Beamtree®

Q3 FY23 Trading Update

27 April, 2023

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# Q3 FY23 Highlights

Q3 FY23 Key Strategic Highlights

Diagnostics – +49% year on year revenue growth
- Abbott partnership continues to deliver to expectations with 11 new licences in FY23 YTD compared to 27 over the previous 6 years. Recurring revenue from the partnership has doubled in FY23.
- Awarded an implementation of RippleDown into the Coventry & Warwickshire NHS trust, paving the way for wider NHS rollout.

AI Clinical Decision Support: Ainsoff Deterioration Index (ADI)
- Second stage funded trial now installed in a large Asia Pacific Hospital Authority following the offline analysis of 50,000 patients in Q1. Trial involves integration with hospital's IT systems.
- Paid ADI trial commenced at Milton Keynes University Hospital in England with another NHS Trust expected to commence in Q4 FY23.
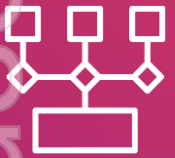
Coding Integrity Assistance & Data Integrity – +10% year on year revenue growth
- Awarded $1m health information management strategy contract in the Kingdom of Saudi Arabia (KSA) alongside our partner Lean.
- Awarded preferred solution provider to audit coding data integrity for a large customer in a new international market ($0.5m p.a.)[1].
- Renewal of contract with the Health Service Executive in Ireland, our largest PICQ® customer (coding, data & quality tool)[2].

Knowledge Networks – +10% year on year revenue growth
- Continued investment in developing a new 3 year strategy for our key customer, Health Roundtable based on investment in a new data platform infrastructure and enhanced member services. This follows agreeing an 8 year contract with Heath Roundtable in FY23.
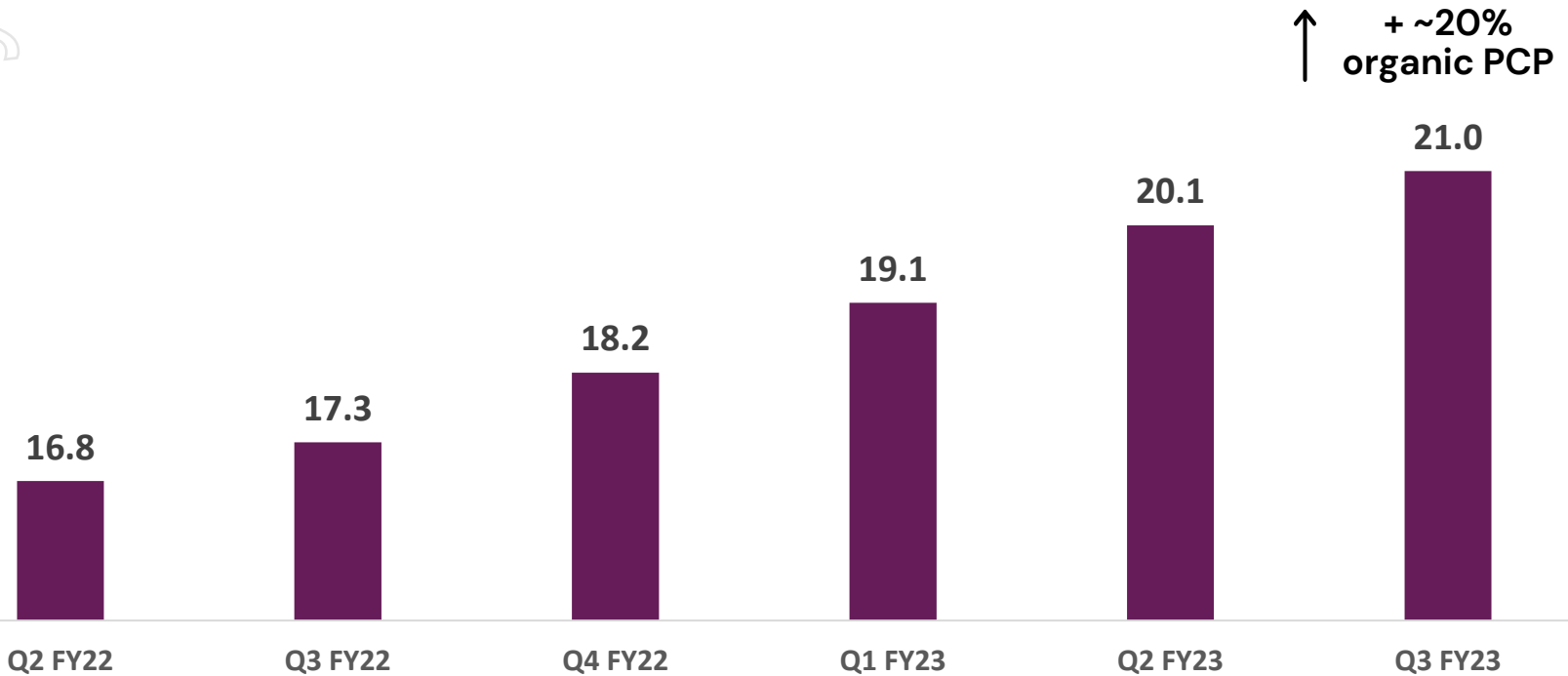- Significant Australian hospital group joined Health Roundtable during Q3, with annual contract value of ~$400k p.a.

