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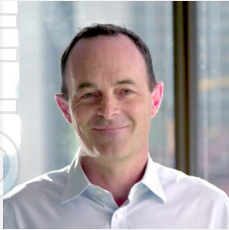
# Beamtree

2021 Annual General Meeting

28 October 2021

Better has no limit

# Board of Directors



**Mike Hill**  
Chairman of the Board



**James Birch**  
Non-Executive Director



**Stephen Borness**  
Non-Executive Director



**Andrew Gray**  
Non-Executive Director



**Brad Lancken**  
Non-Executive Director



**Paul Williams**  
Non-Executive Director

# AGM Agenda

1

Chair's Address

2

Management Update

- FY21 Highlights
- Potential<sup>(x)</sup> Acquisition / Integration
- 1Q FY22 business update

3

Order of business

- Resolutions

4

Q&A

# Beamtree enjoyed a record year in FY21 and completed major acquisitions



We have won major contracts in Australia and internationally



Retention and renewals reached record rates in FY21



Key acquisition of Ainsoff to drive AI product innovation



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



Key acquisition of Potential<sup>(x)</sup> making us Australia's largest health data and AI decision support platform

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.

## Record Growth and Global Impact FY21

**50.4m+**

people touched by Beamtree implementations every year

Beamtree is a proud Australian company supporting customers globally

**1000+**  
Hospitals

**155+**  
Labs

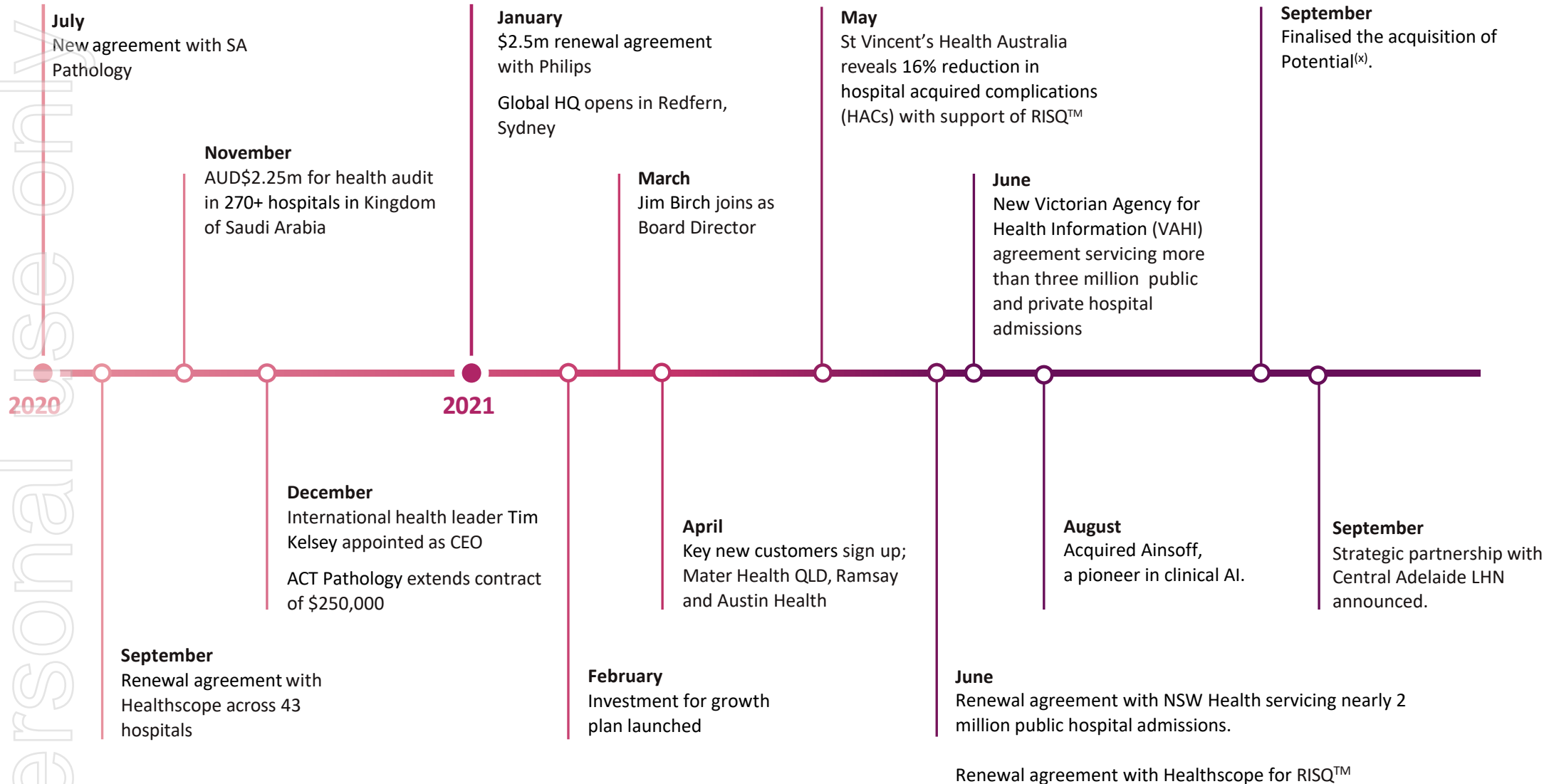
**705+**  
Hospitals

**4**  
Continents

**22**  
Countries

**140+**  
Customers

# Highlights of a strong year of growth



# Growth strategy delivers at home and internationally

## 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

## 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®.





# Financial Summary FY21

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+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  
\$3.1 million

