



Beamtree®

FY24: Strong cashflow and good FY25 outlook

FY24 Unaudited Annual Results

6 August 2024

Authorised for release by the Chair of the Board.

Important Notice and Disclaimer

The material in this presentation is general background information about Beamtree Holdings Limited (ASX:BMT) and is current at the date of the presentation, 6 August 2024.

This presentation may contain statements that are, or may be deemed to be, forward looking statements. Such statements can generally be identified by the use of words such as “believe”, “estimate”, “plan”, “target”, “project”, “anticipate”, “expect”, “intend”, “likely”, “may”, “will”, “could” or “should” and similar expressions. Indications of strategy, plans, objectives, targets, goals, future events or intentions are also forward-looking statements.

You should not place undue reliance on such forward-looking statements. Such forward looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of BMT or any of its related entities which may cause actual results to differ materially from those expressed or implied in such statements.

No representation or warranty, express or implied, is made as to the accuracy, reliability, adequacy or completeness of the information contained in this presentation. Past performance information in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

The information in the presentation is given for informational purposes only, is in summary form and does not purport to be complete. It is intended to be read by a professional analyst audience in conjunction with BMT’s other announcements to ASX. It is not intended to be relied upon as advice to current shareholders, investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular shareholder or investor. No representation is made as to the accuracy, completeness or reliability of the presentation.










The views expressed in this presentation may contain information that has been derived from publicly available sources that have not been independently verified. No representation or warranty, express or implied, is made as to the accuracy, reliability, adequacy or completeness of the information. Market share information is based on management estimates except where explicitly identified.

To the maximum extent permitted by law, BMT and any person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation, any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, this presentation.

BMT is not obliged to, and does not represent that it will, update the presentation for future developments. All currency figures are in Australian dollars unless otherwise stated. Totals may not add up precisely due to rounding.

FY24 Highlights

FY24 Financial Highlights

 12% PCP* *	 21% PCP	 47% PCP	 129% PCP	\$5.0M
				
Annual recurring Revenue	Reported Revenue	International Revenue	Operating Profit	Cash
\$25.5M	\$27.6M* *86% recurring	\$10.7M 39% of total revenue	\$0.4M	Cashflow break even in 2H FY24

