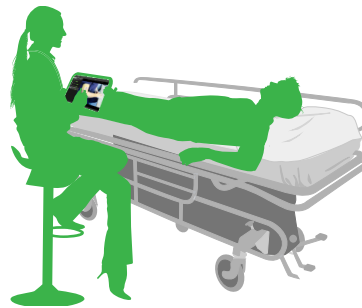
Significant IT & Infrastructure Savings



Unparalleled Increase in Radiologist Efficiency



Greater Clinical Accuracy



Improved Physician Engagement



Delivers Superior Value Proposition

Clinical Outcomes



Moving the Needle



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.

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



Up to
50%
Increased Efficiency



Reduce Burnout

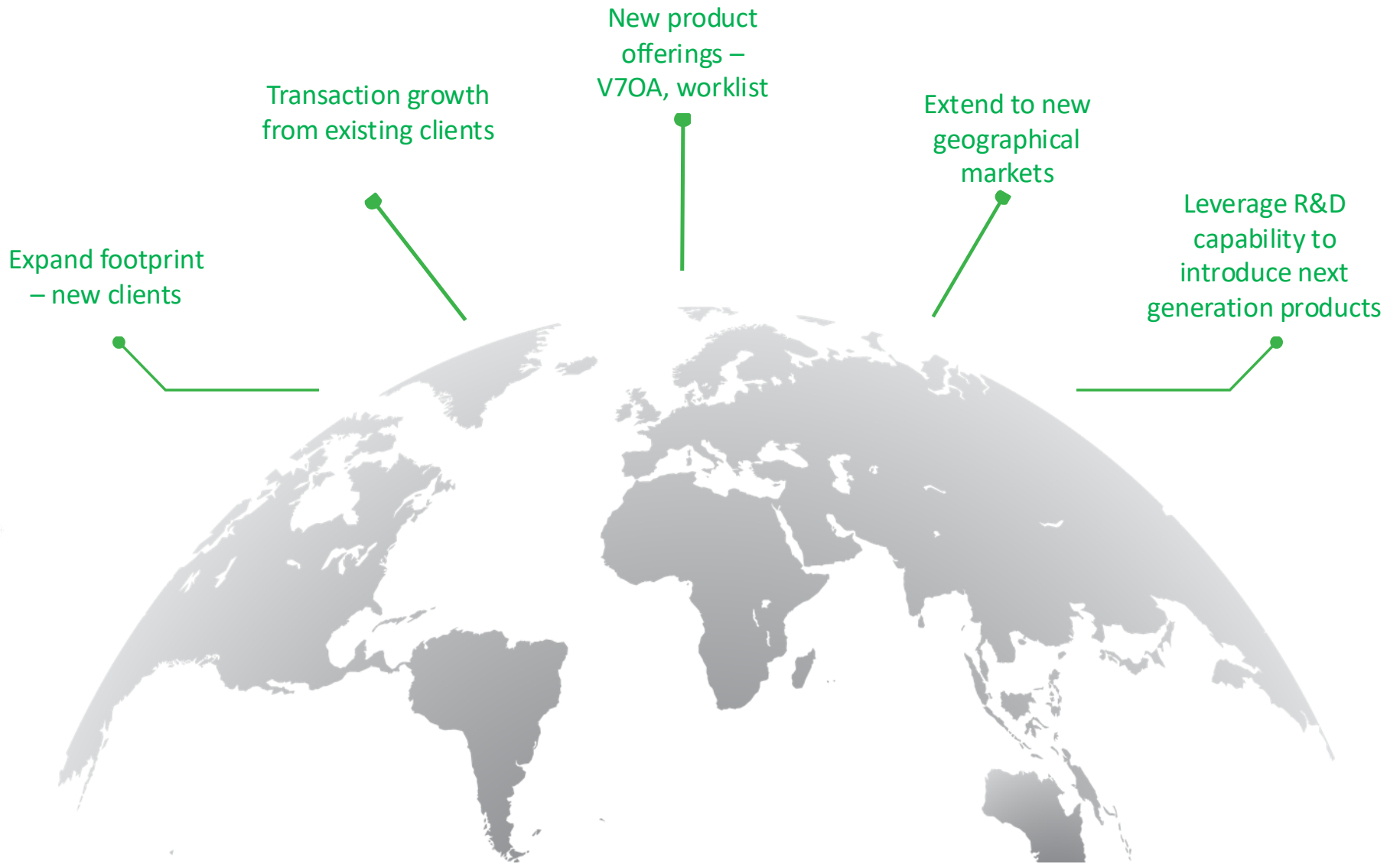
Work Faster, Smarter. Achieve PACS Nirvana.

