

Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 16 December 2022

Clarification of contract with Abbott

Beamtree Holding Limited (ASX:BMT) (“Beamtree”), a leading provider of AI decision support and data analytics to the healthcare industry, refers to its earlier announcement titled “Beamtree agrees new global Diagnostic distribution contract with Abbott”. For completeness, the Company wishes to provide the following additional information in relation to the contract:

The pricing for new licenses signed under this agreement are as follows:

- A large customer, defined as above USD\$300,000 in contract value will be governed by a revenue share agreement where Abbott will have a 60% share and Beamtree a 40% share, reflecting the fact that Abbott will manage client relations and implementation. In Australia and New Zealand, Beamtree will lead and the co-sale share will be 60% to Beamtree and 40% to Abbott. All new sales in ANZ will be co-sales.
- A small customer, defined as below USD\$300,000 in contract value will carry a annual license fee of USD\$32,000 per annum for the use of Rippledown Expert. In these cases Abbott will introduce the client to BMT who will then have the ability to upsell the Rippledown Auditor product. Any Auditor products licenses will be retained by BMT for 90% with 10% distribution fee to Abbott. An average Auditor license sold by BMT current is approximately \$200,000 per annum.

Beamtree forecasts between 50 – 100 annual recurring large customer licences by the end of the three-year term, each with a minimum annual value of USD\$300,000.

-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.