

An elderly woman with short grey hair and glasses is lying in a hospital bed, wearing a light-colored knit sweater. She is holding a white tablet computer in her right hand, which displays a video call with three people: a woman, a young girl, and a young boy. The background shows a window with a view of pink cherry blossom trees. The overall scene is bright and positive.

Oneview / the connected care
experience company

Because every
care experience
is personal.

Full-year 2024 Results
February 2025

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Oneview Healthcare plc (ASX: ONE)

Healthcare technology company enabling the Connected Care Experience in hospitals and healthcare systems with a modular, scalable software platform that connects the patient room to the care team and the hospitals' technology systems, delivering efficiencies for the hospital and a better, more engaged care experience for patients.

Founded in
2008
in Dublin, Ireland

Deployed to
+30K
Endpoints

Enterprise-wide in
3 Top 20
US Hospitals*

Our Mission

To improve connected care experiences, every day.

Our Vision

Redefining the digital environment of care to make it accessible, seamless and reliable for all.



* US News Best Hospitals 2023 - 2024



Speakers



James Fitter
Chief Executive Officer



Darragh Lyons
Chief Financial Officer



Agenda

1) 2024 in Review

2) The Big Picture

3) Market Vision &
Strategy

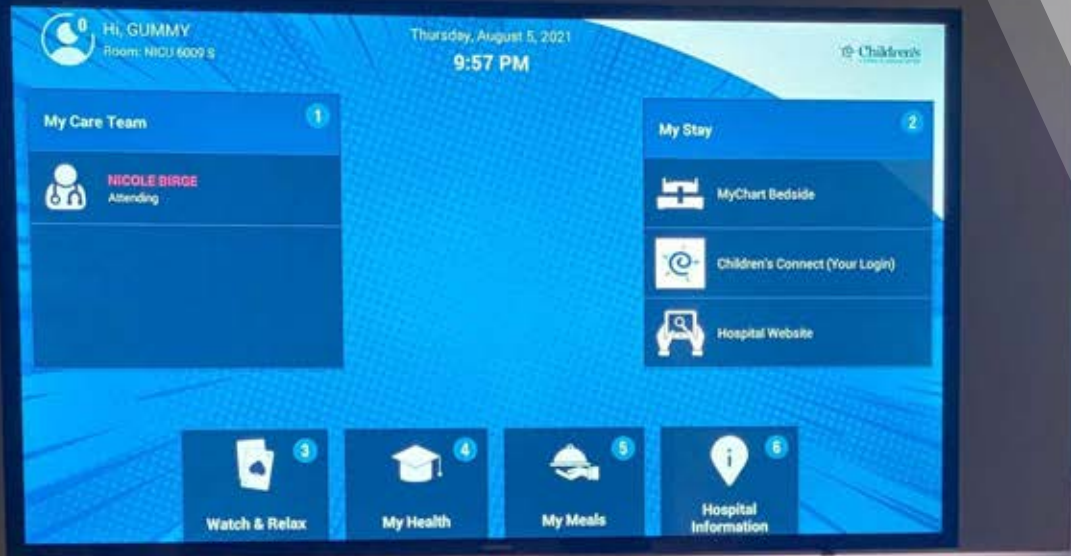
4) FY2024 Financial
Results Overview

4) Commercial
Strategy

5) Operational
Execution

6) Outlook

7) Q&A



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2024 in Review

FY2024 Results

FY2024

Revenue
€9.9m
(A\$16.2m)



Up 5%

Recurring Revenue
€7.2m
(A\$11.8m)



Up 9%

Gross Margin
67%
(2023: 66%)

Adjusted EBITDA
Loss
€8.8m
(A\$14.4m)

2023:
€5.5m loss

At 31 December 2024

Cash
€13.8m
(A\$22.9m)



Up 20%

Strengthened Balance Sheet
€13.9m capital raise
(A\$23.0m)

Live Beds
12,514



Up 23% in 2024

Contracted Beds
19,429



Up 23% in 2024

- FY2024 revenue performance impacted by two postponed customer deployments due to construction delays at one and corporate activity at the other
- Carrying a record pipeline of sales opportunities into FY 2025
- Equity raise completed during Q4 2024 yielding net proceeds of €13.3m (A\$22.0m)

FY2024 Highlights

Baxter

Extended Value-Added-Reseller Partnership with Baxter for a further two years until mid-2027 and expanded it to include the Canadian market in addition to the US.

Added 8 major new logos in the United States during 2024, including 3 integrated delivery networks



FY2024 Highlights

Our vision for the connected patient room has been delivered: **The Connected Care Experience**

3 new products delivered during 2024: newly developed MyStay Mobile and second-generation versions of the Digital Whiteboard and Digital Door Sign

MyStay Patient Devices

Fully Integrated Patient and Family Experience



Television



Tablet



Mobile

Digital Whiteboard

Synchronised Patient Care Instructions and Information



Digital Door Sign

Proactive Patient Care and Safety Dashboard





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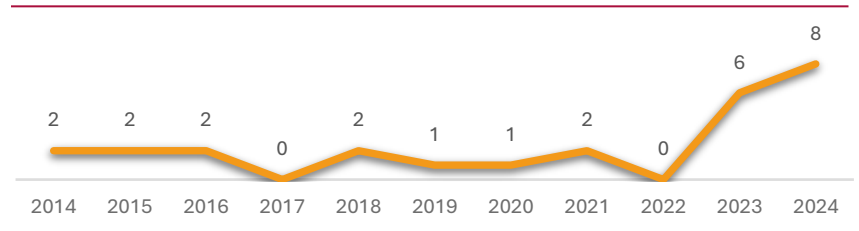
The Big Picture

