



Beamtree[®]

FY22 Annual Results

24th August, 2022

Important Notice and Disclaimer

The material in this presentation is general background information about Beamtree Holdings Limited (ASX:BMT) and is current at the date of the presentation, 24 August 2022.

This presentation may contain statements that are, or may be deemed to be, forward looking statements. Such statements can generally be identified by the use of words such as “believe”, “estimate”, “plan”, “target”, “project”, “anticipate”, “expect”, “intend”, “likely”, “may”, “will”, “could” or “should” and similar expressions. Indications of strategy, plans, objectives, targets, goals, future events or intentions are also forward looking statements.

You should not place undue reliance on such forward-looking statements. Such forward looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of BMT or any of its related entities which may cause actual results to differ materially from those expressed or implied in such statements.

No representation or warranty, express or implied, is made as to the accuracy, reliability, adequacy or completeness of the information contained in this presentation. Past performance information in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

The information in the presentation is given for informational purposes only, is in summary form and does not purport to be complete. It is intended to be read by a professional analyst audience in conjunction with BMT’s other announcements to ASX. It is not intended to be relied upon as advice to current shareholders, investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular shareholder or investor. No representation is made as to the accuracy, completeness or reliability of the presentation.

The views expressed in this presentation may contain information that has been derived from publicly available sources that have not been independently verified. No representation or warranty, express or implied, is made as to the accuracy, reliability, adequacy or completeness of the information. Market share information is based on management estimates except where explicitly identified.

To the maximum extent permitted by law, BMT and any person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation, any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, this presentation.

BMT is not obliged to, and does not represent that it will, update the presentation for future developments. All currency figures are in Australian dollars unless otherwise stated. Totals may not add up precisely due to rounding.

FY22 Highlights



FY22 Key Strategic Highlights



Two important acquisitions completed in FY22, doubling the size of Beamtree

1. Acquisition of Potential(x) in Sept 2021, one of Australia's largest health data analytics company
2. Acquisition of Ainsoff to drive AI product innovation and add to our clinical decision support products



Major International contract wins supporting international expansion strategy including contracts with a number of NHS UK hospitals and largest ever contract secured in 2H FY22 (US\$7m, 5 year contract). Total contract value signed in FY22 for Beamtree Group was \$28m of which \$20m was signed in 2H FY22.



Strong sales momentum in 2H FY22 with organic growth in 2H FY22 at 26%*, or 14%* for full year FY22



Renewal rate at +95% of contracts up for renewal in FY22. Indicative of product demand.



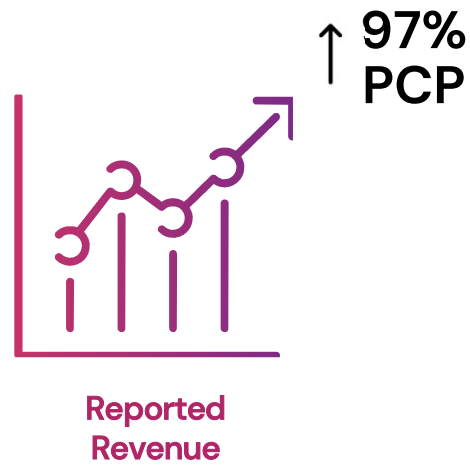
Material investment for growth made in multiple areas including Ainsoff AI products (\$1.6m), International business (+\$1m), Products +\$2m and Sales & Back office (\$1.5m) to support growth strategy.

**FY22 organic growth excl. large one off services (non recurring) revenue in 2H FY21 and 1HFY22*

FY22 Financial Highlights



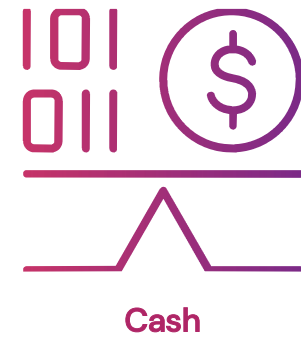
\$18.2M



\$16.5M



\$4.1M



\$6.3M

***Strong cash position with 2H FY22
operating cash flow broadly neutral***

***Excludes \$2m large one-off
receivable expected in 1H FY23***

* Prior Corresponding Period "PCP"

** Excludes impact of large one off advisory contract which had 60% of revenue in FY21, 40% in FY22. PCP growth would be 14% if this contract was included

FY23 Outlook

Revenue



- July 2022 trading conditions remain positive with like for like sales up 17% on the prior year.
- Total reported revenue growth target of ~35% in FY23.
- Sales pipeline continues to build particularly the International sales pipeline which is significantly larger versus prior year.
- International diagnostics expected to be the main driver of revenue growth in FY23.
- Pilot projects in Europe moving toward contract stage expected to boost 2H FY23.
- Aiming to conclude contract extension discussions with Abbott Laboratories in 1H23.

Margin



- Revenue product mix in FY23 expected to drive improved gross margin.
- International scale and increasing contract value expected to contribute to increased gross margin.

Costs/Cash



- Operating expenses to be carefully managed in FY23.
- Significant investment made in FY22 via acquisitions and investment in international growth strategy.
- Cost base in FY23 to remain stable outside of international growth aspirations.
- Targeted large scale contract wins will drive operational leverage.
- It is expected that benefits will flow from cost efficiency synergies as a result of acquisitions made in FY22.
- Move to operating cashflow positive in FY23.

