Oneview Healthcare PLC

2018 Half Year Results Presentation
27 August 2018

Legal disclaimer

This presentation contains general information about the activities of Oneview Healthcare PLC (ABRN 610 611 768) (Oneview or Company) which is current as at 27 August 2018. It is in summary form and does not purport to be complete. It presents financial information on a statutory basis (prepared in accordance with International Financial Reporting Standards (IFRS) as well as information provided on a non-IFRS basis. This presentation is not a recommendation or advice in relation to Oneview or any product or service offered by Oneview. It is not intended to be relied upon as advice to investors or potential investors, and does not contain all information relevant or necessary for an investment decision. It should be read in conjunction with Oneview's other periodic and continuous disclosure announcements filed with the Australian Securities Exchange , and in particular the Half Year Results for the period to 30 June 2018 and the Full Year Results for the period to 31 December 2017 These are also available at www.oneviewhealthcare.com.

No representation or warranty, express or implied, is made as to the accuracy, adequacy or reliability of any statements, estimates or opinions or other information contained in this presentation. To the maximum extent permitted by law, Oneview, its subsidiaries and their respective directors, officers, employees and agents disclaim all liability and responsibility for any direct or indirect loss or damage which may be suffered by any recipient through use of or reliance on anything contained in or omitted from this presentation. No recommendation is made as to how investors should make an investment decision. Investors must rely on their own examination of Oneview, including the merits and risks involved. Investors should consult with their own professional advisors in connection with any acquisition of securities.

The information in this presentation is for general information only. To the extent that certain statements contained in this presentation may constitute "forward-looking statements" or statements about "future matters", the information reflects Oneview's intent, belief, or expectations at the date of this presentation. Subject to any continuing obligations under applicable law or any relevant listing rules of the Australian Securities Exchange, Oneview disclaims any obligation or undertakings to disseminate any updates or revisions to this information over time. Any forward-looking statements, including projections, guidance on future revenues, earnings and estimates, are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause Oneview's actual results, performance or achievements to differ materially from any future results, performance or achievements expressed or implied by these forward-looking statements. Any forward-looking statements, opinions and estimates in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. For example, the factors that are likely to affect the results of Oneview include, but are not limited to, general economic conditions in any of the territories in which Oneview operates, exchange rates, competition in the markets in which Oneview will operate and the inherent regulatory risks in the business of Oneview. Neither Oneview, nor any other person, gives any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will actually occur. In addition, please note that past performance is no guarantee or indication of future performance.

This presentation does not constitute an offer to issue or sell, or solicitation of an offer to buy, any securities or other financial products in any jurisdiction. The distribution of this presentation outside Australia may be restricted by law. Any recipient of this presentation outside Australia must seek advice on and observe any such restrictions. This presentation may not be reproduced or published, in whole or in part, for any purpose without the prior written permission of Oneview.

All amounts are in Euros.

All references starting with FY refer to the financial period ended 31 December. For example, FY18 H1 refers to the period ended 30 June 2018.

Introduction to today's presenters

Mark McCloskey

President & Founder

James Fitter

Chief Executive Officer

John Kelly

Chief Financial Officer

Agenda

1H18
in review

Oneview

1H 2018 in review

H1-2018 total revenue of €3.71m

- – +66% increase PCP
- – Note: €1.5 m of hardware revenue deferred to Q3 due to supply-chain delays on new hardware

Now <u>live in 32 hospitals</u> and 5,228 beds - up 74% vs. June 2017.

Total beds under contract stands at 10,343 - up 52% vs. June 2017 across <u>55 hospitals</u>

Oneview announced in the period a number of high profile contract wins and renewals including Mater (904 beds across 9 facilities), Bumrungrad International Hospital (Bangkok) (497 beds and 110 digital signage locations), Mediclinic Parkview (168 beds and 144 digital signage locations), UCSF Benioff Children's Hospital and UCSF Parnassus (330 devices) and Oxford University (5-year R&D agreement)

Very positive response to Senior Living product launch in the US and Australian markets
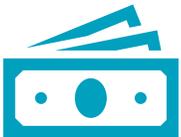
Net cash as at June 2018 of €17.5m. Net monthly cash burn at June 2018 €1.45m – trending lower as sites go-live throughout 2018 and overhead is reduced.

Headcount reduction of 16% including leadership reorganisation reducing c-suite by 30%

1H 2018 Operational Highlights

First two inpatient deployments of our new Android client in the US

Completed quality assurance testing of first 1,500 AIO Android bedside devices for deployment at Mater and BJC Healthcare.

5,200 patient families activated on Oneview Connect at Westmead Children's Hospital

HL7 version of Prostate Pathways built and ready for deployment for non SMART on FHIR customers

Winner Microsoft Innovation Award at HIMSS 2018 for My Health Memory at Westmead Children's Runner – Up Best Digital Transformation Project, Australian Healthcare Week

Key Events since June 30

🏆 Agreed terms for 5 year extension of first US customer (UCSF Mission Bay). This retains our 100% renewals track record indicating "stickiness" of contracts and relationships.

