Beamtree

Better has no limit

Beamtree Investor Presentation FY21

Beamtree

Beamtree enjoyed a record year in FY21

We have won major contracts in Australia and internationally

Retention and renewals reached record rates in FY21

Key acquisition to drive AI product innovation

We're growing with a new name, new people, new products and more customers globally

Beamtree products are helping providers improve the efficiency of their services, deliver better quality care and minimise waste to reinvest into health for the benefit of all.

We are planning the future, developing new products that will provide unprecedented insight into broader health markets including aged care and community services.

Better has no limit.

Beamtree

From PKS to Beamtree

Beamtree is the new name for this well-established Australian pioneer as it accelerates into **a global enterprise.**

We believe Beamtree reflects our mission to use data to illuminate pathways to better healthcare outcomes, coupled with our focus on **strong, sustainable growth.**
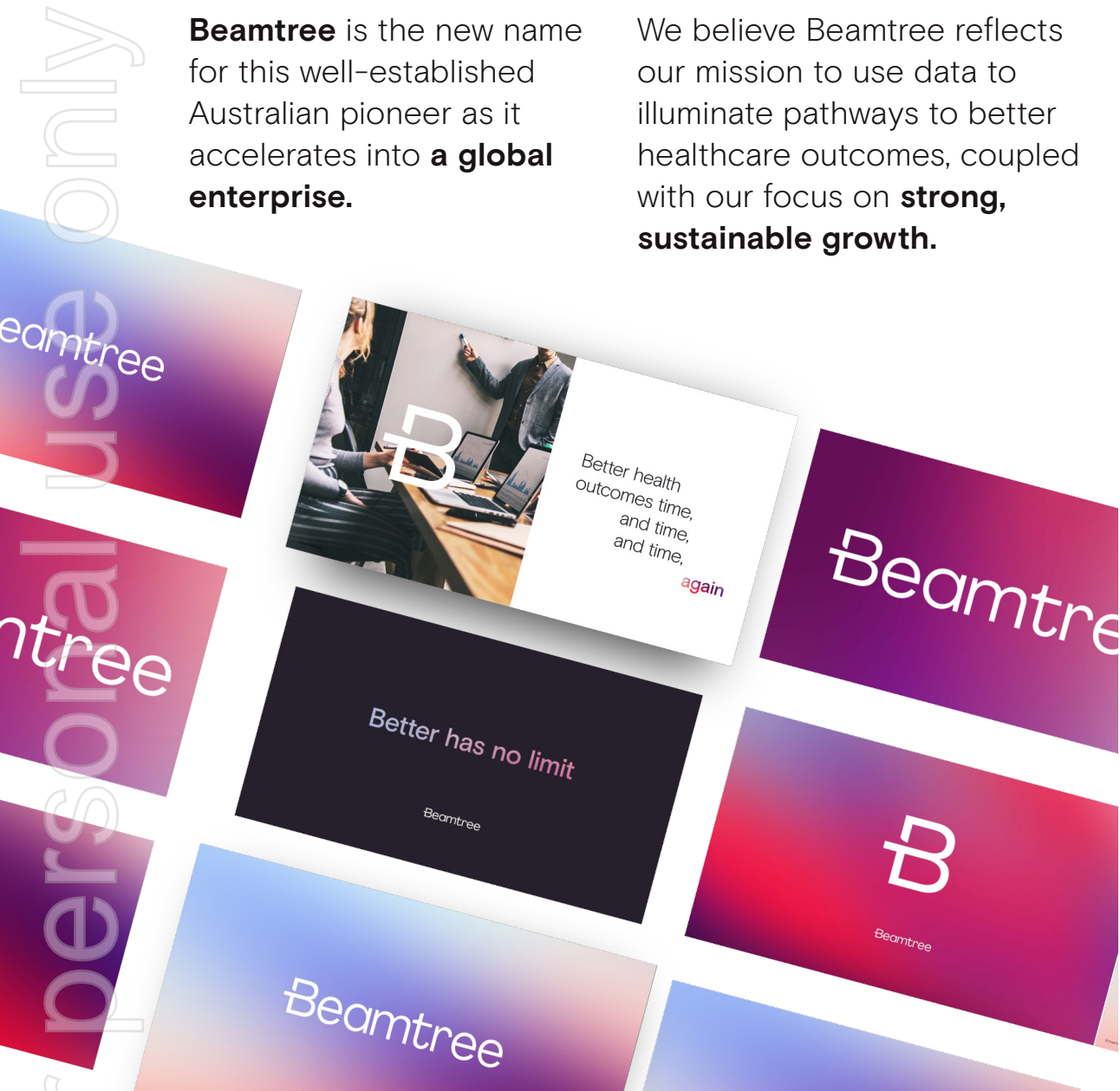
Beamtree echoes our values – to assist in the constant evolution and improvement of healthcare through best-in-class knowledge management, rooted in **trust, accuracy and authority.**

Beamtree emphasises our long-term commitment to innovation in delivering the clinical, economic and human imperative that lies at the heart of best value healthcare.

Because Better Has No Limit

Beamtree definitions

- The Beamtree is a relative of the pear tree.

- The name for an approach to the visualisation of large hierarchical datasets.

- A physical phenomenon created when an electron beam travelling at near the speed of light is focused on a plastic surface creating river-like patterns.

