Beamtree

Business update

17 May 2022

Beamtree mobilises
the power of data and
automation for a **healthier,
happier world.**

Better Has No Limit: the problems we solve

The best health services deliver value for money by reducing avoidable mortality, waste, length of stay, readmissions and cost of care.

Complications are costly. One in nine patients who go to hospital suffer a complication, which costs Australian hospitals more than A$5 billion a year.

15 per cent of hospital expenditure in high-income countries is due to human error or patients being adversely affected while in hospital.
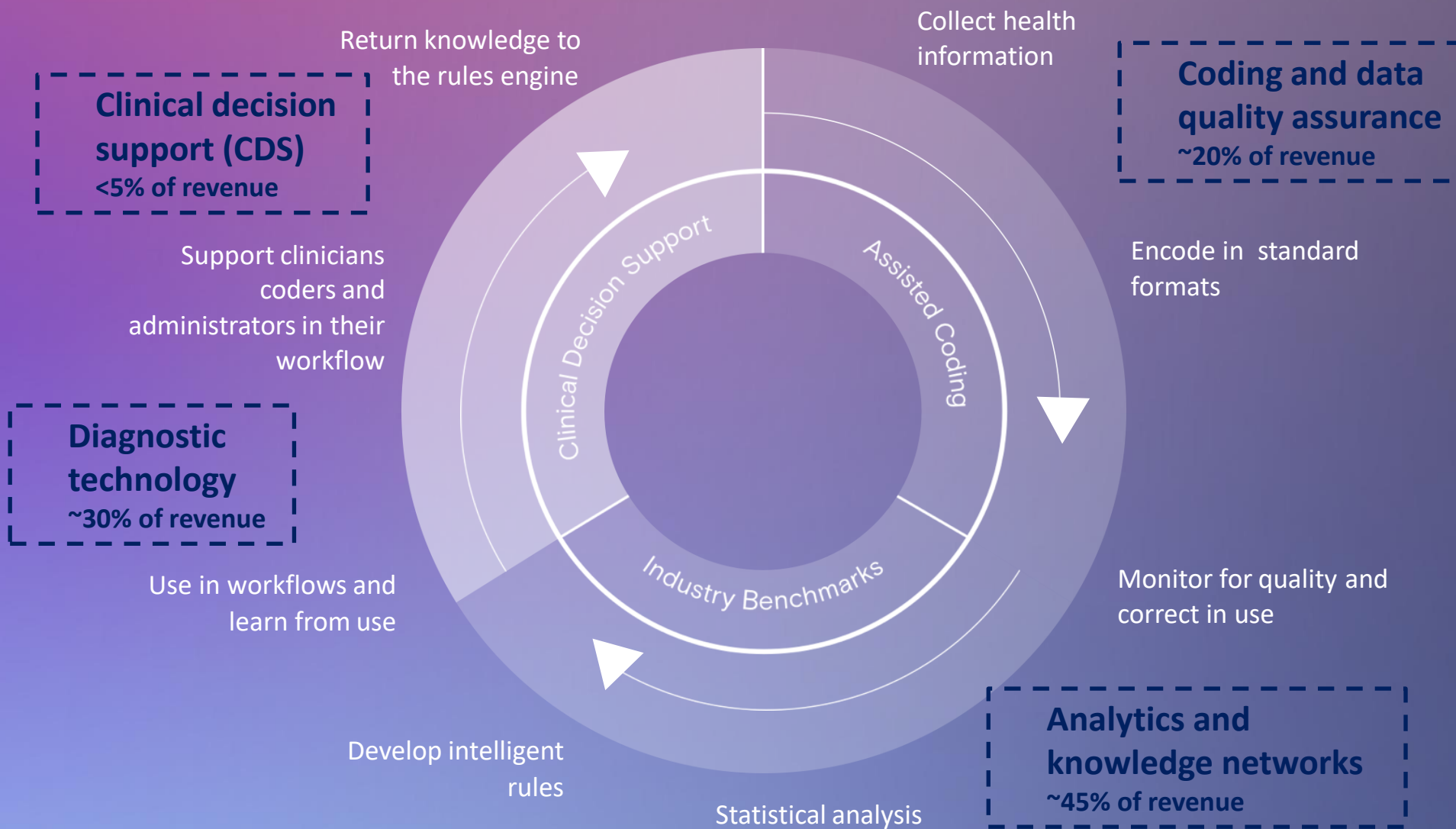
Beamtree can help:

- Tackle unwarranted variation against best value patient care

- Improve healthcare access and resource allocation

- Offer revenue assurance

- Manage Risk

- Promote transparency

- Drive automation

Beamtree
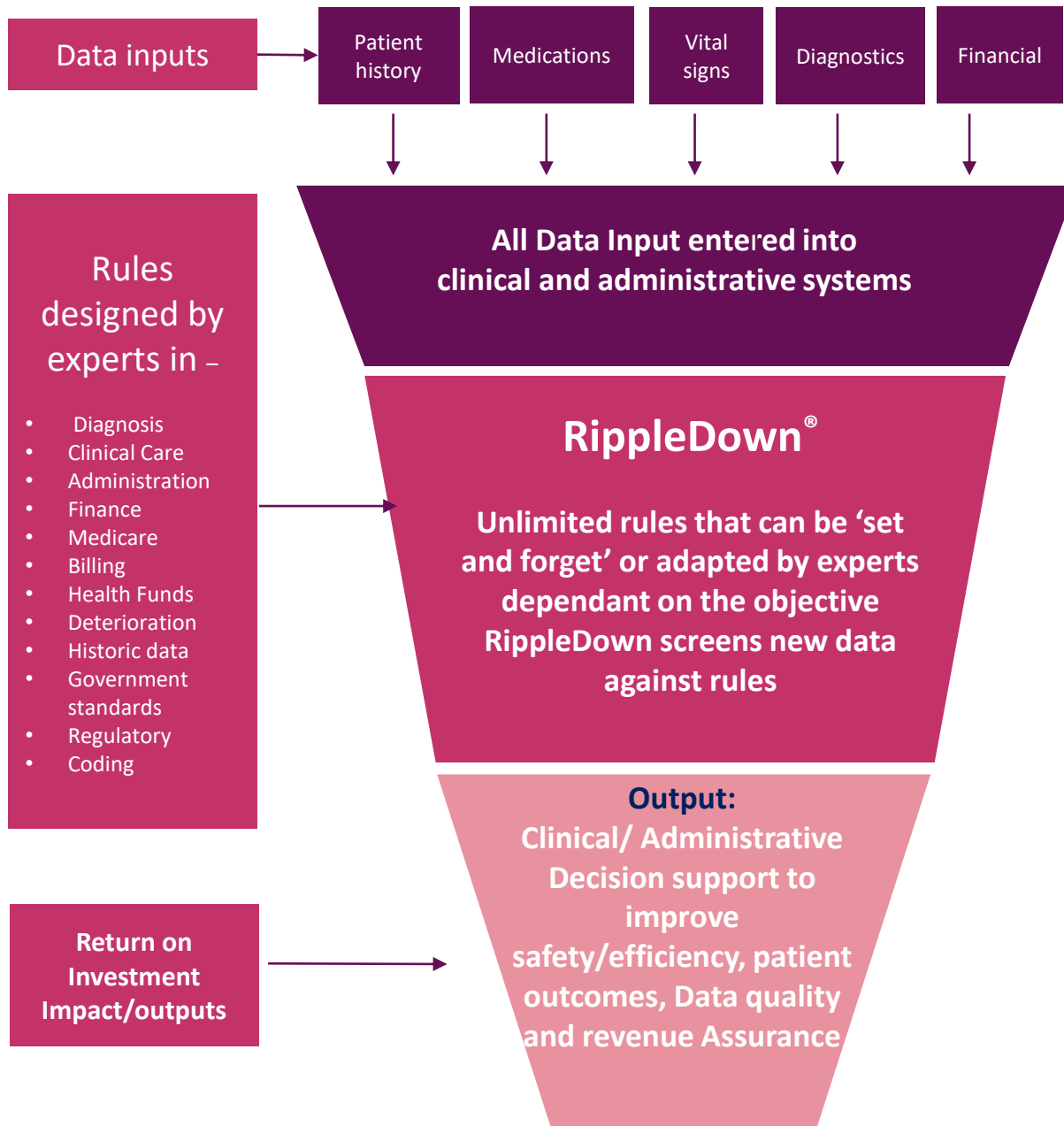
Creating a better future for Health

