Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 24 November 2022

Annual General Meeting –Addresses and Presentation

Beamtree Holdings Limited ("**Beamtree**" or "**the Company**") (ASX: BMT), advises that the 2022 Annual General Meeting (AGM) will be held today, Thursday, 24 November 2022 at 4:00pm (AEDT) at Level 1, 16 Eveleigh Street, Redfern NSW 2016.

Investors will be able to view the AGM presentation by joining the below link:

BMT Annual General Meeting 2022

Attached are the Chairman and CEO Addresses and Presentation which will be delivered at the AGM today.

-ENDS-

Authorised for release by the Company Secretary.

Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 24 November 2022

Chairman and CEO Address to the AGM

Introduction

Good afternoon ladies and gentlemen.

Welcome to the 2022 Annual General Meeting for Beamtree Holdings Limited.

It is 4.00pm, we have a quorum present, and I declare the meeting open.

Before we start I would like to acknowledge this AGM is being held on the traditional lands of the Gadigal people. I pay my respect to their elders past and present.

I am Mike Hill, the Chairman of Beamtree. Next to me is our Chief Executive Officer Tim Kelsey and joining us from the executive team is Mark McLellan (Chief Operating & Financial Officer).

I am also joined by my fellow Directors, Brad Lancken, Jim Birch, Stephen Borness, incoming Non Executive Director, Emma Gray and our retiring Directors Paul Williams and Andrew Gray.

I would like to especially welcome Emma Gray who joins the board of Beamtree today. Emma brings exceptional experience in data and automation after recently serving in the Group Executive of ANZ Banking Group. Emma was responsible for driving data and automation across the ANZ Group, one of Australia's largest banks. Across the ANZ Group, Emma's responsibilities included the build, deployment and governance of data infrastructure, assets and capability, with a focus on driving commercial use of data internally and commercializing these capabilities externally. Prior to ANZ, Emma was the Chief Loyalty and Data Officer at Woolworths Limited for four years.

Acknowledging the contribution of our two retiring Directors, on behalf of the Board and the executive team we pass our special thanks to Andrew Gray and Paul Williams who both joined the company at the time of listing and through rotation have retired at this AGM. Both Paul and Andrew added significantly to the debate and discussions at Board level and whilst will be missed in this forum, will no doubt stay in close contact with the Beamtree team.

2022 was a year of significant change with the Company delivering solid results in FY22 – our fourth financial year as a listed company. Our financial performance was strong and we continued to build trust and confidence in our brand and operations as well as continuing to invest in key areas of the business to support our domestic and international plans.

For our customers and other key stakeholders, our investments in products, services and systems are delivering efficiency, resilience, market innovation and most importantly better patient outcomes.

For our shareholders, the result has allowed Beamtree to consolidate its position as an exciting fast-growing software and analytics business in the global healthcare industry with significant prospects ahead. I believe Beamtree is well-positioned for growth.

Beamtree

On behalf of the Board and all our people, I thank our customers for their business and you, our shareholders, for your faith and support.

I will now pass over to Tim Kelsey to provide an update on the business achievements in FY22, the latest trading update for this current year and an overview of the outlook for Beamtree looking forward.

Performance overview

Q1 FY23 (first quarter to 30 September 2022) Trading Highlights:

- FY23 Q1 recurring revenue growth of +170% PCP with organic recurring revenue growth of 22% over the same period compared to the prior year (excl. impact from acquisitions).
- Organic recurring revenue growth of 22% compares to 7% organic costs in Q1 FY23.
- +95% renewal rate, continuing strong trading performance.
- Positive operating cash flow including the receipt of AU$2m from an international client that was outstanding at the end of FY22.
- Strong sales pipeline with 75% of the overall pipeline relating to international opportunities as the Company builds momentum in the UK, Singapore, Saudi Arabia and Hong Kong.

Q2 FY23 to AGM date (second quarter to AGM date) Trading Highlights:

- Second quarter follows strong momentum from Q1.
- Continued +95% renewal rates.
- New wins and progress across all 4 core segments in Q2 to date:

1. **Diagnostic Technology: (RippleDown® solution)**
   - Diagnostic technology revenue grew 29% in Q1 FY23 and has made progress in a number of areas.
   - **Australia**: Our first contract implementation with Healius Limited, beginning with Western Diagnostics in Perth, in partnership with Abbott Laboratories.
   - **UK**: The first implementation of RippleDown® in NHS pathology has confirmed significant benefits in freeing up clinical time. This pilot program – at the University Hospitals Coventry and Warwickshire NHS Trust – should be concluded within weeks enabling this Trust to be a new reference site for the rest of the NHS across the United Kingdom.
   - **Global**: Beamtree has received 8 new license agreements for RippleDown® from Abbott Laboratories in Q2 to add to the existing 27 licences that have been sold over the past six years. The new licenses issued to Abbott customers for RippleDown® are under the current Transition Agreement arrangements. All material commercial contract terms have been agreed for the new long-term partnership distribution contract with Abbott Laboratories. The final detailed contract terms are being documented and Beamtree and Abbott expect the final contract to be documented before the end of year.