Beamtree

Record growth and global impact FY21

Beamtree a proud Australian company supporting customers globally

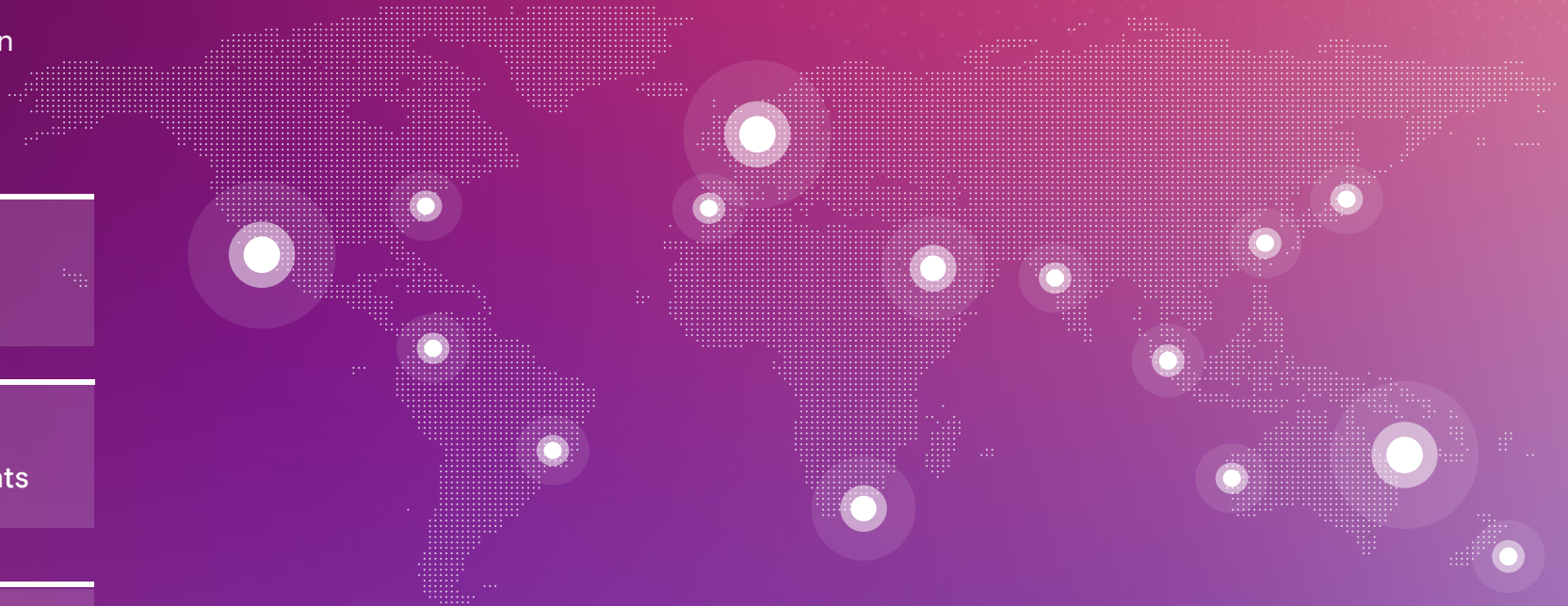|	
1000+ locations	**155+** labs
705+ hospitals	**4** continents
22 countries	**140+** customers

50.4m+

people touched by Beamtree implementations every year

International expansion

Winning first national data quality audit in Kingdom of Saudi Arabia (TCV AUD$2.25m), following success in Ireland and Singapore.

Key acquisition

Ainsoff impacting patient care through AI.

Abbott: Strategic Partner

FY21 saw global healthcare giant Abbott deepen its relationship with Beamtree, with more RippleDown® installations across its sites than ever before.

Lancet Laboratories commited to RippleDown®

More than a decade of expanded use created more workforce efficiencies, savings and revenue enhancement for Lancet supporting error correction and guiding clinicians.

Growth at home

Australian government deals saw Beamtree products reaching more places than ever before, with significant expansion in South Australia, Victoria and Queensland.

Across the nation, new products are being tested in clinical decision support to enable better patient care.

Beamtree

Financial Summary FY21

personal use only

+109% growth in group's revenue and 20% YoY on pro-forma basis*

Strong **total revenue** performance $8.9 million

78% recurring revenue

Exceeded **management forecast**

$14.1 million in cash

Strong cash position and **zero debt**

ARR 15% Growth*

Continued **annualised recurring revenue** growth YoY

34% operational EBITDA margin

A$3.1 million

99% customer renewal

Globally

* Pavilion Health was acquired in May2020. 2020 proforma represents the combined 12 months figures for both PKS and Pavilion Health

FY21 Highlights

Winning customers

Major new client wins for PICQ® (data quality) and RISQ™ (benchmarking services) in Australian hospitals. These services now assess around 90% of inpatient activity in Australia.

International expansion

Winning first national data quality audit in Kingdom of Saudi Arabia (TCV AUD$2.25m), following success in Ireland and Singapore.

Growth in pathology

RippleDown® Artificial Intelligence (AI) decision support expanded into pathology services in **several new countries** with channel partners Abbott and Philips. Client base grew in Australia.

Investment in growth

Investment in product, technology and go-to-market capacity delivers rapid service enhancement and improved volume of direct sales. Major new releases for RippleDown® and PICQ®.

Beamtree

Beamtree delivered strong growth while maintaining a trusted core of customers

2020

2021

July
New agreement with SA Pathology

November
AUD$2.25m for health audit in 270+ hospitals Kingdom of Saudi Arabia

February
Investment for growth plan launched

March
Jim Birch joins as Board Director

May
St Vincent's Health Australia reveals 16% reduction in hospital acquired complications (HACs) with support of RISQ™

June
New Victorian Agency for Health Information (VAHI) agreement servicing more than three million public and private hospital admissions

September
Renewal agreement with Healthscope across 43 hospitals

December
International health leader Tim Kelsey appointed as CEO

ACT Pathology extends contract of $250,000

January
$2.5m renewal agreement with Philips

Global HQ opens in Redfern, Sydney

April
Key new customers sign up; Mater Health QLD, Ramsay and Austin Health

June
Renewal agreement with NSW Health Health servicing nearly 2 million public hospital admissions

Renewal agreement with Healthscope for RISQ™

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Beamtree

Investing in global skills and experience to accelerate our strategy

Our workforce increased by 83% in FY21. The Beamtree team deliver impact and provide expertise in their fields, to boost the strategy, planning and market opportunities.

Introducing some of our new Team from FY21

CEO
Tim Kelsey

Chief Strategy Officer
Cheryl McCullagh

Non-Executive Director
Jim Birch

Prior to joining Beamtree, Tim was Senior VP, Analytics International at HIMSS, supporting digital empowerment globally. Before that he worked in public service leading national health strategies in – Australia, as CE of the Australian Digital Health Agency (2016-20) and England, as NHS Director for Patients and Information (2012-15). Tim was National Information Director– Health and Care in England, Chair of the National Information Board and Executive Director of Transparency and Open Data. Tim was the inaugural chair of the Global Digital Health Partnership linking 35 countries and the WHO.

Cheryl most recently worked with NSW Health as the Interim CE of Sydney Children's Hospitals Network. She is an experienced Executive Director in health with a distinguished history of operational management, technology implementation, strategic planning and implementation science research. Cheryl has a clinical background in Nursing, with a Master's Degree in Health Services Administration. With 30 years of health experience she serves on the Australian Digital Health Agency – Clinical and Technical Advisory Board and holds affiliations with Macquarie University and The University of Sydney.

Jim, with over30 years of health leadership at the coalface and consulting to global providers and government, has extensive experience in implementing technological change in the healthcare industry, having previously served as Chair of the Australian digital Health Agency, Deputy Chair of the Independent Hospital Pricing Authority, CEO of the SA Department of Health, and global healthcare leader for EY. Jim is currently Chair of the Little Company of Mary Health Care (Calvary), the Australian Red Cross Blood Service (now Lifeblood), the SA Women's and Children's Health Network and Clevertar Pty Ltd.