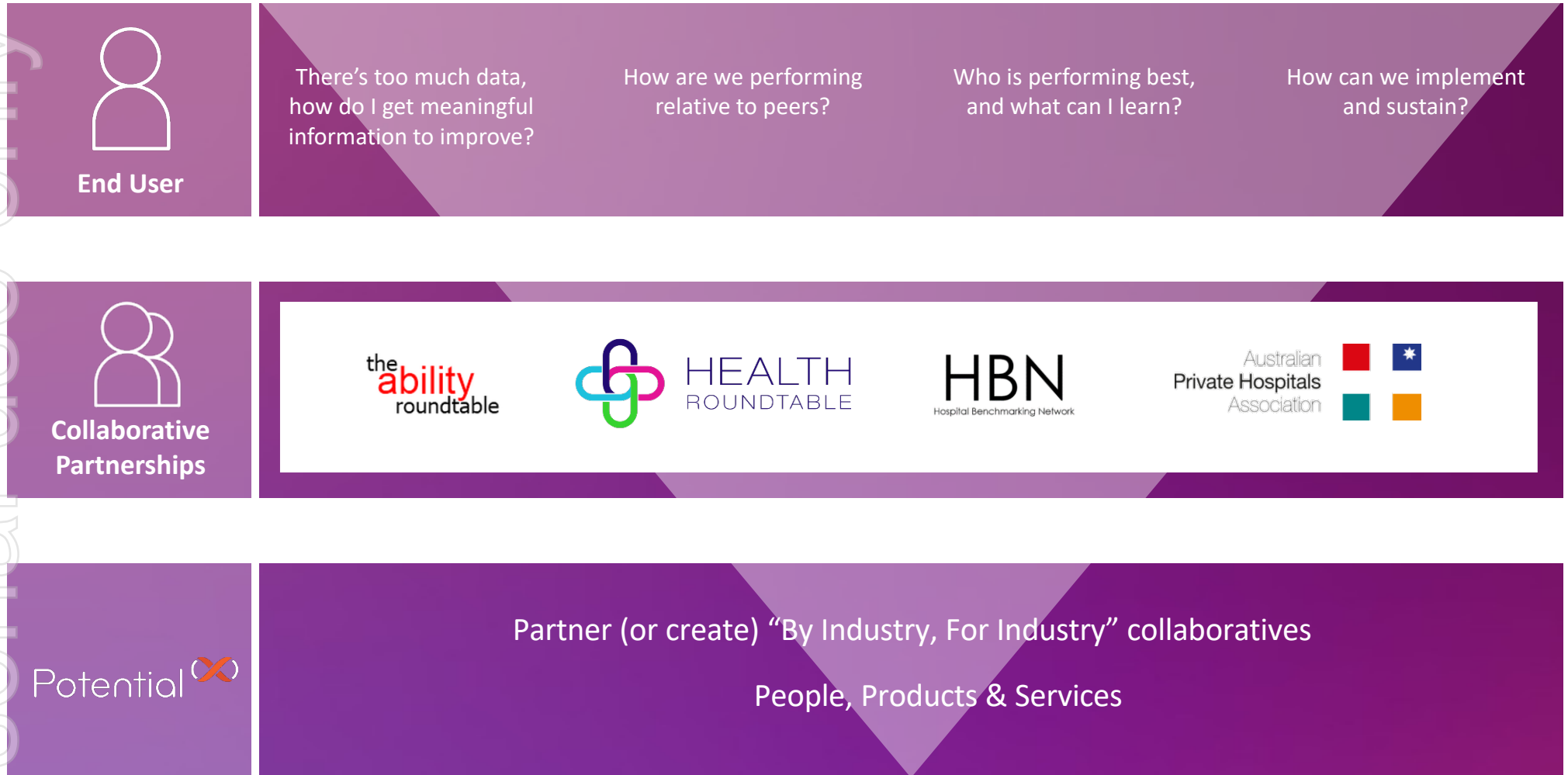
99% customer renewal  
**Globally**

\*Pavilion Health was acquired in May 2020. 2020 pro-forma represents the combined 12-month figures for both PKS and Pavilion Health. Excludes pro-forma for Potential<sup>(x)</sup> and Ainsoff.



# Successfully completed the acquisition of Potential<sup>(x)</sup>

## Business Overview




# FY21 pro-forma P&L

Beamtree + Potential 

## Commentary

- The acquisition of Potential<sup>(x)</sup> significantly increases Beamtree's scale with the combined business having \$20m of total revenue of which 86% is recurring revenue
- Combined group's ARR as at 30 June 2021 of \$16.2m
- Group remains strong Operational EBITDA at 29%

(\$,000)	Beamtree	Potential 	Beamtree <i>Pro-forma</i>
	FY21A	FY21A	FY21PF
Recurring – Software Subscription & Licenses	6,138	1,061	7,199
Recurring – Data Analytics Platform	-	8,591	8,591
Recurring – Service	448	-	448
Non recurring – Consultancy & Advisory	1,800	818	2,618
Other income	554	533	1,087
<b>Total Revenue</b>	<b>8,940</b>	<b>11,003</b>	<b>19,943</b>
COGS	(2,656)	(3,694)	(6,350)
<b>Gross profit</b>	<b>6,284</b>	<b>7,309</b>	<b>13,593</b>
Total Opex	(3,220)	(4,673)	(7,893)
<b>Operational EBITDA</b>	<b>3,064</b>	<b>2,636<sup>(1)</sup></b>	<b>5,700</b>
% margin	34%	24%	29%