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



GROWTH STRATEGY

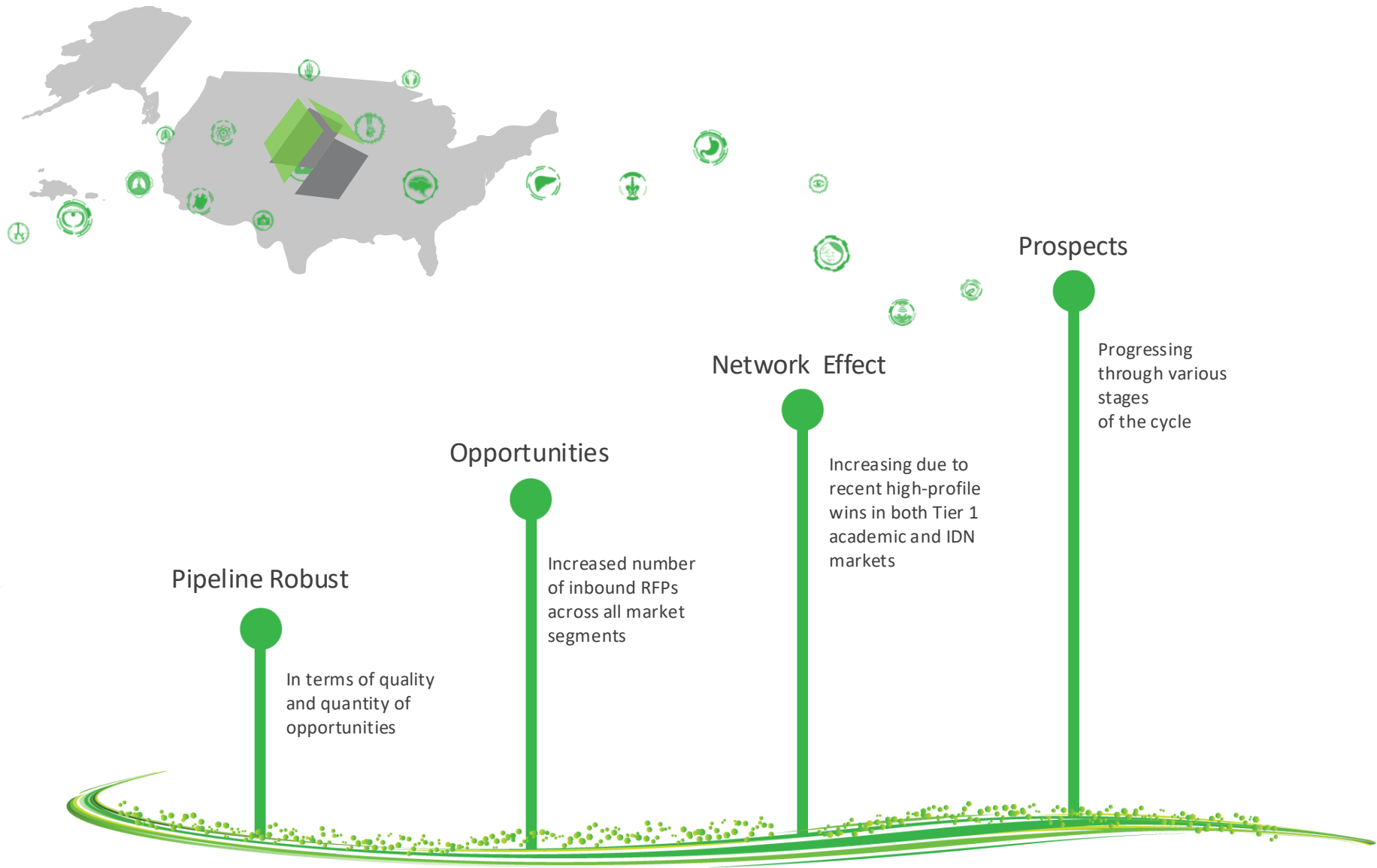


US – TAM



- 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



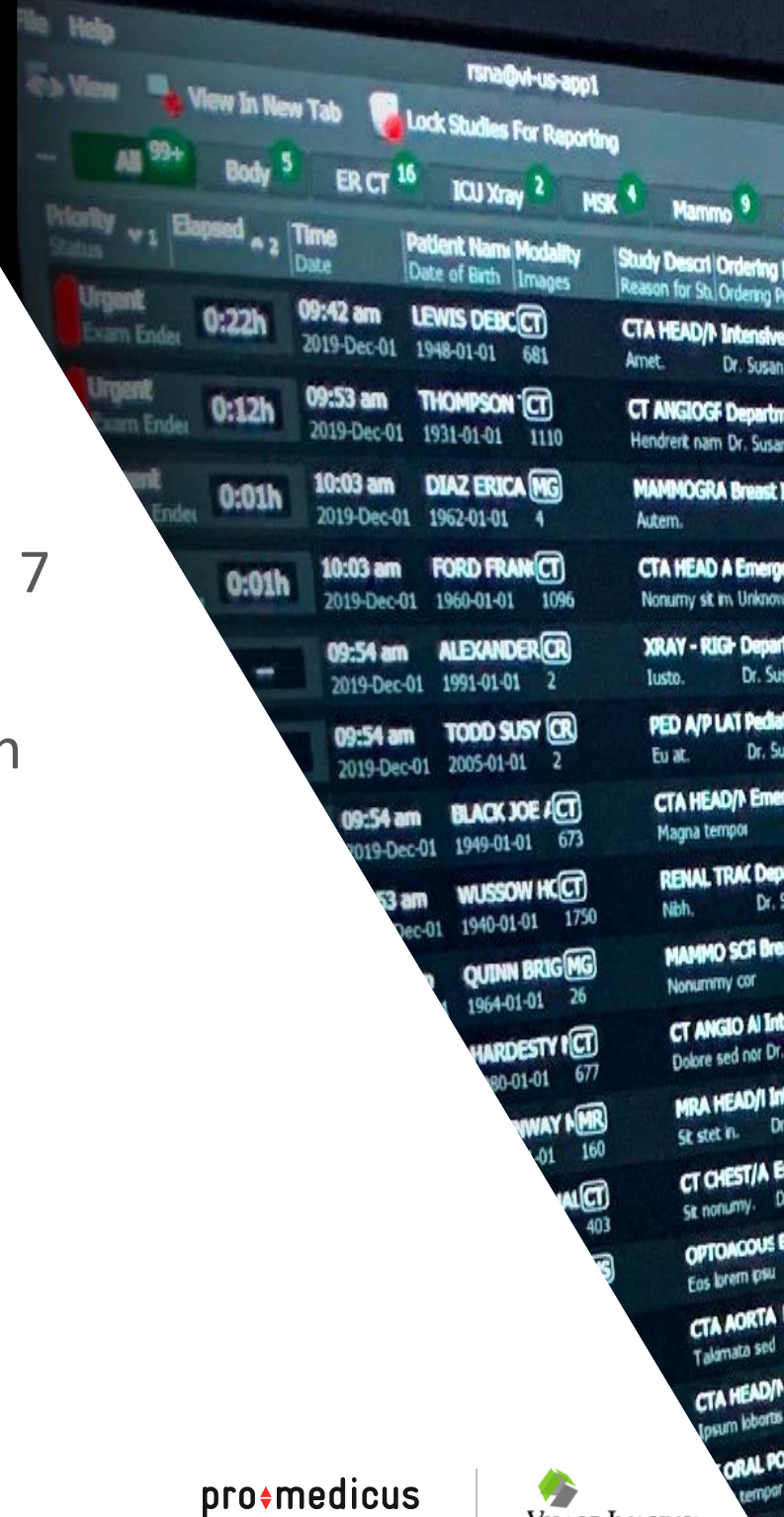
