



# Beamtree<sup>®</sup>

Annual Report 2024

Better has no limit<sup>®</sup>



## Creating a better future for health

We use AI and advanced data analytics to empower exceptional patient care. We strive to create a better future for health by turning data into insights and action through automation.

Better Has No Limit®



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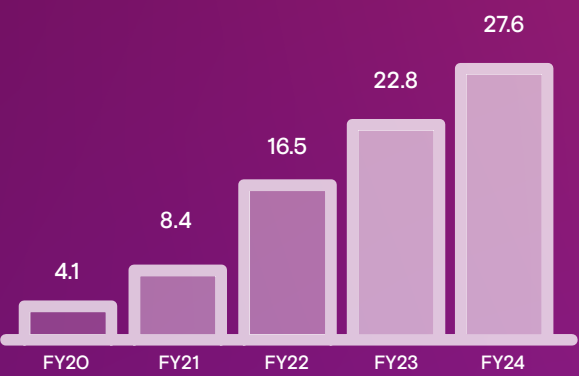
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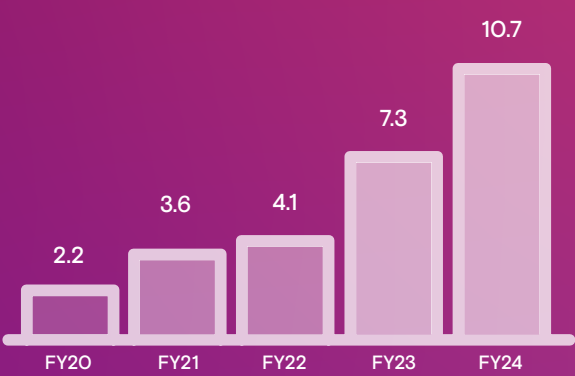
August 2024

# Financial Highlights

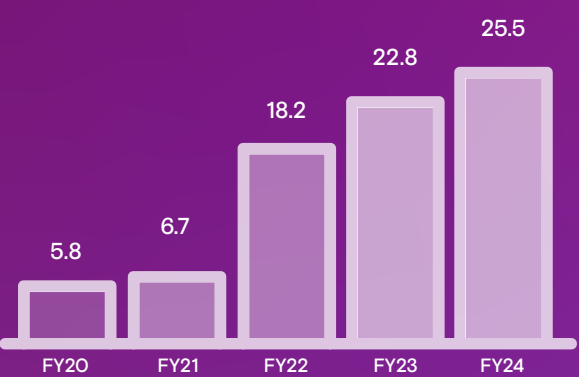
Reported Revenue – Group



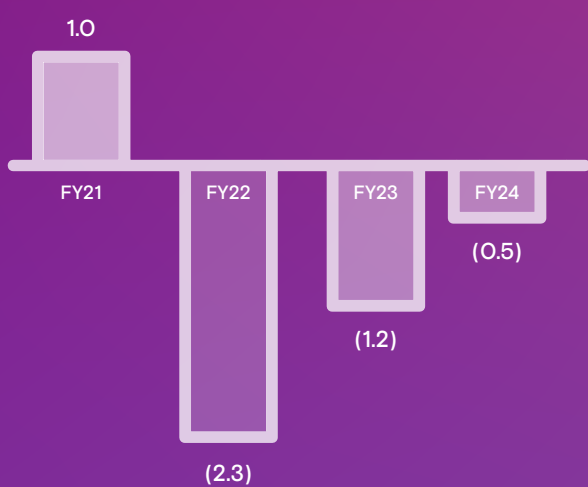
Reported Revenue – International



ARR (Annual Recurring Revenue)



EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortisation)



We support 180+ clients who operate across 25 countries.





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# Letter from Chair



Beamtree is a cutting-edge AI and analytics platform which reports record growth in FY24 because we deliver rapid cost savings and improvements in patient outcomes to our global health clients. This will be our fourth consecutive year of 20%+ revenue growth since listing on the ASX in 2019.

Three years ago we rebuilt Beamtree, as it is today, to take advantage of accelerating global market opportunities - investing in go to market and product capabilities, and making two acquisitions. In FY24 we saw major contract wins underline those opportunities and noted growth in revenue (21% in FY24) and strong pipeline in all our markets. I am pleased to report that, while we continue to invest in scale growth, we returned to operating profit in FY24 and closed out the year with a cash position ahead of expectations.

We achieve consistently strong results because our products play a vital role in modern healthcare, helping services meet the challenge of rising demand, workforce shortages and fiscal constraint through automation

and decision support. As we demonstrate the return on investment our products deliver - their cost is a fraction of the benefit returned to customers - we have been able to increase pricing with virtually no impact on client retention. In FY24, we continue to report over 95% renewals across all our products. And we see more and more customers purchase multiple products in order to realise the cumulative financial benefits of Beamtree's AI.

Our growth strategy is anchored in deep partnerships - notably, with Abbott and Lean. Abbott's sales of RippleDown® licences continued to gain momentum in FY24 as pathology laboratories around the world look to AI to reduce dependency on the human workforce. We have won key contracts in Saudi Arabia in FY24 and we will be launching a new product this year - the Integrated Coding Platform - with Lean, our partners in the Kingdom.

FY24 has been a year of key product innovation in other ways. We have launched a major new digital platform for the Health Roundtable, our largest customer, which will transform the ability of more than 200 hospital members in Australia and New Zealand to interrogate their data using cutting edge AI analytics and improve the value, outcomes and efficiency of services. We will leverage that investment in international markets. In June the NHS Confederation announced a partnership with Beamtree to develop a national benchmarking initiative in England in FY25.

These results are a credit to the outstanding Beamtree team who, as ever, have worked with diligence, rigour and passion to drive exceptional growth and deliver a profitable outturn. I'd like to thank fellow directors for their service, our shareholders for their ongoing support and, above all, our customers for giving us the opportunity to serve them.

Sincerely,

Emma Gray



***“The (Beamtree) solutions implemented have driven many improvements in health information, data management and the delivery of clinical care. The partnership is one of collaboration and innovation.”***

*St Vincent's Private, Australia*



# CEO Report



Beamtree pioneers applications of AI and advanced data analytics that use data already produced by health services to deliver instant cost savings and improvements in clinical quality and safety. Beamtree’s AI enabled technology is estimated to increase the total turnover of an average hospital by more than 5% through the automation of clinical coding processes and reduction in data and billing error. 70% of our revenue is now derived from recurrent AI-enabled technology sales.

Our product suite supports the long-term sustainability of health services. One major hospital has reduced its costs by approximately \$4m annually because it is using the Ainsoff Deterioration Index™ to prevent serious patient deterioration and reduce length of stay; another leading provider is targeting to save multiple millions of dollars of costs by using our technology to automate clinical record coding; and in one new pathology service, we are automating process that is equivalent to the work of more than 20 doctors.

Our record success in the last year testifies to the value our products realise for our clients and in FY24 we have seen accelerated revenue growth in all our key markets: Australia, New Zealand, the UK, Saudi Arabia, Canada and Ireland. We remain on track to more than double the size of our annual recurrent revenue to \$60m by the end of 2026.

In FY24, we achieved operating profitability – and in the second half were broadly cash-flow positive. This followed two years of strategic investment and acquisition to build our go-to-market capabilities in international markets and develop the Beamtree AI platform, a modular portfolio which automates data assurance, comparative benchmarking analytics and decision support. Our ability to wrap around the customer with multiple products and provide an end-to-end solution that reduces waste, improves productivity and clinical intelligence is unique. In this way, Beamtree supports modern data-driven health services.

## AI Innovation

A key focus for Beamtree is product innovation and in the last year we have had three priorities. The first has been implementation of a new digital platform for the Health Roundtable, our largest customer, which transforms the user experience and analytic capabilities of the service for more than 200 hospital members in Australia and New Zealand. This platform will be leveraged to develop benchmarking collaboratives in international markets – the first of these, in the UK, will launch in FY25.

The second has been the development of the Integrated Coding Platform – a comprehensive suite of AI-enabled software that assists clinical record coding. This was funded by Lean, our partners in Saudi Arabia who will be launching it in the Middle East early this year. It will mean for the first time that we are competing directly with larger software providers in the clinical coding market and looking to take market share with richer, more advanced functionality. We will market this into Australia and then into other international markets during the course of the next financial year.

Our third priority has been the validation of RippleDown®, our AI decision support platform, in the automation of clinical record coding – bypassing the need for human intervention, reducing stress on the existing workforce and mitigating against worldwide shortages in qualified coders. Trials in Australia, the UK and New Zealand have shown we are able to automate significant proportions of activity with 100% accuracy. We will look to implement product prototypes in FY25.

## Strategic contract wins

We have seen record contract wins in all our product segments and international markets. In Saudi Arabia, we won our first recurrent licence for the PICQ coding audit software with the National Health Information Centre, a precursor to potential national rollout of the technology. We also won our first contract with the private hospital sector in Saudi Arabia to support coding excellence at the Habib Medical Group, the region’s largest provider. We won a further four hospital coding contracts in Canada to continue momentum in this new market. In England, another new market for Beamtree, we have won a number of new contracts initially focused on our coding suite of products with the aim to cross sell other Beamtree products as the relationships develop.

In Knowledge Networks – our analytics division, we launched the new digital platform for Health Roundtable and have completed the FY25 subscription process with a new pricing regime reflecting the improved product delivery with almost no churn. We were also pleased to announce our first national recurrent contract with Te Whatu Ora (Health NZ) which will provide national benchmarking analysis for acute hospital services.

In our Diagnostic Technologies division, our refreshed partnership with Abbott is gathering momentum and in FY24 more than 10 new licences in 8 countries were sold including 3 in Spain, bringing the total of Abbott recurrent licences to more than 40. In addition, a second higher value co-sale in Australia was closed. Our direct sales pipeline is at record levels – and our

first UK contracted implementation (with University Coventry and Warwickshire Hospitals NHS Trust) will start early in FY25.

In our Clinical Decision Support division, we have launched our first Queensland implementation of the Ainsoff Deterioration Index™ with Gold Coast Hospital and Health Service as part of a broader strategic partnership and have started roll out of the product, following a successful trial, with the Hong Kong Hospital Authority. We will have completed CE marking for the UK and Europe in FY25 which will support sales.

I’d like to also celebrate the important work of the Beamtree Global Impact Committee which has published two White Papers this year advocating for the opportunity AI brings to transform the costs and quality of global healthcare.

I’d also like to thank our board and our shareholders for their leadership and support and pay tribute to the amazing, talented and passionate Beamtree team who are the cornerstone of our success.

Sincerely,


**Tim Kelsey**  
CEO




# Beamtree helps solve problems...

For more than two decades, we have helped health providers make better decisions thanks to our pioneering approaches to AI, data insights and benchmarking – all in the interests of improving patient care.


Addressing big problems in healthcare, we help leading healthcare systems tackle unwarranted variation in outcomes, supporting the safety and wellbeing of patients by using automation to drive improvements and quality. We also assist providers with revenue assurance through data accuracy, while fostering greater transparency and addressing equity of access for patients.




Tackle unwarranted variation




Offer revenue assurance




Promote transparency




Drive automation




Address equity of access and resource allocation



Bridge knowledge gaps



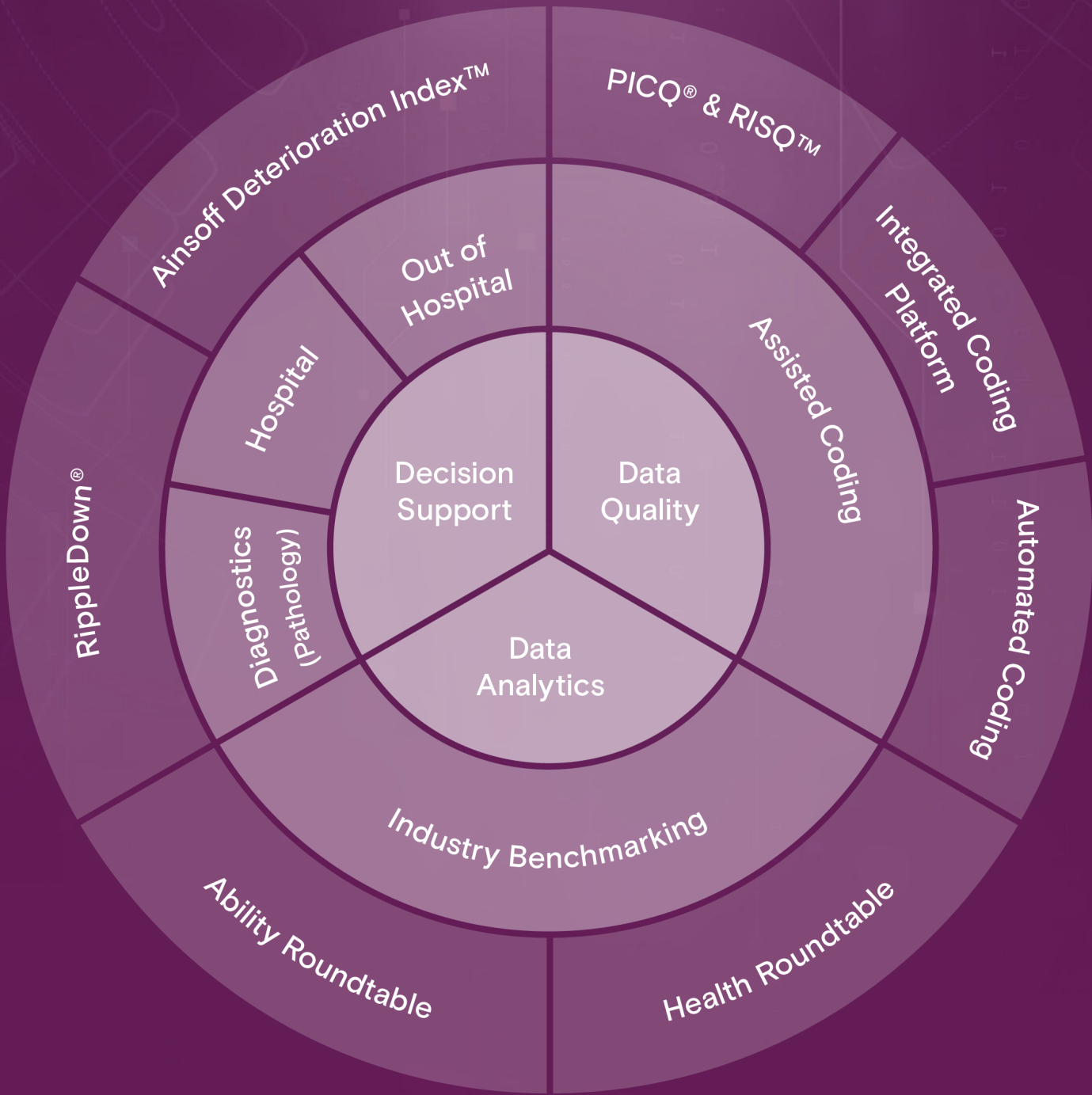
Increase efficiency, reducing errors



Improve quality of data

# ...and empowers Learning Health Systems

Our technologies empower the Learning Health System. These systems drive continuous improvement in safety, quality and efficiency through better access to accurate healthcare information.



# Our People

Beamtree's People & Culture strategy reflects our commitment to our team.

## Celebrating Diversity

During the past year we have organically focused on sharing, emphasising, and celebrating our diversity across a range of team events and initiatives. From developing a map of where in the world our team originates and sharing family recipes, to learning about the different cultures and backgrounds of our team and clients.

We continue to build our global team to support our growth objectives and currently have team members working across 6 countries. We have a workforce made up of 44% females, 56% males and a leadership team with a similar representative balance (39% females, 61% males). Policies and activities supporting workplace flexibility, remote and hybrid working, and individual and community wellbeing and connection promote further participation and elevation of women within Beamtree.

## Learning and Growth

Building on the foundations of FY24, into the new year our team will be focusing on continued professional development via formal and informal avenues including online learning, conference attendance, Lunch & Learns, Senior Leadership Team workshops and masterclasses and peer-to-peer workshops. Our digital people platforms facilitate performance reflection and development processes, putting a focus on engagement and retention of top talent.

## Global Leadership

We continue to strategically emphasise Beamtree as a global healthcare knowledge leader. We have published thought leadership reports through the Global Impact Committee and are continuing to generate new data-driven knowledge and host creative workplaces to fuel innovation. The Future Talent Strategy has been supported by the strategic partnership with the University of Sydney, including several internship opportunities.



Beamtree's monthly birthday celebrations



Members of the BeamTeam celebrating the Olympics

# Our Values

It is the BeamTeam who make Beamtree the success it is, both our direct employees and our extended team of contractors and consultants. Initial engagement, retention and promotional decisions are made with our culture and values at their core. Each quarter we celebrate four team members who have brought our values – Collaborative, Creative, Deliberate and Trusted – to life through their actions and interactions, as identified and nominated by their colleagues. Here is a snippet of their impact.

## Recognising the impacts of our people



Collaborative

*"They build and harness external relationships while elevating the profile of Beamtree in a dynamic landscape. They bring the right people into conversations, gaining perspectives, creating inclusion and taking the time to engage meaningfully."*

*"They have stepped into the project, collaborating with all parties and have been instrumental in getting the project to where it is today."*



Creative

*"They display creativity and have great ideas, both coming up with ways to improve the program and dashboard, and through contributions to client data requests and analysis."*

*"I worked with them on a recent project and was so impressed by their work. They are so efficient and thorough. I couldn't believe the progress they made in such a short amount of time."*



Deliberate

*"They are a passionate and capable leader who has worked hard to advance their program, through strategic relationship development."*

*"They are clear about the benefits that we'll deliver and have worked hard to pursue this outcome since the programme's inception."*



Trusted

*"We as a team are so grateful for their hard work and their help understanding all the aspects of our processes. Their extensive knowledge and approach to sharing that knowledge, is trusted, logical and structured."*

*"They can always be trusted to see issues from a calm perspective and facilitate an optimal outcome"*



# Global Thought Leadership



*I am immensely grateful to the GIC members for their commitment and expertise. They are proving an invaluable source of insight and analysis which supports both our public service mission and our corporate development.*

## Global Impact Committee

Beamtree's Global Impact Committee (GIC) plays a key role in building the company's international reputation as a leader in mobilising the power of data and artificial intelligence to improve healthcare quality, safety and productivity.

This international network of experts advises us on innovations in some of the world's leading hospitals and health systems and acts as a sounding board for Beamtree's strategy and product development. Its members are drawn from Australia, Canada, India, Ireland, Italy, Singapore, South Africa, UK, USA and – with Dr Reem Al Bunyan joining – Saudi Arabia.

As part of our public service mission, the GIC has continued to develop thought leadership for a global audience and we are preparing for our second international conference.

## Human Intelligence – using AI to unleash patient power

The third GIC report highlights the success of healthcare organisations in countries such as India, Saudi Arabia, Singapore and Canada in developing patient-facing digital services at speed and scale. They have put more power in the hands of patients, improved access, reduced costs, enhanced the patient experience, improved transparency about performance and made life easier for hard-pressed clinicians.

We analyse what makes these organisations trailblazers and make the case for healthcare providers to match the ambition of consumer technology to give citizens and patients greater control over their health and healthcare and a better experience.

The launch of the report in June was supported by articles and social media, with the involvement of many of our GIC members

## International conference, Vancouver

In September we will be hosting our second international conference with an invited audience of around 90 international health experts, in collaboration with our colleagues in the Provincial Health Services Authority of British Columbia, Canada. It will address critical issues such as maximising the impact of the clinical workforce through AI, how health systems need to change in the face of the precision medicine revolution, AI and patient power, funding reform and population health. We will be welcomed by First Nation healthcare leaders onto their ancestral lands and learn about BC's work to meet the needs of First Nation communities.

I am immensely grateful to the GIC members for their commitment and expertise. They are proving an invaluable source of insight and analysis which supports both our public service mission and our corporate development.

*By Prof Mark Britnell, Chair, Beamtree Global Impact Committee, and board member.*



*“Our partnership represents a key step in the application of decision support to improve patient outcomes. This leverages the benefits of our EMR implementation to use data and intelligence to deliver continuous improvement. This is aligned with our vision of building and sustaining a world class health system for all Queenslanders.”*

*Queensland HHS*



# International Growth



Agreement with Lean to develop the new Integrated Coding Platform

## Middle East & Africa | Kingdom of Saudi Arabia

During 2024 Beamtree, working with its Saudi partner Lean completed the review and preparation of the Information Management Governance Strategy for the Kingdom of Saudi Arabia. The Strategy is a critical part of the Kingdom's national Vision 2030 program. Both the strategy and implementation plan of recommendations have been agreed with the National Casemix Center of Excellence. It is a unique privilege for Beamtree to be offered the opportunity to help support the creation of the detailed plan that will enable the Kingdom to produce and capture high quality coded data that will in turn enable services to more accurately measure the clinical and cost effectiveness of healthcare.

Lean also commissioned Beamtree to lead a project to create a world leading integrated coding platform. The platform is initially being rolled out for use in the Saudi Arabian market but is also a critical part of the Lean and Beamtree partnership for deployment across select global markets. The platform integrates market leading technology solutions such as PICQ® and is on track to be trialled with customers in Saudi Arabia in late 2024. The platform is a unique offering bringing together well-established Beamtree and Lean digital technologies into a single coding offering significantly improving user experience in areas of automation, workflow and improving workforce productivity.

Beamtree also commenced work with the largest Private Hospitals Provider group in Saudi Arabia and Middle East, the Dr Sulaiman Al Habib Medical Service Group, to determine future human workforce and technology resourcing requirements in hospital coding activities. This includes application of Beamtree's assisted coding audit quality assurance technology, PICQ®, and assessment of opportunities for automation of clinical coding, leveraging Beamtree's proprietary RippleDown® technology.

*"This work will establish a dynamic, learning and standards-based health information system, enabled by the optimal utilisation of people, technology, and processes to achieve value-based healthcare in the Kingdom of Saudi Arabia's in support of the Kingdom's Vision 2030."*

Dr Hussam Alfaleh, CEO of CNHI

## United Kingdom & Europe | England

Beamtree continues to grow its presence and engagement across the UK. Three new contracts were signed with Integrated Care Boards in Lancashire & South Cumbria, Gloucestershire, and North East North Cumbria to undertake quality reviews of their clinically coded data using PICQ® UK indicators.

Beamtree also successfully completed the first phase of a world leading autonomous coding proof of concept through its partnership with Milton Keynes University Hospital NHS Foundation Trust utilising Beamtree technologies in automation, coding and AI, and commenced a second proof of concept at Lancashire Teaching Hospitals NHS Foundation Trust.

*"The NHS has always been a test bed for some of the world's most important medical innovations. This partnership means Milton Keynes University Hospital will continue this proud tradition and help to bring new ideas to the NHS. Automation and digitisation must be the way we modernise the service to protect our staff from burnout and give patients a safe, high-quality service."*

Professor Joe Harrison, CEO of Milton Keynes University Hospital

Beamtree also successfully tested the applicability of its Ainsoff Deterioration Index™ on retrospective data at two UK hospitals Lancashire Teaching Hospitals NHS Foundation Trust, and University Hospitals Coventry & Warwickshire NHS Trust.

The University Hospitals Leicester NHS Trust, and University Hospitals Coventry & Warwickshire NHS Trust signed MOUs to implement Beamtree technologies. A total of 6 NHS Trusts and ICBs now have signed MOUs.

In May 2024 Beamtree and the NHS Confederation announced plans to develop an improvement-led analytics, benchmarking and knowledge network for the NHS. This will leverage Beamtree's newly upgraded AI enabled benchmarking and analytics platform being rolled out for 200+ Australia and New Zealand hospital members of Hospital Roundtable Table.

During 2024 Prof Natasha Phillips, former Chief Nursing Information Officer of NHSX joined as an expert clinical and technology advisor to Beamtree.

