Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 21 November 2023

Annual General Meeting – Chairman and CEO Address

The Board of Beamtree Holdings Limited (ASX: BMT) ("Beamtree" or the "Company"), a leading provider of AI decision support and data insights solutions, advises that the 2023 Annual General Meeting (AGM) will be held today, Tuesday, 21 November 2023 at 4:00pm (AEDT) at Level 5, 126 Phillip Street, Sydney NSW 2000.

Attached are the Chairman and CEO Address which will be delivered at the AGM today.

-ENDS-

Authorised for release by the Chairman of the Board.

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

About Beamtree
Beamtree (formerly PKS Holdings) is a leading provider of decision support and data insights solutions, Beamtree supports healthcare providers globally. We believe in creating a better future for health by turning data into insights and action through automation.

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

Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 21 November 2023

Chairman and CEO Address to the AGM

Introduction

Good morning, ladies and gentlemen.

Welcome to the 2023 Annual General Meeting for Beamtree Holdings Limited.

It is 4.00pm, 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 Mike Hill, 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, Jim Birch, Stephen Borness, incoming Non-Executive Chair, Emma Gray.

Hopefully the product demonstration today helped display the high quality products and gave further insight as to why healthcare organizations globally are using, renewing or for the new customers trialling and procuring the BMT software products.

2023 was another year of significant growth for Beamtree which resulted in the Company posting high quality recurring revenue growth in the fifth financial year as a listed company. Beamtree has come along way in the past 5 years since its ASX listing and we believe the next few years may be even more exciting now that the foundation is set and the international pipeline is delivered towards the stated objective of $60m revenue in 2026.

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 FY23, the latest trading update for this current year and an overview of the outlook for Beamtree looking forward.

Performance overview: Below is a summarised version of the highlights announced on the ASX on 27 October 2023, including Q1 FY24.

First four months trading highlights for FY24:

Beamtree continues to perform in line with previously disclosed FY24 outlook in the first four months of FY24.

Key highlights for trading to YTD Trading to 31 October include:

- ARR for Q1 FY24 stands at $23.8m (up from $19.1m Q1 FY23 or +24.6% pcp)
- Revenue for Q1 FY24 Group was +23% pcp;

Beamtree

- Continued pipeline wins and milestones achieved in YTD Trading across all 4 core divisions (refer below);
- International revenue growth was +50% pcp with geographic expansion achieved in target markets in Asia, Middle East, UK and Canada;
- Public and Private Healthcare customer wins in Australia achieved;
- Strong momentum in sales pipeline with Abbott Laboratories in Tier 1 and Tier 2 success continues.

Outlined below are key achievements in YTD Trading to 31 Oct 23, across our four business segments.

Diagnostic Technology *(The RippleDown® software application sold to Pathology customers worldwide)*

1. Our distribution partnership with Abbott Laboratories continues to build momentum with:
   a. 3 new licenses secured since the beginning of the new financial year in Greece, Mexico and Italy (Tier 1*); Q1 also saw the first implementation of RippleDown in India post (licence sold in prior year).
   b. Procurement of a second revenue share license has been concluded in Q1 FY24 and we expect a third co-sale in Europe to be agreed in H1;
   c. The BMT/Abbott partnership has expands in South East Asia and pipe strengthens in Europe.

2. New BMT direct RippleDown® sales negotiations continues with some significant movement, especially in Europe and the Middle East with several paid for offline analysis planned for the remainder of FY24.

*Tier 1 licenses are US$32k pa and represent smaller laboratories and Tier 2 licenses are co-sales with revenue share pricing for contracted values of >$300k pa (refer ASX announcement Dec 2022)

Clinical Decision Support *(The Ainsoff patient deterioration – ADI - software application sold to hospital customers)*

3. ADI is operational in hospitals in NSW and SA with programs ongoing in three other international hospitals.
4. During Q1 we agreed a new contract with Gold Coast Hospital and Health Service in Queensland to trial ADI with the aim of acting as a reference site for the rest of Queensland.
5. In NSW, we are in discussions with a landmark Sydney hospital for an ADI trial.
6. An ADI roll out for a large South-East Asian market customer is underway and will accelerate in H2 FY24.
7. Implementation continues with two leading NHS hospitals, with other pipeline opportunities under negotiation.