2. **Clinical Decision Support: (Ainsoff Deterioration Index™ (ADI™)** solution)
   - **South Australia:** Successful proof-of-concept delivered at Central Adelaide Local Health Network which demonstrated the significant impact of more accurately predicting the risk of deterioration on patient safety.
   - **New South Wales**: Sydney Adventist Hospital has implemented the Ainsoff Deterioration Index™ as routine protection for all inpatients.
   - **Asia**: Asia Pacific Hospital group has completed successful offline data analysis for ADI™ and is now moving to Phase 2 implementation of a live trial.

3. **Coding Assistance and Data Quality**: (PICQ®, RISQ™, Coding applications)

- Coding assistance and data quality revenue grew 11% in Q1 FY23.
- **Middle East**: Beamtree has agreed a partnership with Lean, a government-owned technology solutions company in the Kingdom of Saudi Arabia, to promote PICQ® and support the rollout of Beamtree software to public and private hospitals.
- **Australia/ New Zealand:** renewals of PICQ® and RISQ™ continue at +95% in the current financial year due to the significant product enhancements delivered over the past months.

4. **Analytics & Knowledge Networks: (Health Roundtable, Ability Roundtable, Global Health Comparators)**

- **Health Roundtable**: renewal rates at Health Roundtable remain very strong (+95%) with a number of new hospitals looking to join Health Roundtable plus Northern Territory Health signing up for membership for another 4 years.
- **Global:** First six contracts signed with hospital groups in England, Australia, USA and Europe to participate in Global Health Comparators (GHC), an initiative to support international hospital providers to compare performance. Beamtree is targeting 20+ members before mid-2023 ahead of its first Global Health Comparators conference in March 2023.

Outlook Re-affirmed with Strong Operating Momentum across all Four Segments

- As outlined above, Beamtree continues to deliver strong revenue growth with local and international organic growth opportunities.
- The sales pipeline, particularly for international sales of our core products (RippleDown®, ADI™ and PICQ®), remains very strong with the company focused on finalizing procurement on many of these new customers in FY23.
- Beamtree continues to manage its costs carefully through this high growth period. It remains committed to balancing continued demand-driven delivery for its products against its working capital needs.
- Beamtree re-affirms its reported revenue growth target of ~35% in FY23 and moving towards being operating cash flow positive in FY23.

-ENDS-

Authorised for release by the Chairman of the Board.

For further information, please email investor@beamtree.com.au

About Beamtree

Beamtree (formerly PKS Holdings) is a leading provider of decision support and data insights solutions, Beamtree supports healthcare providers globally. We believe in creating a better future for health by turning data into insights and action through automation.

- Diagnostic Technology: Enabling the effective delivery of diagnostic services as they underpin the future of health and personalised medicine.
- Clinical Decision Support: Combining human and artificial expertise together to enhance decisions that improve care, value and experience.
- Coding Assistance and Data Quality: Digitising and automating workflows with data, classification, coding & technical expertise to improve information standardisation, quality and timeliness.
- Analytics and Knowledge Networks: Combining data analytics solutions with peer-to-peer alliances that accelerate innovation and knowledge diffusion.

Beamtree®

FY22 Annual General Meeting

24th November, 2022

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, 24 August 2022.

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.

