



Beamtree[®]

1H FY26 Results

February 2026

Authorised for release by the Board of Directors

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Overview



1H FY26 financial highlights



AI competitive moat



Progress against strategy



Pipeline



1H FY26 financial performance



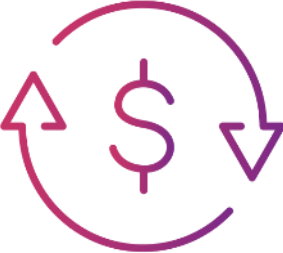


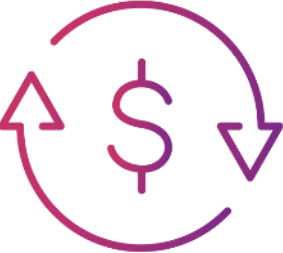

Outlook

The logo for Beamtree, featuring a stylized 'B' icon followed by the word 'Beamtree' in a purple sans-serif font with a registered trademark symbol.

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1H FY26 Financial Highlights

1H FY26 Financial Highlights

<p>↑ 10% PcP*</p>	<p>↑ 10% PcP</p>	<p>Break Even Operating Profit</p>	<p>Positive Operating Cashflow</p>	<p>\$2.9M</p>
 <p>Annual Recurring Revenue (ARR)</p>	 <p>Recurring Revenue</p>	 <p>Operating Profit</p>	 <p>Operating Cash Flow</p>	 <p>Cash</p>
<p>\$28.0M</p>	<p>\$13.5M</p>	<p>\$0.1M</p>	<p>\$0.4M</p>	<p>Strong liquidity with \$4.3M undrawn Debt Facility</p>

* PcP refers to the Prior Corresponding Period (i.e., 1H FY25). 1H FY25 exit ARR was \$25.5M.

AI Competitive Moat

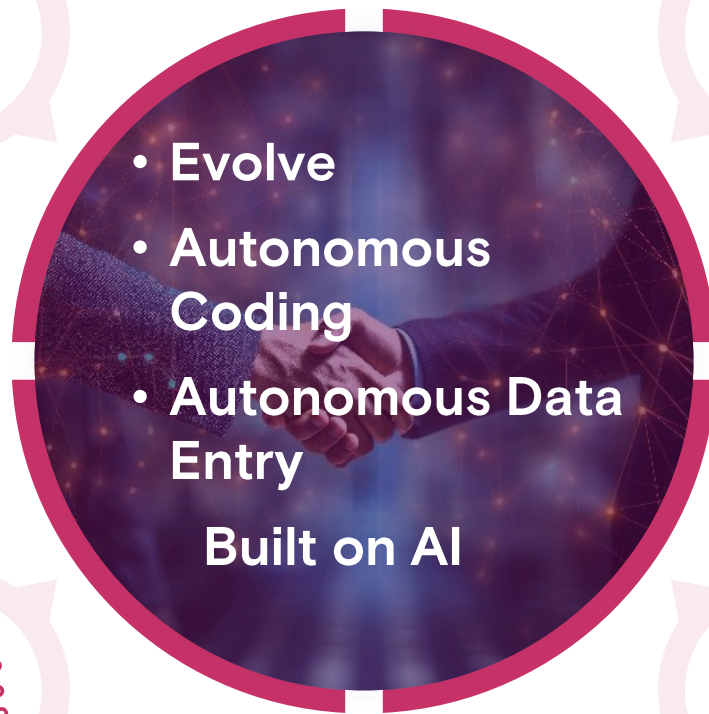
Deep customer relationships

- Trust
- ROI track record
- High bar for accuracy



Extensive domain expertise

- Operational and clinical hospital data going back decades
- Standards and degrees of complexity which differ by geography

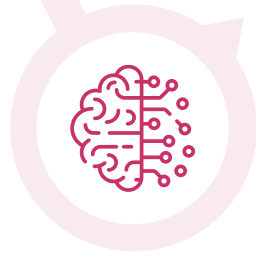


- Evolve
- Autonomous Coding
- Autonomous Data Entry

Built on AI

AI 'native'