Beamtree

Our people
Growing our strategy

Introducing some of our new Team from FY21

Head of International Advisory
Jennifer Nobbs

Based in the UK, Jennifer is engaging with new and existing markets internationally to lead advisory work in health delivery, operational efficiency, quality of data and care. Jennifer has 16 years experience in leading strategy across government, non-government and private sectors in Australia and the UK. Prior to Beamtree, Jennifer ran her policy advisory firm, consulting internationally. Until 2018, she was the ED of Activity Based Funding at the Independent Hospital Pricing Authority. In NSW she led work on mental health, drug and alcohol and homelessness, connecting policy and research to implement change.

Head of International Strategy and BD
Alex Kafetz

Alex is a campaigner for inclusive use of technology to improve health outcomes and better transparency of data to improve the quality of services and ensure citizens have the same information as clinicians and managers. He advises organisations internationally to make this possible. Whilst working for Dr Foster, he led the first publication of patient safety indicators across the NHS. He has several non-executive positions including as independent member of the National Information Board and with the NHS in East London. In 2018 Alex was appointed as an adviser to the Paterson Inquiry.

Chair of the Beamtree Global Impact Committee
Mark Britnell

Mark, one of the foremost experts in healthcare systems, has a pioneering global vision for health, in a career covering 30 years and 80 countries and territories. Mark is the award-winning author of 'In Search of the Perfect Health System' and 'Human: Solving the global workforce crisis in healthcare'. A Former member of the NHS Management Board in the U.K. he has worked helping governments and healthcare organisations with strategy, policy and delivery. He Led organisations at local, regional, national and international levels; payer and provider; public and private sectors.

83% employee growth

Workforce 59% male 41% female

Beamtree

Key acquisition impacting patient care through AI

The expert clinical team from Ainsoff are joining Beamtree. Ainsoff has demonstrated improvements to patient care using world-leading Artificial Intelligence built on our RippleDown® products.

Dr Levi Bassin (Cardiothoracic Surgeon at the Royal North Shore Hospital in Sydney) and Dr David Bell (Cardiothoracic Trainee, Royal Australasian College of Surgeons) are both leaders in data, statistics and engineering.

They used RippleDown® technology to create tools that can improve safety and value in the crucial areas of patient risk, clinical documentation and critical alerts.

Ainsoff 1
Patient Deterioration Detection
The first commercially available prediction tool that uses real-time trend analytics to help inform clinical decision-making and reduce the number of false positive alerts.

Ainsoff 2
Clinical Documentation tool
Technology that improves in-hospital and post-discharge patient experiences, ultimately improving the quality of care.

Ainsoff 3
Automated Critical Pathology Alerts
A revolutionary tool that immediately notifies on-call clinicians about urgent results in the context of the patient condition, and in real-time, supporting clinical decisions.

Clinical trial outcomes

The first of the Ainsoff products performed better than existing early warning systems.
It demonstrated greater specificity and significantly reduced the number of false alarms, enabling targeted action from treatment teams, early prediction of mortality and ICU admission providing clinical staff valuable time to intervene before deterioration.

David Bell et al Critical Care Medicine 2021 – A trend-based Early Warning Score can be implemented in a hospital EMR to effectively predict inpatient deterioration.

David and Levi developed three game-changing products powered by RippleDown®, now part of the Beamtree portfolio, supporting our mission to improve care.

Dr David Bell   Dr Levi Bassin

Beamtree

Product portfolio

How **Beamtree** creates
value and solve problems:
data, insights, action to
drive better decisions

Beamtree

The Beamtree difference

At Beamtree, we understand how to collect and integrate data, how to improve quality and interpret information to focus on insights essential to **better decision-making.**

We understand how knowledge flows, how it is managed and how it is used.

We know what it takes to deliver better health outcomes time and time again.

We know how to take the pressure off an overloaded healthcare system by using data intelligently to solve problems.

Driven by solving problems, our people, products, and services are focused on delivering a positive **impact on the health of the societies we serve.**
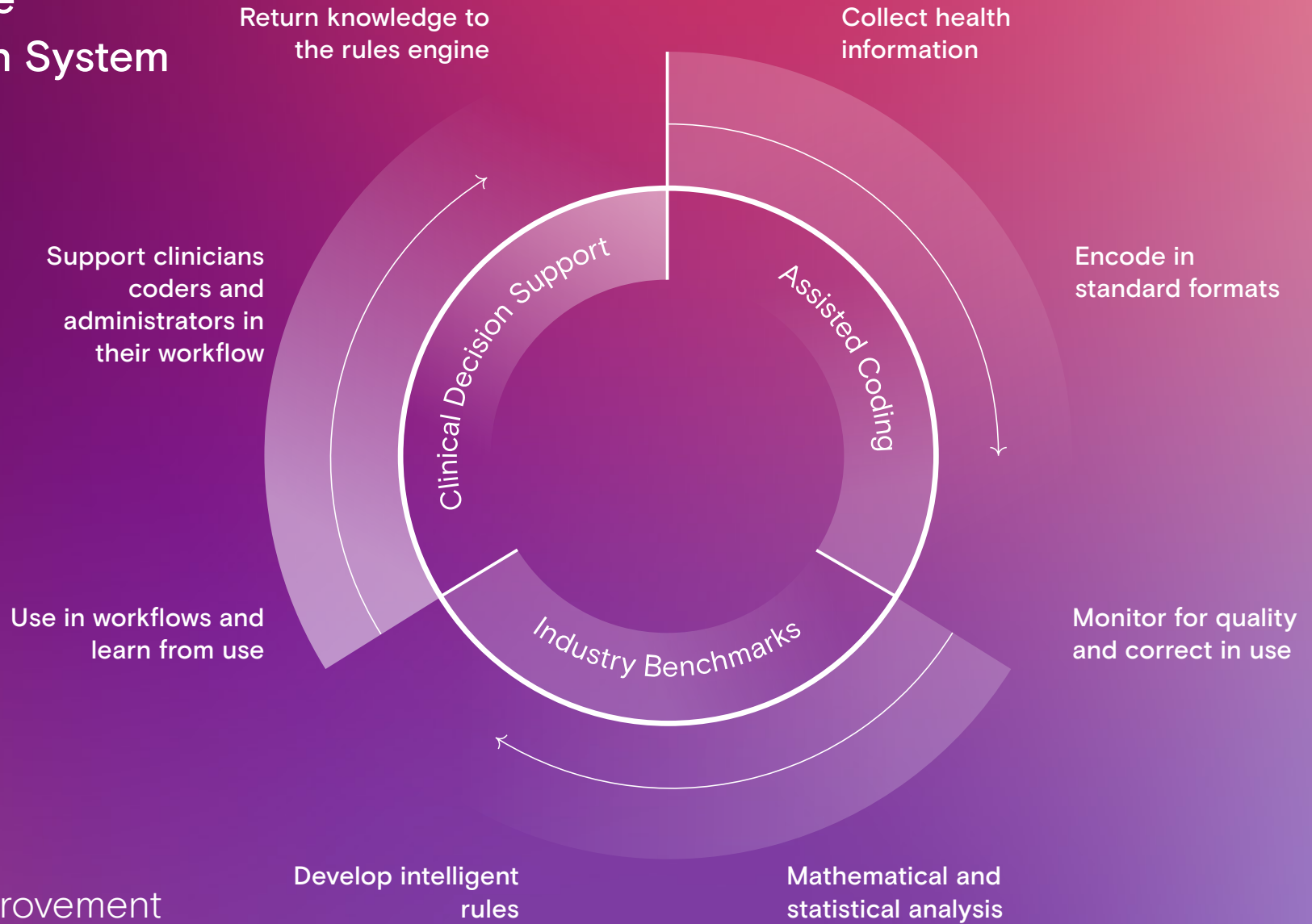
Beamtree

