

Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 28 November 2024

ANNUAL GENERAL MEETING – CHAIR AND CEO ADDRESSES

Beamtree Holdings Limited (“**Beamtree**” or “**the Company**”) (ASX: BMT) advises that the 2024 Annual General Meeting (AGM) will be held today, 28 November 2024 at 11:00am AEDT at Level 5, 126 Phillip Street, Sydney NSW 2000.

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

-ENDS-

Authorised for release by the Board of Beamtree Holdings Limited.

About Beamtree

Beamtree provides cutting edge automation technology and data analytics that support health care providers improving safety, effectiveness and reduce the administrative burden on clinical staff.

- Diagnostic technology: our flagship RippleDown® products automate expert decision making in clinical and administrative processes in pathology.
- Automation of clinical record coding and data integrity: our RippleDown® and PICQ coding technologies improve data quality in health services, and are now using AI to develop new approaches to the automation of clinical record coding;
- Clinical decision support in acute and community care: our suite of Ainsoff applications leverage RippleDown® with machine learning to transform patient safety through automation of clinical and administrative process;
- Analytics and knowledge networks: we are field leaders in using data to benchmark quality and financial efficiency through national and global peer-to-peer alliances that accelerate innovation and knowledge management.

For any queries, please contact us at investor@beamtree.com.au

Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 28 November 2024

Chairman and CEO Address to the AGM

Introduction

Good morning, ladies and gentlemen.

Welcome to the 2024 Annual General Meeting for Beamtree Holdings Limited.

It is 11.00am, 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 Emma Gray, 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 and Mike Hill (online), with Jim Birch an apology. Our newest Non-Executive Director, Mark Britnell, is not joining us today due to the time zone difference with the UK.

I'm incredibly proud of the team at Beamtree. Based in Sydney, we are a truly international business and boast a solid track record of innovation in our AI driven products. This year we launched our new data platform providing real time data to our Health Round Table customers. We can now export this truly differentiated product globally as well as into adjacent markets like aged care. As we speak, we are in the process of negotiating a significant contract with the UK NHS Confederation to bring this innovative platform to the UK. The coding product customer videos that will be shown today will also give you an insight as to how we address customer needs across our markets and systematically increase value per episode to Beamtree.

2024 was another year of significant growth for Beamtree which resulted in the Company posting high quality recurring revenue growth in the sixth financial year as a listed company. We affirm our commitment to breakeven by end of the 2025 financial year, and to a run rate of \$60M ARR by end of 2026. Our cash position remains strong, and we have the resources we need to advance our significant growth opportunities.

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 FY24, the latest trading update for this current year and an overview of the outlook for Beamtree looking forward.



Beamtree[®]