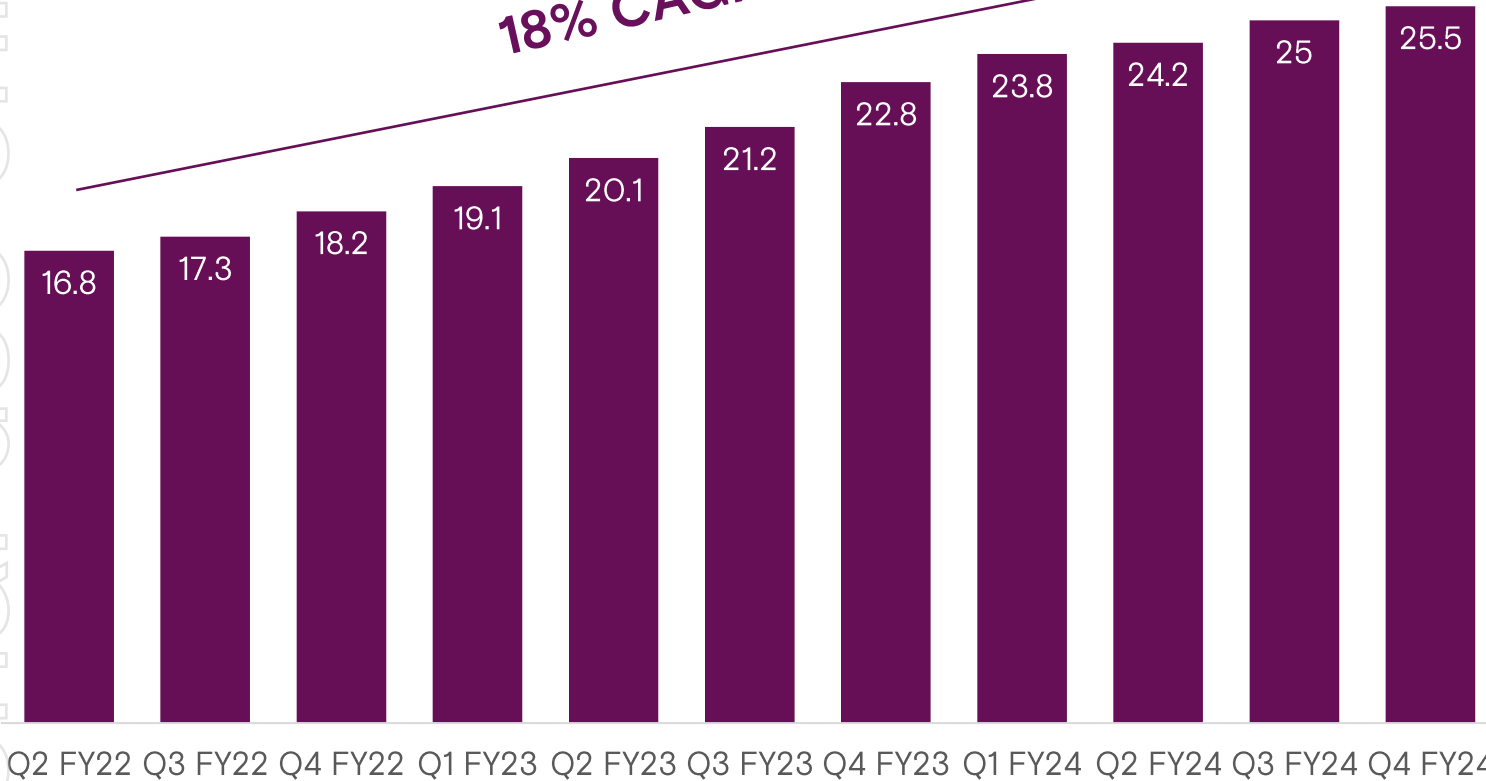
*FY24 Unaudited Result

**Prior Corresponding Period "PCP"

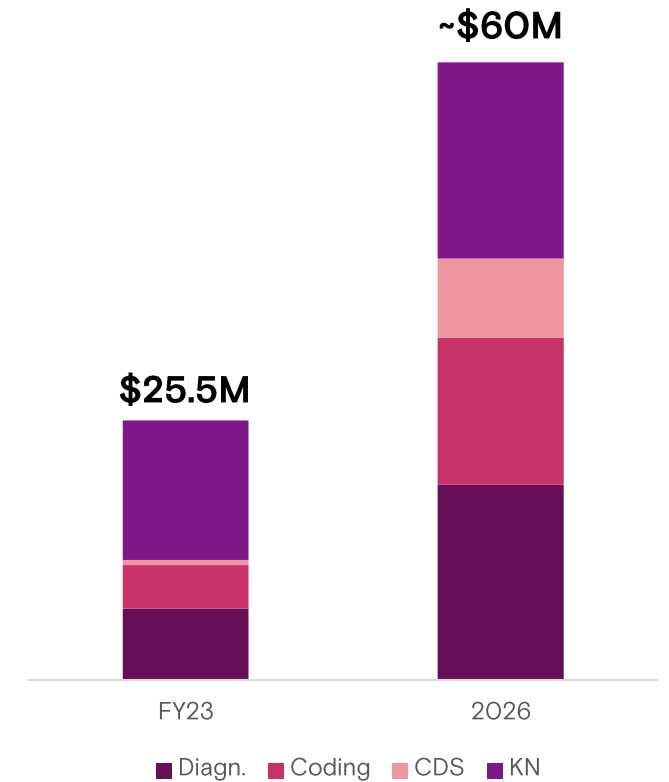
Copyright © Beamtree Holdings Limited – All Rights Reserved

