Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 19 February 2026

BMT FY26 Half-Year Investor Update
Strategy on track targeting double digit FY26 ARR growth; simplifying for scale

Beamtree Holdings Limited ("Beamtree" or "the Company") (ASX: BMT) applies deep clinical, coding and data expertise combined with AI to help hospitals and pathology labs improve clinical quality, coding accuracy, and reimbursement outcomes. AI-enabled proprietary platforms are co-developed with customers and embedded in live workflows, delivering system-level impact rather than point solutions.

Measurable benefits delivered to customers include:

- Improved clinical decision-making and quality (6-8x ROI),
- Coding accuracy (30% reduction in rework costs)
- Reimbursement outcomes (up to 24x ROI)

1H FY26 saw parallel advancement of Autonomous Coding Solution (ACS), Autonomous Data Entry (ADE), and the UK Evolve platform launch, alongside scaling of core Diagnostics, Knowledge Networks, and Coding Quality products. First revenue for Evolve, ACS and ADE are expected in 2H FY26.

Core Product highlights in 1H FY26 were:

- Evolve - UK NHS Confederation collaborative AI powered benchmarking and analytics platform now live targeting 10+ trusts in 2H FY26
- ACS - trials finalising. Targeting new customers in Australia in 2H FY26
- ADE - trial nearing completion, mobilising to commercialise in 2H FY26
- Diagnostics - Abbott momentum with two additional Abbott enterprise licenses signed ahead of planned sales
- Coding Quality Products - PICQ® Audit extended to private hospitals, with first client experience 10x ROI
- Knowledge Networks - five new Health Roundtable customers, with 5,000 monthly users across ~200 hospitals using our AI powered benchmarking and analytics platform. Enabled identification of areas of cost savings and operational improvement at a large tertiary hospital in Australia saving $23m within year

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Overall qualified pipeline growth past 12 months from $60m to $84m. $24m of this is later stage. 76% of total pipeline is coding solutions (up from 70% from 12 months ago).

AI Product Innovation – Customer-Led and On Track

The rapid advancement of artificial intelligence is reshaping healthcare globally. Beamtree has been at the forefront of this shift for some time, co-developing AI solutions with our customers in production. Our ability to co-develop AI tooling and products with customers within the hospital setting – where accuracy of patient data, deep understanding of clinical constraints and underlying purpose of that data are paramount – all create a sustainable advantage that is difficult to replicate, and within a highly regulated hospital environment. This is especially evident in our coding suite and RippleDown capability, where we apply AI in conjunction with domain-specific coding expertise to deliver measurable gains in productivity and accuracy.

AI is being applied directly to mission-critical workflows in:

- Hospital Benchmarking and Analytics platforms in Australia and UK
- RippleDown laboratory products globally
- Autonomous Coding products in Australia, Canada and UK to deliver measurable productivity, quality and financial outcomes.

Key initiatives include:

AI-powered Autonomous Coding Solution (ACS): Developed with three health services in Australia, Canada and England to improve coding productivity and accuracy at scale. ACS utilises digitised data to automate the coding process for lower complexity hospital discharges. This disrupts the historical coding process requiring a human coder to read the notes of patient care, saving time, money and improving consistency in application of standards. This solution supports both public and private hospitals utilising large proprietary coded quality assured clinical datasets that also reflect frequent regulatory changes.

Our first trial was completed in Australia, and a public hospital RFP procurement is currently underway in Canada targeting the first commercial deployment of ACS. In one of our Beamtree sites, we found AI interpretation at same level of accuracy as a human coder in over 95% of episodes that were coded.

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AI-powered Autonomous Data Entry (ADE): Automates structured data capture from scanned clinical content, improving decision support and funding integrity. Co-developed with a large Australian public pathology lab, ADE digitises paper referral forms with 87% straight-through accuracy, minimising manual entry while delivering speed, accuracy, and financial benefit.

AI-powered Evolve data platform (UK): Live February 16, co-designed with the NHS Alliance and four foundational NHS Trusts providing comprehensive functional and usability feedback. Now available for procurement across all 130 English NHS Trusts, with yearly subscriptions commencing April 2026 and direct sales conversations underway.

