

Beamtree Holdings Limited (ASX: BMT)

ASX Announcement

Sydney, 28 August 2025

FY25 Results, Record Q4

Beamtree Holdings Limited ("Beamtree" or "the Company") (ASX:BMT), a leading provider of AI enabled decision support and data insights solutions for the healthcare sector, is pleased to release its financial results summary for the year ending 30 June 2025 ("FY25") and a trading update for FY25. Key highlights include:

- Record quarter for Beamtree with \$3.2m increase in annual recurring revenue (ARR) to a current ARR of \$29.2m, an increase of 12% in one quarter and Q4 operating profit growth of 48% year on year.
- Overall recurring revenue growth of 7% for FY25 driven by clinical coding growth in ANZ and internationally plus customer renewals continuing at +95%.
- Continued disciplined cost management with operating cost growth of 2% in FY25 while still allowing for ongoing investment in international expansion and key software product development via efficient cost recycling.
- 78% increase in operating profit for FY25 to \$0.7m as the Company continues to focus on improving the financial performance of the Company.
- Significant reduction in cash burn in 2H FY25 with a positive operating cashflow of \$0.6m for FY25 all occurring in the second half of FY25. The Company has a strong cash balance of \$4.8m at 30 June 2025 plus an undrawn debt facility of NZ\$5m.
- The strong Q4 momentum has continued into Q1 FY26 following the award of a ~\$1m contract with the Ministry of Health of Singapore to provide an audit of the clinical coding and documentation in public and private hospitals in Singapore. This project will commence immediately with completion towards the end of Q3 FY26. The estimated working capital impact of the project at December 2025 is around \$0.5m.
- Significant customer and contract developments in FY25 include:
 - Launch of our new Integrated Coding Platform ("ICP") occurred in Saudi Arabia in FY25 with the first customer implementation underway at a major Riyadh hospital.
 - Ongoing implementations across Australia, Canada and the UK of Beamtree's new autonomous coding solution. The global market size of coding is US\$22bn and launch of Beamtree's new autonomous coding product is expected to accelerate revenue growth with pricing 6x to 8x more than the current PICQ coding product.
 - Two major recurring revenue contracts for our PICQ coding product signed in Saudi Arabia with an annual value of +\$1m. In addition, the Company renewed its partnership with the Healthcare Pricing Office (HPO) in the Republic of Ireland for another five years, with this new contract worth €2.3m (AU\$3.95m) over five years.
 - During FY25 the Company launched a new PICQ module, PICQ Audit, aimed at ensuring hospital funding reflects patient case complexity. 20 clients have now signed up for this new module, both existing and new PICQ clients, with an ARR more than \$1m from this new module going into FY26.
 - Continued momentum with our Abbott distribution agreement with +50% increase in revenue driven by further tier 1 licence sales in new countries such as Columbia, Croatia and Belgium plus the impact of re-pricing back book renewals and a new co-sale in ANZ.
 - Agreement in March 2025 with The NHS Confederation in the UK around a collaboration partnership to form a peer-to-peer knowledge and improvement network in the UK. This platform offering is expected to go live in Q3 of FY26.

Financial Summary for FY25

The table below summarises the audited financial results for the operations of Beamtree Holdings Limited and all its subsidiaries (together "Beamtree" or "the Company") for the 12 months to 30 June 2025.

\$m	FY24	FY25	Variance
Annual Recurring Revenue (ARR) \$m	25.5	29.2	15%
Recurring revenue	23.3	25.0	7%
Non-recurring revenue	<u>4.3</u>	<u>3.6</u>	(16)%
Total revenue	27.6	28.6	4%
Total operating expenses	<u>(27.2)</u>	<u>(27.9)</u>	<u>2%</u>
Operating profit	0.4	0.7	78%
Reported EBITDA	(0.5)	(0.7)	(38)%
Operating cashflow	(0.5)	0.6	220%
Cash at period end	5.0	4.8	(4%)

Note:1 Operating profit/loss is revenue less operating expenses (including property lease costs) and excludes FX gains or losses, share based payments and any non-operating expenses including restructuring, transaction costs and fair value adjustments which are treated as non-operating expenses.

CEO of Beamtree, Marek Stepniak, commenting on the results, said: “Beamtree has had a year of steady growth in FY25 while building and maturing its pipeline. We have seen an acceleration in contract wins in the fourth quarter and delivered record recurring revenue and operating profit in Q4. The sales momentum of Q4 FY25 provides a good springboard for FY26, and our pipeline is significant for the new financial year”.

Outlook for FY26

The Q4 FY25 record ARR growth, the Q1 FY26 ongoing momentum, combined with relentless cost management, gives the Board and Management confidence of ongoing improved financial performance in FY26 and provide confidence around medium term target of \$60m ARR.

Resignation of Chief Financial Officer

Mark McLellan, Chief Financial Officer and Chief Operations Officer has advised the Board and CEO of his decision to resign from his role with the Company and will step down in mid-October 2025. Beamtree has commenced a search for a new Chief Financial Officer.

Marek Stepniak, CEO of Beamtree commented "Mark has made a significant and important contribution to Beamtree's development over the last three years providing strong financial acumen and discipline to the business. On behalf of the Board and Executive team I want to thank Mark for his support and counsel over the last 3 years".

Mr. McLellan added "I have thoroughly enjoyed my three and a half years at Beamtree, and believe the company is well positioned to continue its successful expansion strategy. I will support a smooth transition and look forward to watching Beamtree continue its success."

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Authorised for release by the Chair of the Board.

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

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.
- **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.