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

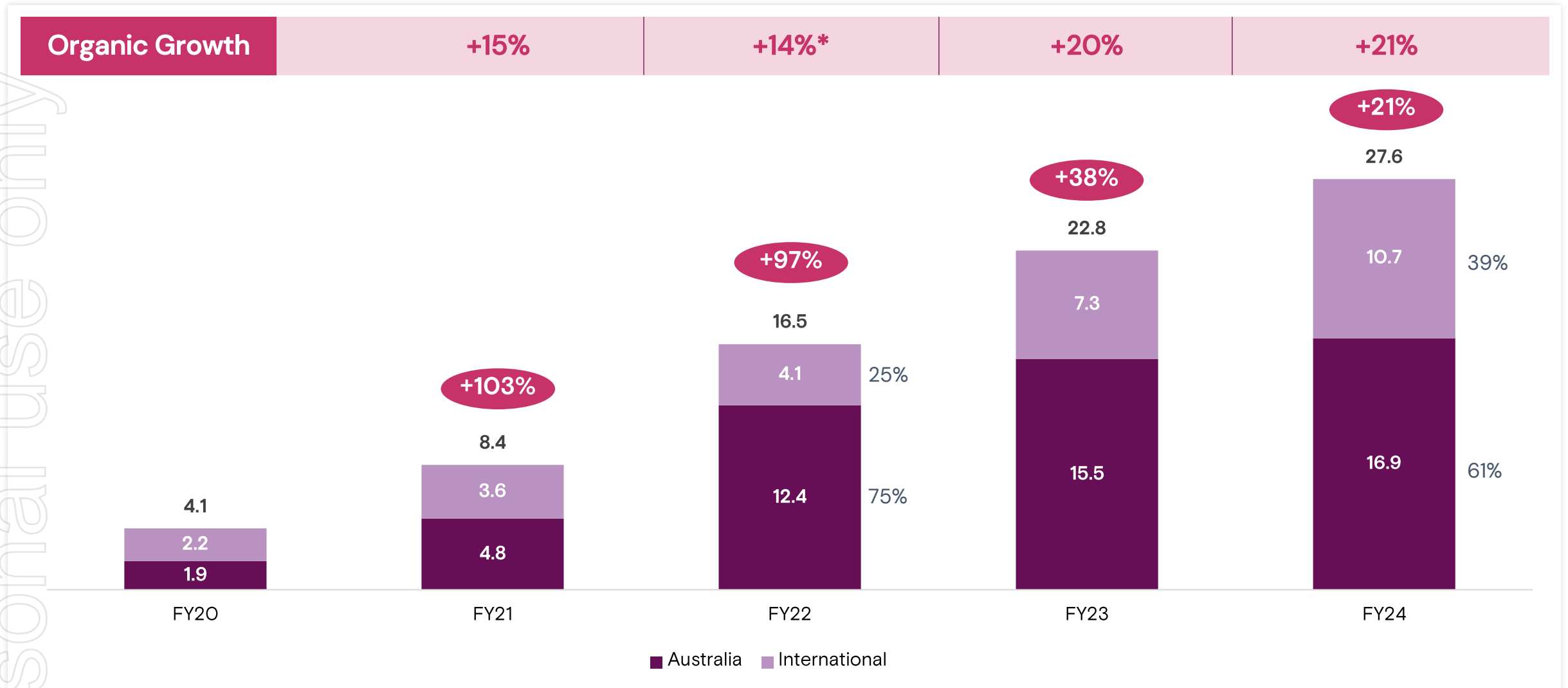
18% CAGR



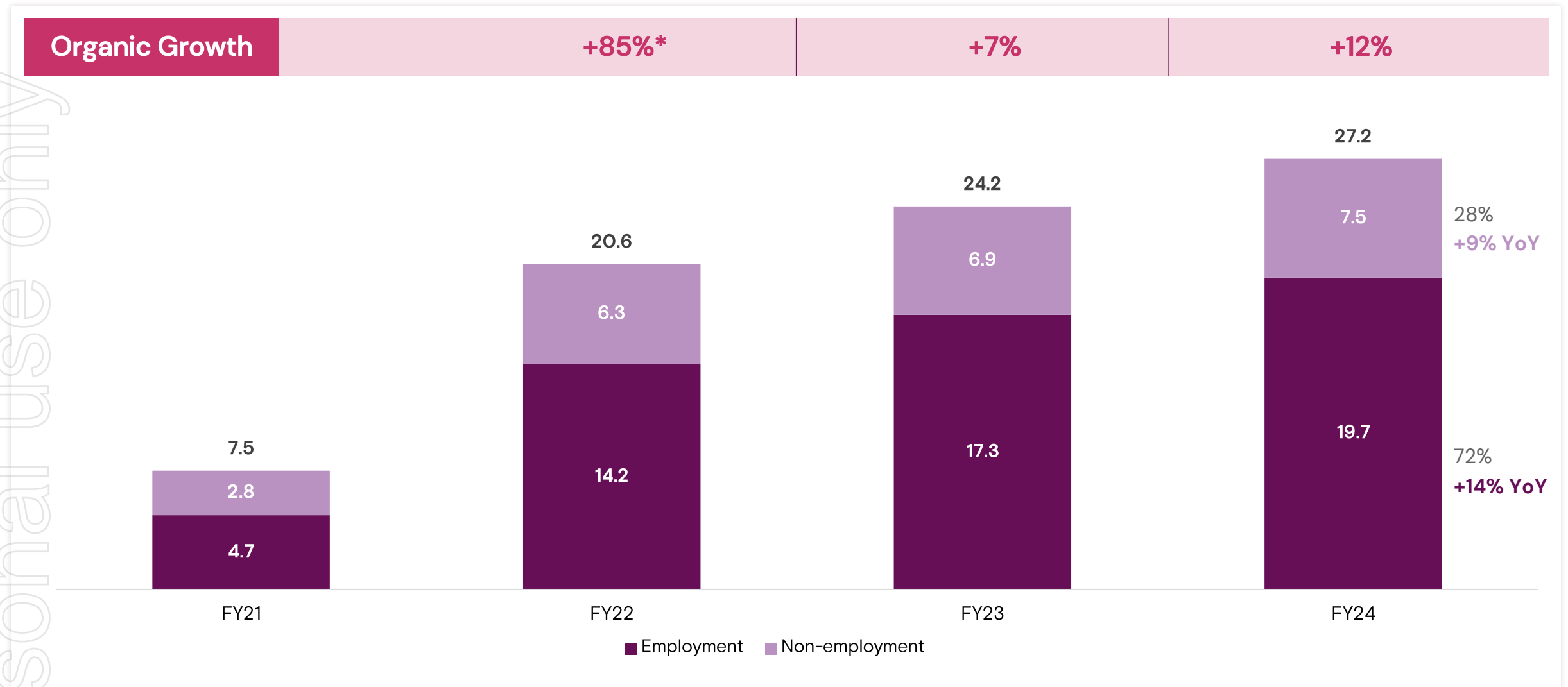
40% CAGR



Strong Track Record of Revenue Growth (\$'M)

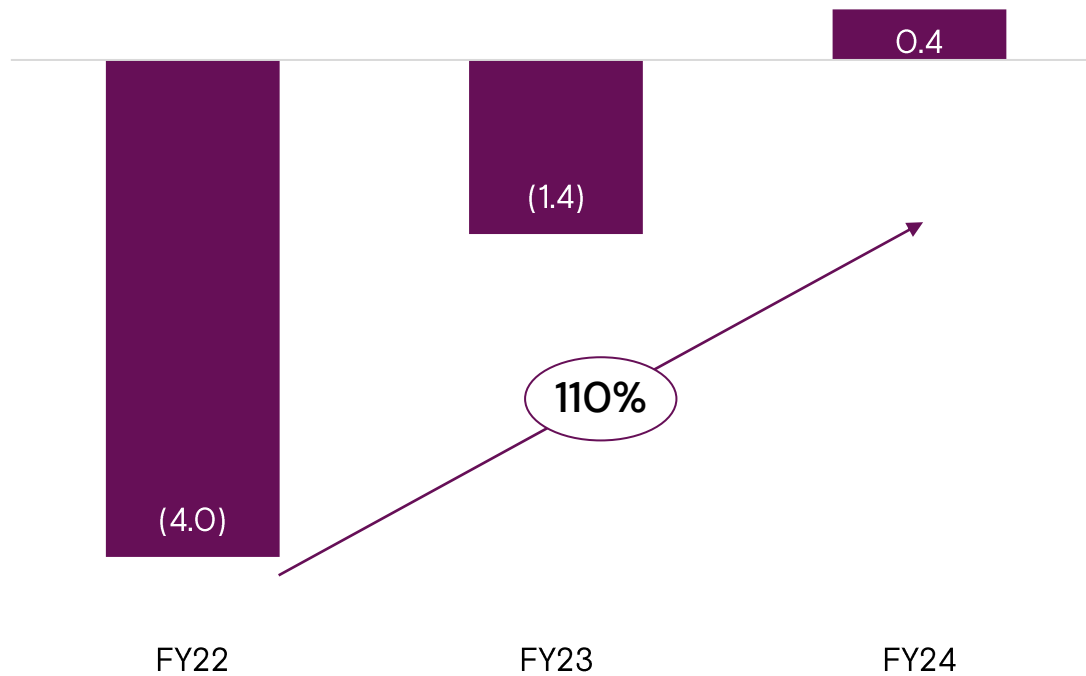


Controlled Operating Expense Growth (\$'M)