FY24 Annual General Meeting

28th November 2024

Authorised for release by the Board of Directors

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AGM Agenda

1 Chair's Address



2 CEO Update



3 Order of Business



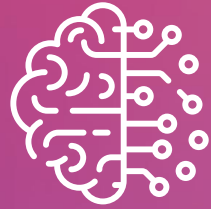
4 Q&A



5 Product Deep Dive – Coding & Knowledge Networks

Beamtree Strategy

Creating a better future for health

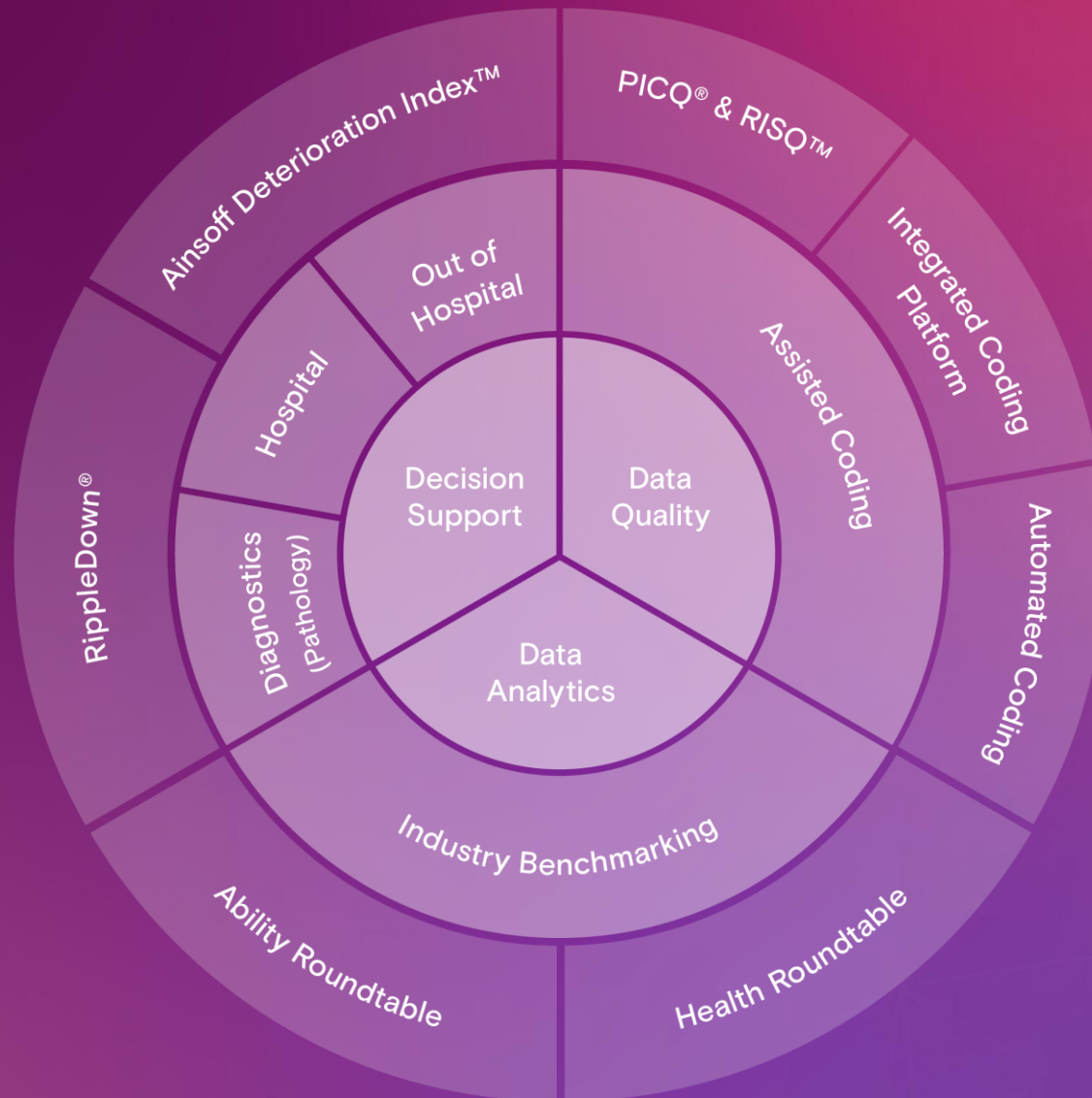


We provide AI decision support and data insights solutions with the aim of turning data into insights and action through automation.

We believe it starts with better data and ends in better care – and that ‘better has no limit’

Beamtree is committed to supporting learning health systems

Beamtree®



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

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

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



6
Continents



+25
Countries



+1,200+
Locations

\$ figures are in USD

FY24 Highlights

RippleDown

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.

Picq

Risq

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.

Ainsoff™
Deterioration Index

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.

HEALTH
ROUNDTABLE

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)

FY25 Year to Date Highlights

Beamtree®

RippleDown®

Picq®








Ainsoff™
Deterioration Index

- 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.