🛏 Selected as vendor of choice for 400 bed facility in Queensland

Leadership additions

Steve Lutz joined in April, 2018 as Director of Sales for ANZ – promoted to Managing Director last week. Steve has made a major positive impact on the business. 17 years enterprise healthcare experience with very strong connections in the Australian market.

Mike Kaminski joined as non-executive Director in Aug 18. Mike is a dynamic senior healthcare executive with over 35 years of experience in innovative technology-based companies. He has a proven track record in multiple stages of the business cycle from start-up entrepreneurial organizations to large global enterprises. Michael was most recently the CEO of Landauer Inc. where he turned around a mature small cap global company into a growth company.

Key operating metrics

Oneview continues to see growth across key metrics

Contracted bed & pipeline developments
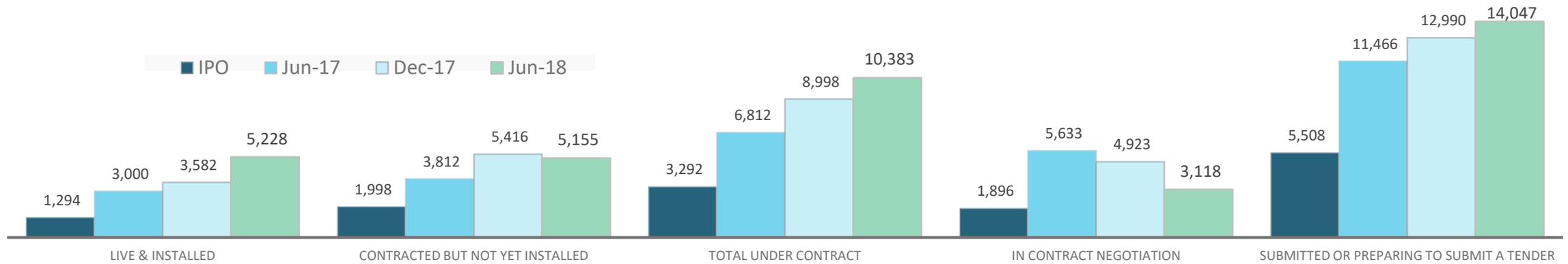
		IPO	June-17	Dec-17	June-18		1H18 – IPO
Live and installed		1,294	3,000	3,582	5,228		304%
Contracted but not yet installed		1,998	3,812	5,416	5,155		158%
Total under contract		3,292	6,812	8,998	10,383		215%
In contract negotiations		1,896	5,633	4,923	3,118		64%
Submitted or preparing to submit a proposal [1]		5,508	11,466	12,990	14,047		155%

Note: 1. Based on management's assessment of current opportunities

Inpatient bed roll out schedule – last 4 quarters

Live Bed Count

5,500	
5,000	5,228
4,500	
4,000	4,252
3,500	3,582
3,000	3,000 3,093
2,500	
	Jun-17 Sept 17 Dec 17 Mar 18 June 18
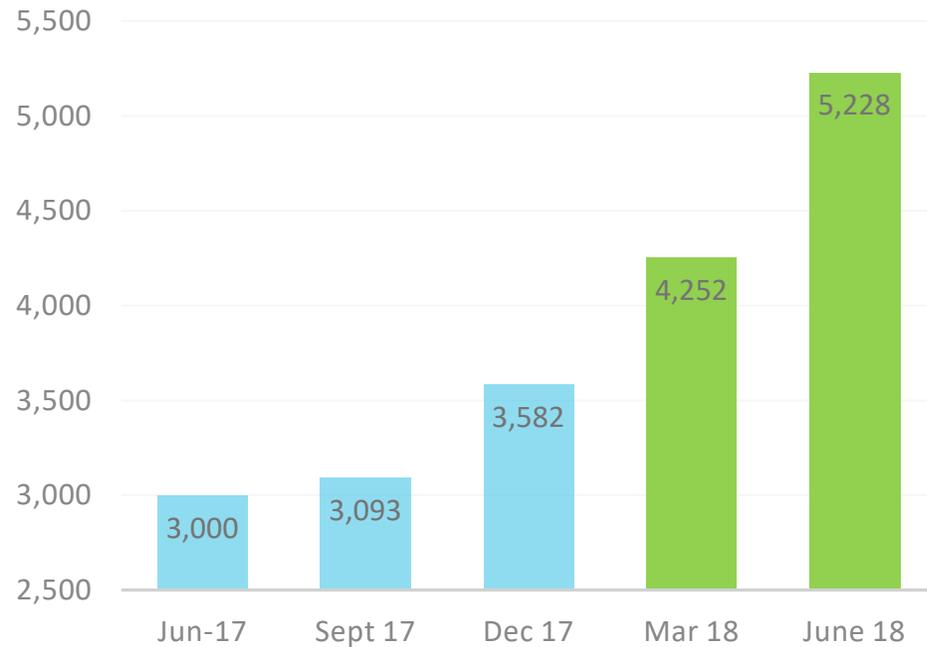
Busy H2 Deployment Schedule