Customer Acquisition Timeline

Founded in Dublin, Ireland



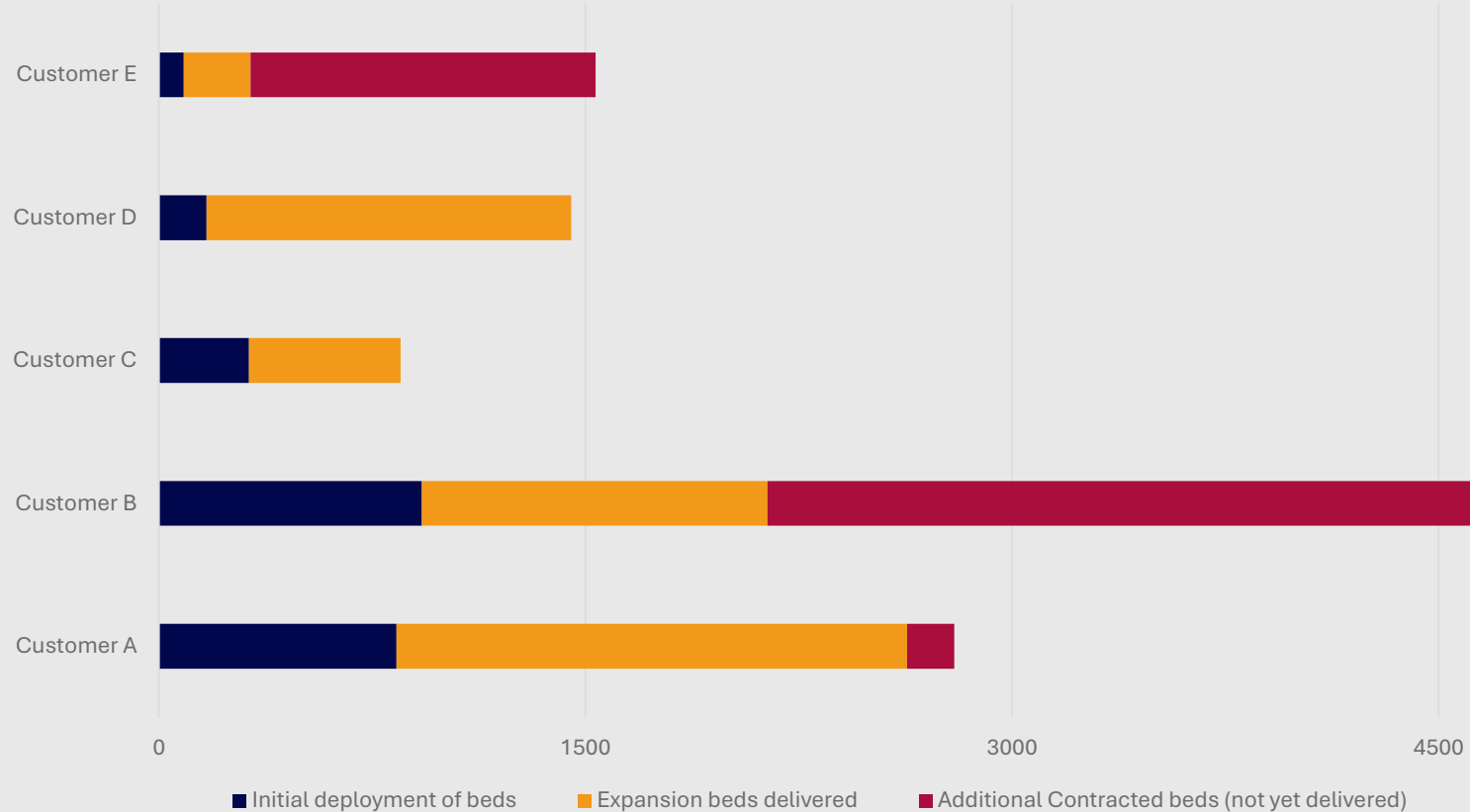
Customer Logos Added



Land and Expand: We scale enterprise wide



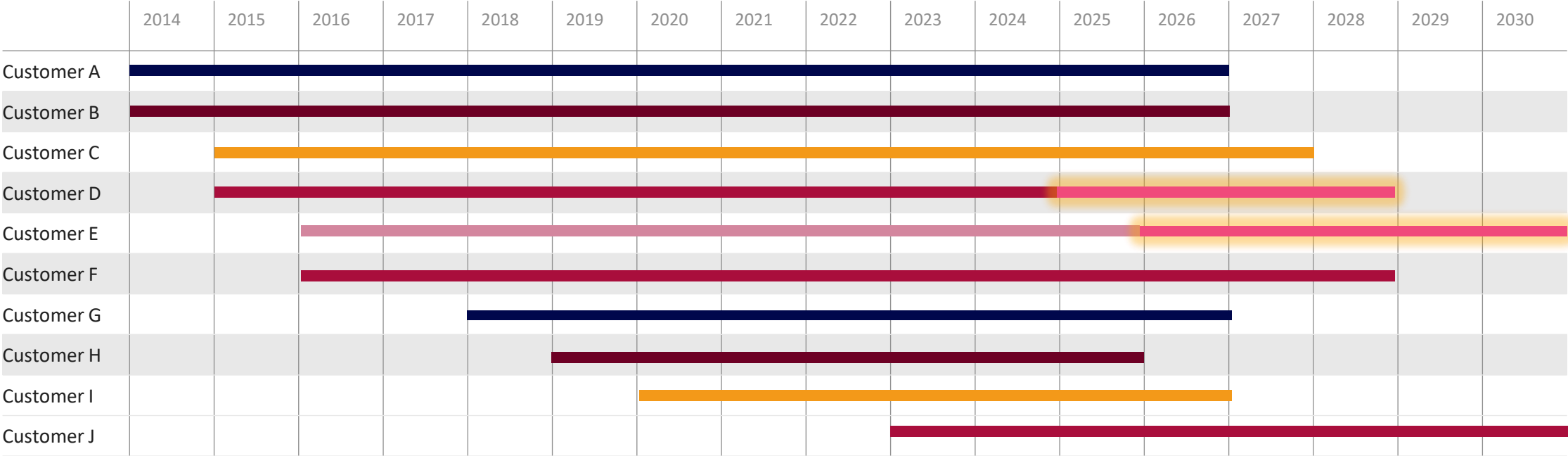
Examples of our bed deployment expansions with enterprise customers





Our Long-Term Customers

- Average customer contract duration is nearly 7 years
- Speaks to the value delivered and the quality of the product



Contract duration on 10 large customers is illustrated above.

 Extensions currently under negotiation



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Market Vision &
Strategy

We Are at a Watershed Moment in the Delivery of Care in Hospitals

Dissatisfied **Patients & Families**



Patients have limited control during their stay and rely on nurses for many of their needs.¹

Overworked **Care Teams**



Limited automation and workforce challenges place burden on the care team.^{2,3}

Disconnected **Hospital Systems**



Disconnected technologies cost hospitals time and money.⁴

¹ Montie M, Shuman C, Galinato J, Patak L, Anderson CA, Titler M. Conduits to care: call lights and patients' perceptions of communication. *Journal of Multidisciplinary Healthcare*. 2017;Volume 10(10):359-366. doi:<https://doi.org/10.2147/jmdh.s144152>

² Closing the nursing workforce gap | McKinsey. [www.mckinsey.com. https://www.mckinsey.com/industries/healthcare/our-insights/reimagining-the-nursing-workload-finding-time-to-close-the-workforce-gap](https://www.mckinsey.com/industries/healthcare/our-insights/reimagining-the-nursing-workload-finding-time-to-close-the-workforce-gap)

³ Data from Oneview's Nurse Focus Group

⁴ Integration challenges dominate healthcare IT leaders' concerns: Report Naomi Diaz - Thursday, October 12th, 2023

The Connected Care Experience

Connected **Patients & Families**



Oneview brings your patients calm and control

- Self-service meal ordering, clinical requests and room controls
- Personalised information and educational content
- Multi-lingual support of 32 languages
- Hotel-like entertainment experience

Optimised **Care Teams**



Oneview streamlines your clinical team's experience by automating tasks and unifying data

- Automated manual processes like meal ordering and educational write-back
- Direct routing of non-clinical requests to care team wireless devices
- Virtual care platform integration for hybrid care models