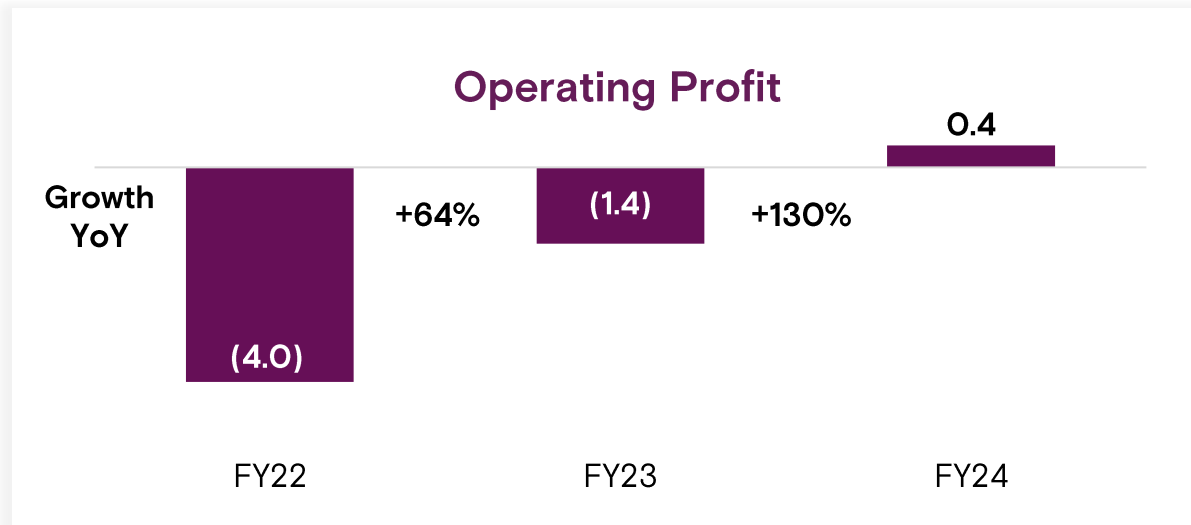
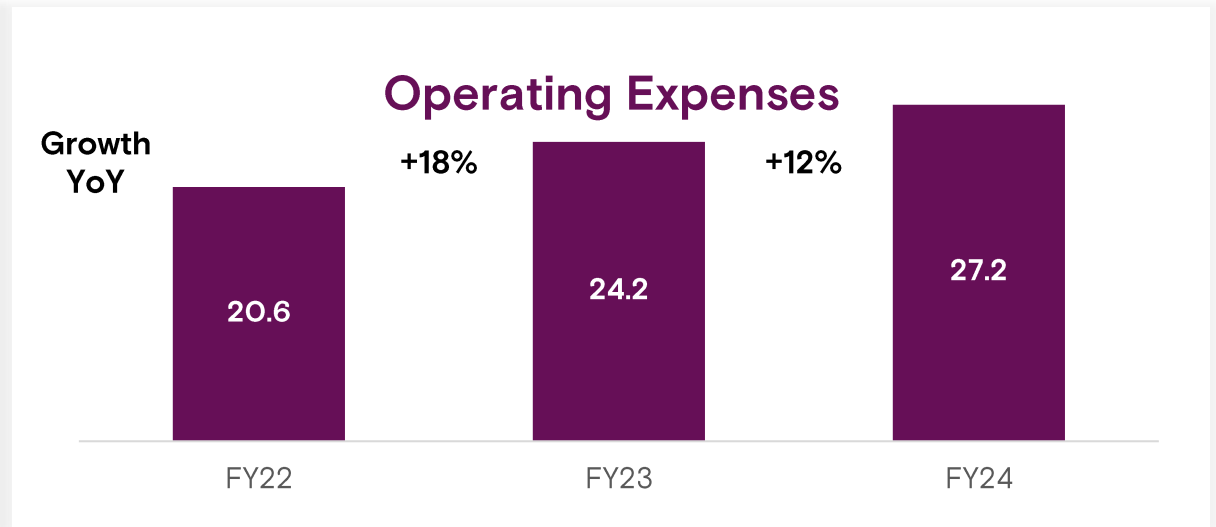