- AI deployed in product suite going back decades (Rippledown)
- Existing and new products

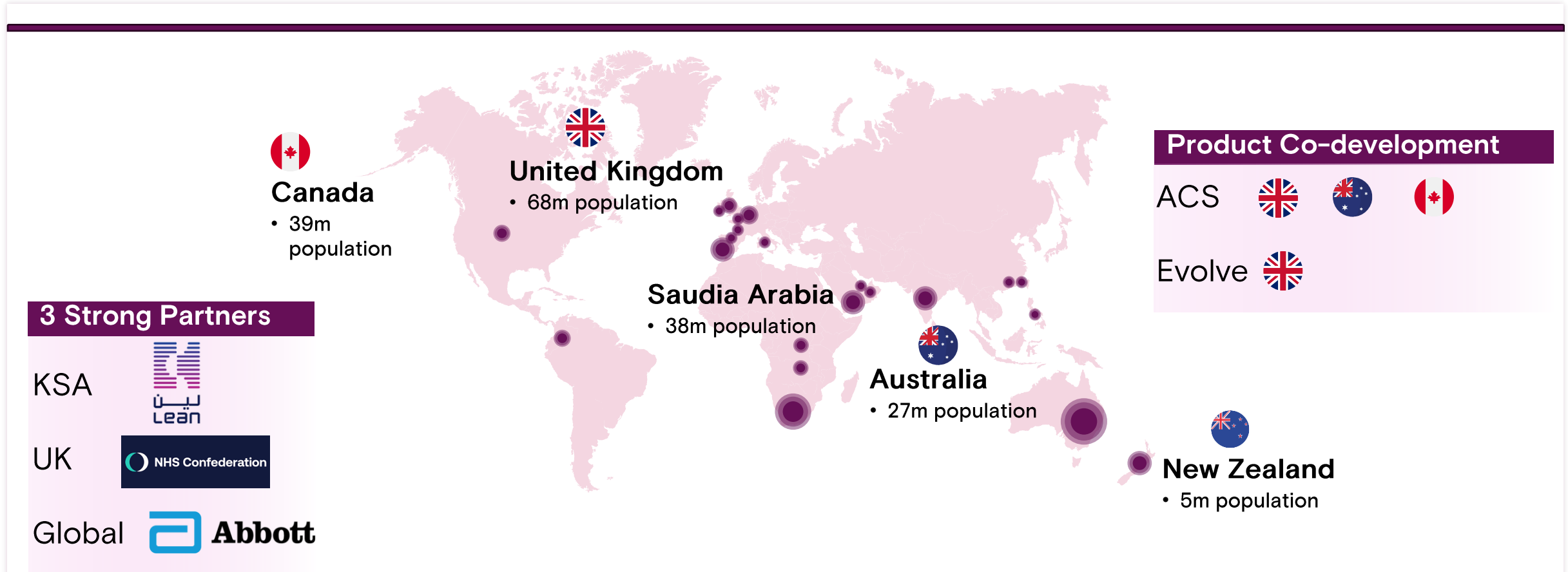


Highly regulated environment

- IHACPA, AIHW, HIMAA (Aus)
- SHC, MOH, CNHI, CHI, SCFHS, SHIMA (Saudi)
- CIHI, Health Canada, Provincial MoHs, CHIMA (Can)
- NHS England, NICE, ICBs, IHRIM (England)




Our Markets and Products



 **6**
Continents

 **+25**
Countries

 **+1,200+**
Locations

Progress against Strategy

- **Measurable benefits delivered to our customers**

 - Improved clinical decision-making and quality (6–8x ROI)

 - Coding accuracy (30% reduction in rework costs)

 - Reimbursement outcomes (up to 24x ROI)

- **Next generation data platform for the UK NHS (Evolve):**

 - Our next-generation analytics and benchmarking platform has completed user testing with four founder NHS Trusts and is now live — a milestone that positions us to scale across the broader NHS estate.

