Beamtree

2021 Annual General Meeting

28 October 2021

Better has no limit

Board of Directors

Mike Hill

Chairman of the Board

James Birch

Non-Executive Director

Stephen Borness

Non-Executive Director

Andrew Gray

Non-Executive Director

Brad Lancken

Non-Executive Director

Paul Williams

Non-Executive Director

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AGM Agenda

1 Chair's Address

2 Management Update
- FY21 Highlights
- Potential[(x)] Acquisition / Integration
- 1Q FY22 business update

3 Order of business
- Resolutions

4 Q&A

Beamtree enjoyed a record year in FY21 and completed major acquisitions

We have won major contracts in Australia and internationally

Retention and renewals reached record rates in FY21

Ai Key acquisition of Ainsoff to drive AI product innovation

We're growing with a new name, new people, new products and more customers globally

Key acquisition of Potential$^{(x)}$ making us Australia's largest health data and AI decision support platform

Beamtree products are helping providers improve the efficiency of their services, deliver better quality care and minimise waste to reinvest into health for the benefit of all.

Record Growth and Global Impact FY21

50.4m+

people touched by Beamtree
implementations every year

Beamtree is a proud Australian company
supporting customers globally
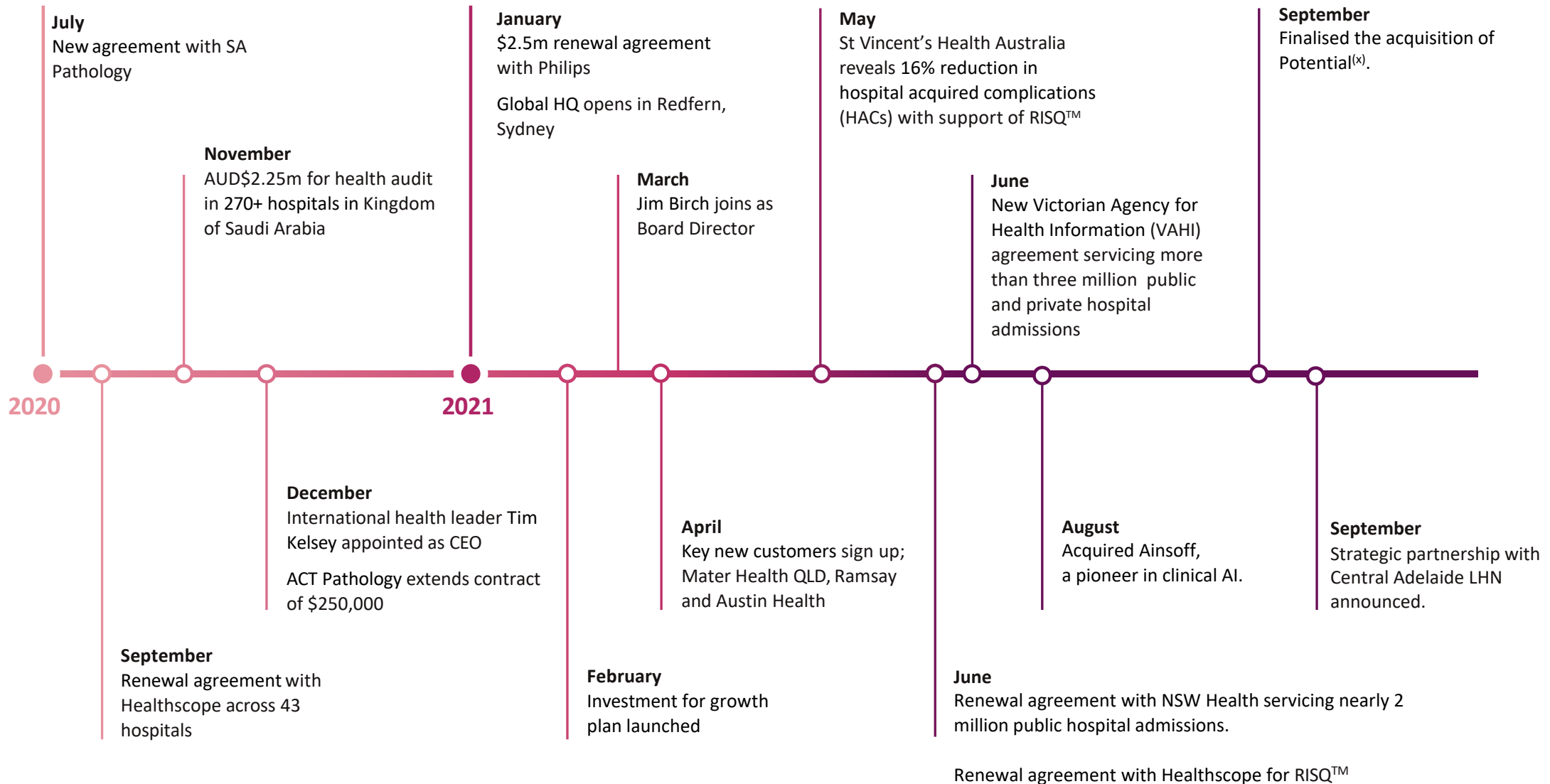
1000+ Hospitals	**155+** Labs	**705+** Hospitals	**4** Continents	**22** Countries	**140+** Customers

