



Beamtree[®]

FY23 Annual Results

24 August 2023

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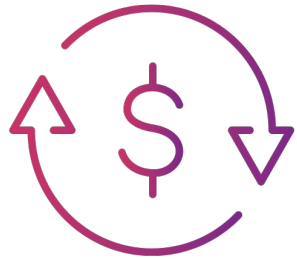
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Totals may not add up precisely due to rounding.

FY23 Highlights

FY23 Financial Highlights

↑ **25%**
PCP*



Annual recurring
Revenue

\$22.8M

↑ **38%**
PCP

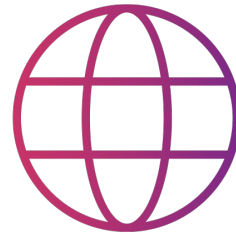


Reported
Revenue

\$22.8M*

*Reported recurring
revenue growth
+51%

↑ **78%**
PCP



International
Revenue

\$7.3M

↑ **64%**
PCP



Operating Loss

\$(1.4)M

\$8.8M



Cash

+\$0.8M
Operating cashflow

• Prior Corresponding Period "PCP"

FY23 Divisional Highlights

43%

YoY Revenue
Growth

Diagnostic Technology:

Indirect Sales: via partnership with Abbott Laboratories Inc.

- Dec 22 signed a new distribution partnership with Abbott.
 - Growing pipeline going into FY24.
 - Second co-sale (Tier 2 – large licencing contract with revenue sharing economics) now agreed.
 - Significant tier 1 licence sales pipeline following 11 new tier 1 licences issued in FY23. Recent new sale in Mexico August 23.
- Abbott recurring revenue doubled in FY23.

Direct Sales:

- Q1 FY24, agreement to implement RippleDown in Coventry & Warwickshire NHS trust post pilot, providing a strong reference site in the UK.
- Supported the largest implementation of RippleDown to date in South Africa and new large client in Australia.
- Pipeline growing in core markets (ANZ, UK, Canada, Europe) with several paid for offline analysis planned for 1H FY24.

RippleDown™
Expert

RippleDown™
Auditor

AI Clinical Decision Support:

Scientific endorsement of Beamtree AI in transforming patient safety

- ADI research published in 'Resuscitation' journal confirming positive clinical and operational impact on adverse events and length of stay.
- Publication coincides with improved management of deterioration emerging as global health priority.
- Appointment of Beamtree AI professor at University of Sydney

Sales momentum:

- Australia – ADI technology implemented in South Australia and New South Wales.
 - Strategic partnership signed with Gold Coast with ADI targeted as first collaboration
- Asia Pacific – negotiating multi hospital implementation
- United Kingdom – being implemented in two leading NHS hospitals.

34%

YoY Revenue
Growth

Ainsoff™
Deterioration Index

FY23 Divisional Highlights

~10%
YoY Revenue
Growth

Coding Assistance and Data Quality

Audit & Advisory – lead generation toward product implementation

- Saudi – awarded \$1m health information management strategy contract alongside our partner Lean.
- Saudi – tendering to 2 further significant audits in Saudi
- Canada – awarded \$0.5m contract to audit coding data for a group of hospitals in British Columbia
- UK – ongoing negotiations around audit opportunities in NHS England

Sales momentum

- Pre-procurement process for two national agency implementation of PICQ in Middle East and Asia Pacific (following completion of audits)
- Continued investment in international coding opportunities in core markets. Coding sales pipeline +\$10m.
- Implemented +20% price rise for PICQ in Q4 (ANZ).

Picq® Risq™

20%
YoY Revenue
Growth

Analytics and Knowledge Networks

Sales momentum

- 45% of group revenue, +95% renewal rates
- Revised contract with largest customer, Health Roundtable, to invest \$2m in a new data platform and enhanced member services. Contract now in place to July 2031.
- Continued new growth in Beamtree's analytics offering across ANZ.

Growth focus

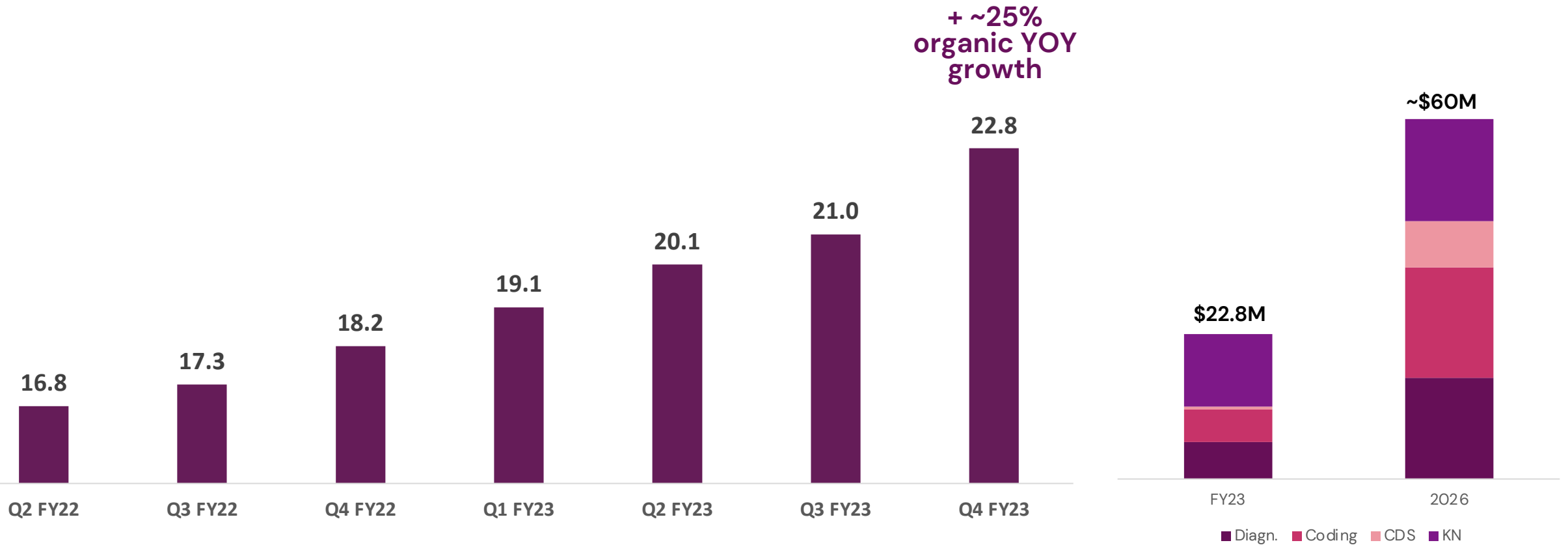
- Aged Care
- Disability and Mental Health
- AI analytics
- International expansion leveraging other international activities