Coding Assistance and Data Quality ("Coding") *(Products sold to Hospital customers such as PICQ, RISQ and coding applications)*

8. Revenue growth across our Coding segment grew via strong renewals and price growth across our two core data quality products, PICQ® and RISQ™ in our core domestic markets in Australia and New Zealand.
9. The sales pipeline for this segment is the largest across the company, with large opportunities in the Middle East and Asia for PICQ® which we aim to implement in FY24.
10. Beamtree and Lean, Saudi Arabia's leading health technology provider, have entered into a collaborative agreement to develop an innovative coding solution aimed at revolutionizing the precision and efficiency of clinical record coding. This new platform leverages Beamtree's PICQ® and the parties will co-develop, operate, and resell the new solution globally. Anticipated for release in 2024, the forthcoming integrated coding platform will first be introduced in Saudi Arabia and the Gulf states, followed by expansion into global markets, such as Australia, the United Kingdom, and Canada.

    Tim Kelsey, CEO of Beamtree said: "Beamtree and Lean share a vision to improve patient outcomes and the more effective use of data in health services. This investment marks the start of a new global commercial partnership between our companies as we expand together globally to deliver world-class technology to better support our customers."

    Mohanned AlRasheed, CEO of Lean said: "Lean and Beamtree's working relationship continues to grow, and we are excited to bring our product offerings now together globally. This partnership will bring new technology to health institutions and health care services and supports Lean's mission to work as a key enabler of e-health innovation."

11. BMT is also in advanced procurement negotiations with a Middle East private hospital provider for audit of data quality and implementation of PICQ technology.
12. In Canada, British Columbia, the first PICQ® coding data quality for hospitals is well underway and the number of hospitals participating in the coding analysis has increased from 10 to 16, paving the potential for implementation of PICQ® technology in these hospitals.
13. In the UK, BMT has agreed key terms for its first contract in the NHS for a PICQ® driven coding audit by Lancashire and South Cumbria Integrated Care Board. Two further regional audits have been agreed and contract terms should be finalized in H2 FY24.

Analytics & Knowledge Networks ("Analytics") *(Health Roundtable analytics and advisory)*

14. First national sale of Workplace Wellbeing software in New Zealand which will support Te Whatu Ora (Health New Zealand) monitor staff wellbeing.
15. The national Revenue growth in Q1 for Analytics was consistent with the prior year growth profile, driven by a +95% renewal rate and growth rate in new member of the Heath Roundtable.
16. Work is ongoing to upgrade the data platform infrastructure for Health Roundtable which deliver customer and operational improvements in the analytics service offering. The platform is expected to go live in 2H FY24

Beamtree

Outlook Re-affirmed with Strong Operating Momentum across all Four Segments

Overall, Beamtree continues to deliver solid revenue growth with organic growth of +23% in Q1 whilst carefully managing its cost base. The Company remains on track to deliver an operating profit in FY24.

The sales pipeline, particularly for international sales of our core products (RippleDown®, ADI and PICQ®), remains very strong with the company focused on securing some of these new customers in FY24 as well as continuing to develop its core product offering.

As a historical record, the following summary shows a pleasing continuation of progress across all four divisions of Beamtree for FY23.

Diagnostic Technology:

Q1 FY23 Highlights:

1. +29% revenue growth delivered in Q1 FY23 driven by new international contracts.
2. Ongoing pilot program with Coventry and Warwickshire Pathology Services network with the aim of future expansion of this agreement happening in FY23.

Q2 FY23 Highlights:

3. Revenue growth was 39% in 1H FY23 vs. 1H FY22, driven by new international contracts.
4. Increased pipeline of direct and partner opportunities with the continuous growth of the international interest for RippleDown®.
5. Entered a new strategic distribution agreement with Abbott for RippleDown® product for three years with an option to extend for years four and five, which further solidifies Beamtree's international growth and ambition with strong outlook for revenue growth.
6. Western Diagnostics Pathology (part of the Healius group) goes live with RippleDown®.

Q3 FY23 Highlights:

7. Revenue growth was 49% year on year driven by the additional revenue from the Abbott partnership and continued impact of contracts signed at the end of FY22.
8. Implementation of RippleDown® trial with Coventry and Warwickshire Pathology Services for another 6 months agreed.
9. Further investment of management time into the relationship with Abbott aimed at closing larger customer co-sales (Tier 2) pipeline into FY24.

