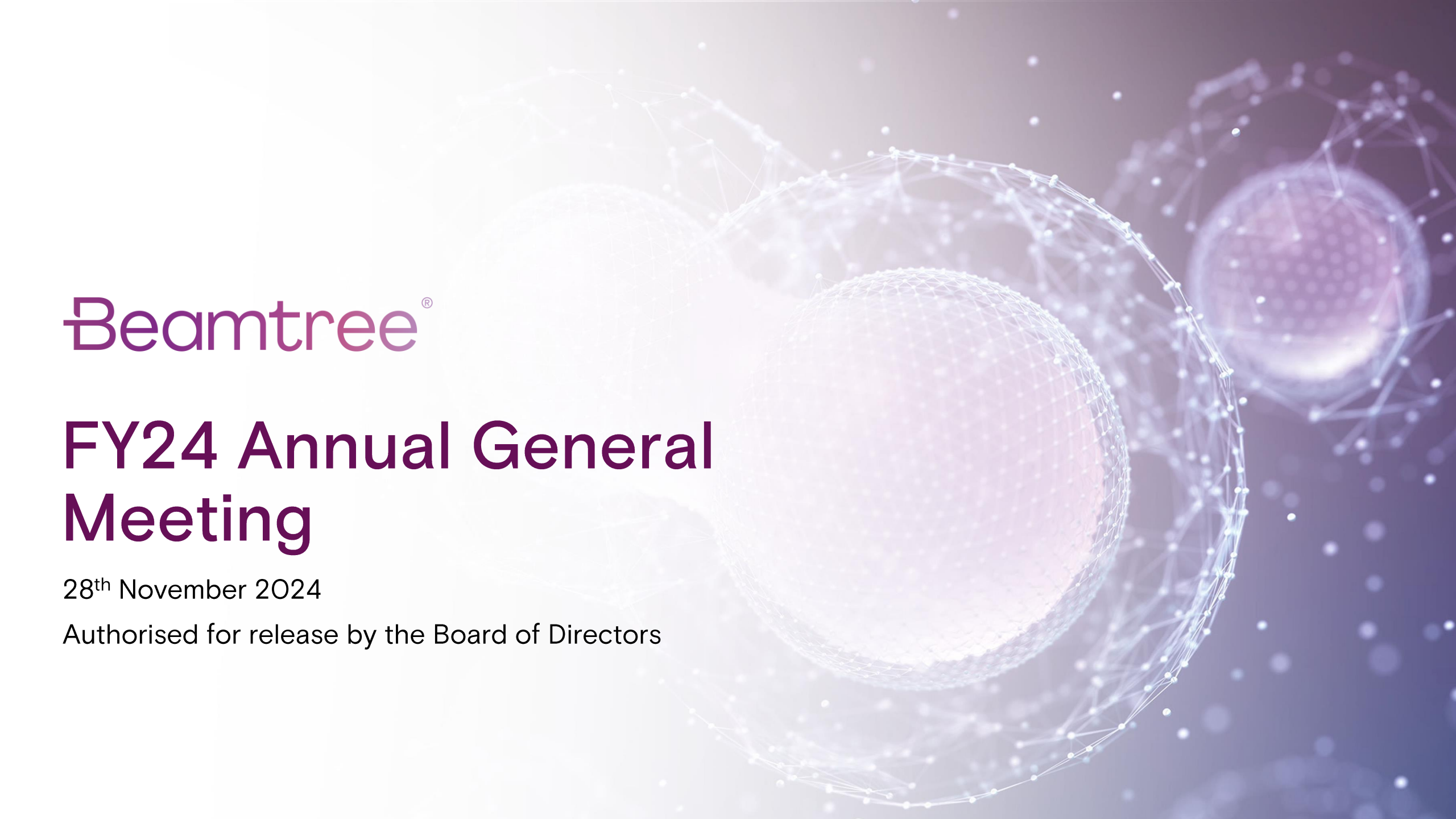
Beamtree®

FY24 Annual General Meeting

28th November 2024

Authorised for release by the Board of Directors



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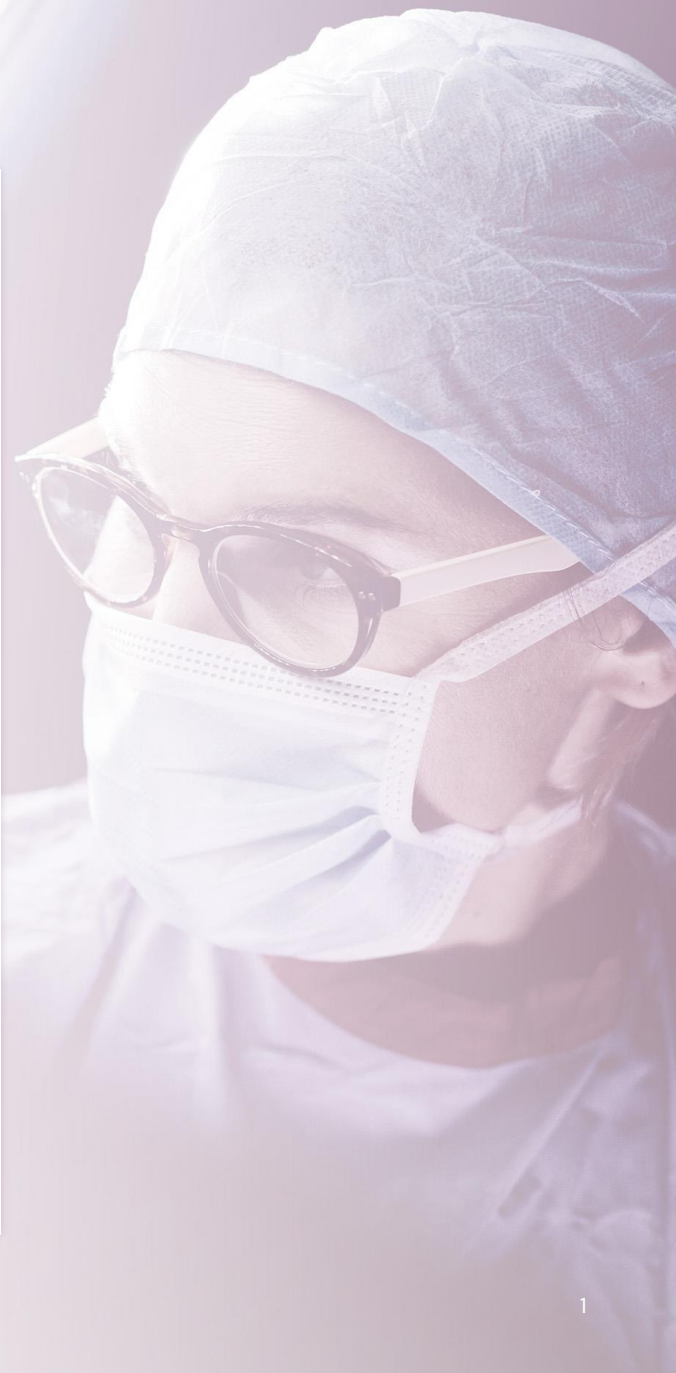