VISAGE 7 OPEN ARCHIVE



- 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 – 2nd “set of eyes” breast screening
- Automated diagnosis

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

AI

ACCELERATOR

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

AI – Breast Density

American Roentgen Ray Society (ARRS)

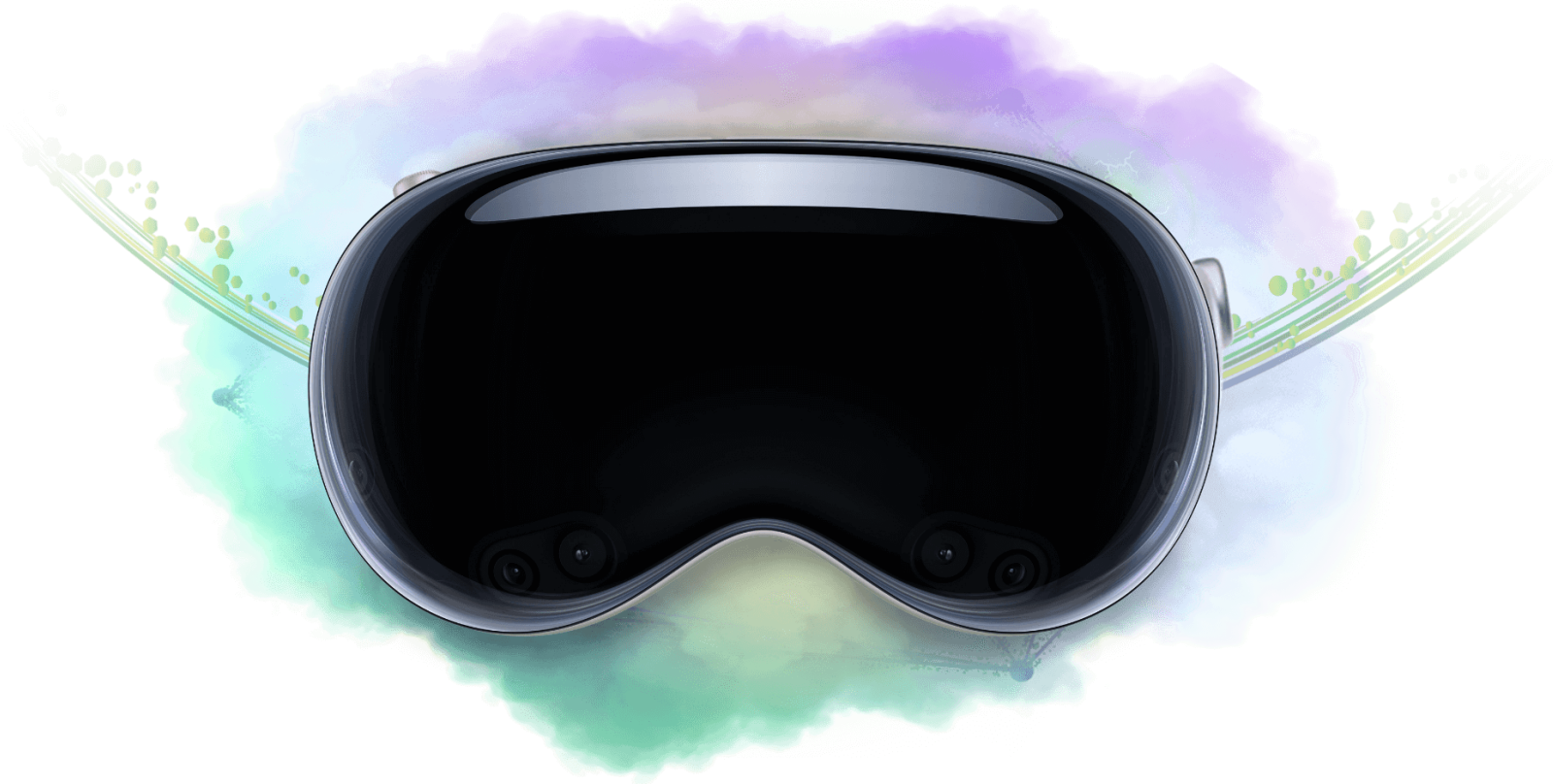
PACS-integrated machine learning breast density classifier:
CLINICAL VALIDATION