 HEALTH
ROUNDTABLE

the
ability
roundtable

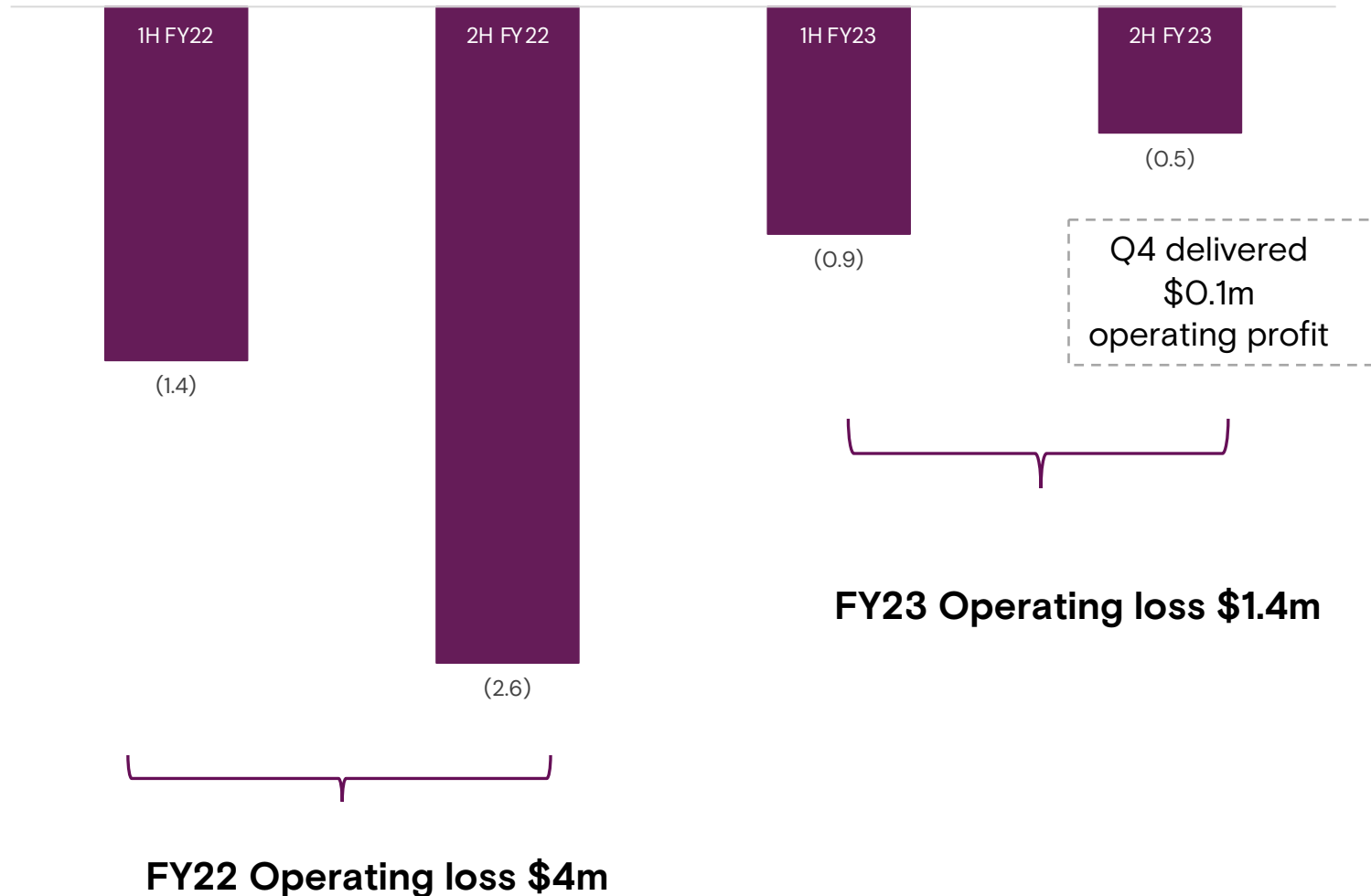
Workforce Wellbeing
Collaborative Program

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



*Annual Recurring revenue defined as last month of each quarter's recurring licence fee, volume based fees and subscriptions x12

Investment in FY22 providing operating leverage in FY23



- FY22 was a year of investment with organic opex growth of 85% or \$6m centred on ADI AI product (\$1.6M), international sales resources (\$1.5M), product & technology including cyber security (\$2M) and back office (\$1.0M).
- Benefit of investment is starting to be delivered in FY23 with strong recurring reported revenue growth (51%), limited cost growth (7% organic) and strong sales pipeline going into FY24.

FY24 Outlook



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



Targeting FY24 organic revenue growth of +20%



Continued focus on cost management with cost growth % targeted to be lower than revenue growth %