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AGM Agenda

1. Chair's Address

2. CEO Update

3. Order of Business

4. Q&A

5. Product Deep Dive – Coding & Knowledge Networks

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Beamtree Strategy

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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’

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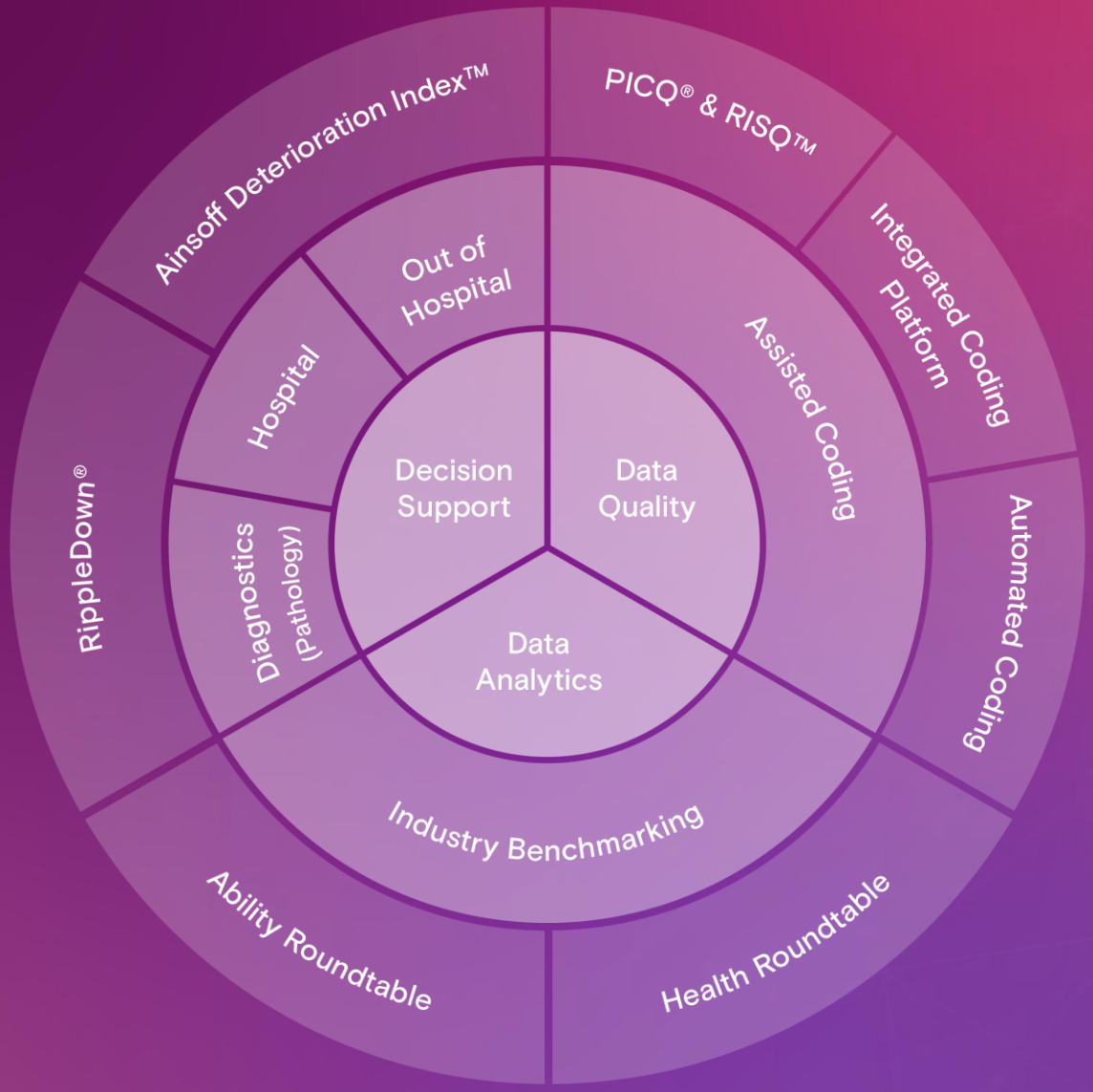
Beamtree is committed to supporting learning health systems



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

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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

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

Saudia Arabia
- 38m population
- $49b health expenditure

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

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FY24 Highlights

Diagnostic (RippleDown)

- Continued momentum with our Abbott distribution agreement with a ~25% increase in licences and 2 Abbott co-sales
- Largest RippleDown implementation delivered in FY24 with +40 knowledge bases planned for one client.

Coding Assistance and Data Quality

- $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 Beamtree's target coding market
- Positive trials in 3 countries using RippleDown to automatically code clinical records in FY24.

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.

Analytics and Knowledge Networks

- New $2m data platform now live which will support the customer experience transformation
- New platform to be leveraged into other geographies and other areas (e.g. aged care)

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FY25 Year to Date Highlights

- Important contract wins in KSA for our coding product with recurring revenue of ~$1m p.a.
- Launch of our new Integrated Coding Platform ("ICP") in KSA in October 2024. Targeting the first customer for ICP in KSA within the next 6 months which will deliver +$0.5m ARR. Total market opportunity for ICP in KSA is estimated to be +$10m.
- Confirmed award of two contracts to deliver a second phase proof of concept for an autonomous coding solution using RippleDown, our AI decision support software.
- Go live of our major new analytics platform for the Health Roundtable in Australia with discussions continuing with The NHS Confederation to explore the formation of an NHS analytics and knowledge network in the UK, leveraging this new platform.
- Achieved ISO27001 certification.

