Beamtree

Strategic Overview

Beamtree Holdings Limited

Better has no limit®

Creating a better future for health

Beamtree

Level 1, 16 Eveleigh St. Redfern, NSW Australia 2016

Tel. +61 2 8313 9990

beamtree.com.au

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Strategic Overview

Beamtree's mission is to serve the healthcare ecosystem by turning data into positive action through insights and automation. Our vision is to become the global leader in the design of Learning Health Systems, enabled by our people, expertise and technologies, creating a better future for health. Our goal is for our work to help improve and save lives around the world.

Beamtree - Creating a better future for health

Our strategy over the next four years is centred on us investing in our people, enriching our solution suite, delighting and inspiring health providers, and providing value to our investors and clients.

Beamtree's ability to assist healthcare providers transition from raw data to deep insights and action is described with our product strengths in four key areas:

- **Diagnostic Technology:** We enable the efficient and effective delivery of diagnostic services as they underpin the future of health and personalised medicine.
- **Clinical Decision Support:** We bring human and artificial expertise together to enhance decisions that improve care, value and experience.
- **Coding Assistance and Data Quality:** We digitise and automate workflows with data, classification, coding & technical expertise to improve information standardisation, quality and timeliness.
- **Analytics and Knowledge Networks:** We combine data analytics solutions with peer-to-peer alliances that accelerate innovation and knowledge diffusion.

We help leading healthcare systems tackle unwarranted variation in outcomes, supporting the safety and wellbeing of patients by using automation to drive improvements and quality. Beamtree also assists providers with revenue assurance through data accuracy, while fostering greater transparency and addressing equity of access for patients.

Beamtree solutions equip providers with the tools they need to solve their most pressing challenges in areas such as:

- **Clinical quality and safety:** Beamtree helps identify clinical and operational hotspots
- **High value healthcare:** Beamtree can identify best practice in resource allocation and workforce support
- **Data quality:** Beamtree can identify and correct errors in near real-time
- **Evidence-based decisions:** Beamtree automation can free up experts to focus on more complex scenarios

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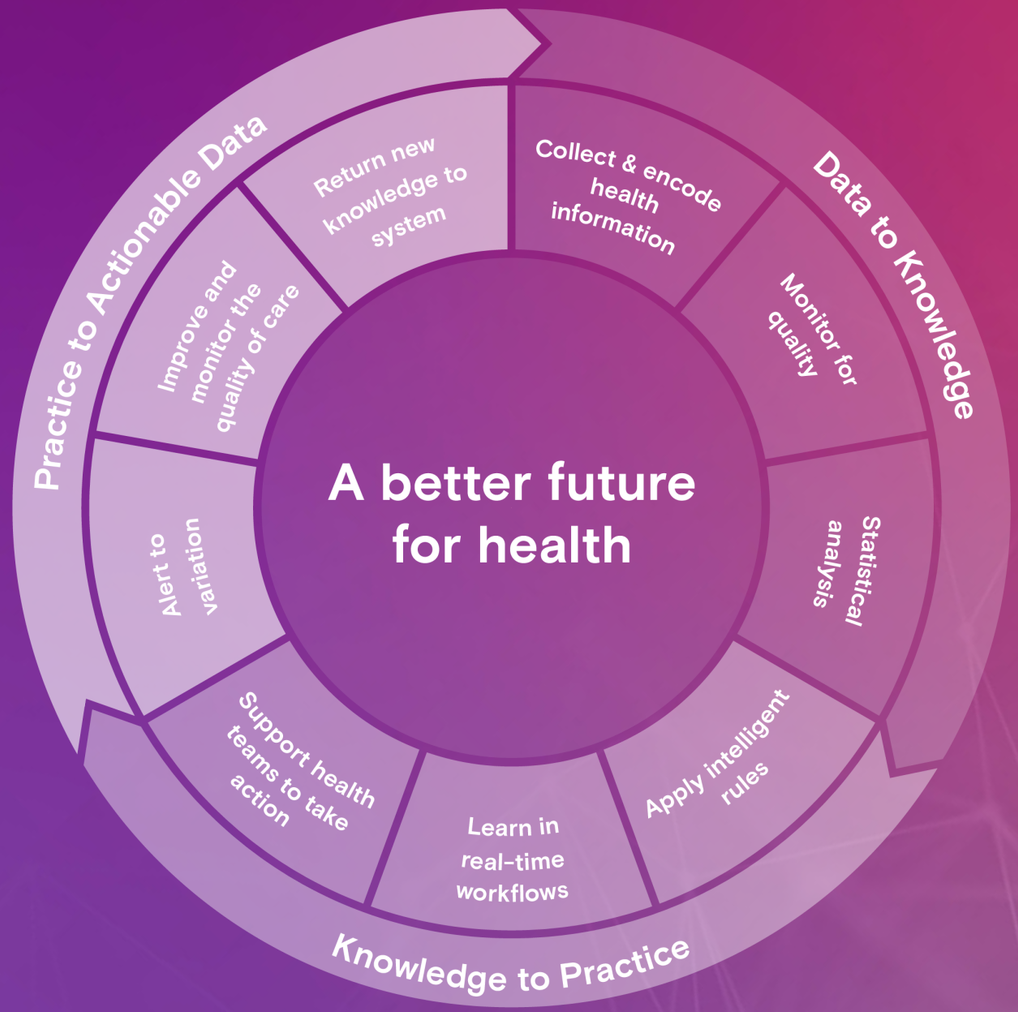
How we create value: Learning Health System