Board of Directors

Mike Hill

Chairman of the Board

James Birch

Non-Executive Director

Stephen Borness

Non-Executive Director

Emma Gray

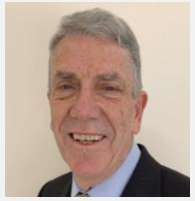
Non-Executive Director

Andrew Gray

Non-Executive Director

Brad Lancken

Non-Executive Director



Paul Williams

Non-Executive Director

AGM Agenda

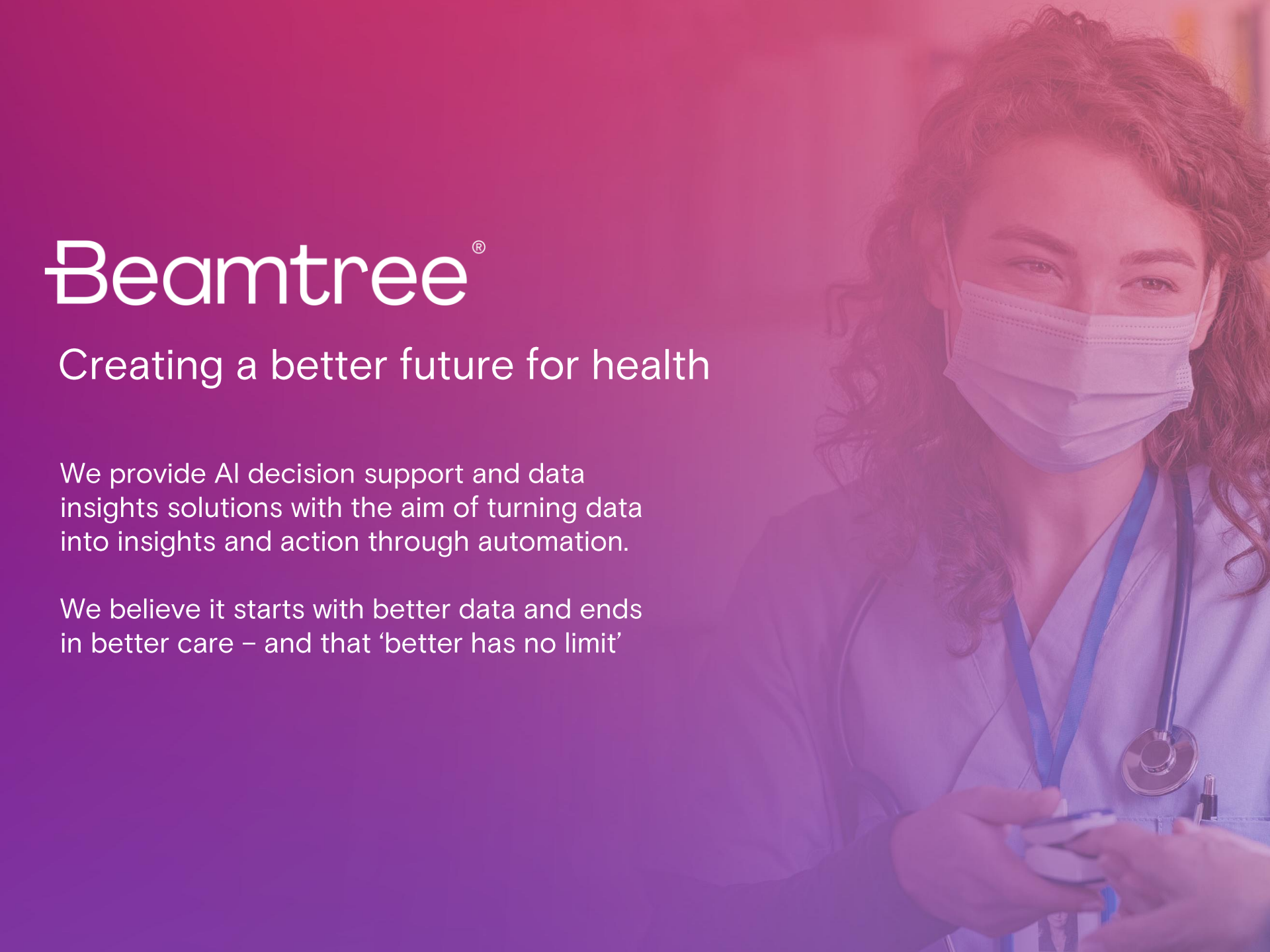
1. Chair's Address
2. CEO Update
   - Beamtree Strategy
   - FY22 Highlights
   - FY23 Update and Outlook
3. Order of Business
4. Q&A