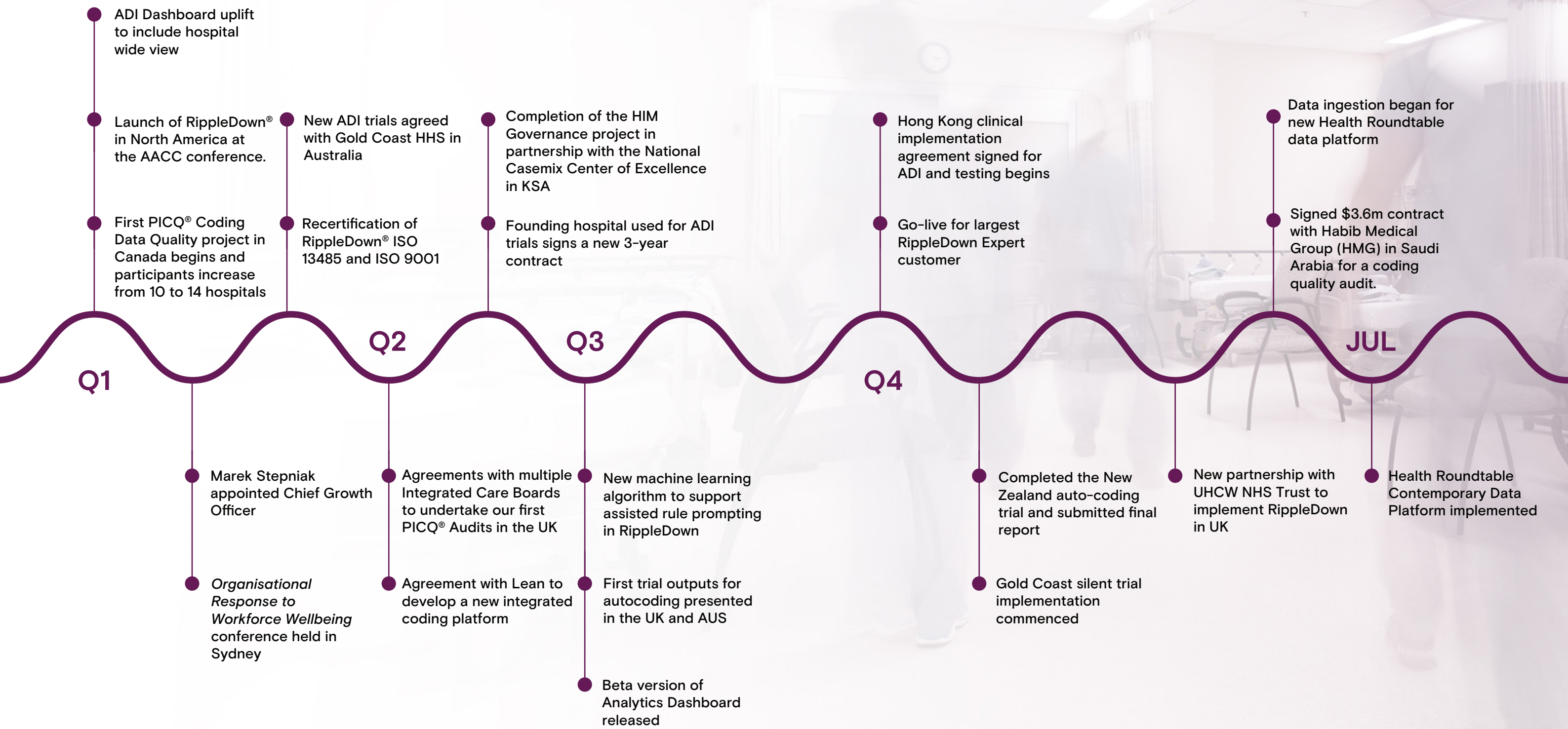
## North America | Canada

Throughout the year Beamtree has been working with the Provincial Health Services Authority in British Columbia and initially ten hospitals, which has grown to 14, from across several health authorities to improve data quality and clinical coding effectiveness. This has included a program of analysis, audit and professional education. Commencing with coding quality reviews Beamtree has worked with over 120 coders to identify areas of data quality variability and then supported local coding teams, providing detailed insights enabling local teams to improve their practices and accuracy. The program has also validated new PICQ® indicators for the local market. An update on the progress on this work was provided at the PCIS Global Conference in June 2024.

Beamtree has also commenced discussions with provider organisations in Ontario and with regulators serving the broader Canada healthcare market.



# Highlights of FY24




# Our Solutions & Services

Beamtree offers four product segments which combine into a modular software suite to assist healthcare services transform the quality of their data, analyse key performance insights and improve actionable decision support. In this way, Beamtree supports the Learning Health System and improves the outcomes, value and sustainability of international health services.

## Data Quality and Knowledge Networks

Analytics and Coding Quality combines knowledge of health data and clinical coding classification systems to provide insight into health services while introducing opportunities to automate administrative and human expertise.




**Coding Assistance and Data Quality**  
Advanced technology that automates the coding process to improve data quality and equity of resource allocation.


Activity BarCoding™


Picq®

Risq™



**Analytics and Knowledge Networks**  
Combining data analytics solutions with peer-to-peer alliances that accelerate innovation and knowledge diffusion.


HEALTH ROUNDTABLE

the ability roundtable

Workforce Wellbeing Collaborative Program

## Curated AI: Diagnostics & Clinical Decision Support


Diagnostics and Clinical Decision Support maximises our long history of successfully implementing automation in the pathology sector and expands our knowledge system products to support safety and quality in the acute clinical setting.



**Diagnostic Technology**  
Advanced technology that automates the coding process to improve data quality and equity of resource allocation

RippleDown™ Auditor

RippleDown™ Expert



**Clinical Decision Support**  
Combining human and artificial expertise together to enhance decisions that improve care, value and experience.

Ainsoff™ Deterioration Index



# Coding Assistance & Data Quality Solutions



Beamtree at the Health Information Management Association of Australia (HIMAA) National Conference

## Importance of Clinical Coding

Clinical coding is the process of translating written clinical data and notes into alpha numeric coded data, based on the International Classification of Diseases (ICD) system. A clinical coder will interpret information about an aspect of patient care and assign standardised codes.

Since the 1990s, Australian hospitals have used the ICD system to code health data. ICD-10-AM (12th Edition), the Australian Classification of Health Interventions (ACHI) and the Australian Coding Standards (ACS) represent the current classification systems used to code all admitted patient episodes of care in Australia.

Variations of the ICD-10-AM model are used globally, which makes many of Beamtree's products and analytic methods transferable to new regions.

Clinically coded data provides organisations with a wealth of information which informs funding and planning, as well as improving the safety and quality of services. It also enables accurate communication between teams and facilitates benchmarking at a facility, regional and global level.

## How Beamtree Helps

Beamtree has a range of services to support the process of coding and improving data quality. For over 14 years, PICQ® technology has assisted in the automated audit of clinical record coding, ensuring activity recognition is accurate and therefore assist revenue and quality assurance for payors and providers. Beamtree analyses more than the majority of coding activity in private and public healthcare in Australia and provides industry-leading services to clients internationally.

Complimenting PICQ® technology is the company's RISQ™ tool which assists in the measuring, benchmarking and management of hospital-acquired complications (HACs). Analysing the same data provided through PICQ®, RISQ™ provides clients with quality surveillance and benchmarking against peers and industry best practice. In addition to PICQ® and RISQ™, Activity BarCoding™ is another long-standing technology which assists healthcare with the recording and reporting of activity. It provides flexible acquisition of data where systems are not easy to apply and reports this activity in a coded format to supplement records.

Beamtree are excited to announce the launch of our Integrated Coding Platform, an end-to-end assisted coding solution. This platform will debut in the Kingdom of Saudi Arabia in the first half of FY25, followed by a roll-out in the Australian market in 2025. Additionally, we have successfully piloted an AI autonomous coding solution across three hospital trials. Leveraging our proven RippleDown® technology, we have applied this to the clinical coding use case and are now advancing development of a minimum viable product (MVP) of our autonomous solution, set for implementation with key clients this coming financial year.

This strategic expansion broadens our coding products portfolio, extending our services beyond coding quality assurance to include the entire coding process itself. By integrating these services, we will offer our clients a comprehensive suite of solutions that include coding automation, assisted coding and quality assurance. This will provide our clients significant enhanced value, cost savings, operational efficiencies and more accurate activity reporting, driving continuous quality improvement.

## Impact in FY24

In the UK, as part of our autonomous trial at Milton Keynes University Hospital's, we imported real patient data from Cerner Millennium EMR into our autonomous solution, leveraging our RippleDown® technology. In September, we received formal confirmation to undertake the first coding audit within an Integrated Care Board (ICB) in the NHS, starting with Lancashire and South Cumbria ICB. In October, agreement with Lancashire and South Cumbria Integrated Care Board to undertake the first PICQ audit in the NHS in England, with further ICBs showing interest. Beamtree applied for PICQ® and RippleDown® autonomous solutions to be listed on the UK Government G-Cloud, facilitating easier procurement of Beamtree products by the NHS.

In Canada, we commenced our Provincial Health Services Authority (PHSA) Coding Quality Review project in British Columbia, translating PICQ® and RISQ™ indicators for Canadian clinical coding standards.

This was followed by additional coding audits in March with the PHSA in Canada, developing over 200 Canadian PICQ® indicators.

In Saudi Arabia, the National Health Information Management Governance Strategy project for the Kingdom of Saudi Arabia was completed in November. We also signed a significant contract with Habib Medical Group (HMG) in Saudi Arabia, supporting their transition to DRG funding through a coding quality audit and exploring opportunities for automation.

Product innovation and enhancements delivered in FY24 included release of the new PICQ Quality Ratio Benchmarking report in August, summarising coding quality data across hospitals.

## Client Highlight: SVHA and RISQ's Clinician and Coder Workflows

The Workflows were developed by Beamtree with assistance from the St Vincent's Health Australia (SVHA) Private Hospitals to ensure a consistent real time review of HACs to strengthen quality of coding and clinical documentation, and improved outcomes for their patients. The Workflows are also utilised by St Vincent's Public Hospitals.

SVHA Private Hospitals have reduced the total number of hospital-acquired complications (HACs) by 30.2% over the two-year period from 2022 to 2024. This great result was facilitated by the ongoing collaboration between their clinical teams and Coders, and utilisation of the RISQ™ Coder and Clinician Workflows.



# Analytics & Knowledge Networks Solutions

“

*“The Imaging Insights Data has been really helpful in crafting business cases and identifying, in detail, the areas of performance which are tracking well and those which require more attention. Austin Radiology recently used the Imaging Insights Data to support a business case for more EFT, demonstrating where in the patient journey the delays are and justifying the need for additional resourcing. The data has also been helpful in demonstrating Austin Radiology’s very valuable support of Austin ED as they try to identify opportunities for improvement of NEAT.”*

Dr Natalie Yang, Director of Radiology,  
Austin Health

## Importance of Knowledge Networks

Beamtree’s Knowledge Networks members have accelerated improvements in patient outcomes and operational efficiency through their use of retrospective data benchmarked against peer services to identify areas for improvement and improved performance. Beamtree’s data science and analytical capabilities are driving enhancements in these data sets to move to a proactive use of data with predictive analytics. This means that members can use the large data set from within the Knowledge Networks to access statistical forecasts that can help identify the effects of continuing on a current course or working towards improvements in forecasted areas of change.

### Health Roundtable

Extensive engagement and strategic planning activities during 2022 and 2023 of the Health Roundtable Board and Beamtree team resulted in the launch of the Health Roundtable Strategy 2023-26. This Strategy sets out an ambitious program of activities to refocus and improve Health Roundtable data and services to meet the needs of its members.

The core activity of Beamtree during the first year of the Strategy has been the co-design and development of a contemporary data platform. This co-investment by Beamtree and the Health Roundtable Board will enable improvements in data security, acquisition, proactive data processing and enhanced digital experience with advanced predictive analytics using Machine Learning. A series of co-design workshops, advisory committee reviews and individual consultations from within the membership informed the structure and design of Health Roundtable’s future analytics dashboards and website.

Within the enhanced digital experience, Health Roundtable members will see the benefits of transitioning from benchmarking retrospective data to using predictive analytics to help identify future forecasts.

“

*“The use of the Health Roundtable data has enabled and supported evidence during Short Notice Assessment for compliance against The National Safety and Quality Health Services Standards. Very specifically the use of the Hospital Acquired Complications (HACs) report and benchmarking shows quality reports of incidence of HACs, in which services can use to understand where there are areas of improvement, develop action plans for and report on as part of Clinical Governance Leadership and more specifically evidence the actions required for the Clinical Care Standards.”*

Cherie Townsend, General Manager, Calvary  
Bruce Private



*Organisational Response to Workforce Wellbeing, September 2023*

Beamtree continued to facilitate opportunities for Health Roundtable Members to collaborate sharing innovations and participating in communities of practice. Members attended three whole of hospital events including the annual Innovation Showcase, The Organisational Response to Workforce Wellbeing event in Sydney with international speaker Dr Tait Shanafelt, Chief Wellness Officer, Stanford and the Reimaging Complex Patient Journey workshop. In addition, program specific workshops and innovation sharing events saw increasing numbers of attendees.

A revised pricing structure that aims to be more equitable for members and to ensure the sustainability of Health Roundtable was developed with the Health Roundtable Board and implemented for resubscriptions of members. This was welcomed by members with a high retention rate for FY25 and FY26.



# Diagnostic Technology Solutions

## Impact in FY24

This year has seen the diagnostics division focussed on market awareness and product development to modernise and meet our customer expectations. We have been represented at many major industry events including the USA, Asia, the UK and the Middle East

Product development has been rapid this year with many exciting improvements to delight our clients and improve efficiency, safety, quality, and security.

We have launched RippleDown® in the UK with new reference sites for the British and European markets. The need for productivity and workforce augmentation has seen the interest in RippleDown® grow in these regions. Beamtree and the University of Coventry and Warwickshire entered into a partnership to progress the implementation and proof of use cases for RippleDown® AI technology and to become our primary reference site for RippleDown® in the UK in the context of NHS service delivery efficiency and sustainability.

RippleDown® has long-standing credentials in using curated AI technology to automate clinical and administrative process in pathology. This means faster, more accurate diagnostic interpretation and reduced data error which support improved patient outcomes and lower cost. RippleDown's unique AI empowers customisation for local clinical context and supports continuous improvement as best practice standards evolve.

Our distribution partnership with Abbott goes from strength to strength. The Abbott team is marketing RippleDown® worldwide under its own brand following agreement of our new contract and has had great success in building the global pipeline to unprecedented levels. They have promoted RippleDown® for the first time in South East Asia, where we expect our first co-sales in FY25 and in the US.



Beamtree at LabMedUK

We have seen new customers in Australia, Belgium, Spain (3), Italy, Croatia, Brazil, Mexico, Netherlands, Columbia, and the UK in FY24. In total, laboratories in nineteen countries are now using our RippleDown® product – four more than 2023.

In future proofing RippleDown® during the year, we have embedded new machine learning algorithms into the workflows of the software to improve efficient local iteration of rules along with major user experience improvements. One key development has been the launch of the new Syntax assistant which can convert user sentences into AI interpretable RippleDown® language. This has dramatically reduced the amount of time it takes to create complex rule conditions.

RippleDown® has always had great capability in producing detailed, automated reports, and now it offers even more flexibility with additional options and parameters being added such as using the interpretation of the reports themselves. This supports automation of suggestions to users to produce even more valuable reports so they can find insights from their own data and maximise automation opportunities.

The most powerful improvement however has been the release of our new Web Slider Knowledge Builder workflow. This major enhancement has allowed a quicker, smoother use of the feedback mechanism in RippleDown®. Again, using AI, RippleDown® will now automatically detect what type of change has been made during the validation process, and promote rule suggestion for the user to enhance the knowledge base. This has significantly reduced the time needed to refine the applied knowledge, saving our users even more of their precious time.

“

*“Working with RippleDown has highlighted its potential to support Clinical Scientists. The flexibility and scope of the rule building process enables the majority of cases to fall under auto validation. This leaves more time for Clinical Scientists to investigate the more complicated cases, applying their expertise and adding the greatest value.”*

Michael Irving, University Hospitals  
Coventry and Warwickshire NHS

## Client Highlight: Early and accurate detection of Familial Hypercholesterolaemia (FH)

Familial Hypercholesterolaemia (FH) causes premature coronary artery disease and preventable death at an early age. Early diagnosis and treatment reduces the risk of premature CHD, however it is challenging to accurately detect those at risk of developing FH.

Using RippleDown Expert™, Chemical Pathologists at Western Australia pathology site introduced new knowledge threads advice to assist in include identifying people at risk for FH. RippleDown Expert™ evaluated all relevant data in the patient's record, analysed trends and considered other causes of high cholesterol.

A case control study found that pathologist opinions had a significant impact on GP decision making\* with an increase of 200% of cases being referred to the RPH Lipid Clinic. Test results for a subset of these patients were followed over time. The change in LDL cholesterol was significantly greater where pathologist advice had been provided (p < 0.005).\*\*

\* Bender R et al Pathology 2016;48(5):463

\*\* Bell DA et al Clin Chim Acta 2013;422:21-25

# Clinical Decision Support Solutions

Our clinical decision support division uses AI to support automation of key clinical and administrative process to improve patient safety and improve service efficiency. The Ainsoff Deterioration Index™ (ADI) is an AI solution which predicts the future risk of patient deterioration well in advance meaning that clinical intervention is facilitated far sooner than existing early warning systems allow.

ADI has continued to generate impressive results from trials in Australia – results from one large public hospital confirmed that 81.82% of defined adverse events were predicted up to 72 hours in advance.

Results of UK analysis further highlight ADI's predictive capability demonstrating that the ADI was a better predictor at 24 hours prior to an adverse event than any of the other systems were at the time of the adverse event. This means that by implementing the ADI, clinicians have significant time to affect a patient's clinical trajectory by giving staff the opportunity to intervene and prevent an adverse event.

To support expansion into the UK and Europe, progress has been made on work to complete regulatory clearance, which will escalate the opportunity for rapid and large scale deployment in the region.

Beamtree continues to work with innovative organisations to implement and trial ADI, signing a 3 year extension with Sydney Adventist Hospital network and agreeing a 12 month silent trial with Gold Coast University Hospitals, during FY24.

Beamtree signed an agreement with the Hong Kong Hospital Authority to implement ADI. This project is

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*“(ADI) is empowering for staff because once they receive an alert they can immediately see why the scoring tool was triggered and assess the patient appropriately. It is an outstanding example of how technology can support the safety and wellbeing of patients.*

**Prof Jane Andrews, Medical Lead for Central Adelaide Local Health Network GI Services in South Australia**

nearing completion, with the first wards scheduled to go live in August 2024, rolling out rapidly to the rest of the hospital and paving the way for further adoption by a significant number of additional hospitals in the group.

Beamtree continued to develop ADI, including the release of an uplifted Dashboard incorporating a hospital wide view, which offers the opportunity to expand the use of ADI to workforce management, discharge management and virtual care.

ADI was also recognised in the year-end review by Pulse-IT, the ANZ industry trade magazine, which independently singled out ADI as one of the software innovations of the year.



*The implementation of a real time early warning system using machine learning in an Australian hospital to improve patient outcomes*

## Client Highlight: 'Resuscitation' Medical Journal Paper on ADI™

International medical journal 'Resuscitation' has published a paper showing the results of a ten-month trial of the Ainsoff Deterioration Index™ at the Sydney Adventist Hospital.

In terms of clinical outcomes, the paper confirmed a reduction in unplanned Intensive Care Admissions by 20.4% and Major Adverse Events (death or unplanned ICU admission or Medical Emergency Team activation) by 16.7%. It also reported significant improvement in patient haemodynamics and a reduction in hospital stay length by 0.3 days per patient admission.

It is rare for a publication to demonstrate not only predictive capability but impact to outcomes, proving the immense potential of the ADI™ to impact both quality and financial measures in healthcare.



# Technology

Strengthening Beamtree's infrastructure and day-to-day operations provided the backbone for the innovative work the team produced in FY24. This included the implementation of well architected review of cloud resources leading to improvements in security posture and the strengthening of a number of key IT processes.

Beamtree's technology team also played a critical role throughout FY24 in providing specific project and product support to a number of key projects.

“

*“Lean and Beamtree’s working relationship continues to grow, and we are excited to bring our product offerings now together globally. This partnership will bring new technology to health institutions and health care services and supports Lean’s mission to work as a key enabler of e-health innovation.”*

*Mohammed AlRasheed, CEO of Lean said, referring to the Integrated Coding Platform.*

## Health Roundtable – Data Platform Upgrade

A core part of Health Roundtable's Strategy 2023–2026 was to modernise the data platform and digital experience for Health Roundtable – delivering on commitments to improve customer digital experience, uplift reliability, supportability, and security. To do this, the technology team leveraged the latest cloud and AI solutions to develop a platform that will support future development and scaling. The project also delivered automated data submission and data quality assurance processes, allowing for continuous improvement of historic data quality and more frequent submission of new data. Integrated machine learning and model validation pipelines were developed, improving the safety and accuracy of data science models used within Health Roundtable.

## Ainsoff Deterioration Index

FY24 saw the technology team focus utilising customer feedback to enhance the product. Some of these product enhancements included added capability for customers to integrate Ainsoff Deterioration Index™ scores into their clinical system via a push mechanism, added capability to manage ward-specific configurations, enhancing the Acuity Dashboard in response to customer feedback, and added capability for customers to manage user access to the Acuity Dashboard via Single Sign-On. Work commenced on the development of the Analytics Dashboard, which will be finalised in FY25.

## RippleDown

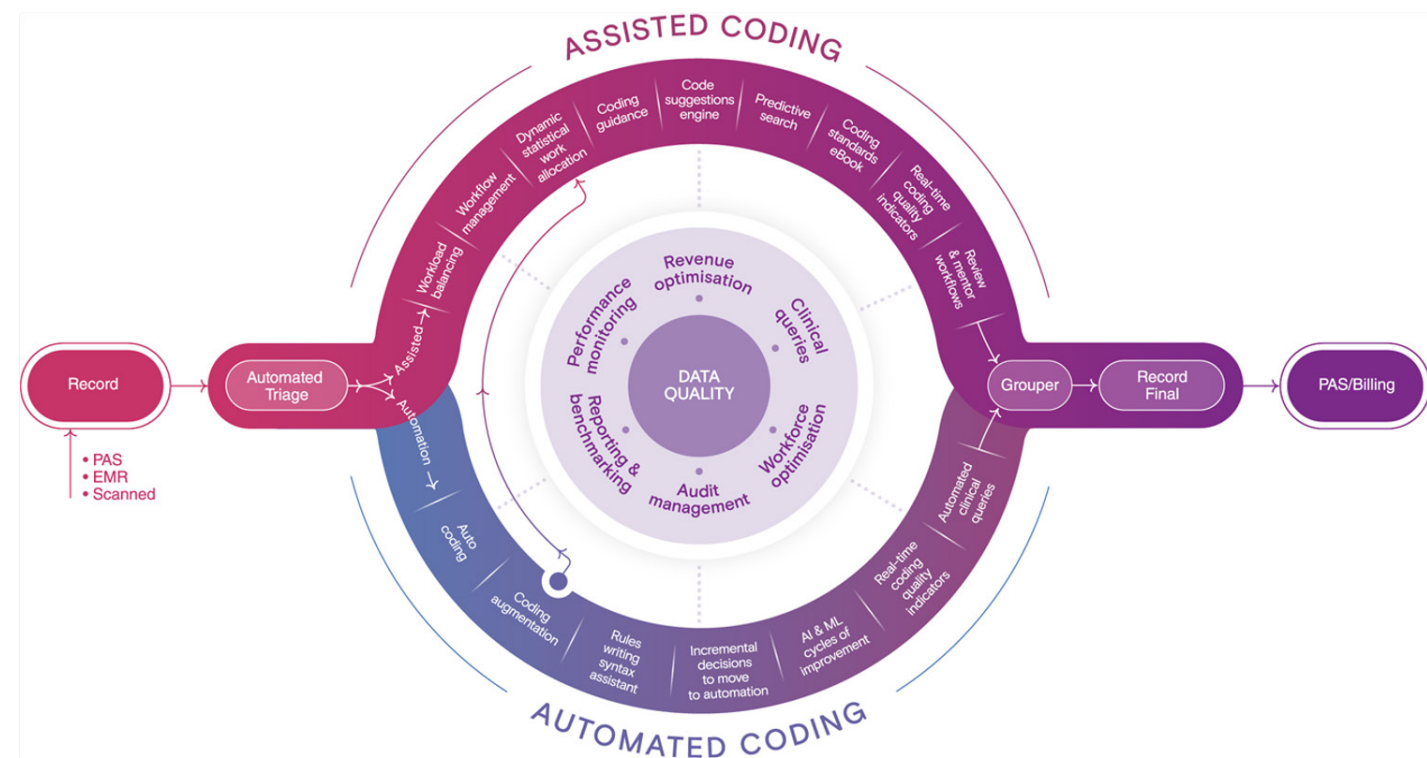
One of the core priorities for RippleDown® was to improve customer experience through modernising the User Interface (UI) and introducing new machine learning models. Using React web client, the team have been able to simplify the UI to enable a better rule-building experience within RippleDown®. Migrating dashboards to React has also enabled easier implementation of the product into customer environments.

The team worked on unifying the software development process to maintain the ISO-12485 and ISO-27001 certification.