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



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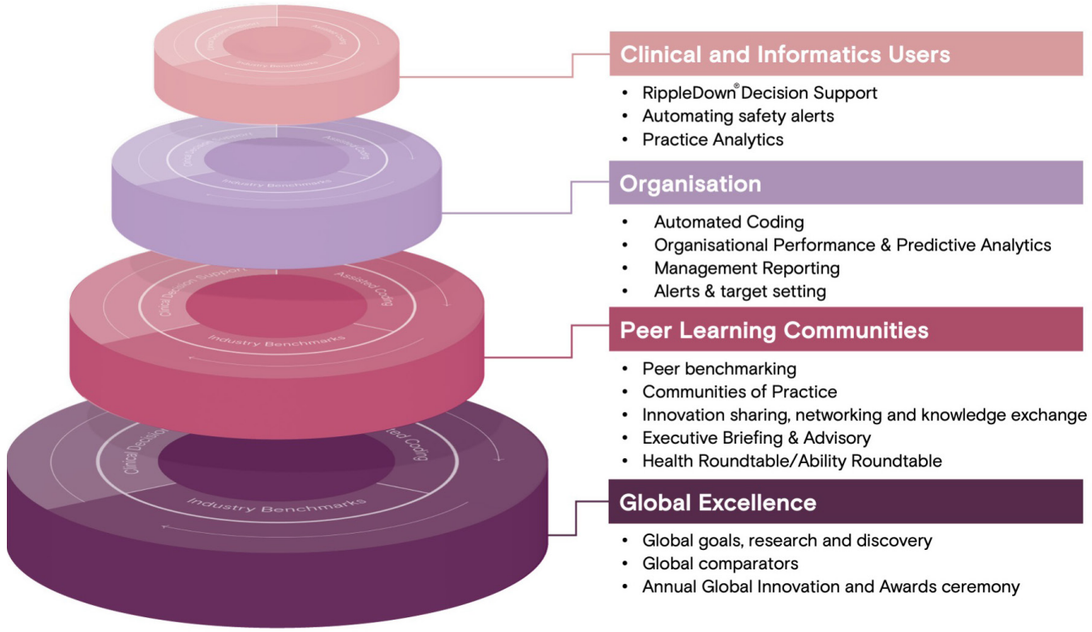
The Learning Health System

Beamtree technologies can support the Learning Health System, which lies at the heart of our strategic purpose. The Learning Health System drives continuous improvement in safety, quality and efficiency through better access to accurate healthcare information. Beamtree facilitates Learning Health Systems by generating a virtuous knowledge circle through assisted coding, industry benchmarks and clinical decision support. This is reflected in our solution themes and priorities:

- AI decision support and automation to promote efficient, safe health services
- Analytics and insights to generate world class benchmarking
- Quality standardisation through classification and coding services
- Advisory services encompassing thought leadership, networking and support



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Key Beamtree Solutions & Services In Focus

Beamtree's suite of solutions and services offer our clients an unrivalled range of analytics covering core healthcare provider priorities, improving coding quality, bolstering revenue assurance, delivering better patient safety and supporting staff wellbeing. These solutions – as well as new solutions currently in development – lie at the heart of Beamtree's global growth strategy.

> *"The (Beamtree) solutions implemented by us have driven many improvements in health information, data management and the delivery of clinical care. The partnership is one of collaboration and innovation.*
>
> St Vincent's Private

Beamtree's solutions and services are divided between two streams.

1. **Automation & Decision Support**
   Maximising our long history of successfully implementing automation in the pathology sector, we are expanding our products to support safety and quality in the acute clinical setting providing solutions to assist health care providers deliver the safest possible care.

   Solutions and Services fall into two categories:

   - **Diagnostic Technology:** Enabling the effective delivery of diagnostic services as they underpin the future of health and personalised medicine.
   - **Clinical Decision Support:** Combining human and artificial expertise together to enhance decisions that improve care, value and experience.

2. **Analytics & Coding Quality**
   Beamtree's deep knowledge of health data and clinical coding classification systems work together to provide insight to improving health services, in areas of safety, value for money, accurate data collection and reporting, while introducing opportunities to automate administrative and human expertise for efficiency.

   Solutions and Services fall into two categories:

   - **Coding Assistance and Data Quality:** Digitising and automating workflows with data, classification, coding & technical expertise to improve information standardisation, quality and timeliness.
   - **Analytics and Knowledge Networks:** Combining data analytics solutions with peer-to-peer alliances that accelerate innovation and knowledge diffusion.

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Diagnostic Technology Solutions

RippleDown Auditor™

RippleDown Auditor™ improves accuracy across data entry, billing and specimen reception and reduces the costs associated with having to rework information and address entry errors throughout administrative processes.

RippleDown Auditor™ can assist in reducing the volume of unpaid and potentially unrecoverable debts owed to the business. It also improves compliance with privacy and industry regulations and provides the foundations for greater transparency and trust.

The solution:

- Supports targeted staff training to reduce error rates
- Measures performance and trends over various timeframes
- Provides simple and timely implementation of new business rules

> *“ RippleDown really enhances our service. We are now able to deliver a highly customised service to GPs with better quality information that they use to treat their patients more effectively.*
>
> Lancet Laboratories

RippleDown Expert™

RippleDown Expert™ allows busy pathologists and clinicians to apply their knowledge in a highly scalable way without compromising results, integrity or the accuracy of reports. The solution reduces the possibility of errors in reporting and interpretation, thus reducing costs and clinical workload. Through RippleDown Expert™, health organisations can replicate a domain expert’s unique decision-making process at scale, enabling a higher volume of decisions to be made at a rapid pace, with absolute accuracy.

The solution:

- Provides best practice in Clinical Diagnostic reporting
- Ensures laboratories are industry compliant
- Improves productivity of laboratory staff and Pathologists
- Improves the overall performance of the laboratory

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Clinical Decision Support Solutions

Ainsoff Deterioration Index™

The Ainsoff Deterioration Index™ (ADI) is a commercially available machine learning-based tool used to predict the risk of patient deterioration, and alert clinicians via mobile devices in real-time.

In addition to a score of risk, ADI alerts also display a clinically useful summary of the patient’s condition to aid in escalation. The sensitivity and accuracy of the tool means that alerts are only generated for patients genuinely at risk of deterioration, far enough in advance to enable clinical teams to act and prevent serious outcomes and long-term issues. The product’s dashboard also provides a visual summary of acuity for all patients providing organisational insight to workload and risk.