Beamtree®

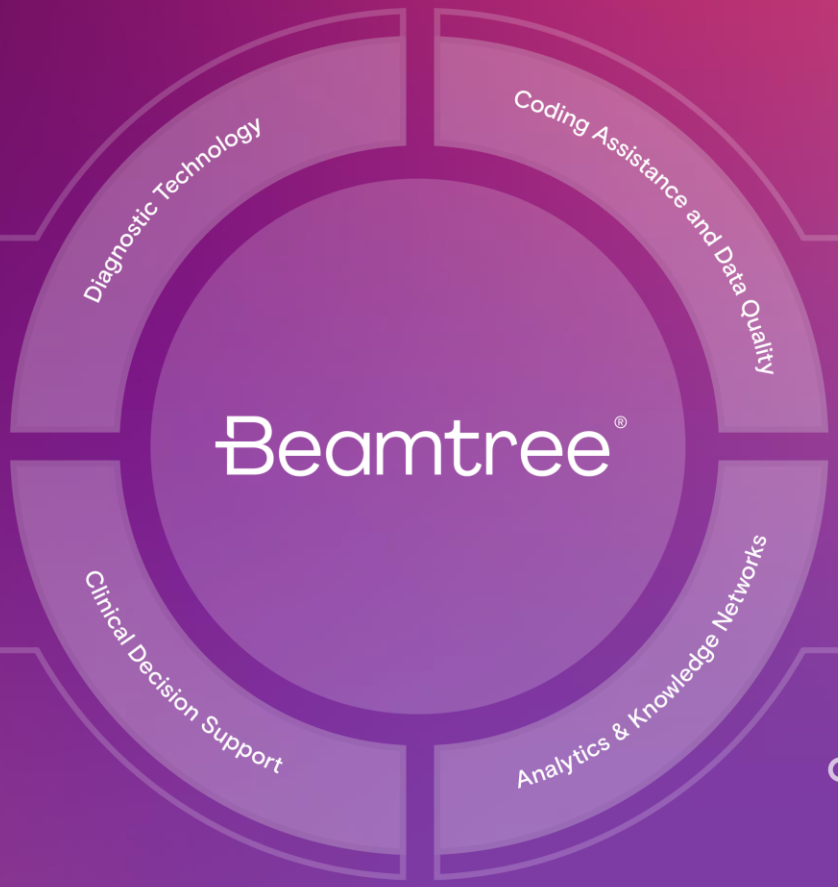
Creating a better future for health

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’



Beamtree's History



Pacific Knowledge Systems
Est. 1999 - Listed 2019

RippleDown Auditor
RippleDown Expert

Pavilion Health
Est. 2005 - Acq. 2020

Picq
Risq

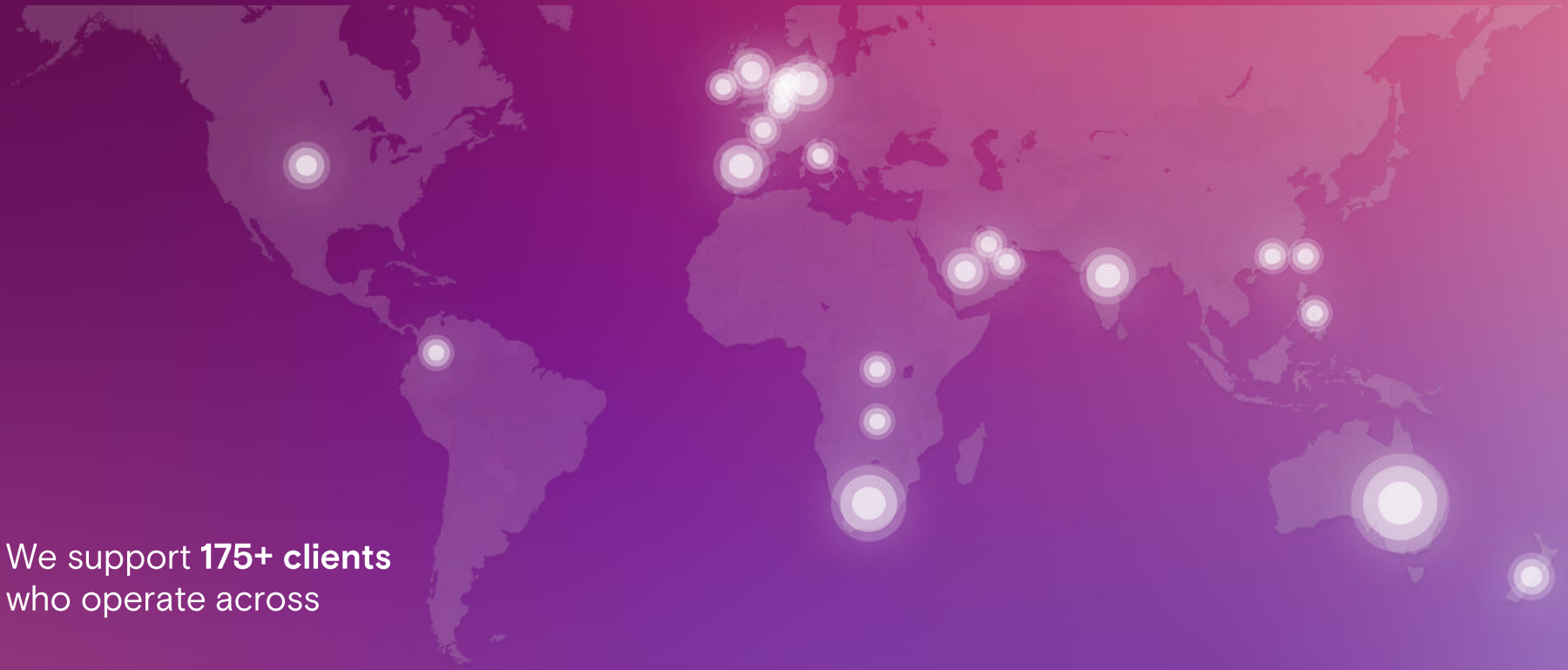
Ainsoff
Est. 2018 - Acq. 2021

Ainsoff Deterioration Index
Aiscribe Assisted Documentation
Ailert Critical Results