- Reported revenue growth of +51%[3] versus the prior corresponding period ("pcp"), with strong organic revenue growth of +24%, and an operating profit improvement of +25% pcp driven by the success of contract wins both in Australia and internationally.
- Organic annual recurring revenue growth continues to track +20% with organic operating costs tracking around 10% growth driven by investment in developing our tech products such as the AI driven ADI and RippleDown.

(1) Indicative contract value and subject to final contractual terms.
(2) Terms of the contract are confidential.
(3) PotentialX was acquired October 2021.

3

Annual Recurring Revenue* (ARR) Growth ($'M) Trend

↑ + ~20% organic PCP

16.8	17.3	18.2	19.1	20.1	21.0
Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23

- + ~20% PCP organic growth in Annual Recurring Revenue (ARR) largely driven by international growth.

- Almost 60% of organic ARR growth was driven by our Diagnostics segment with the remaining growth across our other 3 segments.
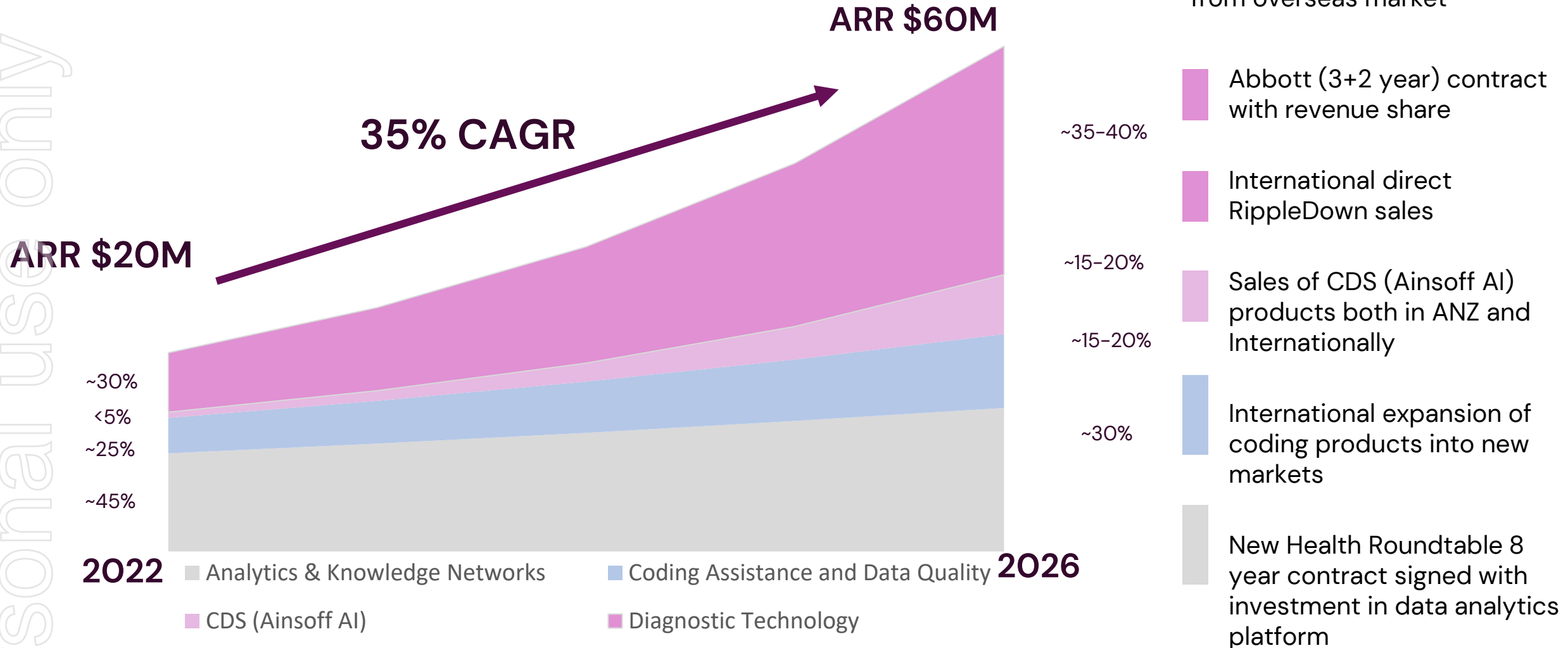
*Annual Recurring revenue defined as last month of each quarter's recurring licence fee, volume based fees and subscriptions x12