Aiscribe Assisted Documentation™

Aiscribe Assisted Documentation™ uses a rules-based engine to screen clinical documentation and collate data from the EMR to detect and recommend actual, potential and missed diagnoses. Structured and unstructured data fields, including clinical notes (medical and nursing), radiology and pathology reports, medications, and surgical documentation, are analysed with no interruption to workflow or change to routine clinical care. Diagnoses and treatment information is collated and pushed to the clinical patient summary using standard terminology for approval by clinicians. Information is provided to the medical team for review as part of the discharge process.

Ailert Critical Results™

Ailert Critical Results™ provides alerting for critical pathology results, directly to clinicians, in real-time for alerts that cannot wait for clinical staff to log in to an EMR and check the results, or if missed could cause patient harm.

Certain pathology results require the clinical team to alter care urgently, for example, high potassium or very low haemoglobin. Results such as this cannot wait for clinical staff to log in to an EMR and check the results, hours or sometimes a day or two later. Ailert Critical Results™ sends alerts directly to mobile devices via SMS, providing real-time information outside of patient chart reviews.

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Automation, Coding and Data Integrity Solutions & Services

Activity BarCoding™

Activity Barcoding™ (ABC) uses a mobile app (or low cost, portable scanner) to capture up to 1,000 activity codes. The solution analyses the stream of barcodes and assembles an activity profile for the clinician and tracks patient interventions. It generates a suite of reports categorised by clinical and administrative staff, patients, referring department and activity type. ABC can collect activity data on the go, without the need to enter it into an information system manually, and can supplement information in the EMR or other clinical systems.

> *“ABC has given me visibility across my allied health teams, improved my resourcing decisions and staff management.*
>
> Tauranga Hospital, Bay of Plenty DHB

CodeXpert®

A clinical coding classification reference, CodeXpert® is a fully searchable eBook comprised of the ICD-10-AM and ACHI Alphabetic Indexes and Tabular, Australian Coding Standards, References and Coding Rules. An efficient resource to assist coders in their work.

Coding Audits & Advisory Services

We offer advisory services to organisations focusing on clinical coding classification reference. Our specialist coding team use Beamtree’s locally designed and globally recognised methodology to benchmark your organisation against international best practice.

Our audit methods include the use of PICQ® to measure compliance with the classification coding standards and non-specific code assignment. The data maturity index is implemented through interviews with management and coding teams. It focuses on people, processes and tools and provides a comparison to international best practice coding services. We can provide physical coding audits that analyses coding accuracy through re-abstraction and recoding of sample episodes of care.

PICQ®

PICQ® (Performance Indicators for Coding Quality) is the industry standard Coding Quality tool for public and private hospitals, health services and state health departments. It uses more than 760 indicators to assess the accuracy and specificity of all records in a data set according to applicable clinical coding standards, coding conventions and coding rules. PICQ®:

- Identifies data problem areas
- Finds specific records for possible correction
- Measures both compliance to standards and relative coding specificity

The PICQ® Quality Ratio delivers coding quality and specificity that can be benchmarked across hospitals, coders and clinicians, it highlights training requirements, and provides insight for coders, managers and executives.

> *“Since the introduction of PICQ we have significantly reduced our reject rate for submission to state health departments.*
>
> Ramsey Health Care

RISQ™

Derived from a database of more than 15 million patient episodes, Relative Indicators for Safety and Quality (RISQ™) is a comprehensive hospital-acquired complication (HAC) measurement and auditing tool.

RISQ™ reviews records to assess the incidence of HACs and the underlying data quality of condition onset flag data, providing a method to measure and compare the relative safety and quality of performance for reporting, benchmarking, coding review, and clinical service improvement.

> *“(RISQ is) 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

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Analytics and Knowledge Networks Solutions & Services

Collaborative Partnerships (with Health Roundtable, Ability Roundtable)

Collaborative Partnerships are formed with organisations to provide services on their behalf. These partnerships cover a variety of services including health analytics and benchmarking, product innovation and knowledge-sharing facilitation.