Q4 FY23 Highlights:

10. Eight of the 11 new licenses secured through Abbott in the second half of FY24 go live.
11. Management focus on co-sales (Tier 2) pipeline development in Europe, Middle East, Asia Pacific and Latin America. Initial offline analysis agreed with three major Abbott laboratory clients.
12. Preparations for launch of RippleDown® by Abbott in the United States in Q1 FY24
13. RippleDown® now live with client in South Africa
14. Ongoing investment in RippleDown® work has commenced to add machine learning for automated rules prompts to existing AI capabilities.

Clinical Decision Support

Q1 FY23 Highlights:

15. ADI now operational in two hospitals in Australia.
16. Pilot programs ongoing in three other hospitals.
17. An offline analysis of 50,000 patients validated the superiority of ADI in comparison to existing standard early warning tools in predicting deterioration of patients up to 24 hours before acute deterioration occurs.

Q2 FY23 Highlights:

18. Growth in revenue for CDS was driven by revenue from pilot programs in hospitals in Australia and internationally.
19. Signed a memorandum of understanding with Milton Keynes University Hospital (MKUH) NHS Foundation Trust of the United Kingdom to create a centre of excellence that will promote the use of automation as a means to overcome many of the challenges currently faced by the NHS in the United Kingdom. The Trust is tasked to trial Beamtree's AI products and implement where

Beamtree

they believe these will make a significant impact and assist Beamtree to sell its products across the whole of the NHS.

Q3 FY23 Highlights:

20. Ongoing investment in the ADI product upgrade to deliver an easy to integrate and easy to use product.
21. 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.
22. ADI trial implementation commenced at Milton Keynes University Hospital NHS Foundation Trust.
23. Pipeline of potential prospects for ADI continues to grow in the NHS and other international markets.

Q4 FY23 Highlights:

24. Gold Coast Hospital and Health agree to innovation partnership.
25. Peer-reviewed paper published in international journal 'Resuscitation' which confirms that in a ten-month trial of ADI in Sydney hospital major adverse events and length of stay were materially reduced because of advance warning of deterioration.
26. Agreement with Asia-Pacific Hospital Authority to move to procurement of ADI.
27. Development of new dashboard visualisations mean ADI can support whole of hospital critical care and resource management – this is stimulating pipeline development in all our key markets.

Coding Assistance and Data Quality ("Coding")

Q1 FY23 Highlights:

28. +11% revenue growth delivered in Q1 FY23 with strong renewals and price growth.
29. Large opportunities in the Middle East and Asia for PICQ® are being pursued.

Q2 FY23 Highlights:

30. Revenue growth is +10% in 1H FY23 vs. 1H FY22 with strong renewals and price growth across our two core data quality products, PICQ® and RISQ™.
31. Strategic partnership with Kingdom of Saudi Arabia with partnership with Lean Business Services.
32. Focus on developing the international sales pipeline, which is the largest across the company and has the target of closing opportunities in 2023.

Q3 FY23 Highlights:

33. Revenue growth for Q3 year to date was ~10% with continued strong renewals and commencement of pricing uplift to existing customers.
34. Award of health information management strategy contract in the Kingdom of Saudi Arabia (KSA) alongside our partner Lean. This contract is expected to help Beamtree continue to build its presence and reputation in a new core market with the aim of providing PICQ® to improve the data quality in the KSA healthcare system.
35. Further investment in progress in developing coding related opportunities in the United Kingdom, North America and Singapore.

Q4 FY23 Highlights

36. Formal announcement of new contract win in Saudi Arabia with the Center for National Health Insurance to develop national Health Information Strategy. Implementation underway.
37. Successful completion of pre-procurement process for national tender for coding audit technology in the Middle East.
38. First contract announced in North America with Provincial Health Services Authority (PHSA) to complete a coding quality review and provide education and training services for the health

information manager and coder teams for several hospitals in British Columbia, Canada as a baseline to support plans for automation of clinical record coding audit in the future. This is our first major project in North America and was awarded via a public procurement.

39. Rolled out material price increases (+20%) across customers in ANZ with renewals at +95%

Analytics & Knowledge Networks ("Analytics")

Q1 FY23 Highlights:

40. Acquisition of Potential(x) in October 2021.
41. +10% revenue growth on a like for like basis, driven by a strong renewal and growth rate in the Heath Roundtable activities and wellbeing program sales.

