



Beamtree[®]

FY25

FY25 Audited Annual Results

28 August 2025

Authorised for release by the Board of Directors

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FY25 Highlights



FY25 Financial Highlights

| | | | | |
|-----------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| <p>↑ 15% PCP*</p> | <p>↑ 4% PCP</p> | <p>↑ 78% PCP</p> | <p>↑ 220% PCP</p> | <p>\$4.8M</p> |
|  <p>Annual recurring Revenue</p> |  <p>Reported Revenue</p> |  <p>Operating Profit</p> |  <p>Operating Cashflow</p> |  <p>Cash</p> |
| <p>\$29.2M Strong Q4 momentum</p> | <p>\$28.6M (87% recurring)</p> | <p>\$0.7M Strong Q4</p> | <p>\$0.6M</p> | <p>~Balance excludes undrawn debt facility of NZ\$5M</p> |

**Prior Corresponding Period "PCP"

FY25 Highlights

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- New CEO appointed 12 March 2025. Resetting of priorities underway including improved sales pipeline disciplines and streamlined product development pipeline.

RippleDown®

- ARR growth of 15% for FY25 driven by Q4 ARR growth of 12% QoQ. Q4 also delivered record recurring revenue and operating profit which provides strong foundation for Q1.

- Strong cost control (2% YoY growth) helped deliver a 78% increase in operating profit and positive operating cashflow.

Picq®

- Q4 momentum carried into Q1 with \$1m Singapore clinical coding contract awarded in Aug 2025.

Risq™

- New PICQ module (PICQ Audit) launched in FY25 combined with new international sales, drove a 23% increase in our core coding product PICQ.

- Signed the Evolve Collaboration Agreement with NHS Confederation aimed at expanding our presence in the UK.

- Autonomous Coding Solution (“ACS”)* programs underway in 3 different hospital systems in Australia, UK and Canada.

HEALTH
ROUNDTABLE

- Integrated Coding Platform* current being implemented in a large hospital cluster in Saudi.

- Continued momentum with our global Diagnostics partner, Abbott Inc., with a 50% increase in revenue from licences and co-sales.

- Current pipeline provides confidence going into FY26, 30% increase in later stage sales pipeline.

Q4 FY25 Sales Pipeline Conversion + 1H FY26 Pipeline



Q4 Pipeline Commentary

Strong PICQ Audit demand with 1/3rd of PICQ customers signed up.

3 ACS programs underway, revenue \$0.6m; further selling delayed until trials further progressed.

ICP contract in KSA, aiming 1H FY26.

Delay in major contract, aiming 1H FY26.

Strong demand following platform investment.

Delivered 80% of target, pipeline increased into Q1.

30% increase in later stage pipeline for 1H FY26, partially driven by Q4 large contract opportunities moved into 1H FY26. 90% of 1H FY26 relates to clinical coding.

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Who we are



Beamtree

Beamtree is Australia's market leading tech company focused on innovative AI enhanced solutions for coded data in the hospital and pathology markets