Yale New Haven Health | NYU Langone Health

VISAGE IMAGING®

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

Visage Ease VP for Apple Vision Pro

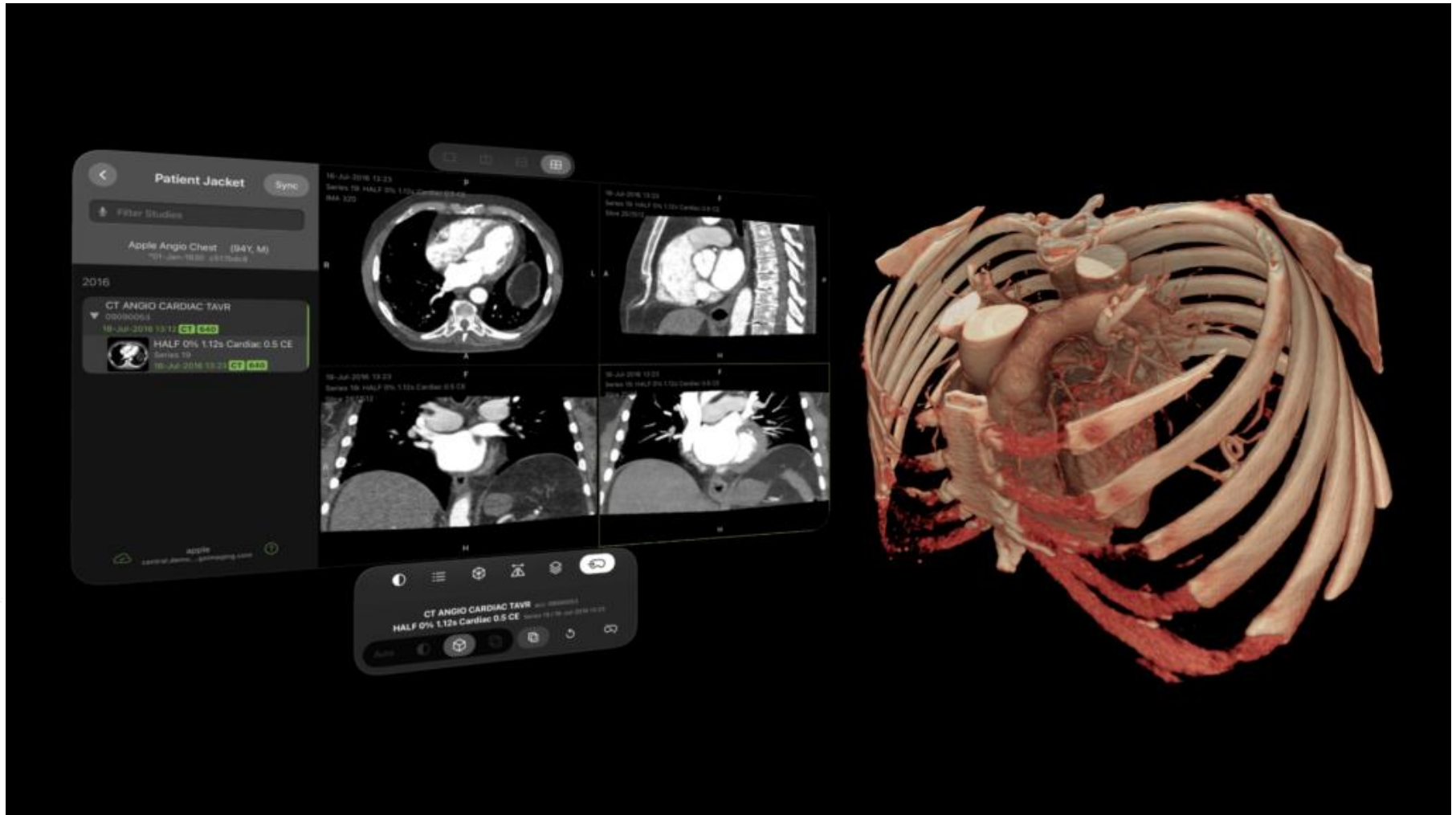


“From the Flintstones to the Jetsons”

Visage Ease VP for Apple Vision Pro