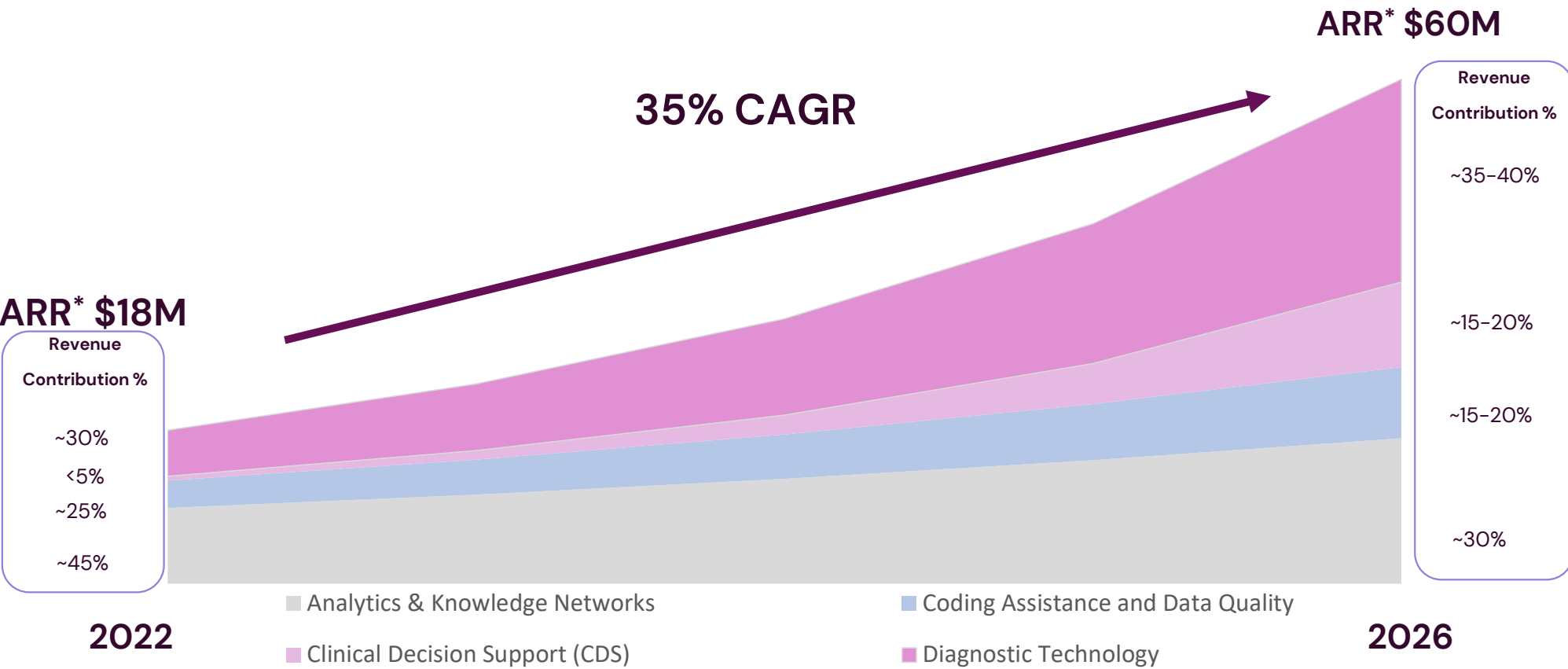
M&A



- Recognising the increasing global focus on the Beamtree product suite and demand from customers thereon, the Company will also continue to work on identifying M&A opportunities to expand its presence and product portfolio.

All outlook statements are subject to ongoing uncertainty in relation to variability in market access conditions should COVID-19 pandemic related measures change in relevant markets and broader economic and geopolitical uncertainty.