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FY24 Highlights

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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	$10.7M 39% of total revenue	$0.4M	~Cashflow break even in 2H FY24

**Prior Corresponding Period "PCP"

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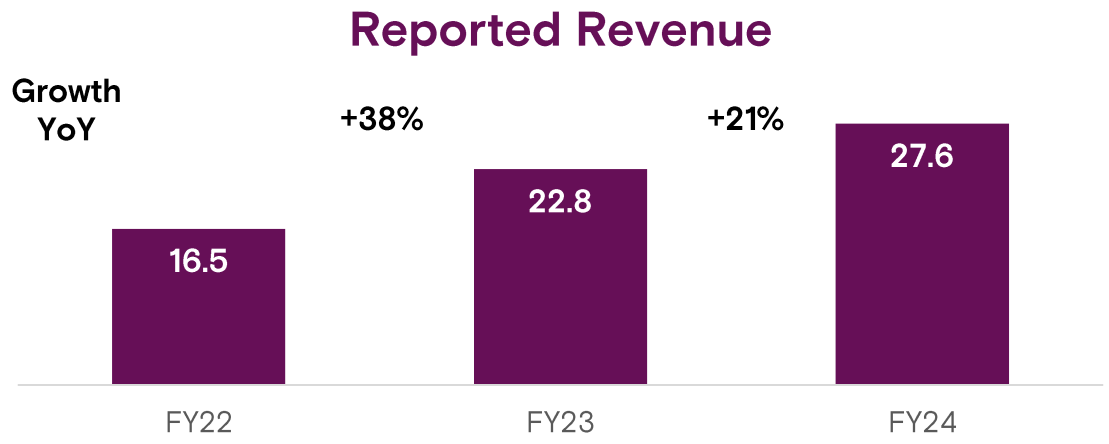
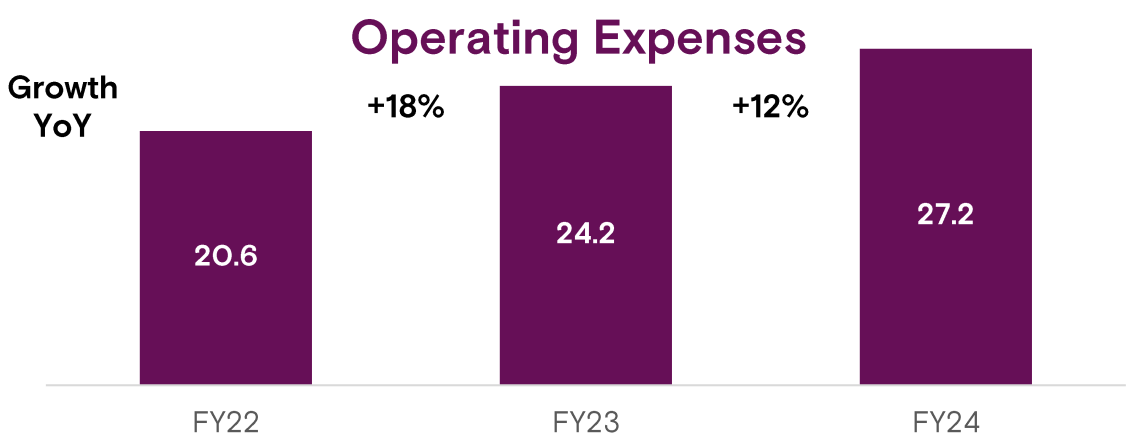
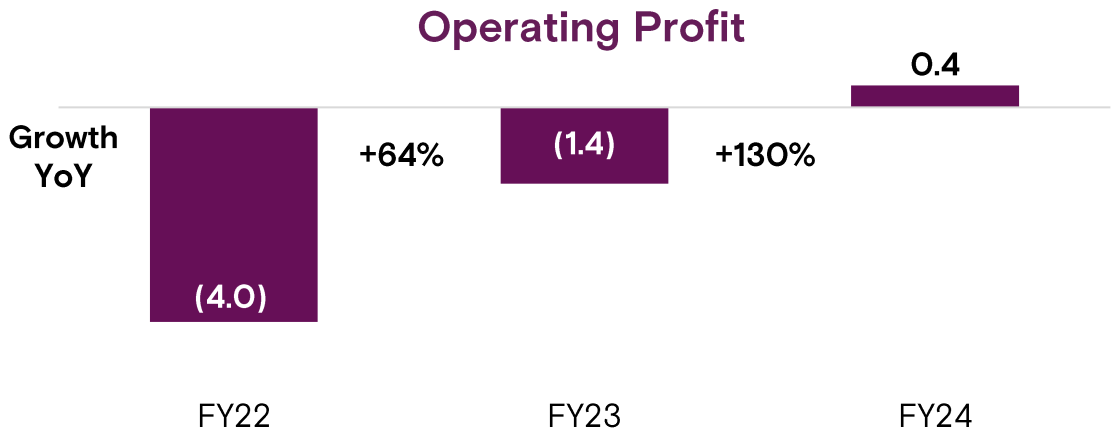
3 Year Growth Record







- The business has continued to grow revenue+ 20% per annum whilst delivering lower percentage cost growth.
- Cost management an ongoing priority with cost additions tied to contract wins and revenue growth.

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FY25 Year to Date Financial Highlights

- Recurring revenue growth is ~15% YTD versus 13% in the prior corresponding period with recurring revenue equating to +80% of the revenue growth up from 50% pcp.
- Cost management continues to be a priority with YTD cost growth ~8% year on year. Continued focus on maximizing existing cost investment in people and capabilities.
- Continuing investment in supporting geographical expansion into core overseas markets and product investment.
- Significant reduction in cash burn with $1.0m cash reduction YTD vs $3.7m in pcp. Improvement driven by supplier catch up payments in the pcp plus more timely international customer receipts.

