Beamtree Holdings Limited (ASX: BMT)
ASX Announcement

Sydney, 15th October 2025

Q1 FY26 Trading Update, Continued Momentum

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 first quarter to 30 September 2025 (“Q1” or “Q1 FY26”) of the current financial year to 30 June 2026 (“FY26”).

Beamtree has continued its strong growth trajectory into Q1 FY26, delivering a 9% increase in recurring revenue in Q1 FY26 versus Q1 FY25 (+$570k). The key highlights underpinning this growth include:

- **Coding Audit.** Delivery of the ~$1 million clinical coding audit contract for Singapore’s Ministry of Health that is progressing to plan, with project completion expected by the end of Q3 FY26. The engagement spans public and private hospital sectors and reflects Beamtree’s emerging presence in Asia.
- **Knowledge Networks** delivered solid expansion through increased subscription volumes that contributed 28% of the total recurring revenue uplift for Q1 FY26 versus Prior Corresponding Period (“PCP”).
- **PICQ** continues exceptional growth. PICQ Audit continues to see strong demand with 5 new contracts accounting for 12% of the total recurring revenue uplift for Q1 FY26 versus PCP.
- **Rippledown.** Four new Abbott licences were secured, adding $202k in ARR and contributing 10% of the total recurring revenue uplift for Q1 FY26, including direct sales.

Beamtree continues to execute against its strategic roadmap, with key programs of work progressing on schedule across core international markets during Q1 FY26.

- **Autonomous Coding.** Deployment of the Company’s new autonomous clinical coding solution is underway across Australia, Canada, and the UK with roll out expected to commence in Q3 FY26. This next-generation product targets a global coding market valued at ~US$22 billion and is priced at 6–8x higher than the legacy PICQ coding offering, supporting future revenue acceleration and margin expansion.
- **Knowledge Networks UK.** The Evolve collaboration with the NHS Confederation remains on track for launch in Q3 FY26. This initiative will replicate Beamtree’s successful ANZ membership model across England, Wales, and Northern Ireland, positioning the Company for broader adoption within the NHS and reinforcing its strategic commitment to the UK market that is expected to go live in Q3 FY26.

New Non-Executive Director to help scale product and international growth

The Board is also pleased to announce that Stuart MacDonald has been appointed as Non-Executive Director effective 15 October 2025.

Stuart is a senior technology executive with more than 15 years’ global experience within listed software companies such as Infor Global Solutions and TechnologyOne. Stuart has helped lead TechnologyOne through major growth milestones and played a key part in building the foundation for the UK region’s growth in his current role as Chief Operating Officer.

Emma Gray, Beamtree Chair, said "*We are delighted to welcome Stuart to the Beamtree Board of Directors and will benefit from his extensive experience in Enterprise Sales as we look to scale Beamtree's product offering and international market presence.*"

Q1 FY26 Trading Highlights:

- Group recurring revenue growth was +9% in Q1 FY26 compared to Q1 FY25, driven by growth across all product disciplines including PICQ Audit, coding assistance and data quality audits, new Rippledown sales with Abbott Laboratories, Knowledge Networks growth in ANZ & The Evolve UK Collaboration.
- Extensive focus into pipeline conversion with maturity of pipeline continuing, negotiations with procurement teams in multiple geographic locations and new identified and qualified opportunities adding to the sizeable future revenue opportunity.
- Strong cost discipline resulting in a reduction of (2%) in Q1 FY26 (versus PCP) compared to growth of 6% for Q1 FY25, while still allowing for ongoing investment in international expansion and key software product development through efficient cost recycling.
- Increased investment in software development product roadmap up 40% to ~$0.8m for the quarter as the business continues to invest in its coding products and the Evolve platform collaboration with the NHS confederation in the UK.
- Cash at 30 September 2025 was $3.7m versus $4.8m at 30 June 2025, with the cash outflow broadly relating to capitalised software investment in the Evolve platform and Coding products in Q1.

Outlook

The continued strong operational momentum following Q4 FY25 was replicated in Q1 FY26, maturing and extended sales pipeline opportunities, growth in key product lines and all underpinned by disciplined cost control.

The ARR revenue growth, pipeline scale and procurement discussions continue to provide the Board and Management with confidence in the Company's ability to deliver continued financial improvement throughout FY26.

The Company remains focused on driving profitable growth, maintaining a prudent approach to cost management, and allocating capital strategically to support international expansion and product development.

Authorised for release by the Chair of the Board.

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

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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.