Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 15 February, 2022

Beamtree 1H FY22 business update and financials

Strategic partnerships and excellent renewal rate drive growth for health data and decision support pioneer

Highlights for half ending 31 Dec 21:
- Revenue Growth and Quality:
    - Group revenue up **+91%** pcp to $7.1m [1];
    - Organic revenue up **+24%** pcp [2];
    - Annualised Recurring Revenue (ARR) of $16.8m [3];
    - Recurring revenue **85%** [4];
    - Customer retention **100%**[5];
    - Successful acquisition and integration of Potential(x) and Ainsoff.
- Product Innovation:
    - Major new releases of RippleDown®, PICQ® and RISQ™;
    - New analytical, financial and wellbeing products refined and released, including the Hospital Acquired Complications Business Intelligence Platform (HACBi)
- Strategic Partnerships and global expansion:
    - New strategic partnerships and contract win with Central Adelaide Local Health Network (CALHN) to pioneer new AI application that predicts risk of patient deterioration;
    - Expansion of RippleDown® in pathology services in South Africa, Uganda and Columbia;
    - Successful conclusion of the year-long national clinical coding quality improvement project in the Kingdom of Saudi Arabia;
    - Implementation of the Beamtree real-time data capture/outcome measurement for Allied Health at Southern DHB New Zealand;
    - Successfully secured appointment to panel of preferred providers for NT Department of Health. This panel will provide opportunities for Beamtree's leading Clinical Coding; Assurance and Data Integrity services to be procured over the next 3 years.
- Thought leadership:
    - Beamtree Global Impact Committee established with 15 international healthcare leaders;
    - International comparators initiative;
    - Key white paper published *Addressing Burnout. Bringing data-driven solutions, care and hope to the health workforce*.
- Balance sheet:
    - Strong balance sheet position with $6.5m of net cash

Beamtree Holdings Limited ("Beamtree" or the "Company"), a leading provider of AI decision support and data insights solutions, is pleased to report strong revenue performance for the first half of FY22 (ending 31 December 2021), with 91% growth boosting revenues to $7.1m. Annual recurring revenue (ARR) has grown 160% year-on-year, with total ARR at $16.8m.

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[1] including acquisition's
[2] excluding acquisition's
[3] as at 31/12/2021
[4] recurring contract revenue as a percentage of total revenues
[5] percentage of customers renewing ongoing contracts

Beamtree CEO Tim Kelsey said:

> *"Beamtree's mission is to support organisations to improve health outcomes in Australia and around the world through automation, innovation and comparative data analytics. The first half year results demonstrate evidence of the success of our growth strategy with new contract wins in four countries, ground-breaking strategic partnerships to develop new applications in computer-assisted clinical record coding and remote monitoring of patient deterioration. Our excellent contract renewal rates underline the importance of Beamtree services in maintaining system resilience during the COVID-19 pandemic. The first half also saw the completion of two key acquisitions of Potential(x) and Ainsoff making Beamtree Australia's largest health data and AI decision support platform."*

Strategic Partnerships and 100% Contract Renewals for Beamtree services
The first half saw continued growth of Beamtree's strategic incubator program, in which leading health systems are implementing breakthrough applications of AI decision support technology to support the automation of clinical record coding, new analytic services – building on the market-leading expertise of Potential(x) – and new applications to support patient safety in hospitals.

Key strategic contract wins, international growth and contract renewals include:
- Central Adelaide Local Health Network deploys Beamtree technology to predict the risk of patient deterioration on the ward.
- Southern DHB (New Zealand) to implement proprietary data capture bar coding technology to support quality surveillance of outcomes in allied health.
- Ampath (South Africa) to trial RippleDown®.
- Partnership with Abbott Laboratories sees RippleDown® services expand into two countries – Uganda and Columbia – during the period.

Beamtree's foundation services in clinical coding, data analytics and decision support reported 100% contract renewal. Key Australian contract renewals include the Victorian Agency for Health Information, St Vincent's Australia and Healthscope.