Synchronised **Hospital Systems**



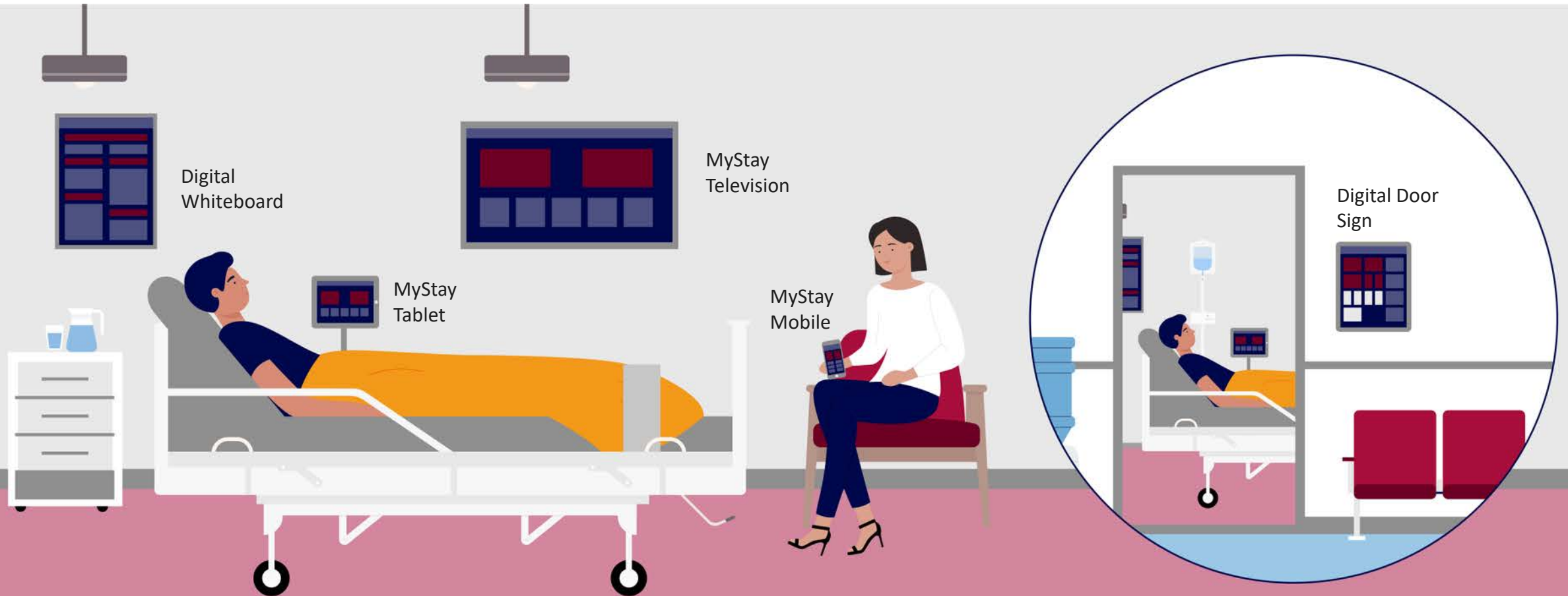
Oneview scales and integrates across the enterprise

- Cloud-native or on-prem deployment
- Reduced upfront and ongoing costs¹
- Potential HCAHPS improvement
- Increased focus on Patient and Care Team safety²

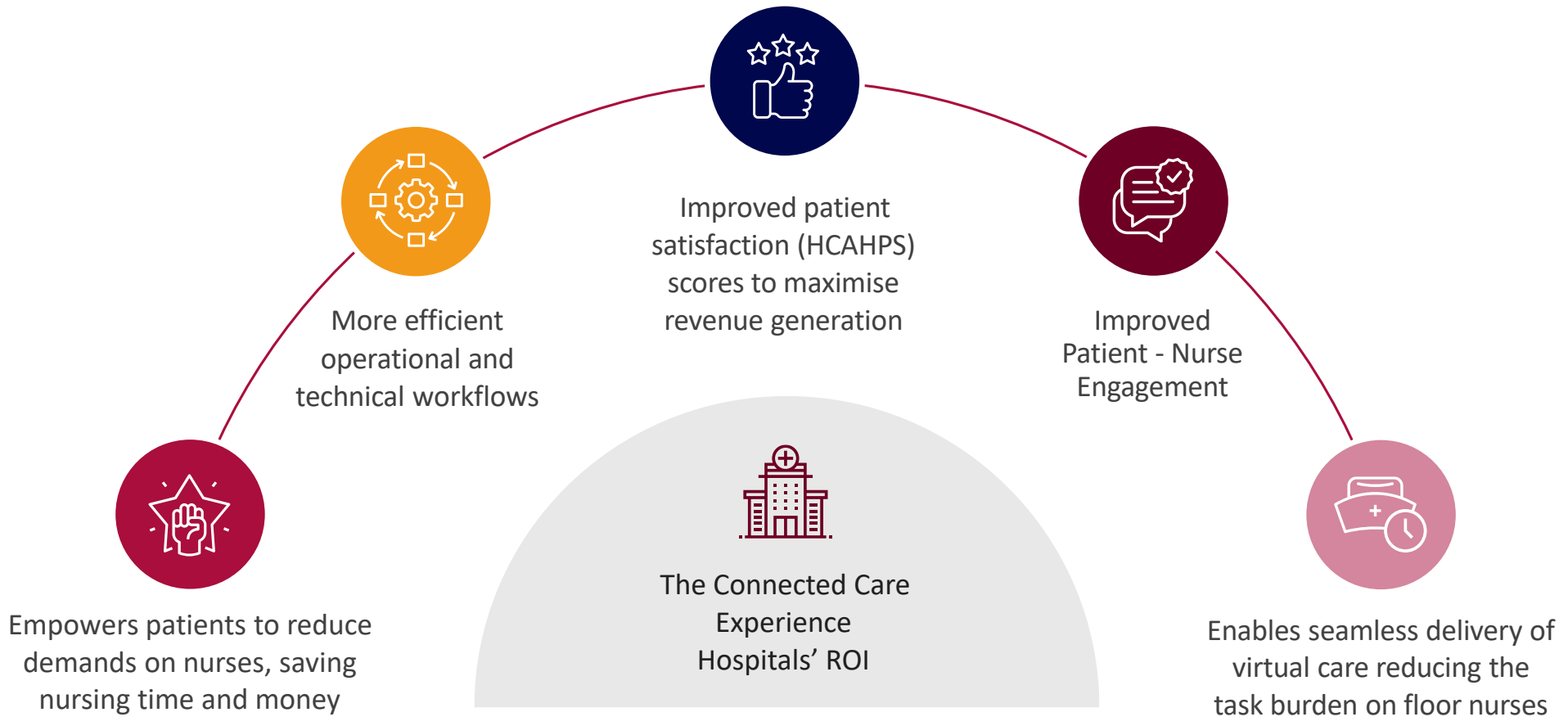
¹ When compared to competitive systems

² Safety notifications on all care-team facing interfaces and improved patient care education

The Connected Care Experience Room



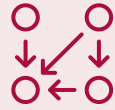
The Connected Care Experience: Hospitals' ROI



Virtual Care



68%
of Chief Nursing Officers
believe virtual nursing
will become integral to
care delivery models in
acute patient care¹



Market Drivers

- Global nursing shortage and workforce challenges.
- Desire for more efficient resource utilisation.