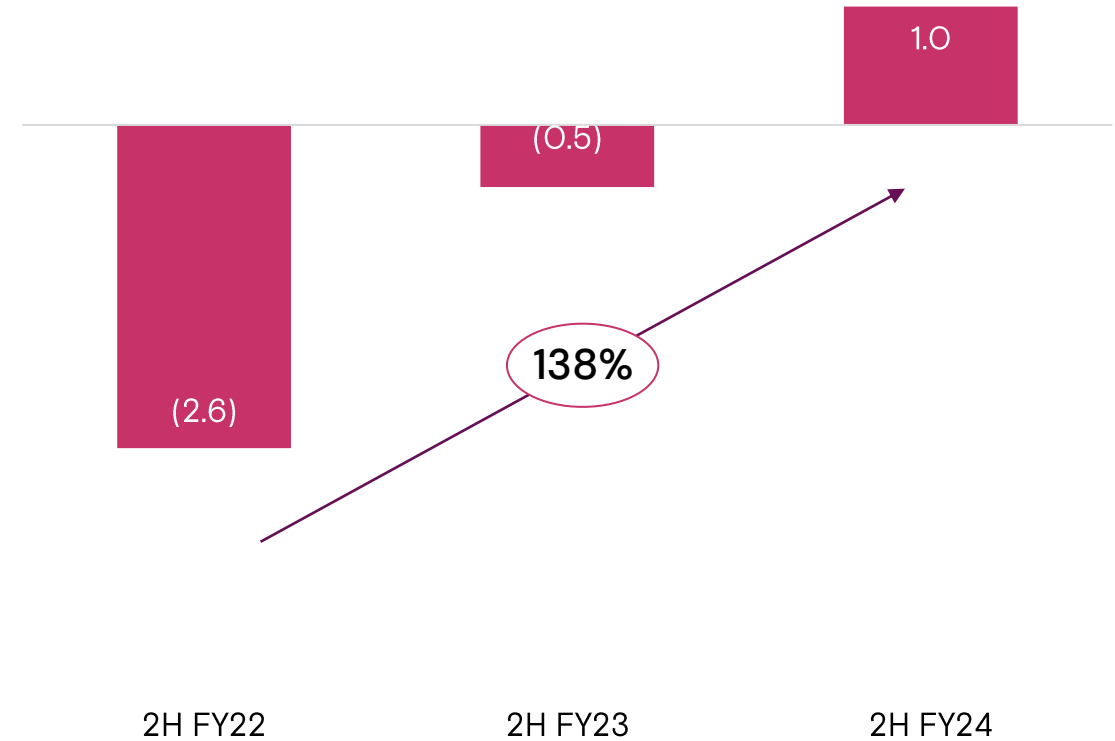


Strong Profitability Improvement

Annual Operating Profit Trend



2H Operating Profit Trend



Growth rate from FY22 to FY24

FY24 Highlights

RippleDown®

Diagnostic (RippleDown)



- Continued momentum with our Abbott distribution agreement with a ~25% increase in the number of RippleDown licences and revenue increase of ~40% year on year
- 2 Abbott co-sales now in place. ARR from Abbott channel now +\$2m.
- Largest RippleDown implementation delivered in FY24 with +40 knowledge bases planned for one client.
- Sales pipeline going into FY25 supports expected growth from Diagnostics in the \$60m ARR target.

Picq®
Risq™

Coding Assistance and Data Quality



- Secured \$3.6m contract with Saudi Arabia's largest private hospital operator to support their clinical coding operations.
- Development, in conjunction with our Saudi partner Lean, of the Integrated Coding Platform which will materially expand the target coding market for Beamtree.
- Expanded International customer base from 10 to 14 hospitals in Canada and 3 Integrated Care Boards in the UK with the aim to secure recurring revenue sales in FY25.
- New application development using RippleDown to automatically code clinical records, post positive trials in three countries in FY24.

Ainsoff™
Deterioration Index

AI Clinical Decision Support Coding



- AI based deterioration index now live in 3 hospitals in Australia and 1 in Hong Kong.
- Regulatory approval in Europe expected to be delivered in FY25. Regulatory approval will remove a material sales barrier.
- Sales pipeline remains strong going into FY25.