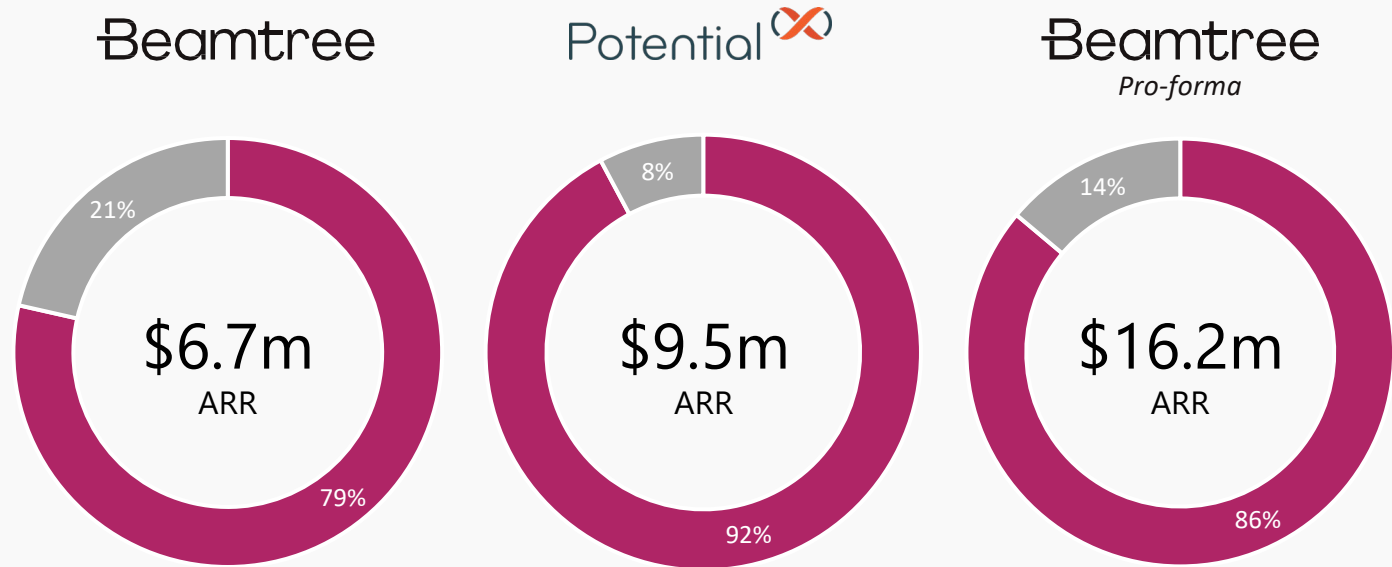
(1) Normalised Potential<sup>(x)</sup> EBITDA, with adjustments to Operational EBITDA for non-recurring expenses, R&D capitalisation and AASB-16 adjustments.

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# FY21 pro-forma revenue composition

## Legend

- Recurring - subscriptions, licenses and services
- Non-Recurring - consultancy and advisory



## Commentary

The acquisition of Potential<sup>(x)</sup> will increase Beamtree's recurring revenue to 86% of total revenue (79% pre-acquisition)

# Beamtree and Potential<sup>(x)</sup> Integration

Over the next few months, the Beamtree and Potential<sup>(x)</sup> teams will continue to work on the post-merger integration. The strategic objectives of the merger are to:

- Accelerate growth in new global markets and adjacent sectors
- Add value and market access for existing solutions and software
- Reduce barriers to entry in ANZ market (immediate market share, expertise and insight into public hospital sector)
- Grow our people, leadership, industry and technical expertise
- Be cash flow positive and profitable
- Integration of Potential<sup>(x)</sup> analytics and insights into other software and markets

# Beamtree and Potential<sup>(x)</sup> Integration

We have identified seven post merger integration guiding principles

1

*Customers who positively experience our service and innovations* – so they advocate our brand

2

*Value Creation* – through appropriate focus on strategy, governance, risk, revenue and shareholder return

3

*Empowered people who value and develop each other* – creating a collective growth mindset

4

*Clear strategic direction* – organised through a One Beamtree structure

5

*Efficient processes and optimal resources* – so we have the capacity to achieve our objectives

6

*Communications that stakeholders value* – exchanging knowledge and influence

7

*High quality evidence-based decision making* – supporting a positive and joined up culture



# Successfully completed the acquisition of Ainsoff

## Artificial intelligence supporting clinical decision support

The Beamtree team has been joined by expert clinical leaders. David and Levi, who both have qualifications in computer science and medicine, utilised RippleDown® technology to create products that can improve safety and value in the crucial areas of patient risk, clinical documentation and critical alerts.