## Integrated Coding Platform

Together with our partners Lean, in the Kingdom of Saudi Arabia, the Technology team worked to deliver an integrated coding platform made of software components from both Lean and Beamtree. The new Integrated Coding Platform will provide a comprehensive clinical coding platform aimed at improving the efficiency and effectiveness of under pressure hospital coding teams.

Throughout the second half of FY24, the technology team completed a technical uplift of all components and commenced an uplift of features for the first version of the coding platform to be released in the Middle East by the end of 2024. There were also future-focused efforts made to ensure support for future integration of AI capabilities.



Integrated Coding Platform Diagram



# Financial Report



# Beamtree Holdings Limited

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## Corporate directory

<b>Directors:</b>	Emma Gray (appointed Chair 21 November 2023) Bradley Lancken James Birch Mark Britnell (appointed 1st May 2024) Michael Hill (retired as Chair 21 November 2023) Stephen Borness (resigned 31 December 2023)
<b>Company secretary</b>	Belinda Cleminson Maria Clemente (appointed 28 May 2024)
<b>Notice of annual general meeting (AGM)</b>	The details of the AGM of Beamtree Holdings Limited are: Suite 2 Level 10, 5 Blue Street North Sydney, NSW 2060 28 November 2024, 11:00 am
<b>Registered office</b>	Suite 2 Level 10, 5 Blue Street North Sydney, NSW 2060 AUSTRALIA
<b>Principal place of business</b>	Suite 2 Level 10, 5 Blue Street North Sydney, NSW 2060 AUSTRALIA
<b>Australian Business Number</b>	42 627 071 121
<b>Stock Exchange Listing</b>	Australian Securities Exchange (ASX: BMT)
<b>Share register</b>	Automic Pty Ltd Level 5 126 Phillip Street Sydney, NSW 2000
<b>Auditor</b>	BDO Audit Pty Ltd Level 11 1 Margaret St Sydney NSW 2000
<b>Lawyers</b>	Holding Redlich Level 65 25 Martin Place Sydney NSW 2000
<b>Bankers</b>	HSBC Bank Australia Limited Level 36, Tower One – International Towers Sydney 100 Barangaroo Avenue Sydney NSW 2000
<b>Website</b>	<a href="http://www.beamtree.com.au">www.beamtree.com.au</a>
<b>Corporate Governance Statement</b>	<a href="http://www.beamtree.com.au/our-company/corporate-governance/">www.beamtree.com.au/our-company/corporate-governance/</a>

# Beamtree Holdings Limited

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## DIRECTORS' REPORT

The directors present their report, together with the financial statements, on the consolidated entity (referred to hereafter as the “consolidated entity” or “the Group”) consisting of Beamtree Holdings Limited (referred to hereafter as the ‘Company’ or ‘Parent entity’) and the entities it controlled at the end of, or during, the year ended 30 June 2024 (referred hereafter as “FY24”).

### Directors

The following persons were directors of Beamtree Holdings Limited during the whole of the financial year and up to the date of this report, unless otherwise stated:

Emma Gray (appointed Chair on 21 November 2023)  
Bradley Lancken  
James Birch  
Mark Britnell (appointed 1st May 2024)  
Michael Hill (retired as Chair 21 November 2023)  
Stephen Borness (resigned 31st December 2023)

### Principal activities

The principal activity of the consolidated entity during the year was the provision of Artificial Intelligence based decision support software and data insight services to the healthcare industry. Beamtree help solve healthcare problems around the world by turning data into insights, action and automation to create a better future for healthcare. Beamtree is a leading provider of AI healthcare technology software and services in Australia and is expanding its reach globally with its products used by over 180 clients in more than 25 countries.

### Dividends

There were no dividends paid, recommended or declared during the current or previous financial year.

### Acquisitions during FY24

The Company made no acquisitions during FY24.



# Beamtree Holdings Limited

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## Review of operations

The loss for the consolidated entity after providing for income tax amounted to \$5.1m (30 June 2023: loss of \$6.9m). The table below outlines the Group financial results for FY24. The Directors' report and Annual report reference Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA) positions are non-IFRS financial information used by Directors and Management to assess the underlying performance of the business and as such have not been reviewed in accordance with Australian Auditing Standards.

Year ended 30 June	FY24	FY23	Change
	\$'000	\$'000	%
Recurring revenue (licence, subscription and usage fees)	23,072	21,163	9%
Non recurring analytical services	4,529	1,605	182%
<b>Total Revenue</b>	<b>27,601</b>	<b>22,768</b>	<b>21%</b>
Expenses – people	(19,692)	(17,339)	14%
Expenses – non people	(7,502)	(6,855)	9%
<b>Total Operating Expenses</b>	<b>(27,194)</b>	<b>(24,194)</b>	<b>12%</b>
<b>Operating Profit/(Loss)</b>	<b>407</b>	<b>(1,426)</b>	<b>129%</b>
Non operational Income	-	26	(100%)
Non operational expense	(1,283)	(405)	217%
Fair value adjustment – deferred consideration shares	396	565	(30%)
<b>Reported EBITDA</b>	<b>(480)</b>	<b>(1,240)</b>	<b>61%</b>
Depreciation & amortisation	(5,442)	(4,893)	11%
Interest income/(expense)	92	(56)	(264%)
<b>Net Profit/(Loss) before Income Tax</b>	<b>(5,830)</b>	<b>(6,189)</b>	<b>6%</b>
Income tax benefit/(expense)	724	(719)	(201%)
<b>Net Profit/(Loss) after Tax</b>	<b>(5,106)</b>	<b>(6,908)</b>	<b>26%</b>

## Revenue

In FY24, and consistent with its stated strategy, Beamtree has continued to develop its presence in its core international markets of the United Kingdom, Canada and the Middle East and by growing in its original markets, Australia and New Zealand.

Overall, the Company has reported an increase in revenue of 21% in FY24 compared to revenue growth of 19% in FY23 excluding the impact of acquisitions in the prior period. Recurring revenue was 86% of overall revenue in FY24 with the increase in non-recurring revenue in FY24 aimed at being a pre cursor to delivery of recurring revenue in new international markets. Overall International revenue growth was 47% in FY24 or \$3.4m driven by this international expansion strategy which accounted for 70% of total revenue growth in FY24. Revenue from international markets now constitutes 39% of total revenue as the Company seeks to sell its competitive Australian made software to hospitals in its core overseas markets.

The Company secured a number of important customer wins in FY24 including continuing momentum in revenue earned from our Diagnostic product global distribution agreement with Abbott Laboratories, sale of our new Ainsoff Deterioration Index product to Gold Coast Hospital & Health Service and also the Hong Kong Hospital Authority. FY24 also saw the extension of our strategic partnership with Lean in Saudi Arabia for the development of an integrated coding platform combining both parties existing technologies. In our Analytics and Knowledge Networks segment the focus has been on upgrading the data platform that delivers the main analytics product offering which went live in July 2024 and will provide a strong foundation for this product offering going forward.

# Beamtree Holdings Limited

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## Expenses

The company's operating expenses base grew by 12% in FY24 compared to an 18% (7% excluding acquisitions) in FY23. The \$3m increase in operating expenses was almost 80% driven by employment costs as the business continued to invest in its international growth activities as well as an enhancing its capabilities in areas supporting its product and sales strategy including sales resources, technical resources and cyber security capabilities.

## Operating (loss)/profit

The operating profit for the Group was \$0.4m compared to a loss of \$1.4m in FY23 and a \$4.0m loss in FY22 as the company focused on continued expansion whilst carefully managing its investments and expense base. The FY24 operating profit represented a 129% improvement of the Company's profitability year on year.

## Reported EBITDA vs. Operating (loss)/profit

The table below outlines adjustments between operating profit and reported EBITDA, key performance measures for the management and the Company.

	FY24	FY23
	\$'000	\$'000
<b>Operating profit</b>	<b>407</b>	<b>(1,426)</b>
Foreign exchange gain/loss	(240)	114
Share based payment expense (non-cash)	(1,247)	(515)
Restructuring and other non-operating costs	(144)	(367)
Impact of AASB 16 (property lease costs)	348	389
Fair value adjustment – deferred consideration shares	396	565
<b>Reported EBITDA</b>	<b>(480)</b>	<b>(1,240)</b>
Depreciation & amortisation	(5,442)	(4,893)
Interest income/(expense)	92	(56)
<b>Loss before income tax</b>	<b>(5,830)</b>	<b>(6,189)</b>

## Employees

The number of employees at Beamtree at 30 June 2024 was 97 compared to 95 at the same time of year previously.

## Likely developments and expected results of operations

Beamtree has disclosed to the stock market our goal to achieve \$60M in annual recurring revenue in 2026 and are executing a plan to deliver on this target. As part of the plan, the Company is targeting recurring revenue growth in excess of 20% in the next financial year as well as continued focus on cost management with cost growth targeted to be lower than revenue growth. This revenue growth will come from our Australian operations and an increasing proportion will come from our international operations, consistent with the strategy to sell our products in key overseas markets like the United Kingdom, Canada and Saudi Arabia. The Company continues to make investment with the long term \$60M target in mind and also aimed at international expansion. The key business risk associated with this plan are detailed on page 47-48.

In the next financial year Beamtree will also target continued improvement of operating profit driven by the revenue growth and focused cost management as well as targeting to reduce the net cash outflow of the Company.

## Events after the reporting period

The Directors are not aware of any matters or circumstance that has arisen since 30 June 2024 that has significantly affected, or may significantly affect the consolidated entity's operations, the results of those operations, or the consolidated entity's state of affairs in future financial years.

## Environmental regulation

The consolidated entity is not subject to any significant environmental regulation under Australian Commonwealth or State law.



# Beamtree Holdings Limited

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## Information on directors

Name:	Emma Gray
Title:	Non-Executive Chair
Experience and expertise:	Emma Gray is an experienced global business executive with over 20 years experience in operations, strategy and digital transformation specifically in the retail, consumer and banking sectors. Emma was with ANZ Banking Group for 5 years, most recently as Group Executive, Data and Automation having previously been its Chief Data Officer. Prior to joining ANZ, Emma was a Group Executive with Woolworths, where she focused on Loyalty, Data and Strategy. Prior to executive life, Emma was a partner with Bain & Company, where she specialised in the retail and consumer segments, working across Australia, the United States and the United Kingdom for 15 years. Emma has an MBA from Harvard University and a BA in International Marketing and Languages (French and German) from Dublin City University, Ireland.
Other current directorships:	Sydney Dance Company Bank of New Zealand
Former directorships (last 3 years):	None
Special responsibilities:	Chair Member Remuneration and Nomination Committee Member Audit and Risk Committee
Interests in shares:	29,454,823 ordinary shares  Emma Gray holds 29,183,394 interests in shares indirectly through Invia Custodian Pty Limited ATF Arrakis Family Trust and 271,429 interests in shares indirectly through Arrakis Nominees ATF Arrakis Family Trust

Name:	Bradley Lancken
Title:	Non-Executive Director
Experience and expertise:	Bradley is an experienced private and public company executive with over 20 years experience and is a Managing Partner of Liverpool Partners with former roles at Archer Capital and Seven Group Holdings Limited. Bradley has global experience in the technology and SaaS sector including currently acting as a director of Seisma and SimplyAi (leading technology consulting businesses), Baby Village (a leading ecommerce business) and former roles on the advisory board of China Media Capital Partners and isseekplant.com.au. He also has domestic health care experience, and is a director of Adora Fertility, Genea Fertility, and manages investment in Healthengine (a leading healthcare and GP marketplace technology company). Bradley serves the community as a Director of the NSW Institute of Sport.
Other current directorships:	None
Former directorships (last 3 years):	None
Special responsibilities:	Chair Remuneration and Nomination Committee
Interests in shares:	2,271,429 ordinary shares Brad Lancken holds 2,171,429 interests in shares indirectly through HSBC Custody Nominees (Australia) Limited on behalf of Conchord Pty Ltd ATF Neo Camelot No 2, 50,000 interests in shares indirectly through Conchord Pty Ltd ATF Neo Camelot No 2 Trust and 50,000 interests in shares indirectly through Neo Camelot Holdings No 2 Pty Ltd
Interests in options:	375,000 options (exercisable at \$0.20)

# Beamtree Holdings Limited

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Name:	James Birch
Title:	Non-Executive Director
Experience and expertise:	Mr Birch has more than 30 years experience in implementing technological change in the healthcare industry, having previously served as Chair of the Australian Digital Health Agency, Deputy Chair of the Independent Hospital Pricing Authority, CEO of the SA Department of Health, and global healthcare leader for consulting firm EY. Jim is currently Chair of the Little Company of Mary Health Care (Calvary), and the Australian Red Cross Blood Service (now known as Lifeblood).
Other current directorships:	Little Company of Mary Health Care (Calvary) Lifeblood (Australian Red Cross Blood Service) Women’s and Children’s Hospital Foundation
Former directorships (last 3 years):	None
Special responsibilities	Chair Audit & Risk Committee
Interests in shares:	291,429 ordinary shares James Birch holds 291,429 interests in shares indirectly through Bond Street Custodian Limited on behalf of Jim & Catherine Birch Superfund.

Name:	Mark Britnell
Title:	Non-Executive Director
Experience and expertise:	Mark has dedicated all his 35 years of professional experience to the development of healthcare around the world, having worked in 81 countries on 425+ occasions. He joined KPMG in 2009 as Global Head of Health and later became Global Head of Health, Government & Infrastructure, responsible for nearly one-quarter of KPMG global revenues. He was made Vice Chair of KPMG UK in 2020 and has written two books which have sold in 106 countries and been translated into Mandarin, Korean and Portuguese. He is a professor at the Global Business School for Health at University College London and at the Rotman School of Management, University of Toronto, where he teaches the next generation of healthcare leaders on the comparative performance of health systems globally. He is a Trustee and sits on the Board of the King’s Fund and has held several charity positions, including Prostate Cancer UK. He is also the Director of MD Britnell Ltd.
Other current directorships:	None
Former directorships (last 3 years):	None
Interests in shares:	Mark owns no shares



# Beamtree Holdings Limited

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Name:	Michael Hill
Title:	Non-Executive Director
Experience and expertise:	Formerly a Partner of Ernst & Young, Michael has been involved in working with management teams and boards across a number of companies and industries for more than 20 years. He is the MD & CIO, Founder of the Bombora Special Investment Growth Fund. Prior to Bombora he was an Investment Partner with Ironbridge, a private equity investment fund which invested \$1.5bn. Michael has served as Chairman of multiple ASX-listed companies over the past nine years. He is a member of the Institute of Chartered Accountants in Australia.
Other current directorships:	Design Milk Co Limited (Non-Executive Chairman) Janison Education Group Limited (Non-Executive Chairman) Mad Paws Holdings Limited (Non-Executive Director) Gratifici Limited (Non-Executive Director)
Former directorships (last 3 years):	None
Special responsibilities:	Member Remuneration and Nomination Committee Member Audit Remuneration and Risk Committee
Interests in shares:	1,882,929 ordinary shares Michael Hill holds 911,755 interests in shares indirectly through Jarumitoti Superannuation Fund Pty Ltd and 971,174 interests in shares indirectly through Malolo Holdings Pty Ltd.

‘Other current directorships’ quoted above are current directorships for listed entities only and excludes directorships of all other types of entities, unless otherwise stated.

‘Former directorships (last 3 years)’ quoted above are directorships held in the last 3 years for listed entities only and excludes directorships of all other types of entities, unless otherwise stated.

## Information on Company Secretary and Executives

Belinda Cleminson and Maria Clemente are employees of Automic Group.

### Belinda Cleminson

Belinda is company secretary of various public and private companies, across a range of industries. Belinda is a member of the Governance Institute of Australia, and a Member of the Australian Institute of Company Directors.

### Maria Clemente (Appointed 28 May 2024)

Prior to accepting appointments as an outsourced Company Secretary, Maria was a senior listings adviser at the ASX where she had extensive involvement in the oversight of listed entities primarily in the technology sector. Maria is admitted as a lawyer in New South Wales and spent a decade in corporate restructure and turnaround, with specialist experience in conducting formal insolvency appointments.

# Beamtree Holdings Limited

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## Information on Executives

The information below relates to Executives in the business who are considered as Key Management Personnel.

Name:	Timothy Kelsey
Title:	Chief Executive Officer
Experience and expertise:	Timothy is an internationally regarded digital health leader. He was inaugural CEO of the Australian Digital Health Agency which led an unprecedented digital reform program to provide citizens with access to online health records. Before that he was the National Director for Patients and Information at NHS England where he had responsibility for national data and technology services for the world's largest unitary health service.  He co-founded and was inaugural chair of the Global Digital Health Partnership which now has more than 35 country participants, alongside multinational organisations including the WHO and OECD. He has also served as senior vice president of Analytics International at HIMSS, a not- for-profit organisation supporting the digital empowerment of health and wellbeing around the world.  Timothy is a visiting professor at Imperial College, London and a noted author, including Transparency and the Open Society (2016 University of Chicago, with Roger Taylor).
Interests in shares:	298,765 ordinary shares
Interests in rights:	7,956,000 performance rights

Name:	Mark McLellan
Title:	Chief Financial Officer and Chief Operations Officer
Experience and expertise:	Mark is an experienced financial professional with over 30 years of learning across a number of industries including financial services, technology, energy, and healthcare. Mark has been an ASX listed company CFO for the past 8 years.  Mark joined Beamtree in April 2022. Prior to joining, Mark was Chief Financial Officer and Chief Operating Officer at rhipe limited, an ASX listed cloud software distributor. During Mark's 5+ years at rhipe, he helped manage a threefold increase in revenue and transitioning from loss making to an EBITDA of ~\$20m. This experience in managing a fast growing, multi country, IT focused business will help support Beamtree's own growth aspirations.  Mark is a qualified member of the Institute of Chartered Accountants of Scotland (1997) and also holds a B.A. (Hons) Degree in Economics. Mark has previously worked for PWC in the UK and Ernst & Young in Australia. Mark also worked for 12 years at The Royal Bank of Scotland plc, latterly in their Strategy and Corporate Development team where he was involved in the extensive government led bailout of the bank and the subsequent restructuring. Mark was heavily involved in the listing of Direct Line Insurance Group onto the LSE and also the listing of Citizens Financial Group Inc onto the NYSE. Mark also helped lead the divestment of WorldPay Limited to private equity buyers.  Mark has extensive experience in strategic planning, financial and capital allocation modelling and mergers and acquisitions.
Interests in shares:	671,286 ordinary shares
Interests in rights:	4,000,000 performance rights



Beamtree Holdings Limited

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Name:	Cheryl McCullagh
Title:	Chief Product Officer
Experience and expertise:	<p>Cheryl is an experienced Executive Director in health with a demonstrated history of operational management, technology implementation delivery, strategic planning, business process improvement, implementation science research and change management. She has strong program and project management in health funding models and health IT.</p> <p>Cheryl has a Master's Degree in Health Services Administration from the University of Technology Sydney, and a clinical background in Nursing with a Bachelor of Nursing and Diploma of Applied Science from Flinders University SA, Sydney.</p> <p>Cheryl joined Beamtree in February 2021 and prior to joining served as interim Chief Executive of the Sydney Children's Hospitals Network, and has led many health IT strategies to implementations. Cheryl is an Adjunct Associate Professor at the University of Sydney, Faculty of Medicine and Health and is an Adjunct Fellow at Macquarie University.</p>
Interests in shares:	484,188 ordinary shares
Interests in rights:	4,220,000 performance rights

Name:	Marek Stepniak
Title:	Chief Growth Officer
Experience and expertise:	<p>Marek is a highly respected healthcare leader and collaborator working closely with provider and payer organisations, pharmaceutical and medical technology companies, private equity firms, governments, and their boards across multiple regions. Marek's extensive experience spans Australia, New Zealand, the United Kingdom, Europe, Middle East, Africa, South-East Asia, China, Canada and USA, providing him with a global perspective on healthcare dynamics.</p> <p>Recently as a Partner, Health Care Practice Leader and Senior Advisor at McKinsey &amp; Company, Marek led teams in designing and implementing operational, organisation-wide, digital transformation, and growth strategies helping drive impactful change and deliver tangible results for clients. Marek has also held leadership positions including as CEO/COO at various private and public hospital groups (with up to 2,400 inpatient beds), COO at I-MED (Australia's largest imaging provider) and MD at Perot Systems Corporation (EMEA's leading system integrator). He has also contributed as a Non-Executive Director including at various NHS Trusts bringing a wealth of industry knowledge and strategic insights. He has a BHSc (Mgt), Graduate Diploma in Bioethics and Masters of Business Administration.</p>
Interests in shares:	90,910 ordinary shares
Interests in rights:	3,079,969 performance rights

Beamtree Holdings Limited

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Meetings of Directors

The number of meetings of the company's Board of Directors ('the Board') and of each Board committee held during the year ended 30 June 2024, and the number of meetings attended by each director were:

	Full Board		Remuneration and Nomination Committee		Audit and Risk Committee	
	Attended	Eligible to attend	Attended	Eligible to attend	Attended	Eligible to attend
Emma Gray	11	11	3	3	5	5
Bradley Lancken	11	11	3	3	-	-
James Birch	10	11	-	-	2	2
Mark Britnell	2	2	-	-	-	-
Michael Hill	10	11	3	3	4	5
Stephen Borness	6	6	-	-	3	3

Beamtree's Risk Management Framework

The Board of Directors of Beamtree are responsible for the oversight of the risk management framework within the business. The risk management framework outlines how risk is managed in the Group including governance, key risk areas, policies, and roles and responsibilities in relation to risk management. The framework includes the maintenance and ownership of the Group's risk register plus determining the Group's risk appetite and risk tolerance statement. The risk management framework is reviewed annually by the Board and The Audit and Risk Management Committee to ensure its effectiveness, continued application and that the Group is operating pursuant to the risk appetite set by the Board.

Overview of Board Responsibilities for Risk Management

The Board of Directors of the Group determines the Group's appetite and tolerance for risk, aligned to its vision, strategy, and culture. The Group is committed to a risk management approach that facilitates ethical behaviour and is the basis for the Group to achieve its objectives.

- The risk management function involves Board oversight of its governance and the development of the risk management framework that includes:
- regular review of the appetite for risk in the development and execution of strategy;
  - the tolerance of risk, within which the management operate;
  - identification of all financial and non-financial risks across the company in terms of their impact;
  - internal controls, systems and processes to manage/mitigate and to respond to risk events;
  - processes for identifying the vulnerabilities and threats facing the Group;
  - processes for monitoring and reporting on the identified risks;
  - the extent to which risk is transferred from the Group via insurance management; and/or contractually;
  - processes for monitoring and reporting on compliance with laws, regulations and standards including ethical standards;
  - identification of roles and responsibilities of personnel; and
  - review, approve and monitor the system of internal controls including those designed to ensure the integrity of budgets, financial statements and other reporting.