Benefits

- Improved nurse retention
- Reduced staffing costs
- Improved patient satisfaction
- Reduced length of stay.



What it means

- Transition from physical interactions to digital interfaces.



Role in Modern Healthcare

- Aligns with consumer expectations for convenience and technology integration.

¹ Data from study conducted by Joslin Insight on behalf of AvaSure <https://www.aonl.org/news/Survey-CNOs-view-virtual-nursing-as-integral-to-care>

Connected Patient Room Vision

Single bedside technology platform that enables new hybrid models of care in inpatient settings and creates a pathway to “Augmented Care” using AI in the future

Pandemic



Virtual care on tablets enabling tactical communication

- Virtual rounding
- Virtual visitation
- Virtual interpretation

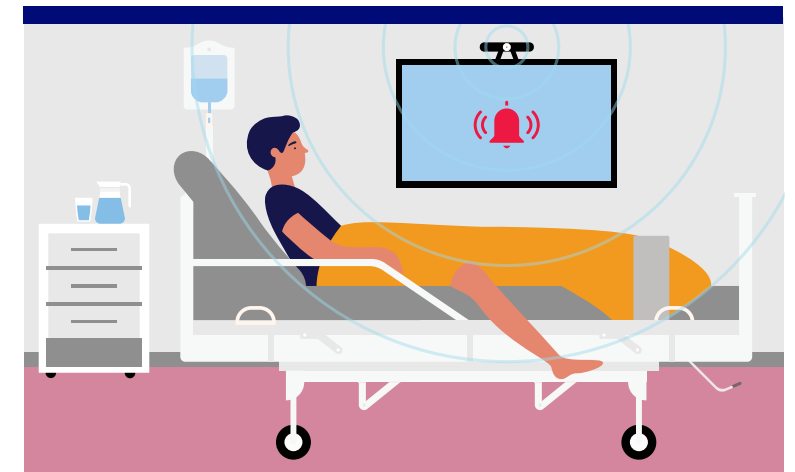
Adopting



Virtual care on the patient's television with bi-directional camera capability enabling new hybrid care models

- Virtual nursing
- Virtual patient observation to prevent falls and patient harm

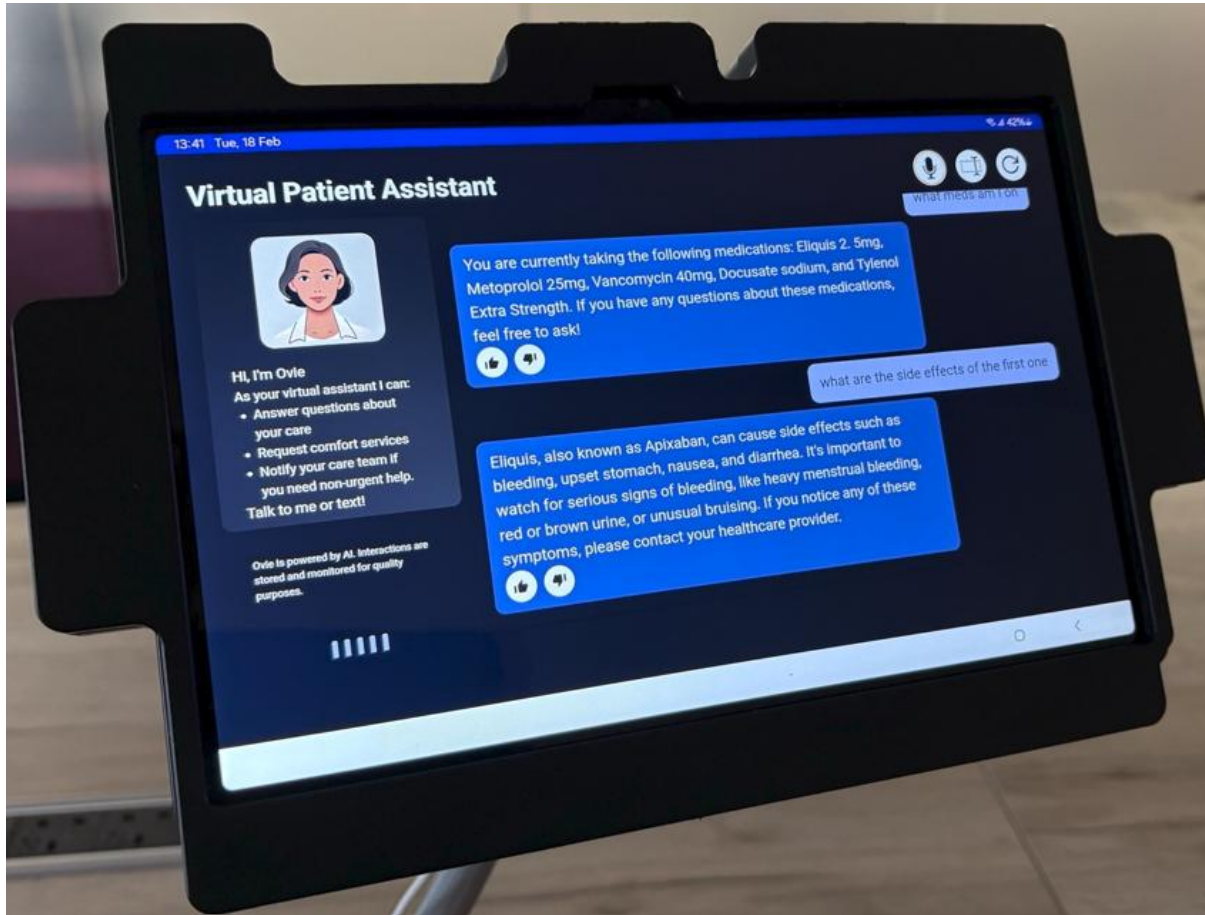
Emerging



Artificial intelligence and autonomous always-on monitoring enables augmented care models

- AI-enabled virtual assistant with ambient voice capability
- Augmented patient observation to prevent falls and patient harm

Oneview's Virtual Patient Assistant



- AI Product Strategy launched during 2024
- First initiative recently launched: Ovie, a Gen AI-powered Care Assistant
- Voice-based assistant to address common patient questions and needs
- Augments virtual and floor nurses as part of a hybrid care team
- Production pilots scheduled with two leading academic teaching hospitals followed by market launch

Ovie understands the patient's context, and can respond to questions like "Hey Ovie, when can I go home" or "Hey Ovie, what are the side-effects of my medication?"



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FY2024 Financial Results Overview

FY2024 Financial Performance

9% growth in **recurring revenue**

FY2024 revenue significantly impacted by the postponement of two significant customer projects

2024 Gross Margin of 67% (2023: 66%)

Adjusted EBITDA loss of €8.8 million impacted by:

- the 2 delayed projects and;
- the front-loaded investment in headcount to support expected deployment activity from Baxter and direct pipeline of opportunities.