Beamtree currently partners with Health Roundtable (a not-for-profit benchmarking and knowledge-sharing organisation) and Ability Roundtable (a not-for-profit benchmarking and knowledge-sharing organisation in the disability sector).

Global Health Comparators Program™

Global Health Comparators™ (GHC) is a unique program that empowers hospitals and hospital systems to look beyond their national boundaries to measure performance, explore variation and identify areas for improvement.

GHC Members use both the joint dataset and the expertise of the network to work on shared challenges, bringing together data from around the world to enable members to investigate the quality and safety of the care they deliver. Members benchmark performance with leading institutions using a set of risk-adjusted outcome measures.

Our data science team have mapped inpatient data to a standardised international format that enables comparison at both diagnosis and procedure level across countries. This dataset provides a unique opportunity for conducting research in clinical fields. The methodologies and risk models have been validated by University Hospitals Leuven, in collaboration with member clinicians and data scientists.

> *"This (Global Health Comparators) program has the potential to revolutionise the way leading hospitals share outcome data and collaborate on quality improvement. The opportunity to compare outcomes, engage and network with international peers is unique and aids the ongoing work of hospitals to improve patient care."*
>
> University Hospitals and Warwickshire NHS Trust

HACBi™

HACBi™ is a Business Intelligence platform for Hospital Acquired Complications (HACs) and is specifically designed to calculate health fund penalties in accordance with HPPAs. The dynamic platform enables data interrogation at multiple levels including hospital, doctor, clinical unit and HAC group right down to penalties imposed at the individual patient level.

Designed to support hospitals achieve optimal HPPA negotiations with health funds, it simplifies the reconciliation of health fund HAC penalties to safeguard maximum revenue. It provides targeted auditing of high cost penalties and offers managerial reporting of all HACs to support clinical governance and Quality Improvement Programs.

Workforce Wellbeing Collaborative Program

Workforce Wellbeing Collaborative Program is designed to support healthcare leaders monitor levels of wellbeing in their workforce and provide local, relevant resources to support staff. As part of Workforce Wellbeing Collaborative Program, organisations will get access to the Well-Being Index (WBI).

The WBI is an internationally validated tool administered via a nine-question survey, which can be completed using an app on a healthcare worker's mobile device.

The WBI supports a shared responsibility between employees and employers to help identify distress and burnout and cultivates a positive environment of awareness and engagement. Crucially, the tool provides immediate support to the employee by providing access to relevant, locally tailored resources.

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Strategy in Summary

Beamtree's strategy for the four years to 2026 commits the company to a range of ambitious and achievable goals. We will become the employer of choice for talented people committed to improving healthcare around the world. We will grow globally, while developing and enriching our solution suite. We will secure recurring revenues in excess of $50m, boosting investment in innovative technology and highly skilled staff to serve our expanding client base.

Beamtree will be part of developing thought leadership. We will host events and committees to drive innovation and new interpretations of the way health works for the future of health planning. We will become a global healthcare knowledge leader by nurturing our internal talent and aligning with other experts in the field to apply solutions to key challenges in healthcare. This includes supporting efforts of the Global Impact Committee and the Global Health Comparators program as well as continued investment and support via Health Roundtable in Australia and New Zealand.

Our strategic vision and progress are encapsulated in – and will be measured against – three concurrent horizons covering the next 1-2, 2-3 and 3–4 year periods. To ensure Beamtree's future growth is properly nurtured, our efforts, energy and resources (EER) will be front loaded. In broad terms, 70% of current EER will be devoted to the first period, 20% to the second and 10% to the third.

The strategy breaks down into four sections – with innovative, client responsive solution development as the driver for each:

1. **Overall Strategy**
2. **People & Culture**
3. **Clients**
4. **Investors**

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Overall Strategy

Horizon 1: **EXPANSION**

Our first Horizon covers our Expansion plan, encompassing the next 1-2 years and earmarked to initially consume around 70% of our current effort, energy and resources (EER). This phase will focus on enhancing our core business and securing cash flow, while improving our solutions, processes and client experience. Beamtree will also remain alert to acquisition opportunities and associated revenue and market share gains, while developing our people and skills. Internationally, we will expand existing solutions in Hong Kong, Singapore, New Zealand, the UK, Europe, the Middle East and Africa. New solutions will include Clinical Decision Support applications and automated coding pilots, while we will facilitate global best practice communities.