Beamtree targeting to deliver a positive operating profit in FY24

Divisional Growth

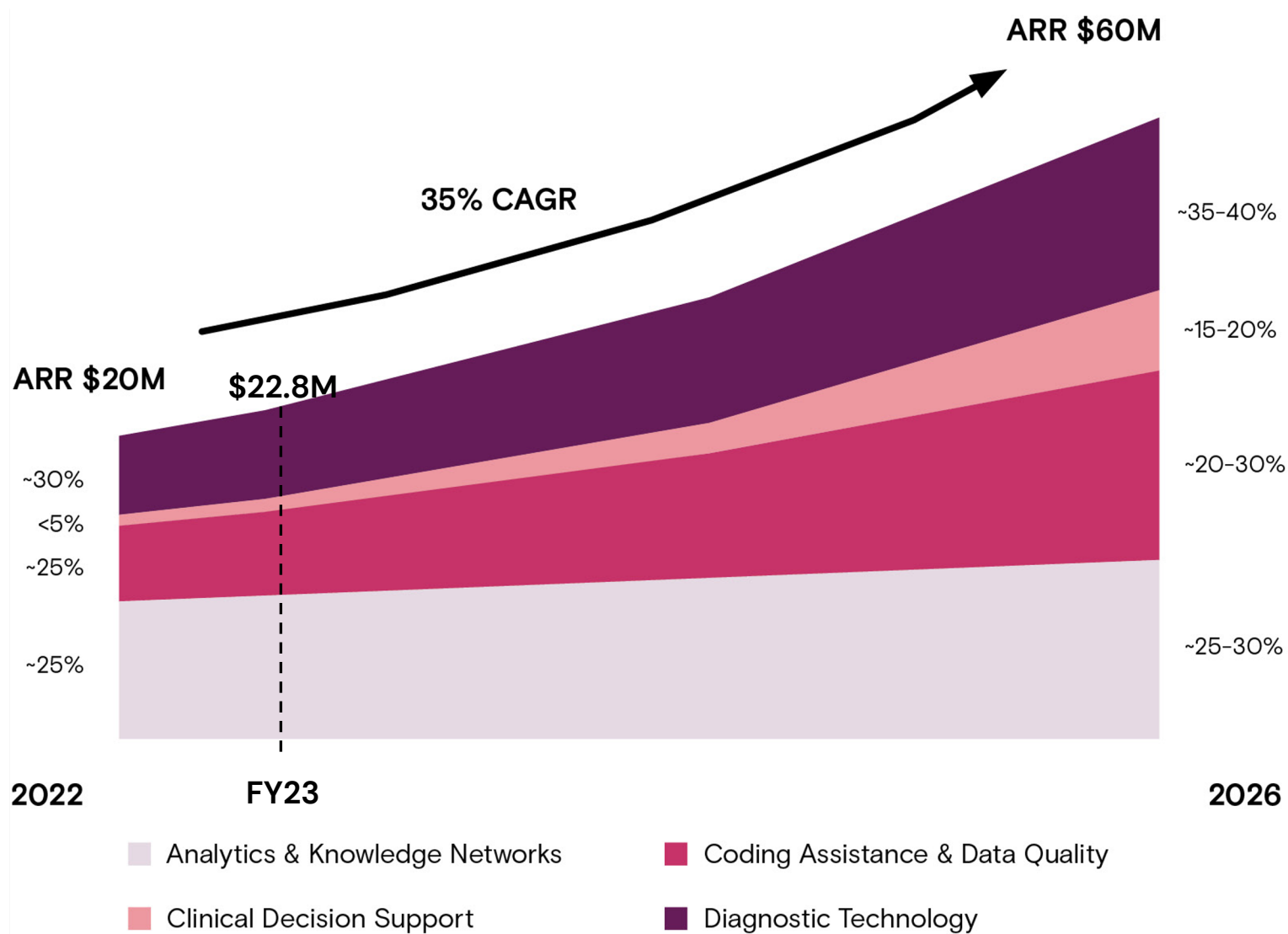
Diagnostic Technology: Capitalise sales momentum on direct and indirect (Abbott) pipeline

Clinical Decision Support: Expand ANZ footprint and focus on sales momentum in international markets

Coding Assistance & Data Quality: Additional data quality audits leading to significant product sales

Analytics & Knowledge Networks: Upgrade data platform infrastructure and related services to drive growth

Long Term Horizon – Reaffirm Conviction



Main Drivers of Growth:

~70% of the growth will come from overseas market

- Abbott (3+2 year) contract with revenue share
- International direct RippleDown® Sales
- Sales of Clinical Decision Support products both in ANZ and Internationally
- International expansion of coding products into new markets
- New Health Roundtable 8 year contract signed with investment in data analytics platform

Beamtree Strategy



Beamtree[®]