	Year ended 31 December 2024	Year ended 31 December 2023	Variance
	€'m	€'m	%
Recurring revenue	7.2	6.6	9%
Non-recurring revenue	2.7	2.8	(4%)
Total Revenue	9.9	9.4	5%
Cost of sales	(3.2)	(3.2)	-
Gross Profit	6.7	6.2	8%
Cash operating Expenses	(15.5)	(11.7)	(32%)
Adjusted EBITDA loss	(8.8)	(5.5)	(60%)
Non-cash expenses:			
Share based payment expense	(2.0)	(2.4)	(17%)
Depreciation & amortisation	(0.6)	(0.5)	-
Net finance income / (costs)	0.6	(0.5)	220%
Loss before tax	(10.8)	(8.9)	(21%)
Income tax expense	-	-	-
Loss after tax	(10.8)	(8.9)	(21%)

Financial Position at 31 December 2024

Balance Sheet Position	As at	As at	Variance
	31 December 2024	31 December 2023	
	€'m	€'m	%
Cash and cash equivalents	13.8	11.5	20%
Trade & other receivables	5.3	5.7	(7%)
Inventory	3.1	2.2	41%
Other assets	3.8	2.5	52%
Total Assets	26.0	21.9	19%
Trade and other payables	1.3	1.3	-
Deferred income	5.0	4.9	2%
Accruals and other liabilities	6.4	6.6	(3%)
Total Liabilities	12.7	12.8	(1%)
Net Assets / Total Equity	13.3	9.1	46%

Cash Flow Statement Summary	As at	As at	Variance
	31 December 2024	31 December 2023	
	€'m	€'m	%
Net cash used in operating activities	(10.5)	(7.3)	44%
Net cash used in investing activities	(0.5)	(0.5)	-
Net cash generated by / (used in) financing activities	13.1	13.0	1%
Net increase in cash held	2.2	5.2	(58%)
Cash at 1 January	11.5	6.4	80%
Foreign exchange impact on cash	0.1	(0.1)	-
Cash at 31 December	13.8	11.5	20%

€13.8 million Cash at 31 December 2024

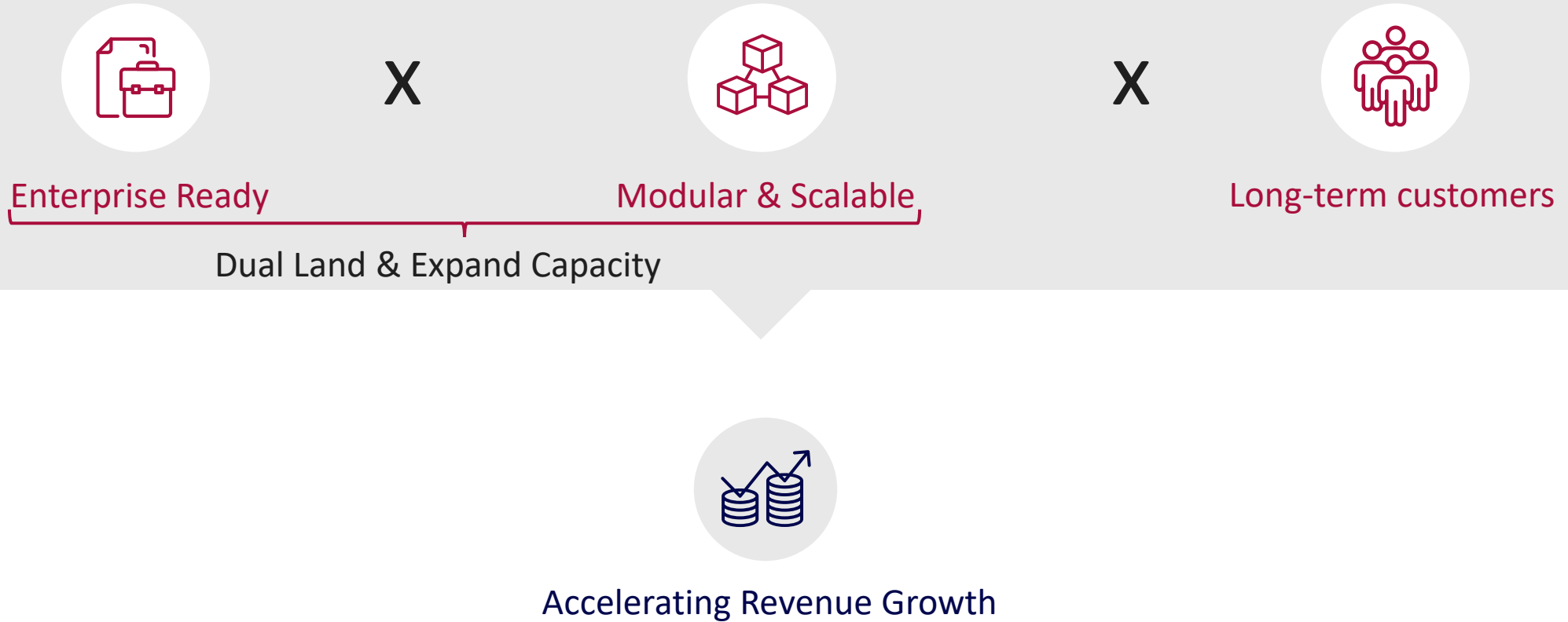
A\$22.0 million / €13.3 million (net) proceeds from **Capital Raise** completed during Q4 2024 comprised of A\$20 million share placement and an oversubscribed SPP of A\$3.0 million



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Commercial
Strategy

Our Success Formula for Sustained Growth at Scale



Enterprise Ready



Scalable and reliable

- Support **scalability** across multiple facilities and thousands of beds
- **Minimise downtime** and ensure continuous operation for mission-critical workflows



