



Beamtree[®]

Q3 FY23 Trading Update

27 April, 2023

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Q3 FY23 Highlights

Q3 FY23 Key Strategic Highlights



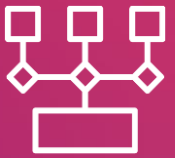
Diagnostics – +49% year on year revenue growth

- Abbott partnership continues to deliver to expectations with 11 new licences in FY23 YTD compared to 27 over the previous 6 years. Recurring revenue from the partnership has doubled in FY23.
- Awarded an implementation of RippleDown into the Coventry & Warwickshire NHS trust, paving the way for wider NHS rollout.



AI Clinical Decision Support: Ainsoff Deterioration Index (ADI)

- Second stage funded trial now installed in a large Asia Pacific Hospital Authority following the offline analysis of 50,000 patients in Q1. Trial involves integration with hospital's IT systems.
- Paid ADI trial commenced at Milton Keynes University Hospital in England with another NHS Trust expected to commence in Q4 FY23.



Coding Integrity Assistance & Data Integrity – +10% year on year revenue growth

- Awarded \$1m health information management strategy contract in the Kingdom of Saudi Arabia (KSA) alongside our partner Lean.
- Awarded preferred solution provider to audit coding data integrity for a large customer in a new international market (\$0.5m p.a.)⁽¹⁾.
- Renewal of contract with the Health Service Executive in Ireland, our largest PICQ® customer (coding, data & quality tool)⁽²⁾.



Knowledge Networks – +10% year on year revenue growth

- Continued investment in developing a new 3 year strategy for our key customer, Health Roundtable based on investment in a new data platform infrastructure and enhanced member services. This follows agreeing an 8 year contract with Health Roundtable in FY23.
- Significant Australian hospital group joined Health Roundtable during Q3, with annual contract value of ~\$400k p.a.



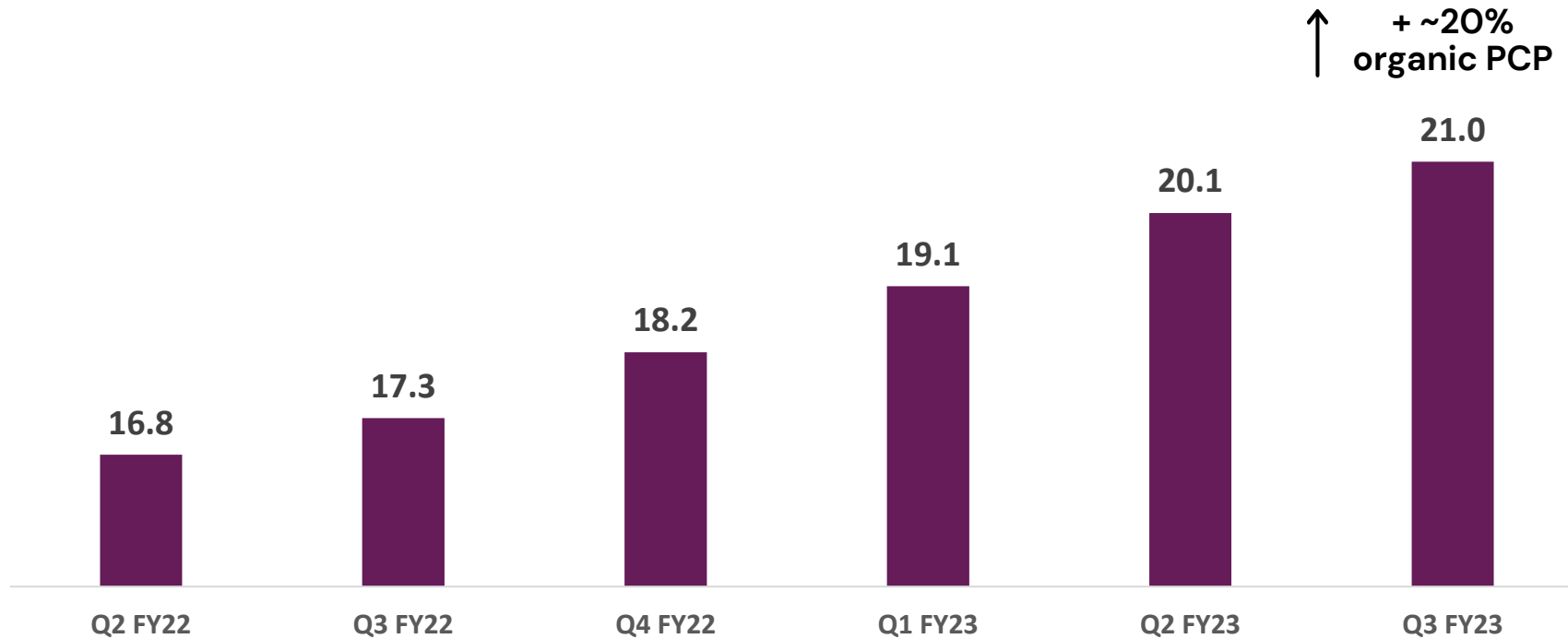
- Reported revenue growth of +51%⁽³⁾ versus the prior corresponding period ("pcp"), with strong organic revenue growth of +24%, and an operating profit improvement of +25% pcp driven by the success of contract wins both in Australia and internationally.
- Organic annual recurring revenue growth continues to track +20% with organic operating costs tracking around 10% growth driven by investment in developing our tech products such as the AI driven ADI and RippleDown.