Highlights of a strong year of growth

2020

July
New agreement with SA Pathology

September
Renewal agreement with Healthscope across 43 hospitals

November
AUD$2.25m for health audit in 270+ hospitals in Kingdom of Saudi Arabia

December
International health leader Tim Kelsey appointed as CEO

ACT Pathology extends contract of $250,000

2021

January
$2.5m renewal agreement with Philips

Global HQ opens in Redfern, Sydney

February
Investment for growth plan launched

March
Jim Birch joins as Board Director

April
Key new customers sign up; Mater Health QLD, Ramsay and Austin Health

May
St Vincent's Health Australia reveals 16% reduction in hospital acquired complications (HACs) with support of RISQ™

June
New Victorian Agency for Health Information (VAHI) agreement servicing more than three million public and private hospital admissions

June
Renewal agreement with NSW Health servicing nearly 2 million public hospital admissions.

Renewal agreement with Healthscope for RISQ™

August
Acquired Ainsoff, a pioneer in clinical AI.

September
Finalised the acquisition of Potential[(x)].

September
Strategic partnership with Central Adelaide LHN announced.

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Growth strategy delivers at home and internationally

Winning customers

Major new client wins for PICQ® (data quality) and RISQ™ (benchmarking services) in Australian hospitals. These services now assess around 90% of inpatient activity in Australia.

International expansion

Winning first national data quality audit in Kingdom of Saudi Arabia (TCV AUD $2.25m), following success in Ireland and Singapore.

Growth in pathology

RippleDown® Artificial Intelligence (AI) decision support expanded into pathology services in several new countries with channel partners Abbott and Philips

Investment in growth

Investment in product, technology and go-to-market capacity delivers rapid service enhancement and improved volume of direct sales. Major new releases for RippleDown® and PICQ®.

Financial Summary FY21

+109% growth in group's revenue and 20% YoY on pro-forma basis*

Strong **total revenue** performance $8.9 million

ARR 15% Growth*

Continued **annualised recurring revenue** growth YoY

78% recurring revenue

Exceeded **management forecast**

34% operational EBITDA margin

$3.1 million

$14.1 million in cash

Strong cash position and **zero debt**

99% customer renewal

Globally

*Pavilion Health was acquired in May 2020. 2020 pro-forma represents the combined 12-month figures for both PKS and Pavilion Health. Excludes pro-forma for Potential(x) and Ainsoff.

Beamtree

Successfully completed the acquisition of Potential(x)

Business Overview

End User

There's too much data, how do I get meaningful information to improve?

How are we performing relative to peers?

Who is performing best, and what can I learn?

How can we implement and sustain?

Collaborative Partnerships

the ability roundtable

HEALTH ROUNDTABLE

HBN Hospital Benchmarking Network

Australian Private Hospitals Association

Potential(x)

Partner (or create) "By Industry, For Industry" collaboratives

People, Products & Services

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FY21 pro-forma P&L

Beamtree + Potential(X)

Commentary

- The acquisition of Potential(x) significantly increases Beamtree's scale with the combined business having $20m of total revenue of which 86% is recurring revenue