Interoperable

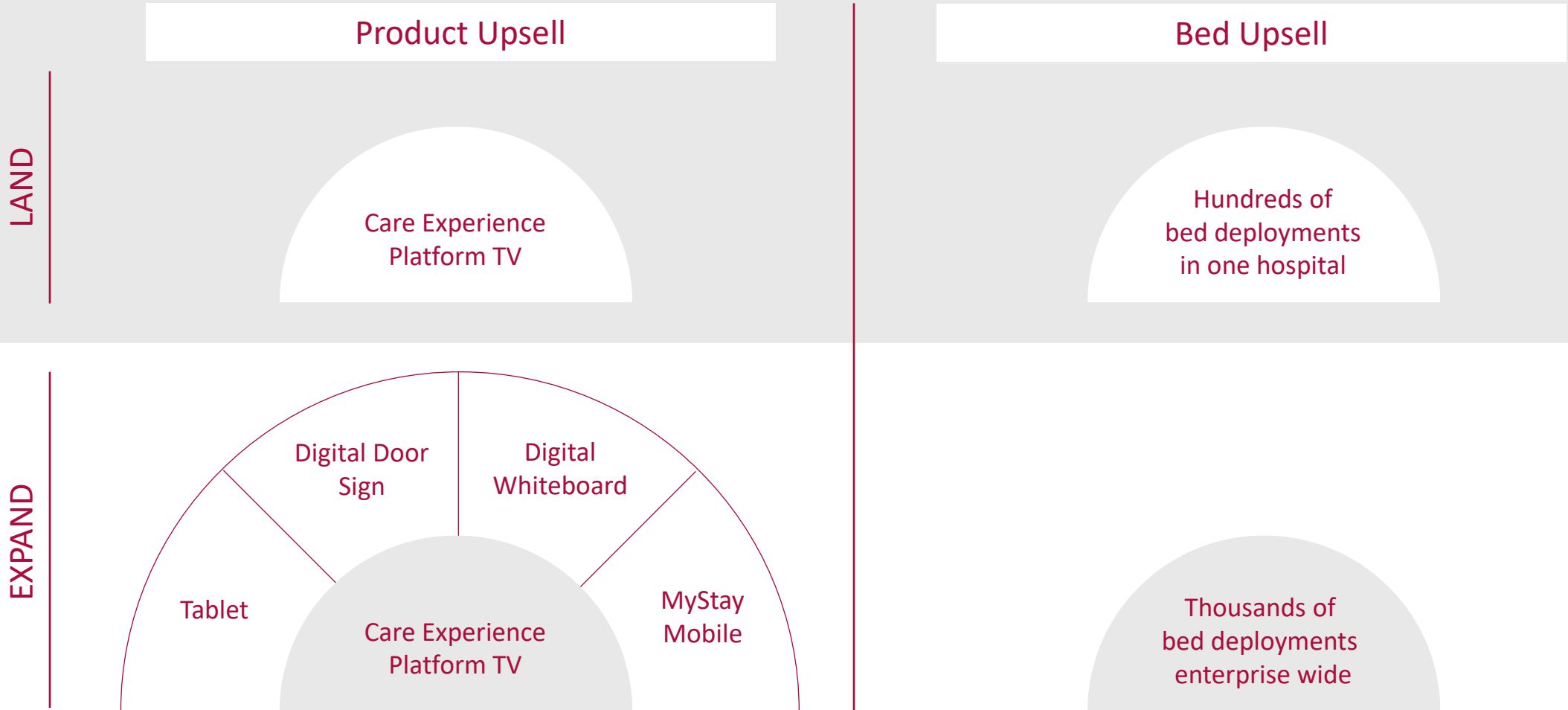
- Integrate **seamlessly** with existing and new systems
- Provide **open APIs**



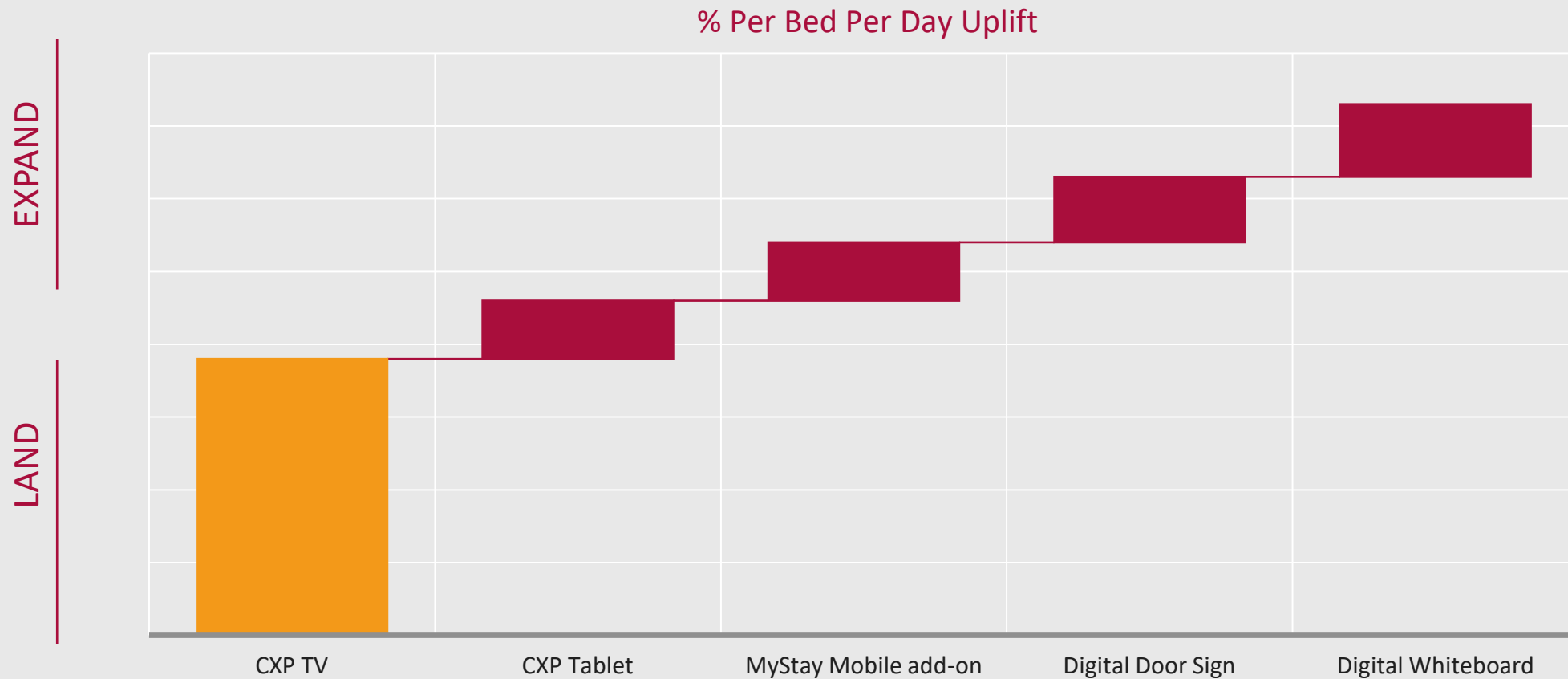
Secure

- Demonstrate robust cybersecurity measures
- Comply with regulations and best practice/industry standards

Modular & Scalable: Our formula to deliver growth



Product Upsell: We have a 92% upsell opportunity





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Operational
Execution

Our Track Record Differentiates Us From Our Competitors



Contracted with **135 hospitals** across **24 health systems**



Proven scalability across multiple facilities and thousands of beds



50+ system integrations completed and now available “out of the box”



€29 million spent on **product development** and delivery over the past 3 years: we have delivered our vision for the Connected Patient Room