Expansion Work at:

1. University Hospitals
2. BJC Healthcare
3. Lancaster General
4. Mediclinic
5. Sydney Children's
6. UCSF

New Business at:

1. Bumrungrad
2. Mater

Pipeline update

Oneview continues to receive an increasing number of inbound bid requests

- Oneview continues to develop its pipeline across all of its geographies

- High levels of bid activity continue with 32 bids submitted in 2018 ytd

  - compares to 76 bids submitted in 2017 and 36 submitted in 2016

- Oneview has a high win rate with 66% of all bids submitted (based on bids submitted over period 2016 to 2018)

- Oneview has 48 bids pending, representing 19,776 beds

- Android pricing should accelerate conversion

Bids submitted (2016-2018)
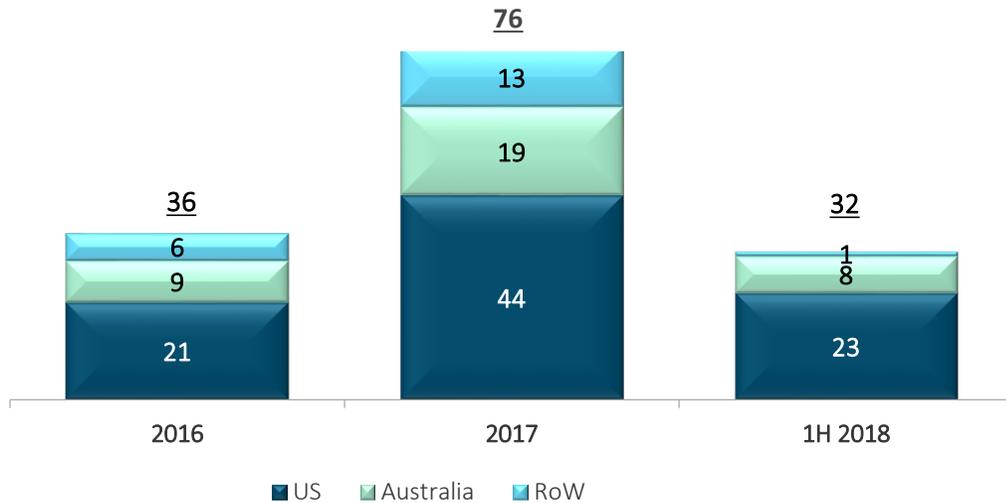
Key statistics of bids submitted (2016-2018 ytd)

	Win Rate[1]	Beds Pending
US	59%	10,442
Australia	75%	7,052
Rest of World	3 from 3	2,282
Total	66%	19,776

Note: 1. Calculated as bids which are in contract negotiation, contracted or live divided by total bids (excluding bids cancelled and pending);

H1 Highlights: NYU Langone

Healthcare for the 21st Century

- The Helen L. and Martin S. Kimmel Pavilion is a new 830,000 square-feet, state-of-the-art healthcare facility, with 11 patient floors and 374 all single-bedded rooms in New York City

**First children's hospital to open in NY in 15 years**

- Set within Kimmel Pavilion is the Hassenfeld Children's Hospital–34th Street, New York with 68 single-patient pediatric rooms

One of the most digitally Integrated hospitals in the USA

- Several technologies introduced at Kimmel, including MyWall (Oneview), Digital Medication Drawers, and Clinical Mobile Companion.

Oneview Client Sites

Inaugural User Group Meeting Chicago – April 17-18

14 clients convened in Chicago

Epworth Healthcare User Data

Deployment	Total Users	Engagement / Usage
• 1390 terminals installed in 43 wards across 8 sites	• VMOs: 673 • Nurses and Leaders: 6022 • Enviro and Facilities: 309	• 120+ Point of Care Champions Appointed • Average # of Nurse Rounds/Day: 15,505 • Average # of Leader Rounds/Day: 721 • Average logins per day (all users): 22,815

Epworth have been measuring the outcomes across the group
The first hospital (Eastern) deployed the system in 2015 and have seen the following positive outcomes

c.50%	NO Stage 3 or 4	c.50%	Significant	c.12.5%	Significant
Reduction in hospital falls with harm	Pressure injuries for the past 18 months	Reduction in nurse-call alarms[1]	Reduction in written complaints post discharge	Reduction in length of stay	Improvement in patient experience over past 3 yrs[2]

Notes: 1. For the first month post deployment, one of the other hospitals observed a significant reduction in call bells (approx. 50%) in some of the wards. 2. Improved from the 8% percentile to 99% percentile (as per Press Ganey surveys) over the past 3 years.

In-patient update

Oneview continues to deliver on contract wins/renewals

Mater Misericordiae University Hospital

Bumrungrad International HOSPITAL

MEDICLINIC EXPERTISE YOU CAN TRUST.