Horizon 2: **INNOVATION**

Horizon 2 looks forward to the next 2-3 years and is focused on Innovation. It will see Beamtree respond proactively to technology gaps identified by our client base, addressing their developing needs. This phase, allocated roughly 20% of current EER, will see a drive to improve productivity – improving the end-to-end client journey and investigating new applications of existing technology. Beamtree will explore acquisitions and investment in high growth areas, while developing co-design opportunities with key partners. Beamtree will further enhance its global thought leadership credentials. We will look to innovate in sectors such as aged care, home care and medication automation, while seeking to expand further in new global markets.

Horizon 3: **TRANSFORMATION**

Beamtree's third strategic Horizon is Transformation, covering the next 3-4 years and set to account for 10% of current EER. This exciting, creative phase will place Beamtree at the heart of transformative healthcare and industry changing innovation. We will look to develop new technologies that adapt to evolving healthcare thinking, centred on high growth markets. Science and research partnerships will see Beamtree play a leading role in knowledge development. We will expand our offering in research, genetic applications and distributed care, while investigating new solutions in the fields of person-centred analytics, automated documentation and individually managed home care support.

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People & Culture

Horizon 1: OUR PEOPLE AS OUR GREATEST ASSET

Covering the next 1-2 years Beamtree's first People & Culture Horizon encompasses our commitment to our people. We will invest in recruiting and retaining the right staff to help achieve our strategic goals, buttressed by a robust program of training, skills development, mentoring and coaching. The company will explore hybrid and flexible working arrangements to suit the talents and life choices of our staff – all tailored to fostering a happy, loyal workforce with shared values and the ability to become thought leaders in their chosen fields.

Horizon 2: GLOBAL RECOGNITION AND PROMOTION

Horizon 2 for Beamtree's People & Culture plan takes in our ambition to expand both our workforce and the locations within which our people work, mirroring our global growth objectives. Over the next 2-3 years and consuming around 20% of existing EER, we will introduce incentives for exceptional performance and increase the number of staff with a clinical or working health experience.

Horizon 3: GLOBAL LEADERSHIP AND VALUE

Our third People & Culture Horizon, covering the next 3-4 years and allocated roughly 10% of current EER, is focused on confirming Beamtree as a global healthcare knowledge leader. We will publish thought leadership works, generate data-driven new knowledge and host creative workplaces to fuel innovation. Talented people will compete to work for Beamtree and we will reward employees who deliver the best ideas.

Beamtree's culture is supported by our core values. Our beliefs and behaviours must reflect that we are:

- Trusted
- Creative
- Collaborative
- Deliberate

Trusted

We believe that trust is a foundational element of our organisation. Strong working relationships are built on trust that provides a safe space for everyone to contribute and feel heard. Trusting relationships create a positive working environment which will attract and retain the right people for our team. We want our clients to know we are reliable and transparent in our dealings

Creative

We believe that being creative means a willingness to do things that stretch the status quo. Creativity is openly supported and encouraged by our leadership. New approaches are understood and evaluated transparently through established processes. Ideas are opportunities to learn - we listen to our clients to ensure we are successful in meeting their needs.

Collaborative

We believe that collaboration is at the heart of what we do and that teamwork is the best way of achieving our goals. By working together with our clients, being kind and sharing our knowledge, we create solutions that have a tangible impact and positive health outcomes.

Deliberate

We are sure of our purpose to create a better future for health and act transparently with intention after careful consideration of what is best for our people and our stakeholders in a moral, legal and ethical manner. We intentionally align our work with our strategic aims and values.

