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Pacific Knowledge Systems Investor Presentation

Financial Year 2020



Agenda

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Overview

“Intelligent systems for better health outcomes”

PKS Pro Forma P&L 2020

Pro forma FY20

P&L (\$000)	
Revenue and Other Income	7,462
Product revenue (recurring)	5,562
Services revenue	1,685
Total Opex	4,478
% of revenue	60%
Operational EBITDA	2,984
% margin	40%

Key Metrics ¹	
Number of PKS Shares	186.3m
Market Cap	\$46.6m
Enterprise Value	\$42.4m
FY20A Annual Recurring Revenue	75%

PKS is a healthcare technology business that provides proprietary subscription-based and advisory business focused solutions for better health outcomes through its suite of products and services.

Pacific Knowledge Systems:

- ✓ has well-established proven product suite of technologies
- ✓ has a proven and advanced growth strategy with 75% recurring revenue
- ✓ produced an FY20 Operational EBITDA of \$3 million
- ✓ Generated positive operating cash of \$1 million in FY20
- ✓ increased its recurring revenue by 7% on a pro-forma basis in FY20
- ✓ has a global customer base of 170+ customers with expansion opportunities
- ✓ offers SaaS (Software-as-a-Service) platform solutions built for scale and high margin
- ✓ continues to increase direct-to-customer relationships in hospitals and pathology
- ✓ has leading channel partners in Abbott and Philips
- ✓ is led by experienced executives
- ✓ has a cash balance of \$4.2 million and no debt



¹ Based on market value of \$0.26 per share as of 26th August 2020

Outlook FY21

“Intelligent systems for better health outcomes”

- 1 Target **revenue growth** in excess of **20%**
- 2 Significant enhancements to the **product portfolio**
- 3 **Cross sell products** between PKS and Pavilion Health
- 4 Continued high **recurring revenue (+70%)**
- 5 Maintain high **Operational EBITDA margin ($\cong 40\%$)**
- 6 Maintain **positive operational cashflow** generation
- 7 Execute **synergistic acquisitive growth**



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Company Overview

Who we are

“Intelligent systems for better health outcomes”



Over 170+ customers globally
Ongoing growth in overseas markets



Direct Revenue of 86%



**FY20 Pro forma Annual
Recurring Revenue of 75%**



**FY20 Pro forma Operating
EBITDA¹ \$3.0 million**



Free Cash of \$4.2 million

PKS is an Australian Healthcare Technology company that works with health organisations around the world to:

- better capture, manage and leverage clinical expertise,
- monitor, measure and analyse patient activity, to improve the performance of their business, and
- enhance the quality of patient care to provide better health outcomes.

Who we are

“Intelligent systems for better health outcomes”

Pressures on Healthcare Organisations



Financial Pressures



Patient Volumes



Patient Outcomes



Succession Risk

Pacific
Knowledge
Systems



PKS’ products and services have a broad range of applications across the healthcare industry:

- Provide Clinical Decision Support, enabling better decision making, leading to improved patient outcomes
- Improve the accuracy and timeliness of health data collected to:
 - enable tracking and enhance quality of patient care to provide better health outcomes
 - Secure funding, revenue improvement and cost savings through more efficient and effective use of data
- Provide bespoke analytics, specialist insights and industry-wide peer-level benchmarking to enable healthcare organisations to improve quality of patient care.



PKS Strategic Advantages

PKS has been significantly strengthened by the acquisition of Pavilion

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1

Combine complementary products to provide a broader offering to customers

- Offers complementary health information solutions to the Healthcare Industry
- Utilises their existing customer bases to offer each other's products to their customers

2

New opportunity to enter the hospital pathology market and accelerate development of future products by combining resources and capital

- Expansion into new markets, particularly the hospital segment
- Ability to accelerated development of Pavilion's product roadmap

3

Optimise existing products by leveraging development expertise and technology to drive software improvements

- Use anonymised data to significantly improve the company's market performance whilst enhancing existing and new products and advisory services
- Pavilion's cloud-based and SaaS expertise is invaluable in supporting PKS' RippleDown® cloud-based deployments
- RippleDown® rules engine will benefit Pavilion's development of new products such as Computer-Aided Coding, as well as boosting artificial intelligence development through combined team expertise

4

Enhance business development capabilities including international expansion to established markets

- Opportunity for further expansion into other European, Middle Eastern and Asian markets and an ability to focus on North America
- Expanded ANZ salesforce to further capture domestic market share in more accelerated trajectory