Q2 FY23 Highlights:

42. Revenue growth is +10% in 1H FY23 vs. 1H FY22. Analytics & Knowledge Network represents around 45% of the Group's total revenue.
43. New contractual terms with Health Roundtable, for a new long-term contract to Jul 2031 and a $1m revenue project to modernise the data platform used to deliver Health Roundtable services.

Q3 FY23 Highlights:

44. Revenue growth continues at +10% in Q3 year on year driven by strong renewals.
45. Continued investment in developing a new three-year strategy for our key customer, Health Roundtable based on investment in a new data platform infrastructure and enhanced member services.

Q4 FY23 Highlights:

46. First state government contract to provide analytic services.
47. Continued success in implementation of digital transformation program for Health Roundtable

-ENDS-

Authorised for release by the Chairman of the Board.

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

About Beamtree

Beamtree (formerly PKS Holdings) is a leading provider of decision support and data insights solutions, Beamtree supports healthcare providers globally. We believe in creating a better future for health by turning data into insights and action through automation.

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

FY23 Annual General Meeting

21 November 2023

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, 21 November 2023.

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.

AGM AGENDA

1. Chair's address
2. CEO Update
3. Order of Business
4. Q&A

Board of Directors

Mike Hill

Chairman of the Board

Emma Gray

Non-Executive Director

Stephen Borness

Non-Executive Director

James Birch

Non-Executive Director

Brad Lancken

Non-Executive Director

Tim Kelsey

Chief Executive Officer

CEO Update

1. Beamtree Strategy

2. FY23 Highlights

Beamtree Strategy

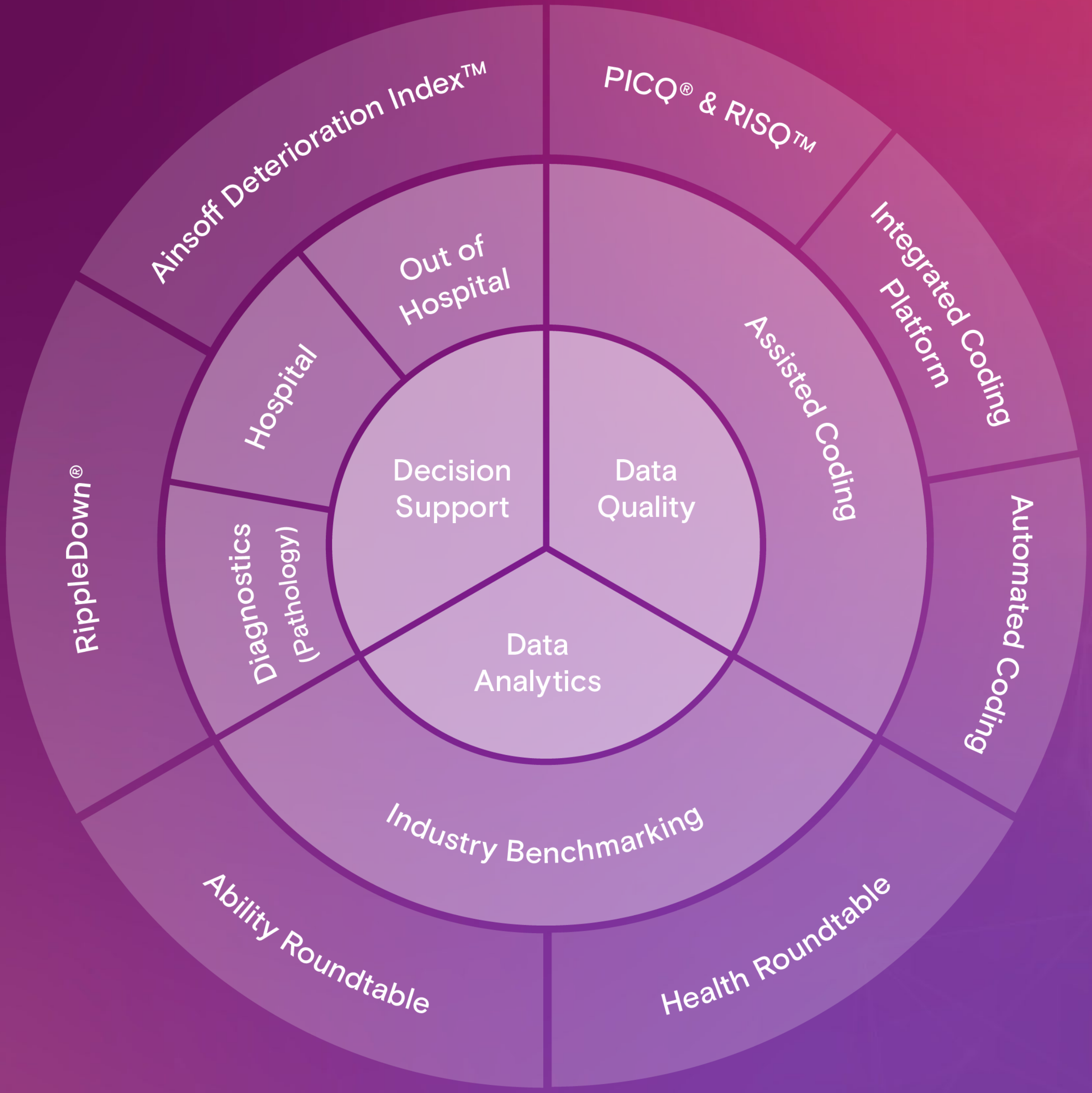
Beamtree®

Creating a better future for health

As a global AI health technology company, we empower organisations to deliver exceptional patient care.

We strive to create a better future for health by turning data into insights and action through automation.

Beamtree is committed to supporting learning health systems



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

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™

Clinical Decision Support

Combining human and artificial expertise with machine learning to enhance decisions that improve care, value and experience.

Ainsoff™ Deterioration Index

Analytics and Knowledge Networks