*Prior Corresponding Period "PCP"

Long Term Outlook – No change

ARR $60M

35% CAGR

ARR $20M

~35–40%

~15–20%

~15–20%

~30%

~30%

<5%

~25%

~45%

2022

2026

Analytics & Knowledge Networks

Coding Assistance and Data Quality

CDS (Ainsoff AI)

Diagnostic Technology

Main Drivers of Growth:
~70% of the growth will come from overseas market

Abbott (3+2 year) contract with revenue share

International direct RippleDown sales

Sales of CDS (Ainsoff AI) products both in ANZ and Internationally

International expansion of coding products into new markets

New Health Roundtable 8 year contract signed with investment in data analytics platform

FY23 Updated Outlook

Management reaffirms long term outlook of delivering annual recurring revenue of $60m by 2026.

Q3 trading supports FY23 organic recurring revenue growth forecast to be ~20%.

Strategic international projects continue to underline growth going into FY24.

Continued focus on cost management with organic (like for like) cost growth estimated to be less than 10%. Increase investment in Q4 FY23 & FY24 to support international expansion.

Continued improvement in operating profit in 2H FY23.

Beamtree Strategy

Beamtree®

Creating a better future for health

We provide AI decision support and data insights solutions with the aim of turning data into insights and action through automation.

We believe it starts with better data and ends in better care – and that 'better has no limit'

About Us

25+ years of experience

Australian company with Australian IP

Supporting healthcare globally

Cutting-edge use of AI and machine learning

Diagnostic Technology leaders
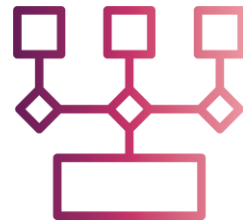
Clinical Decision Support in acute care
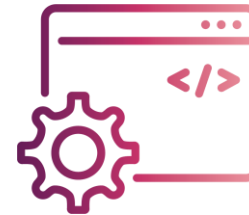
Coding Assistance & Data Quality

Analytics & Knowledge Networks

Supporting Healthcare Providers Globally

We support **175+ clients**
who operate across
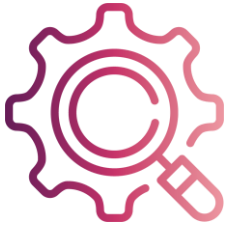
6
Continents

25
Countries

1100+
Locations

Learning Health Systems

Driving continuous improvement by better access to healthcare information – towards safety, quality and efficiency.
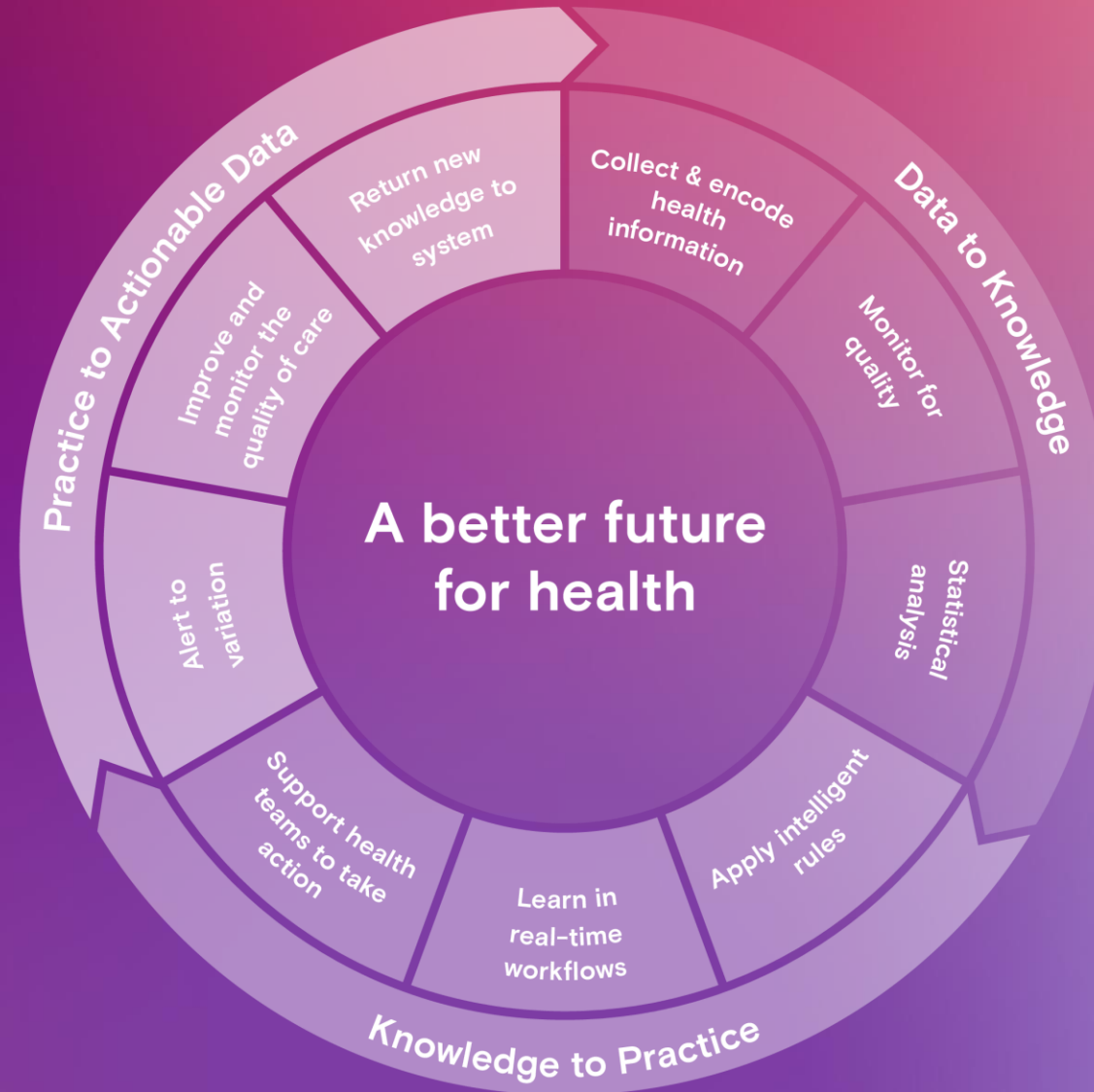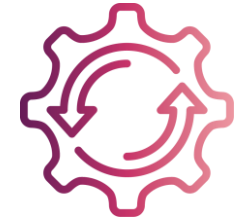
The Problems We Help Solve