**Dr Levi Bassin**  
Cardiothoracic Surgeon at the Royal North Shore Hospital in Sydney



**Dr David Bell**  
Cardiothoracic Trainee,  
Royal Australasian College of Surgeons

### Clinical trial outcomes

The first of our clinical decision support tools 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.



### 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.



### Clinical Documentation Tool

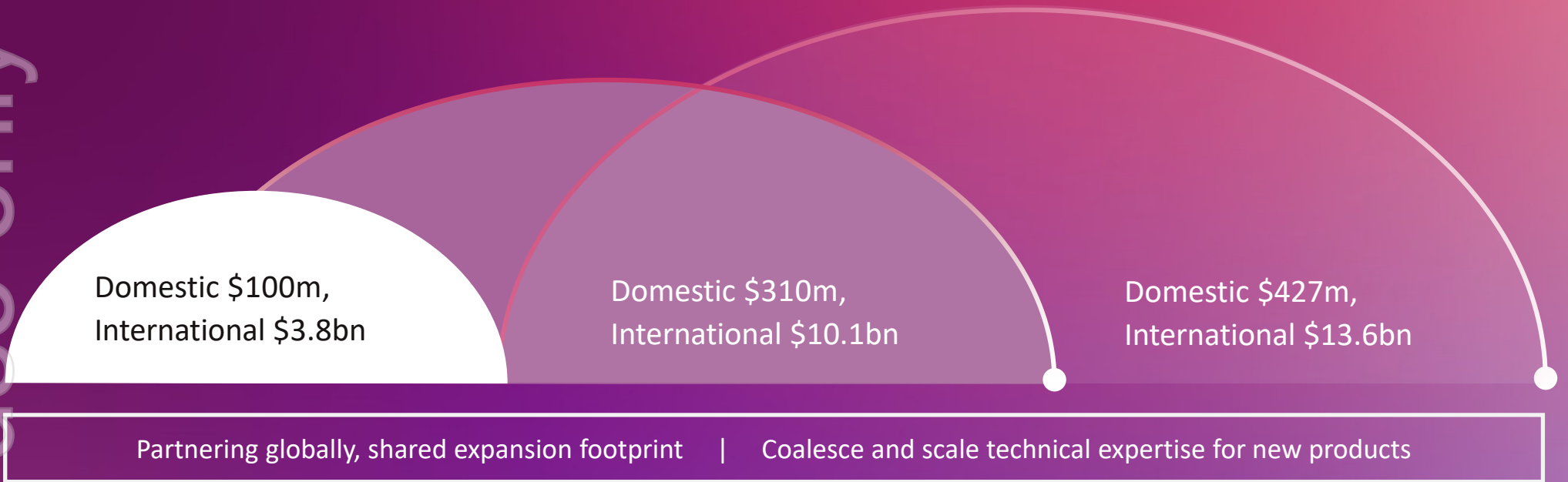
Technology that improves in-hospital and post-discharge patient experiences, ultimately improving the quality of care.



### 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.

# Successful acquisitions drive Beamtree's future growth



## Pillar 1: Scale the Core - expansion

- Expand existing products across shared and new markets
- Cross customer opportunities to value add through expanded product range
- Exporting Australian and New Zealand health expertise and insights to new and existing global clients

## Pillar 2: Leverage the Core – innovation

- Best in class international analytic and benchmarking services for hospitals
- AI assisted clinical record classification services
- Ainsoff Clinical Decision Support applications
- Global communities of practice for health outcome improvement

## Pillar 3: Expand the Core - transformation

- New data tools
- Automated coding
- Real time analytics transforms automation of clinical decision making
- Person centred analytics for personalised medicine and genomics