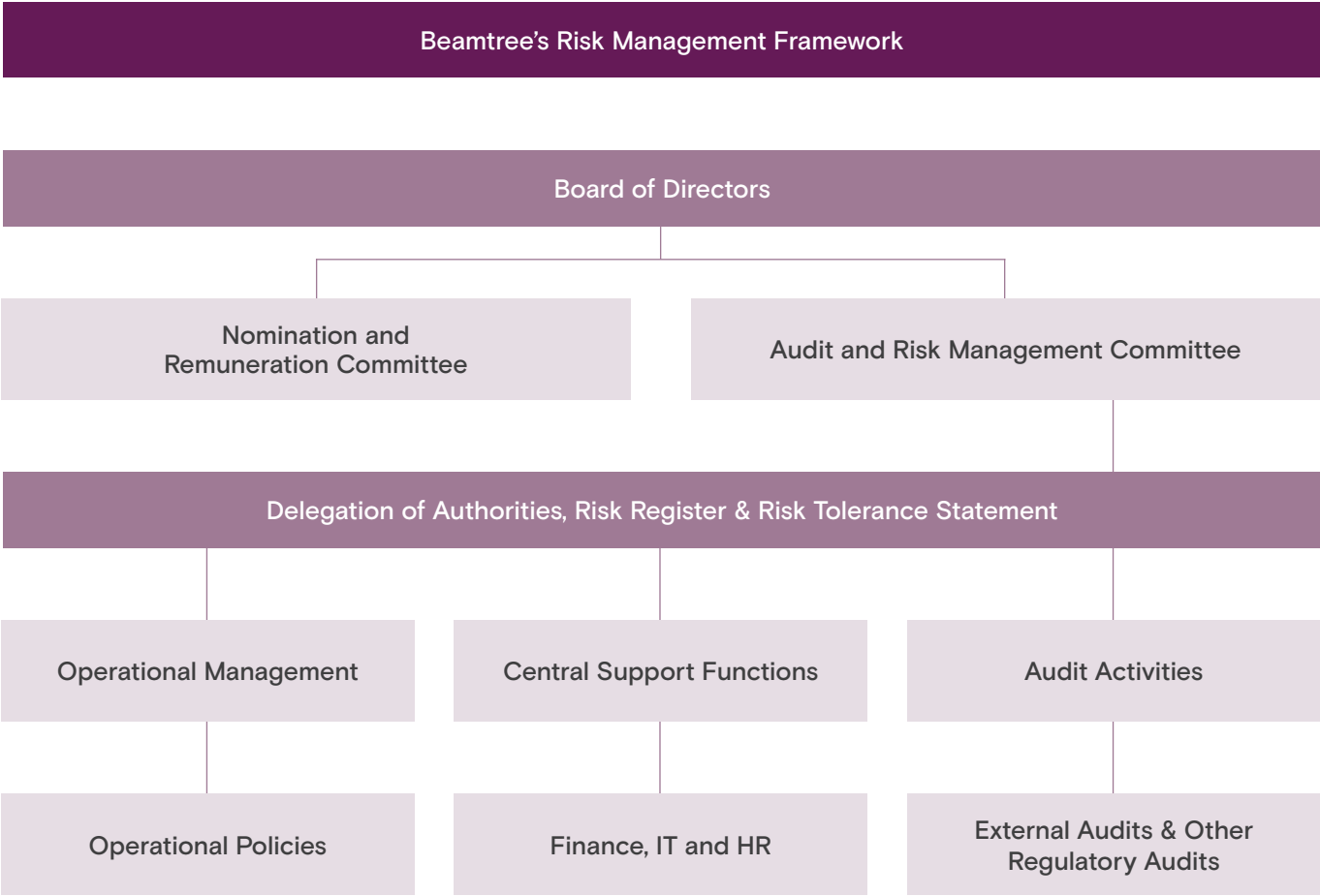
The intended outcomes of the risk management function include:

- the establishment of a robust risk management framework and internal control system that enhances the Group's ability to meet its strategic objectives;
- improved operating performance and reliable internal and external reporting;
- increased awareness and management of risk; and
- compliance with policies and procedures and applicable laws and regulations.

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An outline of the risk management framework is shown below



Audit and Risk Management Committee

To assist the Board in discharging its responsibilities in relation to risk management, the Board has delegated certain activities to the Audit and Risk Management Committee (“ARC”), a sub-committee of the Board. The Audit and Risk Management Committee is responsible for advising the Board on risk and compliance management generally and to assist the Board in fulfilling its risk management and oversight responsibilities relating to (among other matters):

- the relevance of the Group's risk policy; and
- the effectiveness of the Group's risk management framework and supporting risk management systems.

The detailed roles and responsibilities of the ARC are set out in the Audit and Risk Management Committee Charter.

The ARC oversees internal controls, policies and procedures which the Group has established to identify and manage key risks and where required the Committee will review matters on behalf of the Board and make recommendations, which are then referred to the Board for resolution (if the committee has an advisory role) or resolve matters entirely (if the committee has been delegated authority), which is then reported to the Board.

Senior Management

The Board has also delegated various authorities to the CEO, to enable the management of the Group on a day to day basis are carried out within authorities approved by the Board. These delegations are described in the Delegations of Approval policy which is reviewed annually by the ARC.

Risk Tolerance

The Board have also put in place a Risk Tolerance statement that is reviewed and updated annually as part of the business planning cycle and reflects the expected financial performance of the Group in the next 12 months. The risk tolerance statement takes into account the level of risk and earnings volatility that the Board is prepared to take to achieve strategic objectives and offers management practical guidance around risk appetite when managing the business on a day to day basis.

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Key Material Business Risks

Beamtree's activities and the industry that it operates within give rise to a broad range of risks. These risks are identified by the Board and Management and are recorded in the Group's risk register. Each identified risk is allocated to a senior management owner or owners who has responsibility to ensure any appropriate internal controls are in place and mitigation strategies are implemented where possible.

The Group's risk register includes the following key material risks categorised under Strategic Risks, Operational Risks and Financial Risks.

Material Business Risks	Mitigants
Strategic Risks	
1. Competitive pressures from existing competitors and new market entrants	Regular market scanning undertaken plus ongoing customer engagement and satisfaction monitoring to ensure products remain relevant.
2. Product obsolescence or poor product functionality or errors	Quality Management Framework implemented and managed for software products. Regular customer feedback included in product development.
3. Failure to retain existing clients or attract new clients	Monitoring and review of client value creation, renewal rates, channel partnerships and new client sales and onboarding .
4. Geopolitical risks associated with each country we operate in	Formal evaluation of risk at engagement and implementation stages and ongoing review by management and ARC.
Operational Risks	
1. Cyber security breach	Implementation of Information Security and Management framework will be completed in 2024. Industry based ISO 27001 certification to be completed in 2024. Two full time resources in place who are dedicated to cyber security management alongside increased investment in tools to help manage this risk.
2. Data loss breach	Implementation of Information Security and Management Framework in 2024, including policy of de-identification and deletion of Personal Identified data.
3. Inadequate contract documentation	Regular review of commercial contracts including delegation of authority in relation to execution. Use of external legal resources for non standard legal contracts.
4. Loss of key personnel and inability to attract talent	HR Framework implemented including regular review of employee NPS and performance. Succession planning for Key Management Personnel.
5. Project Risk deliverables don't meet customer requirements.	Regular tracking and review of project scope and progress including time spent on project. Regular review of output with customers to ensure expectations being met.
6. Disruption to normal operations from uncontrollable factors such as weather or health events	Business Continuity Plan reviewed annually.



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Material Business Risks	Mitigants
Financial Risks	
1. Liquidity and funding risk	Monthly cashflow forecasting in place to ensure sufficient cash balance is maintained.
2. Foreign currency risk	Foreign currency risk management policy implemented, including hedge management evaluation and implementation if required.
3. Credit risk	Know your customer evaluation and payment terms implemented in contracts. Detailed debtor follow up process in place.
4. Completeness and accuracy of revenue recording and financial systems	Monthly management accounts prepared, reviewed and reconciled monthly in line with Accounting Standards. Management accounts reconciled to published reporting financial statements. Annual financial statements subject to external audit.
5. Impairment of Intangible asset carrying value	Delivery of company budget and revenue growth to support the carrying value of goodwill.

The risk register is reviewed regularly by the ARC and senior management. The risks included on the risk register are also rated as Highly Unlikely, Unlikely, Possible, Likely and High Likely from a probability perspective and weighted in terms of impact on the Group. This segmentation helps to identify the higher risk items and whether they have a low, medium, high or extreme impact on Beamtree. The risk register is also reviewed regularly by senior executives and management to ensure they are aware of their risk management responsibilities and are required to escalate any key issues which arise or have the potential to arise. The CEO and CFO have the primary responsibility to advise the Board of key risk areas which arise and together, the Board and senior management are responsible for taking all reasonable steps to address and mitigate such risk items.

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REMUNERATION REPORT (AUDITED)

The remuneration report details the key management personnel remuneration arrangements for the consolidated entity, in accordance with the requirements of the Corporations Act 2001 and its Regulations.

Key management personnel are those people who have authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including all directors.

The remuneration report is set out under the following main headings:

1. Principles used to determine the nature and amount of remuneration
2. Details of remuneration
3. Service agreements
4. Share-based compensation
5. Additional information
6. Additional disclosures relating to key management personnel including changes to remuneration in FY24.

1. Principles used to determine the nature and amount of remuneration

The objective of the consolidated entity’s executive reward framework is to ensure reward for performance is competitive and appropriate for the results delivered. The framework aligns executive reward with the achievement of strategic objectives and the creation of value for shareholders, and it is considered to conform to the market best practice for the delivery of rewards for comparable listed companies. The Board of Directors (‘the Board’) ensures that executive reward satisfies the following key criteria for good reward governance practices:

- competitiveness and reasonableness
- acceptability to shareholders
- performance linkage / alignment of executive compensation
- transparency

The Nomination and Remuneration Committee (‘Remco’), a subcommittee of the Group Board, is responsible for determining and reviewing remuneration arrangements for its directors and executives. The performance of the consolidated entity depends on the quality of its directors and executives. The remuneration philosophy is to attract, motivate and retain a high performing and high-quality skilled workforce.

The reward framework is designed to align executive reward to shareholders’ interests. The Board have considered that it should seek to enhance shareholders’ interests by:

- having revenue growth and economic profit as a core component of plan design;
- focusing on sustained growth in shareholder wealth and delivering constant or increasing return on assets as well as focusing the executive on key non-financial drivers of value; and
- attracting and retaining high calibre executives.

Additionally, the reward framework should seek to enhance executives’ interests by:

- rewarding capability and experience;
- reflecting competitive reward for contribution to growth in shareholder wealth; and
- providing a clear structure for earning rewards.

As part of the philosophy to attract, motivate and retain talent and align shareholders’ interest with employees’ interest the Board has introduced a number of initiatives to encourage employee ownership in the ordinary share capital of Beamtree. For example, an Employee Share Scheme (Employee Incentive Plan) was established in 2023 to offer employees the opportunity to invest in the Company. By participating in an employee share scheme, the value of an employee’s shares is tied directly to the performance of the Company.

In addition share based compensation has grown to around one third of total workforce through the option to pay part of short-term incentives in equity shares. The Plan underpins the Company’s reward strategy and allows employees to share in any growth in the value of the Company.

In accordance with best practice corporate governance, the structure of non-executive director and executive director remuneration is separate.



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## Non-executive directors' remuneration

Fees and payments to non-executive directors reflect the demands and responsibilities of their role. Non-executive directors' fees and payments are reviewed annually by the Nomination and Remuneration Committee. The Nomination and Remuneration Committee may, from time to time, receive advice from independent remuneration consultants to ensure non-executive directors' fees and payments are appropriate and in line with the market. The chairman's fees are determined independently to the fees of other non-executive directors based on comparative roles in the external market. The chairman is not present at any discussions relating to the determination of his/her own remuneration. In FY24 50 percent of Directors fees were paid in the form of equity shares in the company.

## Executive remuneration

The consolidated entity aims to reward executives based on their position and responsibility, with a level and mix of remuneration which has both fixed and variable components.

The executive remuneration and reward framework has four components:

- base pay and non-monetary benefits
- short-term incentives ("STI")
- share-based payments or Long Term Incentives ("LTI")
- other remuneration such as superannuation and long service leave

The combination of these comprises the executive's total remuneration.

Fixed remuneration, consisting of base salary, superannuation and non-monetary benefits, are reviewed annually by the Nomination and Remuneration Committee based on individual and company performance and comparable market remunerations.

Executives may receive their fixed remuneration in the form of cash or other fringe benefits (for example motor vehicle benefits) where it does not create any additional costs to the consolidated entity and provides additional value to the executive.

The STI program is designed to align the targets of the business units with the performance hurdles of executives. STI payments are granted to executives based on specific bi-annual targets and key performance indicators ('KPI's') being achieved. KPI's include revenue growth, profit contribution, leadership contribution and product management. Each KMP ("Key Management Personnel") has a target payment set as a percentage of salary. For FY24 STI payments have been made part in cash and part in Beamtree shares once the KPI's are measured.

The LTI program is designed to reward sustainable long term performance by KMP and align executives to shareholder outcomes whilst allowing the Company to attract and retain the best talent. The Group's LTI plan uses Performance Rights ('PR') which entitles the participant to acquire a share on vesting at nil exercise price, subject to the satisfaction of vesting conditions.

The Board has determined to use Performance Rights because they create share price alignment between executives and shareholders but do not provide the executives with the full benefits of share ownership (such as dividend and voting rights) unless and until the rights vest and are exercised.

The Performance Rights issued to KMP are currently measured as follows:

- 1/3 of the rights will vest if the budgeted revenue for the year is achieved,
- 1/3 of the rights will vest if operating profit is in line with budget,
- 1/3 of the rights will vest if cash is maintained above an agreed minimum.

The above vesting conditions are subject to the holder employed and/or engaged by the company during the entire vesting period. The Board of the Company shall determine (in its sole discretion) if the Vesting Conditions are satisfied.

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## 2. Details of remuneration

### Amounts of remuneration

Details of the remuneration of key management personnel of the consolidated entity are set out in the following tables.

The key management personnel of the consolidated entity consisted of the following directors and executive management of Beamtree Holdings Limited:

- Emma Gray - Non-Executive Chair
- Bradley Lancken - Non-Executive Director
- James Birch - Non-Executive Director
- Mark Britnell - Non-Executive Director
- Michael Hill - Non-Executive Director
- Stephen Borness - Non-Executive Director
- Timothy Kelsey - Chief Executive Officer
- Mark McLellan - Chief Financial Officer, Chief Operations Officer
- Cheryl McCullagh - Chief Product Officer
- Marek Stepniak - Chief Growth Office

	Short-term benefits		Post-employment benefit		Long-term benefits	Share-based payments				
	Cash salary and fees	Cash bonus	Annual leave	Super-annuation	Long service Leave	STI equity settled	LTI equity settled	Equity settled Directors' fees	Total	
2024	\$	\$	\$	\$	\$		\$		\$	
Non-Executive Directors:										
Emma Gray (Chair)*	37,538	-	-	4,129	-	-	-	30,000	71,667	
Bradley Lancken	36,036	-	-	3,964	-	-	-	30,000	70,000	
James Birch***	31,532	-	-	3,468	-	-	-	30,000	65,000	
Mark Britnell****	10,000	-	-	-	-	-	-	-	10,000	
Michael Hill**	34,535	-	-	3,799	-	-	-	30,000	68,334	
Stephen Borness*****	36,750	-	-	-	-	-	-	-	36,750	
Other Key Management Personnel:										
Timothy Kelsey	450,000	68,032	(10,384)	27,399	4,802	40,000	55,316 <sup>A</sup>	-	635,165	
Mark McLellan	425,000	73,761	22,885	27,399	1,642	40,000	454,039 <sup>B</sup>	-	1,044,726	
Cheryl McCullagh	400,000	55,911	(1,538)	27,399	4,073	38,750	440,589 <sup>B</sup>	-	965,184	
Marek Stepniak*****	450,000	27,206	34,616	27,399	591	20,000	160,992	-	720,804	
<b>Total</b>	<b>1,911,391</b>	<b>224,910</b>	<b>45,579</b>	<b>124,956</b>	<b>11,108</b>	<b>138,750</b>	<b>1,110,936</b>	<b>120,000</b>	<b>3,687,630</b>	

\*appointed chair 21 Nov 2023

\*\*ceased chair 21 Nov 2023

\*\*\*appointed chair of ARC 1 Jan 2024

\*\*\*\*appointed 1 May 2024

\*\*\*\*\*resigned 31 Dec 2023

\*\*\*\*\*appointed 1 Jul 2023

<sup>A</sup> Tim Kelsey's equity settled LTI includes \$233,945 reduction due to forfeit of prior year LTI awards

<sup>B</sup> LTI equity settled for Mark McLellan and Cheryl McCullagh include \$253,526 in relation to FY23 LTI performance issued 1 Jun 2023 which are available for vesting from 1 Jul 2024



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	Short-term benefits		Post-employment benefit		Long-term benefits	Share- based payments		Total
	Cash salary and fees	Cash bonus	Annual leave	Superannuation	Long service Leave	STI equity settled	LTI equity settled	
2023	\$	\$	\$	\$	\$	\$	\$	\$
Non-Executive Directors:								
Michael Hill (Chairman)	72,392	-	-	7,608	-	-	-	80,000
Andrew Gray*	22,666	-	-	2,380	-	-	-	25,046
Paul Williams*	22,666	-	-	2,380	-	-	-	25,046
Bradley Lancken	54,299	-	-	5,701	-	-	-	60,000
Stephen Borness***	63,333	-	-	-	-	-	-	63,333
James Birch	54,299	-	-	5,701	-	-	-	60,000
Emma Gray**	32,718	-	-	3,435	-	-	-	36,153
Other Key Management Personnel:								
Timothy Kelsey	450,000	55,807	36,980	25,292	2,790	27,574	170,884	769,327
Mark McLellan	425,000	53,333	(3,845)	25,292	628	27,574	166,374	694,356
Cheryl McCullagh****	400,000	38,311	16,782	25,292	2,275	27,574	164,450	674,684
<b>Total</b>	<b>1,597,373</b>	<b>147,451</b>	<b>49,917</b>	<b>103,081</b>	<b>5,693</b>	<b>82,722</b>	<b>501,708</b>	<b>2,487,945</b>

\*resigned 24 Nov 2022

\*\*appointed 24 Nov 2022

\*\*\*appointed chair of ARC Mar 2023

\*\*\*\*appointed KMP Jul 2022

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The proportion of remuneration linked to performance and the fixed proportion are as follows:

Name	Fixed remuneration		Performance related	
	2024	2023	2024	2023
Non-Executive Directors:				
Emma Gray	100%	100%	-	-
Bradley Lancken	100%	100%	-	-
James Birch	100%	100%	-	-
Mark Britnell	100%	-	-	-
Michael Hill	100%	100%	-	-
Stephen Borness	100%	100%	-	-
Andrew Gray	-	100%	-	-
Paul Williams	-	100%	-	-
Other Key Management Personnel:				
Timothy Kelsey	74%	67%	26%	33%
Mark McLellan	46%	64%	54%	36%
Cheryl McCullagh	45%	66%	55%	34%
Marek Stepniak	71%	-	29%	-

### STI achieved and forfeited

The table below presents the maximum that was payable in FY24 at the Remuneration and Nomination Committee's discretion as well as the proportion that was effectively forfeited:

	Maximum Payable	Percentage Forfeited
	\$	%
Timothy Kelsey	125,000	14%
Mark McLellan	125,000	9%
Cheryl McCullagh	100,000	5%
Marek Stepniak	125,000	24%



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### 3. Service agreements

Remuneration and other terms of employment for key management personnel are formalised in service agreements. As of 1 January 2024, the Remuneration of Non-Executive Directors was paid 50% in cash and 50% in performance rights. The performance rights component will be issued under the Employee Incentive Plan. Details of these agreements are as follows:

Non-Executive Director	
Name:	Emma Gray
Title:	Non-Executive Chairman
Service date:	24 November 2022
Agreement commenced:	24 November 2022
Details:	\$60,000 per annum including superannuation plus additional \$20,000 per annum for being appointed as the chair. No notice period.
Name:	Bradley Lancken
Title:	Non-Executive Director
Service date:	18 October 2019
Agreement commenced:	24 November 2022
Details:	\$60,000 per annum including superannuation plus additional \$10,000 per annum for being appointed as chair of Remco. No notice period.
Name:	James Birch
Title:	Non-Executive Director
Service date:	14 March 2021
Agreement commenced:	24 November 2022
Details:	\$60,000 per annum including superannuation plus additional \$10,000 per annum for being appointed as chair of ARC. No notice period.
Name:	Mark Britnell
Title:	Non-Executive Director
Service date:	1 May 2024
Agreement commenced:	1 May 2024
Details:	\$60,000 per annum. No notice period.
Name:	Michael Hill
Title:	Non-Executive Director
Service date:	31 May 2019
Agreement commenced:	24 November 2022
Details:	\$60,000 per annum including superannuation. No notice period.
Name:	Stephen Borness
Title:	Non-Executive Director
Service date:	10 June 2020
Retirement Date:	31 December 2023
Details:	\$60,000 per annum plus additional \$10,000 per annum for being appointed as chair of ARC. No notice period.

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### Other Key Management Personnel

Name:	Timothy Kelsey
Title:	Chief Executive Officer
Service date:	14 December 2020
Agreement commenced:	1 July 2022
Details:	\$450,000 per annum excluding superannuation. 3 months' termination notice.
Name:	Mark McLellan
Title:	Chief Financial Officer and Cheif Operation Officer
Service date:	26 April 2022
Agreement commenced:	1 July 2022
Details:	\$425,000 per annum excluding superannuation. 3 months' termination notice.
Name:	Cheryl McCullagh
Title:	Chief Product Officer
Service date:	1 March 2021
Agreement commenced:	1 July 2022
Details:	\$400,000 per annum excluding superannuation. 3 months' termination notice.
Name:	Marek Stepniak
Title:	Chief Growth Officer
Service date:	2 Jun 2023
Agreement commenced:	1 Jul 2023
Details:	\$450,000 per annum excluding superannuation. 3 months' termination notice.

Key management personnel have no entitlement to termination payments in the event of removal for misconduct.

### 4. Share-based compensation

**Issue of shares**  
Shares were issued to directors and management as part of compensation during the period ended 30 June 2024.

**Options**  
There were no options issued to directors or management as part of compensation during the period ended 30 June 2024.



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### Performance rights

The terms and conditions of each grant of performance rights over ordinary shares affecting remuneration of directors and KMP in this financial period or future reporting years are as follows:

Name	Number of rights granted	Grant date	Vesting date and exercisable date	Expiry date	Fair value per right at grant date
Emma Gray	71,429	9/04/2024	10/04/2024	30/06/2024	\$0.20
Bradley Lancken	71,429	9/04/2024	10/04/2024	30/06/2024	\$0.20
James Birch	71,429	9/04/2024	10/04/2024	30/06/2024	\$0.20
Michael Hill	71,429	9/04/2024	10/04/2024	30/06/2024	\$0.20
Timothy Kelsey*	218,000	6/10/2020	30/08/2021	16/11/2025	\$0.15
Timothy Kelsey*	144,000	6/10/2020	29/08/2022	16/11/2025	\$0.16
Timothy Kelsey*	1,000,000	6/10/2020	28/08/2023	16/11/2025	\$0.16
Timothy Kelsey*	1,450,000	6/10/2020	28/08/2023	16/11/2025	\$0.16
Timothy Kelsey*	144,000	6/10/2020	28/08/2024	16/11/2025	\$0.16
Timothy Kelsey**	1,666,666	1/08/2023	1/11/2026	1/07/2029	\$0.24
Timothy Kelsey**	1,666,667	1/08/2023	1/11/2027	1/07/2030	\$0.24
Timothy Kelsey**	1,666,667	1/08/2023	1/11/2028	1/07/2031	\$0.24
Cheryl McCullagh	220,000	1/07/2022	1/07/2025	1/07/2025	\$0.31
Cheryl McCullagh**	1,000,000	1/06/2023	1/07/2024	1/07/2025	\$0.28
Cheryl McCullagh**	1,000,000	1/08/2023	1/11/2026	1/07/2029	\$0.24
Cheryl McCullagh**	1,000,000	1/08/2023	1/11/2027	1/07/2030	\$0.24
Cheryl McCullagh**	1,000,000	1/08/2023	1/11/2028	1/07/2031	\$0.24
Mark McLellan	100,000	25/08/2023	25/08/2023	25/08/2023	\$0.22
Mark McLellan	100,000	26/04/2024	30/05/2024	30/05/2024	\$0.17
Mark McLellan**	1,000,000	1/06/2023	1/07/2024	1/07/2025	\$0.28
Mark McLellan**	1,000,000	1/08/2023	1/11/2026	1/07/2029	\$0.24
Mark McLellan**	1,000,000	1/08/2023	1/11/2027	1/07/2030	\$0.24
Mark McLellan**	1,000,000	1/08/2023	1/11/2028	1/07/2031	\$0.24
Marek Stepniak**	1,000,000	1/08/2023	1/11/2026	1/07/2029	\$0.24
Marek Stepniak**	1,000,000	1/08/2023	1/11/2027	1/07/2030	\$0.24
Marek Stepniak**	1,000,000	1/08/2023	1/11/2028	1/07/2031	\$0.24
Marek Stepniak	79,969	28/06/2024	2/06/2025	30/06/2025	\$0.28

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\*These performance rights were to vest if each of the following conditions were satisfied:

- achievement of budgeted revenue target, subject to a minimum 20% growth year on year;
- achievement of budgeted EBITDA target; and
- achievement of strategic and performance initiatives within the annual budget including minimum cash balance.

The above conditions are subject to a total shareholder return hurdle of a 20% compound annual growth rate, which is determined by comparing the 30-day volume weighted average price (VWAP) of BMT shares prior to the release of the relevant financial year results, against the reference VWAP. The reference VWAP has been deemed as the one month period prior to the grant date of performance rights issued. The holder must be employed and/or engaged by the company during the entire vesting period.

All shares allotted upon the conversion of performance rights will upon allotment rank pari passu in all respects with other shares.

\*\*100% of the Rights will vest on the 24-month anniversary of the Grant Date i.e., you must continue to be employed or engaged by the Company for at least two years (continuous employment) on such relevant date and no notice of termination has been given under your employment agreement;

- For the tranche - 1/3 of the rights will vest if the budgeted revenue for the year is achieved,
- 1/3 of the rights will vest if operating profit is in line with budget,
- 1/3 of the rights will vest based on strategic and performance initiatives as agreed with the Board in the budget. The Board of the Company shall determine (in its sole discretion) if the Vesting Conditions are satisfied.

