

Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 16 December 2022

Beamtree agrees new global Diagnostic distribution contract with Abbott

Beamtree Holding Limited (ASX:BMT) (“Beamtree”), a leading provider of AI decision support and data analytics to the healthcare industry, is pleased to announce a new agreement with Abbott (“Abbott”), a leading global healthcare company, to distribute Beamtree’s RippleDown® products.

The new agreement marks a great step forward and a renewed joint approach to advancing automation and value through Beamtree’s core Diagnostics product, RippleDown®.

The key terms of the new distribution agreement are as follows:

- The term of the agreement is 3 years with an option to extend for years 4 and 5.
- For any sales during the contractual period Beamtree will commit to providing the RippleDown® product for the duration of the end customer contract.
- Abbott retains exclusive distribution rights, except for a single existing distribution agreement.
- Abbott will distribute RippleDown® branded as AlinIQ Clinical Decision Support, Powered by RippleDown® in pathology and radiology.
- Abbott to pay an annual product fee for smaller single laboratory clients and revenue share for larger customers.
- In the context of Beamtree’s current company forecast, Beamtree expects the agreement to be a material contribution to its total revenue.

Beamtree’s CEO, Tim Kelsey, said: “I am delighted to announce this expansive opportunity for Beamtree, which further solidifies our international growth and ambition. Beamtree is a pioneer in the automation of human expertise, and this new partnership approach will enable us to bring RippleDown®’s industry-leading technology to an expanded global market.”

-ENDS-

Authorised for release by the Chairman of the Board.

For further information, please email investor@beamtree.com.au

About Beamtree

Beamtree provides cutting edge automation technology and data analytics that support health care providers improving safety, effectiveness and reduce the administrative burden on clinical staff.

- Diagnostic technology: our flagship RippleDown® products automate expert decision making in clinical and administrative processes in pathology.
- Automation of clinical record coding and data integrity: our RippleDown® and PICQ coding technologies improve data quality in health services, and are now using AI to develop new approaches to the automation of clinical record coding;
- Clinical decision support in acute and community care: our suite of Ainsoff applications leverage RippleDown® with machine learning to transform patient safety through automation of clinical and administrative process;
- Analytics and knowledge networks: we are field leaders in using data to benchmark quality and financial efficiency through national and global peer-to-peer alliances that accelerate innovation and knowledge management.

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