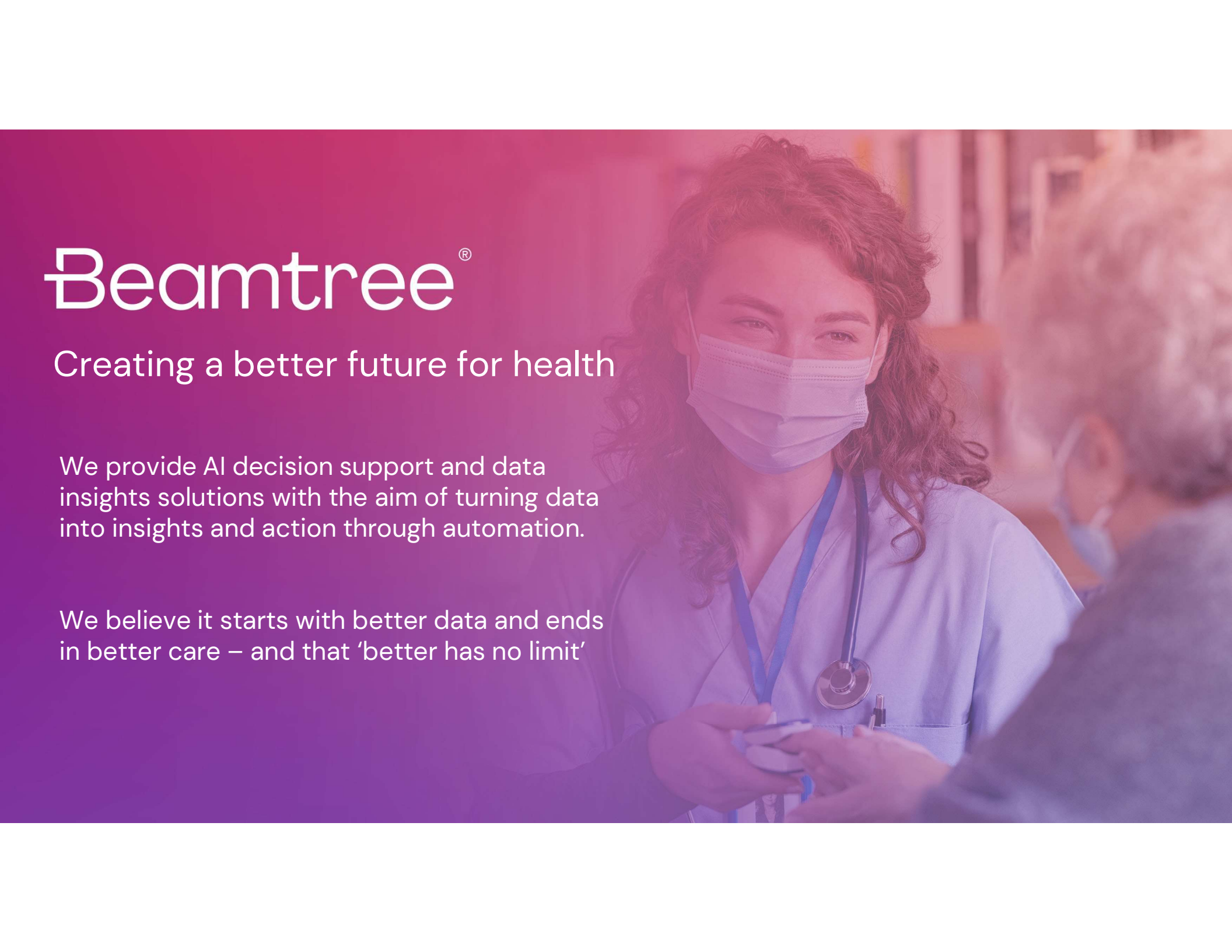
Long Term Outlook



* Annual recurring revenue "ARR"

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



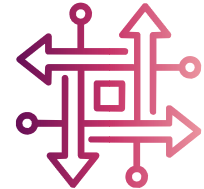
25+ years of experience



Australian company with
Australian IP



Supporting healthcare
globally

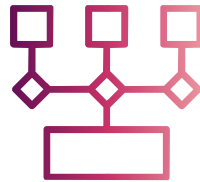


Cutting-edge use of AI
and machine learning

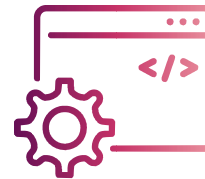
Four Key Areas:



Diagnostic Technology



Clinical Decision Support



Coding Assistance & Data
Quality



Analytics & Knowledge
Networks

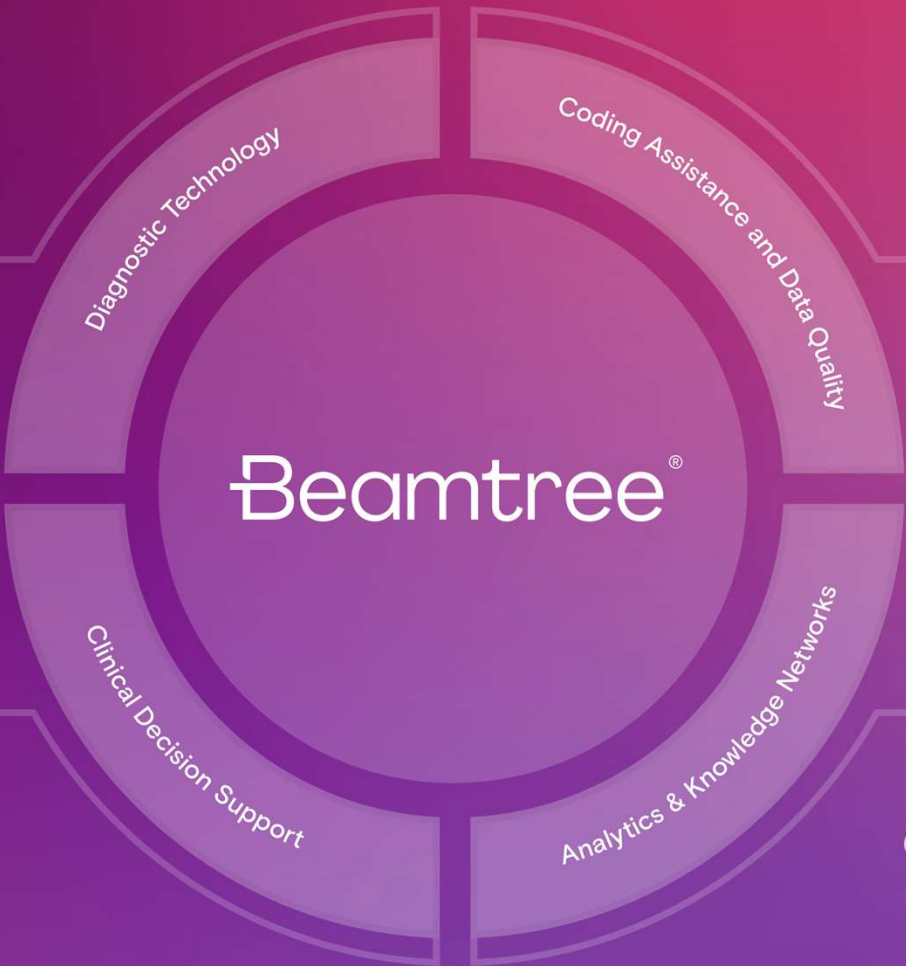
Beamtree's History

Pacific Knowledge Systems
Est. 1999 - Listed 2019

RippleDown[™] Auditor RippleDown[™] Expert

Ainsoff
Est. 2018 - Acq. 2021

Ainsoff[™] Deterioration Index Aiscribe[™] Assisted Documentation Ailert[™] Critical Results



Pavilion Health
Est. 2005 - Acq. 2020

Picq[™] Risq[™]

Potential(x)
Est. 2005 - Acq. 2021

HEALTH
ROUNDTABLE

Activity BarCoding[™]

