



Beamtree[®]

1H FY25 Results

19th February 2025

Authorised for release by the Board of Directors

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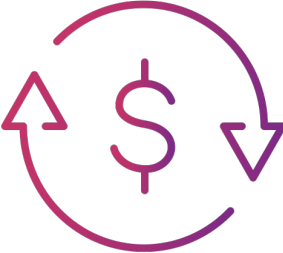


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1H FY25 Highlights

1H FY25 Financial Highlights

<p>↑ 10% PCP*</p>	<p>↑ 31% PCP</p>	<p>↑ 5% PCP</p>	<p>↑ 101% PCP</p>	<p>\$3.7M</p>
 <p>Reported Revenue</p>	 <p>International Revenue</p>	 <p>Operating Expenses</p>	 <p>Operating Profit</p>	 <p>Cash</p>
<p>\$14.2M</p>	<p>\$6.2M 44% of revenue</p>	<p>\$14.2M</p>	<p>Break even in 1H vs -\$0.5m in 1H FY24</p>	<p>Operating cashflow break even in 1H vs -\$2.3m in 1H FY24</p>

*Prior Corresponding Period "PCP"

1H FY25 Highlights

- Appointed new CEO for next phase of growth
- Developed significant pipeline for our autonomous coding market offering in Australia, UK and Canada.
- Continued to mature the sales pipeline across all segments. Current sales pipeline is now \$61m.
- Continued to invest in product development, workforce capability and international reach.

Coding Assistance and Data Quality



- Launch of our new Integrated Coding Platform (“ICP”) in KSA in October 2024 with first implementation at a major Riyadh hospital schedule for Q3. Total market opportunity for ICP in Saudi is estimated to be \$10m to \$20m.
- Verbal agreement for multiple implementations across Australia, Canada and the UK of Beamtree’s new autonomous coding solution. With Pipeline exceeding expectations
- +\$1m of PICQ recurring revenue in KSA signed in 1H FY25, expected to accelerate revenue growth of PICQ in this market.

Diagnostics



- Continued momentum with our Abbott distribution agreement with +50% increased revenue driven by increased tier 1 licences, impact of re-pricing and impact of new co-sale in ANZ.
- First Veterinary Lab now live in AU, next lab site (verbally agreed) will be in the UK, providing reference sites for new global opportunities in this growing market
- Agreement for RippleDown to be installed in Launceston General Hospital