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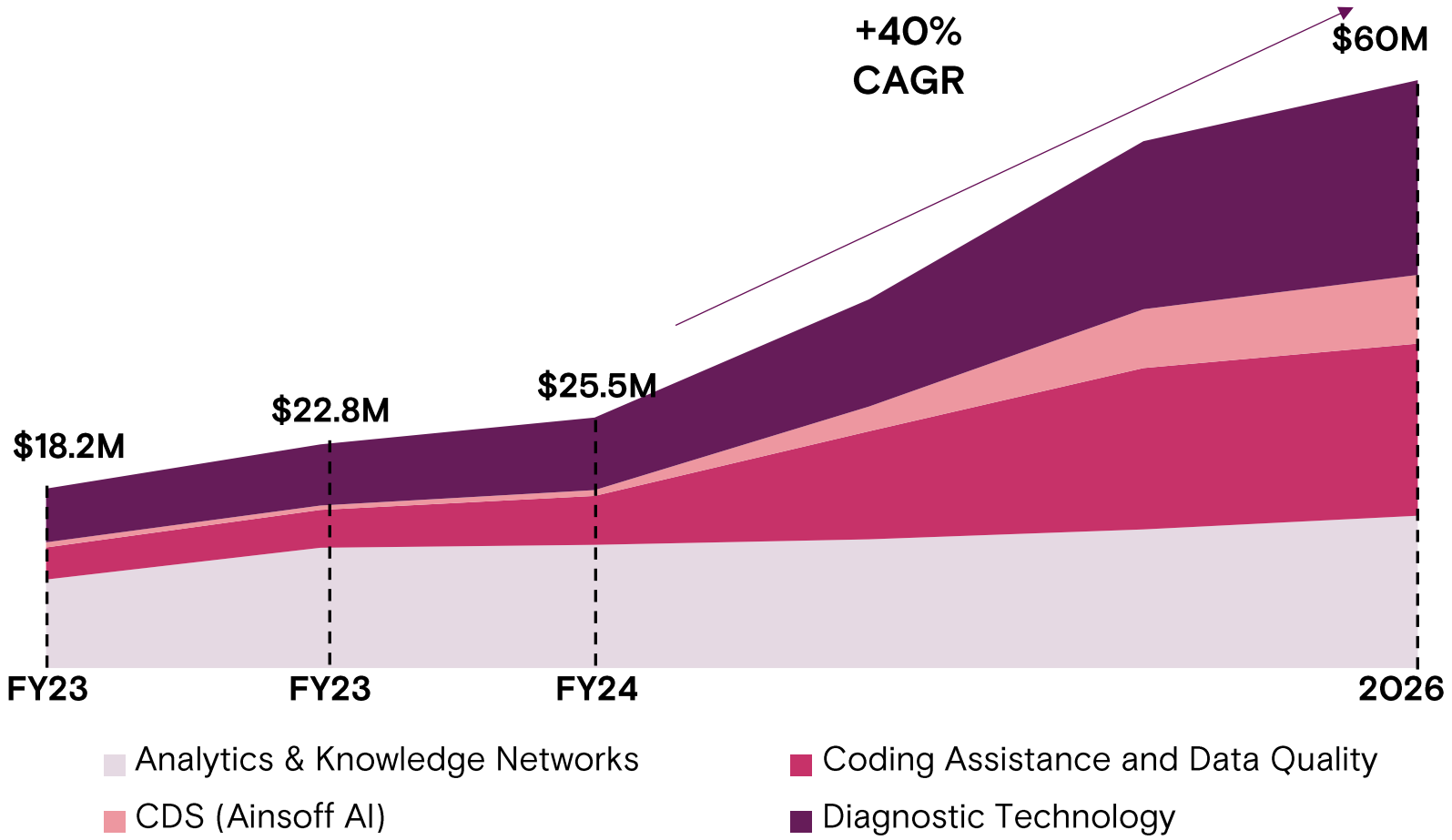
Long Term Horizon – Reaffirm Conviction



Main Drivers of Growth:

~70% of the growth will come from overseas market

- Abbott (3+2 year) contract
- International direct RippleDown sales; UK focus in FY25 + FY26
- CDS product focused on both ANZ and international markets. Regulatory approval expected FY25.
- International expansion of coding products including new ICP and automated products
- Investment in new data platform provides opportunities to expand into adjacent markets and internationally

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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 %

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Coding Deep Dive

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Beamtree's Global Coding Innovation: transforming the cost and quality of healthcare data

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 today and have the biggest impact on sustainability, value and improved clinical outcomes

- Financial sustainability
- Revenue assurance
- Equity of resource allocation to patient need
- Solve coder workforce challenges
- Reduce data error
- Improve timeliness of data
- Quality of clinical analytics

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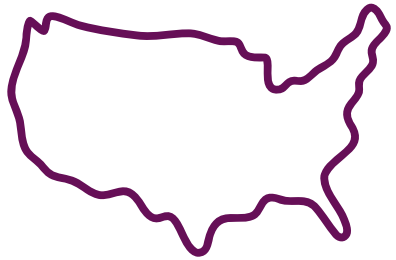
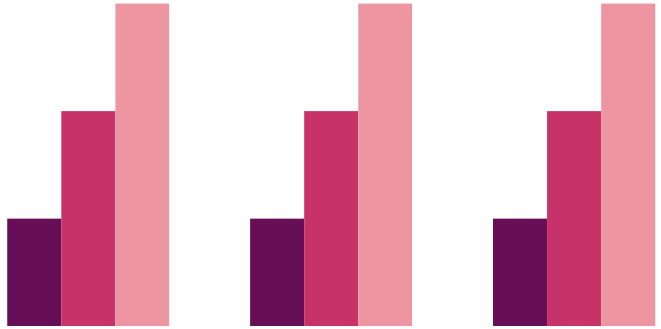
Hospital Coding Market



$10bn USD global market (38% in USA alone)



CAGR – 8% - 11% 2022 - 2032

~$22bn USD by 2032 Global Coding Market

Of total global coding market

~40% is provided through outsourced solutions

~65% use an ICD classification system for coding

Hospital based coding segment is expected to grow fastest

Notes:
Solventum Investor Report March 2024 | Mordor Intelligence 2024 | S&S Insider 2024 | Data Bridge Market Intelligence 2024 | Verified Market Research 2024