Potential(x)
Est. 2005 - Acq. 2021

HEALTH ROUNDTABLE
Activity BarCoding

Supporting Healthcare Providers Globally



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

6
Continents

25
Countries

1100+
Locations

About Us

25+ years of experience

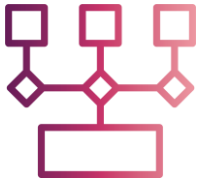
Australian company with Australian IP

Supporting healthcare globally

Cutting-edge use of AI and machine learning

Four Key Areas:

Diagnostic Technology



Clinical Decision Support

Coding Assistance & Data Quality

Analytics & Knowledge Networks

Growth Strategy driven by four 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 and quality.

Picq™ Risq™ Activity BarCoding™ CodeXpert™ Coding Audits and Advisory Services

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

Global Health™ Comparators
Collaborative Partnerships (with Health Roundtable, Ability Roundtable)
HACBi
Workforce Wellbeing Collaborative Program

Beamtree's Key Areas, Key Products and What They Do

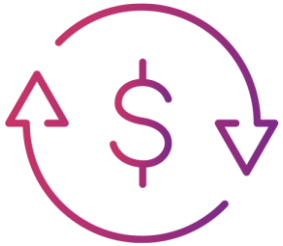
	Product/ Solutions	Application	Problem Solved	ROI	Pricing/Scale
Diagnostic Technology	RippleDown™ Expert	**Clinical** rules to automate expert decision making in Diagnostics	Removes duplication for experts in providing diagnostic results	Leverages clinical resources by using less costly resources	Recurring 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	Fewer data errors/ lower bad debts	
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	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 and a safety net for clinical teams	Recurring licence fee New products so pricing model evolving
	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	
Analytics & Knowledge Networks	**Collaborative Partnerships** 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

Copyright © Beamtree Holdings Limited – All Rights Reserved

FY22 Highlights

FY22 Financial Highlights

↑ 172% PCP*



Annual recurring Revenue

$18.2M

↑ 97% PCP

Reported Revenue

$16.5M

↑ 43% PCP**

International Revenue

$4.1M

Cash

$6.3M

Strong cash position with 2H FY22 operating cash flow broadly neutral

Excludes $2m large one-off receivable expected in 1H FY23

* Prior Corresponding Period "PCP"

** Excludes impact of large one off advisory contract which had 60% of revenue in FY21, 40% in FY22. PCP growth would be 14% if this contract was included

FY22 Key Strategic Highlights

Two important acquisitions completed in FY22, doubling the size of Beamtree

1. Acquisition of Potential(x) in Sept 2021, one of Australia's largest health data analytics company
2. Acquisition of Ainsoff to drive AI product innovation and add to our clinical decision support products

Major International contract wins supporting international expansion strategy including contracts with a number of NHS UK hospitals and largest ever contract secured in 2H FY22 (US$7m, 5 year contract). Total contract value signed in FY22 for Beamtree Group was $28m of which $20m was signed in 2H FY22.

Strong sales momentum in 2H FY22 with organic growth in 2H FY22 at 26%*, or 14%* for full year FY22