Supporting Healthcare Providers Globally

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



6
Continents



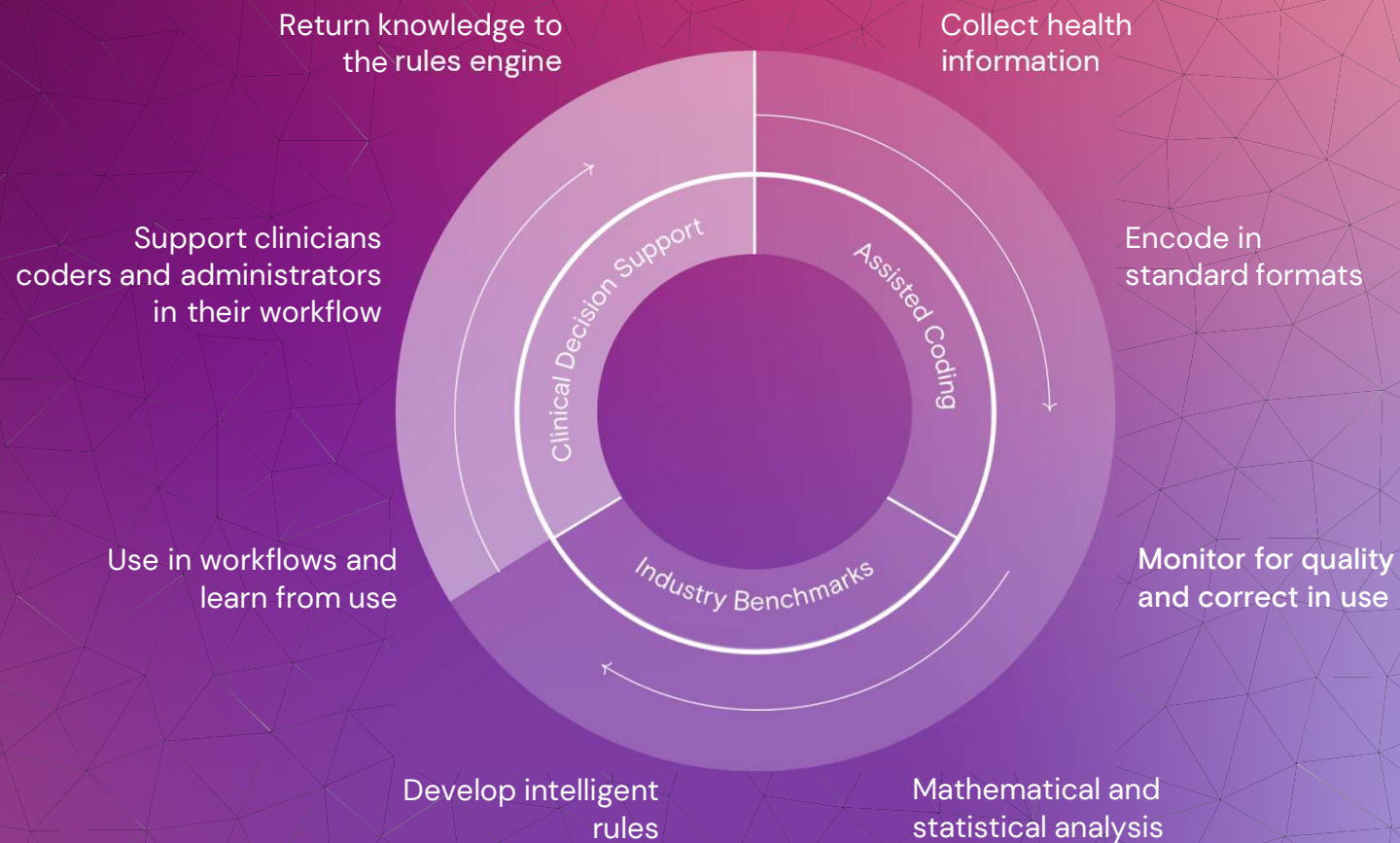
25
Countries



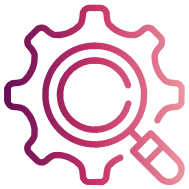
1100+
Locations

How we create value: the Learning Health System

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



Better Has No Limit: The Problems We Help Solve



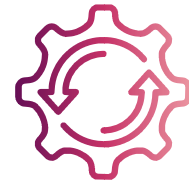
Tackle unwarranted variation



Offer revenue assurance



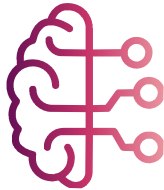
Promote transparency



Drive automation



Address equity of access and resource allocation



Bridge knowledge gaps



Increase efficiency, reducing mistakes



Improve quality of data

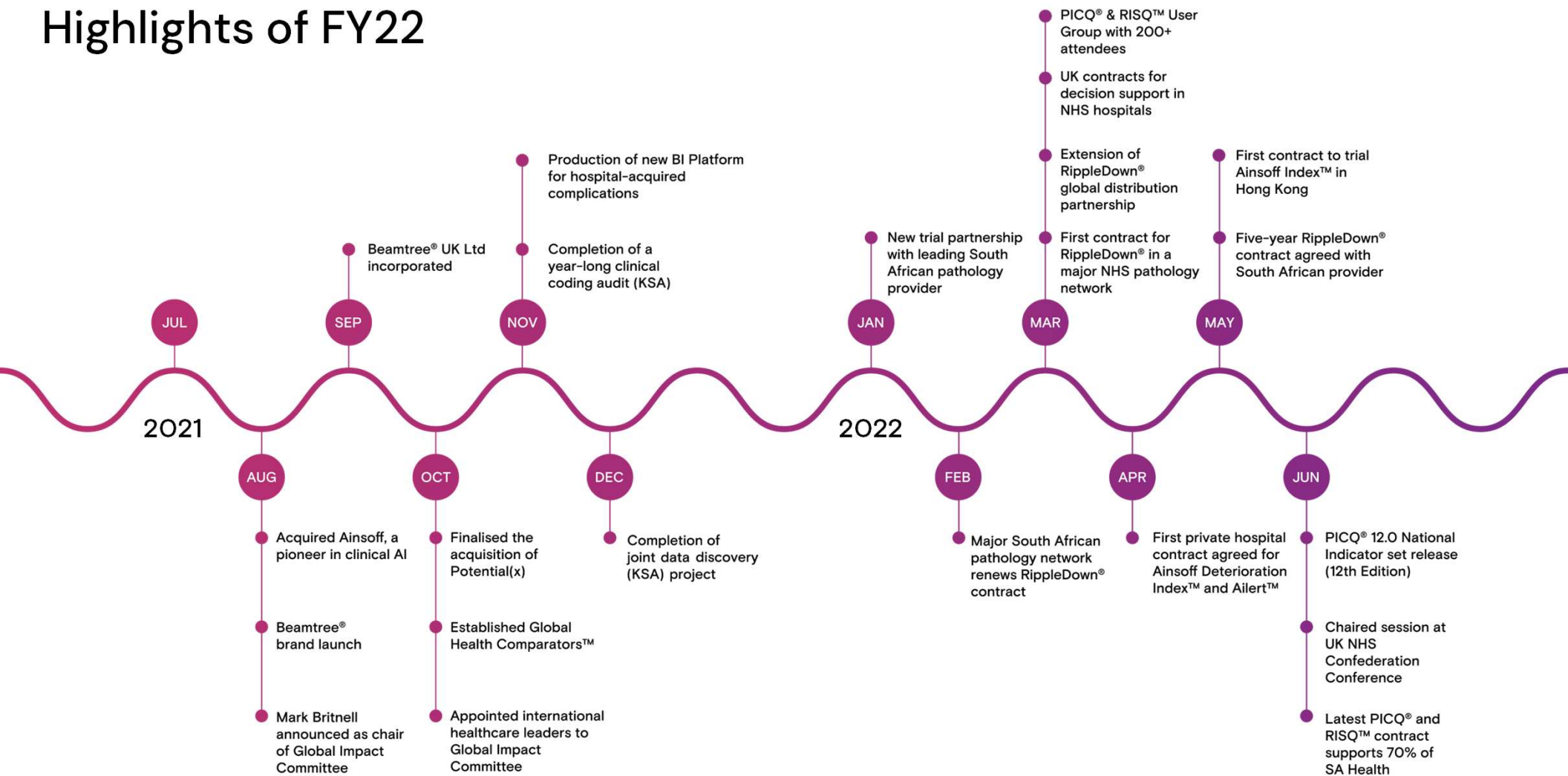
Growth Strategy driven by four product segments