- **AI driven Autonomous Coding Solution:**

 - We have successfully completed our Australian trial and are progressing trials in the UK and Canada, where Canada's first public sector RFP is now underway. This validates both the product and our ability to open new international markets.

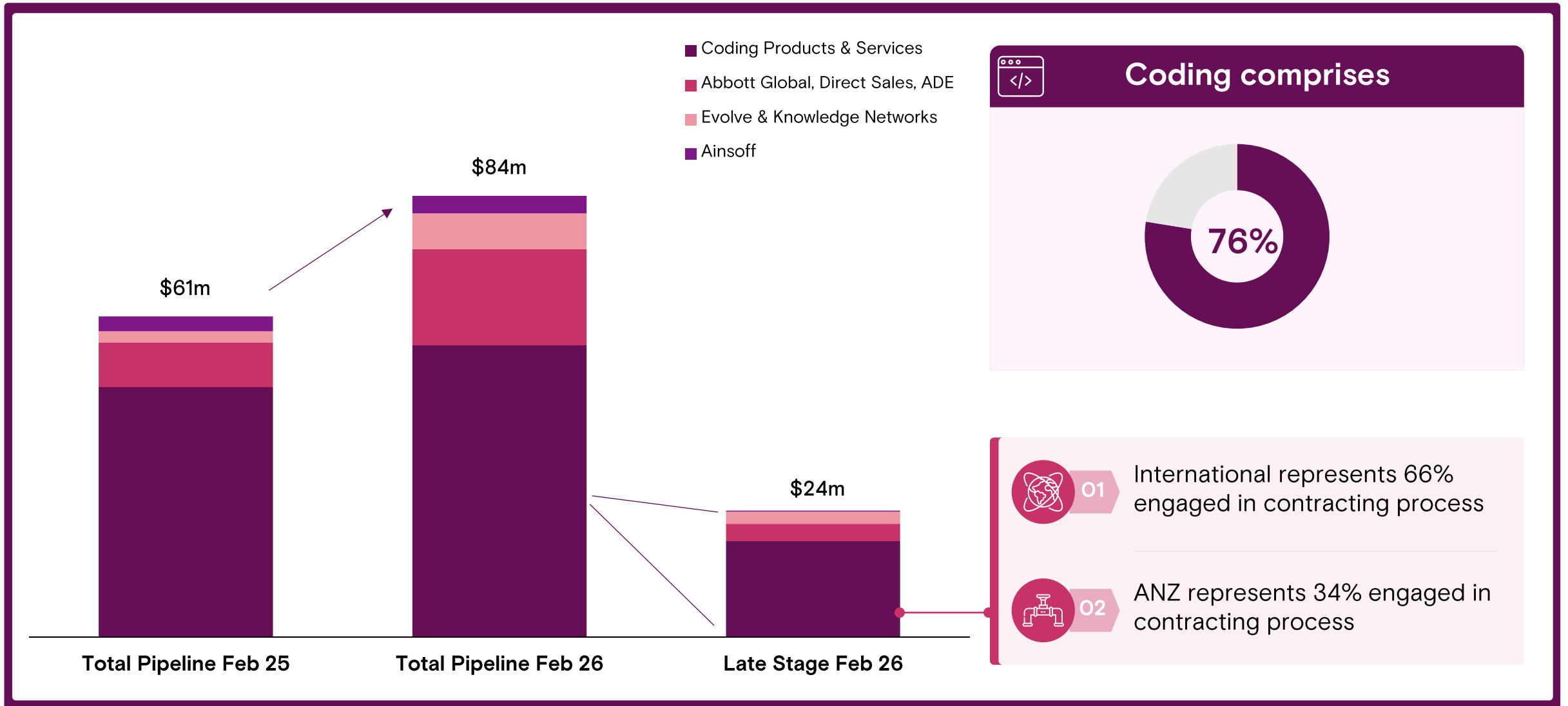
- **Integrated Coding Platform live in Saudi Arabia:**

 - POCs are live across three public hospital clusters in Saudi Arabia, and we have appointed a new GM Sales (Middle East) to accelerate in-country conversion alongside our partner, Lean.