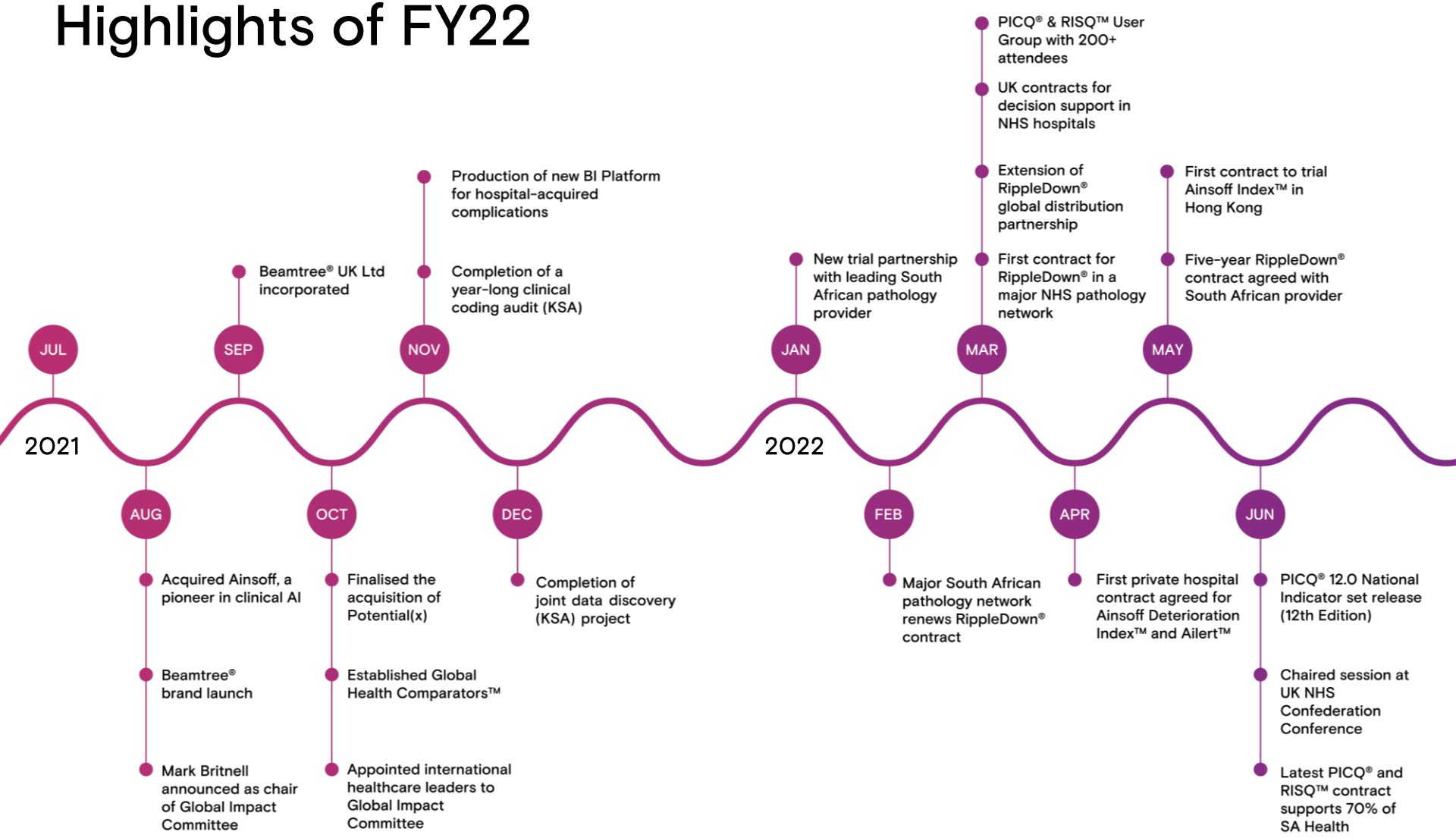
Renewal rate at +95% of contracts up for renewal in FY22. Indicative of product demand.

Material investment for growth made in multiple areas including Ainsoff AI products ($1.6m), International business (+$1m), Products +$2m and Sales & Back office ($1.5m) to support growth strategy.