Attracting high profile customers

- Oneview signed an agreement on 17 January 2018 with Mater Misericordiae Limited, a network of hospitals and healthcare facilities, throughout Brisbane, Redland and Springfield
- Contract is to deploy Oneview's market leading patient engagement and clinical workflow solution **in 904 beds, across 9 facilities commencing in October 2018.** Full deployment expected to conclude mid-2019

Expansion into medical tourism markets

- Bumrungrad International Hospital entered into an initial three-year contract with Oneview on 25 May 2018 to deploy our solution across 497 beds and 110 digital signage locations at Bumrungrad's flagship hospital in Bangkok.
- Represents an expansion of our global footprint into the important medical tourism market of South East Asia. These markets were one of the strategic priorities at the time of our IPO.
- Project is currently in implementation phase with first beds going live in Q4 2018 and expected to conclude in Q1 2019.

Building long-term relationship

- Oneview has signed an agreement to deploy the Oneview in patient solution at the new Mediclinic Parkview Hospital in the UAE.
- The hospital is part of Mediclinic International PLC, a private healthcare company with operations in South Africa, Switzerland and the UAE.
- The new hospital is expected to open to the public in October 2018 and the Oneview solution will be deployed across all 168 patient rooms and 144 digital signage locations throughout the hospital.

In-patient update

Penetrating existing customer network

- UCSF Benioff Children's Hospital Oakland entered into a five-year contract with Oneview on 17 January 2018
- Oneview will deploy over 392 interactive bedside touchscreen devices and interactive patient television locations for patients and their families across the hospital's existing outpatient centre, a new outpatient building currently under construction, the UCSF Benioff Oakland hospital and UCSF Benioff Oakland's inpatient unit at Summit Medical Centre and UCSF Parnassus
- UCSF Mission Bay has just agreed to a 5 year contract extension.

Building long-term relationship

- Chris O'Brien Lifehouse, the not-for-profit cancer treatment centre in NSW Australia signed a new six-year contract extension with Oneview on 15 January 2018. This effectively takes the contract from a 3 year term to a 9 year term.

First Deployment of Android

- On May 2016, we announced the signing of a multi year contract with NYU Langone Medical Centre in New York, commencing initially with deployment at NYU's new build, state of the art 374 bed facility, the Helen L and Martin S Kimmel Pavilion. The contract provides for the further rollout across up to 2,000 endpoints across the NYU network.
- Effective June 2018, the Oneview system is now live across 465 locations within the hospital. This is the first deployment of the Gen 3 Android solution.

In-patient update

University Hospitals

First US swap-out of largest competitor

- Work continues on the deployment for this marquee customer across 9 hospital locations and >1,400 beds

Senior Living update

ThomasHolt
love where you live™

Entering into Senior Living market

- Completed hardware deployment and integration testing of our first senior living customer in Australia, Thomas Holt has passed user acceptance testing.

- The inaugural deployment at their greenfield 120 bed development in Kirrawee, NSW is scheduled to open on 3rd Sept 2018

- Currently in contract negotiations for expansion for a further 273 beds with Thomas Holt

"For us technology is the enabler of solving a lot of our solutions and providing our residents and staff with a great experience".

Alexandra Zammit, CEO Thomas Holt

Senior Living update

- Oneview introduced full Senior Living Product at Argentum in San Diego on 14-16 May, 2018