Integrated Coding Platform (Saudi Arabia): Proof of Concepts (POCs) live since January across three of Saudi Arabia's 21 public hospital clusters, and expected to move to procurement end of this fiscal year The platform delivers an end to end assisted coding solution with strict data privacy compliance, auditability, proprietary coding standards mapping, and statistical modelling for peering and benchmarking.

Geographic Strength

Demand remains strong across Australia, the UK, Europe, Canada and the Middle East.

- Saudi Arabia remains a significant growth opportunity, with a strong pipeline across both PICQ® and Integrated Coding products. The country's landmark whole-of-system healthcare reform, the world's largest, increasingly depends critically on improved hospital coding quality for funding and investment decisions, though the scale and complexity of change continue to affect procurement and approval timelines.
- Australian hospitals continue to demand PICQ® Audit for revenue assurance and optimisation, while pathology laboratories struggle to automate manual order form processing, presenting an AI-enabled new use case for RippleDown within a $24M TAM market.
- Canada faces a severe shortage of trained coding staff, while hospitals increasingly depend on accurate, comprehensive coding and timely claims submissions for full reimbursement. Autonomous coding addresses both challenges simultaneously, filling workforce gaps while improving speed and accuracy.

- The UK's constrained and changing funding environment is driving Trusts to evidence clinical activity through more comprehensive coding and timely data submission, directly strengthening demand for comprehensive coding quality through PICQ® and ACS. Beamtree's NHS Alliance partnership enables scaling across Trust relationships.

Simplifying for Scale

The Company continues to invest in leadership and capability to support greater scale, predictability, and growth. The appointment of a new GM Sales (ANZ) strengthens go-to-market execution across product groups, with a clear focus on improving conversion and sales discipline in our core market. The appointment of a new CFO enhances financial strategy, investment discipline, and forecasting accuracy to enable an ambitious growth agenda.

H1 FY26 highlights:

- Recurring Revenue up 10% on PcP (6% HoH) driven by clinical coding growth in ANZ alongside continued scaling of core Diagnostics and Knowledge Network products. Renewal rate of +95% sustained across core products.
- 1H26 ARR of $28M flat on restated FY25 exit ARR of $28.3M due to enterprise contract timing in key geographies and expected churn of stranded legacy products no longer supported. 1H26 ARR is up 10% on PcP of $25.5M. *
- Continued disciplined cost management led to a $0.1M Operating Profit for 1H26 (1H25: $5k) and $0.4M positive Operating Cash Flow. Operating Expenses up 2% on PcP reflecting investment to scale local sales and product delivery teams in UK to support monetisation of the now live Evolve Platform in 2H.

* FY25 exit ARR has been restated from $29.2M to exclude $0.9M that did not convert to recurring revenue. Please note, ARR is measured at the announcement date, not financial period end, and includes both contracted and high confidence verbal customer commitments. Verbal commitments account for $0.8M of 1H26 ARR (FY25: $0.4M of $28.3M).

Outlook

Beamtree enters 2H FY26 focused on converting a robust late-stage pipeline to revenue. With customer-led AI solutions advancing to commercial deployment, a committed team, a simplified operating and reporting framework in place, and strong demand across all geographies, Beamtree is well positioned for accelerating ARR growth from a clear baseline in 2H FY26 and beyond. Our FY26 ARR target remains at double digit growth.

The Board is firmly of the view that the current share price does not reflect the **underlying value of the Company's products, pipeline and operations. While we are** proud of the operational progress outlined above, we recognise it has not yet translated to the shareholder returns this business should deliver. The Board is determined to close that gap.

To that end, the Board has commenced a focused strategic review examining both operational priorities (simplification of our product portfolio and geographic footprint) and corporate options, all intended to unlock shareholder value. **Beamtree's Chair,** Emma Gray, will lead the review, supported by Stuart MacDonald, a Non-Executive Director, and we have appointed a financial advisor to support us. The Board will provide further updates as the review progresses, in accordance with its continuous disclosure obligations.

-ENDS-

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.