

Beamtree Holdings Limited (ASX: BMT)  
ASX Announcement

Sydney, 5 May 2026

## Beamtree \$2M Contract win with Fakeeh Group and Strategic Review Interim Update

**Beamtree Holdings Limited** (“Beamtree” or “the Company”) (ASX:BMT) is pleased to announce a signed contract to provide services to Fakeeh Group for \$2M, in addition to providing an interim update on its ongoing strategic review, announced to the market in February 2026.

### Fakeeh Group Contract

Beamtree has secured a \$2 million AUD contract with Fakeeh Care Group (Dr Soliman Fakeeh Hospitals) to be delivered over a 12-month period commencing May 2026. Fakeeh Care Group is a leading listed healthcare provider operating 4 hospitals and 5 medical centres.

Under this agreement, Beamtree will provide coding, coding assurance and coding analytics support, (both remotely and on-site) as Dr Soliman Fakeeh Hospitals prepare for substantial changes in clinical coding practices and to funding reimbursement. These changes are a critical part of broader healthcare reforms being implemented across all public and private hospitals throughout Saudi Arabia and builds on Beamtree's growing presence in Saudi Arabia over the past four years. Key projects include: a data quality audit of public hospitals nationwide for the Center for National Health Insurance (CNHI) and subsequent implementation of PICQ® at CNHI, development of the Kingdom's health information strategy, and a commercial partnership established in October 2023 with Lean Business Services to deliver a comprehensive integrated coding solution for use initially in Saudi Arabia and then globally. Although this significant \$2m contract win is not defined as ARR, it is an important pathway for Beamtree to follow this contract work with SaaS ARR sales as it has done before in other markets. This contract is subject to the usual rights of termination for non-performance.

### Interim Update – Strategic Review

#### Cost Reduction

The Board has taken decisive action to reset the cost base. The exit run-rate as at 1 July 2026 will align total cash operating costs with the Company's revenue trajectory, positioning the business toward Cash Operating Profit break-even, after product development costs, in FY27.

#### Revenue and Products

Beamtree has three established product groups - Data Platforms (Health Roundtable and Evolve), serving 150+ hospitals across ANZ and the UK; Coding Suite (clinical coding quality, audit and risk-scoring); and Diagnostics (RippleDown - rule-based diagnostic decision support built on 25 years of proven clinical IP).

These product groups have been assessed by margin contribution and growth potential. The Board has determined to concentrate investment behind its highest-growth product

lines. Where product lines do not demonstrate a path to meaningful contribution within a reasonable timeframe, investment will be reduced or ceased.

The Company has sharpened its sales pipeline disciplines to improve the quality and predictability of revenue conversion. Against this backdrop, and notwithstanding our confidence in the medium-term pipeline, with two months remaining in the financial year, several active opportunities are unlikely to close before the full-year results announcement. The Board has accordingly determined that double-digit ARR growth is not achievable in FY26 and is withdrawing that guidance.

### **Outlook**

The next phase of the review will complete decisions on product prioritisation and the Company's product and market development roadmap. The Board will provide its assessment of these matters and specific actions taken in the Company's FY26 full-year results announcement.

**-ENDS-**

*This announcement has been authorised for release by the Board of Beamtree Holdings Limited.*

### **For further information:**

Emma Gray | Executive Chair | [emma.gray@beamtree.com.au](mailto:emma.gray@beamtree.com.au)

For personal use only