AI Clinical Decision Support Coding



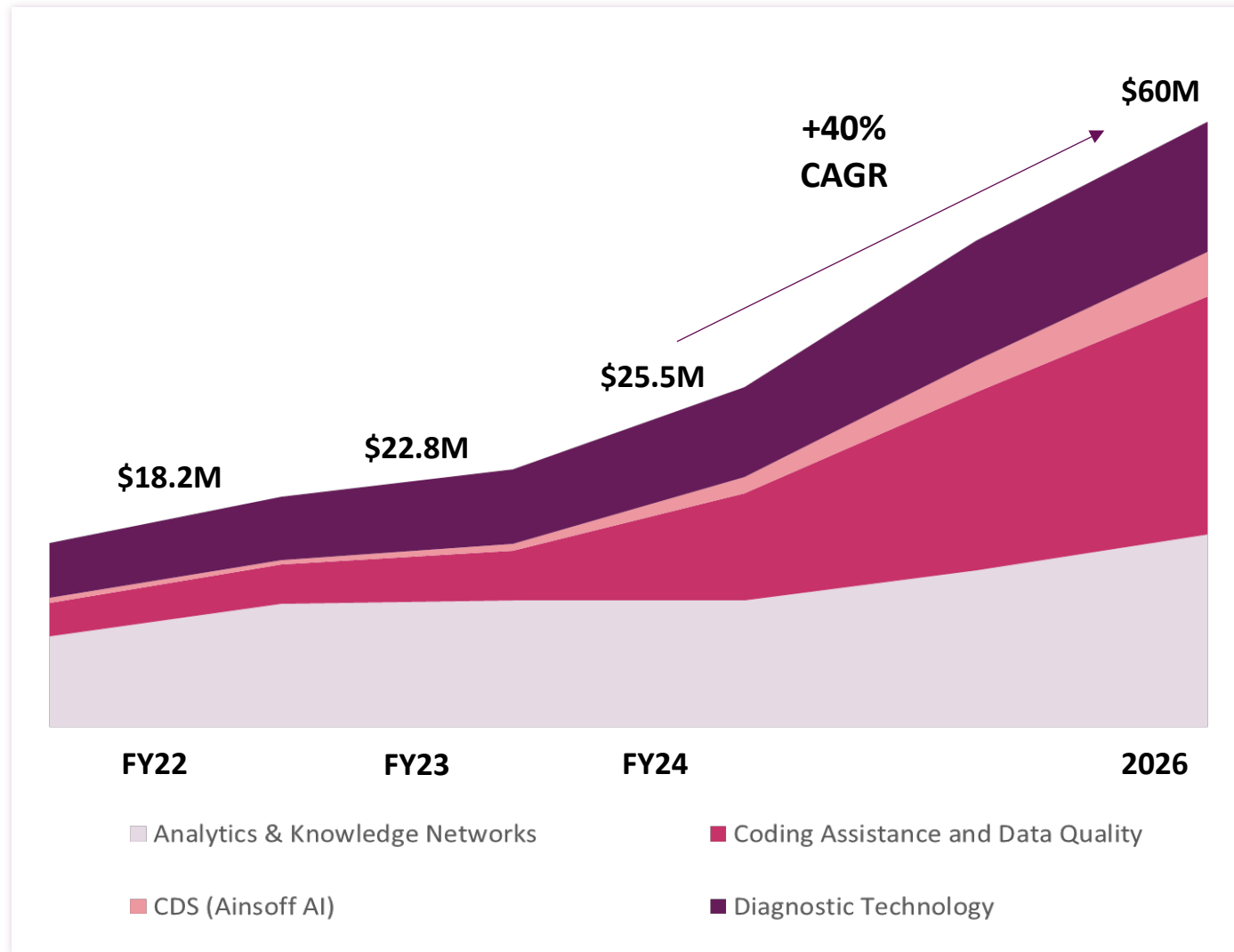
- New 2-year contract signed with Western Sydney LHD for the implementation of our AI based deterioration index.
- Regulatory approval in Europe expected to be delivered in 2H FY25.

Analytics and Knowledge Networks



- New \$2m data analytics platform now live which has enhanced the customer experience. Platform to be used to expand into other areas (e.g. aged care) and other geographies.
- Beamtree in advanced discussions with The NHS Confederation to explore the formation of an NHS peer to peer analytics and learning network in the UK.