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Clients

Horizon 1: HEALTHCARE'S PROVIDER OF CHOICE

Our first Horizon will see Beamtree established as the solution provider of choice for healthcare systems in multiple countries. Encompassing the next 1-2 years, the plan will be based on a clear roadmap detailing investment in the utility and sustainability of our solution suite as a market leader in continuous data management. Beamtree will work with governments and private providers to grow our global market share, supported by our participation in international healthcare events. We will seek to exceed clients expectations and demonstrate robust ROI.

Horizon 2: GLOBAL BRAND RECOGNITION

Over the next 2-3 years, meeting Horizon 2 will see Beamtree solutions recognised around the world as key drivers in the pursuit of healthcare quality and safety. Governments and private providers will link the Beamtree brand with their service needs. This strategic aim, to which we will devote 20% of current EER, will be supported by plans for offices in more countries and complementary acquisitions. Our presence at international events will increase, while Beamtree's clients will become our champions and partners in research and development.

Horizon 3: NEW MARKETS AND NEXT GENERATION PRODUCTS

Our third Horizon focuses on Beamtree creating new markets over the coming 3-4 years with next generation solutions and services, while forging partnerships with global organisations. The company's strong presence in multiple nations will be exemplified by innovation hubs and our reputation as a global leader in health data services. Beamtree's clients and team will be firmly embedded in our thought leadership and research work and will collaborate to bring their best ideas to life.

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Investors

Horizon 1: EXCEEDING FINANCIAL EXPECTATIONS

Our first Horizon for investors will centre on Beamtree beating budget expectations over the next 1-2 years. Key metrics will include:

- Growing business volume
- Sales in new geographic markets and care sectors

To support these ambitions, we will increase Beamtree's client facing workforce, invest in consolidated technologies across the business, and accelerate existing and new solutions in new geographies, whilst demonstrating return on investment for our clients ensuring retention remains high in this competitive market.

Horizon 2: ACCELERATED GROWTH

Horizon 2 covers the next 2-3 years and is focused sharply on Beamtree growing by an additional 20%. Profitability will remain our hallmark. This focus on profit will help generate funds for strategic acquisitions and new product innovation, which will in turn further fuel Beamtree's growth and development investments and impact on health system improvements.

Horizon 3: $50m+ RECURRING REVENUES

Over the coming 3-4 years, Beamtree aims to achieve ARR in excess of $50m. Not only will this evidence our strong market share position, it will also generate funds to invest in the invention of disruptive technologies and so stretch our global lead in the healthcare improvement sector. In addition, these funds will allow the company to attract the very best people to work with us in pursuit of our goals.

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We solve real world problems in healthcare by developing smart tools that improve patient outcomes.

Our technology analyses, interprets and improves the efficiency of healthcare operations and key human resources, so they can make the most of effort and investment.

We believe it starts with better data and ends in better care – and for us, **better has no limit.**

Beamtree - creating a better future for health

Beamtree's strategic goals are both ambitious and achievable. They are also essential if we are to deliver on our primary vision: creating a better future for health, helping improve healthcare around the world with data, automation and innovation. Our people and their exemplary skills, our technology and our investment plans will support Learning Health Systems – because at Beamtree we believe that **Better Has No Limit.**

Beamtree

We Empower

Learning Health Systems

Diagnostic Technology

- RippleDown Auditor™
- RippleDown Expert™

Diagnostics & Clinical Decision Support

Clinical Decision Support

- Ainsoff Deterioration Index™
- Aiscribe Assisted Documentation™
- Ailert Critical Results™

Coding Assistance and Data Quality

- Activity BarCoding™
- CodeXpert®
- Coding Audits & Advisory Services
- PICQ™
- RISQ®

Analytics & Coding Quality

Analytics & Knowledge Networks

- Collaborative Partnerships with Health Roundtable, Ability Roundtable
- Global Health Comparators Program™
- HACBi™
- Workforce Wellbeing Collaborative Program

Through

Data → Insight → Action → Automation

To

Create A Better Future For Health

At Beamtree we support the best people to provide great client experiences with products that provide valued return on investment

Our Community

Individuals → Organisations → Communities of Practice → Global Community → Health Ecosystem

Beamtree
Better has no limit®