Who we are



Unique Australian IP



+20 years experience



Growing Internationally

We have deep expertise in



Hospital clinical data coding **(25% of revenue)**



Hospital and health systems analytics and benchmarking **(44% of revenue)**

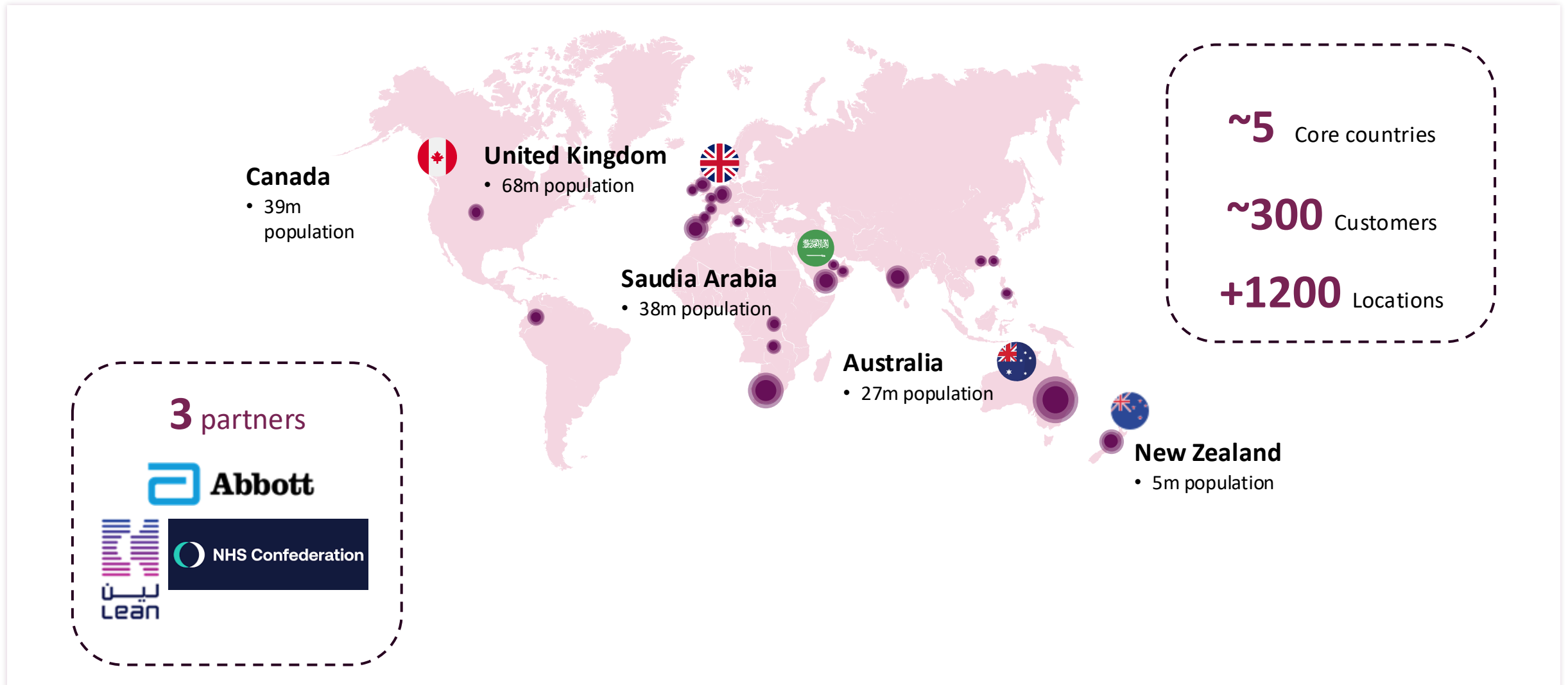


Automation of clinical decision support in Pathology laboratories **(30% of revenue)**










We have taken this differentiated combination of knowledge, experience and data and turned it into Ai enabled products that are disrupting the clinical coding, analytics and pathology markets.

Our Markets and Partners



We deliver ten products to healthcare clients across three segments

|  Segment |  Our products |  What we deliver: |  Our clients |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
|  Coding assistance and data quality  Analytics and knowledge networks  Diagnostic clinical decision support | <ul style="list-style-type: none"> Autonomous Coding System (ACS) Integrated Coding Platform (ICP) | Software that makes clinical coding more efficient by saving time for human clinical coders (ICP), and automating a portion of cases (ACS), reducing cost for hospitals | Hospitals 3 customers |
| | <ul style="list-style-type: none"> PICQ and PICQ Audit RISQ | A suite of tools that audit and assure the accuracy of clinically coded information, enabling hospitals to maximise revenue received from payers | Hospitals ~50 customers |
| | <ul style="list-style-type: none"> Healthcare Roundtable Evolve Collaborative Ability and Aged Care Roundtable | Analytics platforms that combine clinical data analysis with peer benchmarking, enabling clients to make more informed decisions | Hospitals and aged care and disability care organisations ~200 customers |
| | <ul style="list-style-type: none"> RippleDown Auditor RippleDown Expert | Software that enables users to build expert rules for repeatable clinical and non-clinical tasks, enabling time and cost savings in pathology environments. | Pathology laboratories ~60 customers |

Beamtree's pathway to advanced coding solutions



Coding Quality

PICQ & RISQ



Current Products

Automated coding quality assurance, reporting & continuous coder education

+\$1 (per episode)

Assisted Coding

Integrated Coding Platform ("ICP")



New Product Going Live

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

KSA Initial focus

~ 2x to 3x vs
current product pricing

Autonomous Coding

("ACS")