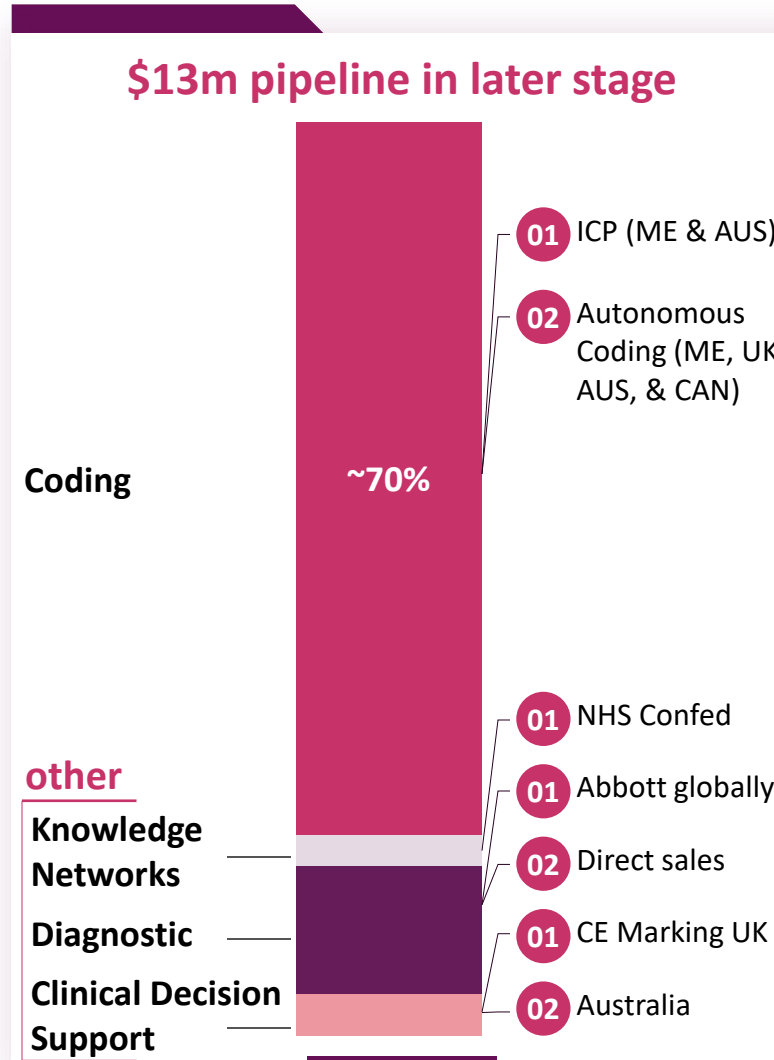
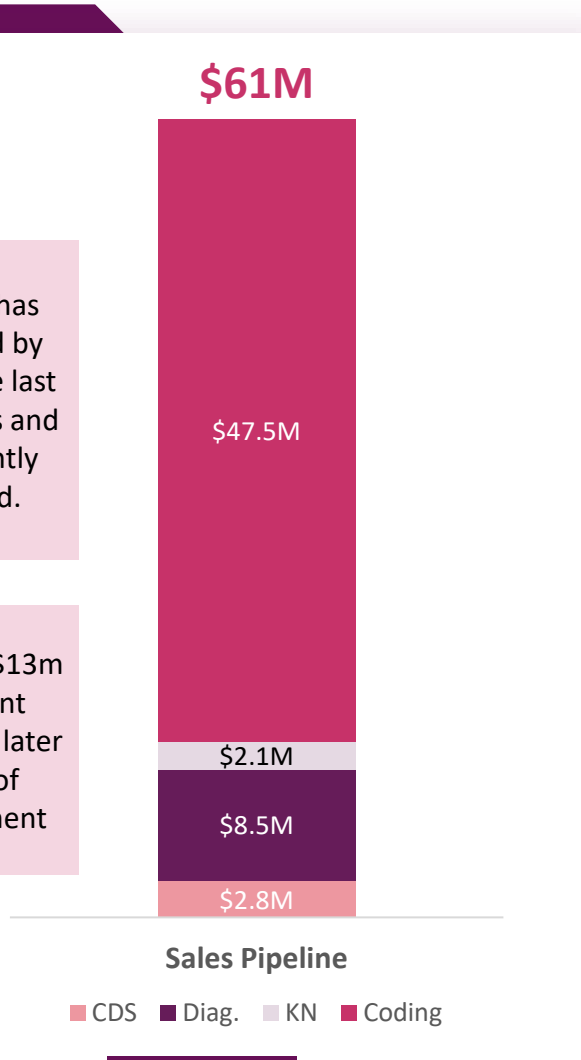
\$60m ARR Target – Reaffirm Conviction



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Accelerating Pipeline and Customer Value Expansion

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Customer Value Expansion

Top 15 customers on average procure 2.7 products.

Target is 3 products per customer for customer base.

Investment in new coding products, Integrated Coding Platform and Autonomous Coding, also designed to expand customer value proposition and revenue.

FY25 Outlook and Targets



Management reaffirms outlook of delivering annual recurring revenue of \$60m by end of 2026.

\$13m in later stage procurement to support target.



Reported revenue growth expected to be ~10% for FY25.

Forecast reported recurring revenue expected to be 12% to 14% for FY25.

Forecast ARR* growth of +20% at 30 June 2025.