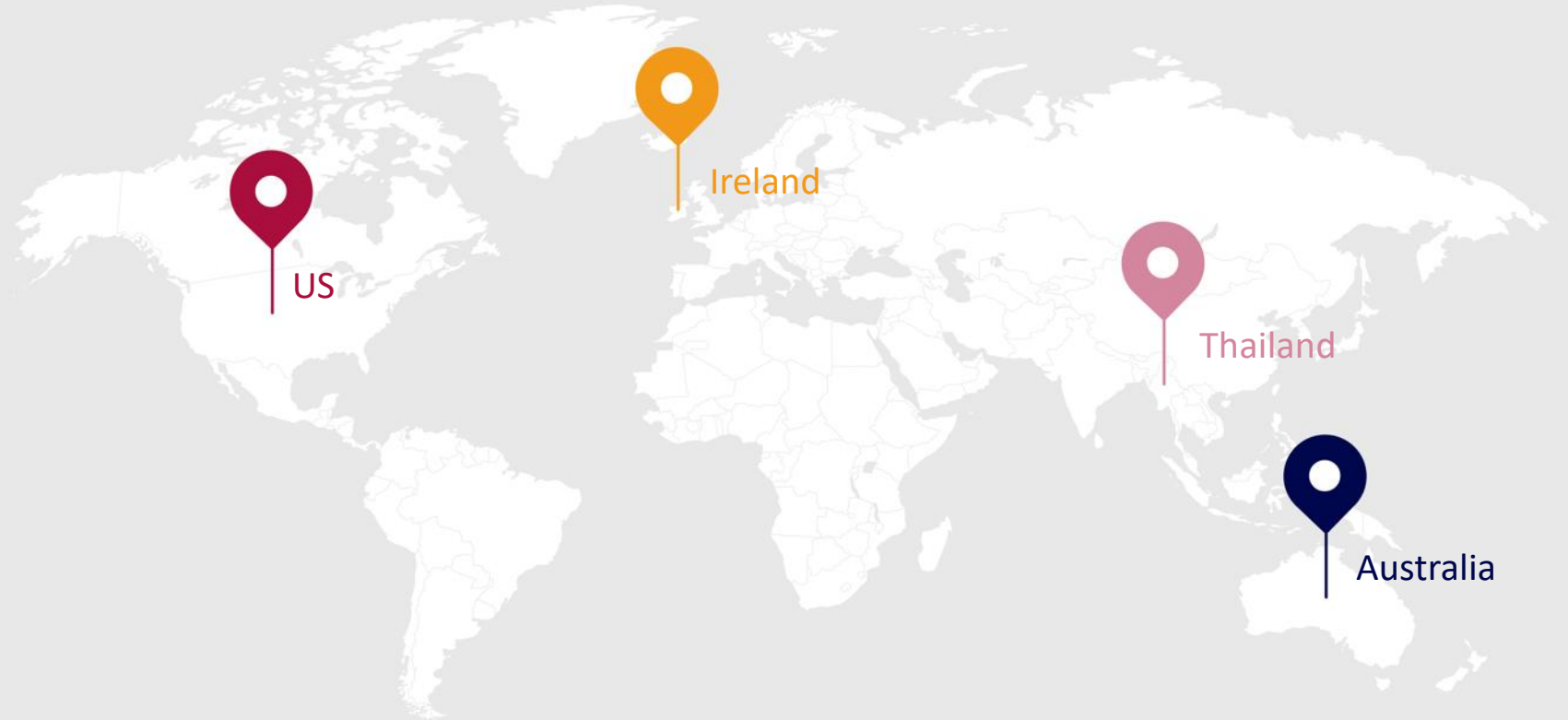
Oneview becomes a **critical part of hospitals’ operating and technical workflows** through deep and seamless system integrations and the efficiencies we bring to hospitals

Our Global Footprint

Oneview customers in
Australia, Thailand, Ireland
and the US

Focused on US market to
drive near-term significant
growth aspirations

Proven ability to target
other markets and
opportunities in the future



US Market Opportunity & Execution

Oneview's commercial execution in the US:



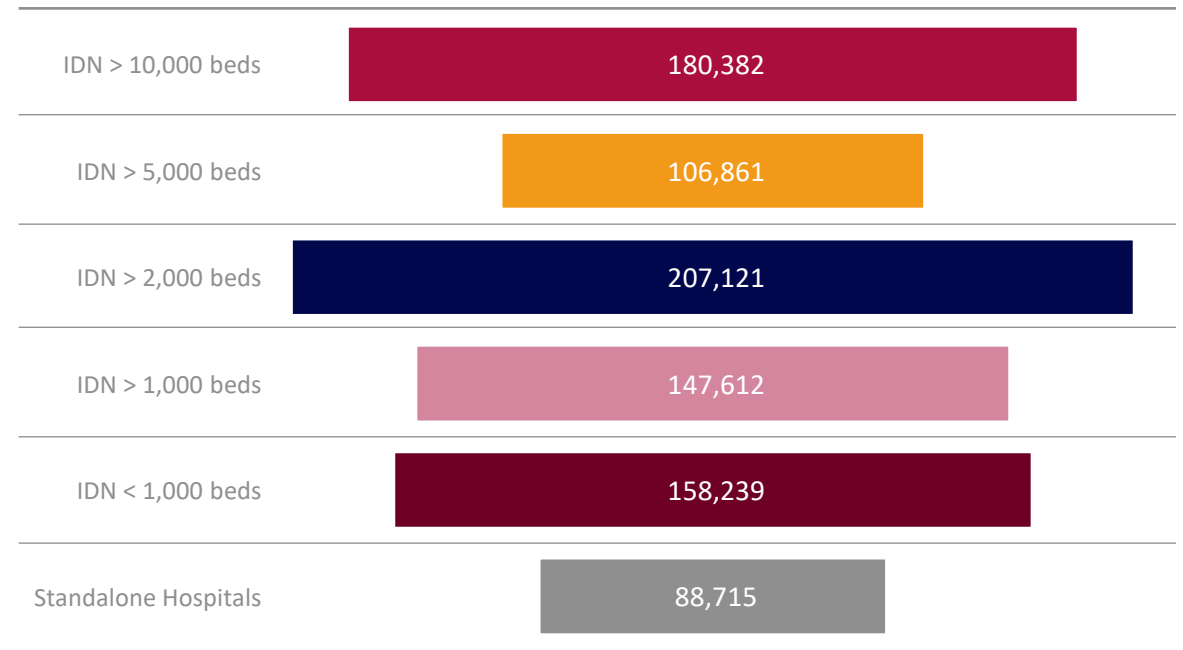
Oneview direct sales and deployment teams



Baxter Value-Added-Reseller (VAR) partnership

Record US sales opportunity pipeline comprised of potential direct sales and sales under the Baxter VAR partnership

Total Addressable Market in the US is ~890k beds



Data from Definitive Healthcare

Baxter Partnership



Extended & Expanded Agreement

Original VAR agreement signed in 2023. Agreement extended for 2 more years and expanded to include Canada, in addition to the US.