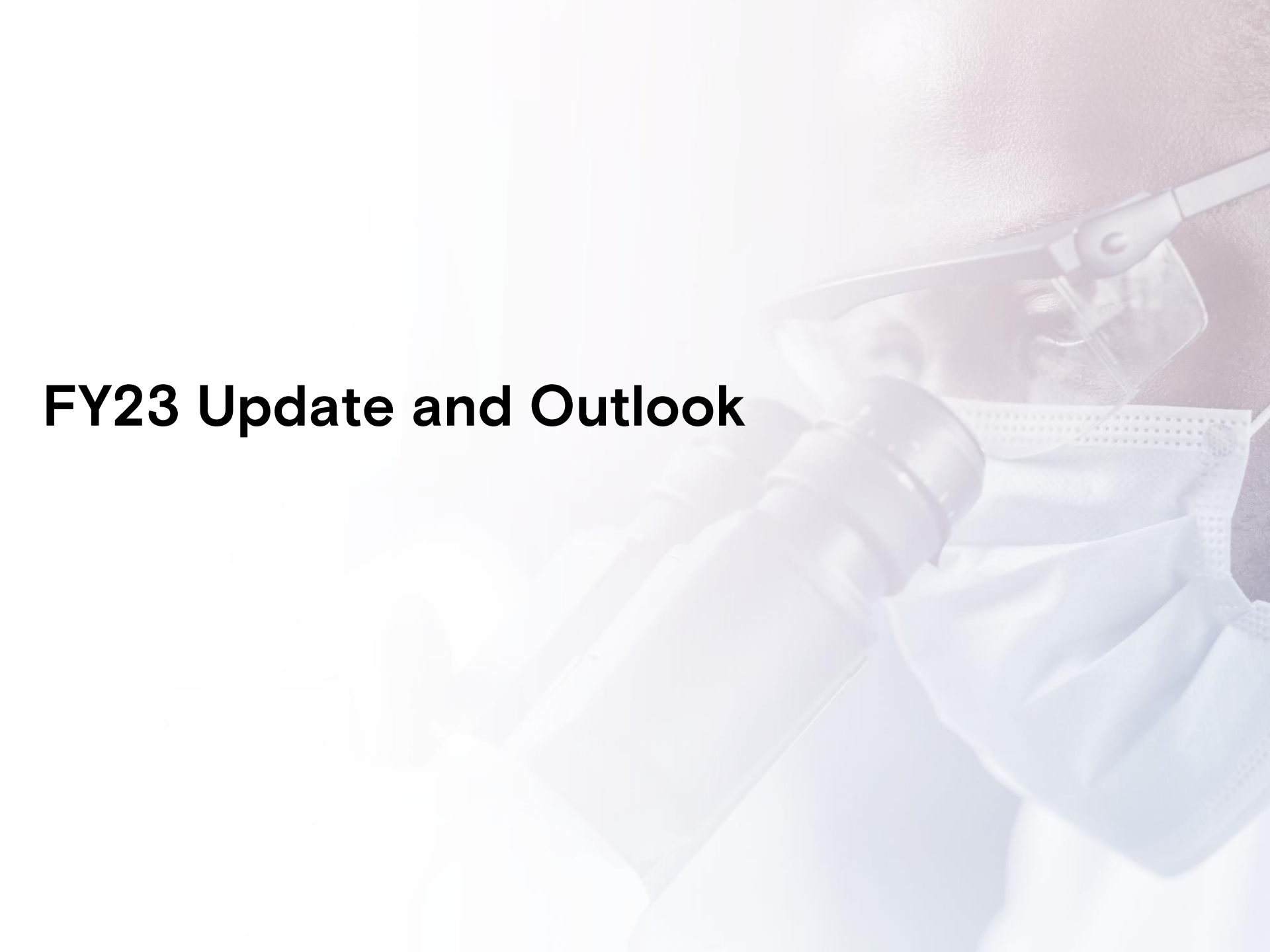
**FY22 organic growth excl. large one off services (non recurring) revenue in 2H FY21 and 1HFY22*

Copyright © Beamtree Holdings Limited – All Rights Reserved

Highlights of FY22



FY23 Update and Outlook



FY23 YTD Trading Update

Diagnostic Technology

- **Australia**: Our first contract implementation with Healius Limited, beginning with Western Diagnostics in Perth, in partnership with Abbott Laboratories.
- **UK**: The first implementation of RippleDown® in NHS pathology has confirmed significant benefits in freeing up clinical time. This pilot program – at the University Hospitals Coventry and Warwickshire NHS Trust – should be concluded within weeks enabling this Trust to be a new reference site for the rest of the NHS across the United Kingdom.
- **Global**: Beamtree has received 8 new license agreements for RippleDown® from Abbott Laboratories in Q2 to add to the existing 27 licences that have been sold over the past six years. The new licenses are under the current Transition Agreement arrangements. All material commercial contract terms have been agreed for the new long-term partnership distribution contract with Abbott Laboratories. Beamtree and Abbott expect the final contract to be documented before the end of year.

Coding Assistance and Data Quality

- **Middle East:** Beamtree has agreed a partnership with Lean, a government-owned technology solutions company in the Kingdom of Saudi Arabia, to promote PICQ® and support the rollout of Beamtree software to public and private hospitals.
- **Australia/New Zealand:** renewals of PICQ® and RISQ™ continue at +95% in the current financial year due to the significant product enhancements delivered over the past months.

Clinical Decision Support (CDS)

- **South Australia:** Successful proof-of-concept delivered at Central Adelaide Local Health Network which demonstrated the significant impact of more accurately predicting the risk of deterioration on patient safety.
- **New South Wales:** Sydney Adventist Hospital has implemented the Ainsoff Deterioration Index™ as routine protection for all inpatients
- **Asia Pacific** Hospital group has completed successful offline data analysis for ADI™ and is now moving to Phase 2 implementation of a live trial.

Analytics & Knowledge Networks

- **Health Roundtable:** renewal rates at Health Roundtable remain very strong (+95%) with a number of new hospitals looking to join Health Roundtable plus Northern Territory Health signing up for membership for another 4 years.
- **Global:** First six contracts signed with hospital groups in England, Australia, USA and Europe to participate in Global Health Comparators™ (GHC), an initiative to support international hospital providers to compare performance. Beamtree is targeting 20+ members before mid-2023 ahead of its first Global Health Comparators™ conference in March 2023.