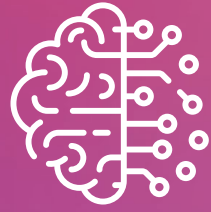


Ongoing management of opex and continued reduction in cash burn in 2H versus 1H

* Annual recurring revenue

Beamtree Strategy

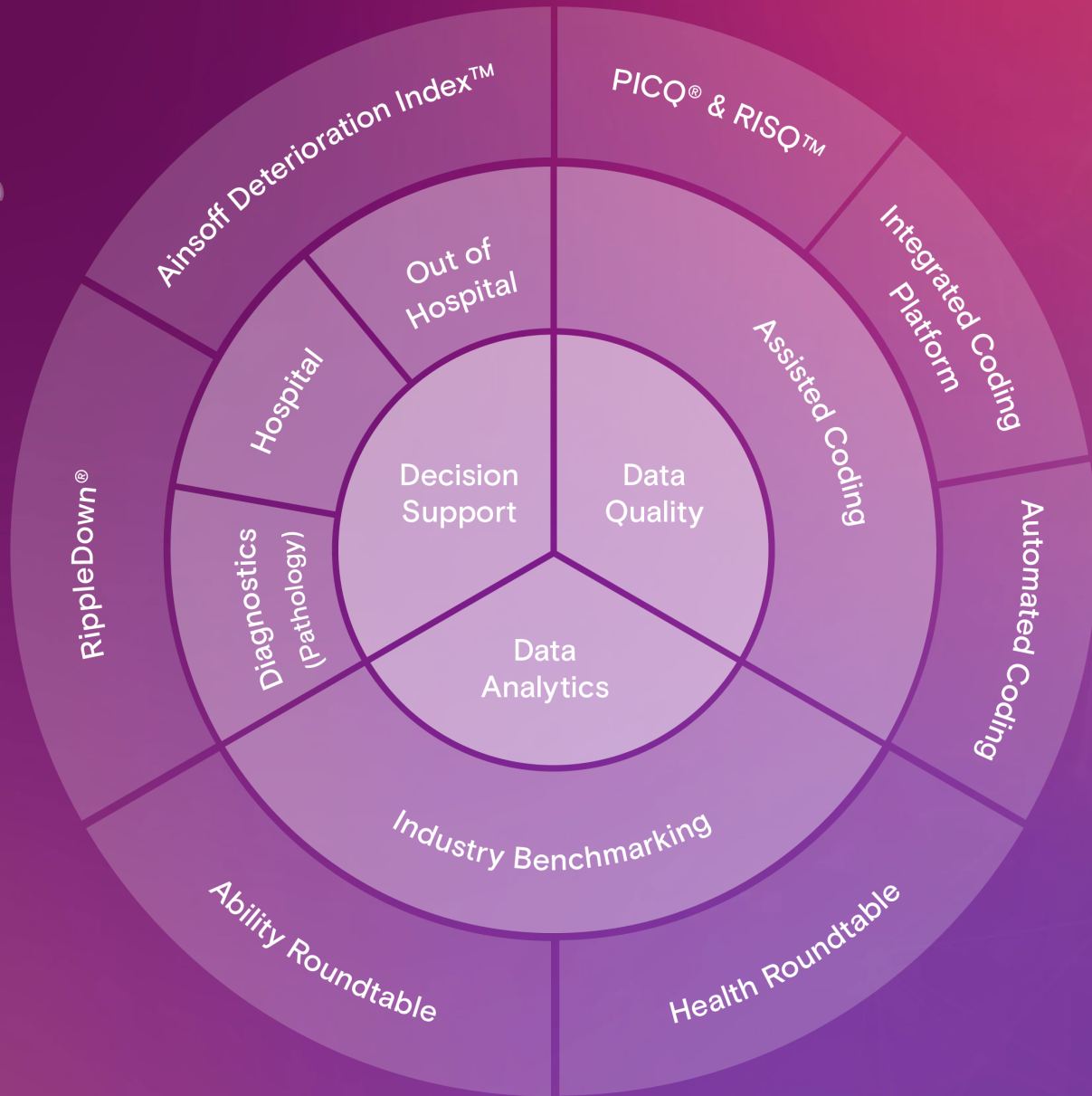
Creating a better future for health



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 outcomes

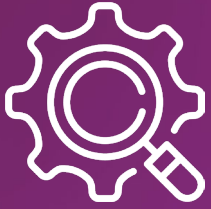
Beamtree is committed to supporting learning health systems



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

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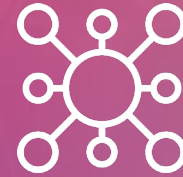
The Problems We Help Solve



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

Beamtree: Core International Markets

Canada

- 39m population
- \$331b health expenditure

United Kingdom

- 68m population
- \$377b health expenditure

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

FY24: expanded to 14 customers
 FY25: Building British Columbia and Ontario.
 PICQ and autonomous coding the initial focus.