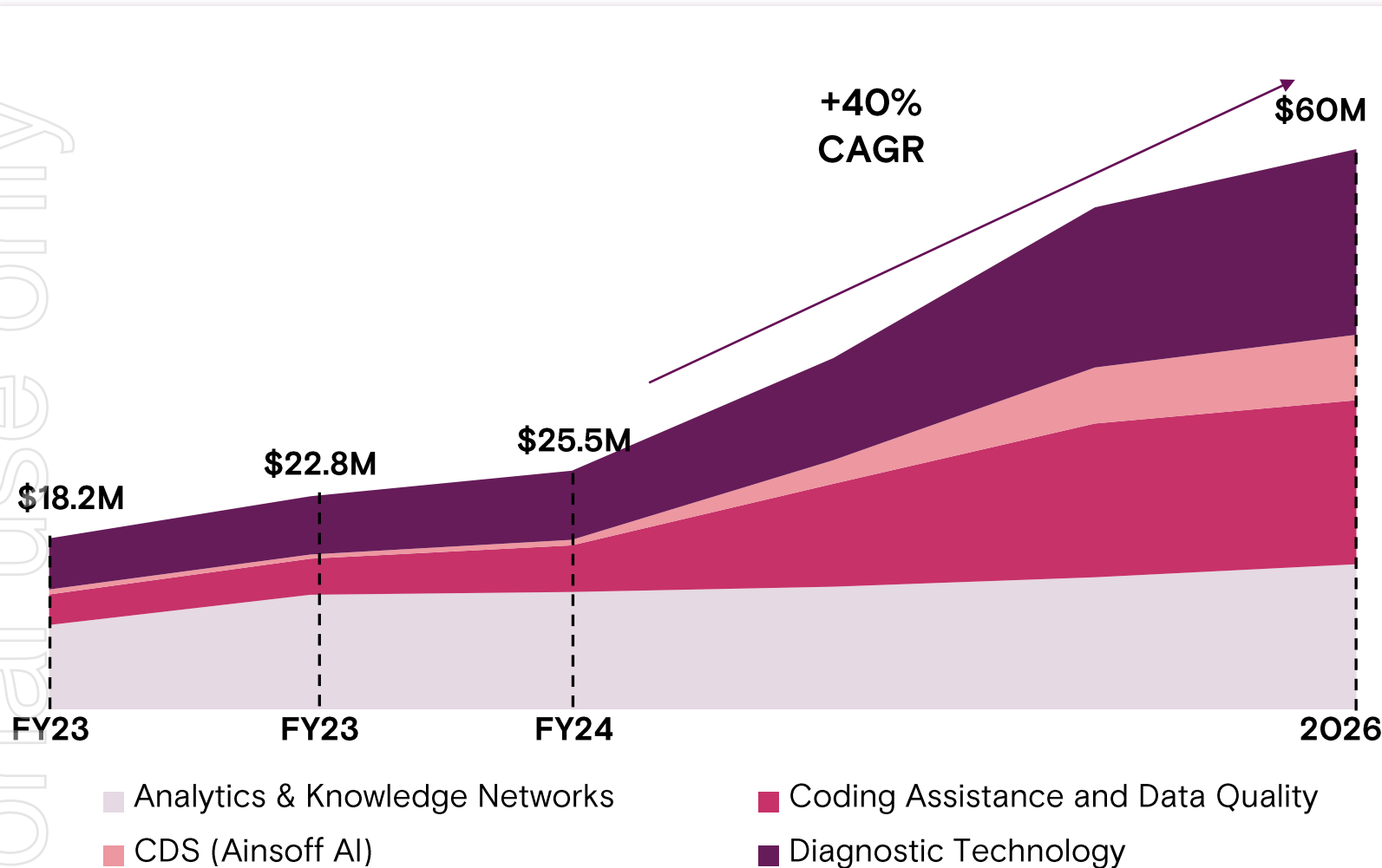
HEALTH
ROUNDTABLE

Analytics and Knowledge Networks



- New \$2m data platform recently gone live following 12 months of work. This new infrastructure will support the customer experience transformation and will be used to expand into other areas (e.g. aged care) and other geographies.
- Announced at the June 2024 UK NHS Confed Expo that Beamtree is working with The NHS Confederation to explore the formation of an NHS analytics and knowledge network learning from Beamtree's experience of managing the Health Roundtable network in ANZ.

Long Term Horizon – Reaffirm Conviction



Main Drivers of Growth:

~70% of the growth will come from overseas market

- Abbott (3+2 year) contract with pipeline and momentum growing
- International direct RippleDown sales, pipeline growing with UK main focus in FY25 + FY26
- Sales of Clinical Decision Support product both ANZ and internationally. Regulatory approval expected FY25 to support sales
- International expansion of coding products into new markets including new ICP and auto-coding products
- Investment in new data platform and associated analytics refresh provides opportunities to expand into adjacent markets and internationally, notably in the UK