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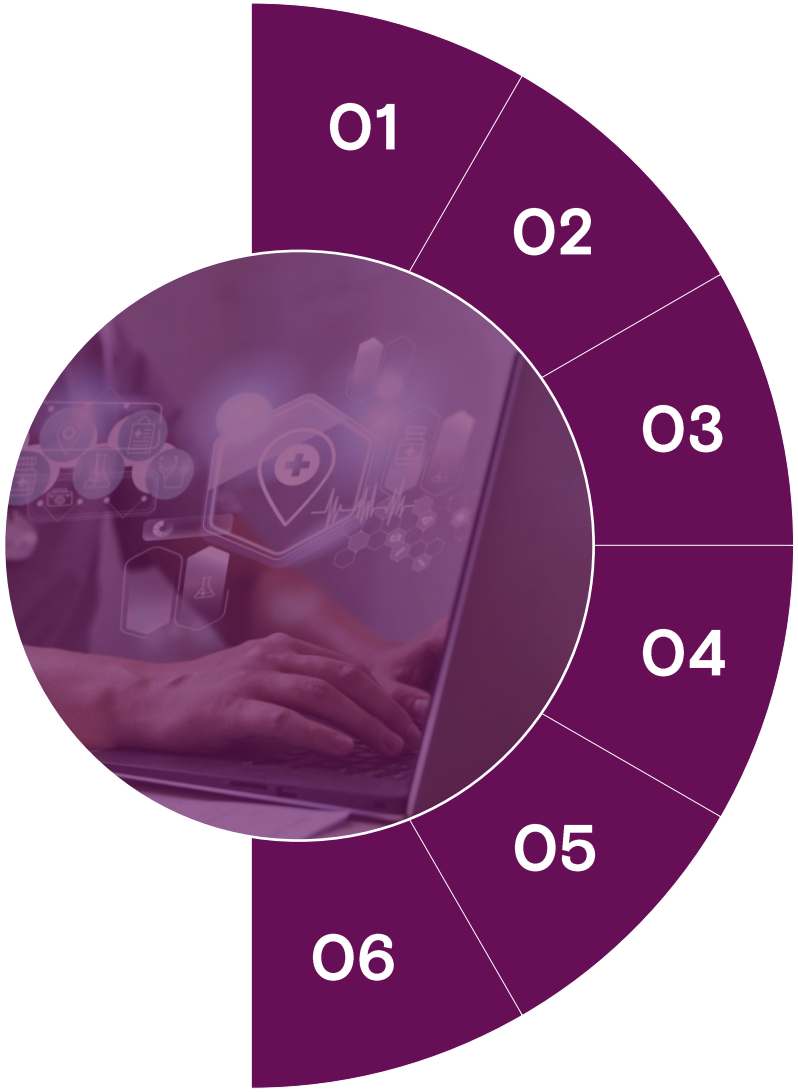
Key drivers of demand in Hospital Coding market



- Increased penetration of structured digital records, with significant growth in data volumes across hospitals
- Ageing population, increased chronic disease prevalence with associated increased hospital admissions (e.g., USA, admissions up by 34 million in 2024 versus 2023)
- Increasingly standardized and complex coding and billing methodology's
- Ageing and reducing coder workforce numbers
- Growing need to gain better control over data security
- Requirement for cloud-based solutions to enable AI and online working and timely reimbursement submissions

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Beamtree's pathway to advanced coding solutions

Coding Quality PICQ & RISQ	Assisted Coding Integrated Coding Platform	Autonomous Coding RippleDown Coding
Current Products	**New Product Going Live**	**First Wave Underway**
Automated coding quality assurance, reporting & continuous coder education	Supports human coder in the manual coding process improving their efficiency and accuracy	"No touch" coding solution that can output codes and group without any human intervention
+$1 (per episode)	~ 2x to 3x vs current products	~6x-8x vs. current products

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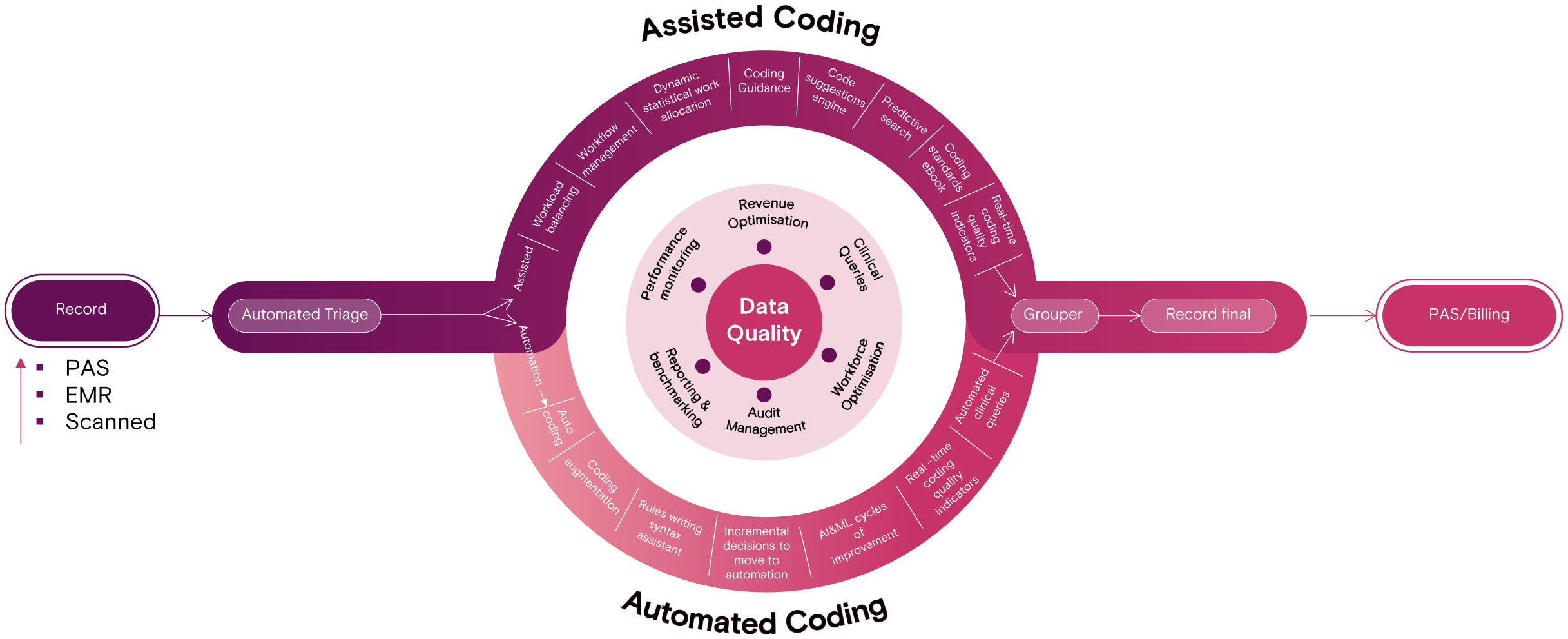
Beamtree's Integrated Coding Platform: Assisted and automated coding