How we create value: the Learning Health System

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

Beamtree Product Families

Clinical decision support (CDS)
<5% of revenue

Diagnostic technology
~30% of revenue

Coding and data quality assurance
~20% of revenue

Analytics and knowledge networks
~45% of revenue

Return knowledge to the rules engine

Collect health information

Support clinicians coders and administrators in their workflow

Encode in standard formats

Use in workflows and learn from use

Monitor for quality and correct in use

Develop intelligent rules

Statistical analysis

Clinical Decision Support

Assisted Coding

Industry Benchmarks

Product Focus - RippleDown

Data inputs → | Patient history | Medications | Vital signs | Diagnostics | Financial |

All Data Input entered into clinical and administrative systems

RippleDown®

Unlimited rules that can be 'set and forget' or adapted by experts dependant on the objective RippleDown screens new data against rules

Rules designed by experts in –

- Diagnosis
- Clinical Care
- Administration
- Finance
- Medicare
- Billing
- Health Funds
- Deterioration
- Historic data
- Government standards
- Regulatory
- Coding

Return on Investment Impact/outputs →

Output:
Clinical/ Administrative Decision support to improve safety/efficiency, patient outcomes, Data quality and revenue Assurance

RippleDown application examples:

Traditional Application
1. RippleDown Diagnostics:
Clinical Decision Support (Expert and auditor)

- Creates efficient use of valuable expertise, making complex actions repeatable and scalable
- Minimises the chance of error and improves adherence to standards and efficient administration.

New Application
2. RippleDown Patient Care:
Ainsoff Deterioration Index and pathology alerts

- Clinical rules applied to patient events in real time to bring attention to potential deterioration or results needing action
- Minimises risk, and improves patient experience with a benefit to hospital resources

Emerging Application
3. RippleDown Coding:
Auto Coding (proof of concept phase) and Ainsoff 2

- Creates automated summation of patient record, recognises patterns of care to support assisted or automated coding
- Reduces risk of missed information and maximises event capture for reporting and planning, impacting funding and care

More rules = greater specificity, greater efficiency and safety gains, and more value realised by the customer.

Beamtree products

	Product	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	More value with 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	
Coding and data quality assurance	**RippleDown Coding**	Rules to summarise patient activity for **ICD 10 coding** standards reporting	Reduces human bottle neck in clinical record coding	Automation for patient summaries; Support continued automation in coding processes	**Recurring licence fee based on volumes**
	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	
Clinical decision support (CDS)	**Ainsoff** *Powered by RippleDown*	**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**
		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	
Analytics and knowledge networks	**Health Roundtable Ability Roundtable Global Health Comparators**	Combines data analytics solutions with peer-to-peer alliances	Accelerates innovation and knowledge diffusion amongst industry peers	Ensures best-in-class performance across industry peers leading to better patient outcomes	**Subscription revenue**
	Analytics as a service	Specialty areas of analysis based on client needs, focus on health safety quality and efficiency	Helps clients access and visualise the activity, safety and performance of their services	Immediate reporting efficiencies, clarity for improvement. Provides business case for secondary soln.	