Magnified Sales Presence

Baxter has trained over 100 sales people selling Oneview



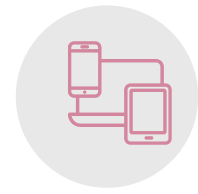
Product integration

First product integration completed (Voalte Nurse Call); integration roadmap jointly developed



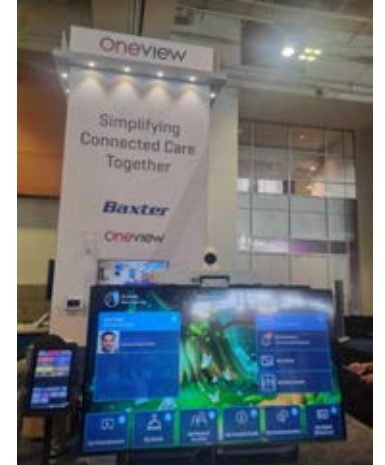
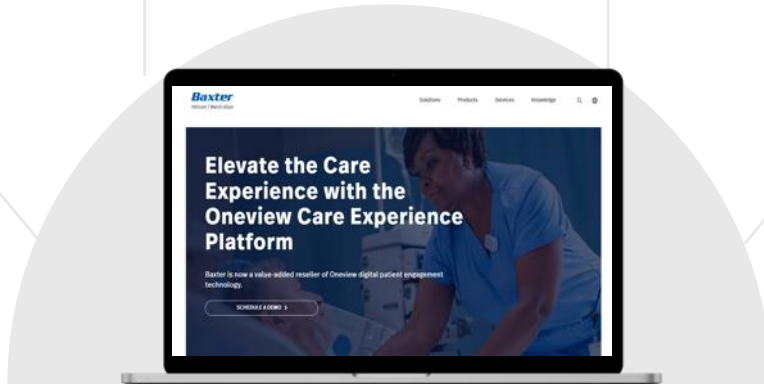
Impact

Baxter expects to deliver 3-5k beds per annum



Execution

First 5 purchase orders received; pipeline of over 130 sales opportunities



Commercial Execution



Contracted Beds

2024

19,429

2023

15,821



Up 23%



Live Beds

2024

12,514

2023

10,151

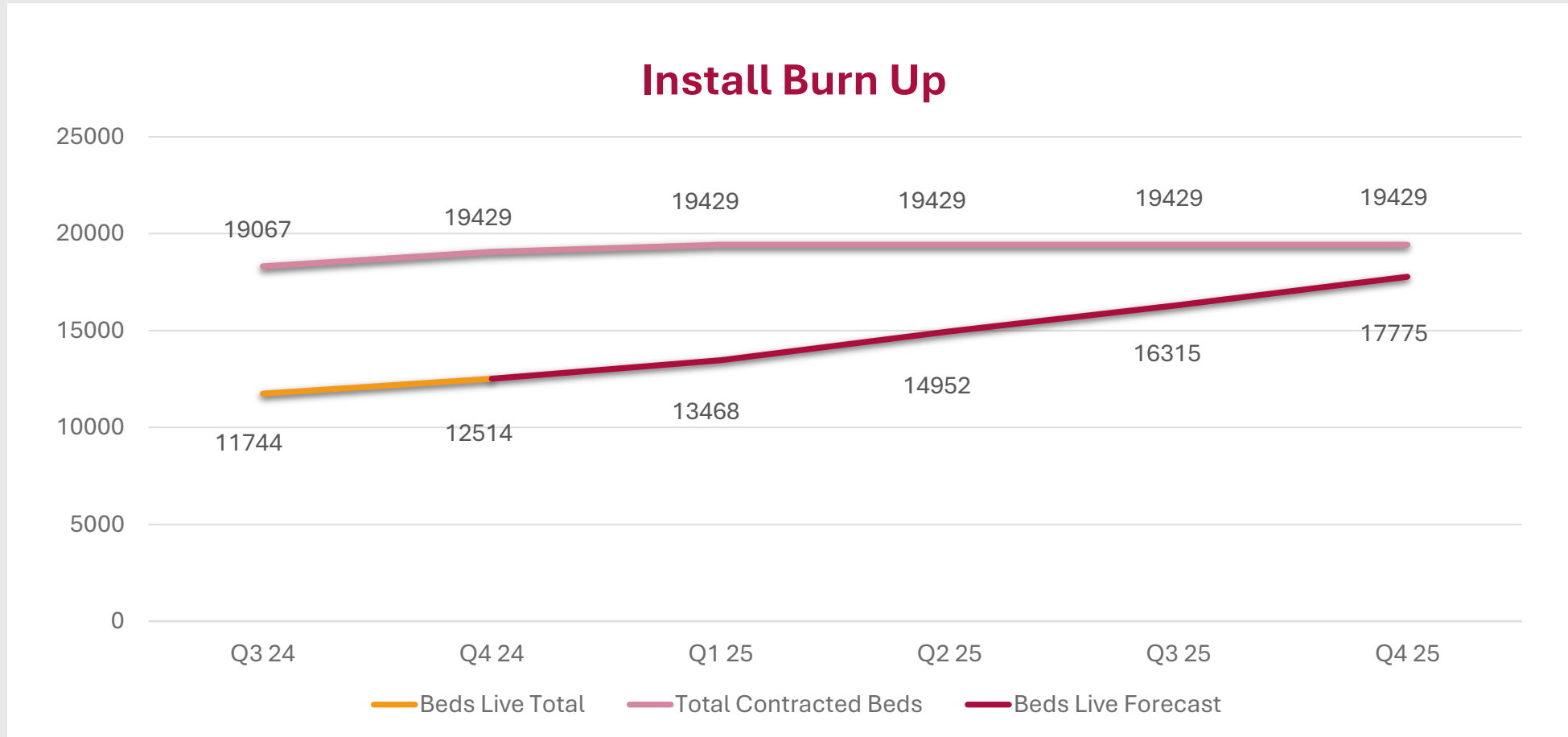


Up 23%

Added 8 major new logos in the United States during 2024, including 3 health systems



Our Planned Deployment of Contracted Beds



Our Path to More Efficient Deployments



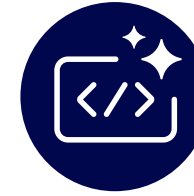
Investing in configuration tooling

- to reduce project implementation times
- reduce on-going support overheads and costs
- enabling partners to install and operate the system



Infrastructure automation

- optimisation of infrastructure-as-code
- continuation of migration to containers



AI-generated configuration

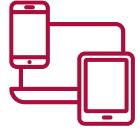
- for complex feature configuration
- based on a series of simple questions



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Outlook

ASX: ONE Investment Highlights



Product

Our vision of the Connected Patient Room has been delivered and initial deployments have been completed



Penetration

Our Baxter VAR partnership is maturing, which together with our direct sales team, gives us broad sales coverage in the US market



Pipeline

Record US sales opportunity pipeline comprised of potential direct sales and sales under the Baxter VAR partnership



Pressure Points

Our software helps mitigate against key pressure points hospitals are facing: nurse shortages, inefficient and disconnected technologies, dissatisfied and disempowered patients



Position

Our market reputation and experience, as well as our capital strength and longstanding investment in R&D, positions Oneview to take a leading market share in the US

ASX: ONE Investment Highlights

Oneview's **operational and commercial progress**, as well as the **growing need for connected patient rooms**, is evidenced in our recent customer logo additions.

14 new logos added in the past 2 years

Once new customers are “landed”, we can leverage our commercial strengths:

- **Annual recurring revenue** (software subs)
- Dual revenue expansion potential:
 - **92% product upsell;**
 - **enterprise-wide expansion**
- Very ‘sticky’ customers; **low customer churn**



Thank You

Q&A





Full-year 2024 Results
February 2025