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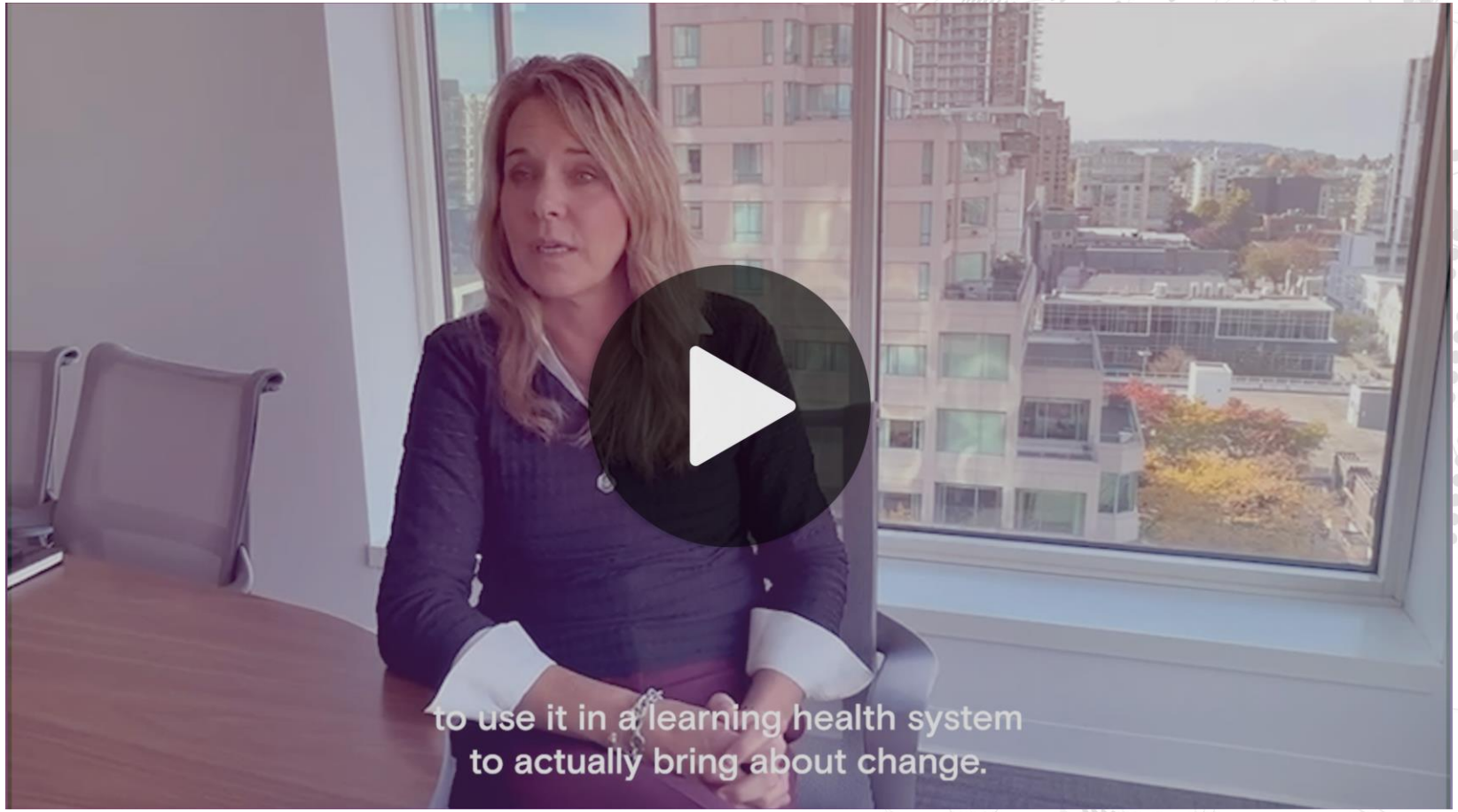

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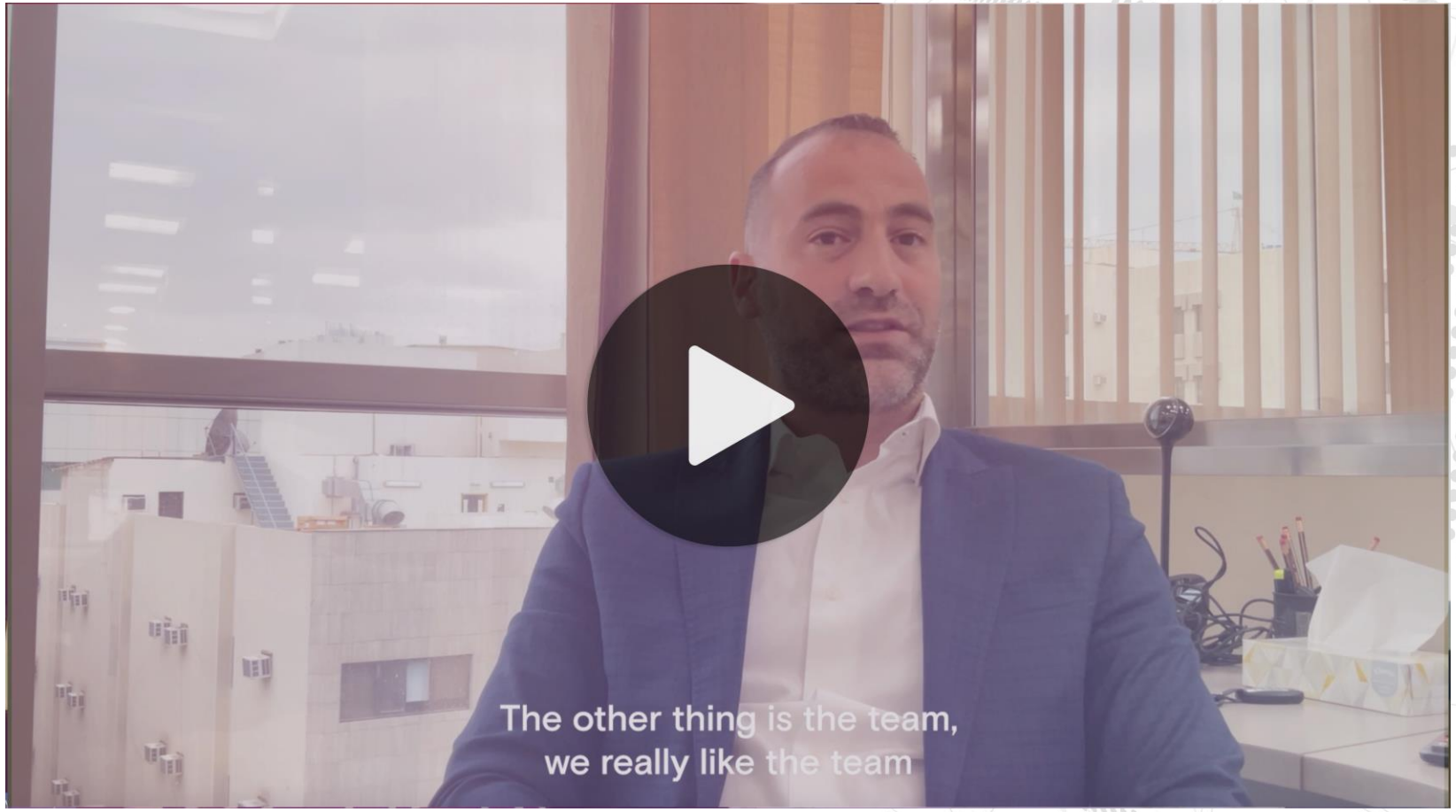