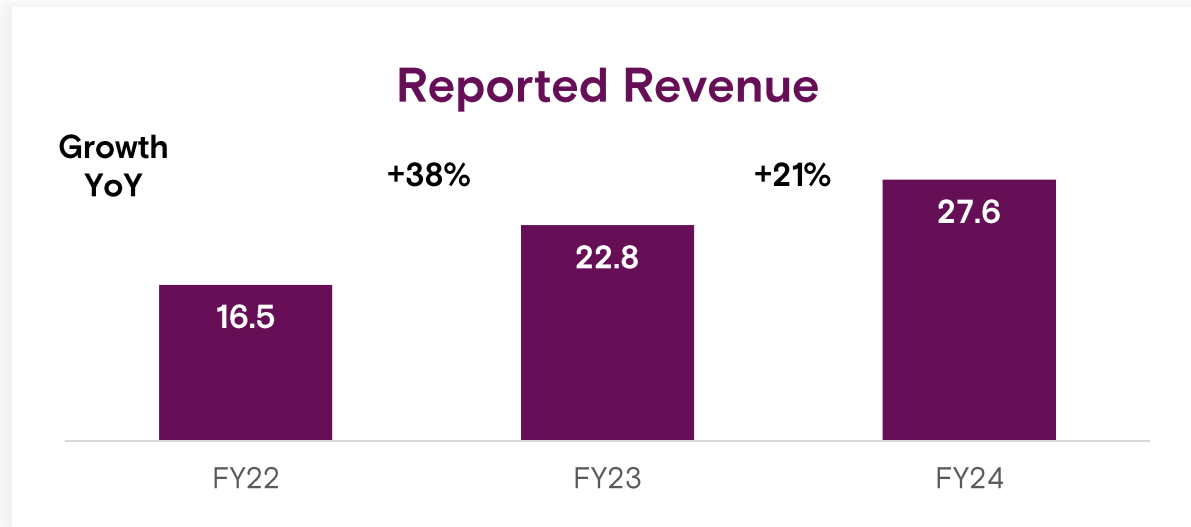
FY24 Highlights