	Diagnostic Technology Enabling the effective delivery of diagnostic services, while maximising expertise as they underpin the future of health and personalised medicine.		Coding Assistance and Data Quality Digitising and automating workflows with data, classification, coding & technical expertise to improve information standardisation and quality.
RippleDown[™] Auditor RippleDown[™] Expert	Picq[®] Risq[™] Activity BarCoding[™] CodeXpert[™]		
	Clinical Decision Support Combining human and artificial expertise together to enhance decisions that improve care, value and experience.		Analytics & Knowledge Networks Combining data analytics solutions with peer-to-peer alliances that accelerate innovation and knowledge diffusion.
Ainsoff[™] Deterioration Index Aiscribe[™] Assisted Documentation Ailert[™] Critical Results	Global Health[™] Comparators Collaborative Partnerships (with Health Roundtable, Ability Roundtable) HACBi Workforce Wellbeing Collaborative Program		

Beamtree's Key Areas, Key Products and What They Do

	Product/ Solutions	Application	Problem Solved	ROI	Pricing/Scale
 Diagnostic Technology	RippleDown™ Expert	Clinical rules to automate expert decision making in Diagnostics	Removes duplication for experts in providing diagnostic results	Leverages clinical resources by using less costly resources	Recurring License + volume based fee,
	RippleDown™ Auditor	Financial and Admin rules to automate data administration for Diagnostics	Removes data errors contributing to financial loss	Fewer data errors/ lower bad debts	Typically annual or multi year contracts
 Coding Assistance and Data Quality	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	Recurring licence fee based on volumes plus support fees
	Risq™				Typically annual or multi year contracts
 Clinical Decision Support (CDS)	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 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
 Analytics & Knowledge Networks	Collaborative Partnerships 	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 FY22



Recent Contract Wins

	Product/ Solutions	Recent Contract Wins	Going Forward
 Diagnostic Technology	RippleDown™ Expert	Largest ever RippleDown contract (US\$7M 5 year) with a large global pathology group	~30% of FY22 revenue - Focus on international expansion - Key growth area in FY23
	RippleDown™ Auditor	- New contract agreement with Australian Pathology operators in Q4 FY22 - Continuing (transition) agreement signed with Abbott with both parties committed to a long-term partnership	
 Coding Assistance and Data Quality	Picq®	~\$0.8M AUD contracts signed with major Australian hospitals during Q4 FY22	~25% of FY22 revenue - New product investment in FY22 expected to support growth in FY23
	Risq™	Close to 100% renewal rate for PICQ and RISQ contracts in FY22	
 Clinical Decision Support (CDS)	Ainsoff™ Deterioration Index	First subscription contract signed for Ainsoff Clinical Decision support in Q4 FY22	<5% of FY22 revenue - CDS expected to go to market in 2H FY23
	Ailert™ Critical Results	5 pilot programs underway in Australia and UK	
 Analytics & Knowledge Networks	Collaborative Partnerships	~95% renewal rate for Health Roundtable in FY22	~45% of FY22 revenue - Exploring international expansion
	 HEALTH ROUNDTABLE	~\$1.4M AUD contracts signed in Q4 FY22	

FY22 Acquisition – Update



Potential(x)

- Acquired 30 Sept 2021
- Australia's largest health care data analytics company
- Performing in line with expectations and historical trading performance
- Integration progressing as planned with renewals rates ~95%
- Acquisition has allowed Beamtree to contribute to the industry leading collaboration partnerships particularly the Health Roundtable

Activity BarCoding™

Collaborative Partnerships
(with Health Roundtable, Ability Roundtable)

HACBi

Workforce Wellbeing
Collaborative Program



Ainsoff

- Acquired August 2021
- \$1.5m additional capital invested in Ainsoff since acquisition
- ~\$2m investment expected in FY23
- Product now piloted in five hospitals
- First commercial implementation of Ainsoff' Deterioration Index now completed
- Ainsoff DI and Ailert being developed for large scale implementations by end of FY23