### 5. Additional information

The earnings of the consolidated entity for the four years to 30 June 2024 are summarised below:

	2024	2023	2022	2021
	\$'000	\$'000	\$'000	\$'000
Total income	27,750	22,793	16,547	8,939
EBITDA	(480)	(1,240)	(2,284)	1,017
EBIT	(5,830)	(6,189)	(5,967)	(480)
(Loss)/profit after income tax	(5,106)	(6,908)	(4,449)	(386)

The factors that are considered to affect total shareholders return ('TSR') are summarised below:

	2024	2023	2022	2021
Share price at financial year end (\$)	0.23	0.24	0.30	0.42
Increase or (decrease) in share price	(0.01)	(0.06)	(0.12)	0.25
% decrease in share price	(4%)	(20%)	(29%)	147%
Basic earnings per share (cents per share)	(1.81)	(2.80)	(1.85)	(0.19)
Diluted earnings per share (cents per share)	(1.81)	(2.80)	(1.85)	(0.19)

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## 6. Additional disclosures relating to key management personnel

### Shareholding

The number of shares in the company held during the financial period by each director and KMP of the consolidated entity, including their personally related parties, is set out below:

Ordinary shares	Balance at the start of the year	Received as part of remuneration	Additions	ESS in Escrow	Disposals/ other	Balance at the end of the year
Emma Gray	9,933,334	71,429	19,450,060	-	-	29,454,823
Bradley Lancken	1,000,000	71,429	1,200,000	-	-	2,271,429
James Birch	-	71,429	220,000	-	-	291,429
Michael Hill	1,624,500	71,429	187,000	-	-	1,882,929
Stephen Borness*	11,484,505	-	-	-	(11,484,505)	-
Timothy Kelsey	110,294	188,471	-	-	-	298,765
Mark McLellan	377,541	293,745	-	-	-	671,286
Cheryl McCullagh	192,789	182,789	-	108,610	-	484,188
Marek Stepniak	-	90,910	-	-	-	90,910
	<b>24,722,963</b>	<b>1,041,631</b>	<b>21,057,060</b>	<b>108,610</b>	<b>(11,484,505)</b>	<b>35,445,759</b>

\*resigned 31st Dec 2023

### Option holding

The number of options over ordinary shares in the company held during the financial period by each director of the consolidated entity, including their personally related parties, is set out below:

Options over ordinary shares	Balance at the start of the year	Granted	Exercised	Expired/ forfeited/other	Balance at the end of the year
Bradley Lancken	375,000	-	-	-	375,000
	<b>375,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>375,000</b>

### Shares under share option plans

Unissued ordinary shares of Beamtree Holdings Limited under share option plans at the date of this report are as follows:

Grant date	Expiry date	Exercise price	Number under option
29/05/2020	10/06/2025	\$0.20	375,000
			<b>375,000</b>

No person entitled to exercise the options had or has any right by virtue of the option to participate in any share issue of the company or of any other body corporate.

# Beamtree Holdings Limited

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### Performance rights holding

The number of performance rights over ordinary shares in the company held during the financial period by each director and key management personnel of the consolidated entity, including their personally related parties, is set out below:

Performance Rights to shares	Balance at the start of the year	Granted	Exercised	Expired/ forfeited/ other	Balance at the end of the year
Emma Gray	-	71,429	(71,429)	-	-
Bradley Lancken	1,000,000	71,429	(1,071,429)	-	-
James Birch	-	71,429	(71,429)	-	-
Michael Hill	-	71,429	(71,429)	-	-
Timothy Kelsey	5,000,000	5,000,000	-	(2,044,000)	7,956,000
Mark McLellan	1,000,000	3,200,000	(200,000)	-	4,000,000
Cheryl McCullagh	1,220,000	3,000,000	-	-	4,220,000
Marek Stepniak	-	3,079,969	-	-	3,079,969
	<b>8,220,000</b>	<b>14,565,685</b>	<b>(1,485,716)</b>	<b>(2,044,000)</b>	<b>19,255,969</b>

The performance rights granted during the period will vest if each of the following conditions are satisfied in each respective vesting period:

- 1/3 of the rights will vest if the budgeted revenue for the year is achieved,
- 1/3 of the rights will vest if operating profit is in line with budget
- 1/3 of the rights will vest based on strategic and performance initiatives as agreed with the Board.

The holder must be employed and/ or engaged by the company during the entire vesting period. All shares allotted upon the conversion of performance rights will upon allotment, rank pari passu in all respects with other shares.

### Shares under performance rights

Unissued ordinary shares of Beamtree Holdings Limited under performance rights at the date of this report are as follows:

Grant date	Expiry date	Number under rights
6/10/2020	16/11/2025	2,956,000
1/07/2022	1/07/2025	316,700
1/06/2023	1/07/2025	2,000,000
1/08/2023	1/07/2029	4,666,666
1/08/2023	1/07/2030	4,666,667
1/08/2023	1/07/2031	4,666,667
28/06/2024	30/06/2025	79,969
		<b>19,352,669</b>

No person entitled to exercise the performance rights had or has any right by virtue of the performance right to participate in any share issue of the company or of any other body corporate.



Beamtree Holdings Limited

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Shares issues on the exercise of options

The following ordinary shares of Beamtree Holdings Limited were issued during the year ended 30 June 2024 and up to the date of this report on the exercise of options granted:

Date Options granted	Date of issue	Exercise price	Number of shares issued
30/05/2019	29/05/2024	\$0.20	375,000
30/05/2019	29/05/2024	\$0.20	800,000
30/05/2019	29/05/2024	\$0.20	150,000
1/10/2018	30/09/2023	\$0.10	6,000,000
			7,325,000

This concludes the remuneration report, which has been audited.

Indemnity and insurance of officers

The company has indemnified the directors and executives of the company for costs incurred, in their capacity as a director or executive, for which they may be held personally liable, except where there is a lack of good faith.

During the financial year, the company paid a premium in respect of a contract to insure the directors and executives of the company against a liability to the extent permitted by the Corporations Act 2001. The contract of insurance prohibits disclosure of the nature of the liability and the amount of the premium.

Indemnity and insurance of auditor

The company has not, during or since the end of the financial year, indemnified or agreed to indemnify the auditor of the company or any related entity against a liability incurred by the auditor.

During the financial year, the company has not paid a premium in respect of a contract to insure the auditor of the company or any related entity.

Proceedings on behalf of the company

No person has applied to the Court under section 237 of the Corporations Act 2001 for leave to bring proceedings on behalf of the company, or to intervene in any proceedings to which the company is a party for the purpose of taking responsibility on behalf of the company for all or part of those proceedings.

Non-audit services

Details of the amounts paid or payable to the auditor for non-audit services provided during the financial period by the auditor are outlined in note 25 to the financial statements.

The directors are satisfied that the provision of non-audit services during the financial year, by the auditor (or by another person or firm on the auditor's behalf), is compatible with the general standard of independence for auditors imposed by the Corporations Act 2001.

The directors are of the opinion that the services as disclosed in note 25 to the financial statements do not compromise the external auditor's independence requirements of the Corporations Act 2001 for the following reasons:

- all non-audit services have been reviewed and approved to ensure that they do not impact the integrity and objectivity of the auditor;
- none of the services undermine the general principles relating to auditor
- independence as set out in APES 110 Code of Ethics for Professional Accountants issued by the Accounting Professional and
- all non-audit services do not contradict the Ethical Standards Board, including reviewing or auditing the auditor's own work, acting in a management or decision-making capacity for the company, acting as advocate for the company or jointly sharing economic risks and rewards.

Beamtree Holdings Limited

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Officers of the company who are former directors of BDO Audit Pty Ltd

There are no officers of the company who are former directors of BDO Audit Pty Ltd.

Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out immediately after this directors' report.

Auditor

BDO Audit Pty Ltd continues in office in accordance with section 327 of the Corporations Act 2001.

This report is made in accordance with a resolution of directors, pursuant to section 298(2)(a) of the Corporations Act 2001.

On behalf of the directors



Emma Gray  
Chair

27 August 2024



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www.bdo.com.au

Level 11, 1 Margaret Street  
Sydney NSW 2000  
Australia

DECLARATION OF INDEPENDENCE BY GARETH FEW TO THE DIRECTORS OF BEAMTREE HOLDINGS LIMITED

As lead auditor of Beamtree Holdings Limited for the year ended 30 June 2024, I declare that, to the best of my knowledge and belief, there have been:

- 1. No contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
- 2. No contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in respect of Beamtree Holdings Limited and the entities it controlled during the year.

Gareth Few  
Director

BDO Audit Pty Ltd  
Sydney  
27 August 2024

BDO Audit Pty Ltd ABN 33 134 022 870 is a member of a national association of independent entities which are all members of BDO Australia Ltd ABN 77 050 110 275, an Australian company limited by guarantee. BDO Audit Pty Ltd and BDO Australia Ltd are members of BDO International Ltd, a UK company limited by guarantee, and form part of the international BDO network of independent member firms. Liability limited by a scheme approved under Professional Standards Legislation.

Beamtree Holdings Limited

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General information

The financial statements cover Beamtree Holdings Limited as a consolidated entity consisting of Beamtree Holdings Limited and the entities it controlled at the end of, or during, the period. The financial statements are presented in Australian dollars, which is Beamtree Holdings Limited’s functional and presentation currency.

Beamtree Holdings Limited is a listed public company limited by shares, incorporated and domiciled in Australia whose shares are publicly traded on the Australian Securities Exchange (ASX). Its registered office and principal place of business are:

Registered office	Principal place of business
Suite 2 Level 10, 5 Blue Street North Sydney, NSW 2060	Suite 2 Level 10, 5 Blue Street North Sydney, NSW 2060

A description of the nature of the consolidated entity’s operations and its principal activities are included in the directors’ report, which is not part of the financial statements.

The financial statements were authorised for issue, in accordance with a resolution of directors, on 27 August 2024. The directors have the power to amend and reissue the financial statements.



# Beamtree Holdings Limited

Financial Report  
30 June 2024

## Consolidated statement of profit or loss and other comprehensive after income for the year ended 30 June

	Note	2024 \$'000	2023 \$'000
<b>Revenue</b>	<b>4</b>	<b>27,601</b>	<b>22,768</b>
Other income	5	149	26
Fair value adjustments		396	565
<b>Expenses</b>			
Employee benefits expense		(19,817)	(17,630)
Sales and marketing		(1,947)	(2,030)
Share based payment expense		(1,247)	(516)
Consultancy, hosting and other direct costs		(2,893)	(3,000)
Other expenses		(2,573)	(1,423)
Depreciation and amortisation expense	6	(5,442)	(4,893)
Finance costs	6	(57)	(56)
<b>Total expenses</b>		<b>(33,976)</b>	<b>(29,548)</b>
<b>Loss before income tax expense</b>		<b>(5,830)</b>	<b>(6,189)</b>
Income tax benefit / (expense)	7	724	(719)
<b>Loss after income tax expense for the year attributable to the owners of Beamtree Holdings Limited</b>		<b>(5,106)</b>	<b>(6,908)</b>
Other comprehensive income			
Items that will not be reclassified subsequently to profit or loss			
Foreign currency translation		(2)	(110)
Items that may be reclassified subsequently to profit or loss			
Net change in the fair value of cash flow hedges taken to equity, net of tax		-	167
Other comprehensive income for the year, net of tax		(2)	57
<b>Total comprehensive income for the year attributable to the owners of Beamtree Holdings Limited</b>		<b>(5,108)</b>	<b>(6,851)</b>
		<b>Cents</b>	<b>Cents</b>
Basic earnings per share	34	(1.81)	(2.80)
Diluted earnings per share	34	(1.81)	(2.80)

The above consolidated statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying notes.

# Beamtree Holdings Limited

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## Consolidated statement of financial position as at 30 June

	Note	2024 \$'000	2023 \$'000
<b>Assets</b>			
Current assets			
Cash and cash equivalents	8	5,041	8,806
Trade and other receivables	9	6,298	5,304
Contract assets		181	333
<b>Total current assets</b>		<b>11,520</b>	<b>14,443</b>
Non-current assets			
Property, plant and equipment		223	317
Right-of-use assets	10	1,161	203
Intangibles	11	44,681	45,681
Deferred tax assets	7	2,068	1,884
<b>Total non-current assets</b>		<b>48,133</b>	<b>48,085</b>
<b>Total assets</b>		<b>59,653</b>	<b>62,528</b>
<b>Liabilities</b>			
Current liabilities			
Trade and other payables	12	3,452	4,970
Contract liabilities	13	4,051	3,114
Lease liabilities	15	174	218
Current tax liability	7	-	6
Employee benefits	16	1,327	1,154
Deferred considerations - shares	17	-	2,769
<b>Total current liabilities</b>		<b>9,004</b>	<b>12,231</b>

# Beamtree Holdings Limited

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## Consolidated statement of financial position as at 30 June (continued)

	Note	2024 \$'000	2023 \$'000
<b>Non-current liabilities</b>			
Investment bond payable	14	537	537
Lease liabilities	15	949	-
Other provisions		50	50
Deferred tax liabilities	7	1,833	2,377
Employee benefits	16	144	112
<b>Total non-current liabilities</b>		<b>3,513</b>	<b>3,076</b>
<b>Total liabilities</b>		<b>12,517</b>	<b>15,307</b>
<b>Net assets</b>		<b>47,136</b>	<b>47,221</b>
<b>Equity</b>			
Issued capital	18	59,303	55,266
Reserves	19	1,708	1,130
Accumulated losses	20	(13,875)	(9,175)
<b>Total equity</b>		<b>47,136</b>	<b>47,221</b>

The above consolidated statement of financial position should be read in conjunction with the accompanying notes.

# Beamtree Holdings Limited

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## Consolidated statement of changes in equity for the year ended 30 June

	Issued capital \$'000	Reserves \$'000	Accumulated losses \$'000	Total equity \$'000
Balance at 1 July 2022	50,195	647	(2,267)	48,575
Loss after income tax benefit for the year	-	-	(6,908)	(6,908)
Other comprehensive income for the year, net of tax	-	57	-	57
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>57</b>	<b>(6,908)</b>	<b>(6,851)</b>
Transactions with owners in their capacity as owners:				
Issue of ordinary shares (note 19)	5,000	-	-	5,000
Capital fundraising expenses	(301)	-	-	(301)
Share issued under ESS and STI	282	-	-	282
Share-based payments (note 34)	-	516	-	516
Performance rights transferred from reserve	90	(90)	-	-
<b>Balance at 30 June 2023</b>	<b>55,266</b>	<b>1,130</b>	<b>(9,175)</b>	<b>47,221</b>

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes



# Beamtree Holdings Limited

Financial Report  
30 June 2024

## Consolidated statement of changes in equity for the year ended 30 June (Continued)

	Issued capital	Reserves	Accumulated losses	Total equity
	\$'000	\$'000	\$'000	\$'000
Balance at 1 July 2023	55,266	1,130	(9,175)	47,221
Loss after income tax benefit for the period	-	-	(5,106)	(5,106)
Other comprehensive income for the period, net of tax	-	(2)	-	(2)
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>(2)</b>	<b>(5,106)</b>	<b>(5,108)</b>
Transactions with owners in their capacity as owners:				
Issue of ordinary shares	130	-	-	130
Share issued under ESS and STI	418	(10)	-	408
Share-based payments	-	1,247	-	1,247
Options exercised/ Performance rights transferred from reserve (Note 18)	1,116	(251)	-	865
Conversion of Deferred shares	2,373	-	-	2,373
Transfer from reserve to retained earnings	-	(406)	406	-
<b>Balance at 30 June 2024</b>	<b>59,303</b>	<b>1,708</b>	<b>(13,875)</b>	<b>47,136</b>

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes

# Beamtree Holdings Limited

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## Consolidated statement of cash flows for the year ended 30 June

	Note	FY24 \$'000	FY23 \$'000
<b>Cash flows from operating activities</b>			
Receipts from customers (inclusive of GST)		30,852	25,413
Payments to suppliers and employees (inclusive of GST)		(31,458)	(25,372)
R&D incentive received		-	815
Interest received		149	24
Interest and other finance costs paid		(35)	(32)
Income taxes refunded/(paid)		-	(80)
<b>Net cash from/(used in) operating activities</b>	<b>31</b>	<b>(492)</b>	<b>768</b>
<b>Cash flows from investing activities</b>			
Payments for property, plant and equipment		(67)	(117)
Payments for intangibles	11	(3,955)	(2,534)
<b>Net cash used in investing activities</b>		<b>(4,022)</b>	<b>(2,651)</b>
<b>Cash flows from financing activities</b>			
Proceeds from issue of shares	18	130	4,699
Proceeds from exercise of options	18	865	-
Repayment of lease liabilities		(246)	(361)
<b>Net cash from/(used in) financing activities</b>		<b>749</b>	<b>4,338</b>
Net increase/ (decrease) in cash and cash equivalents		(3,765)	2,455
Cash and cash equivalents at the beginning of the financial period		8,806	6,351
<b>Cash and cash equivalents at the end of the financial period</b>		<b>5,041</b>	<b>8,806</b>

The above consolidated statement of cash flows should be read in conjunction with the accompanying notes.

# Beamtree Holdings Limited

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## Note 1. Significant accounting policies

The principal accounting policies adopted in the preparation of the financial statements are set out either in the respective notes or below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### New or amended Accounting Standards and Interpretations adopted

The consolidated entity has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period. Any new or amended Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

### Basis of preparation

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') and the Corporations Act 2001, as appropriate for for-profit oriented entities. These financial statements also comply with International Financial Reporting Standards as issued by the International Accounting Standards Board ('IASB').

### Going concern evaluation:

The financial reports are prepared on a going concern basis. The Directors evaluation considered the following factors:

- A closing cash balance of \$5.0 million at the end of June 2024 (June 2023: \$8.8 million) provides a strong cash position going into the next financial year.
- Continued strong revenue growth of 21% in FY24 (FY23: 38%) and a growing sales pipeline as the start on the new financial year.
- The Company's forward looking forecast and cash and financial management framework which has modelled downside scenarios.
- Management will continue to focus on both growing the business especially in international markets, as well as strong cost control within the approved budget. The Board and management intend to manage cost growth based on the delivery of revenue growth to reduce ongoing cash requirements of the business.
- The Company's access to equity capital markets and other short term and long term funding options if required.

The Directors have concluded that there are reasonable grounds to believe that the Group will be able to pay its debts as and when they fall due. On this basis the financial report has been prepared on an ongoing concern basis.

### Historical cost convention

The financial statements have been prepared under the historical cost convention, except for, where applicable, the revaluation of financial assets and liabilities at fair value through profit or loss, financial assets at fair value through other comprehensive income, investment properties, certain classes of property, plant and equipment and derivative financial instruments.

### Critical accounting estimates

The preparation of the financial statements requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the consolidated entity's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in note 2.

### Parent entity information

In accordance with the Corporations Act 2001, these financial statements present the results of the consolidated entity only. Supplementary information about the parent entity is disclosed in note 29.

# Beamtree Holdings Limited

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## Principles of consolidation

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of Beamtree Holdings Limited ('company' or 'parent entity') as at 30 June 2024 and the results of all subsidiaries for the year then ended. Beamtree Holdings Limited and its subsidiaries together are referred to in these financial statements as the 'consolidated entity'.

Subsidiaries are all those entities over which the consolidated entity has control. The consolidated entity controls an entity when the consolidated entity is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power to direct the activities of the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the consolidated entity. They are de-consolidated from the date that control ceases.

Intercompany transactions, balances and unrealised gains on transactions between entities in the consolidated entity are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the consolidated entity.

## Foreign currency translation

The financial statements are presented in Australian dollars, which is Beamtree Holdings Limited's functional and presentation currency.

## Foreign currency transactions

Foreign currency transactions are translated into Australian dollars using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at financial year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

## Current and non-current classification

Assets and liabilities are presented in the statement of financial position based on current and non-current classification.

An asset is classified as current when: it is either expected to be realised or intended to be sold or consumed in the consolidated entity's normal operating cycle; it is held primarily for the purpose of trading; it is expected to be realised within 12 months after the reporting period; or the asset is cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least 12 months after the reporting period. All other assets are classified as non-current.

A liability is classified as current when: it is either expected to be settled in the consolidated entity's normal operating cycle; it is held primarily for the purpose of trading; it is due to be settled within 12 months after the reporting period; or there is no unconditional right to defer the settlement of the liability for at least 12 months after the reporting period. All other liabilities are classified as non-current.

Deferred tax assets and liabilities are always classified as non-current.

## Derivative financial instruments

Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently remeasured to their fair value at each reporting date. The accounting for subsequent changes in fair value depends on whether the derivative is designated as a hedging instrument, and if so, the nature of the item being hedged.

Derivatives are classified as current or non-current depending on the expected period of realisation.



# Beamtree Holdings Limited

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30 June 2024

## Note 1. Significant accounting policies (continued)

### Cash flow hedges

Cash flow hedges have been used to cover the consolidated entity's exposure to variability in cash flows that is attributable to particular risks associated with a recognised asset or liability or a firm commitment which could affect profit or loss. The effective portion of the gain or loss on the hedging instrument was recognised in other comprehensive income through the cash flow hedges reserve in equity, whilst the ineffective portion was recognised in profit or loss. Amounts taken to equity were transferred out of equity and included in the measurement of the hedged transaction when the forecast transaction occurs. Cash flow hedges are tested for effectiveness on a regular basis both retrospectively and prospectively to ensure that each hedge is highly effective and continues to be designated as a cash flow hedge. If the forecast transaction is no longer expected to occur, the amounts recognised in equity are transferred to profit or loss.

If the hedging instrument is sold, terminated, expires, exercised without replacement or rollover, or if the hedge becomes ineffective and is no longer a designated hedge, the amounts previously recognised in equity remain in equity until the forecast transaction occurs.

Hedging instrument was entered and matured in the first half of FY24.

### Investments and other financial assets

Investments and other financial assets are initially measured at fair value. Transaction costs are included as part of the initial measurement, except for financial assets at fair value through profit or loss. Such assets are subsequently measured at either amortised cost or fair value depending on their classification. Classification is determined based on both the business model within which such assets are held and the contractual cash flow characteristics of the financial asset unless an accounting mismatch is being avoided. Financial assets are derecognised when the rights to receive cash flows have expired or have been transferred and the consolidated entity has transferred substantially all the risks and rewards of ownership. When there is no reasonable expectation of recovering part or all of a financial asset, it's carrying value is written off.

### Financial assets at amortised cost

A financial asset is measured at amortised cost only if both of the following conditions are met: (i) it is held within a business model whose objective is to hold assets in order to collect contractual cash flows; and (ii) the contractual terms of the financial asset represent contractual cash flows that are solely payments of principal and interest.

### Impairment of financial assets

The consolidated entity recognises a loss allowance for expected credit losses on financial assets which are measured at amortised cost. The measurement of the loss allowance depends upon the company's assessment at the end of each reporting period as to whether the financial instrument's credit risk has increased significantly since initial recognition, based on reasonable and supportable information that is available, without undue cost or effort to obtain.

Where there has not been a significant increase in exposure to credit risk since initial recognition, a 12-month expected credit loss allowance is estimated. This represents a portion of the asset's lifetime expected credit losses that is attributable to a default event that is possible within the next 12 months. Where a financial asset has become credit impaired or where it is determined that credit risk has increased significantly, the loss allowance is based on the asset's lifetime expected credit losses. The amount of expected credit loss recognised is measured on the basis of the probability weighted present value of anticipated cash shortfalls over the life of the instrument discounted at the original effective interest rate.

The loss allowance is recognised in profit or loss.

### Finance costs

Finance costs attributable to qualifying assets are capitalised as part of the asset. All other finance costs are expensed in the period in which they are incurred.

### Goods and Services Tax ('GST') and other similar taxes

Revenues, expenses and assets are recognised net of the amount of associated GST, unless the GST incurred is not recoverable from the tax authority. In this case it is recognised as part of the cost of the acquisition of the asset or as part of the expense.

# Beamtree Holdings Limited

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Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the tax authority is included in other receivables or other payables in the statement of financial position.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to the tax authority, are presented as operating cash flows.

Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the tax authority.

### Rounding of amounts

The company is of a kind referred to in Corporations Instrument 2016/191, issued by the Australian Securities and Investments Commission, relating to 'rounding-off'. Amounts in this report have been rounded off in accordance with that Corporations Instrument to the nearest thousand dollars, or in certain cases, the nearest dollar.