- Combined group's ARR as at 30 June 2021 of $16.2m

- Group remains strong Operational EBITDA at 29%

($,000)	Beamtree FY21A	Potential(X) FY21A	Beamtree Pro-forma FY21PF
Recurring – Software Subscription & Licenses	6,138	1,061	**7,199**
Recurring – Data Analytics Platform	-	8,591	**8,591**
Recurring – Service	448	-	**448**
Non recurring – Consultancy & Advisory	1,800	818	**2,618**
Other income	554	533	**1,087**
Total Revenue	**8,940**	**11,003**	**19,943**
COGS	(2,656)	(3,694)	**(6,350)**
Gross profit	**6,284**	**7,309**	**13,593**
Total Opex	(3,220)	(4,673)	**(7,893)**
Operational EBITDA	**3,064**	**2,636**[1]	**5,700**
% margin	34%	24%	**29%**

FY21 pro-forma revenue composition

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Potential X

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Pro-forma

Legend

● Recurring - subscriptions, licenses and services

● Non-Recurring - consultancy and advisory

$6.7m ARR
21%
79%

$9.5m ARR
8%
92%

$16.2m ARR
14%
86%
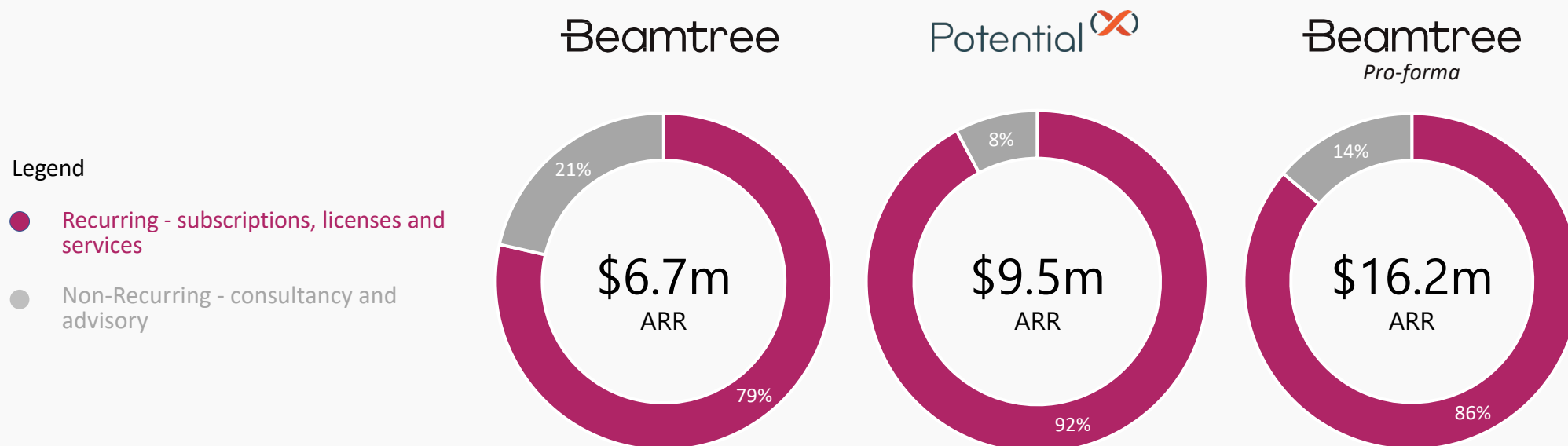
Commentary

The acquisition of Potential[(x)] will increase Beamtree's recurring revenue to 86% of total revenue (79% pre-acquisition)

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Beamtree and Potential^(x) Integration

Over the next few months, the Beamtree and Potential^(x) teams will continue to work on the post-merger integration. The strategic objectives of the merger are to:

- Accelerate growth in new global markets and adjacent sectors

- Add value and market access for existing solutions and software

- Reduce barriers to entry in ANZ market (immediate market share, expertise and insight into public hospital sector)

- Grow our people, leadership, industry and technical expertise

- Be cash flow positive and profitable

- Integration of Potential^(x) analytics and insights into other software and markets

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Beamtree and Potential$^{(x)}$ Integration

We have identified seven post merger integration guiding principles

1   *Customers who positively experience our service and innovations* – so they advocate our brand

2   *Value Creation* – through appropriate focus on strategy, governance, risk, revenue and shareholder return

3   *Empowered people who value and develop each other* – creating a collective growth mindset

4   *Clear strategic direction* – organised through a One Beamtree structure

5   *Efficient processes and optimal resources* – so we have the capacity to achieve our objectives

6   *Communications that stakeholders value* – exchanging knowledge and influence

7   *High quality evidence-based decision making* – supporting a positive and joined up culture

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Successfully completed the acquisition of Ainsoff

Artificial intelligence supporting clinical decision support

The Beamtree team has been joined by expert clinical leaders. David and Levi, who both have qualifications in computer science and medicine, utilised RippleDown® technology to create products that can improve safety and value in the crucial areas of patient risk, clinical documentation and critical alerts.