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



6
Continents



+25
Countries



+1,200+
Locations

\$ figures are in USD

FY25 Financial Results

1H FY25 Summary Profit and Loss

	1H FY24	1H FY25	Growth %
Annual Recurring Revenue	24.2	25.5	5%
Diagnostic	3.4	3.7	11%
Coding & data quality assurance	3.9	4.6	19%
Clinical decision support	0.2	0.2	6%
Knowledge networks	5.5	5.7	3%
Total Revenue	12.9	14.2	10%
Expenses – people	(9.3)	(10.7)	15%
Expenses – non people	(4.2)	(3.6)	(16%)
Total Operating Expenses	(13.5)	(14.2)	5%
Operating Profit/ (Loss)	(0.5)	0.0	101%
Non operational Income	0.1	0.0	
Non operational expense	(0.6)	(0.4)	
Fair value adjustment - deferred consideration	0.4	0.0	
Reported EBITDA	(0.7)	(0.4)	(47%)
Depreciation & amortisation	(2.7)	(2.7)	
Interest income/ (expense)	(0.0)	(0.1)	
Net Profit/ (Loss) before Income Tax	(3.4)	(3.1)	(8%)
Income tax benefit/ (expense)	0.5	(0.1)	
Net Profit/ (Loss) after Tax	(2.9)	(3.2)	12%