Tackle unwarranted variation

Offer revenue assurance

Promote transparency

Drive automation

Address equity of access and resource allocation

Bridge knowledge gaps

Increase efficiency, reducing mistakes

Improve quality of data

Our product segments

Diagnostic Technology
Enabling the effective delivery of diagnostic services as they underpin the future of health and personalised medicine.

RippleDown Auditor **RippleDown** Expert

Coding Assistance and Data Quality
Digitising and automating workflows with data, classification, coding & technical expertise to improve information standardisation quality and timeliness.

Picq   Risq   Activity BarCoding   CodeXpert

Clinical Decision Support
Combining human and artificial expertise together to enhance decisions that improve care, value and experience.

Ainsoff Deterioration Index   Aiscribe Assisted Documentation   Ailert Critical Results

Analytics & Knowledge Networks
Combining data analytics solutions with peer-to-peer alliances that accelerate innovation and knowledge diffusion.

Global Health Comparators   Knowledge Networks (with Health Roundtable, Ability Roundtable)   Workforce Wellbeing Collaborative Program

Key Areas, Key Products and What They Do

	Product/ Solutions	Application	Problem Solved	ROI	Pricing/Scale
Diagnostic Technology	RippleDown™ Expert	**Clinical** rules to automate expert decision making in Diagnostics	Removes duplication for experts in providing diagnostic results	Leverages scarce clinical resources through automating and standardising work	Recurring License + volume based fee,
	RippleDown™ Auditor	**Financial** and Admin rules to automate data administration for Diagnostics	Removes data errors contributing to financial loss and duplication of effort	Fewer data errors/ lower bad debts, increased efficiency	Typically annual or multi year contracts
Coding Assistance and Data Quality	Picq®	Audit / benchmark tool to check and **recognise activity** for accurate coding / **highlight risk** for intervention	Reduces error and increases standardisation in coding for revenue and quality assurance	Timely, more complete and accurate information, provides education for continuous improvement and greater efficiency over time	Recurring licence fee based on volumes plus support fees
	Risq™				Typically annual or multi year contracts
Clinical Decision Support (CDS)	Ainsoff™ Deterioration Index	**Clinical** rules with machine–learning to measures patient deterioration	CDS for predicting risk in acute patients, alerting clinical staff	Better patient care, less ICU admissions/ward bed days and a safety net for clinical teams	Recurring licence fee
	Ailert™ Critical Results	**Clinical** rules with machine learning to monitor and alert to critical results	Prevents missed diagnostics, ensures patients get the better care	Keeps patients safe, minimises clinical risk and staff supported	New products so pricing model evolving
Analytics & Knowledge Networks	**Together with** HEALTH ROUNDTABLE	Combines data analytics solutions with peer-to-peer alliances	Accelerates innovation and knowledge diffusion amongst industry peers	Identifies best-in-class performance across industry peers to understand drivers for better care	Subscription revenue

Thank you