## Note 2. Critical accounting judgements, estimates and assumptions

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses.

Management bases its judgements, estimates and assumptions on historical experience and on other various factors, including expectations of future events, management believes to be reasonable under the circumstances. The resulting accounting judgements and estimates will seldom equal the related actual results. The judgements, estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities (refer to the respective notes) within the next financial year are discussed below.

### Revenue recognition on non-recurring contracts (bold)

Each contract is assessed by Beamtree management and revenue recognition is evaluated using the over-time approach included in AASB 15.

### Share-based payment transactions

The consolidated entity measures the cost of equity-settled transactions with employees by reference to the fair value of the equity instruments at the date at which they are granted. The fair value is determined by using the Black-Scholes model taking into account the terms and conditions upon which the instruments were granted. The accounting estimates and assumptions relating to equity-settled share-based payments would have no impact on the carrying amounts of assets and liabilities within the next annual reporting period but may impact profit or loss and equity.

### Allowance for expected credit losses

The allowance for expected credit losses assessment requires a degree of estimation and judgement. It is based on the lifetime expected credit loss, grouped based on days overdue, and makes assumptions to allocate an overall expected credit loss rate for each group. These assumptions include recent sales experience and historical collection rates.

### Estimation of useful lives of assets

The consolidated entity determines the estimated useful lives and related depreciation and amortisation charges for its property, plant and equipment and finite life intangible assets. The useful lives could change significantly as a result of technical innovations or some other event. The depreciation and amortisation charge will increase where the useful lives are less than previously estimated lives, or technically obsolete or non-strategic assets that have been abandoned or sold will be written off or written down.

### Goodwill and other indefinite life intangible assets

The consolidated entity tests annually, or more frequently if events or changes in circumstances indicate impairment, whether goodwill and other indefinite life intangible assets have suffered any impairment, in accordance with the accounting policy stated in note 11. The recoverable amounts of cash-generating units have been determined based on value-in-use calculations. These calculations require the use of assumptions, including estimated discount rates based on the weighted average cost of capital and growth rates of the estimated future cash flows.

### Impairment of non-financial assets other than goodwill and other indefinite life intangible assets

The consolidated entity assesses impairment of non-financial assets other than goodwill and other indefinite life intangible assets at each reporting date by evaluating conditions specific to the consolidated entity and to the particular asset that may lead to impairment. If an impairment trigger exists, the recoverable amount of the asset is determined. This involves fair value less costs of disposal or value-in-use calculations, which incorporate a number of key estimates and assumptions.

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### Income tax

The consolidated entity is subject to income taxes in the jurisdictions in which it operates. Significant judgement is required in determining the provision for income tax. There are many transactions and calculations undertaken during the ordinary course of business for which the ultimate tax determination is uncertain. The consolidated entity recognises liabilities for anticipated tax audit issues based on the consolidated entity's current understanding of the tax law. Where the final tax outcome of these matters is different from the carrying amounts, such differences will impact the current and deferred tax provisions in the period in which such determination is made.

### Recovery of deferred tax assets

Deferred tax assets are recognised for deductible temporary differences only if the consolidated entity considers it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

### Lease term

The lease term is a significant component in the measurement of both the right-of-use asset and lease liability. Judgement is exercised in determining whether there is reasonable certainty that an option to extend the lease or purchase the underlying asset will be exercised, or an option to terminate the lease will not be exercised, when ascertaining the periods to be included in the lease term. In determining the lease term, all facts and circumstances that create an economical incentive to exercise an extension option, or not to exercise a termination option, are considered at the lease commencement date. Factors considered may include the importance of the asset to the consolidated entity's operations; comparison of terms and conditions to prevailing market rates; incurrence of significant penalties; existence of significant leasehold improvements; and the costs and disruption to replace the asset. The consolidated entity reassesses whether it is reasonably certain to exercise an extension option, or not exercise a termination option, if there is a significant event or significant change in circumstances.

### Incremental borrowing rate

Where the interest rate implicit in a lease cannot be readily determined, an incremental borrowing rate is estimated to discount future lease payments to measure the present value of the lease liability at the lease commencement date. Such a rate is based on what the consolidated entity estimates it would have to pay a third party to borrow the funds necessary to obtain an asset of a similar value to the right-of-use asset, with similar terms, security and economic environment.

### Employee benefits provision

As discussed in note 16, the liability for employee benefits expected to be settled more than 12 months from the reporting date are recognised and measured at the present value of the estimated future cash flows to be made in respect of all employees at the reporting date. In determining the present value of the liability, estimates of attrition rates and pay increases through promotion and inflation have been taken into account.

### Capitalisation of intangibles

Development projects where knowledge and understanding gained from research and practical experience are directed towards developing new products or processes, are recognised as intangible assets in the statement of financial position when they meet the criteria for capitalisation. Development costs may be capitalised if the company can demonstrate the technical and commercial feasibility of completing the product or process, the intention and ability to complete the development and use or sell the asset. It must also be probable that future economic benefits related to the asset will flow to the consolidated entity and the acquisition cost can be reliably measured. The reported value includes all directly attributable costs, such as those for materials and services as well as compensation to employees. Individual assessment is made of major ongoing research and development projects to determine whether these criteria have been met.

However, because it may be difficult to distinguish between research and development projects, this judgment can be affected by individual interpretations.

### Lease make-good provision

A provision has been made for the present value of anticipated costs for future restoration of leased premises. The provision includes future cost estimates associated with closure of the premises. The calculation of this provision requires assumptions such as application of closure dates and cost estimates. The provision recognised for each site is periodically reviewed and updated based on the facts and circumstances available at the time. Changes to the estimated future costs for sites are recognised in the statement of financial position by adjusting the asset and the provision. Reductions in the provision that exceed the carrying amount of the asset will be recognised in profit or loss.

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### Note 3. Operating segments

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.

	Diagnostics	Coding & data quality assurance	Clinical decision support	Knowledge networks	Consolidated Group
2024	\$'000	\$'000	\$'000	\$'000	\$'000
Operating revenue	6,841	8,435	422	11,903	27,601
<b>EBITDA</b>	-	-	-	-	<b>(480)</b>
Depreciation & amortisation	-	-	-	-	(5,442)
Interest income/(expense)	-	-	-	-	92
<b>Net Profit/(Loss) before Income Tax</b>	-	-	-	-	<b>(5,830)</b>
Income tax benefit/(expense)	-	-	-	-	724
<b>Net Profit/(Loss) after Tax</b>	-	-	-	-	<b>(5,106)</b>

	Diagnostics	Coding & data quality assurance	Clinical decision support	Knowledge networks	Consolidated Group
2023	\$'000	\$'000	\$'000	\$'000	\$'000
Operating revenue	6,299	5,163	658	10,648	22,768
<b>EBITDA</b>	-	-	-	-	<b>(1,240)</b>
Depreciation & amortisation	-	-	-	-	(4,893)
Interest income/(expense)	-	-	-	-	(56)
<b>Net Profit/(Loss) before Income Tax</b>	-	-	-	-	<b>(6,189)</b>
Income tax benefit/(expense)	-	-	-	-	(719)
<b>Net Profit/(Loss) after Tax</b>	-	-	-	-	<b>(6,908)</b>



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## Note 4. Revenue

	2024	2023
Consolidated	\$'000	\$'000
Recurring revenue (license, subscription and usage fees)	23,072	21,163
Non recurring analytical services	4,529	1,605
<b>Revenue</b>	<b>27,601</b>	<b>22,768</b>

	Recurring revenue (license, subscription and usage fees)	Non recurring analytical services	Total
Consolidated - 2024	\$'000	\$'000	\$'000

<b>Sales channels</b>			
Direct Customers	21,489	4,517	26,006
Global partners	1,583	12	1,595
	<b>23,072</b>	<b>4,529</b>	<b>27,601</b>

<b>Geographical regions</b>			
Australia	15,267	1,616	16,883
Europe	1,608	-	1,608
Rest of the world	6,197	2,913	9,110
	<b>23,072</b>	<b>4,529</b>	<b>27,601</b>

<b>Timing of revenue recognition</b>			
Revenue recognised at a point in time	99	374	473
Services transferred over time	22,973	4,155	27,128
	<b>23,072</b>	<b>4,529</b>	<b>27,601</b>

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	Recurring revenue (license, subscription and usage fees)	Non recurring analytical services	Total
Consolidated - 2023	\$'000	\$'000	\$'000

<b>Sales channels</b>			
Direct Customers	19,917	1,353	21,270
Global partners	1,246	252	1,498
	<b>21,163</b>	<b>1,605</b>	<b>22,768</b>

<b>Geographical regions</b>			
Australia	14,806	686	15,492
Europe	1,352	348	1,700
Rest of the world	5,005	571	5,576
	<b>21,163</b>	<b>1,605</b>	<b>22,768</b>

<b>Timing of revenue recognition</b>			
Revenue recognised at a point in time	542	103	645
Services transferred over time	20,621	1,502	22,123
	<b>21,163</b>	<b>1,605</b>	<b>22,768</b>

## Accounting policy for revenue from contracts with customers

The entity recognises sales revenue related to the transfer of promised goods or services when a performance obligation is satisfied and when control of the goods or services passes to the customer, which is when the customer receives the product upon installation. The amount of revenue recognised reflects the consideration to which the entity is or expects to be entitled in exchange for those goods or services.

Contracts with customers can include various combinations of products and services, which are distinct and accounted for as separate performance obligations. The revenue associated with each obligation is calculated based on its stand-alone selling price.

Revenue is recognised over time if the customer simultaneously receives and consumes the benefits as the entity performs. If this is not the case, revenue is recognised at a point in time.

The entity recognises revenue predominantly from the following sale of software and services:

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## Recurring revenue (license, subscription and usage fees)

Contracts may include the provision of regular upgrades, maintenance and support. Upgrades are the result from minor maintenance and customers are able to elect whether to upgrade or continue using their existing product version. These services are on-going and the performance obligation is satisfied over the year. Licence revenue from these services is recognised on a pro-rata basis.

Customer contracts may include fees based on the number of interpretations at a specified rate or an agreed monthly or quarterly amount. Revenue based on usage is recognised over time as the customer simultaneously receives and consumes the benefits. The performance obligation is satisfied during the provision of the service to the customer.

## Non recurring analytical services

Consulting and other services are specific to the customer and are charged at contracted rates. These projects may include offline static analysis for rule building, support such as assistance with complex rule building, dashboard development, specific integration or marketing and pre-sales support to channel partners and training services as requested by customers. The performance obligation is satisfied over the period in which the service is provided.

## Note 5. Other Income

	2024	2023
Consolidated	\$'000	\$'000
Interest received	149	26
<b>Other income</b>	<b>149</b>	<b>26</b>

## Accounting policy for other income

### Interest received

Interest revenue is recognised as interest accrues using the effective interest method. This is a method of calculating the amortised cost of a financial asset and allocating the interest income over the relevant period using the effective interest rate, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to the net carrying amount of the financial asset.

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## Note 6: Expenses

	2024	2023
Consolidated	\$'000	\$'000

### Loss before income tax includes the following specific expenses:

#### Depreciation

Leasehold improvements	54	23
Plant and equipment	122	153
Fixtures and fittings	67	12
Buildings right-of-use assets	243	352
<b>Total depreciation</b>	<b>486</b>	<b>540</b>

#### Amortisation

Capitalised development costs	2,306	1,679
Patents and trademarks	13	-
Acquired software	1,238	1,275
Customer list	1,399	1,399
<b>Total amortisation</b>	<b>4,956</b>	<b>4,353</b>

#### Total depreciation and amortisation

	<b>5,442</b>	<b>4,893</b>
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#### Finance costs

Interest and finance charges paid/payable on investment bond payable	25	34
Interest and finance charges paid/payable on lease liabilities	32	22
<b>Finance costs expensed</b>	<b>57</b>	<b>56</b>

#### Net foreign exchange loss

Net foreign exchange loss	240	(289)
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#### Superannuation expense

Defined contribution superannuation expense	1,593	1,393
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### Accounting policy for finance costs

Finance costs attributable to qualifying assets are capitalised as part of the asset. All other finance costs are expensed in the period in which they are incurred.

### Accounting policy for defined contribution superannuation expense

Contributions to defined contribution superannuation plans are expensed in the period in which they are incurred.



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## Note 7. Income tax

	2024	2023
Consolidated	\$'000	\$'000
<b>Income tax benefit</b>		
Current tax	(5)	-
Deferred tax - origination and reversal of temporary differences	(728)	639
Adjustment recognised for prior periods	-	80
Foreign taxes paid	9	-
<b>Aggregate Income tax (benefit) / expense</b>	<b>(724)</b>	<b>719</b>
Deferred tax included in income tax benefit comprises:		
(Increase) / decrease in deferred tax assets	(184)	304
Increase / (decrease) in deferred tax liabilities	(544)	335
<b>Deferred tax - origination and reversal of temporary differences</b>	<b>(728)</b>	<b>639</b>
Numerical reconciliation of income tax benefit and tax at the statutory rate		
<b>Loss before income tax (benefit) / expense</b>	<b>(5,830)</b>	<b>(6,189)</b>
<b>Tax at the statutory tax rate of 25%</b>	<b>(1,457)</b>	<b>(1,547)</b>
<b>Tax effect amounts which are not deductible/(taxable) in calculating taxable income:</b>		
Net fair value gain on deferred consideration - shares	(94)	(144)
Share-based payments	311	129
Entertainment expenses	9	11
Impact of foreign tax rate differences	434	-
Adjustment recognised for prior periods	-	80
Current year tax losses not recognised	-	2,417
Non Refundable R&D Tax Offsets	-	(187)
Other items	73	(40)
<b>Income tax (benefit) / expense</b>	<b>(724)</b>	<b>719</b>

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## Note 7. Income tax (continued)

	2024	2023
Consolidated	\$'000	\$'000
<b>Deferred tax asset</b>		
<b>Deferred tax asset comprises temporary differences attributable to:</b>		
<b>Amounts recognised in profit or loss:</b>		
Allowance for expected credit losses	13	18
Employee benefits	511	523
Lease liabilities	281	54
Provision for lease make good	13	13
Accrued expenses	327	257
Software	730	594
Transaction costs on share issue	148	238
R&D non-refundable	-	187
Unrealised foreign exchange	45	-
<b>Deferred tax asset</b>	<b>2,068</b>	<b>1,884</b>
Movements:		
Opening balance	1,884	2,187
Debited to profit or loss	184	(303)
<b>Closing balance</b>	<b>2,068</b>	<b>1,884</b>

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	2024	2023
Consolidated	\$'000	\$'000
<b>Deferred tax liability</b>		
<b>Deferred tax liability comprises temporary differences attributable to:</b>		
<b>Amounts recognised in profit or loss:</b>		
Right-of-use assets	303	100
Brand name	154	154
Capitalised development software	589	986
Customer relationship	787	1,137
<b>Deferred tax liability</b>	<b>1,833</b>	<b>2,377</b>
<b>Movements:</b>		
Opening balance	2,377	2,042
Charged/(credited) to profit or loss	(544)	335
<b>Closing balance</b>	<b>1,833</b>	<b>2,377</b>

	2024	2023
	\$'000	\$'000
<b>Provision for income tax</b>		
Provision for income tax	-	6

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Note 7. Income tax (continued)

Accounting policy for Income tax

The income tax expense or benefit for the period is the tax payable on that period's taxable income based on the applicable income tax rate for each jurisdiction, adjusted by the changes in deferred tax assets and liabilities attributable to temporary differences, unused tax losses and the adjustment recognised for prior periods, where applicable.

Deferred tax assets and liabilities are recognised for temporary differences at the tax rates expected to be applied when the assets are recovered or liabilities are settled, based on those tax rates that are enacted or substantively enacted, except for:

- When the deferred income tax asset or liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and that, at the time of the transaction, affects neither the accounting nor taxable profits; or
- When the taxable temporary difference is associated with interests in subsidiaries, associates or joint ventures, and the timing of the reversal can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

The carrying amount of recognised and unrecognised deferred tax assets are reviewed at each reporting date. Deferred tax assets recognised are reduced to the extent that it is no longer probable that future taxable profits will be available for the carrying amount to be recovered. Previously unrecognised deferred tax assets are recognised to the extent that it is probable that there are future taxable profits available to recover the asset.

Deferred tax assets and liabilities are offset only where there is a legally enforceable right to offset current tax assets against current tax liabilities and deferred tax assets against deferred tax liabilities; and they relate to the same taxable authority on either the same taxable entity or different taxable entities which intend to settle simultaneously.

Current and deferred tax balances attributable to amounts recognised directly in equity are also recognised directly in equity.

Beamtree Holdings Limited (the 'head entity') and its wholly-owned Australian subsidiaries have formed an income tax consolidated group under the tax consolidation regime. The head entity and each subsidiary in the tax consolidated group continue to account for their own current and deferred tax amounts. The tax consolidated group has applied the 'separate taxpayer within group' approach in determining the appropriate amount of taxes to allocate to members of the tax consolidated group. In addition to its own current and deferred tax amounts, the head entity also recognises the current tax liabilities (or assets) and the deferred tax assets arising from unused tax losses and unused tax credits assumed from each subsidiary in the tax consolidated group. Assets or liabilities arising under tax funding agreements with the tax consolidated entities are recognised as amounts receivable from or payable to other entities in the tax consolidated group. The tax funding arrangement ensures that the intercompany charge equals the current tax liability or benefit of each tax consolidated group member, resulting in neither a contribution by the head entity to the subsidiaries nor a distribution by the subsidiaries to the head entity.

Note 8. Cash and cash equivalents

	2024	2023
Consolidated	\$'000	\$'000
<b>Current assets: Cash and cash equivalents</b>		
Cash	2,896	5,661
Other financial assets (term deposit and bank guarantee)	2,145	3,145
	<b>5,041</b>	<b>8,806</b>

Accounting policy for cash and cash equivalents

Cash is recognised as it is transacted either on receipt or payment. Cash is reconciled on a daily basis comparing the accounting records to the external bank statements. Beamtree currently has placed \$2M on rolling monthly Term Deposit earning 4%.



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## Note 9. Trade and other receivables

	2024	2023
Consolidated	\$'000	\$'000
<b>Current assets</b>		
Trade receivables	4,724	4,232
Less: Allowance for expected credit losses	(52)	(71)
	<b>4,672</b>	<b>4,161</b>
Other receivables	362	411
Deposits and prepayments	1,264	732
<b>Total Trade and other receivables</b>	<b>6,298</b>	<b>5,304</b>

### Deposits and prepayments

Deposits and prepayments includes bank guarantee for the Tenancy Suite 2 Level 10, 5 Blue Street North Sydney NSW premises for the amount of \$193K. This was deposited at an interest rate of official cash rate set by the Reserve Bank of Australia minus 0.30%.

### Allowance for expected credit losses

The expected credit loss provision assessment has been performed to align with the nature of the risk associated with each respective customer.

The ageing of the receivables and allowance for expected credit losses provided for the above trade receivables are as follows:

	Expected credit loss rate	Carrying amount	Allowance for expected credit losses
	2024	2024	2024
Consolidated	%	\$'000	\$'000
Not overdue	0.48%	3,353	16
1 - 30 days overdue	1.37%	512	7
31 - 60 days overdue	2.31%	173	4
61 - 90 days overdue	13.58%	88	12
90 + days overdue	2.17%	598	13
		<b>4,724</b>	<b>52</b>

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	Expected credit loss rate	Carrying amount	Allowance for expected credit losses
	2023	2023	2023
Consolidated	%	\$'000	\$'000
Not overdue	0.74%	543	4
1 - 30 days overdue	0.17%	1,744	3
31 - 60 days overdue	1.13%	532	6
61 - 90 days overdue	1.52%	789	12
90 + days overdue	7.36%	625	46
		<b>4,233</b>	<b>71</b>

The expected credit losses have not materially changed year on year and management has not changed the credit loss provision level.

Movements in the allowance for expected credit losses are as follows:

	2024	2023
Consolidated	\$'000	\$'000
Opening balance	71	71
Additional provisions recognised	-	-
Unused amounts reversed	(19)	-
<b>Closing balance</b>	<b>52</b>	<b>71</b>

### Accounting policy for trade and other receivables

Trade receivables are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method, less any allowance for expected credit losses. Trade receivables are generally due for settlement within 30 days.

The consolidated entity has applied the simplified approach to measuring expected credit losses, which uses a lifetime expected loss allowance. To measure the expected credit losses, trade receivables have been grouped based on days overdue.

Other receivables are recognised at amortised cost, less any allowance for expected credit losses.

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## Note 10. Right of use assets

	2024	2023
Consolidated	\$'000	\$'000
Non-current assets		
Buildings – right-of-use	1,201	914
Less: Accumulated depreciation – Right-of-use assets	(40)	(711)
<b>Net book value</b>	<b>1,161</b>	<b>203</b>

The right of use assets have increased during the year following the move of Beamtree's head office to North Sydney under five year lease.

### Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

	Buildings right-of-use
Consolidated	\$'000
Balance at 1 July 2023	203
Additions through new lease	1,201
Depreciation expense	(243)
<b>Balance at 30 June 2024</b>	<b>1,161</b>

### Accounting policy for right-of-use assets

A right-of-use asset is recognised at the commencement date of a lease. The right-of-use asset is measured at cost, which comprises the initial amount of the lease liability, adjusted for, as applicable, any lease payments made at or before the commencement date net of any lease incentives received, any initial direct costs incurred, and, except where included in the cost of inventories, an estimate of costs expected to be incurred for dismantling and removing the underlying asset, and restoring the site or asset.

Right-of-use assets are depreciated on a straight-line basis over the unexpired period of the lease or the estimated useful life of the asset, whichever is the shorter. Where the consolidated entity expects to obtain ownership of the leased asset at the end of the lease term, the depreciation is over its estimated useful life. Right-of-use assets are subject to impairment or adjusted for any remeasurement of lease liabilities.

The consolidated entity has elected not to recognise a right-of-use asset and corresponding lease liability for short-term leases with terms of 12 months or less and leases of low-value assets. Lease payments on these assets are expensed to profit or loss as incurred.

Refer to note 2 for key estimates and judgements surrounding the lease term and incremental borrowing rate. Refer to note 15 for disclosure of lease liabilities.

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## Note 11. Intangibles

	2024	2023
Period ended	\$'000	\$'000
<b>Non-current assets</b>		
<b>Non amortising intangible assets</b>		
Goodwill – at cost	30,927	30,927
	<b>30,927</b>	<b>30,927</b>
Brand name – at cost	641	641
Less: Write down	(24)	(24)
	<b>617</b>	<b>617</b>
Capitalised development costs – at cost	14,114	10,159
Less: Accumulated amortisation	(6,247)	(3,941)
	<b>7,867</b>	<b>6,218</b>
Patents and trademarks – at cost	13	14
Less: Accumulated amortisation	(13)	(1)
	<b>–</b>	<b>13</b>
Acquired Software – at cost	5,670	5,671
Less: Accumulated amortisation	(3,549)	(2,313)
	<b>2,121</b>	<b>3,358</b>
Customer list – at cost	6,996	6,996
Less: Accumulated amortisation	(3,847)	(2,448)
	<b>3,149</b>	<b>4,548</b>
<b>Total Intangibles</b>	<b>44,681</b>	<b>45,681</b>



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Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

	Goodwill	Capitalised development costs	Acquired Software	Customer list	Brand name	Patents and trademarks	Total
Consolidated	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Balance at 30 June 2023	30,927	6,218	3,358	4,548	617	13	45,681
Additions	-	3,955	-	-	-	-	3,955
Amortisation expense	-	(2,306)	(1,237)	(1,399)	-	(13)	(4,955)
Balance at 30 June 2024	30,927	7,867	2,121	3,149	617	-	44,681

Goodwill relates to the acquisition of Pacific Knowledge Systems Pty Ltd in May 2019, the acquisition of Pavilion Health Australia Pty Ltd in May 2020 and the acquisition of Potential(x) Holdings Pty Ltd in September 2021.

Accounting policy for intangible assets

Below are the key components of the accounting policy for intangible assets.

- Intangible assets acquired as part of a business combination, other than goodwill, are initially measured at their fair value at the date of the acquisition.
- Intangible assets acquired separately are initially recognised at cost.
- Indefinite life intangible assets are not amortised and are subsequently measured at cost less any impairment.
- Finite life intangible assets are subsequently measured at cost less amortisation and any impairment.
- The gains or losses recognised in profit or loss arising from the derecognition of intangible assets are measured as the difference between net disposal proceeds and the carrying amount of the intangible asset.
- The method and useful lives of finite life intangible assets are reviewed annually
- Changes in the expected pattern of consumption or useful life are accounted for prospectively by changing the amortisation method or period
- An impairment loss is recognised for the amount by which the asset's carrying amount exceeds it recoverable amount.
- Recoverable amount is the higher of an asset's fair value less costs of disposal and value-in-use. The value-in-use is the present value of the estimated future cash flows relating to the asset using a pre-tax discount rate specific to the asset or cash-generating unit to which the asset belongs. Assets that do not have independent cash flows are grouped together to form a cash-generating unit.
- Management has performed a sensitivity analysis and assessed reasonable changes for key assumptions and has not identified any instances that could cause the carrying amount of the group of CGUs, over which goodwill is monitored, to exceed its recoverable amount.