Ainsoff™
Deterioration Index

Aiscribe™
Assisted Documentation

Ailert™
Critical Results

FY22 Financial Results

FY22 Summary Profit and Loss

P&L (\$M)	FY22 Actual	FY21 Actual	Change FY22-21
Revenue	16.5	8.4	97%
<i>Annual recurring revenue (ARR)</i>	18.2	6.7	172%
Expenses – staff	(14.2)	(4.7)	203%
<u>Expenses – non staff</u>	<u>(6.3)</u>	<u>(2.8)</u>	<u>125%</u>
Total operating expenses	(20.6)	(7.5)	174%
Operating (loss)/ profit	(4.0)	0.9	(554%)
Reported EBITDA	(2.3)	1.0	(325%)
Depreciation & amortisation	(3.6)	(1.5)	(142%)
Loss before tax	(6.0)	(0.5)	(1,107%)
<u>Tax benefit / (expense)</u>	<u>1.5</u>	<u>0.1</u>	<u>1,306%</u>
NPAT	(4.4)	(0.4)	(1,052%)
Basic EPS (cents)	(1.8)	(0.2)	(800%)

Highlights

Group Revenue

97%

ARR

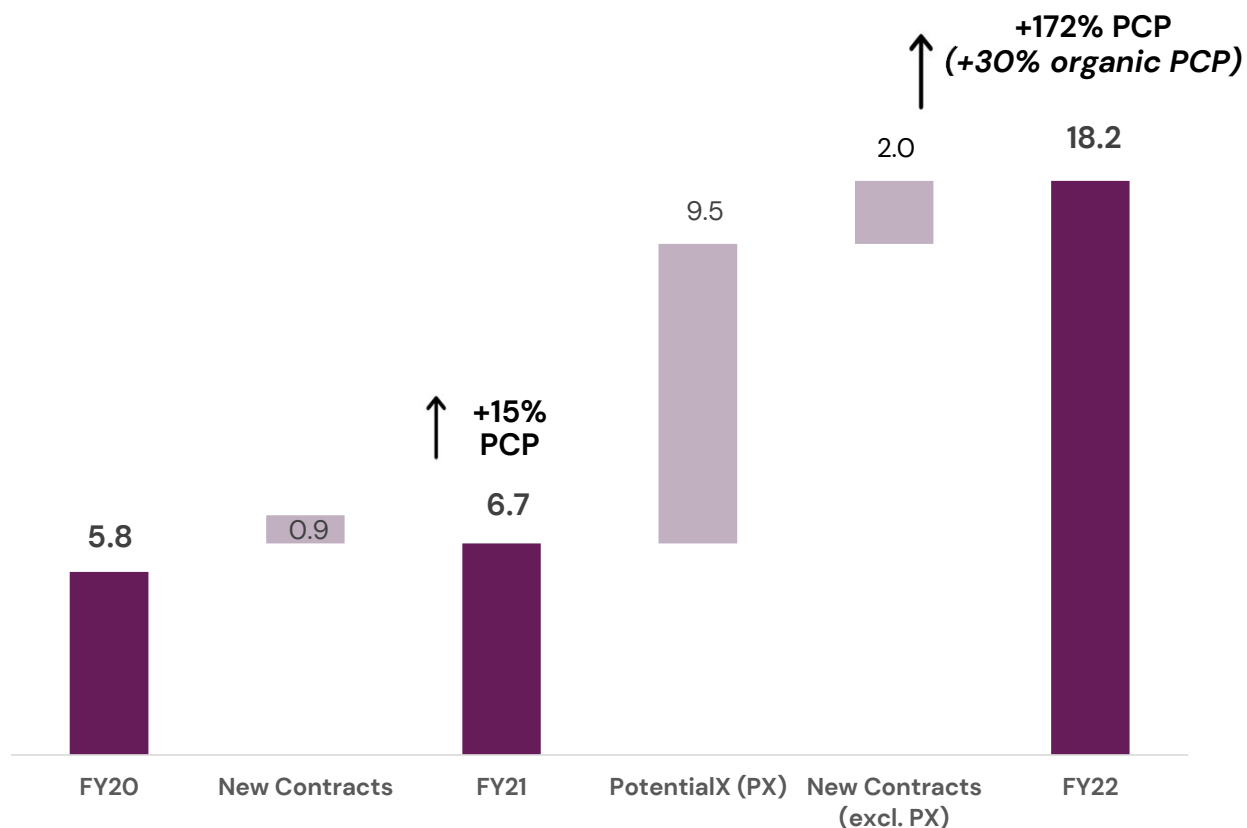
172%

Investment

+\$5m

for growth

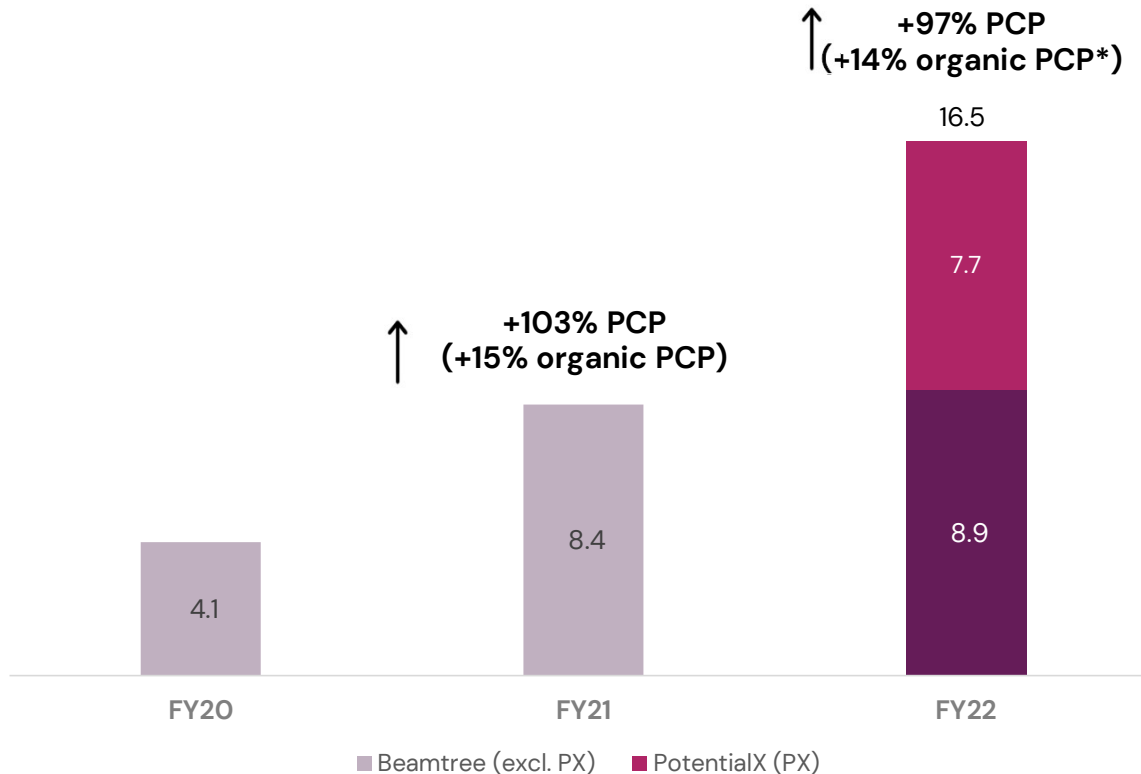
Annual Recurring Revenue* (ARR) Growth (\$'M)