5

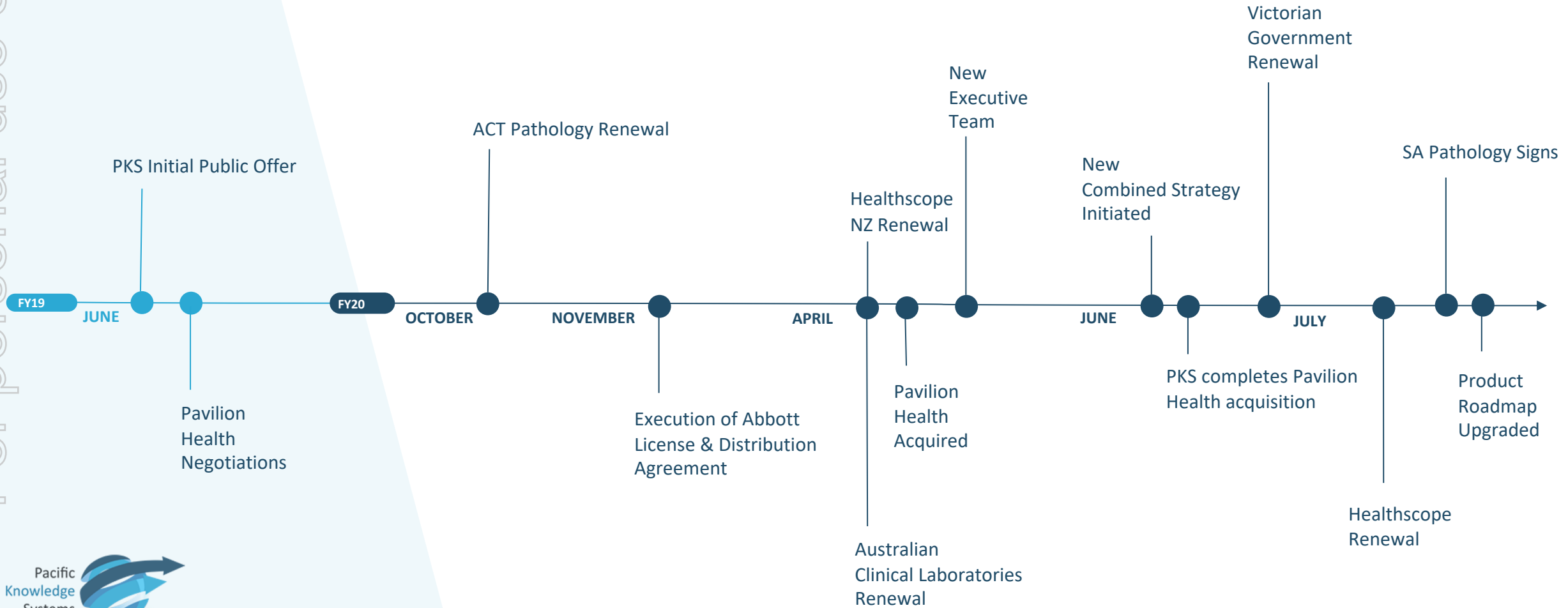
Facilitate growth by combining scale, technical capabilities and experience of both teams

- Combination of hospital and pathology expertise will lead to exponential growth
- A bolstered management team with enhanced sales and marketing functions
- Established SaaS-based platform products built for scale and high margins

FY20 Highlights

The acquisition and successful integration of Pavilion, numerous renewals, new customers

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FY20 Highlights in detail

The acquisition and successful integration of Pavilion, numerous renewals, new customers

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Acquisition and integration of Pavilion Health

Pavilion Health is an Australian cloud-based software company, operating under a SaaS model, providing audit and risk applications and consulting services to hospitals and governing health bodies. The company has now been fully integrated into PKS with three key additions to the PKS Executive team. Please see the “ASX Acquisition Presentation” for further details regarding this acquisition.



Renewal agreement with Victorian Government

This renewal agreement continues a strategic platform deployment upgrade for both PICQ® and RISQ™ SaaS products and gives high level coverage of nearly 150 healthcare facilities across the state of Victoria. It covers all of the nearly 3 million public and private hospital admissions in Victoria which represents approximately 25% of all hospital admissions across Australia.



New customer agreement with SA Pathology

SA Pathology is the state-wide pathology provider for the public health sector, an institution recognised for the highest standards of medical testing and research. The agreement is currently for a 12-month period valued at is \$314,000 per annum, with an option to extend.



PKS Executes transformational Abbott software Licence and Distribution agreement

The agreement has improved commercial terms which address: the addition of a new volume-based licence mechanism; the increases in the commercial licensing pricing to address CPI; the addition of a commercial go-to-market revenue sharing regime; non-exclusive arrangements where Abbott agree PKS will be able to re-establish its direct sales force to work with Abbott; with an extension of terms to 30 April 2022.



Renewal agreement with Healthscope

The agreement continues Healthscope’s use of RISQ™ to track and measure the performance of clinical quality and safety for nearly 700,000 admissions across their 43 hospitals, enabling and effective clinical improvements to increase transparency and accountability.



Renewal agreement with ACT Pathology

A new Software Licence and Support Agreement with ACT Pathology for its Clinical Decision Support Solution RippleDown®. ACT Pathology provides specialist pathology services across multiple hospitals and locations in Canberra. The agreement is for a 17-month period valued at is \$700,000, with an option to extend for an additional 12 months.