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

HEALTH ROUNDTABLE

the ability roundtable

Workforce Wellbeing Collaborative Program

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 scarce clinical resources through automating and standardising work	Recurring License + volume based fee, Typically annual or multi year contracts
	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	
Coding Assistance and Data Quality	Picq® Risq™	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 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/ward bed days and a safety net for clinical teams	Recurring licence fee New products so pricing model evolving
Analytics & Knowledge Networks	**Together with** HEALTH ROUNDTABLE	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

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

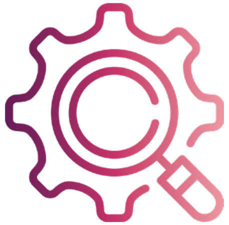
Clinical Decision Support in acute care

Coding Assistance & Data Quality

Analytics & Knowledge Networks

RippleDown™ Expert RippleDown™ Auditor Ainsoff™ Deterioration Index Picq® Risq™ HEALTH ROUNDTABLE

The Problems We Help Solve



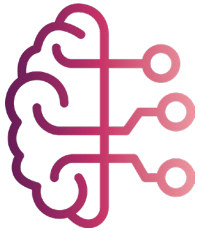
Tackle unwarranted variation

Offer revenue assurance

Promote transparency

Drive automation

Address equity of access and resource allocation



Bridge knowledge gaps

Increase efficiency, reducing errors

Improve quality of data

FY23 Highlights

FY23 Financial Highlights

↑25% PCP*	↑38% PCP	↑78% PCP	↑64% PCP	$8.8M
Annual recurring Revenue	Reported Revenue	International Revenue	Operating Loss	Cash
$22.8M	$22.8M*	$7.3M	$(1.4)M	+$0.8M Operating cashflow

***Reported recurring revenue growth +51%**

- Prior Corresponding Period "PCP"

FY23 Divisional Highlights

43%
YoY Revenue Growth

Diagnostic Technology:

Indirect Sales: via partnership with Abbott Laboratories Inc.

- Dec 22 signed a new distribution partnership with Abbott.
    - Growing pipeline going into FY24.
    - Second co-sale (Tier 2 - large licencing contract with revenue sharing economics) now agreed.
    - Significant tier 1 licence sales pipeline following 11 new tier 1 licences issued in FY23.
- Abbott recurring revenue doubled in FY23.

Direct Sales:

- Q1 FY24, agreement to implement RippleDown in Coventry & Warwickshire NHS trust post pilot, providing a strong reference site in the UK.
- Supported the largest implementation of RippleDown to date in South Africa and new large client in Australia.
- Pipeline growing in core markets (ANZ, UK, Canada, Europe) with several paid for offline analysis planned for 1H FY24.

