

Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 6th May 2025

Q3 FY25 Trading Update

Beamtree Holdings Limited ("**Beamtree**" or "**the Company**" or "**the Group**") (ASX: BMT), a leading provider of AI decision support and data insights solutions for the healthcare sector, is pleased to release a trading and operational update for the third quarter to 31 March 2025 ("**Q3**" or "**Q3 FY25**") of the current financial year to 30 June 2025 ("**FY25**").

Major contract wins

Since the beginning of 2025, Beamtree has made progress across all of its business with major contract wins including:

- Beamtree and The NHS Confederation in England have launched the Evolve Collaborative, a nationwide collaboration of healthcare leaders dedicated to improving patient outcomes through data analytics and benchmarking across more than 120 NHS trusts in England. The NHS Confederation is the membership organisation that represents the whole healthcare system in England, Wales and Northern Ireland and control £150bn of public expenditure. The data analytics and benchmarking platform is expected to go live before the end of 2025 and prior to the start of the 2026 financial year in England. The contractual terms of the Evolve Collaborative are expected to be agreed before the end of FY25.
- As announced on 24 March 2025, during Q3 the Company has continued to develop its autonomous coding product and associated sales opportunities with three contracts agreed across three core markets in Australia, the UK and Canada. These wins are strategically important with autonomous coding product expected to expand Beamtree's clinical coding market by a factor of 6 to 8 times.
- As announced on 21 March 2025, the Company has renewed, for a further five years, its contract with the Healthcare Pricing Office in the Republic of Ireland for its coding data quality tool PICQ. The value of the contract is AU\$3.95m over five years, adding incremental ARR of ~\$0.2m.
- The Company expects the first installation of its new Integrated Coding Platform ("**ICP**") in a hospital to occur in May 2025 in Saudi Arabia with ARR of +\$1m expected by end of FY25. The total market opportunity for ICP in KSA is estimated to be \$10m to \$20m.
- During Q3 Beamtree also signed its first UK contract for its Diagnostics product in a veterinary laboratory and also began the implementation of its Ainsoff Deterioration product in a large NSW public hospital (ARR uplift of ~\$0.2m).