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Market and Customers

Market Opportunity

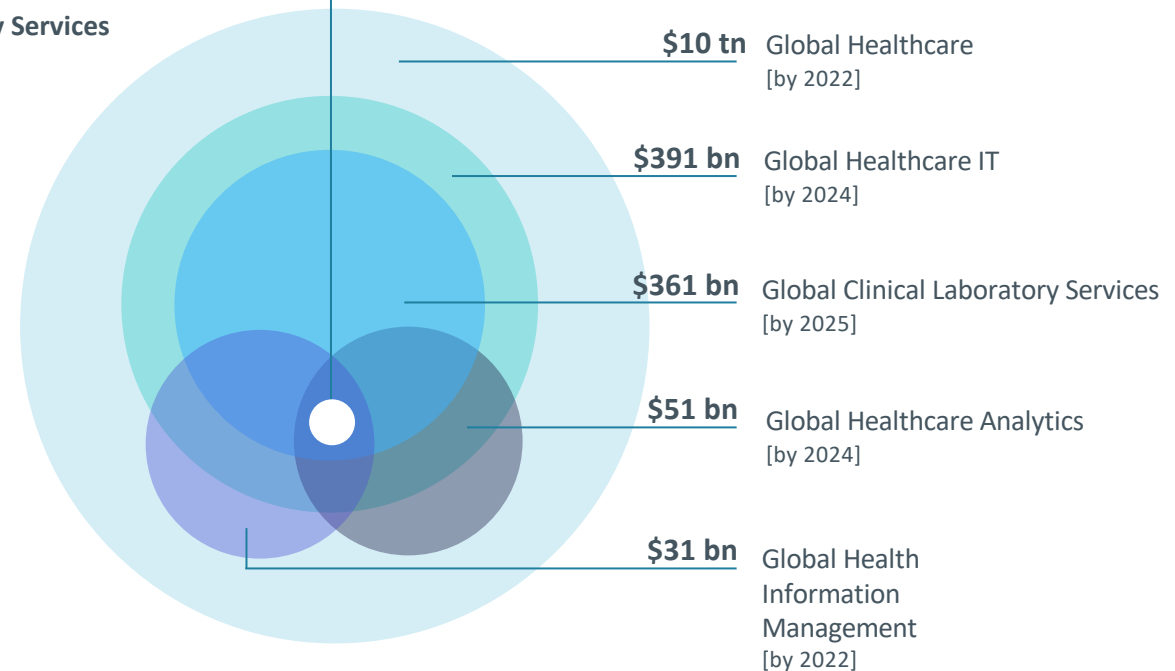
Where PKS Products & Services operate in global health-tech sector

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PKS represents an opportunity to participate in the large and fast growing global Health-Tech solutions market, providing a range of proprietary subscription-based healthcare data administration and clinical decision support solutions, bespoke data analytics, and specialist insights.

The classification of healthcare data is important to the healthcare industry to accurately capture activity for funding, epidemiologic, and research within the healthcare setting in order to provide better patient care and better utilise resources.

- Products & Advisory Services
- Market Focus
- Accuracy of Data



Note: The figures above are estimates only, represented in US Dollars, and not drawn to scale.

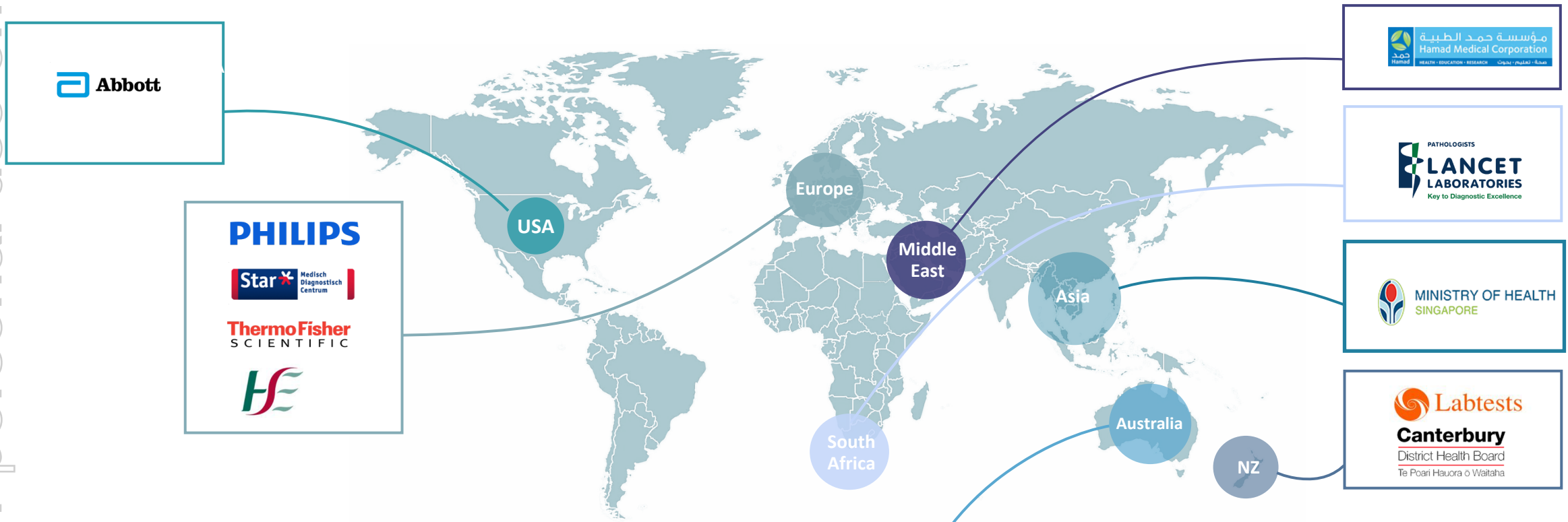
Sources:

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- Open PR, Press release from Report Consultant, "Health Information Management Market to Surpass 22 Billion USD with a CAGR of +9% by 2025 | Key Players McKesson, Cerner, AthenaHealth, Inc, Allscripts, GE Healthcare, Baptist Health", 04/08/2019, viewed August 2020 <<https://www.openpr.com/news/1691704/Health-Information-Management-Market-to-Surpass-22-Billion-USD-with-a-CAGR-of-9-by-2025-Key-Players-McKesson-Cerner-AthenaHealth-Inc-Allscripts-GE-Healthcare-Baptist-Health.html>>

PKS Global Footprint of 170+ Customers

PKS has reinforced its Australian client base and expanded into Ireland, Singapore and the Middle East

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A horizontal strip of logos for various healthcare and laboratory partners:

- ACT PATHOLOGY
- Australian Clinicallabs
- Mater (Exceptional People. Exceptional Care.)
- NSW GOVERNMENT Health Pathology
- RHH (Royal Hobart Hospital)
- PRINCE OF WALES PRIVATE HOSPITAL
- RAMSAY HEALTH CARE
- Healthscope
- Calvary
- Cabrini
- UnitingCare
- ST VINCENTS HEALTH AUSTRALIA
- ST JOHN OF GOD Pathology
- SYDPATH (ST VINCENT'S PATHOLOGY)



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Growth:

Current Products
and Opportunities

PKS Enhanced Offerings

RippleDown® Auditor

RippleDown Auditor is a knowledge-based system that allows multiple departments to audit data entered into healthcare information systems in real-time.

Errors in submitting data are a common occurrence in health organisations, resulting in:

- Impacts on patient diagnosis and treatment,
- lost revenue and patient dissatisfaction
- Incorrect pathology tests being ordered

RippleDown® Expert

RippleDown Expert is an advanced clinical decision support system that automatically applies a clinician's expertise to each case and ensures the best possible interpretations of results are delivered to referring clinicians.

Allows healthcare organisations to replicate a domain expert's unique decision-making process at scale, enabling a higher volume of decisions to be made, with increased accuracy.

Retains a knowledge base, protecting organisations from knowledge loss as experts change jobs.

LabQ®.

LabQ is RippleDown's data mining tool with LabQ, you can build highly customised rules-based data extractions.

These extractions can be run against any RippleDown case store.

picq®

Auditing tool that assesses every record clinically coded for data quality.

Measures data accuracy against indicators and identifies records for correction.

Uses pre-determined proprietary algorithms (rules) indicators created and maintained by Pavilion's subject-matter experts to identify records that may be incorrectly coded.

risq™

Clinical governance facing, patient safety & quality assessment solution identifying Hospital-Acquired Complications (HACs), the accuracy of the data underpinning HACs and the measurement of performance against statistical peers.

Provides ability to benchmark performance within domain and/or across the industry.

codexpert™

Web-based eBook application providing the full health-data classification reference for clinical coding of patient journey activity.

Advisory Services

Initial, independent audit of health data, classified and reviewed using Pavilion's health tools.

Real-world data outcomes/insights are produced and offered as a service-as-a-product, and bespoke data analytics.

Customers then licence tools to continue monitoring outcomes and performance.

Growth Strategy

PKS key strategies to drive growth in revenue and earnings

Following the successful integration of Pavilion, PKS has a strong Sales Strategy and enhanced Product Roadmap targeting at delivering sustainable future growth



Growth in existing markets

Cross-sell and up-sell the existing products for RippleDown® and PICQ®/RISQ™ customers.



Expansion into International Markets

PKS has expanded its market reach through Pavilion and is looking to expand its customers with a focus on North America.



Existing Channel Partner Development

PKS intends to work closely with existing channel partners to promote the sales and installation of its products.



Pricing Strategy

PKS continuously reviews its software license costs and volume charges to ensure these deliver value for customers and also generate growth in recurring revenues.



Enhanced Product Roadmap

Delivery of enhanced products into hospitals and pathology sectors whilst facilitating trends of digitisation and use of analytics to improve efficacy and efficiency in healthcare.



Strategic Acquisitions

PKS has retained a solid cash balance from FY20. It will continue to investigate potential acquisition to add technologies and/or customers.

Product development through integration

Using the best technology to enhance and ready products for the future:

Both PKS' and Pavilion's products have unique IP and distinct attributes that make them market leaders in the healthcare information industry.