RippleDown™ Expert   RippleDown™ Auditor

34%
YoY Revenue Growth

AI Clinical Decision Support:

Scientific endorsement of Beamtree AI in transforming patient safety

- ADI research published in 'Resuscitation' journal confirming positive clinical and operational impact on adverse events and length of stay.
- Publication coincides with improved management of deterioration emerging as global health priority.
- Appointment of Beamtree AI professor at University of Sydney

Sales momentum:

- Australia - ADI technology implemented in South Australia and New South Wales.
    - Strategic partnership signed with Gold Coast with ADI targeted as first collaboration
- Asia Pacific - negotiating multi hospital implementation
- United Kingdom - being implemented in two leading NHS hospitals.

Ainsoff™ Deterioration Index

FY23 Divisional Highlights

~10%
YoY Revenue Growth

Coding Assistance and Data Quality

Audit & Advisory – lead generation toward product implementation

- Saudi - awarded $1m health information management strategy contract alongside our partner Lean.
- Saudi - tendering to 2 further significant audits in Saudi
- Canada - awarded $0.5m contract to audit coding data for a group of hospitals in British Columbia
- UK - ongoing negotiations around audit opportunities in NHS England

Sales momentum

- Pre-procurement process for two national agency implementation of PICQ in Middle East and Asia Pacific (following completion of audits)
- Continued investment in international coding opportunities in core markets. Coding sales pipeline +$10m.
- Implemented +20% price rise for PICQ in Q4 (ANZ).

20%
YoY Revenue Growth

Analytics and Knowledge Networks

Sales momentum

- 45% of group revenue, +95% renewal rates
- Revised contract with largest customer, Health Roundtable, to invest $2m in a new data platform and enhanced member services. Contract now in place to July 2031.
- Continued new growth in Beamtree's analytics offering across ANZ.

Growth focus

- Aged Care
- Disability and Mental Health
- AI analytics
- International expansion leveraging other international activities

FY24 YTD Trading

RippleDown™ Expert

RippleDown™ Auditor

Diagnostic Technology:

Indirect Sales via partnership with Abbott Laboratories Inc.

- 3 new licences YTD (Greece, Mexico and Italy).
- Second co share agreement signed in AINZ
- Third co sale agreement expected to sign by Dec 23

Direct Sales:

- Pipeline growing in core markets (ANZ, UK, Canada, Europe) with several paid for offline analysis in 1H FY24.

Ainsoff™ Deterioration Index

AI Clinical Decision Support:

- New ADI customer, Gold Coast Hospital and Health Service, signed in Q1 with aim of acting as a reference site for QLD
- Awareness of product growing in Australia and pipeline has significantly grown in last 4 months
- Regulatory process in Europe underway

Picq®

Risq™

Coding & Data Quality:

- Extension of our partnership with Lean in Saudi Arabia to develop an innovative integrated coding solution leveraging existing Beamtree products. New product to be available by end of 2024.
- Implementation of material price increases in ANZ with minimal churn experienced.
- Expanded participation to 16 hospitals in coding data quality audit in British Columbia
- Agreed key terms for 2 coding audits in the UK with work to commence in early 2024.

Knowledge Networks

Workforce Wellbeing Collaborative Program

Knowledge Networks & Analytics:

- Ongoing work to upgrade data platform infrastructure for Health Roundtable to deliver customer and operational improvements
- Enhanced customer engagement model via reallocation of opex into more senior healthcare resources.
- Entered into a new Wellbeing contract for whole of NZ.

FY24 Outlook

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

Targeting FY24 organic revenue growth of +20%

Q1 FY24 growth 23%

Continued focus on cost management with cost growth % targeted to be lower than revenue growth %