Programs Underway in 3 Countries

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

Australia, UK and Canada

~6x-8x vs.
current product pricing

We are on a multi-year journey to become a leader in clinical coding

FY26



Further develop our coding products in market, and define organisation structure

FY27 – FY28



Embed best in class technology into coding products and scale them

FY29+



Become the preferred 'one stop shop' provider for clinical coding

- Develop a clear MVP and commercial model for ACS
- Drive initial sales of ICP in Saudi Arabia
- Execute on the UK Evolve Collaborative

- Scale ICP and ACS products to become substantial contributors
- Build best in class AI into coding products

- Be recognised as a major clinical coding player across countries of operation

Main goals



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FY25 Financial Results

Profit and Loss

| | FY23 | FY24 | FY25 | FY25 Growth |
|------------------------------------------------------|---------------|---------------|---------------|--------------|
| Annual Recurring Revenue | 22.8 | 25.5 | 29.2 | 15% |
| Diagnostics | 6.0 | 6.8 | 7.5 | 10 % |
| Coding & Data Quality Assurance | 4.4 | 5.3 | 5.9 | 13% |
| Clinical Decision Support | 0.6 | 0.4 | 0.5 | 7% |
| Knowledge Networks | 10.1 | 10.8 | 11.1 | 3% |
| Total Recurring Revenue | 21.2 | 23.3 | 25.0 | 7% |
| Non recurring revenue | 1.6 | 4.3 | 3.6 | (16%) |
| Total Revenue | 22.8 | 27.6 | 28.6 | 4% |
| Expenses - People | (17.3) | (19.7) | (20.6) | 5% |
| Expenses - Non People | (6.9) | (7.5) | (7.3) | (3%) |
| Total Operating Expenses | (24.2) | (27.2) | (27.9) | 2% |
| Operating Profit/ (Loss) | (1.4) | 0.4 | 0.7 | 78% |
| Non Operational Income | 0.0 | - | 0.0 | |
| Non Operational Expenses | (0.4) | (1.3) | (1.4) | |
| Fair Value Adjustment - Deferred Consideration Share | 0.6 | 0.4 | - | |
| Reported EBITDA | (1.2) | (0.5) | (0.7) | (38%) |
| Depreciation & Amortisation | (4.9) | (5.4) | (5.5) | |
| Interest Income/ (Expense) | (0.1) | 0.1 | (0.2) | |
| Net Profit/ (Loss) before Income Tax | (6.2) | (5.8) | (6.4) | (9%) |
| Income Tax Benefit/ (Expense) | (0.7) | 0.7 | 0.2 | |
| Net Profit/ (Loss) after Income Tax | (6.9) | (5.1) | (6.2) | (21%) |