Beamtree Strategy



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

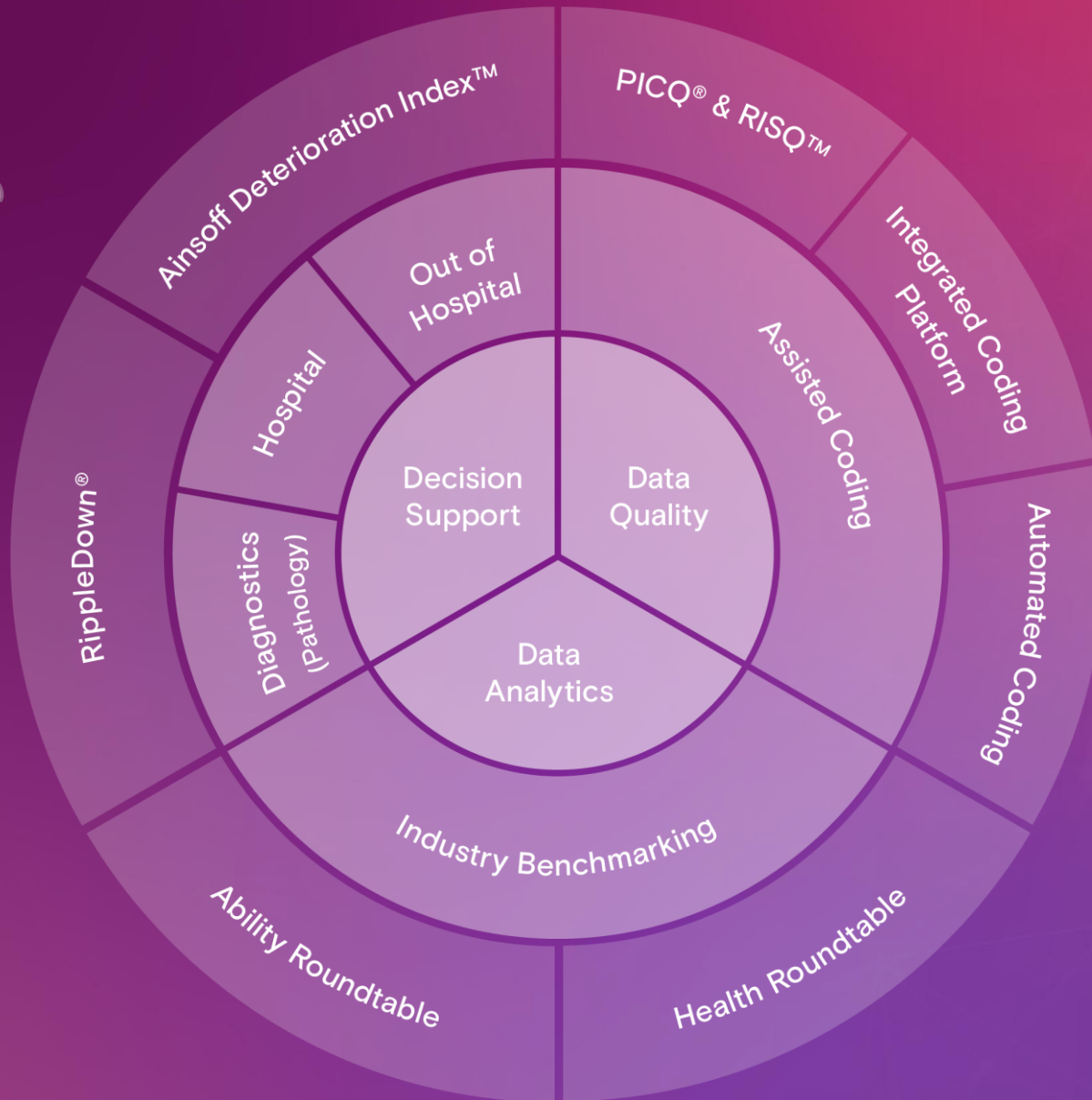


Coding
Assistance &
Data Quality



Analytics and
Knowledge
Networks

Beamtree is committed to supporting 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 errors



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™



Clinical Decision Support

Combining human and artificial expertise with machine learning to enhance decisions that improve care, value and experience.

Ainsoff™
Deterioration Index



Analytics and Knowledge Networks






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

HEALTH
ROUNDTABLE

the
ability
roundtable

Workforce Wellbeing
Collaborative Program

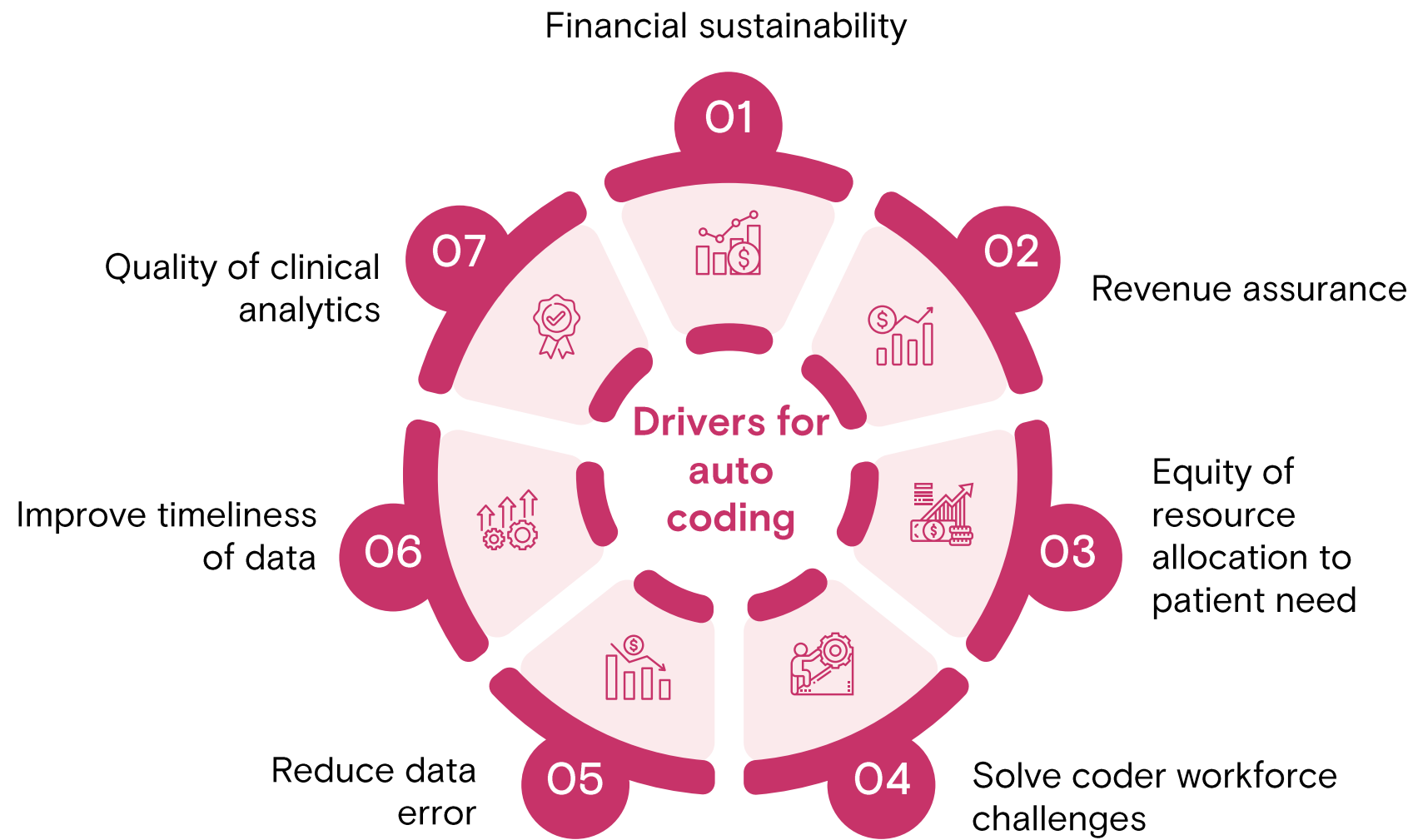
Key Areas, Key Products and What They Do

	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, Typically annual or multi year contracts
	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	
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 Typically annual or multi year contracts
	Risq™				
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 New products so pricing model evolving
Analytics & Knowledge Networks 	Together with 	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



Pioneering the automation of clinical record coding

The automation of clinical record coding – the ability to produce high quality data in real time – may be the most important application of AI in healthcare administration and have the biggest impact on sustainability, value and improved clinical outcomes



AI Product Innovation: Pathway to Coding automation (2 of 3)