Goodwill

Goodwill arises on the acquisition of a business. The company has no plans to shut down any operations relating to past acquisitions, therefore the goodwill is not amortised and has an indefinite life. Instead, goodwill is tested annually for impairment, or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Impairment losses on goodwill are taken to profit or loss and are not subsequently reversed.

Brand name

The brand name recognised above has an indefinite useful life. For the purpose of impairment testing, the brand name is allocated to the consolidated entity's Pavilion CGU, which represents the lowest level within the consolidated entity at which the brand name is monitored by internal management.

Capitalised development costs

Research costs are expensed in the period in which they are incurred. Development costs are capitalised when it is probable that the project will be a success considering its commercial and technical feasibility; the consolidated entity is able to use or sell the asset; the consolidated entity has sufficient resources and intent to complete the development; and its costs can be measured reliably. Capitalised development costs are amortised on a straight-line basis over the period of their expected benefit, being their finite life of 5 years.

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Acquired software

Software acquired through business combinations were independently valued and recognised at fair value. Software is amortised on a straight-line basis over the period of their expected benefit, being their finite life of 5 years.

Customer lists

Customer lists acquired in a business combination are amortised on a straight-line basis over the period of their expected benefit, being their finite life of 5 years.

For the purpose of impairment testing, goodwill is allocated to the group of cash-generating units ("CGUs") which represent the lowest level within the consolidated entity at which goodwill is monitored by internal management as follows:

	2024	2023
Consolidated	\$'000	\$'000
CGUs		
Clinical Decision Support (Diagnostic Technology & Clinical Decision Support)	12,658	12,658
Pavilion (Coding Assistance & Data Quality)	5,924	5,924
Potential(x) (Analytics & Knowledge Networks)	12,345	12,345
	30,927	30,927

Consolidated	Compound Annual Growth Rate (CAGR)	Discount Rates	Terminal Growth Rate
CGUs			
Clinical Decision Support (Diagnostic Technology & Clinical Decision Support)	34%	13.5%	3%
Pavilion (Coding Assistance & Data Quality)	27%	13.5%	3%
Potential(x) (Analytics & Knowledge Networks)	12%	13.5%	3%

Review of carrying value

The recoverable amount of goodwill has been determined on a value-in-use basis using a discounted cash flow approach, and projections based on financial budgets approved by the Board, and four-year forward plans supplied by management.

Sensitivity to change in assumptions

The calculation of value in use is most sensitive to the following assumptions:

- Discount rates
- CAGR during the forecast period
- Terminal growth rate used to extrapolate cash flow beyond forecast period

**Discount rates** - The discount rate represent the risks specific to each CGU, taking into consideration the time value of money and individual risks of the underlying cash flows expected from CGU being assessed. CGU specific risk is incorporated by applying individual beta factors. The discount rate calculation is based on the specific circumstances of the consolidated entity and its CGUs and is derived from the weighted average cost of capital (WACC). The WACC considers both debt and equity. The cost of equity is derived from the expected return on investment by the consolidated entity's investors. Noting that the consolidated entity had no debt with financial institutions at 30 June 2024, the cost of debt is based on the capital structure that could be expected from a similar market participant.

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**Revenue growth** – Revenue projections have been constructed with reference to the FY24 budget and four-year forward looking plans.

**Terminal growth rate** – A terminal growth rate of 3% has been applied for future cash flow growth beyond the four-year forecast period. The terminal value is discounted to present values using the discount rate specific to each CGU.

**Sensitivity analysis** – Management has performed a sensitivity analysis and assessed reasonable changes for key assumptions and has not identified any instances that could cause the carrying amount of the group of CGUs, over which goodwill is monitored, to exceed its recoverable amount.

If discount rates were changed to the rates detailed in the table below with no change to any of the other assumptions, the estimated recoverable amount would approximately equal the carrying amount. If forecast revenue used was changed by the amounts noted in the table below, costs assumptions would be changed proportionally with estimated recoverable amount would approximately equal the carrying amount.

	Clinical Decision Support (Diagnostic Technology & Clinical Decision Support)	Pavilion (Coding Assistance & Data Quality)	Potential(x) (Analytics & Knowledge Networks)
	%	%	%
Discount rate – change discount rates to	32%	20%	26%
Change in CAGR – reduce CAGR to	20%	16%	5%

## Note 12. Trade and other payables

	2024	2023
Consolidated	\$'000	\$'000
<b>Current liabilities</b>		
Trade payables	763	1,508
Accrued expenses	1,309	1,048
Other payables	1,380	2,414
	<b>3,452</b>	<b>4,970</b>

Refer to note 22 for further information on financial instruments.

### Accounting policy for trade and other payables

These amounts represent liabilities for goods and services provided to the consolidated entity prior to the end of the financial year and which are unpaid. Due to their short-term nature they are measured at amortised cost and are not discounted. The amounts are unsecured and are usually paid within 30 days of recognition.

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## Note 13. Contract liabilities

### Accounting policy for contract liabilities

Contract liabilities represent the consolidated entity's obligation to transfer goods or services to a customer and are recognised when a customer pays consideration, or when the consolidated entity recognises a receivable to reflect its unconditional right to consideration (whichever is earlier) before the consolidated entity has transferred the goods or services to the customer.

	2024	2023
Consolidated	\$'000	\$'000
<b>Current liabilities</b>		
Contract liabilities	4,051	3,114
<b>Reconciliation</b>		
Reconciliation of the written down values at the beginning and end of the current and previous financial year are set out below:		
Opening balance	3,114	2,792
Payments received in advance	17,705	9,283
Transfer to revenue – performance obligations satisfied during the period	(16,768)	(8,961)
<b>Closing balance</b>	<b>4,051</b>	<b>3,114</b>

### Unsatisfied performance obligations

The aggregate amount of the transaction price allocated to the performance obligations that are unsatisfied (deferred revenue) at the end of the reporting period was \$4,051k as at 30 June 2024 (\$3,114k as at 30 June 2023) and is expected to be recognised as revenue in future periods as follows:

	2024	2023
Consolidated	\$'000	\$'000
Within 6 months	2,915	2,078
6 to 12 months	1,136	1,036
	<b>4,051</b>	<b>3,114</b>

## Note 14. Investment bond payable

	2024	2023
Period ended	\$'000	\$'000
Non-current liabilities		
<b>Investment bond payable</b>	<b>537</b>	<b>537</b>

### Accounting policy for investment bond payable

Investment bond payable to The Health Roundtable Limited, maturing on 30 August 2028, with an interest rate of 6.5% per annum. Interest is payable quarterly in cash, or alternatively capitalised to the carrying value of the loan.

The investment bond payable is initially recognised at the fair value of the consideration received, net of transaction costs. It is subsequently measured at amortised cost using the effective interest method.



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## Note 15. Lease liabilities

	2024	2023
Consolidated	\$'000	\$'000
Current liabilities		
Lease liability	174	218
Non-current liabilities		
Lease liability	949	-
<b>Total lease liabilities</b>	<b>1,123</b>	<b>218</b>

The table below shows the lease liability amounts across various time periods.

	Less than 1 year	1 to 2 years	2 to 5 years	5 + years	Total
Consolidated	\$'000	\$'000	\$'000	\$'000	\$'000
<b>2024</b>					
Lease payments	269	280	852	-	1,401
Finance costs	(95)	(78)	(105)	-	(278)
	<b>174</b>	<b>202</b>	<b>747</b>	<b>-</b>	<b>1,123</b>
<b>2023</b>					
Lease payments	222	-	-	-	222
Finance costs	(4)	-	-	-	(4)
	<b>218</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>218</b>

### Accounting policy for lease liabilities

A lease liability is recognised at the commencement date of a lease. The lease liability is initially recognised at the present value of the lease payments to be made over the term of the lease, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the consolidated entity's incremental borrowing rate. Lease payments comprise of fixed payments less any lease incentives receivable, variable lease payments that depend on an index or a rate, amounts expected to be paid under residual value guarantees, exercise price of a purchase option when the exercise of the option is reasonably certain to occur, and any anticipated termination penalties. The variable lease payments that do not depend on an index or a rate are expensed in the period in which they are incurred.

Lease liabilities are measured at amortised cost using the effective interest method. The carrying amounts are remeasured if there is a change in the following: future lease payments arising from a change in an index or a rate used; residual guarantee; lease term; certainty of a purchase option and termination penalties. When a lease liability is remeasured, an adjustment is made to the corresponding right-of use asset, or to profit or loss if the carrying amount of the right-of-use asset is fully written down.

### Accounting policy for make-good provision

Provisions are recognised when the consolidated entity has a present (legal or constructive) obligation as a result of a past event, it is probable the consolidated entity will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting date, taking into account the risks and uncertainties surrounding the obligation. If the time value of money is material, provisions are discounted using a current pre-tax rate specific to the liability. The increase in the provision resulting from the passage of time is recognised as a finance cost.

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## Note 16. Employee benefits

	2024	2023
Consolidated	\$'000	\$'000
<b>Current liabilities</b>		
Annual leave	1,069	906
Long service leave	258	248
	<b>1,327</b>	<b>1,154</b>
<b>Non-current liabilities</b>		
Long service leave	144	112
	<b>1,471</b>	<b>1,266</b>

### Accounting policy for employee benefits

#### Short-term employee benefits

Liabilities for wages and salaries, including non-monetary benefits, annual leave and long service leave expected to be settled wholly within 12 months of the reporting date are measured at the amounts expected to be paid when the liabilities are settled.

#### Other long-term employee benefits

The liability for annual leave and long service leave not expected to be settled within 12 months of the reporting date are measured at the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on corporate bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

## Note 17. Deferred consideration – shares

	2024	2023
Consolidated	\$'000	\$'000
Current liabilities		
<b>Deferred considerations – shares</b>	<b>-</b>	<b>2,769</b>

Deferred consideration – shares are issuable in connection with the acquisition of Potential(x). These are deferred for 24 months from transaction date as security against any warranty and indemnity claims. No claims were made against the company in connection with the business acquisition within the 24 month deferral period. As a result each deferred share convert (1:1) to ordinary shares in the company on 5th October 2023

Deferred consideration – shares are fair valued at the end of each reporting period, with fair value movements recorded through the statement of profit or loss. The fair value movement recorded through the statement of profit and loss during the current period is a gain of \$396k reflecting a reduction in the fair value of the deferred shares from \$2,769k to \$2,373k at the date of payment of the deferred shares on 5th October 2023.

Deferred consideration – shares are a level 2 financial instrument and have been valued using quoted market rates. This valuation technique maximises the use of observable market data where it is available and relies as little as possible on entity specific estimates.

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## Note 18. Issued capital

	2024	2023	2024	2023
Consolidated	Shares	Shares	\$'000	\$'000
Ordinary shares – fully paid	288,981,056	266,137,943	59,303	55,266
<b>Movements in ordinary share capital</b>				
Details	Date	Shares	Issue price	\$'000
Balance	30-Jun-22	244,236,400		50,195
Issue of Ordinary Capital	13-Jul-22	100,000	\$0.28	28
Conversion of performance rights	20-Jul-22	200,000	\$0.09	18
Conversion of performance rights	20-Oct-22	200,000	\$0.09	18
Issue of Ordinary Shares ESS	2-Mar-23	34,533	\$0.31	11
Issue of Ordinary Shares – STI	20-Mar-23	956,673	\$0.25	239
Issue of Ordinary Shares ESS	26-Apr-23	37,503	\$0.30	11
Issue of Ordinary Capital – Capital Raise	29-May-23	20,000,000	\$0.25	5,000
Cost of Capital fundraising				(301)
Issue of Ordinary Shares ESS	7-Jun-23	72,834	\$0.27	20
Conversion of performance rights	26-Jun-23	300,000	\$0.09	27
<b>Balance</b>	<b>30-Jun-23</b>	<b>266,137,943</b>		<b>55,266</b>
Conversion of performance rights	6-Jul-23	200,000	\$0.09	18
Issue of Ordinary Shares ESS	12-Jul-23	43,250	\$0.24	10
Issue of Ordinary Capital	25-Aug-23	100,000	\$0.22	22
Exercise of Share Options	28-Sep-23	6,000,000	\$0.10	600
Conversion of Deferred Shares	5-Oct-23	11,300,000	\$0.21	2,373
Issue of Ordinary Shares – STI	30-Oct-23	1,135,112	\$0.21	233
Issue of Ordinary Shares ESS	30-Oct-23	69,522	\$0.22	17
Conversion of performance rights	22-Dec-23	1,000,000	\$0.14	136
Issue of Ordinary Capital – Directors Capital Raise	22-Dec-23	520,000	\$0.25	130
Issue of Ordinary Shares ESS	15-Jan-24	63,191	\$0.23	14
Issue of Ordinary Shares – STI	28-Mar-24	639,787	\$0.21	131
Issue of Ordinary Shares Directors in Lieu of Cash	9-Apr-24	285,716	\$0.20	57
Issue of Ordinary Capital	26-Apr-24	100,000	\$0.17	17
Issue of Ordinary Shares ESS	1-May-24	61,535	\$0.22	14
Exercise of Share Options	29-May-24	1,325,000	\$0.20	265
<b>Balance</b>	<b>30-Jun-24</b>	<b>288,981,056</b>		<b>59,303</b>

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## Ordinary shares

Ordinary shares entitle the holder to participate in dividends and the proceeds on the winding up of the company in proportion to the number of and amounts paid on the shares held. The fully paid ordinary shares have no par value and the company does not have a limited amount of authorised capital.

On a show of hands every member present at a meeting in person or by proxy shall have one vote and upon a poll each share shall have one vote.

## Capital risk management

The consolidated entity's objectives when managing capital is to safeguard its ability to continue as a going concern, so that it can provide returns for shareholders and benefits for other stakeholders and to maintain an optimum capital structure to reduce the cost of capital.

## Accounting policy for share capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

## Note 19. Reserves

### Foreign currency reserve

The reserve is used to recognise exchange differences arising from the translation of the financial statements of foreign operations to Australian dollars. It is also used to recognise gains and losses on hedges of the net investments in foreign operations.

### Share based payments reserve

The share based payments reserve is used to recognise the value of equity benefits provided to directors and employees as part of their remuneration, and other parties as part of their compensation for services.

### Movements in reserves

Movements in each class of reserve during the current and previous financial year are set out below

	2024	2023
Period ended	\$'000	\$'000
Foreign currency reserve	(109)	(107)
Share based payments reserve	1,817	1,237
	<b>1,708</b>	<b>1,130</b>

## Note 20. Accumulated losses

	2024	2023
Consolidated	\$'000	\$'000
Accumulated losses at the beginning of the financial year	(9,175)	(2,267)
Loss after income tax expense for the year	(5,106)	(6,908)
Transfer from reserve to retained earnings	406	-
<b>Accumulated losses at the end of the financial year</b>	<b>(13,875)</b>	<b>(9,175)</b>



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### Note 21. Dividends

There were no dividends paid, recommended or declared during the current or previous financial year.

### Note 22. Financial instruments

#### Financial risk management objectives

The consolidated entity's activities expose it to a variety of financial risks: market risk (including foreign currency risk, price risk and interest rate risk), credit risk and liquidity risk. The consolidated entity's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the financial performance of the consolidated entity.

The consolidated entity had previously used derivative financial instruments such as forward foreign exchange contracts to hedge certain risk exposures. Hedging matured in the first half of FY24. Derivatives were exclusively used for hedging purposes, i.e. not as trading or other speculative instruments. The consolidated entity uses different methods to measure different types of risk to which it is exposed. These methods include sensitivity analysis in the case of interest rate, foreign exchange and other price risks and ageing analysis for credit risk.

Risk management is carried out by senior finance executives ('finance') under policies approved by the Board of Directors ('the Board'). These policies include identification and analysis of the risk exposure of the consolidated entity and appropriate procedures, controls and risk limits.

#### Foreign currency risk

The consolidated entity undertakes certain transactions denominated in foreign currency and is exposed to foreign currency risk through foreign exchange rate fluctuations. Foreign exchange risk arises from future commercial transactions and recognised financial assets and financial liabilities denominated in a currency that is not the entity's functional currency. The risk is measured using cash flow forecasting.

The foreign currency risk is reviewed regularly by management and the board. During FY24 new hedge contracts were entered into and settled during the year.

The average exchange rates and reporting date exchange rates applied were as follows:

	Average exchange rates		Reporting date exchange rates	
	2024	2023	2024	2023
Australian Dollars				
US Dollars	0.656	0.673	0.667	0.666
Pound Sterling	0.521	0.560	0.529	0.524
Euro	0.606	0.642	0.624	0.610
New Zealand Dollars	1.081	1.093	1.098	1.090
Canadian Dollars	0.889	-	0.915	-

The carrying amount of the consolidated entity's foreign currency denominated financial assets and financial liabilities at the reporting date (reflected below in AUD) were as follows:

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	Assets		Liabilities	
	2024	2023	2024	2023
Consolidated	\$'000	\$'000	\$'000	\$'000
US Dollars	720	163	-	-
Pound Sterling	1,230	873	3,267	358
Euro	501	663	1,030	402
New Zealand Dollars	262	75	557	56
Canadian Dollars	565	-	50	-
	3,278	1,774	4,904	816

A sensitivity analysis of the movement in exchange rate (based on the closing balance of the assets) is presented below:

Consolidated - 2024	% change	AUD strengthened Effect on profit before tax		AUD weakened Effect on profit before tax	
		\$'000	% change	\$'000	% change
US Dollars	10%	72	10%	72	10%
Pound Sterling	10%	123	10%	123	10%
Euro	10%	50	10%	50	10%
New Zealand Dollars	10%	26	10%	26	10%
Canadian Dollars	10%	57	10%	57	10%
		328		328	

#### Price risk

The consolidated entity is not exposed to any significant price risk.

#### Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the consolidated entity. The consolidated entity obtains guarantees where appropriate to mitigate credit risk. The maximum exposure to credit risk at the reporting date to recognised financial assets is the carrying amount, net of any provisions for impairment of those assets, as disclosed in the statement of financial position and notes to the financial statements. The consolidated entity does not hold any collateral.

The consolidated entity has adopted a lifetime expected loss allowance in estimating expected credit losses to trade receivables through the use of a provisions matrix using fixed rates of credit loss provisioning. These provisions are considered representative across all customers of the consolidated entity based on recent sales experience, historical collection rates and forward-looking information that is available.

#### Liquidity risk

The consolidated entity manages liquidity risk by maintaining adequate cash reserves and continuously monitoring actual and forecast cash flows and matching the maturity profiles of financial assets and liabilities.

#### Remaining contractual maturities

The following tables detail the consolidated entity's remaining contractual maturity for its financial Instrument liabilities. The tables have been drawn up based on cash flows of financial liabilities based on the earliest date on which the financial liabilities are required to be paid. The tables Include both Interest and principal cash flows disclosed as remaining contractual maturities and therefore these totals may differ from their carrying amount in the statement of financial position.

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## Note 22. Financial instruments (continued)

	Weighted average interest rate	1 year or less	Between 1 and 2 years	Between 2 and 5 years	Over 5 years	Remaining contractual maturities
Consolidated – 2024	%	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Non-derivatives</b>						
Non-interest bearing trade and other payables	-	3,452	-	-	-	3,452
Interest-bearing – variable Lease liability	9.09%	269	280	852	-	1,401
Interest-bearing – fixed rate Investment bond payable	6.50%	-	-	537	-	537
<b>Total non-derivatives</b>	<b>-</b>	<b>3,721</b>	<b>280</b>	<b>1,389</b>	<b>-</b>	<b>5,390</b>

	Weighted average interest rate	1 year or less	Between 1 and 2 years	Between 2 and 5 years	Over 5 years	Remaining contractual maturities
Consolidated – 2023	%	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Non-derivatives</b>						
Non-interest bearing trade and other payables	-	4,970	-	-	-	4,970
Interest-bearing – variable Lease liability	5.00%	218	-	-	-	218
Interest-bearing – fixed rate Investment bond payable	6.50%	-	-	-	537	537
<b>Total non-derivatives</b>	<b>-</b>	<b>5,188</b>	<b>-</b>	<b>-</b>	<b>537</b>	<b>5,725</b>

The cash flows in the maturity analysis above are not expected to occur significantly earlier than contractually disclosed above.

### Fair value of financial instruments

Unless otherwise stated, the carrying amounts of financial instruments reflect their fair value.

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## Note 23. Fair value measurement

### Fair value hierarchy

The following tables detail the consolidated entity's assets and liabilities, measured or disclosed at fair value, using a three level hierarchy, based on the lowest level of input that is significant to the entire fair value measurement, being:

- Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date
- Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly
- Level 3: Unobservable inputs for the asset or liability

There are no deferred consideration liabilities.

	Level 1	Level 2	Level 3	Total
Consolidated – 2023	\$'000	\$'000	\$'000	\$'000
Liabilities				
Deferred consideration – shares (note 18)	-	2,769	-	2,769
<b>Total liabilities</b>	<b>-</b>	<b>2,769</b>	<b>-</b>	<b>2,769</b>

The carrying amounts of trade and other receivables and trade and other payables are assumed to approximate their fair values due to their short-term nature.

### Accounting policy for fair value measurement

When an asset or liability, financial or non-financial, is measured at fair value for recognition or disclosure purposes, the fair value is based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date; and assumes that the transaction will take place either: in the principal market; or in the absence of a principal market, in the most advantageous market.

Fair value is measured using the assumptions that market participants would use when pricing the asset or liability, assuming they act in their economic best interests. For non-financial assets, the fair value measurement is based on its highest and best use. Valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, are used, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

Assets and liabilities measured at fair value are classified into three levels, using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. Classifications are reviewed at each reporting date and transfers between levels are determined based on a reassessment of the lowest level of input that is significant to the fair value measurement.



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## Note 24. Key management personnel disclosures

### Directors

The following persons were directors of Beamtree Holdings Limited during the financial year:

Emma Gray  
Bradley Lancken  
James Birch  
Mark Britnell (appointed 1st May 2024)  
Michael Hill  
Stephen Borness (resigned 31st Dec 2024)

### Other key management personnel

The following persons also had the authority and responsibility for planning, directing and controlling the major activities of the consolidated entity, directly or indirectly, during the financial year:

Timothy Kelsey	Chief Executive Officer
Mark McLellan	Chief Financial Officer and Chief Operations Officer
Cheryl McCullagh	Chief Product Officer
Marek Stepniak	Chief Growth Officer (appointed 1st Jul 2023)

### Compensation

The aggregate compensation made to directors and other members of key management personnel of the consolidated entity is set out below:

	2024	2023
Consolidated	\$	\$
Short-term employee benefits	2,136,301	1,744,824
Post-employment benefits	170,535	152,998
Long-term benefits	11,108	5,693
Share-based payments	1,369,686	584,430
	<b>3,687,630</b>	<b>2,487,945</b>

## Note 25. Remuneration of auditors

During the financial year the following fees were paid or payable for services provided by BDO Audit Pty Ltd, the auditor of the company:

	2024	2023
Consolidated	\$	\$
<b>Audit services – BDO Australia</b>		
Audit or review of the financial statements	131,000	126,500
<b>Other services – BDO Australia</b>		
Advisory services in relation to taxation	81,230	123,376
	<b>212,230</b>	<b>249,876</b>

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## Note 26. Contingent liabilities

There were no contingent liabilities relating to the consolidated entity as at 30 June 2024 (30 June 2023: nil).

## Note 27. Commitments

There were no commitments relating to the consolidated entity as at 30 June 2024 (30 June 2023: nil).

## Note 28. Related party transactions

### Parent entity

Beamtree Holdings Limited is the parent entity.

### Subsidiaries

Interests in subsidiaries are set out in note 30.

### Key management personnel

Disclosures relating to key management personnel are set out in note 24 and the remuneration report included in the directors’ report.

### Transactions with related parties

The following transactions occurred with related parties:

	2024	2023
	\$	\$
Consolidated		
<b>Other transactions:</b>		
Directors fees paid to MD Britnell Ltd, a company related to Mark Britnell	10,000	-
Global Impact Committee service fees paid to Md Britnell Ltd	15,385	-
Directors fees paid to Celerity Associates Pty Limited, a company related to Stephen Borness	36,750	63,333
Advisory work undertaken by Bombora Investment Management, a company related to Michael Hill	-	1,980
	<b>62,135</b>	<b>65,313</b>

### Receivable from and payable to related parties

Amount payable to MD Britnell Ltd, a company related to Mark Britnell is \$12,577.03 for the services rendered.