**New and expanded markets, including:** Aged care, community, disability

# Implementing the growth strategy

Automation of  
coding

Global analytics

International  
success

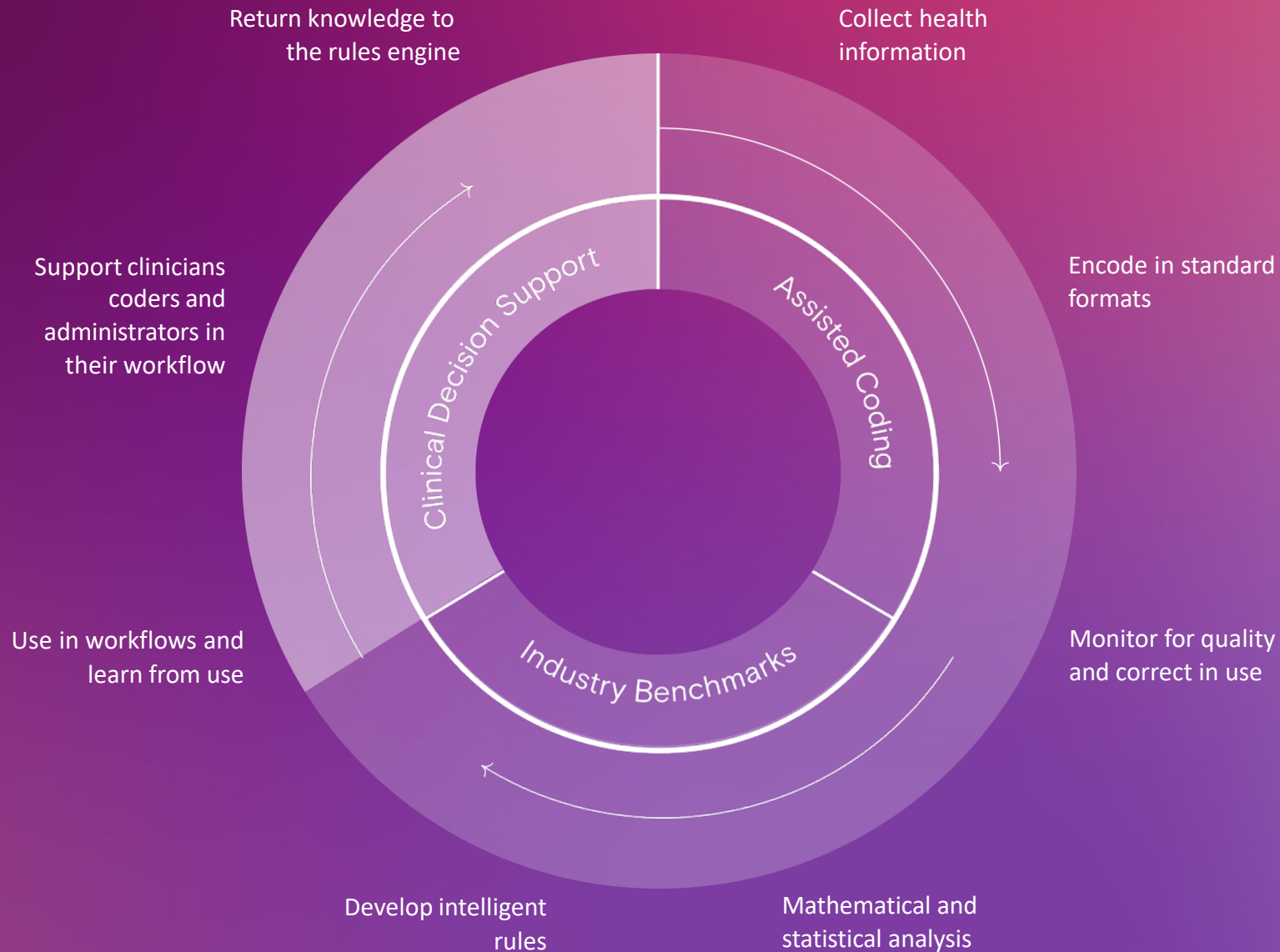
Building research  
and thought  
leadership



# How we create value

## The Learning Health System

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





# Transforming knowledge management in healthcare

The integrated platform builds on world-class core products for information and knowledge management. It empowers a learning health system, provides 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 documentation



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 clinicians and patients – highlighting what matters, designed for the user as an individual or group



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



# 1Q FY22 Trading Updates

**Key new contracts** including major strategic partnerships with Southern Health DHB in New Zealand to implement proprietary data capture bar coding technology to support quality surveillance of outcomes in allied health, and a strategic partnership with Central Adelaide Local Health Network (CALHN) in South Australia to implement its decision support platform

**FY22 Q1 Revenue Growth +23.1% PCP** (excludes acquisitions as completion date is 30 Sep)

**100% retention rate of contracts in the first quarter**, including major renewals with Healthscope and the Victorian Agency for Health Information.