- +172% growth in Annual Recurring Revenue (ARR) has been driven by \$9.5m (142%) contribution from Potential(x) and \$2.0m organic growth (30%)
- Organic growth in ARR is +30% in FY22 vs. FY21, largely driven by new international contracts in 2H FY2022.
- Organic growth of \$2M in FY22 represents a 120% growth vs. prior year
- 50% of organic growth from Diagnostics, 25% from Coding and 25% from Clinical Decision Support .

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

Reported Revenue Growth (\$'M)



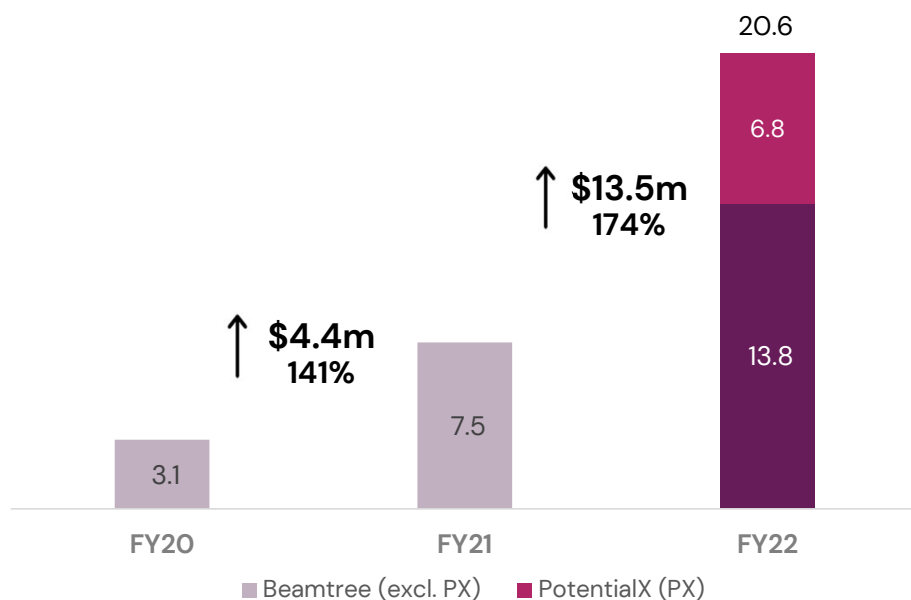
*FY22 organic growth excl. Saudi services (non recurring) revenue impact

Comments

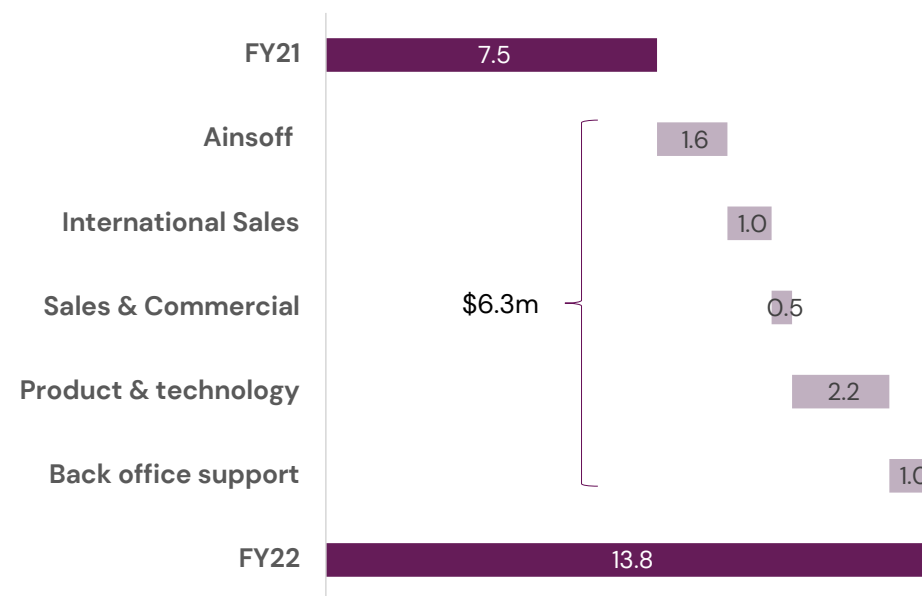
- +97% PCP growth in Reported Revenue in FY22 has been driven by \$7.7m contribution from Potential (x) and \$0.5m organic growth.
- FY22 organic growth of 14% PCP excl. one-off Saudi advisory services revenue of which almost entirely driven by 2H FY22 new contracts.
- Excluding the one off Saudi advisory income, 2H FY22 organic growth was 26% and predominantly driven by recent Diagnostics contract wins.