Beamtree trading update - *New Contract Wins*

Diagnostic technology

- **Ampath five-year RippleDown® contract agreed:** new long-term strategic partnership
- **Lancet Laboratories two-year contract renewal:** renewed its diagnostic technology contract relationship of 10 years
- **First contract to trial RippleDown® in a major UK NHS pathology network:** two hospitals to implement a six-month proof of concept to trial RippleDown® across their pathology services network
- **Abbott Laboratories Inc. partnership extended:** continuing (transition) agreement signed with Abbott with both parties committed to a long-term partnership

- ~30% of FY22 revenue
- Focus on international expansion to drive accelerated growth
- Key growth area
- Positive cashflow

Automation of coding and data entry

- **Queensland trial of Beamtree automation of coding:** new strategic partnership to trial new Beamtree technology to automate clinical record coding
- **Trials of Beamtree automation of coding in two leading NHS Trusts in England:** secured 12-month proof of concept contracts to trial Beamtree's automation of coding technologies
- **New wins and 99% renewal rate in core PICQ and RISQ products:** confirming the importance of the product in helping health services manage quality and financial efficiency during the Pandemic

- ~20% of FY22 revenue
- New product investment in Auto coding in FY23 using RippleDown®

Clinical decision support

- **Key contract agreed with Sydney Adventist hospital for AI decision support in hospital care:** multi-year contract to help address patient deterioration and support urgent care
- **Central Adelaide goes to live trial of Ainsoff Deterioration Index after successful proof of concept:** first public hospital implementation of the Ainsoff Index implemented across four wards
- **International contracts for trial adoption of AI decision support in hospitals:** contracts agreed to trial and evaluate the Ainsoff Deterioration Index with leading English NHS hospitals with a strong international pipeline for AI decision support

- <5% of FY22 revenue
- FY23 focus to productise new CDS Ainsoff products
- CDS expected to drive growth from 2023 onwards

Analytics and knowledge networks

- **Partnerships with Health Roundtable and Ability Roundtable, cross over growth the Global Health comparators:** performance of Potential(x) is consistent with the expectations at the time of acquisition with renewals for Health Roundtable tracking at historical levels (~94%) and Ability Roundtable's Allied Health product has been renewed for another 12 months with a 21% increase in subscriptions and a total annual revenue YOY increase of 41% addition of Global Health comparators for expansion in new territories

- ~45% of revenue
- Mature, stable revenue stream
- Positive cashflow
- Exploring international expansion

Supporting healthcare providers globally

50m+

people supported by Beamtree
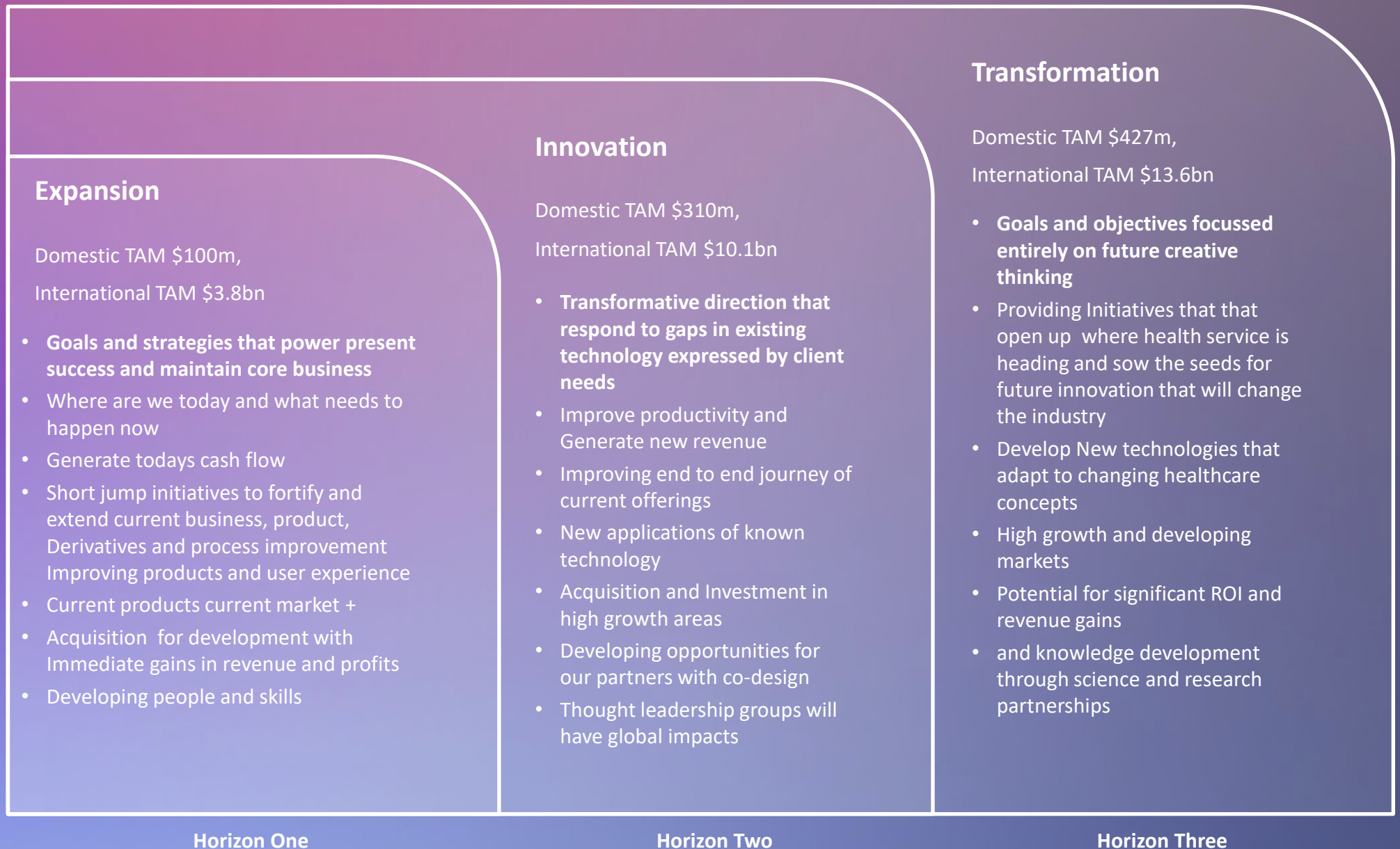implementations every year