- Strong buying signals and strong sales pipelines in both US and Australia
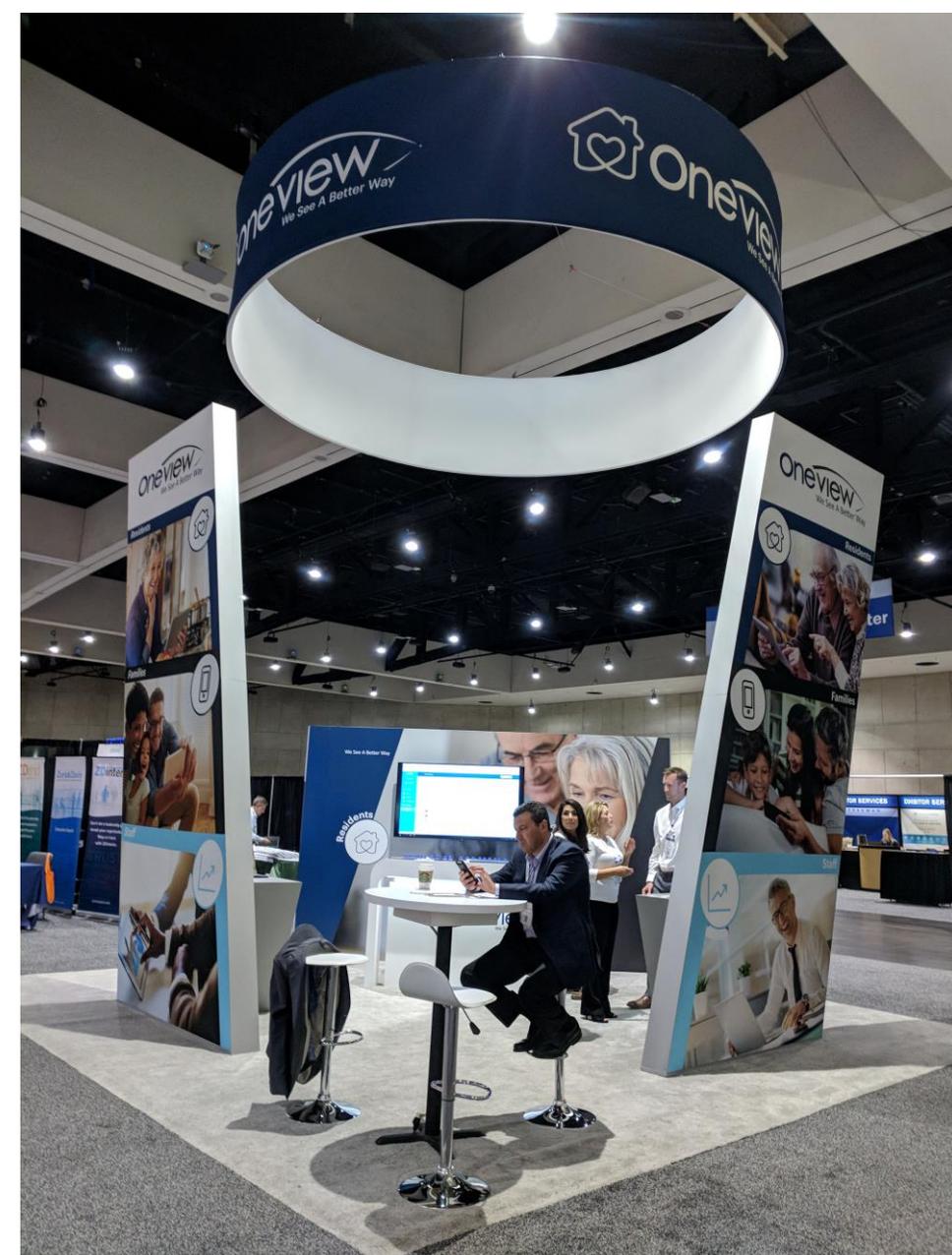
Connect update

5,200 Users are enjoying:

- Point to point communication with their clinical staff
- Outpatient appointment notifications and reminders
- Hospital documents are now shared via the connect application
  - Discharge summaries
  - Care plans
- Integrated telehealth appointments with healthdirect.
- Integrated wayfinding

*A successful hospital wide go live occurred on the 28th February at the Children's at Westmead*

Value creation for customers

- 30% decrease in outpatient phone calls
- **Scheduling application has reduced appointment no-shows in the trial group by 73%**
- Over **5,000** hospital documents (discharge summaries, care plans and reconciled medication lists) have been shared with App users

Connect update - What's next?

- Connect App refresh
  - A redesign of the user experience (new look and feel of the App)
  - Real-time backend monitoring
- Integration with My Health Record
- My Documents: Patient uploaded documents (stored on App)
- Patient Survey's
- First US customer LIVE
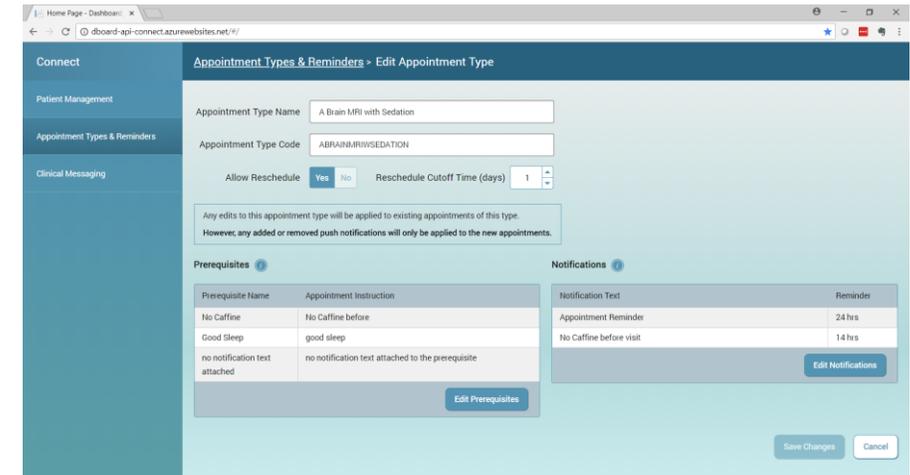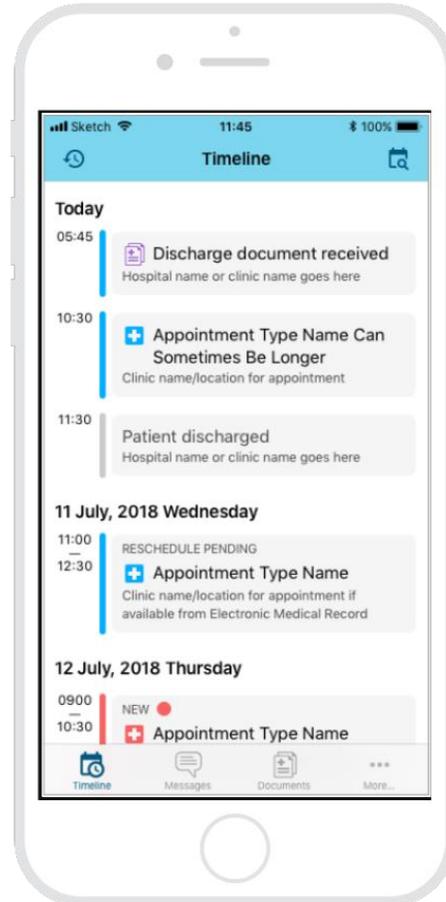
An updated account management tool allowing providers to have greater control of account and appointment management