Operating Expenses & Investments

Operating expense increase FY20 – FY22 (\$M)



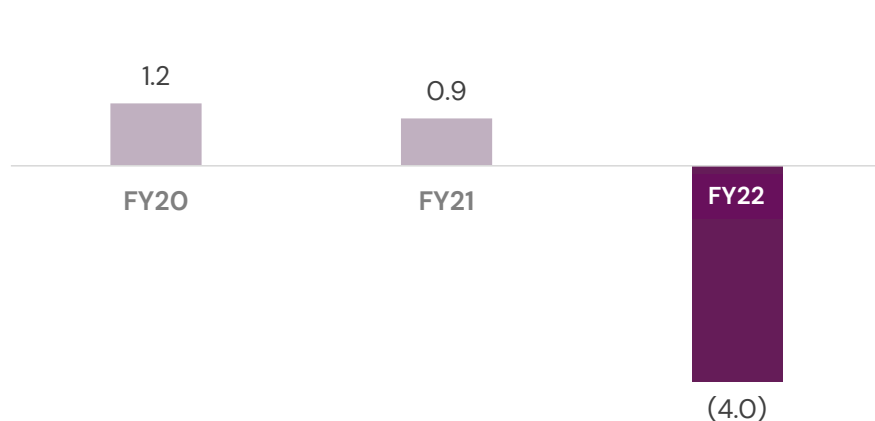
Organic Operating expense increase (\$M)



- \$6.3m organic operating expenses growth has been driven by investment in international business, sales, product, technology and back office support functions (incl. cloud hosting, accounting & legal fees) aimed at supporting the strategy for international expansion and developing relevant and valued products

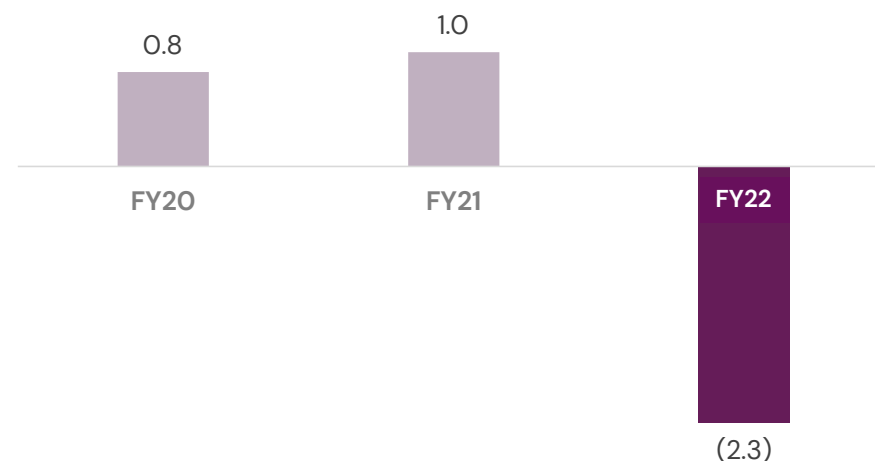
Operating Profit and Reported EBITDA

Operating Profit (\$M)



- Operating loss driven by investment of more than \$5m in our capabilities, both product and people.
- Investment will support our aspirations for continued growth in sales and product development planned for FY23.

Reported EBITDA (\$M)



	FY20	FY21	FY22
Operating Profit	1.2	0.9	(4.0)
Foreign exchange (Loss) / Gain	0.0	(0.1)	(0.0)
Share based payment Expense (non cash)	(0.3)	(0.5)	(0.2)
Transaction cost	(0.2)	0.0	(0.9)
Impact of AASB 16	0.0	0.3	0.6
Other	<u>0.1</u>	<u>0.4</u>	<u>(0.3)</u>
Total non operating expenses	(0.4)	0.1	(0.8)
Fair value adjustment - deferred shares	<u>0.0</u>	<u>0.0</u>	<u>2.5</u>
EBITDA	0.8	1.0	(2.3)

Balance Sheet

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

Comments

**\$6.4m cash ,
2H cash burn
broadly neutral**

**\$6.9m trade receivable
includes \$2m overdue
from international client.
1H FY23 collection
expected**

**\$3.3m deferred
consideration is
equity, not cash and
expected in FY24**

Cashflow

CONSOLIDATED GROUP (\$M)	FY22 Actual	1H FY22 Actual	FY21 Actual
CASHFLOWS FROM OPERATING ACTIVITIES			
Receipts from customers	17.5	6.6	7.4
Payments to suppliers and employees	(20.6)	(8.9)	(7.7)
<u>Other receipts/(paid)</u>	<u>0.8</u>	<u>0.0</u>	<u>0.6</u>
Net cash provided by operating activities	(2.3)	(2.2)	0.2
CASHFLOWS FROM INVESTING ACTIVITIES			
Payment for purchase of business, net of cash acquired	(2.7)	(2.7)	0.0
Payments for property, plant and equipment	(0.1)	(0.0)	(0.6)
Payments for intangibles	(2.4)	(2.2)	(2.3)
<u>Payments for security deposit</u>	<u>0.0</u>	<u>0.0</u>	<u>(0.1)</u>
Net cash provided by investing activities	(5.2)	(4.9)	(3.0)
CASHFLOWS FROM FINANCING ACTIVITIES			
Proceeds from issue of shares, net of transaction costs	0.2	0.2	12.8
<u>Repayment of lease liabilities</u>	<u>(0.5)</u>	<u>(0.2)</u>	<u>(0.1)</u>
Net cash provided by financing activities	(0.3)	(0.0)	12.6
Net increase/decrease in cash held	(7.8)	(7.1)	9.9
<u>Opening Cash Balance</u>	<u>14.1</u>	<u>14.1</u>	<u>4.2</u>
Cash and cash equivalents at end of period	6.4	7.0	14.1

Comments

2H FY22

Operating net cash
broadly neutral

\$2.7M

net cash spent on
Acquisitions

Capitalised software
much lower in 2H FY22
by ~\$2m

Thank you