Group Revenue

+10%

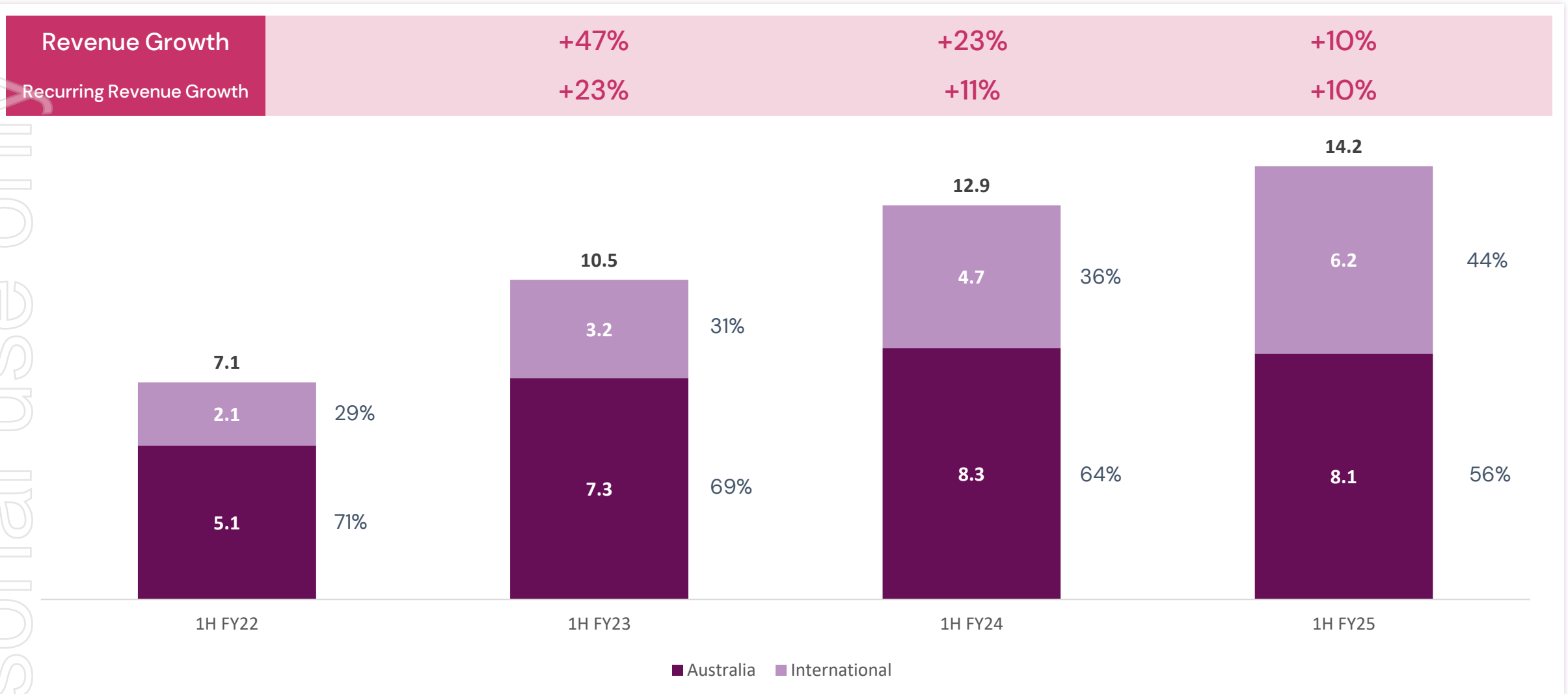
Operating Expenses

+5%

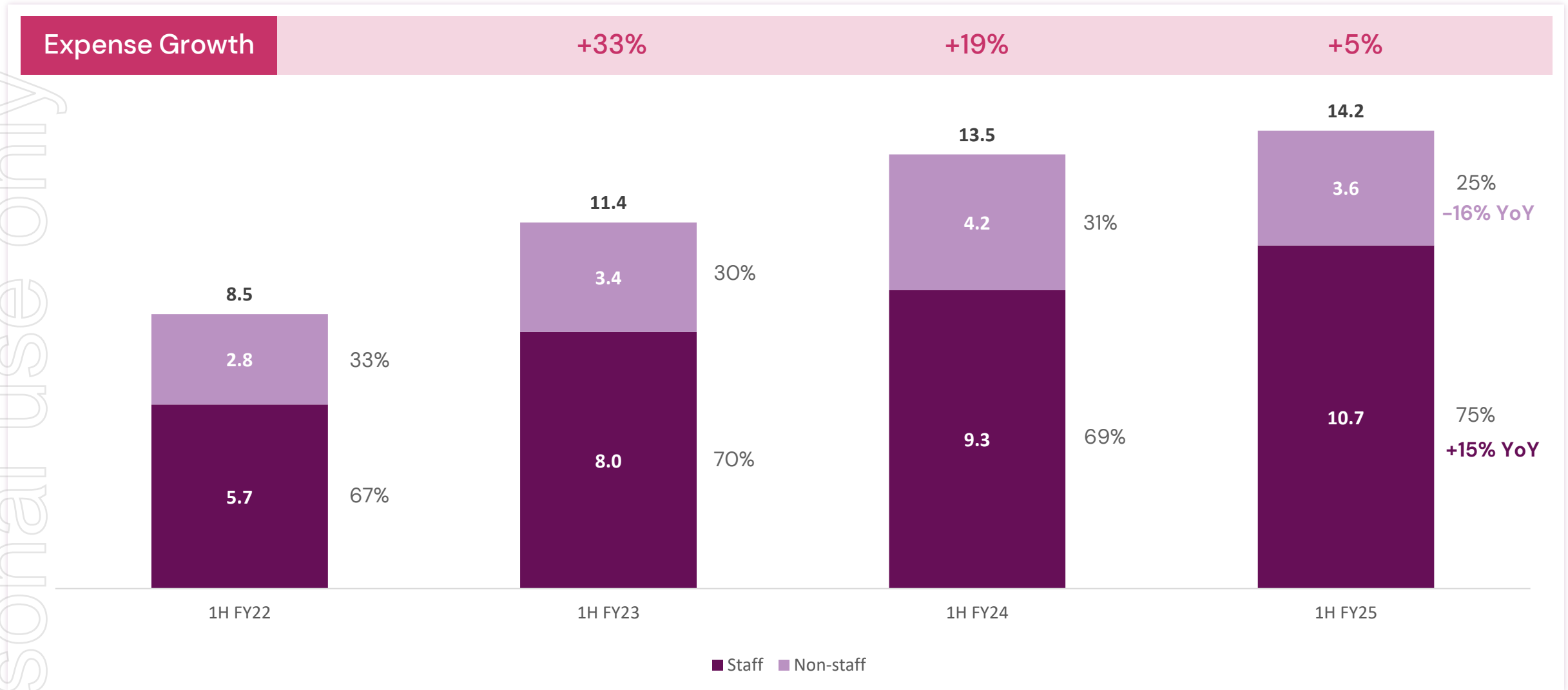
Operating Profit

+101%

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

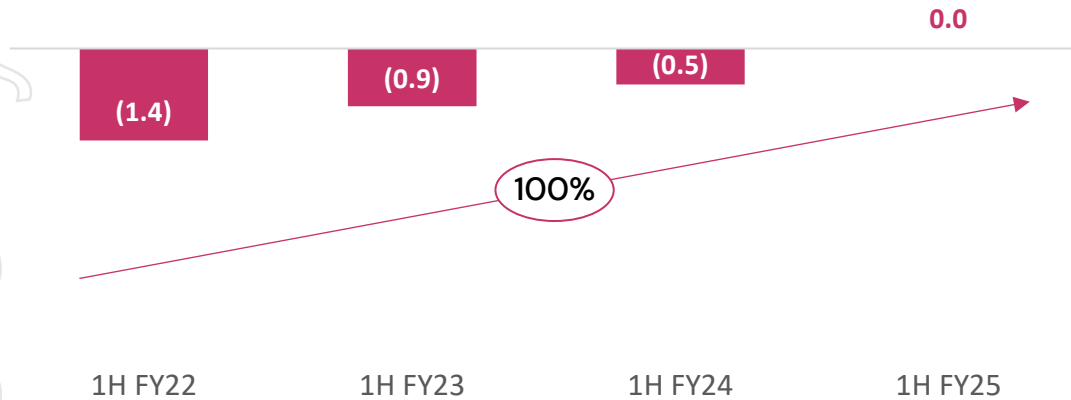


Controlled Operating Expense Growth (\$'M)

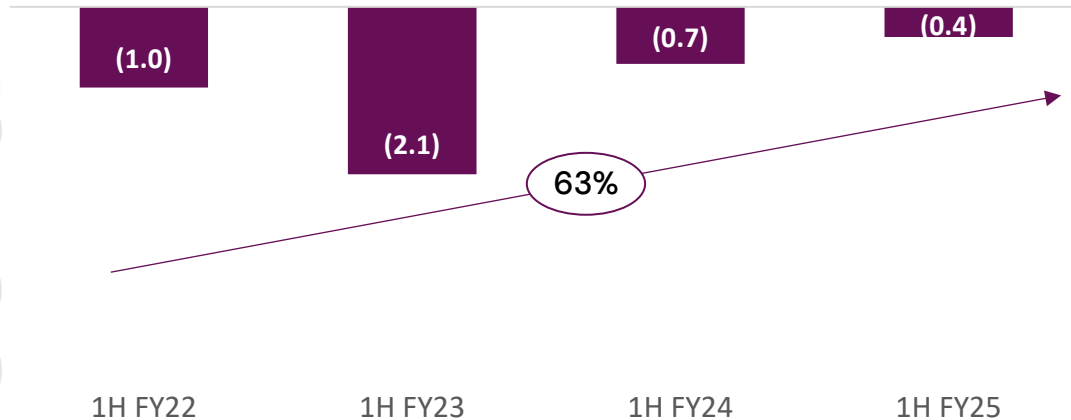


Operating Profit to EBITDA

1H Operating Profit



Reported EBITDA



Operating Profit to EBITDA Reconciliation

	1H FY24	1H FY25
Operating profit	(0.5)	0.0
Non-operating expenses (cash)		
Restructuring and other non-operating costs	(0.1)	(0.1)
Impact of AASB 16 (property lease costs)	0.2	0.1
Total non-operating expenses (cash)	0.1	0.1
Non-operating expenses (non-cash)		
Foreign exchange gain/ loss	(0.2)	(0.1)
Share based payment expense (non-cash)	(0.5)	(0.4)
Fair value adjustment - deferred consideration shares	0.4	0.0
Total non-operating expenses (non-cash)	(0.3)	(0.5)
Reported EBITDA	(0.7)	(0.4)