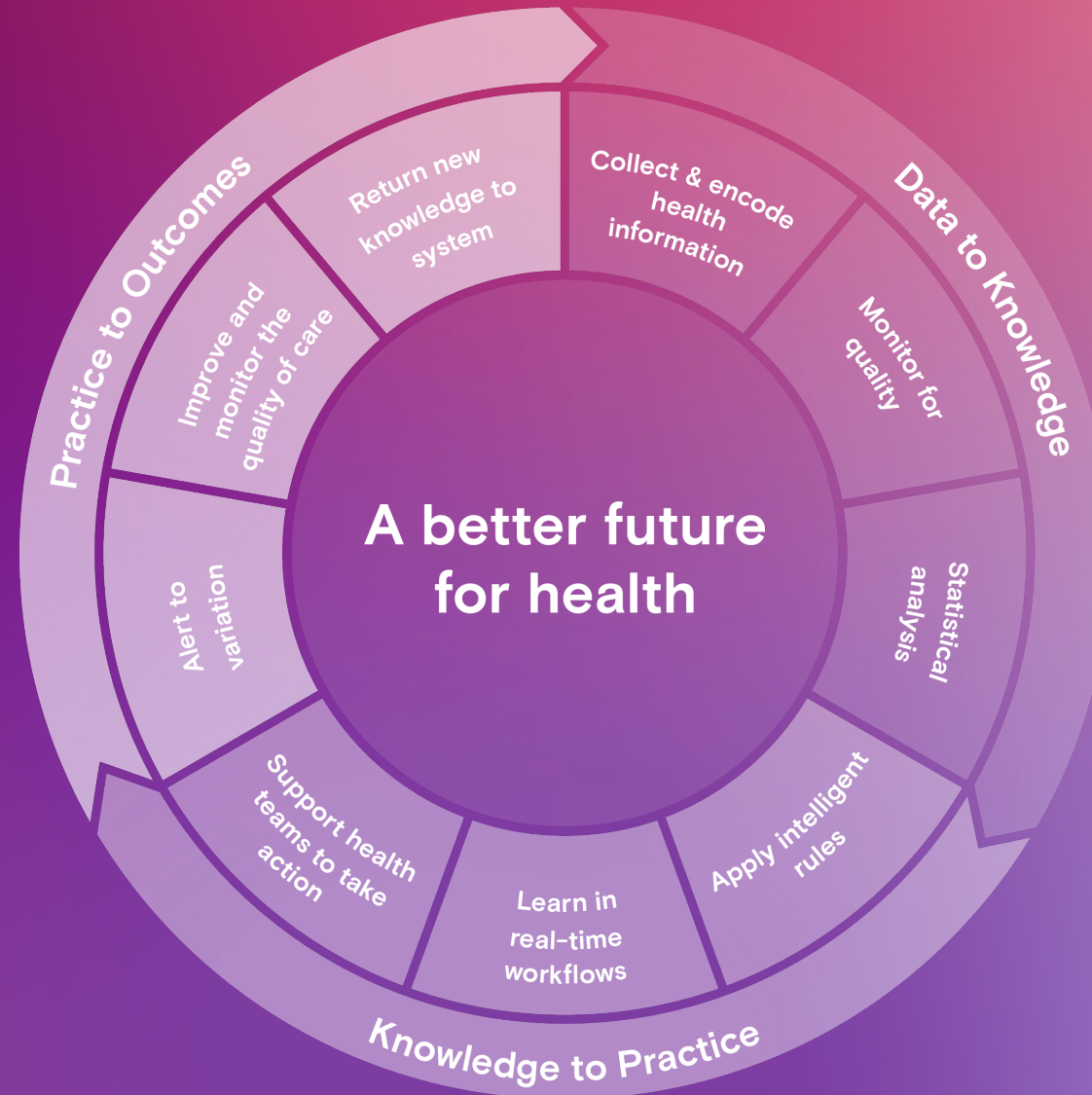
Creating a better future for health

As a global AI health technology company, we empower organisations to deliver exceptional patient care.

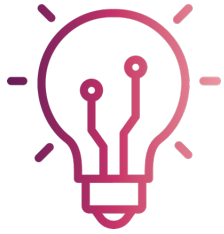
We strive to create a better future for health by turning data into insights and action through automation.

