



Promedicus 2021 AGM Report

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| ASX Code | PME |
| Meeting Time/Date | 10:00am, Tuesday 23 November 2021 |
| Type of Meeting | Virtual |
| Monitor | Stewart Burn and Steve van Emmerik |
| Pre-AGM Meeting? | Yes, with Sam Hupert (CEO) and Clayton Hatch (CFO) |

What a great image!!!

What the company does

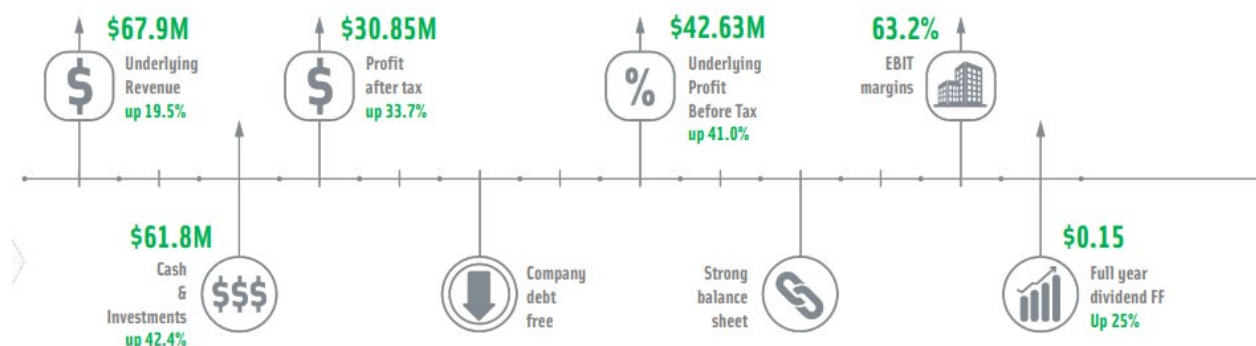
Pro Medicus Limited is a health imaging IT provider. The company provides a range of software and services to hospitals, imaging centres, and health care groups in Australia, North America and Europe. Its main products are Visage RIS and Visage 7.

Developments in the Financial Year

Promedicus continues to go from strength to strength, with this year being a record year, despite the impact of COVID. Another strong year is expected next year as examination numbers return to normal and new clients come on board. Promedicus had a record number of new contracts (5 in the USA and 1 in Europe) and received FDA approval for its breast density algorithm. It formed research collaboration agreements with the Mayo clinic and NYU Langone. The contract with Novant health (7 year \$40m) was the equal largest deal in the company's history. New opportunities continue to be identified and the pipeline is strong

Financial Highlights

RESULTS FY 2021



Source ASX presentation 23 Nov 2021

Debate and Voting at the AGM

The meeting was opened by Peter Kemper who introduced the meeting saying he looked forward to the return of traditional meetings next year. He said the company had enjoyed another successful year with each market contributing strongly to the result.

A great presentation by Sam Hupert who gave some background on PME and its products. PME now have offices in Melbourne, Belin and San Diego. They have two products Visage RIS and Visage 7. FY21 is the most successful year in the companies history with the USA the major contributor of income, but all regions continue to grow. Currently tracking ahead of budget with client volumes ahead of pre Covid levels. Major opportunities occurring on the incorporation of AI into their PAC.

Peter Kemper chaired his virtual meeting well; he was inclusive and answered all questions. There were a number questions regarding their plans to diversify geographical revenue sources (exploring opportunities in Europe and the UK, but still major opportunities in the USA), re support of indigenous communities in closing the gap (nothing specific in this area, although products can

be deployed into remote areas), new roles and functions developing AI opportunities (see AI as emerging and are sure it will be suited for medicine and radiology), sales of the breast density algorithm to other parties (it is going into production with a partner and will be commercialised next year), how is the breast density algorithm different to that developed by Volpara Health (the analysis is in real time and is just around density compared to Volpara), do data sets already exist for the AI algorithms (data sets take a lot of work to obtain and take a lot of work for validation), what are the biggest risks for the business in the next few years (issue of succession is the major strategic risk as is the scale of the business), will Ms Walker please advise of one risk and one opportunity for Promedicus (succession is a critical issue as is cyber security an opportunity is AI which is very exciting), is it proposed to licence the breast imaging to other users (this will be looked at in the second stage, but the first step will be to licence it to existing customers).

We asked questions regarding the, use of excess cash funds currently held (no current plans for this whilst they are looking for M&A opportunities), the payment of STIs in cash, rather than cash/equity (review the remuneration policy each year, currently happy with their policy), the issue of LTI performance share grants are allocated at nil value and calculated at fair value rather than face value (have looked at and would consider it for their next annual report), the process of selecting Alice Williams and her workload (went through an exhaustive process to identify suitable candidates, she has recently resigned from Defence health and has now suitable time available. She sits on several companies that have similar issues) and the independence of the chairman (board has discussed this a month ago and that Peter approaches his position in an independent manner, succession planning has been recognised as an issue)

The election of Alice Williams and the re-election of Peter Kemken were overwhelmingly approved (100% and 97.6% respectively), as were the remuneration report (99.3%) and approval of securities under the Promedicus LTI plan (99.6%). In each of these cases the ASA voted in favour.

FY22 outlook:

Source: ASX Presentation 23 Nov 2021

FY22 –Year to Date

- Tracking ahead of budget
 - Client volumes above pre COVID levels
 - Step-up in transaction volumes in 1st half – Northwestern, NYU, Medstar and Intermountain
 - Novant deal –equal largest in company's history
 - 3 contracts still to come online in FY22 – 1st stage of UC's, University of Vermont and Novant
 - Possibility of additional sales implemented within period
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Meeting Statistics

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| Number of Holdings Represented by ASA | 58 |
| Number of Shares represented by ASA | 76,948 (paces the ASA outside of the Top 20 list) |
| Value of Shares represented by ASA | \$4.8m |
| Number Attending Meeting | 122 comprising 37 guests, 84 shareholders and 1 third party proxies. |
| Market capitalisation | \$6.4b |
| Were proxies voted? | Yes, on a poll |

Monitor Shareholding

The individual(s) (or their associates) involved in the preparation of this voting intention have a shareholding in this company.

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