1H FY25 Cashflow

	1H FY24	1H FY25	Variance
Cash flows from operating activities			
Receipts from customers (inclusive of GST)	14.0	15.1	
Payments to suppliers and employees (inclusive of GST)	(16.3)	(15.2)	
Interest received	0.0	0.0	
Interest and other finance costs paid	(0.0)	(0.0)	
Income taxes refunded/ (paid)	0.0	0.0	
Net cash from/ (used in) operating activities	(2.3)	(0.0)	2.3
Cash flows from investing activities			
Payments for property, plant and equipment	(0.0)	(0.1)	
Payments for intangibles	(1.9)	(1.1)	
Net cash used in investing activities	(2.0)	(1.2)	0.7
Cash flows from financing activities			
Proceeds from issue of shares	0.1	0.0	
Proceeds from exercise of options	0.6	0.0	
Repayment of lease liabilities	(0.2)	(0.1)	
Net cash from/ (used in) financing activities	0.6	(0.1)	(0.7)
Net increase/ (decrease) in cash and cash equivalents	(3.7)	(1.3)	
Cash and cash equivalents at the beginning of the financial	8.8	5.0	
Cash and cash equivalents at the end of the financial	5.1	3.7	(1.4)

**Operating cash break even vs
FY24 outflow of \$2.3m**

\$1.2m investment in product

**Net cash movement LTM
(\$1.4m)**

**\$6.75m loan facility agreed in
Feb 25**

1H FY25 Balance Sheet

	1H FY24	1H FY25	Variance
Current assets			
Cash and cash equivalents	5.1	3.7	
Trade and other receivables	6.0	6.2	
Contract assets	0.1	0.4	
Total current assets	11.2	10.3	(1.0)
Non-current assets			
Property, plant and equipment	0.2	0.3	
Right-of-use assets	0.1	1.0	
Intangibles	45.2	43.3	
Deferred tax assets	1.8	1.7	
Total non-current assets	47.2	46.3	(1.0)
Current liabilities			
Trade and other payables	3.1	3.8	
Contract liabilities	3.5	3.8	
Lease liabilities	0.1	0.2	
Other provisions	0.1	0.0	
Employee benefits	1.2	1.3	
Total current liabilities	7.9	9.1	1.2
Non-current liabilities			
Investment bond payable	0.5	0.5	
Lease liabilities	0.0	0.9	
Other provisions	0.0	0.1	
Deferred tax liabilities	1.7	1.5	
Employee benefits	0.1	0.2	
Total non-current liabilities	2.4	3.1	0.8
Net assets	48.2	44.2	(3.9)
Issued capital	58.8	59.5	
Reserves	1.3	1.9	
Accumulated losses	(11.9)	(17.1)	
Total equity	48.2	44.2	(3.9)

Strong Cash Position

\$3.7m

Net Current Assets

\$1.1m

Net Assets

\$44.2m

FY25 Outlook and Targets

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* Annual recurring revenue

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Thank you

Beamtree®

Our product segments

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Coding Assistance and Data Quality

Robust clinical coding data is vital for healthcare organisation so they understanding their activities and are appropriately funded for their activities. Beamtree's clinical coding products support the process of coding, improving data quality and supporting funding activities.



Picq® Risq™

Analytics & Knowledge Networks

Provides data analytics solutions and peer to peer benchmarking designed to improvement healthcare delivery, accelerate innovation and enhance knowledge diffusion.



Workforce Wellbeing Collaborative Program

Diagnostic Technology

Our Diagnostic Technology called RippleDown, is a highly flexible expert system that supports diagnostic specialists apply their expertise at scale to deliver operational, financial and clinical efficiencies while improving safety and data quality.



RippleDown™ Auditor RippleDown™ Expert

Clinical Decision Support

AI based technology that is focused on acute patient deterioration that is aimed to improve patient safety, workforce efficiency and more efficient hospital asset utilisation



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