ARR Growth

+15%

Group Revenue revenue

+4%

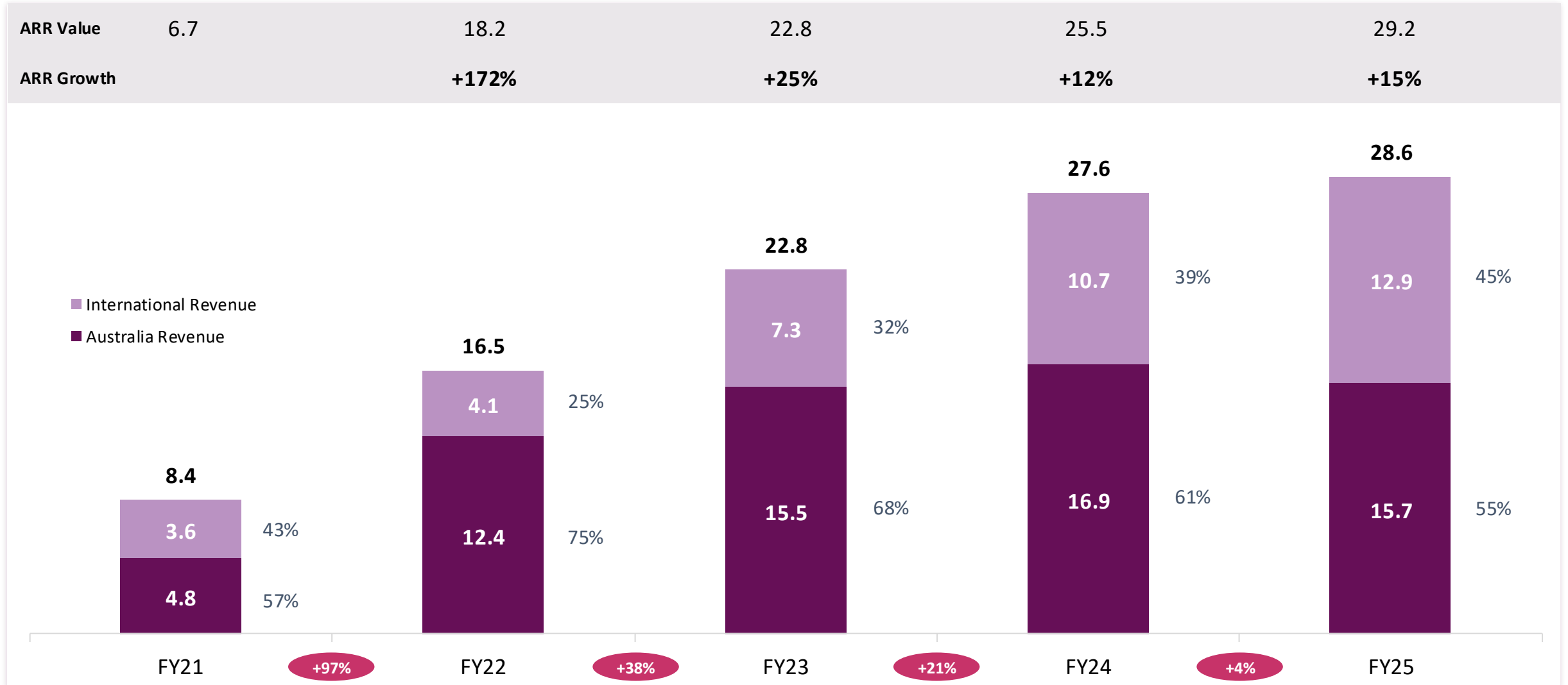
Operating Expenses

+2%

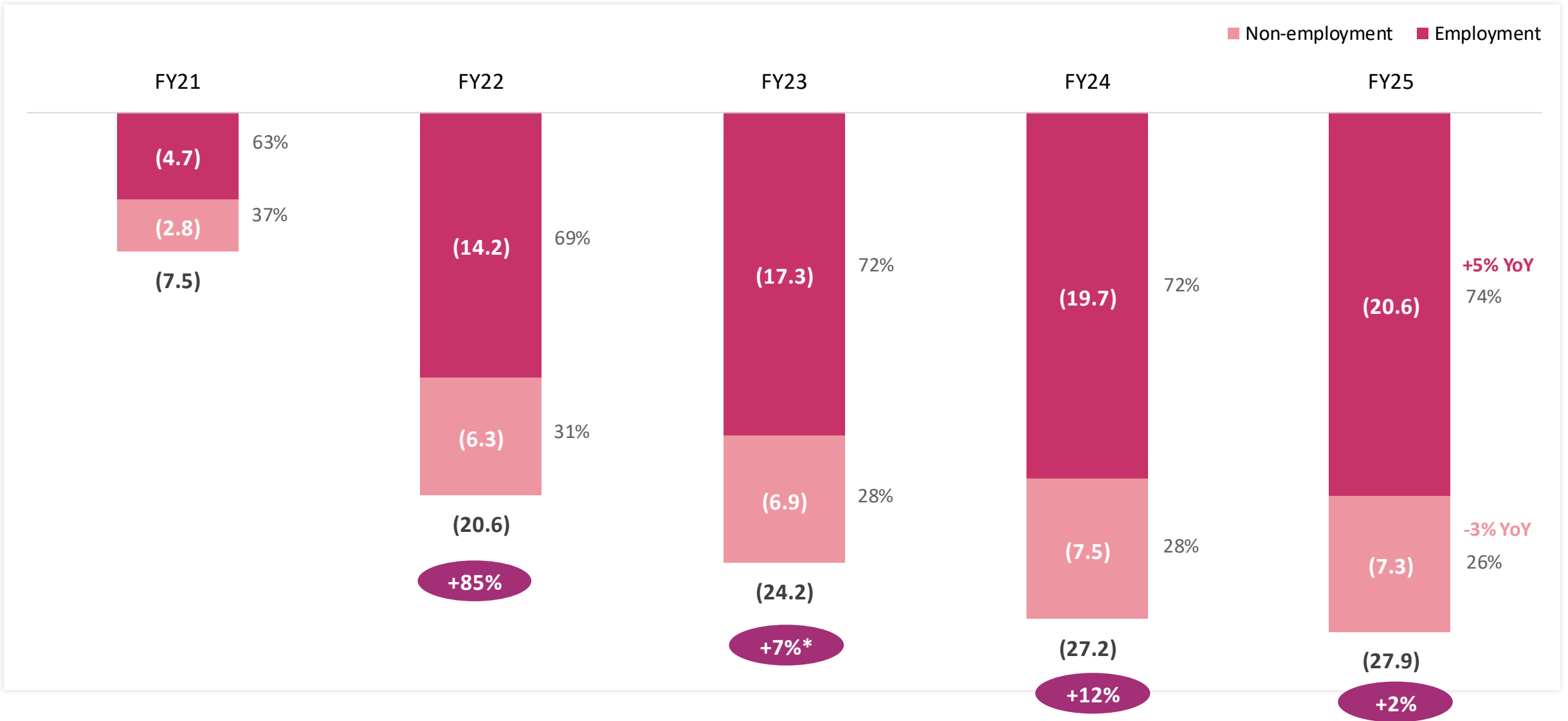
Operating Profit

+78%

Track Record of Revenue Growth (\$'M)



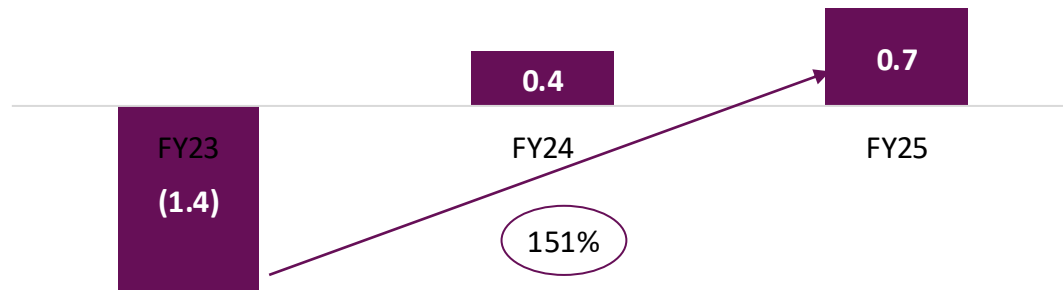
Controlled Operating Expense Growth (\$'M)



Reported EBITDA

FY25 saw another significant improvement in financial performance

Annual Operating Profit Trend



Operating Profit to EBITDA Reconciliation

| | FY23 | FY24 | FY25 |
|-------------------------------------------------------|--------------|--------------|--------------|
| Operating Profit | (1.4) | 0.4 | 0.7 |
| Non-Operating Expenses (Cash) | | | |
| Restructuring & Other Non-Operating Costs | (0.4) | (0.1) | (0.4) |
| Impact of AASB 16 (Property Lease Costs) | 0.4 | 0.3 | 0.3 |
| Debt Raise Costs & Entity Rationalisation | - | - | (0.3) |
| Total Non-Operating Expenses (Cash) | 0.0 | 0.2 | (0.4) |
| Non-Operating Expenses (Non-Cash) | | | |
| Foreign Exchange Gain/(Loss) | 0.1 | (0.2) | (0.2) |
| Share Based Payment Expense (Non-Cash) | (0.5) | (1.2) | (0.8) |
| Fair Value Adjustment - Deferred Consideration Shares | 0.6 | 0.4 | - |
| Total Non-Operating Expenses (Non-Cash) | 0.2 | (1.1) | (1.0) |
| Reported EBITDA | (1.2) | (0.5) | (0.7) |