**Delivered key contract milestone to deadline in the Kingdom of Saudi Arabia** where it is running a national audit of public hospitals. Milestone 2 was achieved after successful delivery of reviews of coding performance in more than 100 major hospitals and a national training program.

**Launched the Global Health Comparators (GHC) program**, a collaborative led by its international hospital members and committed to improving patient-centred care worldwide. The program will integrate the successful Global Health Data@Work initiative into Beamtree, including its existing membership of eight hospitals from the United States, England, Italy, the Netherlands and Belgium. The initiative leverages the capabilities of new acquisition Potential<sup>(x)</sup> – an early strategic synergy.

# Beamtree Global Impact Committee

The GIC is an advisory board that will provide advice on strategies and policies, promote best practice and innovation in health data, and advance the Beamtree mission to mobilise the power of data for a healthier, happier world.

The GIC will lead thought leadership programs to promote the priority of quality in healthcare and convene an annual international conference organised by Beamtree. It will oversee programs to empower global comparison of health outcomes and pro-bono initiatives to support improvements in data quality in developing nations.

# Beamtree Global Impact Committee

## **Dr. Mark Britnell (Chair UK)**

*International health reform expert who has served governments in more than 80 countries*

## **James Birch AO (Australia)**

*Beamtree non-executive director and GIC observer*

## **Martin Bowles AO PSM (Australia)**

*National Chief Executive Officer of Calvary Health Care*

## **Janet Davidson (Canada)**

*Administrator of Nova Scotia Health Authority, former chair Canadian Institute for Health Information*

## **Andy Hardy (UK)**

*Chief Executive Officer of University Hospitals Coventry and Warwickshire NHS Trust (UHCW)*

## **Tom Jackiewicz (USA)**

*President of the University of Chicago Medical Centre and Chief Operating Officer of the UChicago Medicine health system*

## **Dr. Shane Kelly (Australia)**

*Group Chief Executive Officer of St John of God Health Care*

## **Sir Bruce Keogh (UK)**

*Chair of the Birmingham Women's and Children's NHS Foundation Trust; former National Medical Director, NHS England*

## **Prof. Low Cheng Ooi (Singapore)**

*CTO Sheares Healthcare ; former Chief Medical Information Officer, Ministry of Health, Singapore*

## **Prof. Keith McNeil (Australia)**

*Acting Deputy Director-General, Chief Medical Officer (Prevention Division) and Chief Clinical Information Officer, Queensland Health*

## **Tony O'Brien (Ireland)**

*Leadership, governance and strategy adviser ; former Director-General HSE, Republic of Ireland*

## **Dr Sangita Reddy (India)**

*Joint Managing Director of Apollo Hospitals Enterprise Limited - Asia's largest and most trusted healthcare group*

## **Prof. Walter Ricciardi (Italy)**

*Professor of Hygiene and Public Health at Università Cattolica del Sacro Cuore, Rome ; Scientific Advisor to the Italian Minister of Health for the coronavirus pandemic*

## **Sara Raggiare (Sweden)**

*PhD student in selfcare for Parkinson's Disease at Health Informatics Centre, Karolinska Institutet, Stockholm, Sweden*

## **Dr. Don Rucker (USA)**

*Physician leader with national clinical informatics success ; former US Federal National Co-ordinator for Health Information Technology*

## **Roger Taylor (UK)**

*Author ; former chair, UK government's Centre for Data Ethics and Innovation*

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# Beamtree

## Thank you for your attendance

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