- **Strengthened Go-to-Market Capability:**

 - We have appointed a new GM Sales (ANZ) to strengthen commercial execution, and our new CFO brings experience and capability to scale our operational infrastructure.

\$24m late-stage opportunities in pipeline



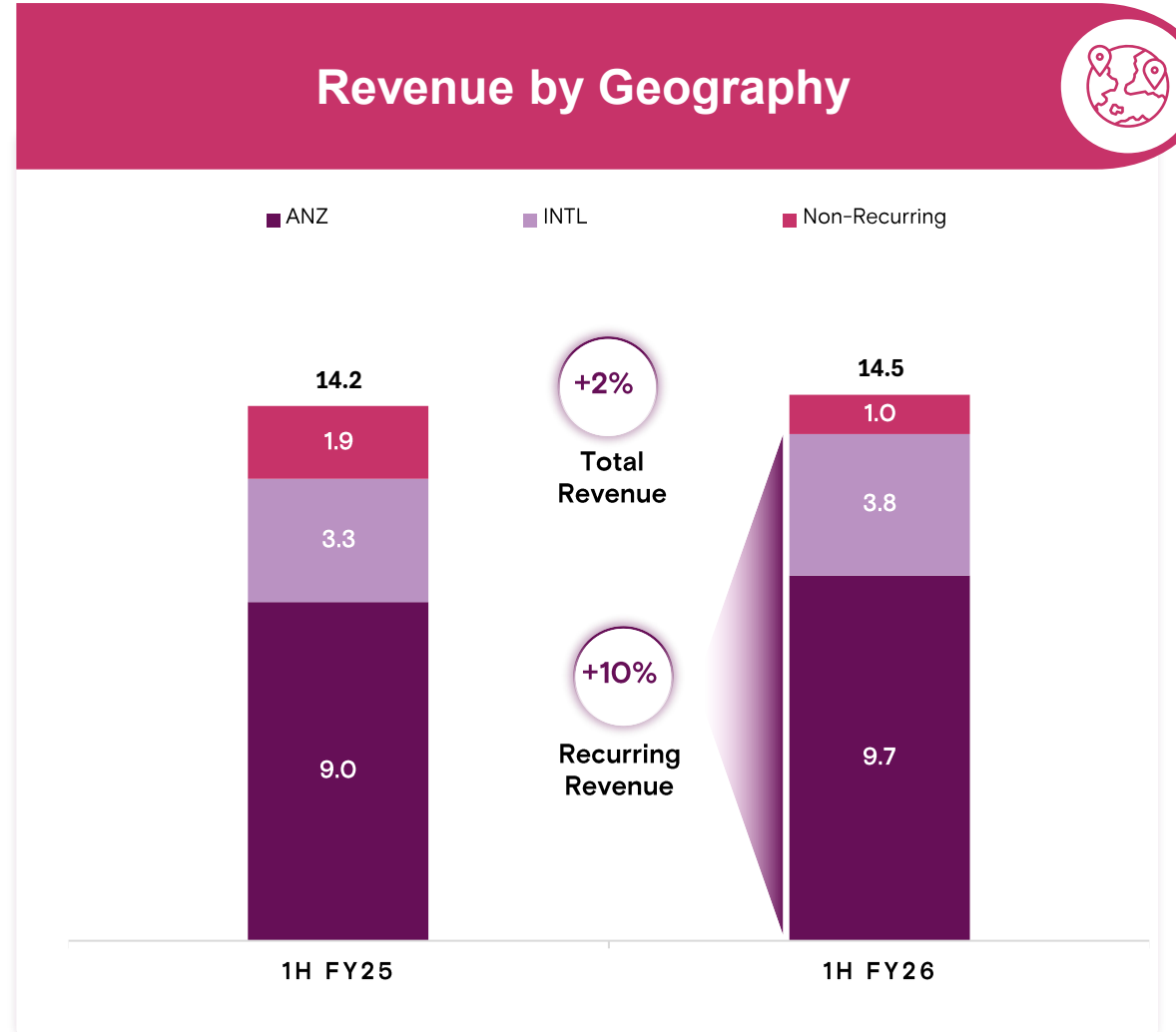
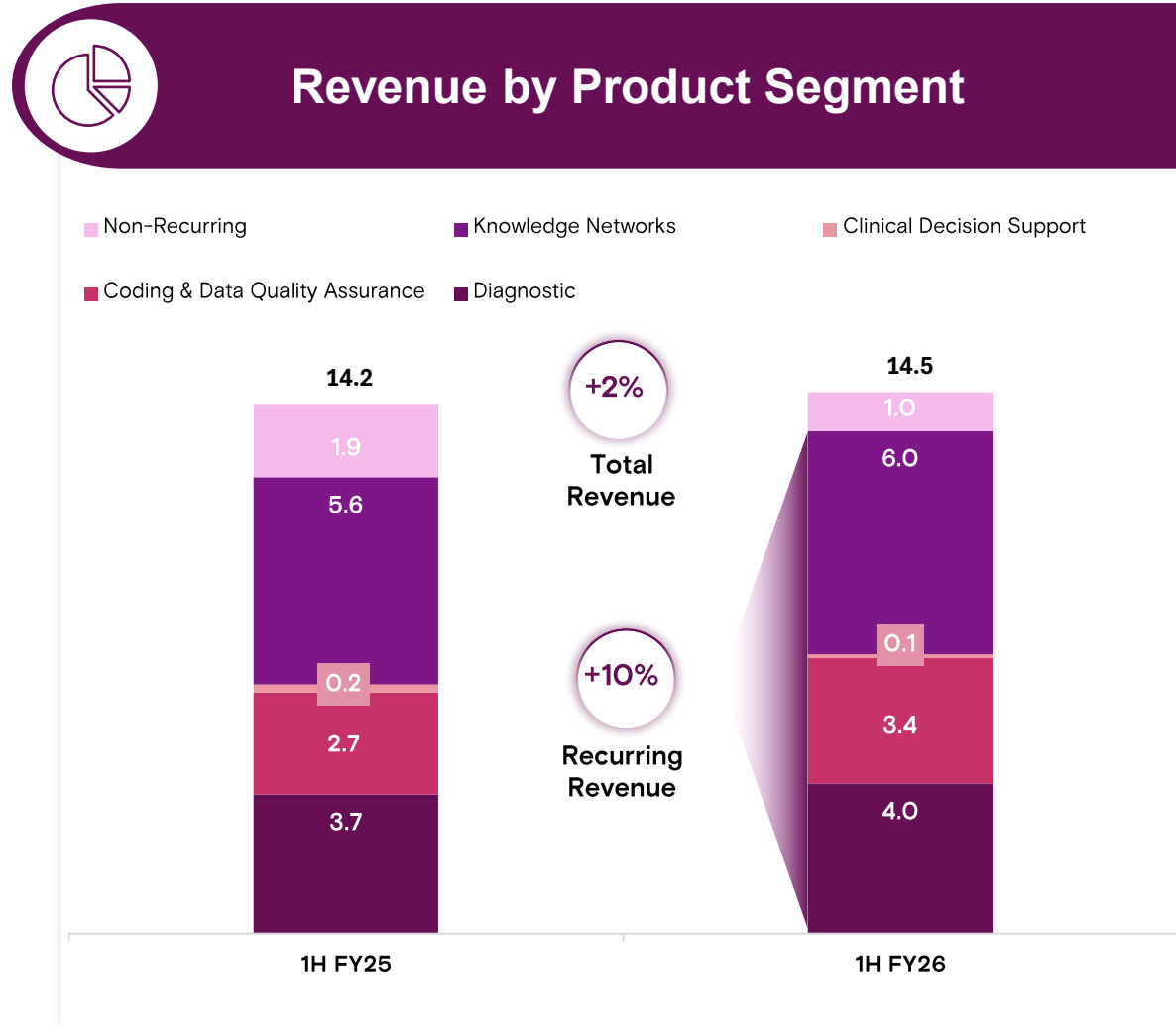
* Late-stage pipeline refers to deals where we are engaged with customers in the contracting process. Contracting processes are complex in nature in regulatory healthcare with extended execution timeframes.