How we create value
The Learning Health System

Return knowledge to
the rules engine

Collect health
information

Support clinicians
coders and
administrators in
their workflow

Encode in
standard formats

Clinical Decision Support

Assisted Coding

Industry Benchmarks

Use in workflows and
learn from use

Monitor for quality
and correct in use

Develop intelligent
rules

Mathematical and
statistical analysis

Driving continuous improvement
by better access to healthcare
information – towards safety,
quality and efficiency.

Beamtree

Better has no limit: the problems we solve

We empower the learning health system – turning data into insight and action through automation.

Beamtree is in a unique position to offer enterprise-wide knowledge management solutions – deploying cutting-edge AI and analytics to support development of automated and assisted coding, global quality and efficiency benchmarking services and innovation in clinical decision support.

Beamtree can help:

Tackle unwarranted variation

Address equity of access and resource allocation

Offer revenue assurance

Promote transparency

Drive automation

The best health services deliver value for money by reducing **avoidable mortality, waste, length of stay, readmissions and cost of care.**

Complications are costly. **One in nine patients** who go to hospital suffer a complication, which costs Australian hospitals more than **A$5 billion a year.**

15 per cent of hospital expenditure in high-income countries is due to **human error** or **patients being adversely affected** while in hospital.

Beamtree

Our products

We make it simple for healthcare providers to access quality information, to automate wherever possible and make informed decisions

> "Achieving high value to patients and health providers must become the overarching goal of health care delivery, with value improving the outcomes achieved for the investment made."
>
> Michael E Porter

Data

Insight

Action

Data Quality	**Clinical Quality & Safety**	**High Value Healthcare**	**Evidence-Based Decisions**
Fix errors in near real-time	Benchmarking clinical outcomes	Ensure best-practice resource allocations	Best-in-class clinical decision support

codexpert.™

Q Coding Platform

picq.®
PERFORMANCE INDICATORS
FOR CODING QUALITY

risq.™
RELATIVE INDICATORS
FOR SAFETY AND QUALITY

Insights
platform NEW

Global
Benchmarking NEW

RippleDown®

personal use only

Beamtree

Beamtree mobilises
the power of data and
automation for a **healthier,
happier world.**

Beamtree

Spotlight on products

picq®

PERFORMANCE INDICATORS
FOR CODING QUALITY

Auditing the quality of clinical data

PICQ® is designed to examine admitted patient data coded using ICD-10 (diagnoses) and intervention codes (medical treatment). PICQ® adds value to performance management, coding quality, audit and monitoring. This helps customers develop a full picture of a patient's treatment journey through the healthcare system and helps to allocate resources.

risq™

RELATIVE INDICATORS
FOR SAFETY AND QUALITY

Benchmarking best practice in clinical outcomes

RISQ™ is a comprehensive hospital acquired complication (HAC) measurement and auditing tool with standardised benchmarking helping identify where risk can be managed and patient outcomes improved, it delivers reductions in overall HAC rates.

"RISQ has helped drive a 16% reduction in overall hospital acquired complications and reduce pressure injuries by 70%."

"We're on a mission to reduce HACs and provide the best care. It starts with good data."

St Vincent's Private Hospitals
Australia

"Eliminating data issues so we can focus on real preventable harm and not just noise. Easy to understand, intuitive and with data that is timely."

Healthscope,
Australia

Beamtree

Product Value

RippleDown®

Providing real-time clinical support

A clinical expert intelligence system that allows any clinical domain expert – like a clinician or pathologist – to automate their unique human decision-making process at scale to provide real-time clinical analysis, interpretation, and automate treatment documentation and reporting.

RippleDown® improves quality of outcomes and financial efficiency for customers. It can be used to help with early detection of deteriorating patients and reduce re-admission rates. It increases auto validation giving pathologists more time to focus on critical results.

It can reduce errors in ordering and improve revenue and billing outcomes.

An Australian invention. A unique AI-powered rules engine that can be trained to respond like a member of the team.

"RippleDown has led to considerable savings and revenue enhancements for Lancet: correcting errors identified, guiding clinicians and automating documentation. The financial and workforce benefits are incredible."

Lancet Laboratories,
South Africa

"All these strategies deployed reduced our debt from $7.1 million to almost nothing. Besides tremendous teamwork, I credit our success to RippleDown. I really consider Rippledown as our saviour."

South East Area Laboratory Service,
Australia

Beamtree

Our growth strategy

The Three Pillars
of growth actioned in FY21

Beamtree

Three pillars of growth

Domestic $100m,
International $3.8bn

Domestic $210m,
International $6.3bn

Domestic $117m
International $3.5bn

Scale the Core – expansion

Rapidly scale our core products and services with new functionality and global expansion along with comparative outcome analysis. Further alignments with channel partners.

Leverage the Core – innovation

Develop new complementary products and services, including near real-time comprehensive benchmarking and visualisation that will give health professionals deeper knowledge about financial and clinical performance.