There were no other trade receivables from or trade payables to related parties at the current and previous reporting date.

### Loans to/from related parties

There were no loans to or from related parties at the current and previous reporting date.

### Terms and conditions

All transactions were made on normal commercial terms and conditions and at market rates.

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## Note 29. Parent entity information

Set out below is the supplementary information about the parent entity.

	2024	Parent 2023
	\$'000	\$'000
Loss after income tax	(27)	(1,030)
<b>Total comprehensive income</b>	<b>(27)</b>	<b>(1,030)</b>

## Statement of profit or loss and other comprehensive income

	2024	Parent 2023
	\$'000	\$'000
Total current assets	2,495	5,151
Total assets	47,931	47,054
Total current liabilities	118	161
Total liabilities	471	1,057
<b>Equity</b>		
Issued capital (Net of Costs)	48,970	46,918
Share based payments reserve	1,049	1,611
Accumulated losses	(2,559)	(2,532)
<b>Total equity</b>	<b>47,460</b>	<b>45,997</b>

## Contingent liabilities

The parent entity had no contingent liabilities as at 30 June 2024 (30 June 2023: \$Nil).

## Capital commitments – Property, plant and equipment

The parent entity had no capital commitments for property, plant and equipment as at 30 June 2024 (30 June 2023: \$Nil).

## Significant accounting policies

The accounting policies of the parent entity are consistent with those of the consolidated entity, as disclosed in note 1, except for the following:

- Investments in subsidiaries are accounted for at cost, less any impairment, in the parent entity.

# Beamtree Holdings Limited

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## Note 30. Interests in subsidiaries

The consolidated financial statements incorporate the assets, liabilities and results of the following subsidiaries in accordance with the accounting policy described in note 1:

Name of Entity	Principal place of business / Country of incorporation	Ownership Interest	
		2024 %	2023 %
Ainsoff Pty Ltd	Australia	100%	100%
Beamtree Analytics Pty Ltd	Australia	100%	100%
Beamtree Canada Ltd (*)	Canada	100%	-
Beamtree Employee Share Scheme Pty Ltd	Australia	100%	100%
Beamtree Europe PTE Ltd	Ireland	100%	100%
Beamtree New Zealand Ltd	New Zealand	100%	100%
Beamtree Pty Ltd	Australia	100%	100%
Beamtree Services Pty Ltd	Australia	100%	100%
Beamtree Technology Pty Ltd	Australia	100%	100%
Beamtree UK Ltd	United Kingdom	100%	100%
Beamtree Wellness Pty Ltd	Australia	100%	100%
Chappell Dean Pty Ltd	Australia	100%	100%
DPP Holdings Pty Ltd	Australia	100%	100%
Pavilion Health Australia Pty Ltd	Australia	100%	100%
Potential(x) Holdings Pty Ltd	Australia	100%	100%

(\*) Incorporated on 12th April 2024



# Beamtree Holdings Limited

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## Note 31. Reconciliation of loss after income tax to net cash from/(used in) operating activities

	2024	2023
	\$'000	\$'000
<b>Consolidated</b>		
<b>Loss after income tax expense for the year</b>	<b>(5,106)</b>	<b>(6,908)</b>
Adjustments for:		
Depreciation and amortisation	5,442	4,893
Share-based payments	1,247	516
Foreign exchange differences	(216)	104
Expected credit losses	(19)	-
Interest payable on investment bond	22	25
Net fair value gain on deferred shares	(396)	(565)
Other	99	(1)
<b>Change in operating assets and liabilities:</b>		
Decrease/(Increase) in contract assets	151	(303)
Decrease/(Increase) in deferred tax assets	(359)	638
Decrease/(Increase) in trade and other receivables	(976)	1,569
(Decrease)/Increase in trade and other payables	(1,781)	810
(Decrease)/Increase in provision for income tax	(6)	-
(Decrease)/Increase in employee benefits	206	(366)
(Decrease)/increase in contract liabilities	938	322
(Decrease)/increase in accrued expenses	262	34
<b>Net cash from/(used in) operating activities</b>	<b>(492)</b>	<b>768</b>

# Beamtree Holdings Limited

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## Note 32. Share-based payments

During the financial year, no unlisted options were issued. Set out below are summaries of options movements during the period:

2024							
Grant date	Expiry date	Exercise price	Balance at the start of the year	Granted	Exercised	Expired/ forfeited/ other	Balance at the end of year
1/10/2018	30/09/2023	\$0.10	6,000,000	-	(6,000,000)	-	-
30/05/2019	29/05/2024	\$0.20	1,425,000	-	(1,325,000)	(100,000)	-
29/05/2020	10/06/2025	\$0.20	375,000	-	-	-	375,000
			<b>7,800,000</b>	<b>-</b>	<b>(7,325,000)</b>	<b>(100,000)</b>	<b>375,000</b>
<b>Weighted average exercise price</b>			<b>\$0.12</b>	<b>-</b>	<b>\$0.12</b>	<b>\$0.20</b>	<b>\$0.20</b>

2023							
Grant date	Expiry date	Exercise price	Balance at the start of the year	Granted	Exercised	Expired/ forfeited/ other	Balance at the end of year
1/10/2018	30/09/2023	\$0.10	6,000,000	-	-	-	6,000,000
30/05/2019	29/05/2024	\$0.20	1,425,000	-	-	-	1,425,000
29/05/2020	10/06/2025	\$0.20	375,000	-	-	-	375,000
			<b>7,800,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,800,000</b>
<b>Weighted average exercise price</b>			<b>\$0.12</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>\$0.12</b>

The weighted average remaining contractual life of options outstanding at the end of the financial period was 0.9 years (2023: 1.06 years).

All options for which vesting conditions have not been disclosed have vested, been exercised, or are expired/ forfeited/ other.

## Beamtree Holdings Limited

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### Note 32. Share-based payments (continued)

Set out below are summaries of performance rights movements during the period:

2024							
Grant date	Expiry date	Exercise price	Balance at the start of year	Granted	Exercised	Expired/ forfeited/ other	Balance at the end of the year
30/05/2019	29/05/2024	\$0.00	200,000	-	(200,000)	-	-
29/05/2020	10/6/2025	\$0.00	1,000,000	-	(1,000,000)	-	-
6/10/2020	16/11/2025	\$0.00	5,000,000	-	-	(2,044,000)	2,956,000
1/7/2022	1/7/2025	\$0.00	220,000	-	-	-	220,000
1/7/2022	1/7/2025	\$0.00	41,200	-	-	-	41,200
1/7/2022	1/7/2025	\$0.00	41,200	-	-	-	41,200
1/7/2022	1/7/2025	\$0.00	14,300	-	-	-	14,300
1/7/2022	1/7/2025	\$0.00	1,000,000	-	-	-	1,000,000
1/7/2022	1/7/2025	\$0.00	1,000,000	-	-	-	1,000,000
1/8/2023	1/7/2029	\$0.00	-	4,666,666	-	-	4,666,666
1/9/2023	1/7/2030	\$0.00	-	4,666,667	-	-	4,666,667
1/10/2023	1/7/2031	\$0.00	-	4,666,667	-	-	4,666,667
25/8/2023	30/06/2024	\$0.00	-	100,000	(100,000)	-	-
9/4/2024	30/06/2024	\$0.00	-	285,716	(285,716)	-	-
30/5/2024	30/06/2024	\$0.00	-	100,000	(100,000)	-	-
28/6/2024	2/6/2025	\$0.00	-	79,969	-	-	79,969
			<b>8,516,700</b>	<b>14,565,685</b>	<b>(1,685,716)</b>	<b>(2,044,000)</b>	<b>19,352,669</b>

## Beamtree Holdings Limited

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2023							
Grant date	Expiry date	Exercise price	Balance at the start of year	Granted	Exercised	Expired/ forfeited/ other	Balance at the end of the year
30/05/2019	29/05/2024	\$0.00	900,000	-	(700,000)	-	200,000
29/05/2020	10/6/2025	\$0.00	1,000,000	-	-	-	1,000,000
6/10/2020	16/11/2025	\$0.00	5,000,000	-	-	-	5,000,000
1/7/2022	1/7/2025	\$0.00	-	220,000	-	-	220,000
1/7/2022	1/7/2025	\$0.00	-	41,200	-	-	41,200
1/7/2022	1/7/2025	\$0.00	-	41,200	-	-	41,200
1/7/2022	1/7/2025	\$0.00	-	14,300	-	-	14,300
1/7/2022	1/7/2025	\$0.00	-	1,000,000	-	-	1,000,000
1/7/2022	1/7/2025	\$0.00	-	1,000,000	-	-	1,000,000
16/08/2022	17/08/2022	\$0.00	-	100,000	(100,000)	-	-
20/03/2023	20/03/2023	\$0.00	-	956,673	(956,673)	-	-
			<b>6,900,000</b>	<b>3,373,373</b>	<b>(1,756,673)</b>	<b>-</b>	<b>8,516,700</b>

The weighted average remaining contractual life of performance shares outstanding at the end of the financial period was 4.67 years (2023: 1.88 year)

Total expense recognised in the profit or loss for the year ended 30 June 2024 amounted to \$1,247k (2023: \$516k).

#### Accounting policy for share-based payments

Equity-settled share-based compensation benefits are provided to employee, directors and other parties.

Equity-settled transactions are awards of shares, or options over shares, that are provided to employees in exchange for the rendering of services.

The cost of equity-settled transactions are measured at fair value on grant date. Fair value is independently determined using Black-Scholes option pricing model that takes into account the exercise price, the term of the option, the impact of dilution, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk free interest rate for the term of the option, together with non-vesting conditions that do not determine whether the consolidated entity receives the services that entitle the employees to receive payment. No account is taken of any other vesting conditions. Expected price volatility of the underlying share is determined with reference to the historical volatility of the share price over the most recent period commensurate with the expected term of the underlying rights or options. The risk free interest rate has been determined with reference to government bond rates.

The cost of equity-settled transactions are recognised as an expense with a corresponding increase in equity over the vesting period. The cumulative charge to profit or loss is calculated based on the grant date fair value of the award, the best estimate of the number of awards that are likely to vest and the expired portion of the vesting period. The amount recognised in profit or loss for the period is the cumulative amount calculated at each reporting date less amounts already recognised in previous periods.

Market conditions are taken into consideration in determining fair value. Therefore any awards subject to market conditions are considered to vest irrespective of whether or not that market condition has been met, provided all other conditions are satisfied.



# Beamtree Holdings Limited

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If equity-settled awards are modified, as a minimum an expense is recognised as if the modification has not been made. An additional expense is recognised, over the remaining vesting period, for any modification that increases the total fair value of the share-based compensation benefit as at the date of modification.

If the non-vesting condition is within the control of the consolidated entity or employee, the failure to satisfy the condition is treated as a cancellation. If the condition is not within the control of the consolidated entity or employee and is not satisfied during the vesting period, any remaining expense for the award is recognised over the remaining vesting period, unless the award is forfeited.

If equity-settled awards are cancelled, it is treated as if it has vested on the date of cancellation, and any remaining expense is recognised immediately. If a new replacement award is substituted for the cancelled award, the cancelled and new award is treated as if they were a modification.

### Note 33. Events after the reporting period

No matter or circumstance has arisen since 30 June 2024 that has significantly affected, or may significantly affect the consolidated entity's operations, the results of those operations, or the consolidated entity's state of affairs in future financial years.

### Note 34. Earnings per share

	2024	2023
Consolidated	\$'000	\$'000
Loss after income tax attributable to the owners of Beamtree Holdings Limited	(5,106)	(6,908)
	Cents	Cents
Basic earnings per share	(1.81)	(2.80)
Diluted earnings per share	(1.81)	(2.80)
	Number	Number
Weighted average number of ordinary shares used in calculating basic earnings per share	281,350,560	246,383,630
Weighted average number of ordinary shares used in calculating diluted earnings per share	281,350,560	246,383,630

#### Accounting policy for earnings per share Basic earnings per share

Basic earnings per share is calculated by dividing the profit attributable to the owners of Beamtree Holdings Limited, excluding any costs of servicing equity other than ordinary shares, by the weighted average number of ordinary shares outstanding during the financial year, adjusted for bonus elements in ordinary shares issued during the financial year.

#### Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account the after income tax effect of interest and other financing costs associated with dilutive potential ordinary shares and the weighted average number of shares assumed to have been issued for no consideration in relation to dilutive potential ordinary shares. Potential ordinary shares are treated as dilutive only when their conversion to ordinary shares would decrease earnings per share or increase loss per share from continuing operations. Options held over ordinary shares would decrease the loss per share reported above and hence, have been treated as antidilutive.

# Beamtree Holdings Limited

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### Consolidated entity disclosure statement

The following provides information about the subsidiaries included in the consolidated financial statements of Beamtree Holdings Ltd as at 30 June 2024

Name of Entity	Type of Entity	Ownership Interest		Principal place of business / Country of incorporation	Country of residence for tax purposes
		2024 %	2023 %		
Ainsoff Pty Ltd	Body corporate	100%	100%	Australia	Australia
Beamtree Analytics Pty Ltd	Body corporate	100%	100%	Australia	Australia
Beamtree Canada Ltd (*)(**)	Body corporate	100%	-	Canada	Canada
Beamtree Employee Share Scheme Pty Ltd	Body corporate	100%	100%	Australia	Australia
Beamtree Europe PTE Ltd (**)	Body corporate	100%	100%	Ireland	Ireland
Beamtree New Zealand Ltd (**)	Body corporate	100%	100%	New Zealand	New Zealand
Beamtree Pty Ltd	Body corporate	100%	100%	Australia	Australia
Beamtree Services Pty Ltd	Body corporate	100%	100%	Australia	Australia
Beamtree Technology Pty Ltd	Body corporate	100%	100%	Australia	Australia
Beamtree UK Ltd (**)	Body corporate	100%	100%	United Kingdom	United Kingdom
Beamtree Wellness Pty Ltd	Body corporate	100%	100%	Australia	Australia
Chappell Dean Pty Ltd	Body corporate	100%	100%	Australia	Australia
DPP Holdings Pty Ltd	Body corporate	100%	100%	Australia	Australia
Pavilion Health Australia Pty Ltd	Body corporate	100%	100%	Australia	Australia
Potential(x) Holdings Pty Ltd	Body corporate	100%	100%	Australia	Australia

\*incorporated 12 Apr 2024

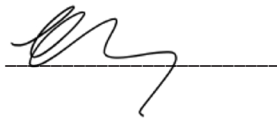
\*\*Effective control of the foreign subsidiaries occurs from Australia and as such the entities will be dual tax residence in domestic county and Australia.

DIRECTORS DECLARATION

- The Directors of Beamtree Holdings Limited (the Company) declare that:
- In the Directors’ opinion the Financial Statements and notes for the financial year ended 30 June 2024 set out on pages 34 to 109 are in accordance with the Corporations Act 2001 (Cth), including:
    - i. Complying with the Australian Accounting Standards and Corporations Regulations 2001; and
    - ii. Giving a true and fair view of the financial position and performance of the Company and the consolidated entity.
  - In the Directors’ opinion there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.
  - The basis of preparation notes confirms that the Financial Statements also comply with International Financial Reporting Standards as issued by the International Accounting Standards Board.
  - The Directors have been given the declarations by the Chief Executive Officer and Chief Financial Officer required by section 295A of the Corporations ACT 2001 for the financial year ended 30 June 2024.
  - In the Directors’ opinion the consolidated entity disclosure statement required by subsection 295(3A) of the Corporations Act 2001 is true and correct.

This declaration is made in accordance with a resolution of the Directors.

Emma Gray  
Chair



27 August 2024



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Sydney NSW 2000  
Australia

INDEPENDENT AUDITOR'S REPORT

To the members of Beamtree Holdings Limited

Report on the Audit of the Financial Report

Opinion

We have audited the financial report of Beamtree Holdings Limited (the Company) and its subsidiaries (the Group), which comprises the consolidated statement of financial position as at 30 June 2024, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the financial report, including material accounting policy information, the consolidated entity disclosure statement and the directors’ declaration.

In our opinion the accompanying financial report of the Group, is in accordance with the *Corporations Act 2001*, including:

- (i) Giving a true and fair view of the Group’s financial position as at 30 June 2024 and of its financial performance for the year ended on that date; and
- (ii) Complying with Australian Accounting Standards and the *Corporations Regulations 2001*.

Basis for opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor’s responsibilities for the audit of the Financial Report* section of our report. We are independent of the Group in accordance with the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board’s APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor’s report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

BDO Audit Pty Ltd ABN 33 134 022 870 is a member of a national association of independent entities which are all members of BDO Australia Ltd ABN 77 050 110 275, an Australian company limited by guarantee. BDO Audit Pty Ltd and BDO Australia Ltd are members of BDO International Ltd, a UK company limited by guarantee, and form part of the international BDO network of independent member firms. Liability limited by a scheme approved under Professional Standards Legislation.



Key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial report of the current period. These matters were addressed in the context of our audit of the financial report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Carrying value of intangible assets

Key audit matter	How the matter was addressed in our audit
<p>At 30 June 2024, the carrying value of Intangible Assets was \$44.681M (2022: \$45.681M) as disclosed in Note 11.</p> <p>The assessment of the carrying value of Intangible Assets requires management to make significant accounting judgements and estimates in producing discounted cash flow models to determine whether the assets are appropriately carried.</p> <p>An annual impairment test for Intangible Assets is required for indefinite life assets or where there are indicators of impairment under Australian Accounting Standard (AASB) 136 Impairment of Assets. Refer to Note 11 for the relevant disclosures, which include the related accounting policies and the critical accounting judgements and estimates.</p>	<p>Our audit procedures to address the key audit matter included, but were not limited to the following:</p> <ul style="list-style-type: none"><li>• Assessing the appropriateness of the management’s determination of cash generating units (CGUs);</li><li>• Analysing management’s key assumptions used in the discounted cash flow models to determine their reasonableness;</li><li>• Challenging the appropriateness of management’s discount rates used in the discounted cash flow models which included engaging our internal valuation specialists;</li><li>• Challenging management’s assumptions around the timing of future cash flows;</li><li>• Checking the arithmetic accuracy of the discounted cash flow models;</li><li>• Performing sensitivity analysis on key assumptions to determine if there would be a significant change to the carrying value of the assets;</li><li>• Assessing the adequacy of the Group’s disclosures in respect of Intangible Assets’ carrying values and impairment assessment assumptions as disclosed in Note 11 of the financial report; and</li><li>• Considering any additional impairment indicators as per AASB 136 Impairment of Assets and the effects of such on management’s assumptions.</li></ul>

Revenue recognition

Key audit matter	How the matter was addressed in our audit
<p>For the year ended 30 June 2024 the Group recognised \$27.601M (2022: \$22.768M).</p> <p>Revenue recognition was identified as a key audit matter due to the significance of revenue to the financial report and the judgement applied in recognising over-time revenue for non-recurring services.</p> <p>Refer to Note 4 of the financial report for the accounting policy and related disclosures.</p>	<p>Our audit procedures to address the key audit matter included, but were not limited to the following:</p> <ul style="list-style-type: none"><li>• Understanding and documenting the processes and controls used by the Group in recording revenue;</li><li>• Assessing the revenue recognition policy for compliance with AASB 15 Revenue from Contracts with Customers;</li><li>• Performing substantive testing on a sample of licensing and subscription revenue transactions including review of the contract terms and assessing the accuracy of any associated contract liability;</li><li>• Performing substantive testing on a sample of non-recurring services including review of contract terms, assessing the relevant performance obligations and ensuring the revenue recognised aligns to satisfaction of these performance obligations;</li><li>• Performing testing on a sample of manual journal entries recorded in relation to revenue to ensure appropriateness;</li><li>• Assessing the adequacy of the Group’s disclosures within the financial statements in relation to revenue recognition.</li></ul>

Other information

The directors are responsible for the other information. The other information comprises the information in the Group’s annual report for the year ended 30 June 2024, but does not include the financial report and the auditor’s report thereon.

Our opinion on the financial report does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

#### Responsibilities of the directors for the Financial Report

The directors of the Company are responsible for the preparation of:

- a) the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and
- b) the consolidated entity disclosure statement that is true and correct in accordance with the Corporations Act 2001, and

for such internal control as the directors determine is necessary to enable the preparation of:

- i) the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error; and
- ii) the consolidated entity disclosure statement that is true and correct and is free of misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the ability of the group to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

#### Auditor's responsibilities for the audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website (<http://www.auasb.gov.au/Home.aspx>) at:

[https://www.auasb.gov.au/admin/file/content102/c3/ar1\\_2020.pdf](https://www.auasb.gov.au/admin/file/content102/c3/ar1_2020.pdf)

This description forms part of our auditor's report.

## Report on the Remuneration Report

### Opinion on the Remuneration Report

We have audited the Remuneration Report included the directors' report for the year ended 30 June 2024.

In our opinion, the Remuneration Report of Beamtree Holdings Limited, for the year ended 30 June 2024, complies with section 300A of the *Corporations Act 2001*.

### Responsibilities

The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

### BDO Audit Pty Ltd

  
Gareth Few  
Director

Sydney, 27 August 2024

# Beamtree Holdings Limited

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30 June 2024

## The shareholder information set out below was applicable as at 30 July 2024.

Distribution of equitable securities

Analysis of number of equitable security holders by size of holding:

	Number of holders	Ordinary shares % of total shares issued	Options over ordinary shares	
			Number of holders	% of total shares issued
1 to 1,000	86	0.02	-	-
1,001 to 5,000	474	0.53	-	-
5,001 to 10,000	351	1.08	-	-
10,001 to 100,000	766	10.63	-	-
100,001 and over	257	87.75	1	100.00
	<b>1,934</b>	<b>100.00</b>	<b>1</b>	<b>100.00</b>
Holding less than a marketable parcel	228	-	-	-

# Beamtree Holdings Limited

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## Equity security holders

The names of the twenty largest security holders of quoted equity securities are listed below:

	Ordinary shares Number held	% of total shares issued
INVIA CUSTODIAN PTY LIMITED	29,183,394	10.10
NATIONAL NOMINEES LIMITED	22,075,956	7.64
MIRRABOOKA INVESTMENTS LIMITED	18,837,828	6.52
SANDTREE PTY LTD	18,035,378	6.24
FREESTATE HOLDINGS PTY LTD	17,896,624	6.19
AMCIL LIMITED	10,045,097	3.48
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	9,757,587	3.38
SHOREBROOK PTY LIMITED	9,556,997	3.31
3RD WAVE INVESTORS PTY LTD	7,000,000	2.42
NETWEALTH INVESTMENTS LIMITED	6,714,086	2.32
OZREN TOSIC	3,273,150	1.13
CASTLEREAGH EQUITY PTY LTD	3,250,000	1.12
KM FITZPATRICK & ASSOCIATES PTY LTD	3,230,000	1.12
DR RUSSELL KAY HANCOCK	2,500,000	0.87
MR CHRISTOPHER BELL	2,499,000	0.86
MRS CLARE MAPLEDORAM	2,250,000	0.78
DAVID BAMBACH	2,073,545	0.72
MARY ETHNA BLACK	1,728,144	0.60
BRAZIL FARMING PTY LTD	1,700,000	0.59
SMC CAPITAL PTY LTD	1,550,000	0.54
<b>TOTAL FOR TOP 20</b>	<b>173,156,786</b>	<b>59.92</b>
<b>TOTAL FOR OTHER INVESTORS</b>	<b>115,824,270</b>	<b>40.08</b>
<b>GRAND TOTAL</b>	<b>288,981,056</b>	<b>100.00</b>



# Beamtree Holdings Limited

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## Unquoted equity securities

	Number on issues	Number of holders
Options over ordinary shares issued	375,000	1

## Substantial holders

Substantial holders in the company are set out below

	Ordinary shares Number held	% of total shares issued
INVIA CUSTODIAN PTY LIMITED	29,183,394	10.10
NATIONAL NOMINEES LIMITED	22,075,956	7.64
MIRRABOOKA INVESTMENTS LIMITED	18,837,828	6.52
SANDTREE PTY LTD	18,035,378	6.24
FREESTATE HOLDINGS PTY LTD	17,896,624	6.19

## Voting rights

The voting rights attached to ordinary shares are set out below:

## Ordinary shares

On a show of hands every member present at a meeting in person or by proxy shall have one vote and upon a poll each share shall have one vote.

There are no other classes of equity securities.