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1H FY26 Financial Performance

Revenue by Product Segment and Geography (\$'M)



Profit and Loss (\$'M)

	1H FY25	1H FY26	Growth on PcP
Recurring Revenue	12.3	13.5	10%
Diagnostic	3.7	4.0	8%
Coding & data quality assurance	2.8	3.4	21%
Clinical decision support	0.2	0.1	(50%)
Knowledge networks	5.6	6.0	8%
Non-Recurring Revenue	1.9	1.0	(46%)
Total Revenue	14.2	14.5	2%
Expenses – people	(10.7)	(10.9)	2%
Expenses – non people	(3.6)	(3.6)	(0%)
Total Operating Expenses	(14.2)	(14.5)	2%
Operating Profit/(Loss)	0.0	0.1	1124%
Capitalised development cost	1.1	2.0	82%
Cash Operating Profit/(Loss)	(1.1)	(2.0)	78%

Group Recurring Revenue

+10%

Operating Expenses

+2%

Break Even Operating Profit

\$0.1m

Continuing investment to strategic priorities and geographical expansion

\$2m (\$0.9M Evolve, now live)

Cash and Liquidity

	1H FY25	1H FY26	Variance
Cash flows from operating activities			
Receipts from customers (inclusive of GST)	15.1	16.8	
Payments to suppliers and employees (inclusive of GST)	(15.2)	(16.3)	
Interest received	0.0	0.1	
Interest and other finance costs paid	(0.0)	(0.1)	
Net cash from/(used in) operating activities	(0.0)	0.4	0.5
Cash flows from investing activities			
Payments for property, plant and equipment	(0.1)	(0.1)	
Payments for intangibles	(1.1)	(2.0)	
Net cash used in investing activities	(1.2)	(2.2)	(1.0)
Cash flows from financing activities			
Repayment of lease liabilities	(0.1)	(0.1)	
Net cash from/(used in) financing activities	(0.1)	(0.1)	(0.0)
Net increase/(decrease) in cash and cash equivalents	(1.3)	(1.8)	
Cash and cash equivalents at the beginning of the financial	5.0	4.8	
Cash and cash equivalents at the end of the financial	3.7	2.9	(0.8)