Expand the Core – transformation

Accelerate R&D to change the shape of healthcare services, making old practices obsolete and driving automation, decision support and global learning.
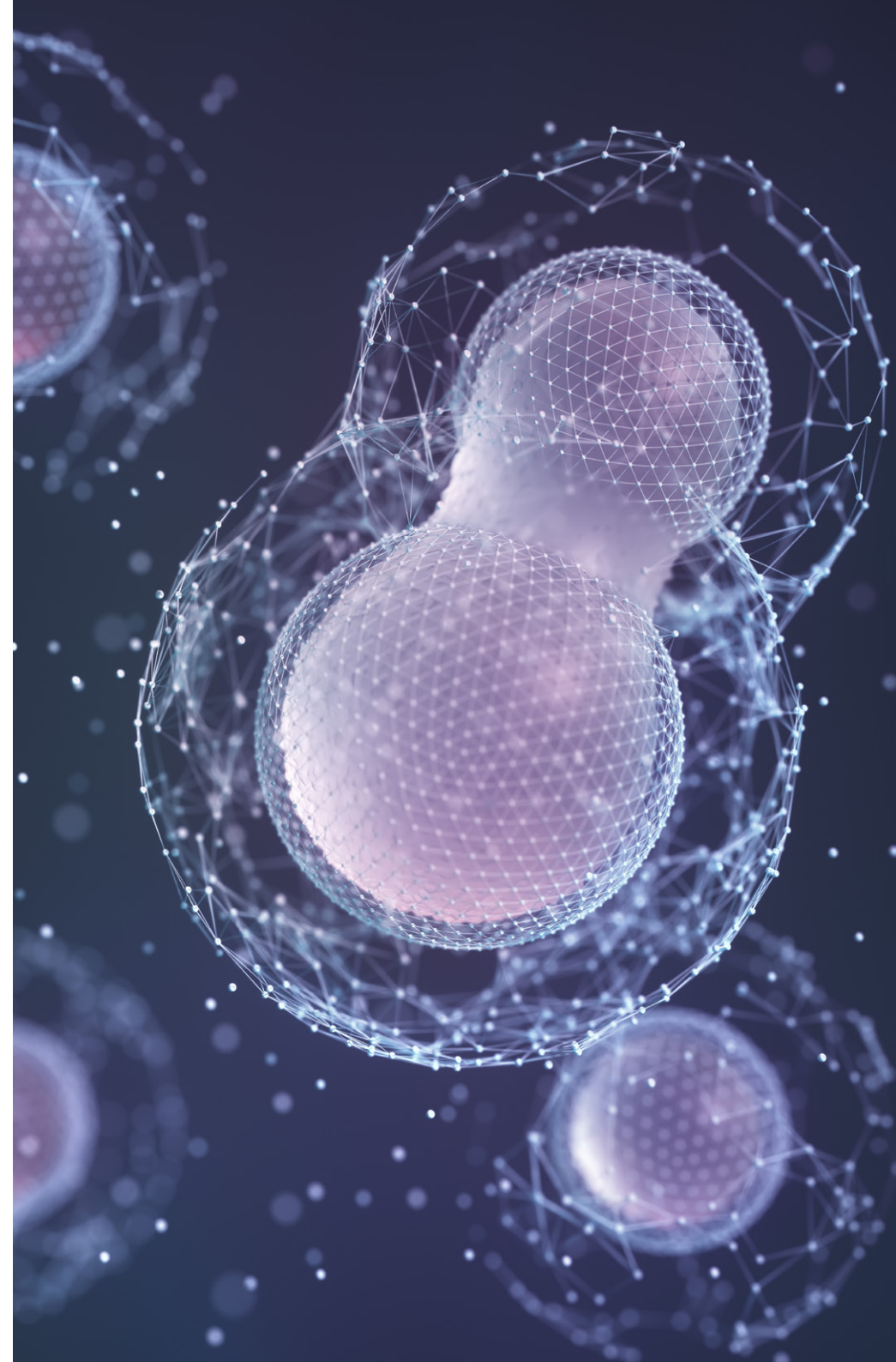
Beamtree

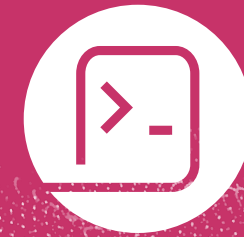# Implementing the growth strategy

Automation of **coding**

Global **analytics**

International **success**

Building research and **thought leadership**

FY21 **Investor Presentation**

Beamtree

Implementing the growth strategy:
Spotlight on the automation of coding

At Beamtree we are working on a near-term future in which health systems start to move from a world of post-discharge data classification to concurrent computer-assisted coding. This will empower real-time data analysis and clinical decision support so that clinical and financial outcomes can be optimised.

We are developing a coding toolkit which will introduce AI to the coding process, helping the software think like a coder, recognising patterns of care and conditions from records to generate coding for validation and automation. This early work is now being implemented as a proof of concept in Australia and soon we expect to be able to share this progress across the Australian health system.

Beamtree has always been at the forefront of healthcare AI. Now we're excited to be building AI technologies to support the automation of coding.

Beamtree

Implementing the growth strategy:
Spotlight on new insights platform

Insights Platform

Tracking best practice, learning from peers and driving quality.

Beamtree is accelerating the concept and realisation of the learning health system, with cross-integration of information systems to provide visualisation of actionable insights for healthcare services. We will launch the Insight Platform in 2022 to improve care outcomes and efficiency.

Global Insights

Decades of combined experience, with unique science to show and tell health data stories.

Beamtree is developing global insights and expanding on the learning health system with hospitals across the globe, to compare best practice, efficiency and equity. All in the interests of nurturing knowledge and improving healthcare around the world.

Over 20 countries are already engaged – some nationwide – as customers for Beamtree solutions. Beamtree has provided international health ministries and global distributors with best-in–class data solutions for efficiency and safer care to be deployed at scale.

Implementing the growth strategy:
Spotlight on innovating AI and decision support

Artifical intelligence, machine learning and automation

Beamtree has been successful in implementing long-term use of artificial intelligence in clinical services around the globe for over 20 years.

The unique rule writing properties of RippleDown® will be leveraged to support advances in clinical decision support in many areas this coming year. Beamtree has been successful in implementing artificial intelligence in clinical services for more than two decades. The unique rule writing properties of RippleDown® will be leveraged to support advances in clinical decision support in many areas this coming year;

— we are extending our pathology solution in microbiology labs to increase automation and treatment recommendations

— we will use CDS in analytics tools to trigger actions and highlight risks for quality management purposes

— we will use RippleDown® to detect risk in acute patient care

— RippleDown® is the backbone of our model to automate the coding process

In addition, we are developing a machine learning (ML) module for advanced rule writing to further boost automation. ML will propose rules where automation cannot be completed without extra nuance.