Learning Health Systems

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



About Us



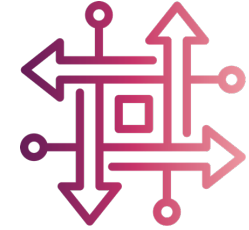
25+ years of experience



Australian company with Australian IP



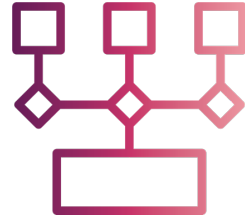
Supporting healthcare globally



Cutting-edge use of AI and machine learning



Diagnostic Technology leaders



Clinical Decision Support in acute care



Coding Assistance & Data Quality



Analytics & Knowledge Networks

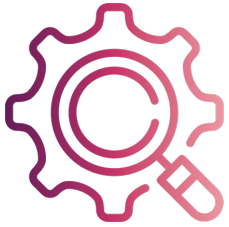
RippleDown™ Expert RippleDown™ Auditor

Ainsoff™
Deterioration Index

Picq® Risq™

HEALTH
ROUNDTABLE

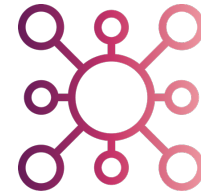
The Problems We Help Solve



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

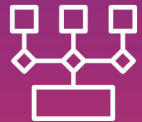


Coding Assistance and Data Quality

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

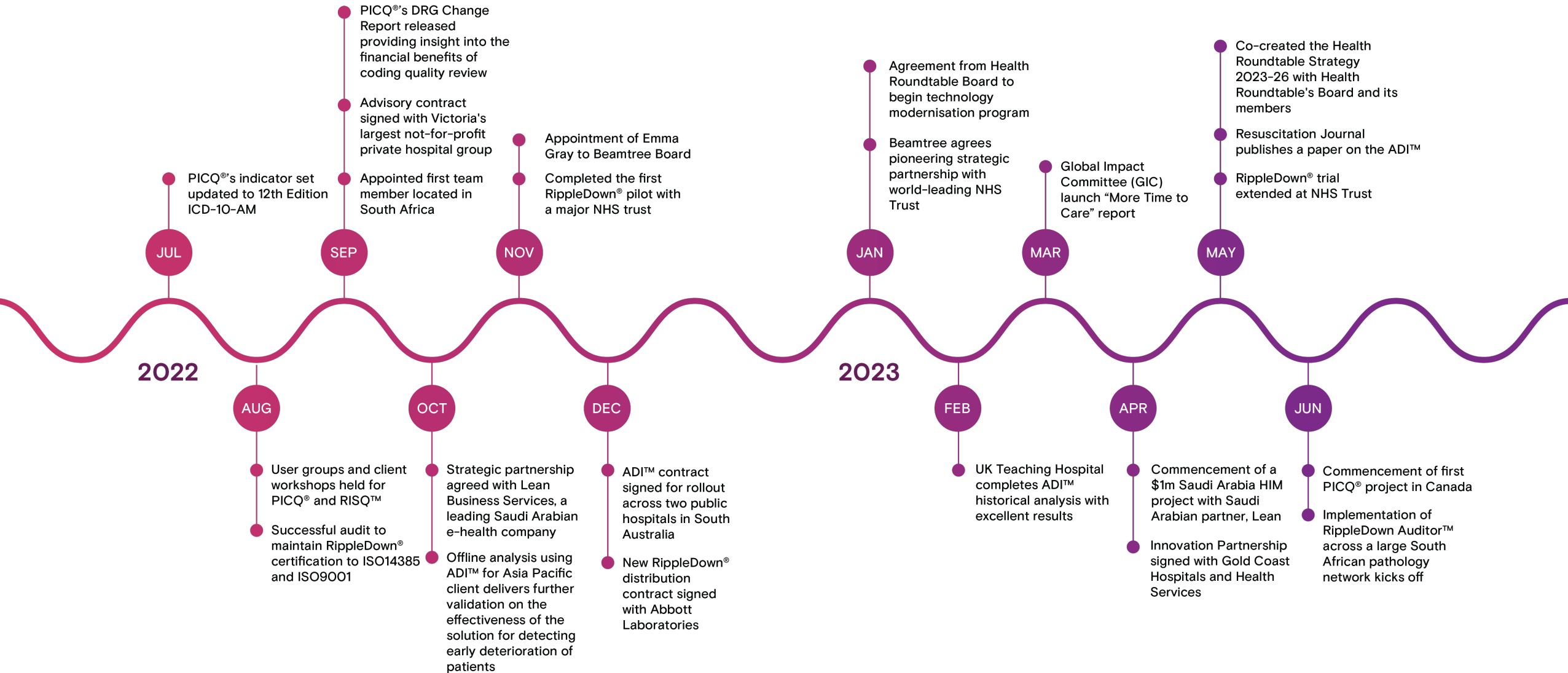
the
ability
roundtable

Workforce Wellbeing
Collaborative Program

Key Areas, Key Products and What They Do

	Product/ Solutions	Application	Problem Solved	ROI	Pricing/Scale
 <p>Diagnostic Technology</p>	 <p>RippleDown™ Expert</p>	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,
	 <p>RippleDown™ Auditor</p>	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	Typically annual or multi year contracts
 <p>Coding Assistance and Data Quality</p>	 <p>Picq®</p>	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
	 <p>Risq™</p>				
 <p>Clinical Decision Support (CDS)</p>	 <p>Ainsoff™ Deterioration Index</p>	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
 <p>Analytics & Knowledge Networks</p>	<p>Together with</p>  <p>HEALTH ROUNDTABLE</p>	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

Highlights of FY23



FY23 Financial Results



FY23 Summary Profit and Loss

P&L (\$M)	FY21 Actual	FY22 Actual	FY23 Actual	Change FY23-22
Licence, subs. + usage fees revenue	6.2	14.2	21.6	51%
Consulting & other service fees revenue	2.2	2.3	1.2	(48%)
Total Revenue	8.4	16.5	22.8	38%
<i>Annual recurring revenue (ARR)</i>	6.7	18.2	22.8	25%
Expenses – staff	(4.7)	(14.2)	(17.3)	22%
<u>Expenses – non staff</u>	<u>(2.8)</u>	<u>(6.3)</u>	<u>(6.9)</u>	<u>9%</u>
Total operating expenses	(7.5)	(20.6)	(24.2)	18%
Operating (loss)/ profit	0.9	(4.0)	(1.4)	64%
Reported EBITDA	1.0	(2.3)	(1.2)	46%
Depreciation & amortisation	(1.5)	(3.6)	(4.9)	35%
Loss before tax	(0.5)	(6.0)	(6.2)	(4%)
<u>Tax benefit / (expense)</u>	<u>0.1</u>	<u>1.5</u>	<u>(0.7)</u>	<u>(147%)</u>
NPAT	(0.4)	(4.4)	(6.9)	(55%)