Individual product offerings will be enhanced by leveraging joint components and technologies through each others IP and domain expertise to develop machine learning models that will enhance healthcare delivery.

PKS' technological proficiency through RippleDown®'s rule-based engine will also accelerate the development and enhancement of future products.



Synergies in Development Processes

Apply PKS development process incl. test automation, documentation, and deployment pipeline to Pavilion development. Apply Pavilion rapid prototyping process to PKS development.



Use RippleDown® within PICQ®/RISQ™

Use RippleDown technology directly within PICQ®/RISQ™ as a replacement or enhancement to the existing PICQ®/RISQ™ rules engine



Add pathology data to PICQ®/RISQ™

Add pathology data to existing PICQ feeds from hospitals. Apply PKS domain knowledge to build PICQ/RISQ rules addressing pathology data.



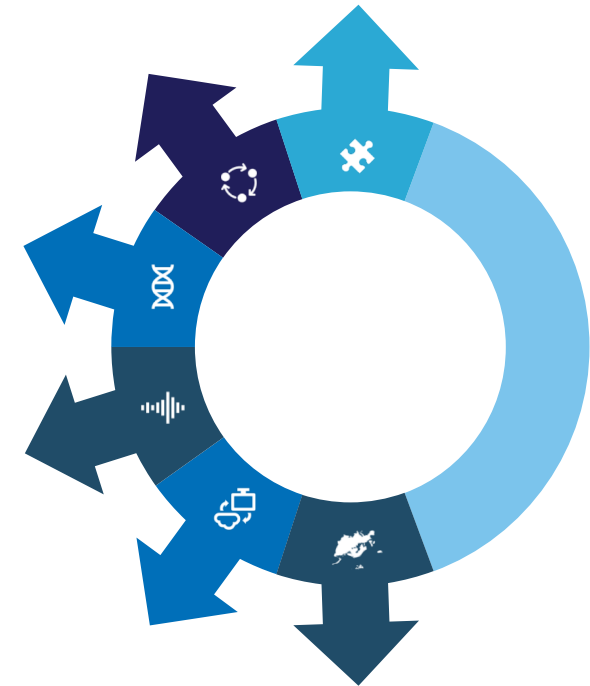
Apply RippleDown® to Computer-Aided Coding

Apply RippleDown® technology to Pavilion computer-aided coding product.



Share front-end resource

Share resource and code base between both companies' new front-ends



Use Pavilion's existing offshore team

Make use of Pavilion's offshore development capability combined with key onshore resources to maximise development efficiency.

PKS Future Product Roadmap

The future roadmap for PKS is focused on:

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RippleDown®
Auditor
Expert

Enhance user interface & migrate to cloud-based version

Extend into other pathology streams (e.g. molecular diagnostics)

Extend use beyond pathology

picq®
risq™
codexpert™

Consolidate into one real-time workflow, processing analytics & dashboard reporting platform

Integrate PICQ & RISQ into coding platform

Application of hybrid machine learning and rules-based AI to analytics, workflow, coding platform & new products

Move beyond acute care (e.g. primary, sub-acute, and rehab)

Q Coding Platform™

Update for new classification & groupers. Expand integration options

Move to real-time analysis
Real-time, industry-wide BI & analytics platform for health data

pavilion health
analytics
Data

Enhance how we process data
Using pathology data: **RippleDown™**
Enriching acute care data: **PICQ & RISQ™**

PKS Future Opportunities

The future roadmap for PKS is focused on:

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Data and Data-analytics.

Includes majority of hospital separations in Australia and Ireland
Include pathology data

By adding pathology data to the dataset received from hospitals it will improve the quality for the coding (billing) data and open up many new use cases for data-analytics

Up to 70% of treatment decisions are based on pathology data



Computer-Aided Coding (billing).

End-to-end coding management platform providing a single user interface via a Coding Module.

Automates the coding process to reduce the labour cost of coding while maintaining accuracy by providing auto-suggested codes

 Coding Platform™

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FY20 Financials

Financials – P&L audited and pro forma

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Proforma Statement of Profit and Loss (\$000)	FY2020 (Proforma Group)	FY2020 (Audited)	FY2019 (Proforma)
Operating Revenue:			
Recurring Software Licenses	5,562	3,810	3,309
Project, Consulting and Implementation	1,685	315	542
Government Grants & Other	215	147	12
Total Operating Revenue	7,462	4,272	3,863
Operating Expenses:			
Staff costs	3,545	1,228	1,211
Sales and marketing costs	267	326	249
Occupancy costs	106	15	117
Other expenses	560	454	187
Total Operating Expenses	4,478	2,023	1,764
Operational EBITDA (non-GAAP)	2,984	2,249	2,099
Post listing, one-off & acquisition expenses	1,804	1,089	3,044
Options & Performance Rights	315	315	155
Sub-Total	2,119	1,404	3,199
EBITDA	865	845	(1,100)
Depreciation and amortisation	521	509	87
Finance cost	5	5	
Profit before tax	339	331	(1,187)