Dr Levi Bassin
Cardiothoracic Surgeon at the Royal North Shore Hospital in Sydney

Dr David Bell
Cardiothoracic Trainee,
Royal Australasian College of Surgeons

Clinical trial outcomes

The first of our clinical decision support tools performed better than existing early warning systems.

It demonstrated greater specificity and significantly reduced the number of false alarms, enabling targeted action from treatment teams, early prediction of mortality and ICU admission providing clinical staff valuable time to intervene before deterioration.

David Bell et al Critical Care Medicine 2021
- A trend-based Early Warning Score can be implemented in a hospital EMR to effectively predict inpatient deterioration.

Patient Deterioration Detection
The first commercially available prediction tool that uses real-time trend analytics to help inform clinical decision-making and reduce the number of false positive alerts.
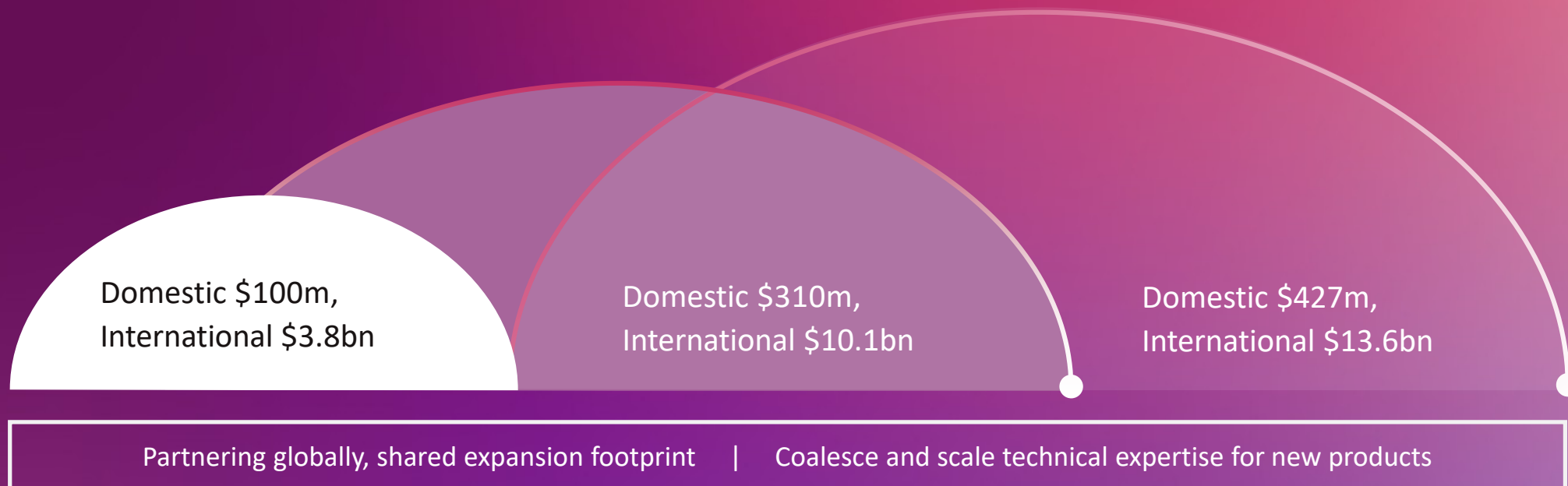
Clinical Documentation Tool
Technology that improves in-hospital and post-discharge patient experiences, ultimately improving the quality of care.

Automated Critical Pathology Alerts
A revolutionary tool that immediately notifies on-call clinicians about urgent results in the context of the patient condition, and in real-time, supporting clinical decisions.