Beamtree is partnering in ground breaking work with health services in Australia, using RippleDown® in clinical pathology ordering, clinical decision support and automation of coding trials.

Beamtree

Spotlight on International Success

Over 20 countries are already engaged – some nationwide – as customers for Beamtree solutions. Beamtree has partnered with International Health Ministries and global distributors with best-in-class data solutions for efficiency and safer care to be deployed at scale.

Chief amongst these is RippleDown®: the rules engine of choice for pathology decision support globally. In practice for more than 20 years, and with product development in broader clinical decision support in progress, this growth continues exponentially. Likewise on the global scale, PICQ® and RISQ™ are established as world leading audit and safety monitoring tools for all countries using ICD-10. This market is expanding by translating into other ICD versions to accommodate European countries and the US, with interest from multiple countries for national-level-audits and the permanent implementation of our tools soon to be realised.

Clinically coded data is essential to ensure that resources are used and planned for efficiently and effectively in the health sector, however existing systems often present challenges to data quality, limiting a full view of understanding best practice.

To solve this, Beamtree has proven over several year-long advisory engagements a reliable and replicable method for analysis at scale to bring data driven insights to international health ministries (MOHs). The developed methods are used to examine complex coded data from different perspectives to review the quality of the data underpinning coded patient data. The "method" includes the use of Beamtree proprietary tools, with successful outcomes in Ireland, Singapore and in FY21, the Kingdom of Saudi Arabia. Off the back of these engagements, significant activity is in motion building the sales pipeline for the coming years in these and further regions.

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Implementing the growth strategy:
Spotlight on building research and thought leadership

Beamtree will launch its Global Impact Committee in October 2021, to be chaired by international health expert, leader and award-winning author Dr Mark Britnell. Committee membership will be drawn from world-renowned thought leaders with a brief to improve patient outcomes and safety by mobilising the power of health data for a healthier, happier world.

Beamtree and The University of Sydney have established a pioneering collaborative, commencing with a cornerstone appointment of a Senior Research Academic, the Beamtree Associate Professor in Clinical Informatics. This senior academic role will be embedded with Digital Health experts, with support from Australia's largest comprehensive research and teaching group in biomedical informatics, with expertise spanning bioinformatics, data science, human factors and implementation science.

About Mark Britnell

Mark has 32 years experience as a global leader in healthcare and is a highly successful senior partner of a worldwide professional services firm, KPMG.

About the Global Impact Committee

The Global Impact Committee will provide advice on strategies and policies which promote best practice and innovation in health data, advancing Beamtree's mission to mobilise the power of data to drive better healthcare outcomes.

Beamtree

Transforming knowledge management in healthcare.

Building on world-class core products to develop an integrated platform for information and knowledge management, empowering a learning health system, providing end-to-end support from the moment of data collection and classification through quality and performance benchmarking to clinical decision-making at point of care.

The Beamtree knowledge management platform

Computer coding of clinical records, automation of reporting and documentaiton

Enhanced **quality** surveillance, drawing attention to the things that matter and providing education resources

Real-time management information and benchmarking, from and for the individual to the health care group

Real-time **decision support** for clincans and patients – highlighting what matters, designed for the user as an individual or group

Improved **outcomes** for patients, through surveillance, benchmarking, alerts and communication
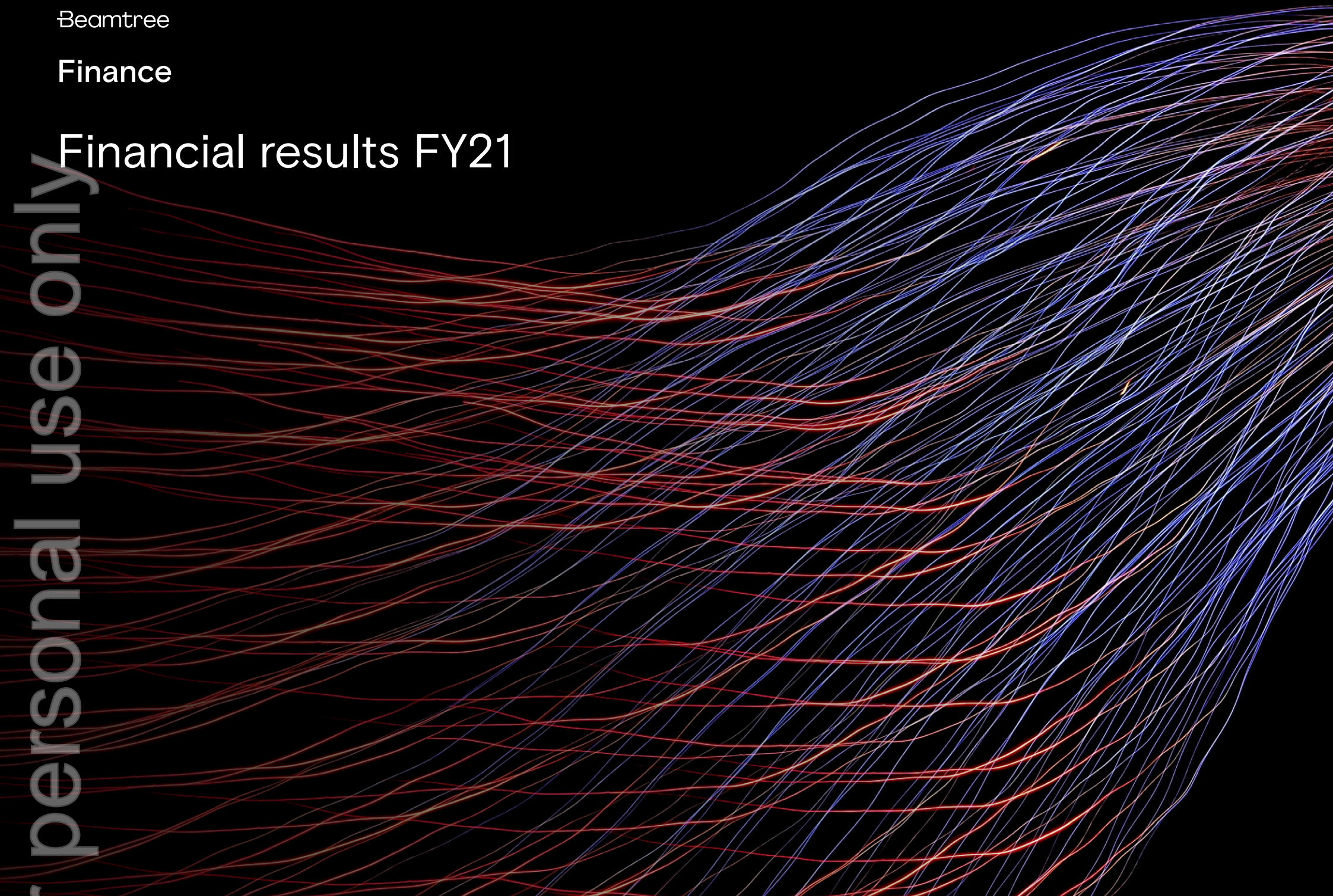
FY21 **Investor Presentation**