FY20 Revenue Breakdown

PKS is focused on increasing direct revenue and expanding its global customer base

Sales Recurring Revenue of 75%

Growth in RISQ of >230%

Direct Revenue 86%

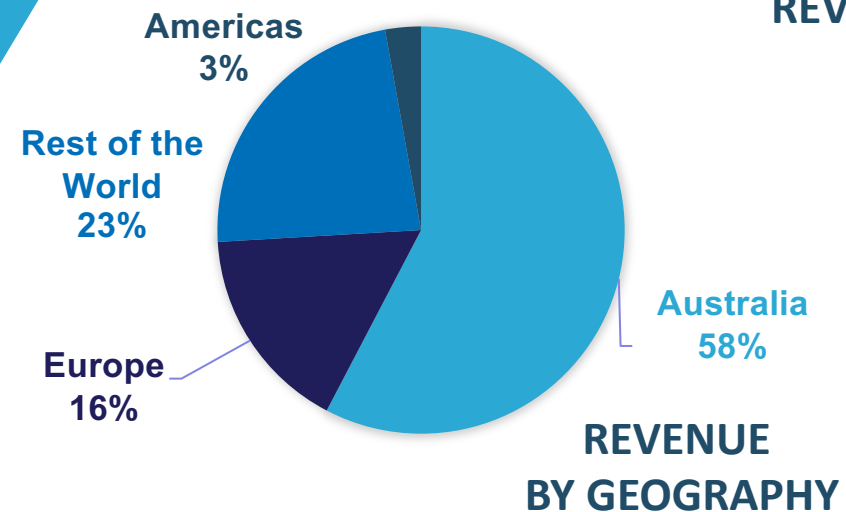
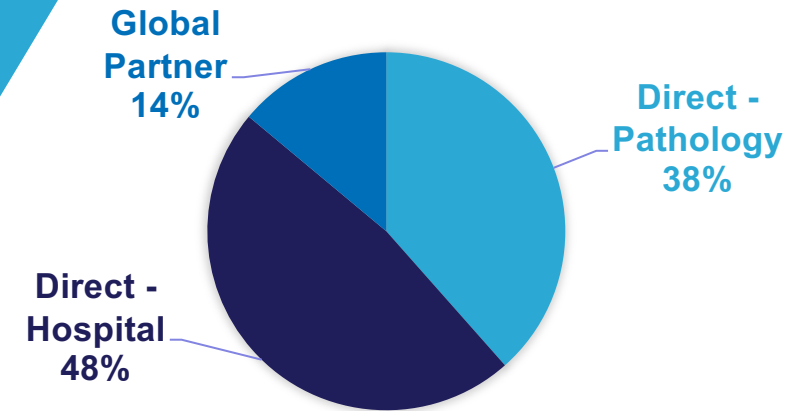
Operating EBITDA Margin 40%

Recurring Revenue in FY20 was 75% of total sales.

This has continued an upward trend in recurring revenue for PKS.

On a pro forma basis, the fully integrated Pavilion is also following this trend resulting in recurring revenue growth of:

- 7.7% increase for PKS from FY19
- 5.4% increase with Pavilion from FY19
- 6.9% total pro forma increase



Financials – Balance Sheet Breakdown

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Net Cash balance of **\$4.20 million**



Net Asset increase of **\$9 million**



Current Ratio of **1.83**



R&D to Sales Ratio **0.30**



Zero debt



PKS holdings continues to retain a strong cash balance of \$4.20 million. This cash balance will support PKS' growth strategy and product roadmap.

Net Cash from operating activities was \$1.04 million

Excluding the one-off cash payments due to the acquisition the FY 20 operating cash flow would have been \$1.98 million

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The Team and Shareholders

PKS Executive Team

Ron van der Pluijm

Chief Executive Officer

- Ron van der Pluijm has been with PKS since February 2019. Ron is recognised as a highly adaptable and energetic commercial leader with a very successful track record in start-up, turnaround, multinational and ASX listed corporate environments focusing on the life science industry.
- Ron has been CEO Australia and NZ of multinational healthcare companies such as Actavis (now Allergan), as well as several ASX listed companies, including Viralytics.
- Ron has extensive skills in developing and implementing commercialisation strategies, including successful management of partnerships.

Doug Henry

Chief Operations Officer

- Doug is a co-founder and MD of Pavilion.
- Doug has had a successful career as a business and technology consultant (IBM (AiC), DST Systems, CSC (Continuum), AdStream, Invivo Medical) in the US, Australia, Europe, Asia, and the Middle East.
- Doug specialises in operational process model design and excellence, and strategic organisational transformation.
- Doug has held Senior Management, Executive and Director roles in established and start-up businesses (Rumble Group, The Oread Group, and Pavilion Health).

Paul O'Connor

Chief Commercial Officer

- Paul is a co-founder of Pavilion and previously held senior line roles in Japan, Australia and as CEO of Carter Holt Harvey (International Paper) in China.
- Paul's expertise is market facing, having developed and led major projects with the Health Service Executive in Ireland, the Ministry of Health in Singapore and Aspen Medical in Fiji, and numerous projects within Australia, reviewing data quality for funding and patient care in the health sector over the last 13 years.
- Paul is passionate about providing tools and processes that produce high-quality data so that clinical teams can improve patient care.