Beamtree targeting to deliver a positive operating profit in FY24

1H FY24 profit similar to 1H FY23

Divisional Growth

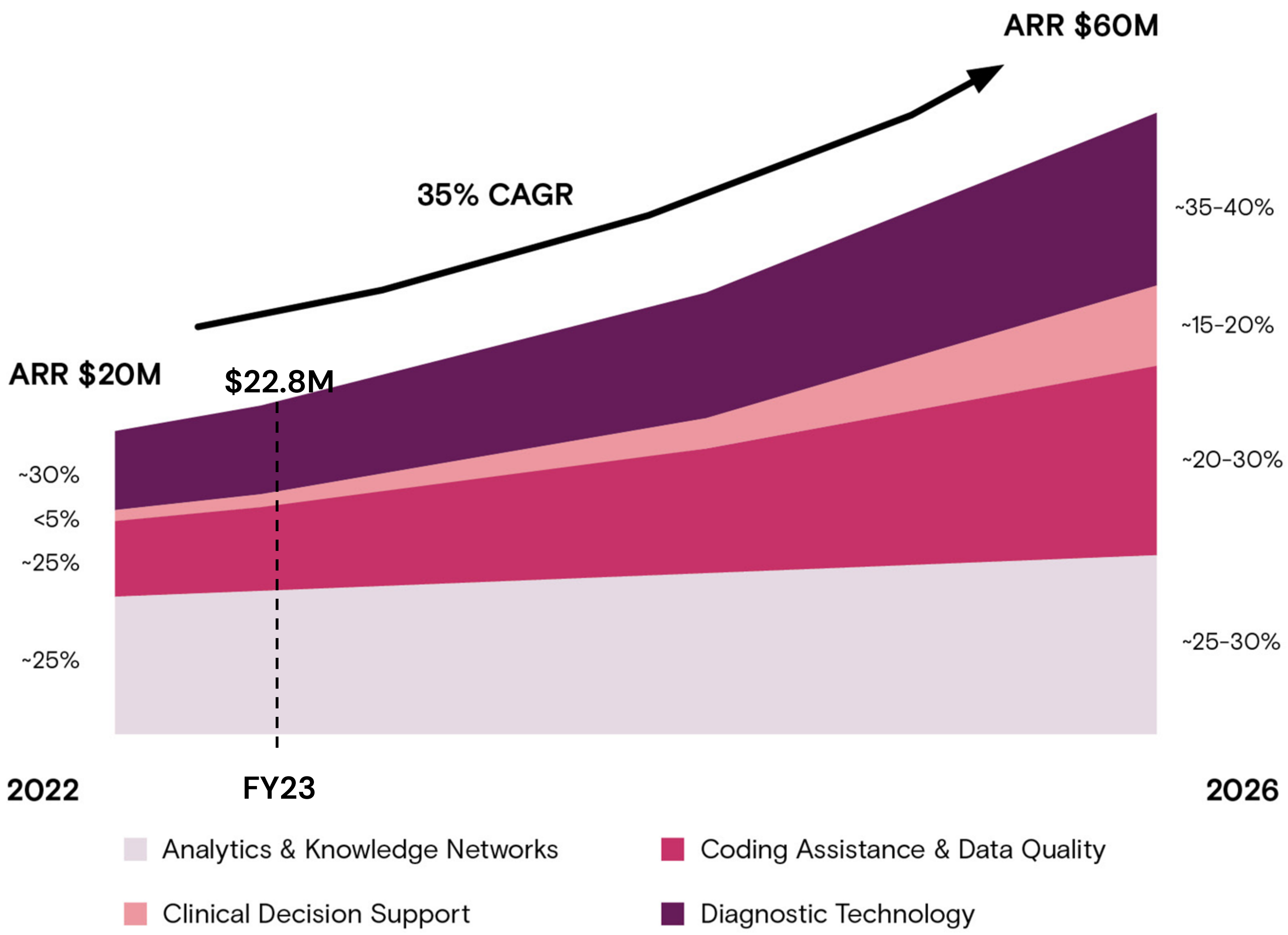
Diagnostic Technology: Capitalise sales momentum on direct and indirect (Abbott) pipeline

Clinical Decision Support: Expand ANZ footprint and focus on sales momentum in international markets

Coding Assistance & Data Quality: Additional data quality audits leading to significant product sales

Analytics & Knowledge Networks: Upgrade data platform infrastructure and related services to drive growth

Long Term Horizon – Reaffirm Conviction



Main Drivers of Growth:
~70% of the growth will come from overseas market

- Abbott (3+2 year) contract with revenue share
- International direct RippleDown® Sales
- Sales of Clinical Decision Support products both in ANZ and Internationally
- International expansion of coding products into new markets
- New Health Roundtable 8 year contract signed with investment in data analytics platform

Thank you