(1) Indicative contract value and subject to final contractual terms.

(2) Terms of the contract are confidential.

(3) PotentialX was acquired October 2021.

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



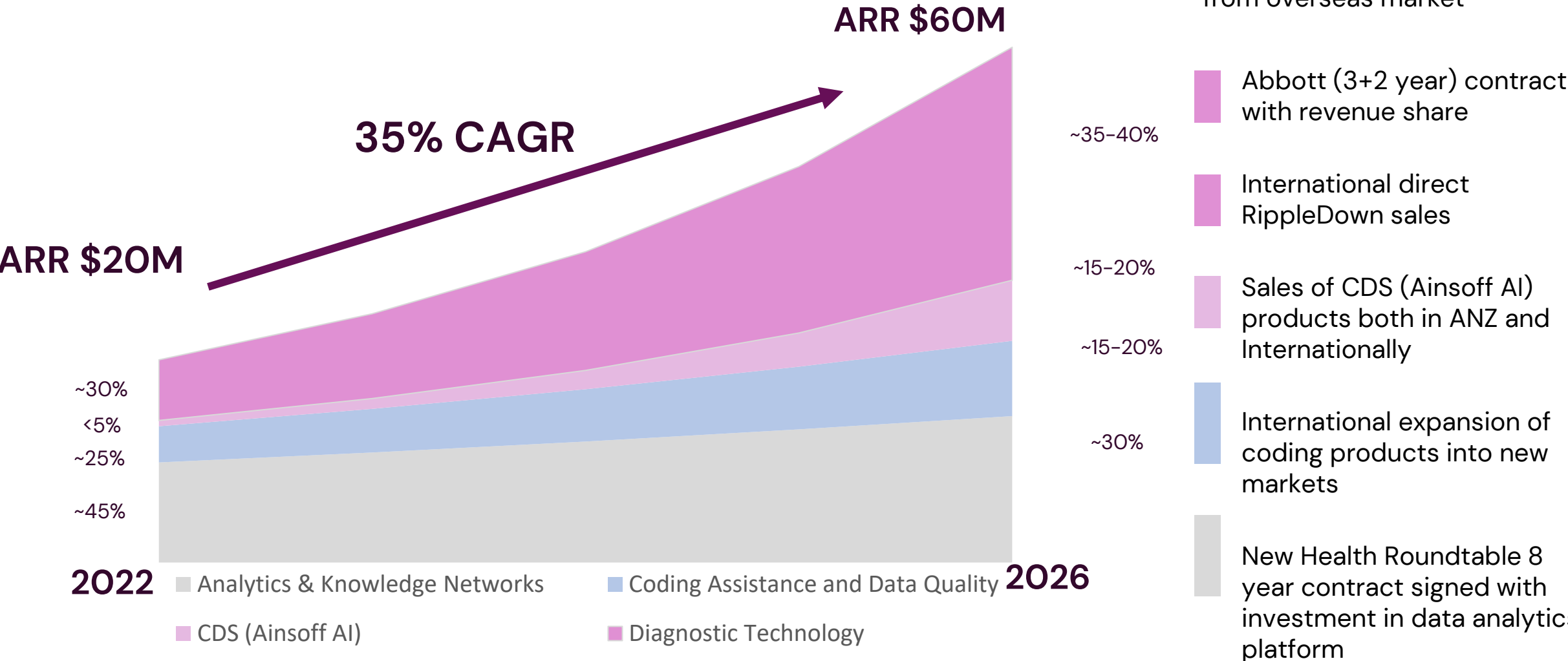
- + ~20% PCP organic growth in Annual Recurring Revenue (ARR) largely driven by international growth.
- Almost 60% of organic ARR growth was driven by our Diagnostics segment with the remaining growth across our other 3 segments.