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Knowledge Networks Deep Dive

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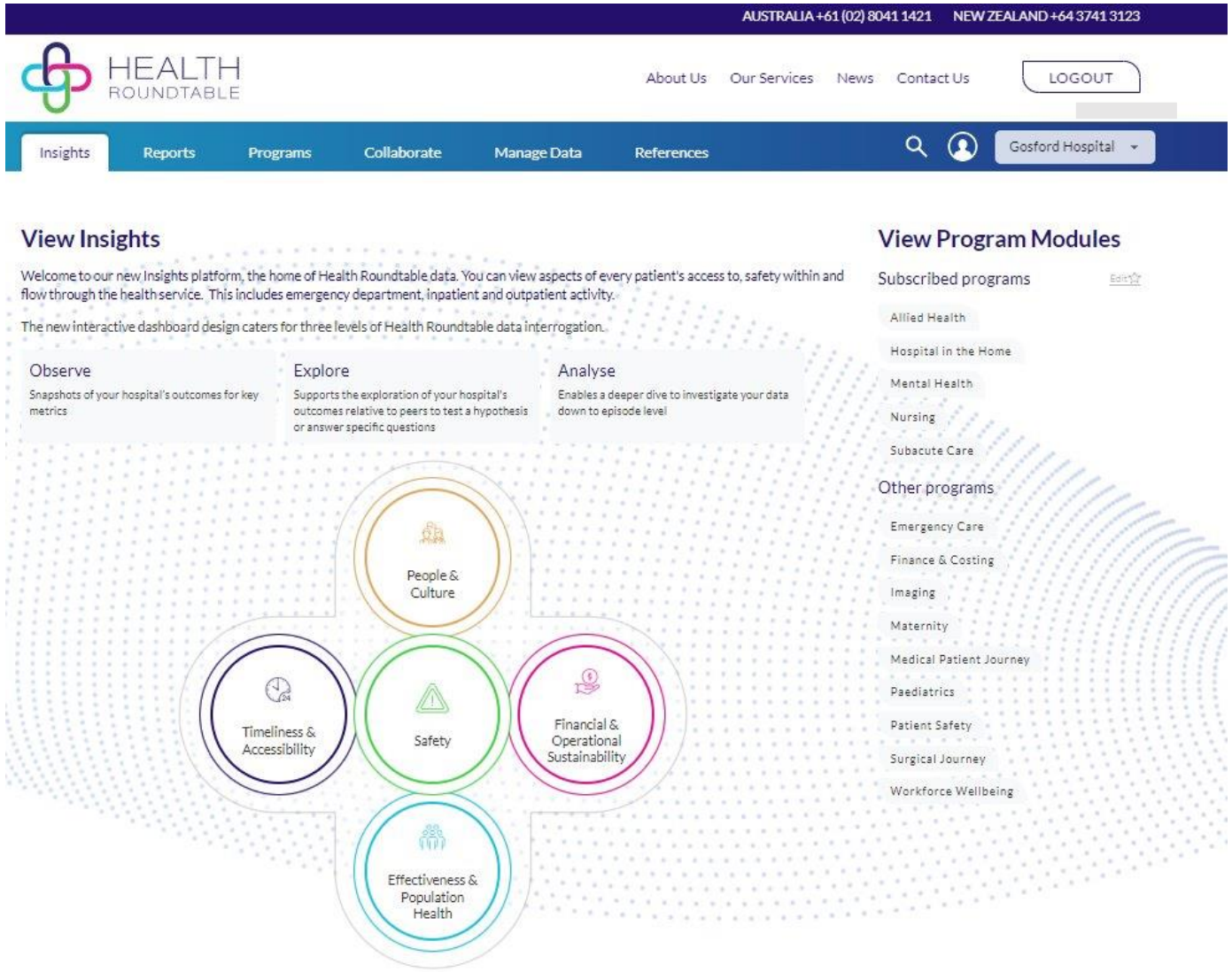
Beamtree's New Advanced Analytics platform

Placing advanced data analytics tools in the hands of health service leaders for data driven decision making

New data platform for Health Roundtable to enable clinicians and managers to support improvements in safety and quality, financial efficiency and health outcomes.