Localised baseline coding quality and efficiency review

- Data maturity score for each region and each hospital
- Full region and hospital level report including coding error rate and population health analysis
- Individual learning reports for each provider and tailored learning sessions
- International comparisons
- Coder workforce review
- Opportunities for automation in clinical coding



Integrated Coding Platform (Assisted coding, PICQ and RISQ)

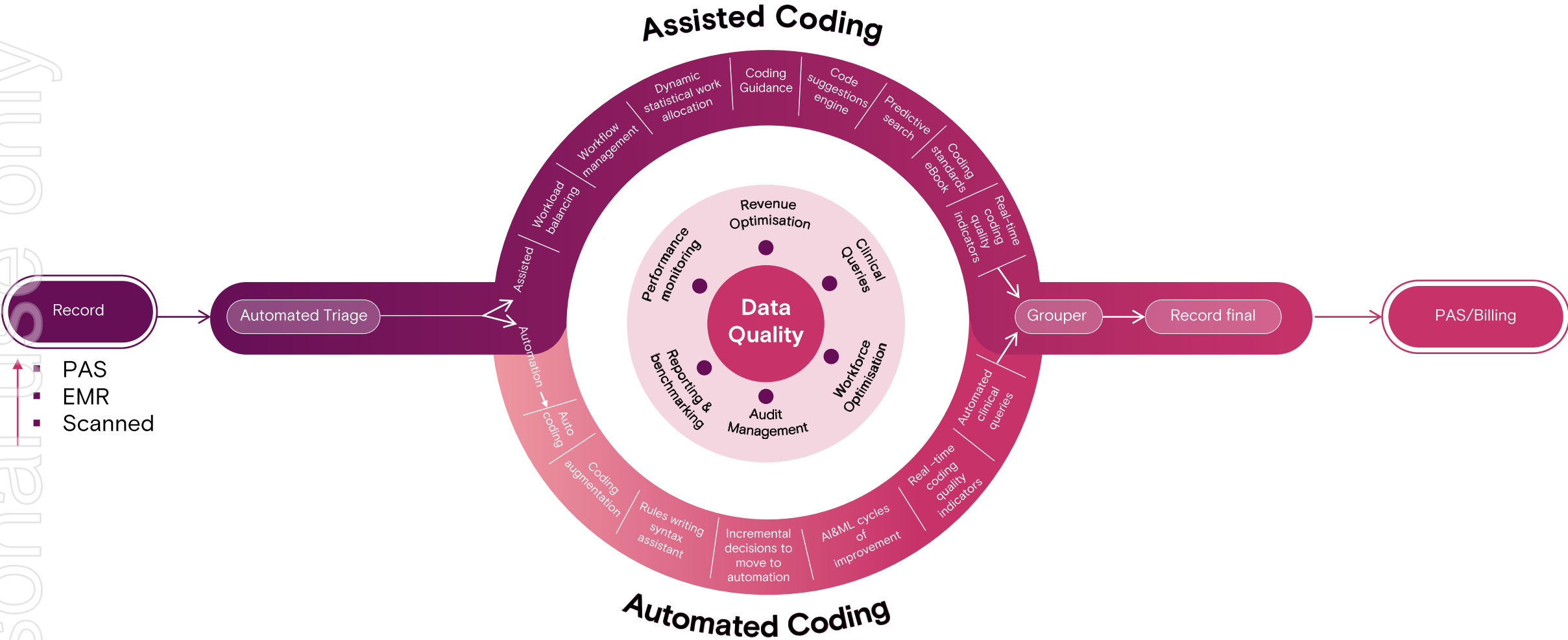
- Automation of coding quality assurance
- Identifies source of errors/delays – clinical documentation, workflow management, coder training
- On-the-job coder training, plus targets further education and training requirements
- Reduction in recoding and improved workflow efficiency
- Reduction in manual audits, with those required highly targeted
- Hospital-acquired complications benchmarking and coding management
- Trending of data to identify high-risk areas to target surveillance, with benchmarking and peering to identify best practice
- Works with any PAS, EMR and code finding tool



Automated clinical coding

- Prototype technology
- Development of coder knowledge base in partnership with expert coders
- Automatic clinical coding from the EMR
- Transparent decision making, viewable by clinicians, coders and management
- Instantly available coded data to support hospital management
- Addresses challenge of coder workforce supply

AI Product innovation The Integrated Coding Platform: assisted and automated (3 of 3)



Beamtree: Core International Markets

Canada

- 39m population
- \$331b health expenditure

FY24: expanded to 14 customers
FY25: Building British Columbia presence and targeting Ontario

United Kingdom

- 68m population
- \$377b health expenditure

FY24: Secured partnership with 6 NHS trusts and 3 Integrated Care Board
FY25: Expand coding opportunities, ADI and new relationship with NHS Confed for benchmarking and analytics

Saudia Arabia

- 38m population
- \$49b health expenditure

FY24: Continued strengthening relationship with Lean including co-investment into Integrated Coding Platform.
FY25: Expand Coding opportunities (PICQ and ICP)

FY24 + FY25 signed whole of country benchmarking and analytics contract

Australia

- 27m population
- \$241b health expenditure

New Zealand

- 5m population
- \$19b health expenditure



6
Continents



+25
Countries






+1,200+
Locations

\$ figures are in USD

Copyright © Beamtree Holdings Limited – All Rights Reserved

International Expansion

		FY 24	FY 25
UK		<ul style="list-style-type: none"> • Delivery of clinical decision support product POC'S at 2 NHS Trusts • Quality of coding reviews at 6 NHS Trusts & Integrated Care Boards 	<ul style="list-style-type: none"> • Development & deployment of UK ready coding products, benchmarking and analytics solutions across broader NHS • Attainment of CE marking for CDS product
KSA		<ul style="list-style-type: none"> • Completed development of integrated coding platform with in-country partner, Lean • Award of first recurrent coding licences • Commencement of 18-month coding project with largest private hospital group in ME 	<ul style="list-style-type: none"> • Deployment of first integrated coding platform POC within KSA • Development of new coding opportunities across all health care sectors in KSA
CANADA		<ul style="list-style-type: none"> • Number of quality of coding & workforce reviews increases from 10 to 14 hospitals across British Columbia • Development of Canada ready coding products 	<ul style="list-style-type: none"> • Targeting new quality of coding reviews and deployment of coding products in British Columbia and Ontario