Patient Pathways update

Successful delivery of new patient pathways products

- Built a HL7 version of the product for non SMART on FHIR customers
- Extended product functionality to include Analytics and other pathways including colorectal cancer.
- Launched product to very positive feedback at British Association of Urological Specialists in Liverpool in June 2018
- Added a Kiosk "check-in" product to the suite, fully integrated to the EMR. The combination of the Kiosk and the Pathway will help the NHS validate and cleanse patient data

Thousands of cancer patients face NHS treatment delays

Nearly 10% of patients forced to wait more than two weeks for first appointment with specialist

Pamela Duncan and *Denis Campbell*
Thu 9 Aug 2018 13.30 EDT

1H 2018 Financial Results

Oneview

Income statement

€ millions	1H18	1H17	VARIANCE % (1H18 – 1H17)
Recurring revenue	1.43	1.28	12%
Non recurring revenue	2.29	0.95	140%
Total revenue	**3.71**	**2.23**	**66%**
Cost of sales	(1.77)	(0.85)	107%
Gross profit	**1.94**	**1.37**	**41%**
Sales & marketing expenses	(3.70)	(3.94)	-6%
Director expenses	(0.63)	(0.62)	3%
Rent & related expenses	(0.57)	(0.51)	11%
Product development & delivery expenses	(5.63)	(5.39)	5%
General & administration expenses	(1.62)	(2.06)	-21%
Operating EBITDA	**(10.21)**	**(11.14)**	**-8%**
Non cash share based expenses	(0.25)	(1.38)	-82%
EBITDA	**(10.46)**	**(12.53)**	**-16%**
Depreciation	(0.16)	(0.13)	28%
Amortisation	(0.21)	(0.21)	-1%
EBIT	**(10.83)**	**(12.86)**	**-16%**
Net finance income/ (costs)	0.15	(1.29)	
Profit / (loss) before tax	**(10.68)**	**(14.16)**	**-25%**
Income tax expense	(0.05)	(0.10)	-50%
Net profit / (loss) after tax	**(10.73)**	**(14.25)**	**-25%**

- Revenue growth of 66%. Recurring revenue increase of 12% - non recurring revenue increase of 140%.

- Recurring revenue growth rate adversely effected by unfavourable FX movements and the completion of the amortisation of former one-off upfront license fees for first US customer

- Introduction of IFRS 15: integration and configuration revenue streams now being recognised rateably. No material financial impact.

- Period end permanent headcount decreases from 178 to 150 (-19%) giving rise to employee costs reduction to €8.2m from €10.1m (-19%) PCP. This is partially offset by increase in contractor spend from €0.24k to €0.87k, principally in the area of specialist tech resources.

- Salaries and travel represent approximately 79% of total overhead (1H17 - 82%)

- 1H18 rent & related expenses reflect expansion space in Dublin, Sydney and Melbourne for the full period (partial expense in 1H17).

- 1H18 net finance income / (costs) represent unrealised FX gain of €0.15m versus FX loss in 1H17 of €1.29m.

- Numbers are presented as statutory, not pro-forma

Balance sheet

€ millions	as at 30-Jun-18	as at 31-Dec-17
Assets		
Cash and cash equivalents	17.47	28.61
Trade and other receivables	7.08	4.62
Property, plant and equipment	0.79	0.89
Intangible assets	1.08	1.03
Other assets	0.25	0.25
Total assets	26.66	35.40
Liabilities		
Payables	(4.25)	(3.45)
Deferred income	(2.89)	(1.72)
Total liabilities	(7.14)	(5.18)
Net assets	19.52	30.22
Equity		
Contributed equity	85.90	85.90
Reserves	4.95	4.83
Retained profits	(71.33)	(60.51)
Total equity	19.52	30.22

- Cash on hand of €17.5m . Cash is held in € and US$ proportionate to underlying currency spend.

- Trade and other receivables include hospital debtors of €2.9 m of which €1.6 received since 30 June 2018.