Kingdom of Saudi Arabia
November marked the successful conclusion of Beamtree's[6] year-long engagement to review the quality of data in all public hospitals in the Kingdom of Saudi Arabia (KSA). The contract was worth AUD $2.25 million. The company conducted a national clinical coding quality improvement project on behalf of the Program for Health Assurance and Purchasing, working with 73 Ministry of Health sites across the country.

Beamtree also completed a data and analytics discovery project with Johns Hopkins Aramco Healthcare (a joint venture between Saudi Aramco and Johns Hopkins Medicine).

Collaborative Partnership with Health Roundtable
As part of the acquisition of Potential(x), Beamtree now provides services to the Health Roundtable (HRT). Renewals for HRT track in line with historical trends, currently sitting at 85% completion for the calendar year of 2022. The recent introduction of multi-year subscriptions for HRT has seen commitments for 2023 and 2024 subscriptions from approximately 20% of members.

Investment in product and technology
Product investment highlights in the first half of FY22 included major new releases for RippleDown® (versions 8.3 and 9.0), PICQ® (versions 8.7 and 8.8), RISQ™ (version 2.1) and codexpert™ (versions 11.7.1 and 11.9.0) – all designed to deliver performance improvements and service enhancements.

RippleDown® 9.0, released in January 2022, was extended to support microbiology labs around the world.

The development of Beamtree's analytical, financial and wellbeing product suite continues to demonstrate the value of co-design and partnership with clients through Proof-of-Concept initiatives including the Hospital Acquired Complication Business Intelligence (HACBi) platform. In late 2021, HACBi was established in partnership with a large private provider to provide additional insight and financial information to key quality and executive teams. The Wellbeing Product is largely packaged and delivered through the Health Roundtable partnership, with the Royal Children's Hospital, Melbourne taking up the Beamtree version in late 2021.

Thought Leadership and collaboration

Beamtree stepped up its efforts to facilitate collaborative thought leadership in healthcare, notably through the launch of its advisory board – the Global Impact Committee (GIC). Drawn from nine countries, GIC members are currently working on the committee's first report on the challenges facing healthcare leaders around the world.

Beamtree also launched the Global Health Comparators Program, designed to empower hospital systems to look beyond national boundaries to measure performance, explore variation and identify areas for improvement. In addition, a partnership with Health Roundtable convened industry thought leaders to discuss the key issue of health staff burnout. The white paper – Addressing Burnout. Bringing data-driven solutions, care and hope to the health workforce – was released in December 2021.

[6] *Beamtree operated as Pavilion Health for the duration of this project.*

-ENDS-

Authorised for release by the Chairman of the Board.

About Beamtree

Beamtree (formerly PKS Holdings) is an Australian pioneer that works with health organisations around the world to better capture, manage and leverage human expertise. At Beamtree we make it simple for healthcare providers to access quality information, automate wherever possible and make informed decisions. Our products enable healthcare organisations to use data and insights in a continuous cycle of learning and improvement, driving quality, safety and efficiency:

- Automated clinical record coding and classification services that are the Australian standard for improving the quality of clinical data and now used internationally to support clinical outcomes and financial efficiency;
- Real time data analytic and benchmarking applications which have proven impact on reducing adverse clinical events and support best value health care;
- AI clinical decision support which automates clinical expertise to minimise data errors and provide real analysis and interpretation in more than 150 locations around the world.

For further information visit beamtree.com.au.

Tim Kelsey　　　　　　　　　**Mike Hill**
CEO Beamtree Holdings　　　　Chairman, Beamtree Holdings

Beamtree

Annexe: Members of the Global Impact Committee (GIC)

- **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
- **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) – Chief Technology Officer at Sheares Healthcare Group; Special Advisor, CMIO Office, 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 Health Service Executive (HSE), Republic of Ireland
- **Dr. Sangita Reddy** (India) – Joint Managing Director of Apollo Hospitals Enterprise Limited
- **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 Riggiare** (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
- **Jim Birch** AO (Australia) – Beamtree non-executive director and observer.