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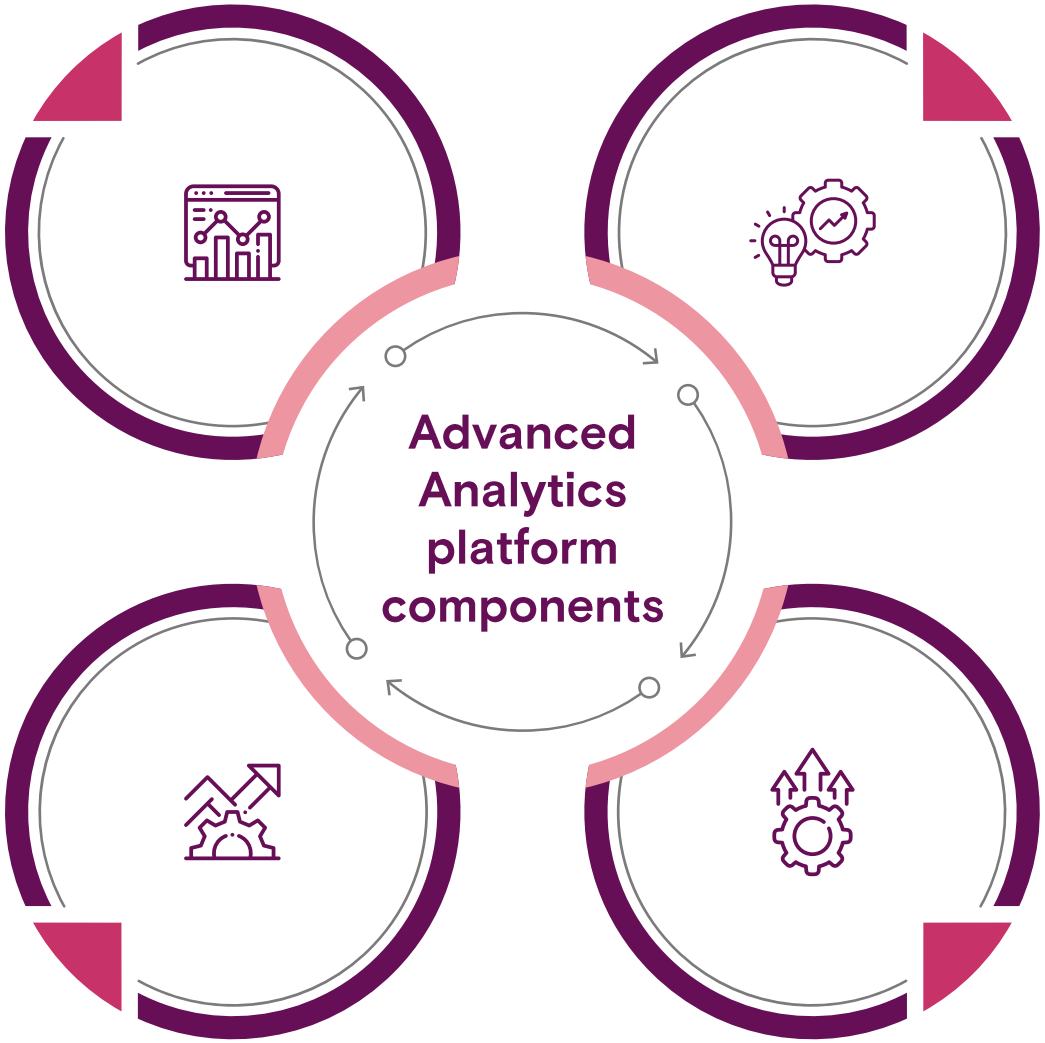
Advanced Analytics Platform Innovations

Analytics: extensive comparative benchmarking to identify variation for improvement

Predictive analytics models developed using AI/ML



Additional metrics to leverage health system improvements

Enhanced security, data submission and single sign on

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Advanced Analytics platform opportunities

Beamtree®

UK – NHS Confederation

ANZ Aged Care sector

ANZ Private Hospitals

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Thank you

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Q&A and Voting Instructions

Meeting Instructions

AUTOMIC GROUP

In person

Casting votes

Those Shareholders that have been provided with a YELLOW voting card please cast your vote for, against or abstain, by placing a mark in the corresponding box for each item on your voting card.

If you place a mark in more than one box in relation to a resolution, your vote for that resolution will be invalid.

Asking questions

Raise your hand at the appropriate time to ask a question.

Proxies

Total Shares	289,761,414	
Proxies Received	61,946,178	21%

Financial Statements & Reports

“To receive and to consider the Annual Financial Report of the Company for the financial year ended 30 June 2024 together with the declaration of the Directors, the Directors’ Report, the Remuneration Report and the Auditor’s Report for that financial year.”

Resolutions

Resolution 1 – Adoption of Remuneration Report

To consider and, if thought fit, to pass the following as an ordinary resolution:

"That, for the purpose of Section 250R(2) of the Corporations Act and for all other purposes, approval is given for the adoption of the Remuneration Report as contained in the Company's Annual Financial Report for the financial year ended 30 June 2024."

For	54,291,985	93.90%
Against	126,099	0.22%
Discretion	3,402,007	5.88%
Exclusions	2,828,888	
Abstain	1,297,199	

Resolution 2 – Re-election of Bradley Lancken as Director

To consider and, if thought fit, to pass the following as an ordinary resolution:

"That Bradley Lancken, a Director who retires by rotation in accordance with the Company's Constitution and ASX Listing Rule 14.5, and being eligible offers himself for re-election as a Director of the Company, be elected as a Director, effective immediately."

For	55,715,032	93.38%
Against	510,942	0.86%
Discretion	3,440,698	5.77%
Exclusions	-	
Abstain	2,279,506	

Resolution 3 – Re-election of Emma Gray as Director

To consider and, if thought fit, to pass the following as an ordinary resolution:

"That Emma Gray, a Director who retires by rotation in accordance with the Company's Constitution and ASX Listing Rule 14.5, and being eligible offers herself for re-election as a Director of the Company, be elected as a Director, effective immediately."

For	58,486,366	94.42%
Against	29,050	0.05%
Discretion	3,428,195	5.53%
Exclusions	-	
Abstain	2,567	

Resolution 4 – Election of Mark Britnell as Director

To consider and, if thought fit, to pass the following as an ordinary resolution:

"That Mark Britnell, a Director appointed as an additional Director and holding office until the next general meeting of the Company after his appointment in accordance with the Company's Constitution and ASX Listing Rule 14.4, be elected as a Director of the Company, effective immediately."

For	58,441,863	94.39%
Against	3,304,200	5.34%
Discretion	167,548	0.27%
Exclusions	-	
Abstain	32,567	

Resolution 5 – ASX Listing Rule 7.1A Approval of Future Issue of Securities

To consider and, if thought fit, to pass the following as a special resolution:

"That, for the purposes of ASX Listing Rule 7.1A and for all other purposes, the Shareholders approve the issue of equity securities up to 10% of the issued capital of the Company (at the time of issue) calculated in accordance with the formula prescribed in ASX Listing Rule 7.1A.2 and otherwise on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting."

For	56,345,231	90.98%
Against	2,156,802	3.48%
Discretion	3,429,778	5.54%
Exclusions	-	
Abstain	14,367	

Resolution 6 – Approval of Issue of Securities under the Company's Employee Incentive Plan

To consider and, if thought fit, to pass the following as an ordinary resolution:

"That, for the purposes of ASX Listing Rule 7.2 (exception 13(b)) and for all other purposes, the Shareholders of the Company approve the issue of securities under the Beamtree Holdings Employee Incentive Plan on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting."

For	54,964,283	94.01%
Against	69,682	0.12%
Discretion	3,425,274	5.86%
Exclusions	2,229,868	
Abstain	1,252,567	

Conducting of the Poll

Other Business

Thank You for Attending!

Better has no limit®