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

Prior Corresponding Period "PCP"

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Long Term Outlook – No change



FY23 Updated Outlook



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



Q3 trading supports FY23 organic recurring revenue growth forecast to be ~20%.



Strategic international projects continue to underline growth going into FY24.



Continued focus on cost management with organic (like for like) cost growth estimated to be less than 10%. Increase investment in Q4 FY23 & FY24 to support international expansion.



Continued improvement in operating profit in 2H FY23.

Beamtree Strategy



Beamtree[®]

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’

About Us



25+ years of experience



Australian company with
Australian IP



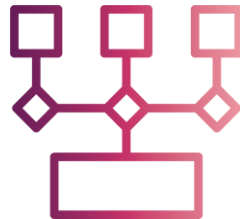
Supporting healthcare
globally



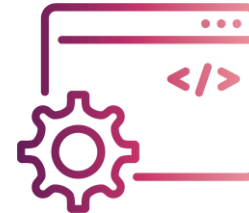
Cutting-edge use of AI
and machine learning



Diagnostic Technology
leaders



Clinical Decision Support
in acute care

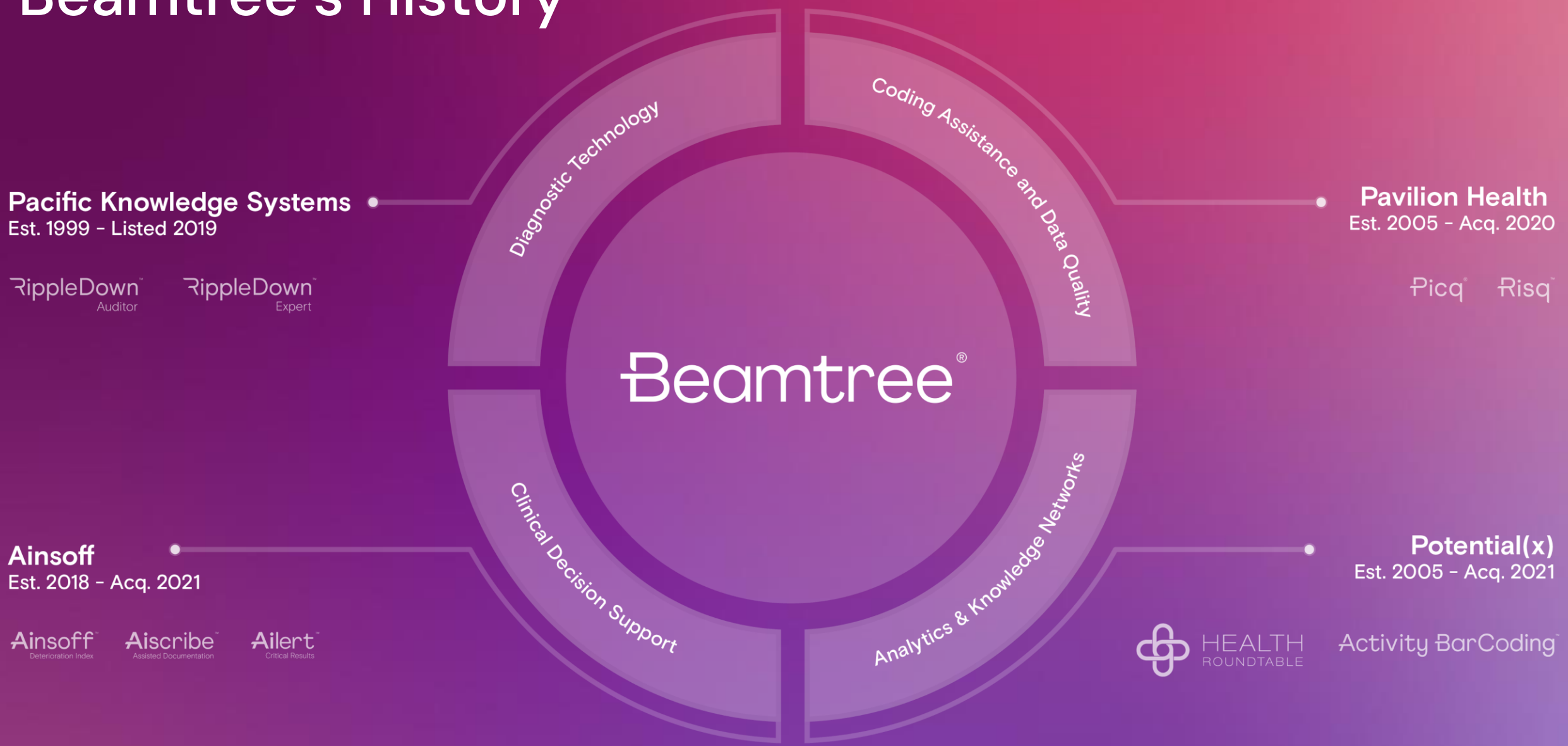


Coding Assistance &
Data Quality



Analytics & Knowledge
Networks

Beamtree's History



Supporting Healthcare Providers Globally

We support **175+ clients**
who operate across



6
Continents



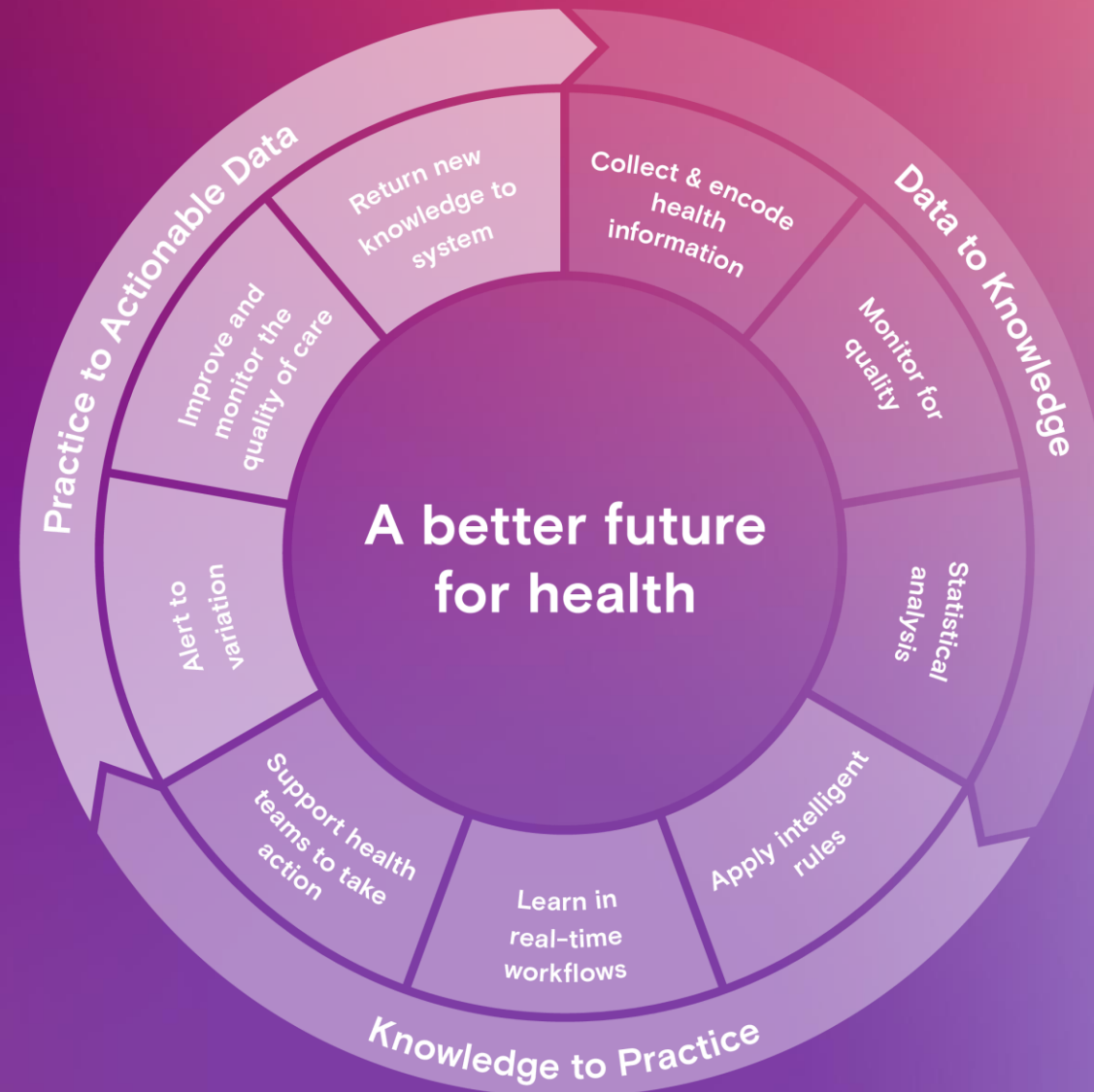
25
Countries



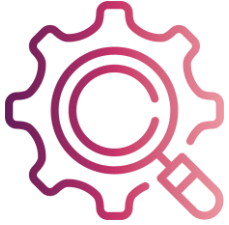
1100+
Locations

Learning Health Systems

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



The Problems We Help Solve



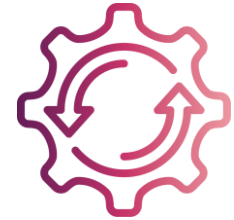
Tackle unwarranted variation



Offer revenue assurance



Promote transparency



Drive automation



Address equity of access and resource allocation



Bridge knowledge gaps



Increase efficiency, reducing mistakes



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™

Activity BarCoding™

CodeXpert™



Clinical Decision Support

Combining human and artificial expertise together to enhance decisions that improve care, value and experience.

Ainsoff™
Deterioration Index

Aiscribe™
Assisted Documentation

Ailert™
Critical Results



Analytics & Knowledge Networks






Combining data analytics solutions with peer-to-peer alliances that accelerate innovation and knowledge diffusion.

Global Health™
Comparators

Knowledge Networks
(with Health Roundtable, 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>	RippleDown [™] Expert	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,
	RippleDown [™] Auditor	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>	Picq [®]	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
	Risq [™]				Typically annual or multi year contracts
 <p>Clinical Decision Support (CDS)</p>	Ainsoff [™] Deterioration Index	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
	Ailert [™] Critical Results	Clinical rules with machine learning to monitor and alert to critical results	Prevents missed diagnostics, ensures patients get the better care	Keeps patients safe, minimises clinical risk and staff supported	New products so pricing model evolving
 <p>Analytics & Knowledge Networks</p>	Together with 	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

Thank you