Group Revenue

+38%

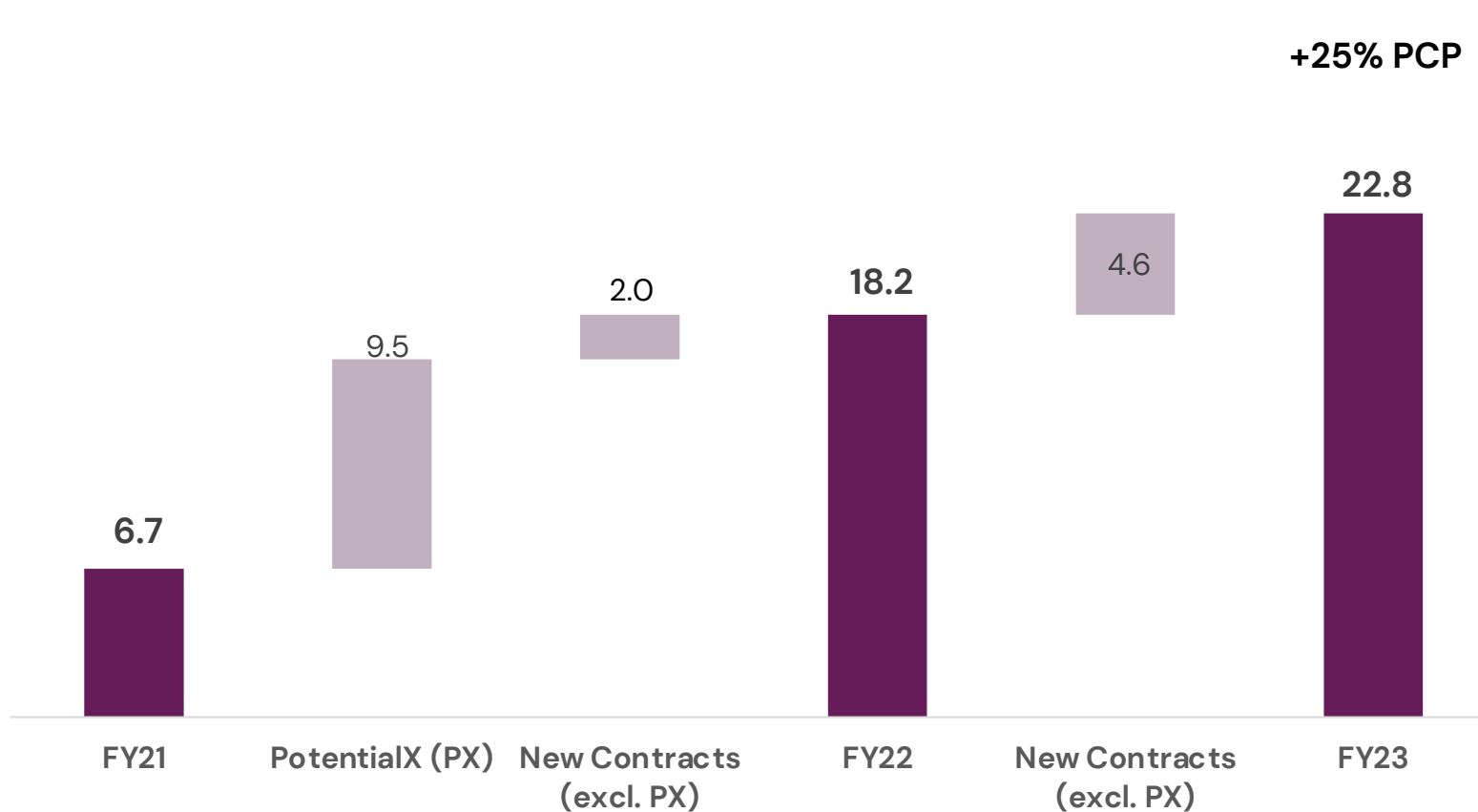
Opex

+18%

Operating Profit

+64%

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

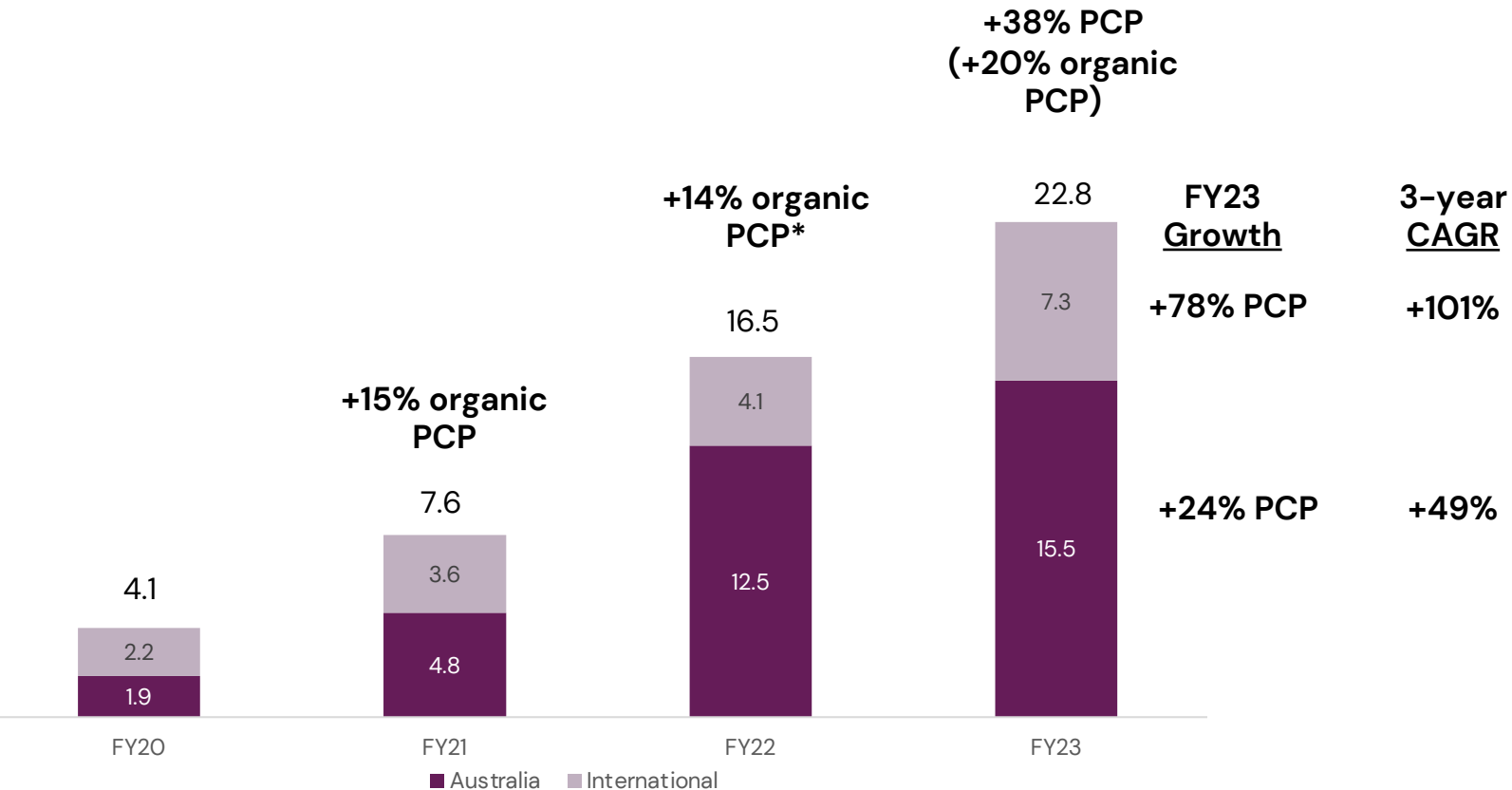


- Organic ARR growth across all segments
- \$4.6m organic growth more than double organic ARR in FY22
- Growth in ARR driven by new international contracts in Diagnostics (~50%) and domestic growth in Coding and Knowledge Networks

(1) PotentialX was acquired October 2021.

*Annual Recurring revenue defined as June 22 recurring licence fee, volume based fees and subscriptions x12