Cash flow statement

€ millions	1H18	1H17
Cash flows from operating activities		
Receipts from customers	3.82	4.10
Payments to suppliers and employees	(14.57)	(14.32)
Finance charges paid	(0.01)	(0.02)
Income tax paid	(0.03)	(0.08)
Net cash used in operating activities	(10.80)	(10.32)
Cash flows from investing activities		
Purchase of property, plant and equipment	(0.06)	(0.44)
Acquisition of intangible assets	(0.25)	(0.37)
Net cash used in investing activities	(0.32)	(0.82)
Cash flows from financing activities		
Proceeds from issue of shares	0.00	0.01
Transaction costs	0.00	0.00
Net Cash generated by financing activities	0.00	0.01
Net increase in cash held	(11.11)	(11.14)
Foreign exchange impact on cash and cash equivalents	(0.03)	(1.31)
Cash and cash equivalents at beginning of financial period	28.61	35.09
Cash and cash equivalents at end of financial period	17.47	22.64

- Net cash as at June 2018 of €17.5m. Net monthly cash burn at June 2018 €1.45m – trending lower as sites go-live throughout 2018 and overhead is contained.

- Management prudently managing costs including recent leadership reorganisation resulting in 30% reduction in C-suite

Growth Strategy and Outlook

2018 Outlook

Brand awareness in key markets expected to continue to increase in 2H18, assisted by:
- Rapid expansion of live hospital clients in the US (14 live hospitals June 2018 vs. 4 June 2017)
- Strong sales pipelines in Inpatient and Senior Living products

Gen 3 Android Product live and delivering to customers
- Reduced hardware prices improve affordability for customers and entry of new enterprise Android hardware manufacturers continue to lower pricing

All four key product verticals expected to be revenue generating in 2019
- Connect and Senior Living have notably higher gross margins and minimal hardware requirements

Net cash burn continues to reduce
- We have made some conscious decisions to right-size our cost-base by reducing management overhead where appropriate.

The Beryl Institute[1]: Consumer Perspectives on Patient Experience, July 2018

- **91%** of consumers confirm patient experience is extremely/very important to them overall and is significant to the healthcare decisions they will make

- **78%** of consumers identify their personal health and wellbeing as the primary reason that patient experience is important

- **69%** of consumers believe a good experience contributes to their healing/good health outcomes

- Consumers offer that being listened to, communicated to in a way they can understand and treated with dignity and respect are the three most important factors influencing their experiences

- **72%** of consumers identify recommendations of family and friends as important in their decisions about healthcare

[1] The Beryl Institute (www. https://www.theberylinstitute.org/page/Mission). The Beryl Institute is the global community of practice dedicated to improving the patient experience through collaboration and shared knowledge. We define patient experience as the sum of all interactions, shaped by an organization's culture, that influence patient perceptions across the continuum of care.

