

Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 30th May 2025

Strategic Partnership with NHS Confederation

Beamtree Holdings Limited (“**Beamtree**” or “**the Company**” or “**the Group**”) (ASX: BMT), a leader in healthcare analytics and benchmarking across Australia, New Zealand, Canada and the Middle East, is expanding its presence in the United Kingdom through a strategic partnership with the NHS Confederation, which represents approximately 120 NHS Trusts in England.

As the service provider for The Health Roundtable in ANZ, Beamtree currently delivers advanced analytics and benchmarking services to nearly 200 hospitals. The Company has made significant investments in developing a state-of-the-art analytics platform, enabling cutting-edge predictive analytics capabilities designed to enhance hospital performance.

The new Evolve Collaborative with NHS Confederation aims to replicate Beamtree's successful ANZ membership model within England, Wales, and Northern Ireland's NHS hospital sector. This partnership represents a substantial commitment to the UK market—a cornerstone of Beamtree's growth strategy—and provides valuable frontline insights into member hospitals' challenges. These insights will guide Beamtree's continued UK expansion and the development of tailored solutions to address specific customer needs.

Key Terms:

- Contract term is 5 years plus 5-year extension option.
- Membership pricing £50,000 per annum for each hospital trust.
- The first £500,000 of membership income will be 100% remitted to Beamtree to cover the cost of establishing the platform in the UK and thereafter will be shared equally.
- Expected launch timing is the end of CY2025.
- Beamtree's expected investment is ~AUD\$1.5m over FY25 and FY26.
- Either party can terminate if fewer than 25 Trusts are signed up as members after 24 months or 40 Trusts after 36 months.
- Number of NHS trusts that the NHS Confederation serve is circa 120.

Membership Benefits:

- Access to leading edge predictive data analytics and visualisations.
- Ability to benchmark key clinical and operational data against comparable hospitals.
- Access to learning communities that focus on key quality and safety areas with the aim to improve performance across the whole NHS hospital sector.

About the NHS Confederation

The NHS Confederation is the membership organisation that brings together, supports and speaks for the whole healthcare system in England, Wales and Northern Ireland. The NHS Confederation's members employ over 1.5 million staff, care for more than one million patients a day and control £150 billion of public expenditure. The NHS Confederation promote collaboration and partnership working as the key to improving population health, delivering high-quality care and reducing health inequalities.

About the Evolve Collaborative Partnership

The partnership agreement between Beamtree and the NHS Confederation shall establish a benchmarking collaborative partnership leveraging the strengths of each of the parties, providing NHS acute and foundation trusts membership subscriptions with an analytics and benchmarking platform and access to peer-to-peer learning communities aimed at improving the quality and safety of patient care.

The partnership is for an initial period of five years with an option to extend for up to another five years. Beamtree will be responsible for the delivery and maintenance of the analytics platform and the NHS Confederation will be responsible for selling the membership subscription and managing the peer-to-peer learning communities. Annual membership to Evolve will be initially priced at £50,000 per annum for each hospital trust with the income shared equally between the NHS Confederation and Beamtree. The first £500,000 of membership income will be 100% remitted to Beamtree to cover the cost of establishing the platform in the UK and thereafter will be shared equally.

The Evolve platform is expected to be launched by the end of 2025 with subscription revenue commencing in early 2026. The investment by Beamtree prior to launch is expected to be approximately \$1.5m with around \$0.7m incurred in FY25 and the remainder in FY26.

The partnership contract has standard exclusivity, warranty and termination clauses plus the ability for either party to terminate if fewer than 25 trusts have subscribed by March 2027 or fewer than 40 trusts have subscribed by March 2028.

Authorised for release by the Chair of the Board.

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

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About Beamtree

A leading provider of AI decision support and data insights solutions, Beamtree supports healthcare providers globally. They believe in creating a better future for health by turning data into insights and action through automation. They help solve real-world problems in healthcare by developing smart tools that aim to improve patient outcomes. Their solutions and services offer customers an unrivalled range of analytics across four key product segments:

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