Positive Operating Cash Flow

Supported by effective working capital management

Continued Investment

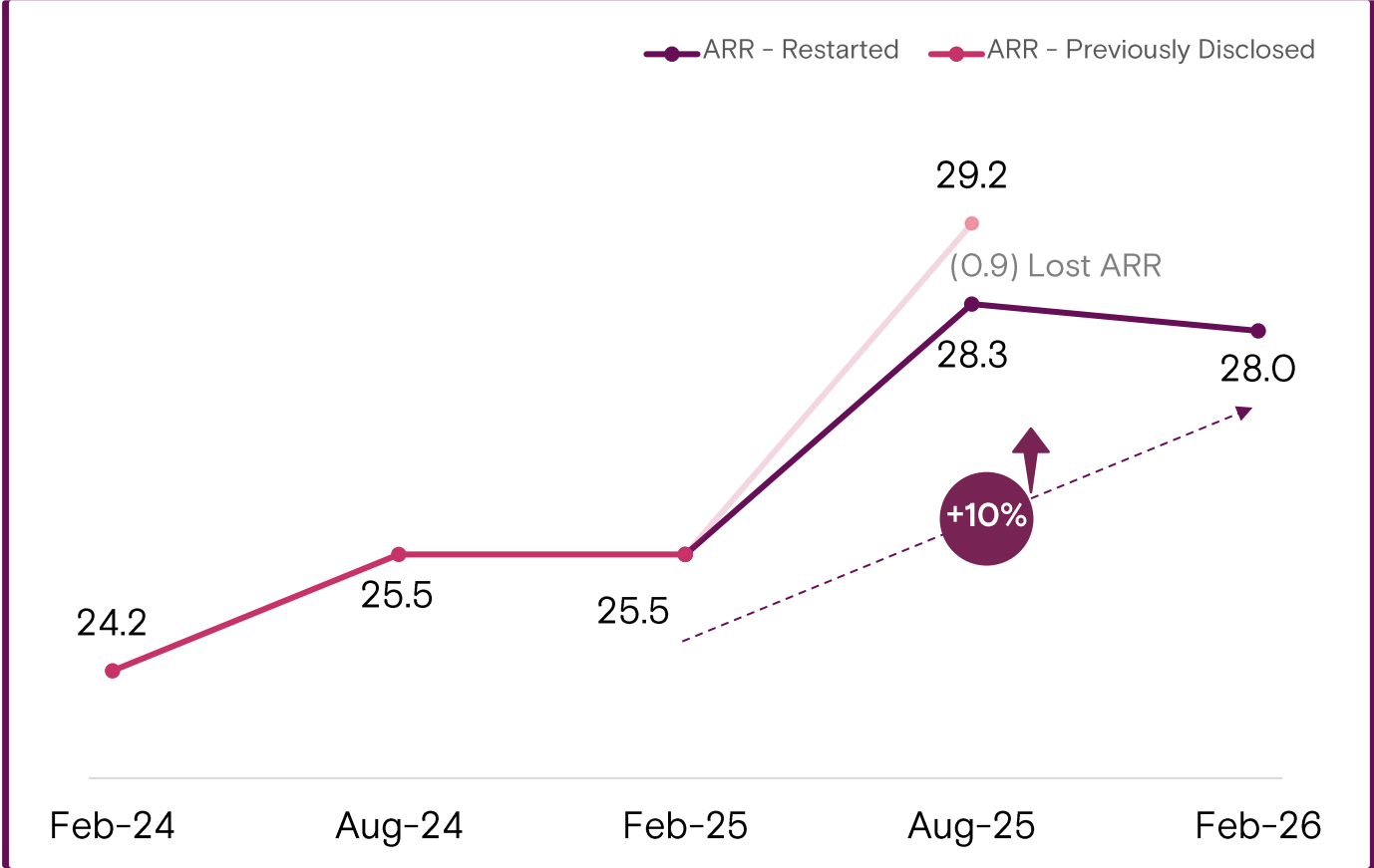
To drive strategic priorities and geographical expansion


Cash on hand \$2.9m


With access to further \$4.3m via undrawn facility. Liquidity strong, supported by \$4.6M* Net Current Assets


* Net Current Assets (NCA) calculated as Current Assets (\$10M) less Current Liabilities excluding Contract Liabilities (\$5.4M) (NCA at 30-June-25: \$4.5M).

Simplifying ARR for Scale (\$M)



 Expected churn of \$0.8M as the business continues to simplify for scale

 Enterprise contract timing and extended procurement cycles, expected to convert in H2

 Positioned to accelerate in H2 off clear ARR Baseline*

	Aug 25	Feb 26
Contracted Revenue	27.9	27.2
Verbal Commitments	0.4	0.8
Total ARR	28.3	28.0



* 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.

The background features a dark blue gradient with several glowing, wireframe spheres of varying sizes and colors (white, light blue, and purple). These spheres are interconnected by a network of thin white lines and dots, creating a complex, futuristic geometric pattern. The overall aesthetic is clean and high-tech.

Beamtree[®] FY26 Outlook

FY26 Outlook



Strategy and Team

All systems go! Continue to execute the strategy, and accelerate revenue growth

Strong team with new capabilities to drive scale

Defined market opportunity, with strong partners

Ongoing product innovation leveraging AI



Financial

Targeting accelerated double digit ARR growth for FY26 and committed to the business being self funded in the near term



Strategic Review

Board initiated strategic review to examine operational priorities and corporate options, including strategic partnerships

Thank you

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