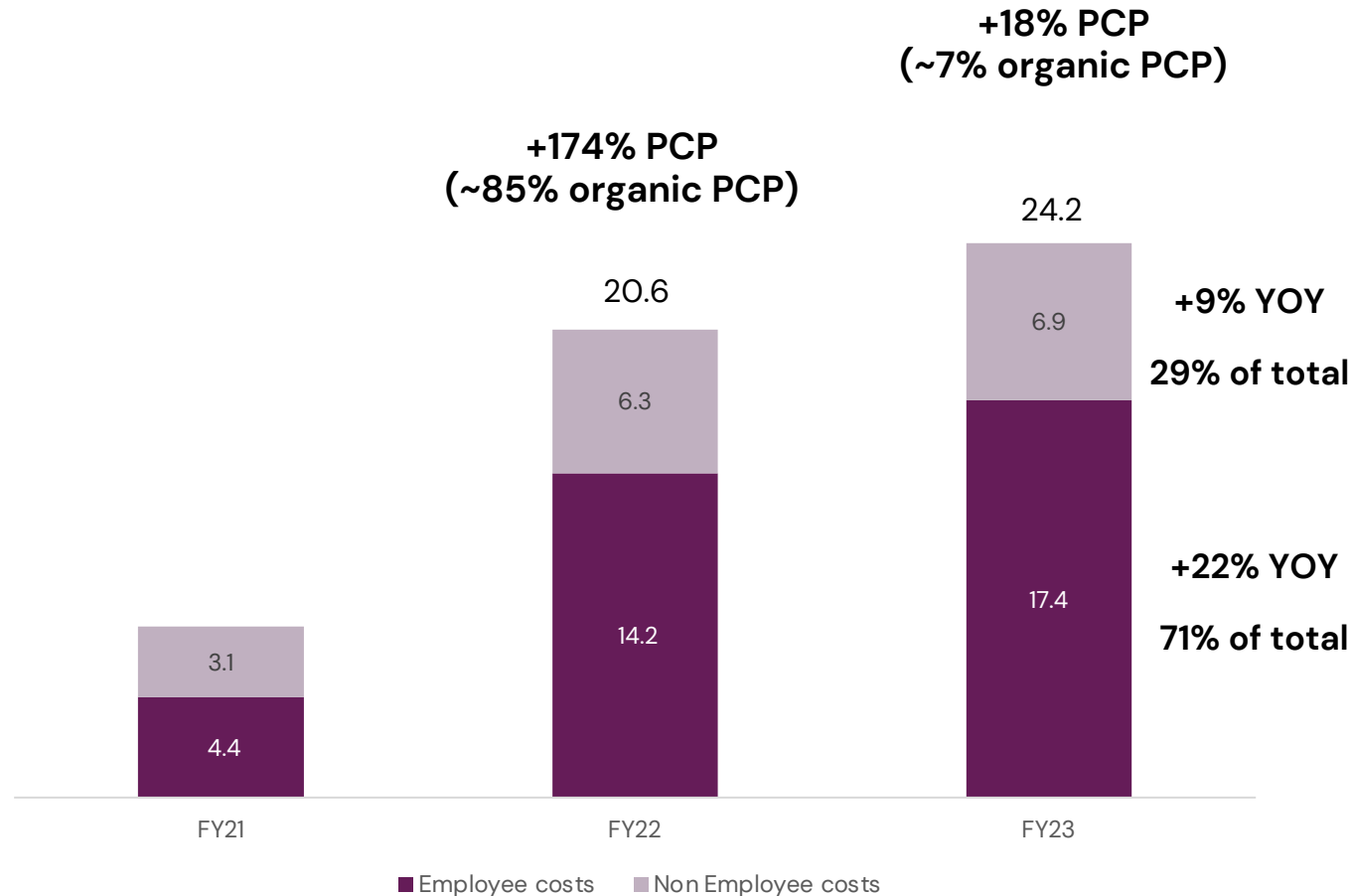
Reported Revenue Growth (\$'M)



- 52% of growth driven by international activities with notable wins in South Africa, Kingdom of Saudi Arabia, Canada and the UK
- International growth 78% versus growth in Australia of 24%
- ANZ growth partially driven by impact of acquisition of Potential(x) in Q2 FY22 (~\$2m)

*FY22 organic growth excl. Saudi services (non-recurring) revenue impact

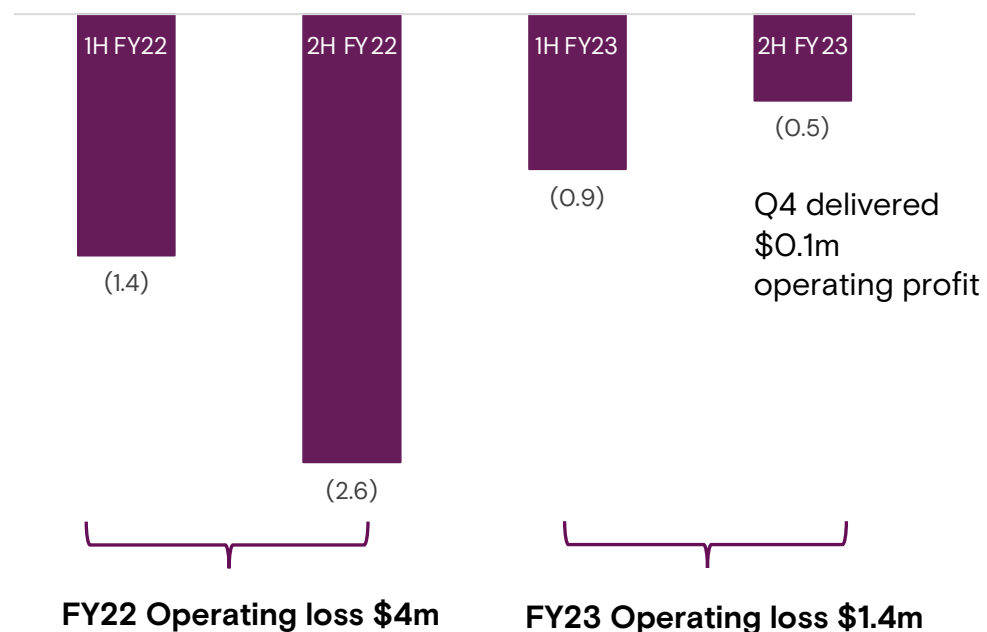
Operating Expenses (\$'M)