FY25 Outlook and Targets

FY25 Outlook and Targets



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



Continuing revenue growth of +20%



Cost growth % targeted to be lower than revenue growth %



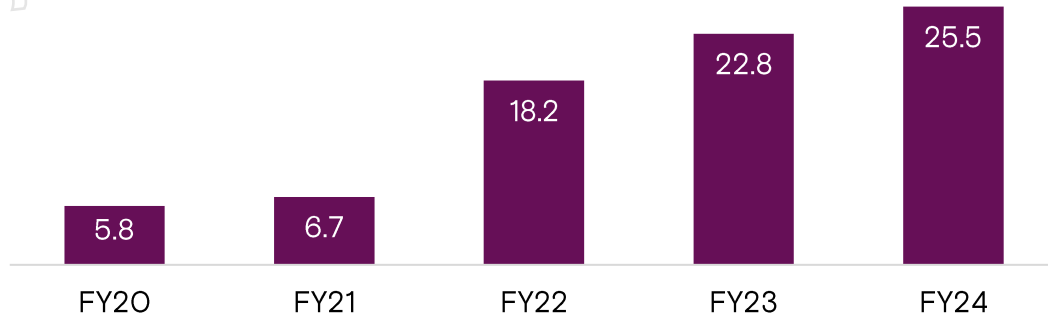
Geographical FY25 Priorities Growth

- **ANZ:** Pricing discipline, cross selling, rollout of new coding products and product upgrades .
- **Kingdom of Saudi Arabia:** Deliver recurring revenue sales, focus on supporting PICQ and ICP roll out with Lean.
- **United Kingdom:** Expand coding, diagnostics, clinical decision support, and knowledge networks.
- **Canada:** Deliver first recurring product sales in PICQ, expand coding & diagnostics.

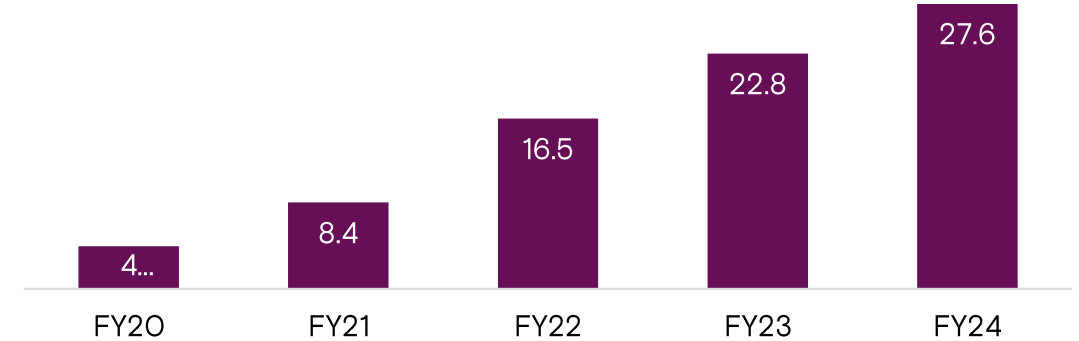
Thank you

Appendix: 5 Year Growth Record

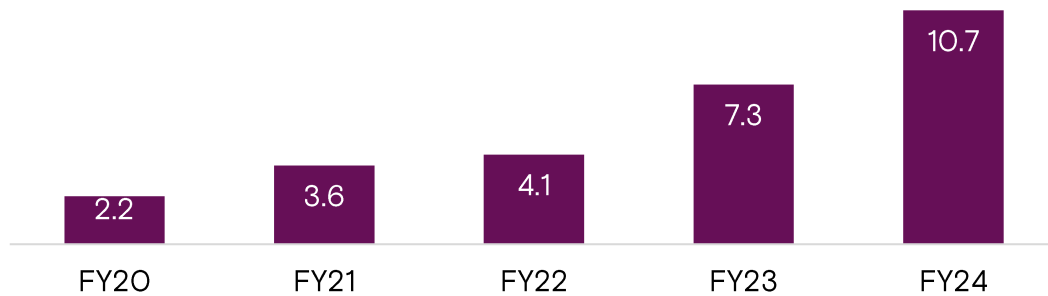
Annual Recurring Revenue CAGR 45%



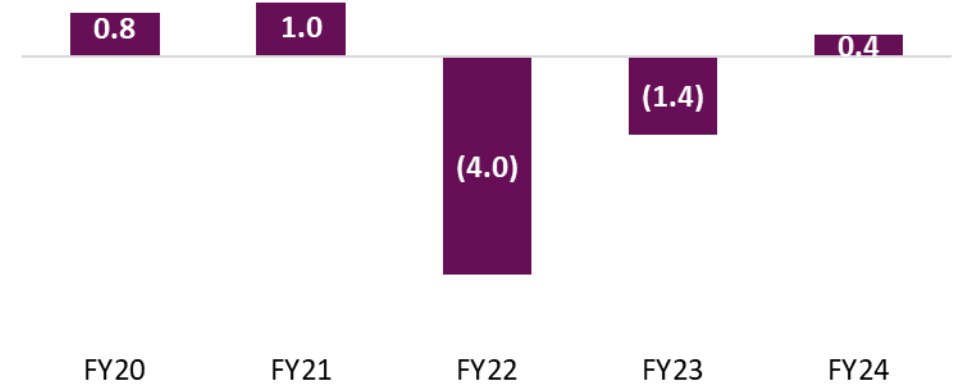
Reported Revenue CAGR 61%



International Revenue CAGR 49%



Operating Profit



*EBITDA