FY24 Financial Highlights

<p>↑ 12% PCP*</p>	<p>↑ 21% PCP</p>	<p>↑ 47% PCP</p>	<p>↑ 129% PCP</p>	<p>\$5.0M</p>
				
<p>Annual recurring Revenue</p>	<p>Reported Revenue</p>	<p>International Revenue</p>	<p>Operating Profit</p>	<p>Cash</p>
<p>\$25.5M</p>	<p>\$27.6M</p>	<p>\$10.7M 39% of total revenue</p>	<p>\$0.4M</p>	<p>~Cashflow break even in 2H FY24</p>

**Prior Corresponding Period "PCP"

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.

FY25 Year to Date Financial Highlights

Beamtree®

RippleDown®

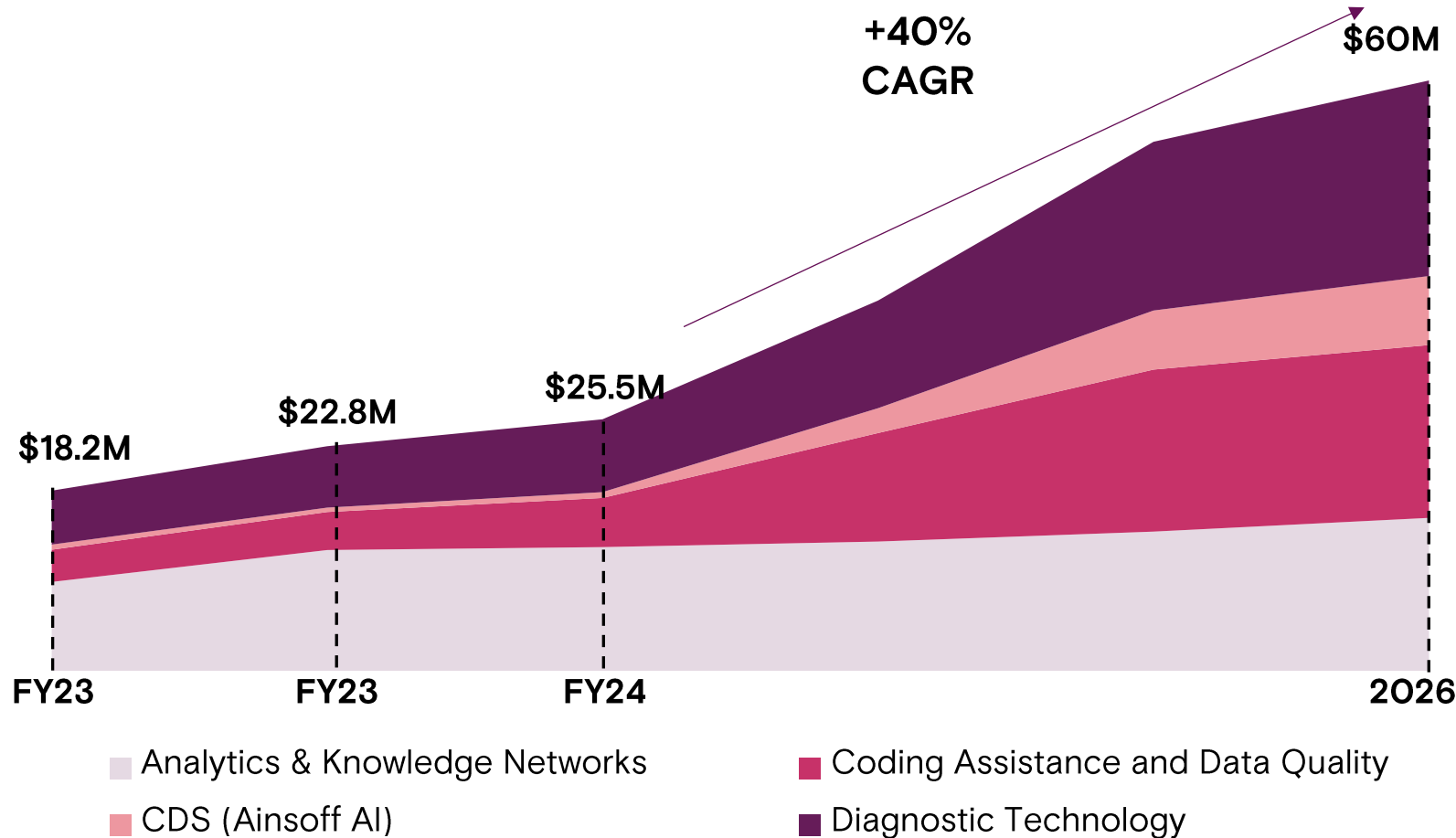
Picq®

 HEALTH
ROUNDTABLE

Ainsoff™
Deterioration Index

- 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.

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

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 %

Coding Deep Dive

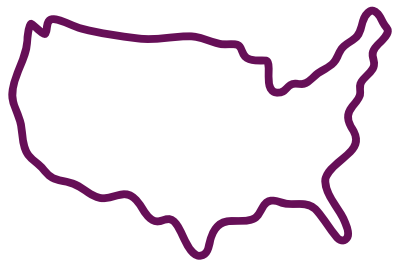


Beamtree's Global Coding Innovation: transforming the cost and quality of healthcare data