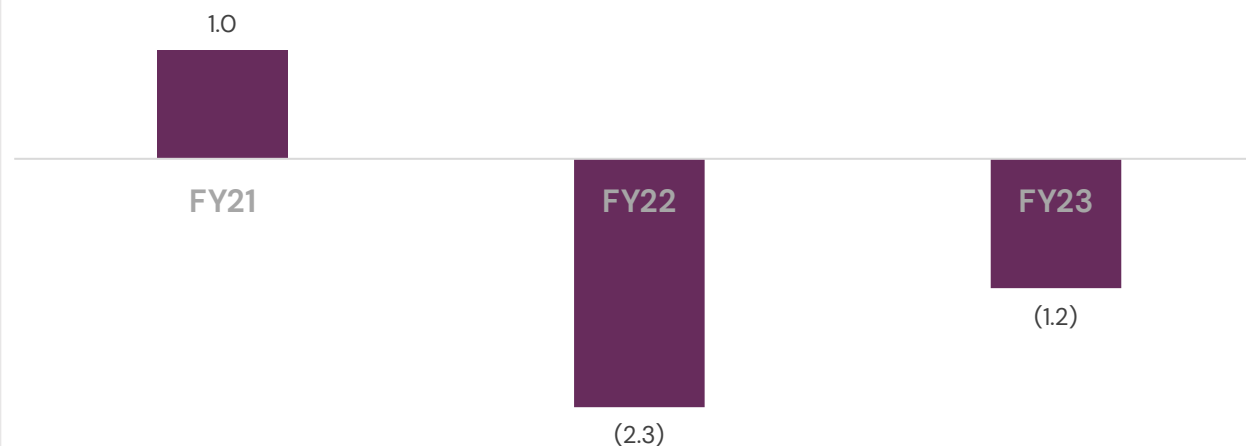
- 86% of cost increase in FY23 driven by employee related expenses.
- 22% increase in employee costs or driven by investment in additional capabilities and skills required to support expansion including
 - International Sales Resources
 - Cyber Security
 - Project Management
 - Software Development

Operating Profit and Reported EBITDA

Operating Profit (\$M)



Reported EBITDA (\$M)



- FY22 was a year of investment with organic opex growth of 85% centred on ADI AI product, international sales resources, product & technology including cyber security and back office.
- Benefit of investment starting to be delivered in FY23 with strong recurring reported revenue growth (51%), limited cost growth (7% organic) and strong sales pipeline going into FY24.

	FY21	FY22	FY23
Operating Profit	0.9	(4.0)	(1.4)
Foreign exchange (Loss) / Gain	(0.1)	(0.0)	0.1
Share based payment Expense (non cash)	(0.5)	(0.2)	(0.5)
Transaction cost	0.0	(0.9)	0.0
Impact of AASB 16	0.3	0.6	0.4
<u>Other (expenses) / income</u>	<u>0.6</u>	<u>(0.2)</u>	<u>(0.3)</u>
Total non operating (expenses) / income	0.1	(0.8)	(0.3)
<u>Fair value adjustment - deferred shares</u>	<u>0.0</u>	<u>2.5</u>	<u>0.5</u>
EBITDA	1.0	(2.3)	(1.2)

Balance Sheet

	FY21	FY22	FY23
CONSOLIDATED GROUP (\$M)	Actual	Actual	Actual
Current assets			
Cash & cash equivalents	14.1	6.4	8.8
Trade & other receivables	2.1	6.9	5.3
Contracts	<u>1.1</u>	<u>0.1</u>	<u>0.3</u>
Total current assets	17.4	13.3	14.4
Non-current assets			
Property plant & equipment	0.6	0.4	0.3
Right of use assets (property leases)	0.8	0.6	0.2
Intangibles	27.1	47.5	45.7
Deferred Tax assets	<u>1.2</u>	<u>2.2</u>	<u>1.9</u>
Total non-current assets	29.7	50.7	48.1
Current Liabilities			
Trade & other payables	0.9	4.2	5.0
Contract liabilities	1.9	2.8	3.1
Employee benefits	0.5	1.4	1.2
Deferred consideration	0.0	0.0	2.8
Other liabilities	<u>0.5</u>	<u>0.5</u>	<u>0.2</u>
Total current liabilities	3.8	8.9	12.2
Non-current liabilities			
Deferred consideration	0.0	3.3	0.0
Deferred tax liabilities	0.6	2.0	2.4
Investment bond payable	0.0	0.5	0.5
Other non-current liabilities	<u>0.6</u>	<u>0.5</u>	<u>0.2</u>
Total non-current liabilities	1.2	6.4	3.0
Net Assets	42.1	48.6	47.2

Strong balance sheet:

- \$8.8m Cash
- \$5.3m Receivables
- \$47.2m Net Assets

\$2.8m deferred consideration is equity, not cash and expected in FY24

**3-year
CAGR**

+18%

Cashflow – Positive Operating Cashflow in FY23

	FY21	FY22	FY23
CONSOLIDATED GROUP (\$M)	Actual	Actual	Actual
CASHFLOWS FROM OPERATING ACTIVITIES			
Receipts from customers	7.4	17.5	25.4
Payments to suppliers and employees	(7.7)	(20.6)	(25.4)
Other receipts/(paid)	<u>0.6</u>	<u>0.8</u>	<u>0.7</u>
Net cash provided by operating activities	(0.2)	(2.3)	0.8
CASHFLOWS FROM INVESTING ACTIVITIES			
Payment for purchase of business, net of cash acquired	(0.0)	(2.7)	0.0
Payments for property, plant and equipment	(0.6)	(0.1)	(0.1)
Payments for intangibles	<u>(2.3)</u>	<u>(2.4)</u>	<u>(2.5)</u>
Net cash provided by investing activities	(3.0)	(5.2)	(2.6)
CASHFLOWS FROM FINANCING ACTIVITIES			
Proceeds from issue of shares, net of transaction costs	12.8	0.2	4.7
Repayment of lease liabilities	<u>(0.1)</u>	<u>(0.5)</u>	<u>(0.4)</u>
Net cash provided by financing activities	(12.6)	(0.3)	4.3
Net increase/decrease in cash held	9.9	(7.8)	2.4
Opening Cash Balance	<u>4.2</u>	<u>14.1</u>	<u>6.4</u>
Cash and cash equivalents at end of period	14.1	6.4	8.8

\$0.8m positive operating cashflow in FY23 (versus +\$2.3m outflow in FY22)

\$2.5m investment in software product development

\$5.0m (pre costs) equity raise in May 2023 to support international expansion

FY23 cash burn excluding equity raise was \$2.3m vs \$5.1m in FY22 (excl. acquisitions)

FY24 Outlook



FY24 Outlook



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



Targeting FY24 organic revenue growth of +20%



Continued focus on cost management with cost growth % targeted to be lower than revenue growth %



Beamtree targeting to deliver a positive operating profit in FY24

Divisional Growth

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Clinical Decision Support: Expand ANZ footprint and focus on sales momentum in international markets

Coding Assistance & Data Quality: Additional data quality audits leading to significant product sales

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Thank you