Cashflow

| | FY23 | FY24 | FY25 |
|----------------------------------------------|--------------|--------------|--------------|
| Operating Activities | | | |
| Receipts from Customers (inc. GST) | 25.4 | 30.9 | 31.7 |
| Payments to Suppliers & Employees (inc. GST) | (25.4) | (31.5) | (31.1) |
| Interest Received | 0.0 | 0.1 | 0.0 |
| Interest & Finance Costs Paid | (0.0) | (0.0) | (0.1) |
| Net Cash from Operating Activities | 0.8 | (0.5) | 0.6 |
| Investing Activities | | | |
| Payment for Property, Plant & Equipment | (0.1) | (0.1) | (0.2) |
| Payment for Intangibles | (2.5) | (4.0) | (2.3) |
| Net Cash from Investing Activities | (2.7) | (4.0) | (2.5) |
| Financing Activities | | | |
| Proceeds from Issue of Shares | 4.7 | 0.1 | - |
| Proceeds from Exercise of Options | - | 0.9 | 0.1 |
| Repayment of Lease Liabilities | (0.4) | (0.2) | (0.3) |
| Proceeds from Debt Facility | - | - | 2.3 |
| Repayment of Bond | - | - | (0.5) |
| Net Cash from Financing Activities | 4.3 | 0.7 | 1.6 |
| Net Cash & Cash Equivalents | 2.5 | (3.8) | (0.3) |
| Opening Cash & Cash Equivalents | 6.4 | 8.8 | 5.0 |
| Closing Cash & Cash Equivalents | 8.8 | 5.0 | 4.8 |

Strong operating cashflow in 2H

2H FY25 +\$0.6m vs \$0m in 1H FY25
Helped by strong collections in 2H

Strong cash position \$4.8m*

Further flexibility with NZ\$5m undrawn facility

Invested \$2.3m in product

Supports new products and product functionality

* Includes \$1.85m of cash from initial draw down of debt facility.
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Balance Sheet

| | FY23 | FY24 | FY25 |
|--------------------------------------|-------------|-------------|-------------|
| Current Assets | | | |
| Cash & Cash Equivalents | 8.8 | 5.0 | 4.8 |
| Trade & Other Receivables | 5.3 | 6.3 | 4.7 |
| Contract Assets | 0.3 | 0.2 | 0.1 |
| Total Current Assets | 14.4 | 11.5 | 9.6 |
| Non-Current Assets | | | |
| Property, Plant & Equipment | 0.3 | 0.2 | 0.2 |
| Right-of-Use Assets | 0.2 | 1.2 | 0.9 |
| Intangibles | 45.7 | 44.7 | 41.8 |
| Deferred Tax Assets | 1.9 | 2.1 | 1.7 |
| Total Non-Current Assets | 48.1 | 48.1 | 44.7 |
| Current Liabilities | | | |
| Trade & Other Payables | 5.0 | 3.5 | 3.4 |
| Contract Liabilities | 3.1 | 4.1 | 2.8 |
| Lease Liabilities | 0.2 | 0.2 | 0.2 |
| Current Tax Liability | 0.0 | - | - |
| Employee Benefits | 1.2 | 1.3 | 1.5 |
| Deferred Considerations - Shares | 2.8 | - | - |
| Total Current Liabilities | 12.2 | 9.0 | 7.8 |
| Non-Current Liabilities | | | |
| Investment Bond Payable | 0.5 | 0.5 | - |
| Lease Liabilities | - | 0.9 | 0.7 |
| Borrowings | - | - | 2.3 |
| Other Provisions | 0.1 | 0.1 | 0.1 |
| Deferred Tax Liabilities | 2.4 | 1.8 | 1.3 |
| Employee Benefits | 0.1 | 0.1 | 0.2 |
| Total Non-Current Liabilities | 3.1 | 3.5 | 4.5 |
| Net Assets | 47.2 | 47.1 | 41.9 |

Strong Cash Position
\$4.8m

Net Current Assets
\$1.8m

Net Assets
\$41.9m

Beamtree® FY26 Outlook



FY26 Outlook



Product Priorities:

1. Autonomous Coding Solution: Complete programs in Canada, UK and Australia Develop minimum viable product for scale.
2. Drive initial sales of Integrated Coding Platform in Saudi Arabia.
3. Execute on the Evolve (UK) Collaboration with our UK partner NHS Confederation.



Financial:

1. Q4 record ARR growth, Q1 momentum combined with relentless cost management, gives the Board and Management confidence of ongoing improved financial performance in FY26 and provide confidence around the medium-term target of \$60m.

Thank you

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