- Launched 5th 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

Visage Ease VP for Apple Vision Pro



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

RSNA 2024

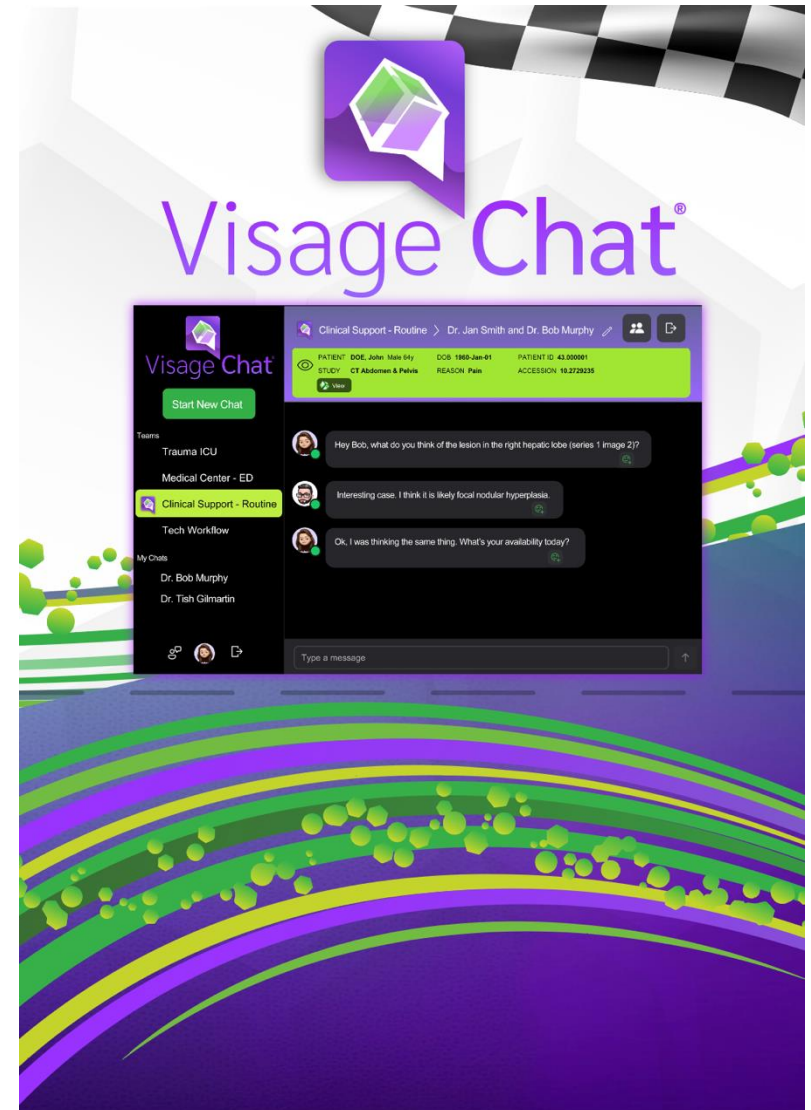


RSNA 2024



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



THANK YOU