| **1000+** Hospitals | **155+** Labs | **705+** Hospitals | **4** Continents | **23** Countries | **140+** Customers |

Driving Beamtree's future growth

Expansion

Domestic TAM $100m,

International TAM $3.8bn

- **Goals and strategies that power present success and maintain core business**
- Where are we today and what needs to happen now
- Generate todays cash flow
- Short jump initiatives to fortify and extend current business, product, Derivatives and process improvement Improving products and user experience
- Current products current market +
- Acquisition for development with Immediate gains in revenue and profits
- Developing people and skills

Innovation

Domestic TAM $310m,

International TAM $10.1bn

- **Transformative direction that respond to gaps in existing technology expressed by client needs**
- Improve productivity and Generate new revenue
- Improving end to end journey of current offerings
- New applications of known technology
- Acquisition and Investment in high growth areas
- Developing opportunities for our partners with co-design
- Thought leadership groups will have global impacts

Transformation

Domestic TAM $427m,

International TAM $13.6bn

- **Goals and objectives focussed entirely on future creative thinking**
- Providing Initiatives that that open up where health service is heading and sow the seeds for future innovation that will change the industry
- Develop New technologies that adapt to changing healthcare concepts
- High growth and developing markets
- Potential for significant ROI and revenue gains
- and knowledge development through science and research partnerships

Horizon One   **Horizon Two**   **Horizon Three**

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

Financial Summary 1H FY22

Growth and investment was the focus for the first half of FY22, despite ongoing challenges presented by the COVID-19 pandemic. Thanks to strong revenue performance and excellent customer retention rates, we were able to make significant investments across the business within our budgeted forecast. Our position remains strong as we enter the second half of FY22.

Strong total revenue performance $7.1 million **$7.1 million** +91% growth in group's revenue and 24% YoY growth exc. acquisitions	Recurring revenue **85%** Exceeded management forecast
Net cash of **$6.5 million** Position remains strong	ARR (annual recurring revenue) at 31 Dec 2021 **$16.8 million** Continued annualised recurring revenue growth YoY
Operational EBITDA loss of **$0.5 million** Investment in headcount for sales, product and technology capabilities	Customer Renewal **100%** Globally

Beamtree

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