FY23 Outlook

Revenue

- July 2022 trading conditions remain positive with like for like sales up 17% on the prior year.
- Total reported revenue growth target of ~35% in FY23.
- Sales pipeline continues to build particularly the International sales pipeline which is significantly larger versus prior year.
- International diagnostics expected to be the main driver of revenue growth in FY23.
- Pilot projects in Europe moving toward contract stage expected to boost 2H FY23.
- Aiming to conclude contract extension discussions with Abbott Laboratories in 1H23.

Margin

- Revenue product mix in FY23 expected to drive improved gross margin.
- International scale and increasing contract value expected to contribute to increased gross margin.

Costs/Cash

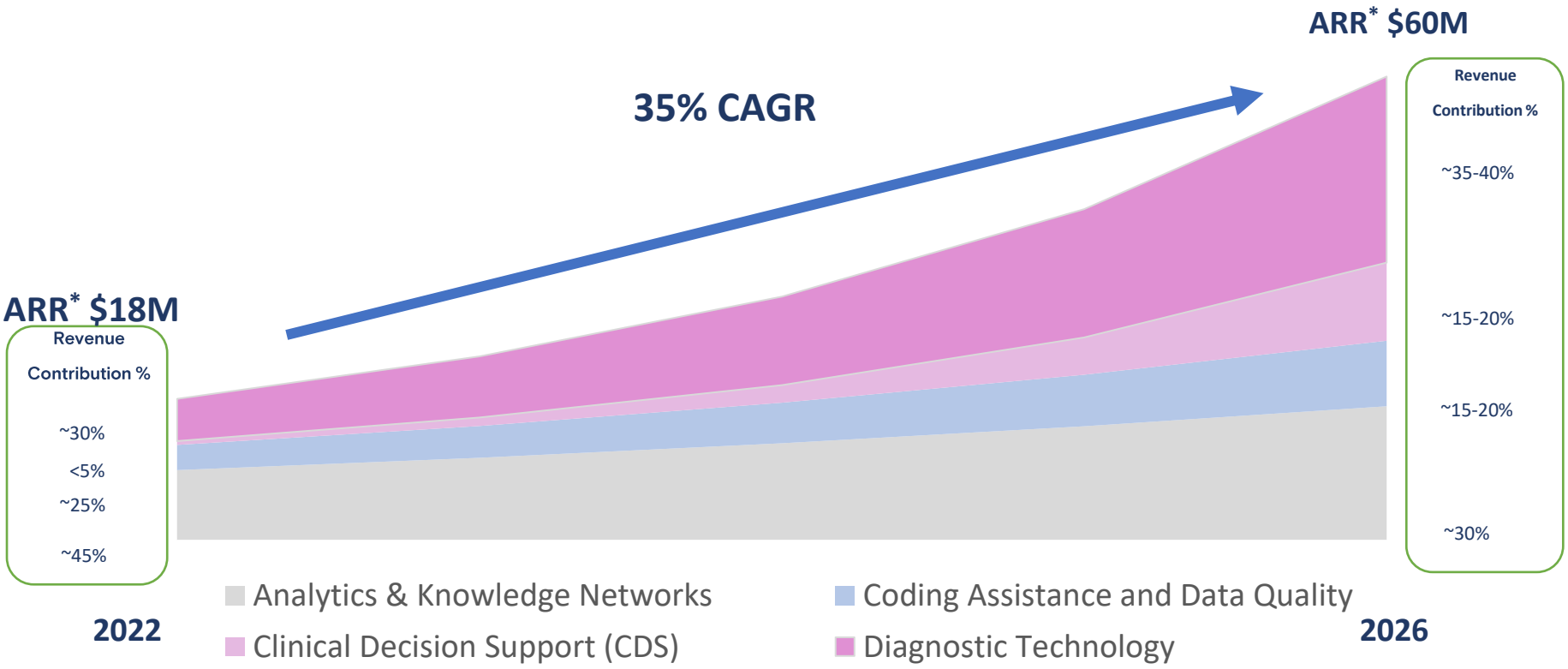
- Operating expenses to be carefully managed in FY23.
- Significant investment made in FY22 via acquisitions and investment in international growth strategy.
- Cost base in FY23 to remain stable outside of international growth aspirations.
- Targeted large scale contract wins will drive operational leverage.
- It is expected that benefits will flow from cost efficiency synergies as a result of acquisitions made in FY22.
- Move to operating cashflow positive in FY23.

M&A

- Recognising the increasing global focus on the Beamtree product suite and demand from customers thereon, the Company will also continue to work on identifying M&A opportunities to expand its presence and product portfolio.

All outlook statements are subject to ongoing uncertainty in relation to variability in market access conditions should COVID-19 pandemic related measures change in relevant markets and broader economic and geopolitical uncertainty.

Long Term Outlook



* Annual recurring revenue "ARR"

Thank you

Beamtree®