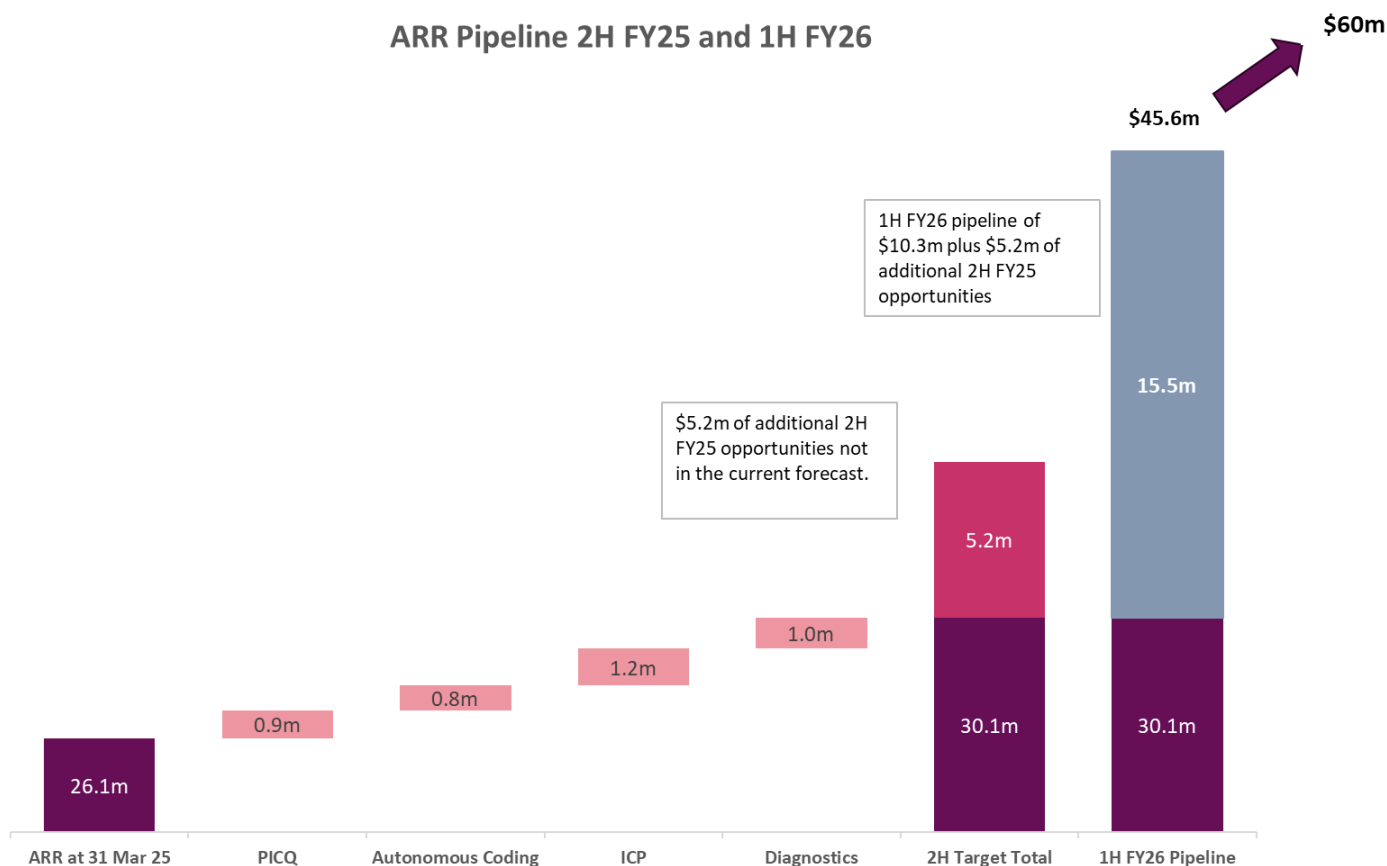
For personal use only

Q3 FY25 Trading Highlights:

Beamtree continues to target the delivery of annual recurring revenue growth of +20% for FY25 with improved profitability in the second half of FY25 and achieving positive cash generation by the end of FY25.

- The Company remains confident that it will deliver annual recurring revenue (“ARR”) of \$30m going into the next financial year based on the strong pipeline that has been developed particularly in the coding area of Beamtree as shown below:

ARR Pipeline 2H FY25 and 1H FY26



- The graph above shows the expected main drivers of ARR growth in 2H FY25 with the Company forecasting signing circa \$4m of new contracts excluding an additional \$5m of 2H FY25 opportunities which are expected to fall either side of 30 June 2025.
- The pipeline going into FY26 is also strong with the 1H FY26 pipeline at \$10.2m excluding the \$5.2m of additional second half opportunities. Additional sales pipeline opportunities earmarked for 2026 support reaching the \$60m ARR stated target by the end of 2026.
- Cost management remains an ongoing focus for the Company with operating cost growth of ~5% year on year consistent with 1H FY25 trend.
- Cost growth is expected to remain below revenue growth for the full year to deliver improved profitability in FY25. The Company expects to achieve a break-even operating profit position after deducting capitalised software costs in the fourth quarter of FY25 which provides a strong position going into the next financial year.
- Cash remains strong with cash of ~\$4.5m at end of April.

Outlook

Beamtree continues to have a strong pipeline of opportunities across all its markets and products with this pipeline maturing and supporting the expected acceleration in recurring revenue growth towards the end of FY25 and in the next financial year. The continuing operational and financial challenges experienced by our customers is impacting the pace of contract wins. The Company, however, reaffirms expected annual recurring revenue growth of +20% for FY25 and further upside looking into 1H FY26 and in 2026. Forecast reported recurring revenue growth for FY25 is expected to be in the range of 8% to 10%, a similar growth level to the prior year.

The Company will continue to focus on delivering profitable growth and carefully managing its cost base to support overseas expansion with a target of cost growth lower than revenue growth to deliver improved profitability.

Authorised for release by the Chair of the Board.

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

-ENDS-

About Beamtree

A leading provider of AI decision support and data insights solutions, Beamtree supports healthcare providers globally. They believe in creating a better future for health by turning data into insights and action through automation. They help solve real-world problems in healthcare by developing smart tools that aim to improve patient outcomes. Their solutions and services offer customers an unrivalled range of analytics across four key product segments:

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