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Finance

Financial results FY21

FY21 vs FY20 financials

Commentary

— Total Revenue was $8.9m, **up 109%** from last financial year and, up 20% on Pro-forma basis

— **Operating revenue increased 16%** with an increase in customer contracts and growth in international markets

— **31% increase in opex** compared to PCP largely from increases in headcount as the group invests in product, technology and direct sales capabilities

— **Operational EBITDA of $3.1m** is broadly unchanged with the intended increase in OPEX post capital raise to invest in future product capabilities and sales/marketing expenditures. **Underlying BAU margin remains at 39%**

— Below the line expenses are largely comprised of board and listing cost, transaction cost related to Pavilion acquisition and capital raise in 2H

— Increase in D&A relates to product development and acquired amortisation of IP
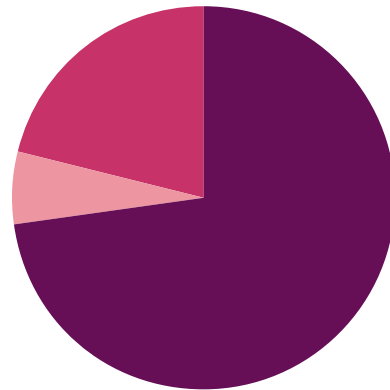
$(,000)	Actual FY20	Actual FY21	YoY Var $	YoY Var %	Actual LY Pro-forma
Subscription, License & Usage Revenue - recurring	3,810	6,138	2,328	61%	5,523
Service Revenue - recurring	–	448	448	nmf	406
Consultancy & Initial license fee Revenue - non recurring	315	1,800	1,485	471%	1,318
Other income	147	554	407	277%	215
Revenue	**4,272**	**8,940**	**4,668**	**109%**	**7,462**
Product & Technology	867	2,434	(1,567)	(181%)	1,805
Sales & Marketing	326	1,197	(871)	(267%)	837
Operation & Admin	361	1,176	(815)	(226%)	759
IT Infrastructure	75	541	(466)	(622%)	275
Other Opex	394	528	(134)	(34%)	802
Total Opex	**2,023**	**5,876**	**(3,853)**	**(190%)**	**4,478**
Op EBITDA	**2,249**	**3,064**	**815**	**36%**	**2,983**
% Margin	53%	34%			40%
Non-operating & listing fees	1,089	1,512	(423)	(39%)	1,804
Option & Performance Rights	315	533	(218)	(69%)	315
Depreciation & Amortisation	509	1,497	(988)	(194%)	521
Finance cost	5	14	(9)	(180%)	5
Profit / (Loss) before tax	**331**	**(492)**	**(823)**	**(249%)**	**339**

FY21 **Investor Presentation**
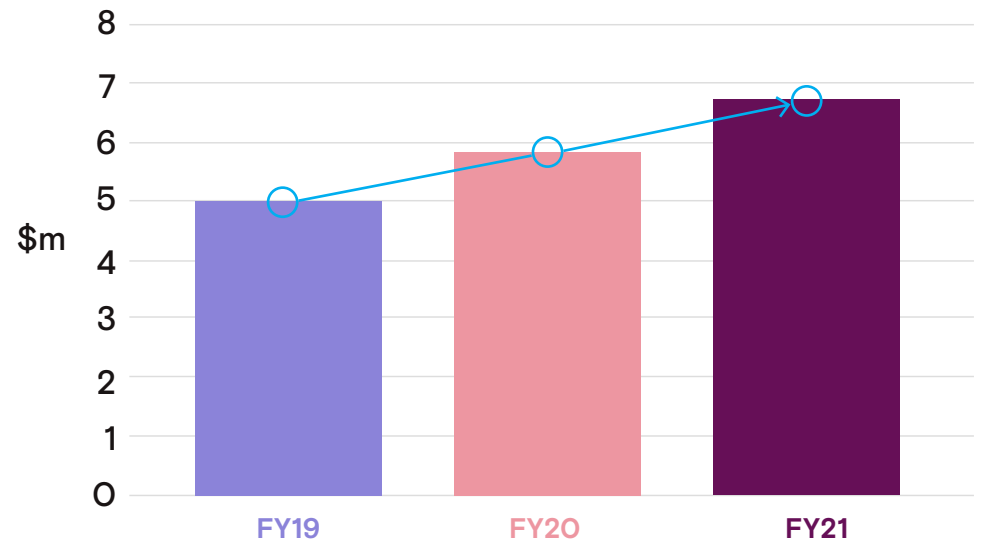
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Revenue performance