Successful acquisitions drive Beamtree's future growth

Domestic $100m, International $3.8bn

Domestic $310m, International $10.1bn

Domestic $427m, International $13.6bn

Partnering globally, shared expansion footprint | Coalesce and scale technical expertise for new products

Pillar 1: Scale the Core - expansion

- Expand existing products across shared and new markets
- Cross customer opportunities to value add through expanded product range
- Exporting Australian and New Zealand health expertise and insights to new and existing global clients

Pillar 2: Leverage the Core – innovation

- Best in class international analytic and benchmarking services for hospitals
- AI assisted clinical record classification services
- Ainsoff Clinical Decision Support applications
- Global communities of practice for health outcome improvement

Pillar 3: Expand the Core - transformation

- New data tools
- Automated coding
- Real time analytics transforms automation of clinical decision making
- Person centred analytics for personalised medicine and genomics

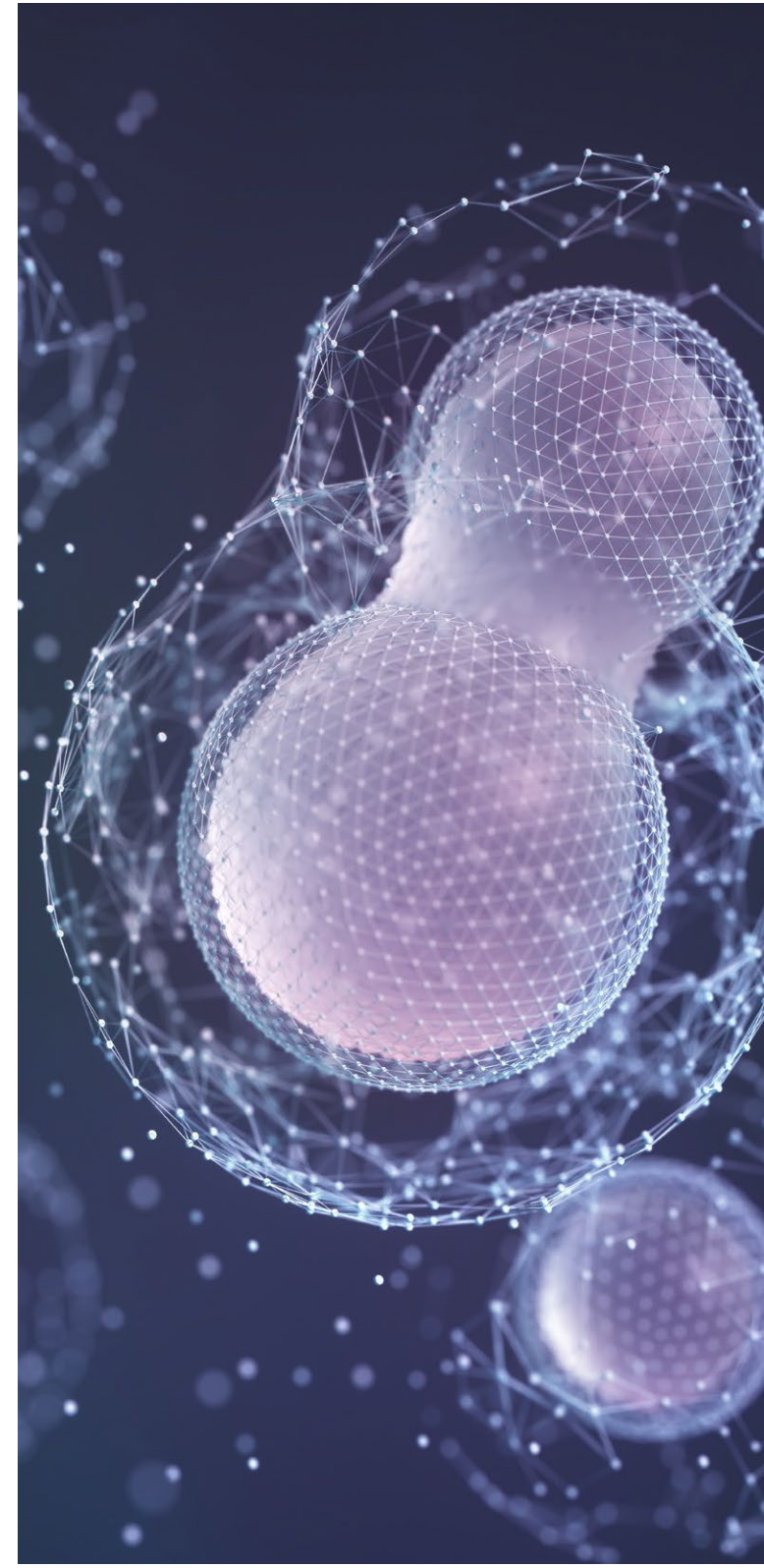**New and expanded markets, including:** Aged care, community, disability