Mike Pollitt

Chief Product Officer

- Mike has been with Pavilion since 2011.
- Mike is a seasoned technology architect and strategist with more than 25 years experience. He pioneered broadband Internet in Indonesia under a project with VISA. He launched the world's first cloud-based media library in JV with Silicon Graphics SGI working with customers including Canon, BHP, Seven Media.
- Mike has extensive CTO experience (UK, US), leading several start-ups to success, including 10 years with Adstream (UK) scaling from start-up to \$200m+ in global revenues.
- His key strengths are in cloud, big data and analytics.

Dr. Lindsay Peters

Chief Technology Officer

- Lindsay has been the CTO of PKS since its inception in 1996 and has a PhD in pure mathematics from UNSW.
- He was Software Manager and Technical Authority for several Defense and Communications companies including Siemens Plessey Defense Systems and Global Tracking Systems.
- Lindsay co-founded Pacific Rim Systems - a software engineering company.
- He developed project-specific algorithms for random key generation for communications security, radio frequency assignment optimisation, digital signal processing for vehicular tracking, extensions to the RippleDown Rules algorithms and the application of machine learning as an adjunct to RippleDown. He has co-authored a book on extreme software testing.

Board of Directors

Mike Hill

Non-Executive Chairman

- Former partner of Ernst & Young
- Former Investment Director with the Ironbridge (2004-14)
- Former Chair of rhipe Ltd
- Served on boards across industries including technology, software services and healthcare (involved with Affinity Hospitals and Monash IVF)
- Founder and MD of the Bombora Special Investment Growth Fund
- Currently the Non-Executive Chair of AHAlife Holdings and Janison Education Group, and Non-Executive Director of Acrow

Ron van der Pluijm

MD and CEO

- Recognised as a highly adaptable and energetic commercial leader with a very successful track record in start-up, turnaround, multinational and ASX listed corporate environments focusing on the life science industry
- Ron has been CEO Australia and NZ of multinational healthcare companies such as *Actavis* (now *Allergan*), as well as several ASX listed companies, including *Viralytics*.
- Has extensive skills in developing and implementing commercialisation strategies, including successful management of partnerships

Andrew Gray

Non-Executive Director

- Managing Director of Potentia, a technology-focused investment firm
- Prior to founding Potentia, Andrew was a Managing Director at Archer Capital,
- While at Archer Capital, Andrew led the firm's successful investment into software business MYOB
- Prior to joining Archer Capital, Andrew was a partner with Francisco Partners, a technology-focused global PE firm with over US\$6 billion in capital under management

Paul Williams

Non-Executive Director

- Over 40 years' experience in information technology roles in healthcare and other industries
- Most recent executive experience was as Chief Information Officer at Healthscope Limited (2011 to 2016)
- Prior experience included IT roles at the National E-Health Transition Authority and various pathology businesses as well as being General Manager of IT for Mayne Nickless' Transport Services Group
- Bachelor of Business degree and senior member of the Australian Computer Society

Stephen Borness

Non-Executive Director

- Former Chairman and Finance Director of Pavilion Health Australia Pty Limited
- Founder/ Managing Director of several technology and health related private companies
- Led projects and has experience in implementation of digital technologies, health system analytics and cybersecurity
- Previously an Investment Banker working in Australian, European and U.S. markets
- Bachelor of Business (Accounting), MBA, CPA, FAICD

Brad Lancken

Non-Executive Director

- Managing Partner of Liverpool Partners, an Australian mid-market Private Equity Firm
- Previously a senior investment professional at Archer Capital and a Group Executive at Seven Group Holdings (SVW.ASX), an ASX 200 listed conglomerate with extensive media and industrial assets
- Since 2018, a NSW Government appointed director on the Board of the NSW Institute of Sport.

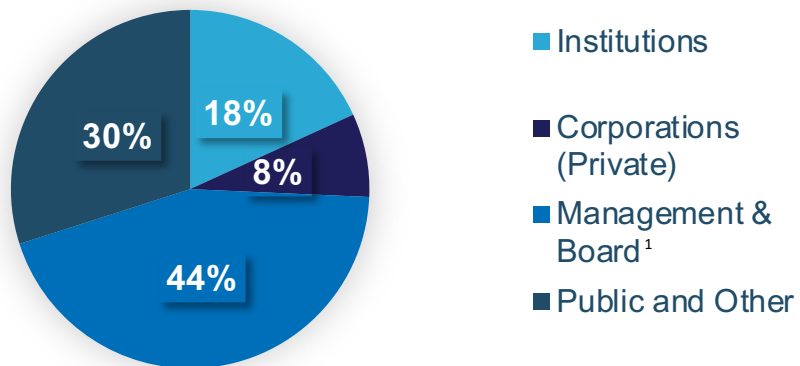
Shareholder Structure

PKS strong financial year is reflected in its increase in share price during FY20.