FY21 Revenue Composition

73%
License, Subscription and Usage - recurring

21%
Consultancy and one-off license

6%
Service – recurring

FY21 ARR Growth PCP

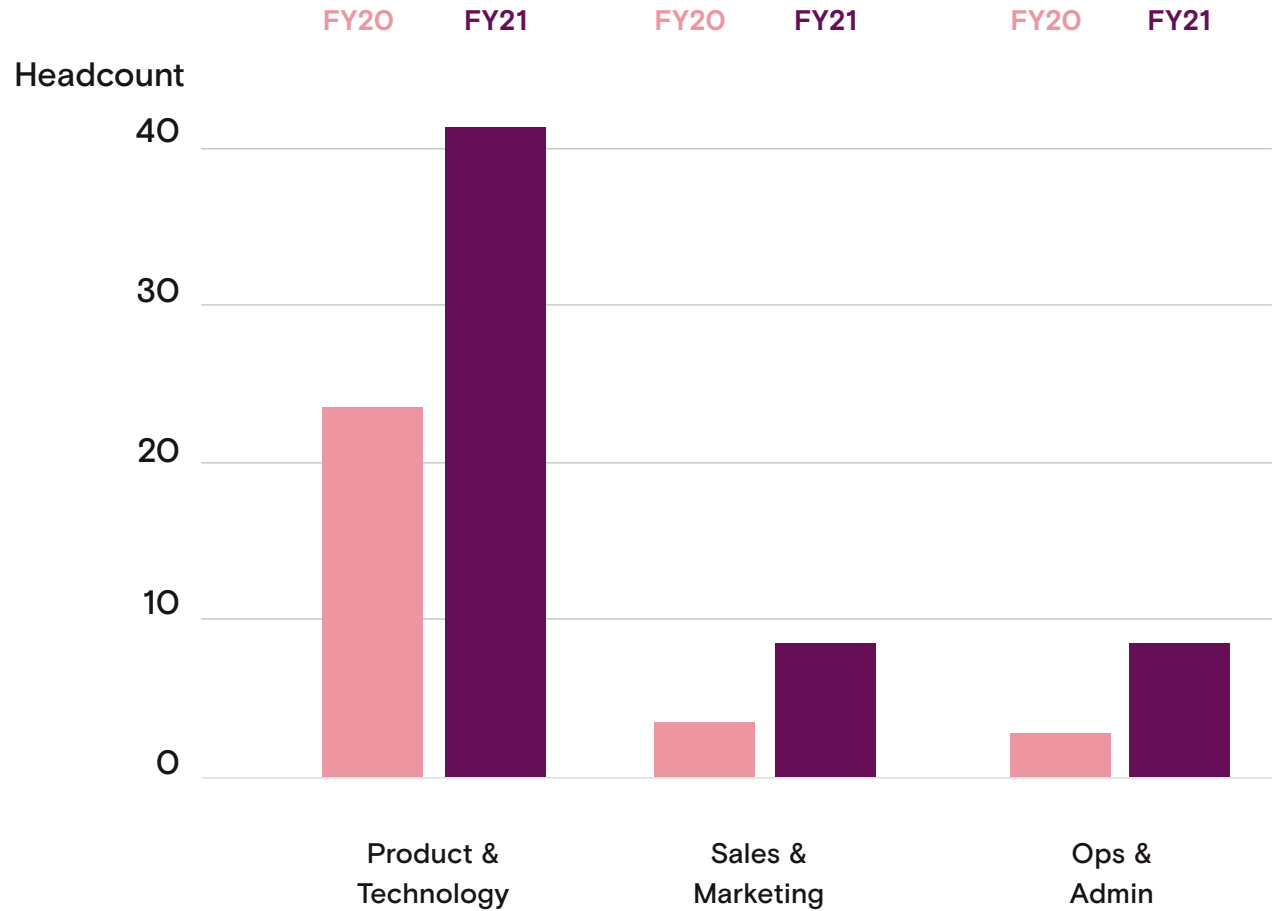### FY21 Annualised Recurring Revenue (ARR) Growth

$m

FY19   FY20   FY21

Comment

— **Revenue from direct customers now represents 90%** of total revenue with an increase in go-to-market capability

— **Overall group revenue increased by 109% on statutory basis**

— **15% revenue growth** compared to PCP with 50%+ growth in RISQ™, 17.5% in RippleDown®

— **ARR growth of 15% @ $6.7m, 78% recurring revenue,** reflecting mainly new customer growth with 99% renewal rate

FY21 **Investor Presentation**

Beamtree

Investing in innovation

Comments

— Investment in Product and Technology to enhance product capabilities for future growth

— Investment in Sales & Marketing to further grow a strong pipeline and direct go-to-market capabilities

— Growth in Ops mainly in customer support to improve customer success framework

Headcount

| FY20 | FY21 | FY20 | FY21 | FY20 | FY21 |

40

30

20

10

0

Product & Technology   Sales & Marketing   Ops & Admin

FY21 **Investor Presentation**

Balance Sheet

Comments

— Well funded for growth

— Cash position of $14m as at 30 June 2021 and zero debt

— Debtors balance as at Jun21 includes first milestone invoice of $360k AUD on KSA project and payment is fully received post year end

— Increase in contracts asset is driven by timing in receiving milestone payments on KSA advisory projects and revenue recognition. Project is well progressed with expected completion date in Dec21*

— Three years lease signed for new office space to support the business growth. Adoption of AASB16 increases both asset and liability

— Non current asset largely comprises of software intangibles, right-of-use asset from AASB16 and goodwill. Increase in intangible asset reflecting investment in product development. Impairment testing conducted – no impairment.

— Current liabilities includes trade and other payable, employee benefits and contract liabilities as Beamtree invoices customer annual license and subscription in advance and recognise as revenue over the following periods in financial year 2022

— Other employee liabilities increased as headcount grown

	30 June 2021	30 June 2020
Assets		
Current assets		
Cash and cash equivalents	14,117	4,205
Trade & other receivables	2,132	1,222
Contracts asset	1,119	19
Current tax assets	0	100
Total current assets	17,368	5,546
Non-current assets	29,686	27,097
Total Assets	47,054	32,643
Liabilities		
Total current liabilities	3,758	2,807
Total non-current liabilities	1,205	620
Total liabilities	4,963	3,428
Net Assets	42,091	29,215

* Beamtree signed a consultancy agreement for a USD$1.65 million (~AUD$2.25 million) in Nov20 to conduct health data audit in Kingdom of Saudi Arabia

![Beamtree]

Cashflow

Comments

Operating cashflow

— Milestone payments on KSA project has a timing impact on operating cashflow in FY21. First milestone payment is received in Aug21 with the remaining two milestone payments expected in FY22*

— As the group executes the growth strategy post capital raise, additional expenditures incurred including additional headcounts in Sales, Marketing, Customer support and People & Culture.

Investing cashflow

— $2.3m invested in research and product development as the group continues to invest in innovation

Financing cashflow

— Capital raise of $13m before cost in 2H FY21 will be used to fund the growth strategies, product developments and S&M

	FY21	FY20
Receipts from customers (inclusive of GST)	7,351	3,831
Payments to suppliers and employees (inclusive of GST)	(7,714)	(2,837)
Other	603	52
Net cash from / (used in) operating activities	**240**	**1,046**
Investment in R&D	(2,284)	(1,052)
Other investing activities	(693)	203
Net cash from / (used in) investing activities	**(2,977)**	**(849)**
Repayments of lease liabilities	(108)	(128)
Proceeds from issuing of share capital	12,758	0
Net cash from / (used in) financing activities	**12,650**	**(128)**
Net cash movement	**9,913**	**69**
Opening Cash Balance	4,205	4,136
Closing Cash Balance	**14,117**	**4,205**

* Beamtree signed a consultancy agreement for a USD$1.65 million (~AUD$2.25 million) in Nov20 to conduct health data audit in Kingdom of Saudi Arabia

FY21 Investor Presentation

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