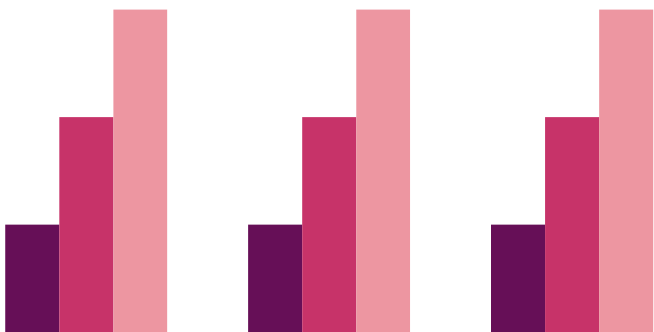
The automation of clinical record coding – the ability to produce high quality data in real time – may be the most important application of AI in healthcare today and have the biggest impact on sustainability, value and improved clinical outcomes

- 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

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

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)



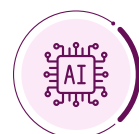
Increasingly standardized and complex coding and billing methodology's



Ageing and reducing coder workforce numbers

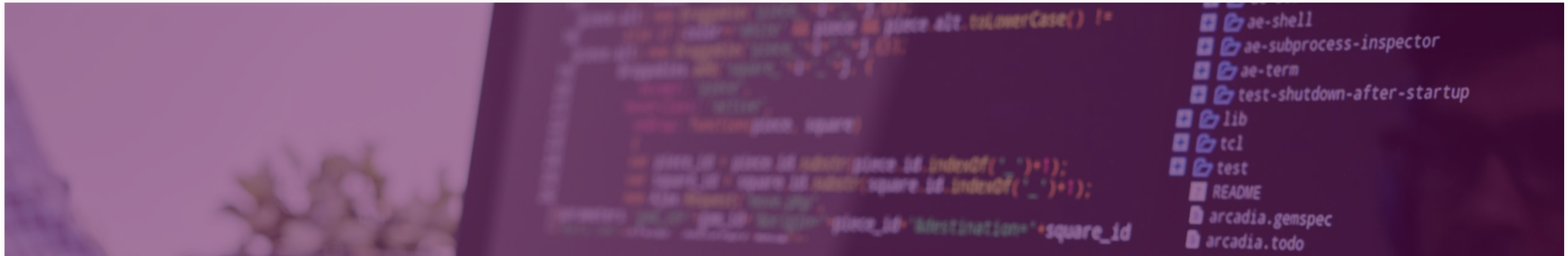


Growing need to gain better control over data security



Requirement for cloud-based solutions to enable AI and online working and timely reimbursement submissions

Beamtree's pathway to advanced coding solutions



Coding Quality PICQ & RISQ



Assisted Coding Integrated Coding Platform



Autonomous Coding RippleDown Coding



Current Products

Automated coding quality assurance, reporting & continuous coder education

+\$1
(per episode)

New Product Going Live

Supports human coder in the manual coding process improving their efficiency and accuracy