Implementing the growth strategy

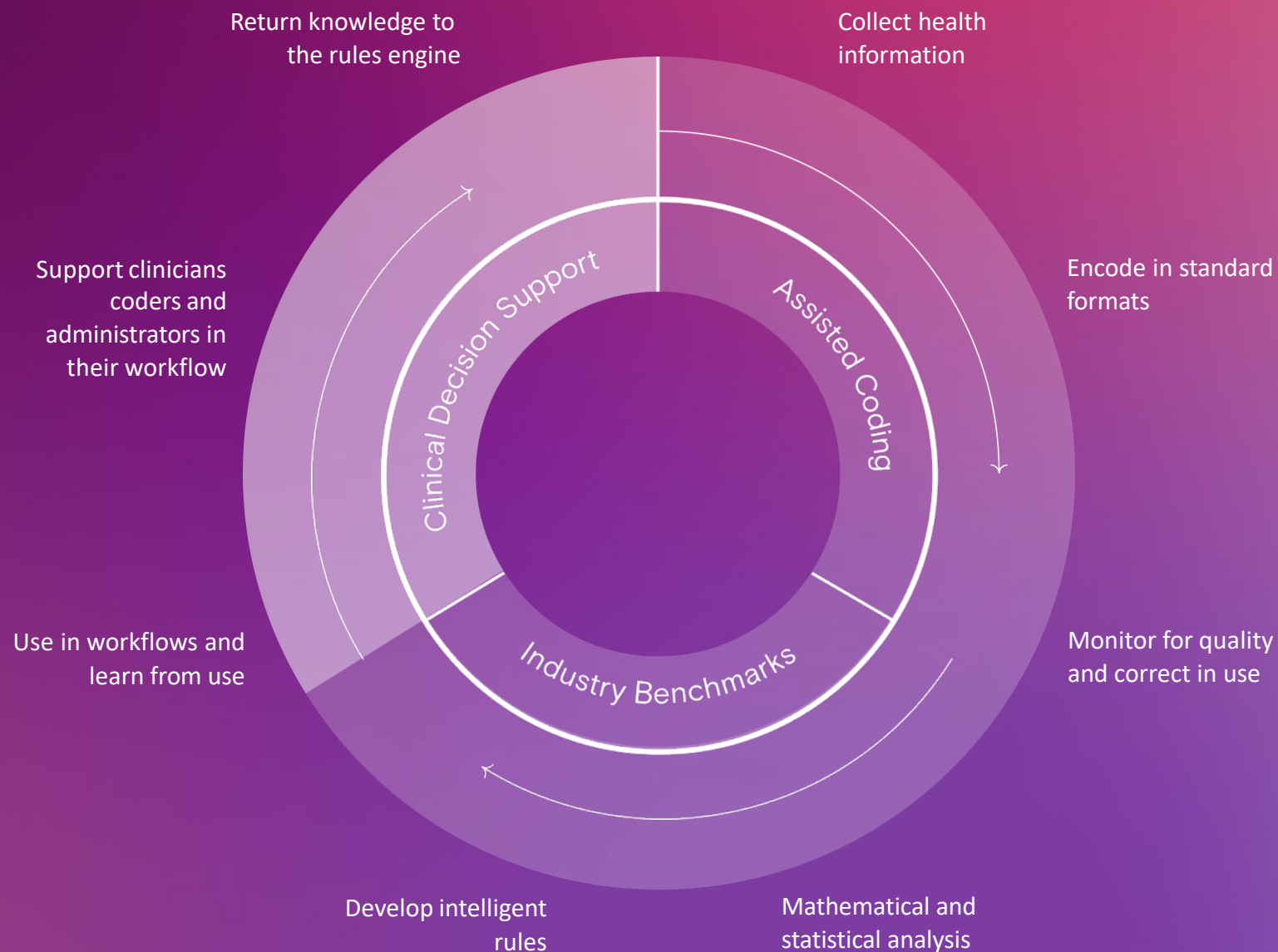Automation of coding

Global analytics

International success

Building research and thought leadership

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How we create value
The Learning Health System

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

Return knowledge to the rules engine

Collect health information

Support clinicians coders and administrators in their workflow

Encode in standard formats

Clinical Decision Support

Assisted Coding

Industry Benchmarks

Use in workflows and learn from use

Monitor for quality and correct in use

Develop intelligent rules

Mathematical and statistical analysis

Transforming knowledge management in healthcare

The integrated platform builds on world-class core products for information and knowledge management. It empowers a learning health system, provides end-to-end support from the moment of data collection and classification through quality and performance benchmarking to clinical decision-making at point of care.

