

Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 29 November 2022

Annual General Meeting Webinar Record

Beamtree Holdings Limited (“**Beamtree**” or “**the Company**”) (ASX: BMT), completed its Annual General Meeting (AGM) on Thursday, 24 November 2022 at level 1, 16 Eveleigh Street, Redfern NSW 2016.

AGM webinar record is available via below link:

[Beamtree 2022 AGM webinar record](#)

The webinar was hosted by Mike Hill (Chairman of Beamtree), Tim Kelsey (CEO of Beamtree) and Mark McLellan (CFO & COO of Beamtree).

Below is the list of questions were raised by investors during the AGM and addressed by Tim & Mark at the end of the webinar.

1. Can you please elaborate when Western Diagnostics will be implemented up and running. And in terms of contract value, how does this compare with say Ampath?
2. In terms of the Abbott Labs agreement, can you explain the geographic scope of the agreement and the projections that Abbott have signed up for (if any)?
3. Has the company identified any issues that would reduce the volume of deferred shares that were issued for the Potential(x) acquisition?
4. Who, within Beamtree, is serving as the head of Health Roundtable following the departure of Duane Attree?
5. How much does the cost base need to be flexed upwards to support the Revenue objectives over the next 2 or 3 years?
6. In terms of Ainsoff in Central Adelaide, now you are in procurement phase can you elaborate the pricing model e.g. how you price the product? number of ICUs? number of beds? what would a rule of thumb approach to gauging the commercial basis?
7. Have you had much interest from neighbouring groups such as Southern and Northern Adelaide? Turning to the NHS can you provide a pathway to get the ADI commercially available for procurement by hospital groups across the NHS?
8. When you mention 95% renewal rate, is this the number of clients who renew, or the dollar value of the renewal subscriptions? Have clients reduced or increased their level of subscription?
9. Can you elaborate how RippleDown IP is protected in the case of Abbott Labs ending the commercial agreement, but the Rippledawn product is embedded in an Abbott Labs customer e.g., say Healius implement RippleDown and then Abbott end the agreement?
10. Do you expect to be operating cash flow positive for the entire of FY23?
11. What do you expect to be the capitalised R&D spend in FY23, noting it was \$2.4m in FY22?
12. Do the NHS Trusts procure individually or are there umbrella framework arrangements where multiple Trusts procure together?
13. Does Beamtree still have contracts with the Private Hospital Network separate from the Health Roundtable? If so, has that renewal rate continued?
14. Is the Ainsoff product ready for commercialisation or will you take some of the feedback from initial pilots to refine the product?
15. Can you give a rough indication of the uplift of contract size for both new license sales and back book renewals under a potential new Abbott agreement?

- 16.** Across all your products, you seem to be delivering lots of value and cost efficiencies for end customers, are you getting your fair share in terms of pricing your products appropriately?
- 17.** Cost base and the need to add headcount in sales, marketing, administration functions?
- 18.** Cost control YTD impressive...what impact (if any) are you seeing, or do you foresee, on the business, from current global inflationary pressures & how are you addressing these?
- 19.** Are there plans to move Beamtree into Genomics?

-ENDS-

Authorised for release by the Company Secretary.

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.