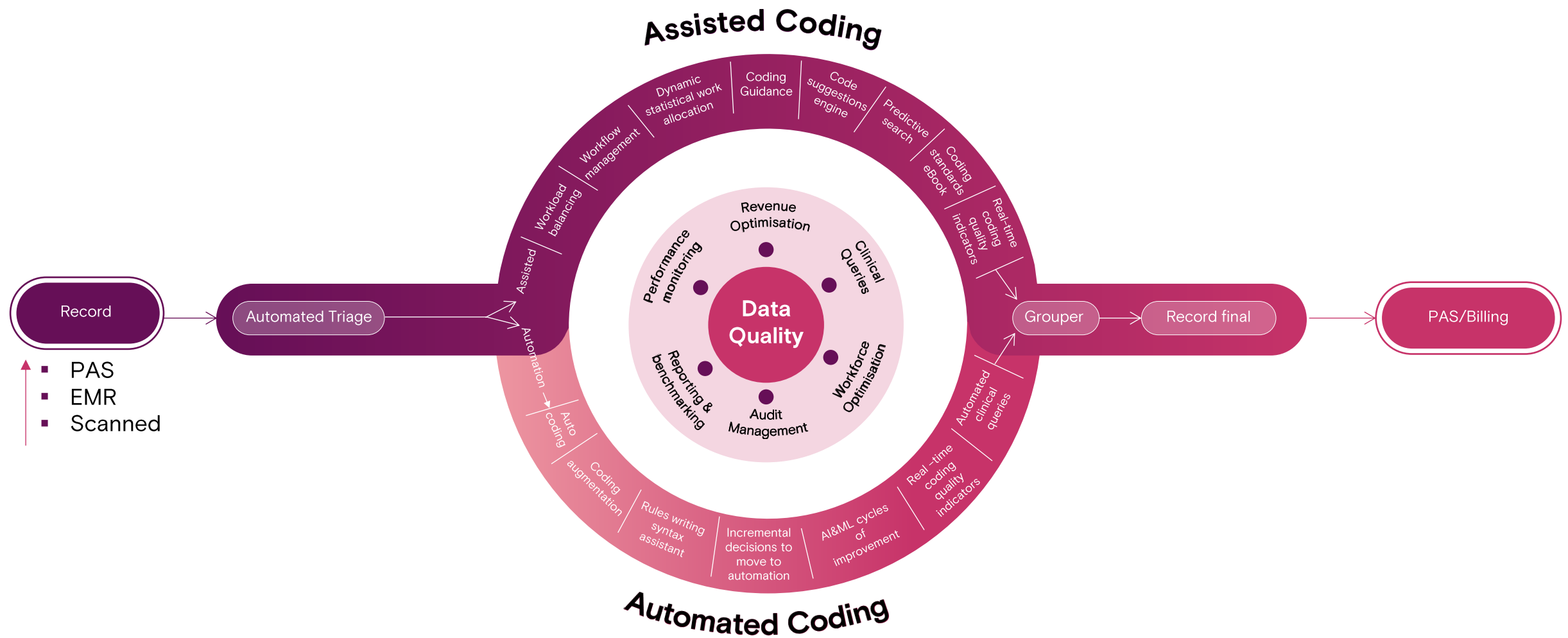
~ 2x to 3x vs
current products

First Wave Underway

“No touch” coding solution that can output codes and group without any human intervention

~6x-8x vs.
current products

Beamtree's Integrated Coding Platform: Assisted and automated coding



Knowledge Networks Deep Dive

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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HEALTH ROUNDTABLE

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Insights Reports Programs Collaborate Manage Data References

Gosford Hospital

View Insights

Welcome to our new Insights platform, the home of Health Roundtable data. You can view aspects of every patient's access to, safety within and flow through the health service. This includes emergency department, inpatient and outpatient activity.

The new interactive dashboard design caters for three levels of Health Roundtable data interrogation.

Observe

Snapshots of your hospital's outcomes for key metrics

Explore

Supports the exploration of your hospital's outcomes relative to peers to test a hypothesis or answer specific questions

Analyse

Enables a deeper dive to investigate your data down to episode level

View Program Modules

Subscribed programs [Edit](#)

- Allied Health
- Hospital in the Home
- Mental Health
- Nursing
- Subacute Care

Other programs

- Emergency Care
- Finance & Costing
- Imaging
- Maternity
- Medical Patient Journey
- Paediatrics
- Patient Safety
- Surgical Journey
- Workforce Wellbeing

Advanced Analytics Platform Innovations

Analytics: extensive comparative benchmarking to identify variation for improvement



Additional metrics to leverage health system improvements



Advanced Analytics platform components

Predictive analytics models developed using AI/ML



Enhanced security, data submission and single sign on



Advanced Analytics platform opportunities



UK – NHS Confederation



ANZ Aged Care sector



ANZ Private Hospitals

Thank you

Beamtree®