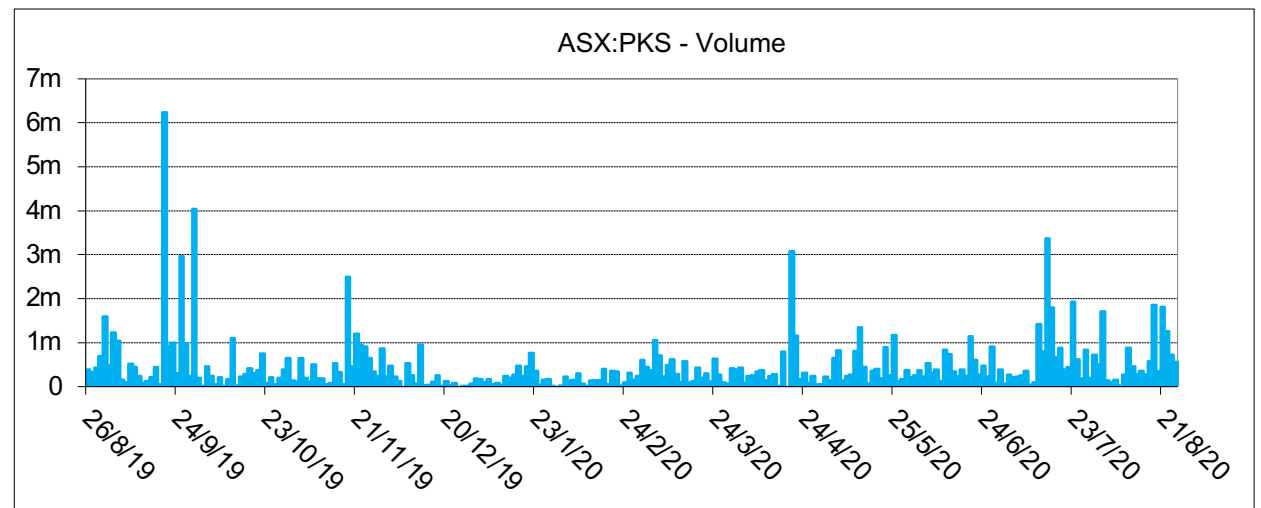
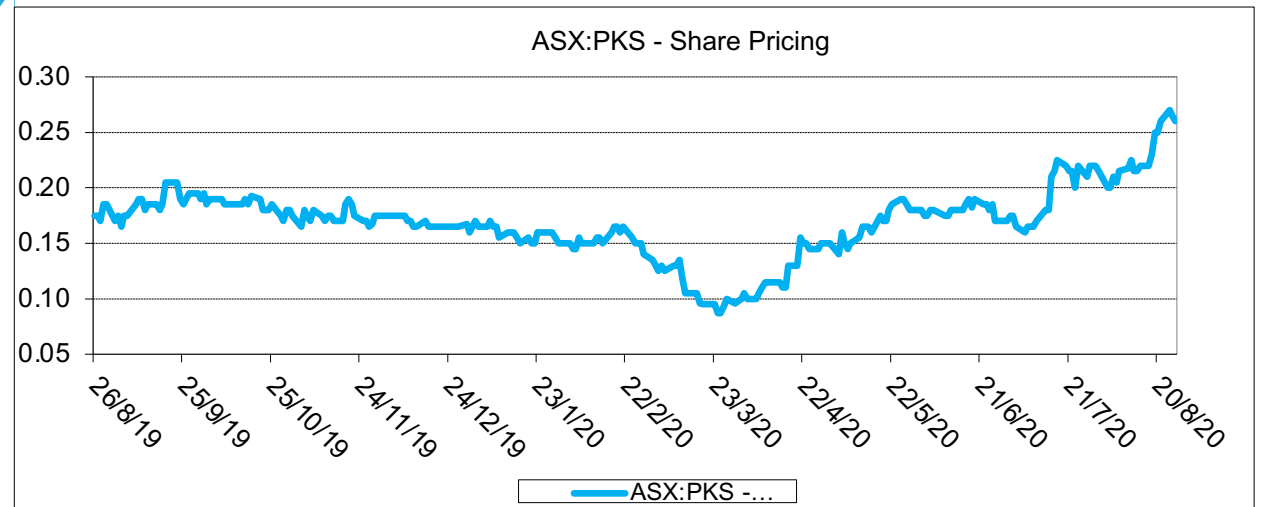
The acquisition of Pavilion was favourably received by the market allowing PKS to continue its accelerated growth journey.

PKS has continued to attract investors and has been proactive with market updates and investor meetings. Suggests a strong future to PKS.

PKS Shares: Free Float of 61%



¹ Includes parties under control or associate with senior managers and board members.



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The material in this presentation is general background information about PKS Holdings Limited (PKS) and is current at the date of the presentation, 28 August 2020.

All Pavilion Health Australia Pty Ltd (Pavilion) Financials are based on Pavilion Management estimates.

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