Q&A

Oneview

Appendix

A **seamless** patient experience

Oneview

Microsoft Health
Innovation Awards 2018
WINNER

Our Product Portfolio

ONEVIEW
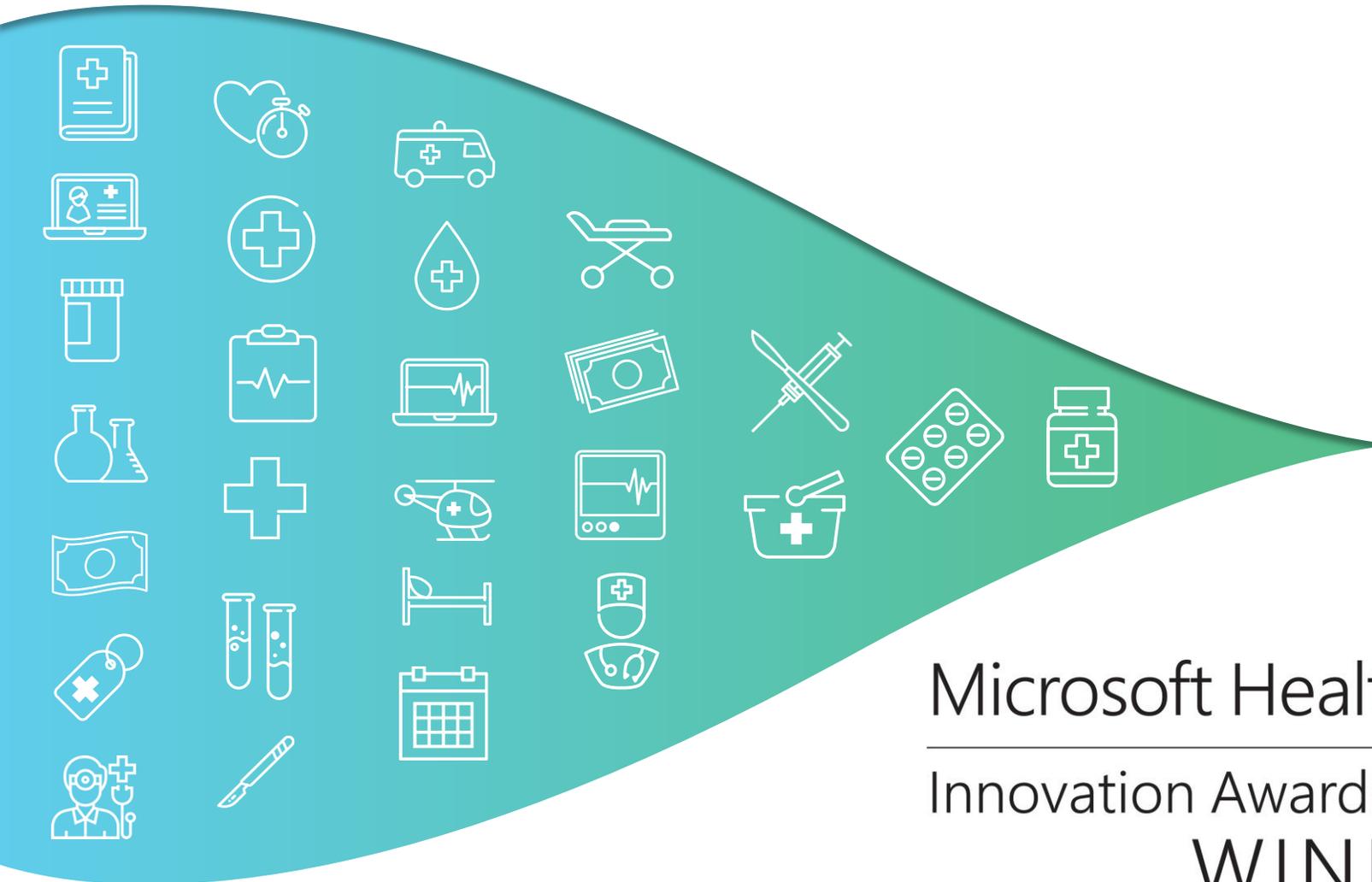
Healthcare Providers

Connect

- **Award-winning** patient engagement before and after hospital stays
- Fully integrated with Cerner, and adding support for other major EHRs
- Live in Australia and the US

Inpatient

- Patient engagement, workflow optimization during hospital stays
- Fully integrated with major EHRs
- Live in 32 leading hospitals across the US, Australia and the Middle East

Pathways

- Digitising oncology pathways
- SMART on FHIR integration with compatible EHRs
- Successfully piloted and implementing at our first UK client
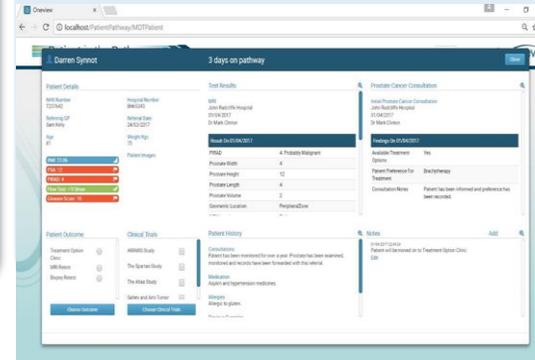
Senior Care Providers

Senior Living

- Resident engagement and workflow optimization
- Integrated with other facility/enterprise systems
- Currently implementing first client in Australia

Microsoft Health
Innovation Awards 2018
WINNER

Key Business Drivers

Oneview

Reduce Costs

Consolidate point solution technology

Optimize investments

Empower self-service

Enhance The Experience

Improve clinical outcomes

Improve care team & staff satisfaction

Future-proof Care System

Increase market share & revenue

Experiential analytics

Future readiness

The patient journey **today**

ONEVIEW

	PRE-ADMISSION	**IN**-HOSPITAL	**POST**-DISCHARGE
Patients feel	Anxious Scared Uncertain	Lack of control Impersonal Isolated & uncomfortable	Confused Depressed Helpless
Result	Lack of information prior to visit Expectations not set Perception based on brand/reputation	Inconvenient Information gaps Inefficiency	Follow-up appointments not made Prescriptions not filled Lack of post-care education

The patient journey **with Oneview**

Oneview

With Oneview

PRE-ADMISSION

- Education provided at the right time
- Communications in appropriate modality
- Convenient mobile engagement expected
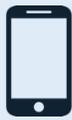
IN-HOSPITAL

- Ability to give feedback real-time (collaborate)
- Personalized environment (control)
- Video communication at bedside (communicate)

POST-DISCHARGE

- Interactive education
- Experiential analytics
- Sustained relationships

Competitive Positioning and Differentiation

Oneview

Past —————— **Now**

interactive	———————	digital
clinician-centric	———————	person-centric
high-friction	———————	low-friction
pull	———————	push
data	———————	knowledge

Why Oneview?

Oneview

1 We think **holistically** about the experience of care; not just during hospital stays, but at home, in transition, and in residential care – and this is the core of what we do

2 We are user-centric in our product design, building **products people want to use**

3 We've partnered with market-leading providers, who push us to **innovate**. And thanks to our Agile methodology, and subscription model, we're continually delivering new value-adding functionality

4 Our platform is **open and extensible**, enabling vendor partnerships and client innovation

5 We have the evidence that we **deliver value**

1H 2018 Results Presentation

-End-

Oneview