The Beamtree knowledge management platform

Computer coding of clinical records, automation of reporting and documentation

Enhanced **quality** surveillance, drawing attention to the things that matter and providing education resources

Real-time management information and benchmarking, from and for the individual to the health care group

Real-time **decision support** for clinicians and patients – highlighting what matters, designed for the user as an individual or group

Improved **outcomes** for patients, through surveillance, benchmarking, alerts and communication

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1Q FY22 Trading Updates

Key new contracts including major strategic partnerships with Southern Health DHB in New Zealand to implement proprietary data capture bar coding technology to support quality surveillance of outcomes in allied health, and a strategic partnership with Central Adelaide Local Health Network (CALHN) in South Australia to implement its decision support platform

FY22 Q1 Revenue Growth +23.1% PCP (excludes acquisitions as completion date is 30 Sep)

100% retention rate of contracts in the first quarter, including major renewals with Healthscope and the Victorian Agency for Health Information.

Delivered key contract milestone to deadline in the Kingdom of Saudi Arabia where it is running a national audit of public hospitals. Milestone 2 was achieved after successful delivery of reviews of coding performance in more than 100 major hospitals and a national training program.

Launched the Global Health Comparators (GHC) program, a collaborative led by its international hospital members and committed to improving patient-centred care worldwide. The program will integrate the successful Global Health Data@Work initiative into Beamtree, including its existing membership of eight hospitals from the United States, England, Italy, the Netherlands and Belgium. The initiative leverages the capabilities of new acquisition Potential[(x)] – an early strategic synergy.

Beamtree Global Impact Committee

The GIC is an advisory board that will provide advice on strategies and policies, promote best practice and innovation in health data, and advance the Beamtree mission to mobilise the power of data for a healthier, happier world.

The GIC will lead thought leadership programs to promote the priority of quality in healthcare and convene an annual international conference organised by Beamtree. It will oversee programs to empower global comparison of health outcomes and pro-bono initiatives to support improvements in data quality in developing nations.

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Beamtree Global Impact Committee

Dr. Mark Britnell (Chair UK)
International health reform expert who has served governments in more than 80 countries

James Birch AO (Australia)
Beamtree non-executive director and GIC observer

Martin Bowles AO PSM (Australia)
National Chief Executive Officer of Calvary Health Care

Janet Davidson (Canada)
Administrator of Nova Scotia Health Authority, former chair Canadian Institute for Health Information

Andy Hardy (UK)
Chief Executive Officer of University Hospitals Coventry and Warwickshire NHS Trust (UHCW)

Tom Jackiewicz (USA)
President of the University of Chicago Medical Centre and Chief Operating Officer of the UChicago Medicine health system

Dr. Shane Kelly (Australia)
Group Chief Executive Officer of St John of God Health Care

Sir Bruce Keogh (UK)
Chair of the Birmingham Women's and Children's NHS Foundation Trust; former National Medical Director, NHS England

Prof. Low Cheng Ooi (Singapore)
CTO Sheares Healthcare ; former Chief Medical Information Officer, Ministry of Health, Singapore

Prof. Keith McNeil (Australia)
Acting Deputy Director-General, Chief Medical Officer (Prevention Division) and Chief Clinical Information Officer, Queensland Health

Tony O'Brien (Ireland)
Leadership, governance and strategy adviser ; former Director-General HSE, Republic of Ireland

Dr Sangita Reddy (India)
Joint Managing Director of Apollo Hospitals Enterprise Limited - Asia's largest and most trusted healthcare group

Prof. Walter Ricciardi (Italy)
Professor of Hygiene and Public Health at Università Cattolica del Sacro Cuore, Rome ; Scientific Advisor to the Italian Minister of Health for the coronavirus pandemic

Sara Riggiare (Sweden)
PhD student in selfcare for Parkinson's Disease at Health Informatics Centre, Karolinska Institutet, Stockholm, Sweden

Dr. Don Rucker (USA)
Physician leader with national clinical informatics success ; former US Federal National Co-ordinator for Health Information Technology

Roger Taylor (UK)
Author ; former chair, UK government's Centre for Data Ethics and Innovation

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Thank you for your attendance

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