Oneview Healthcare PLC

2016 Full Year Results Presentation
27 February 2017

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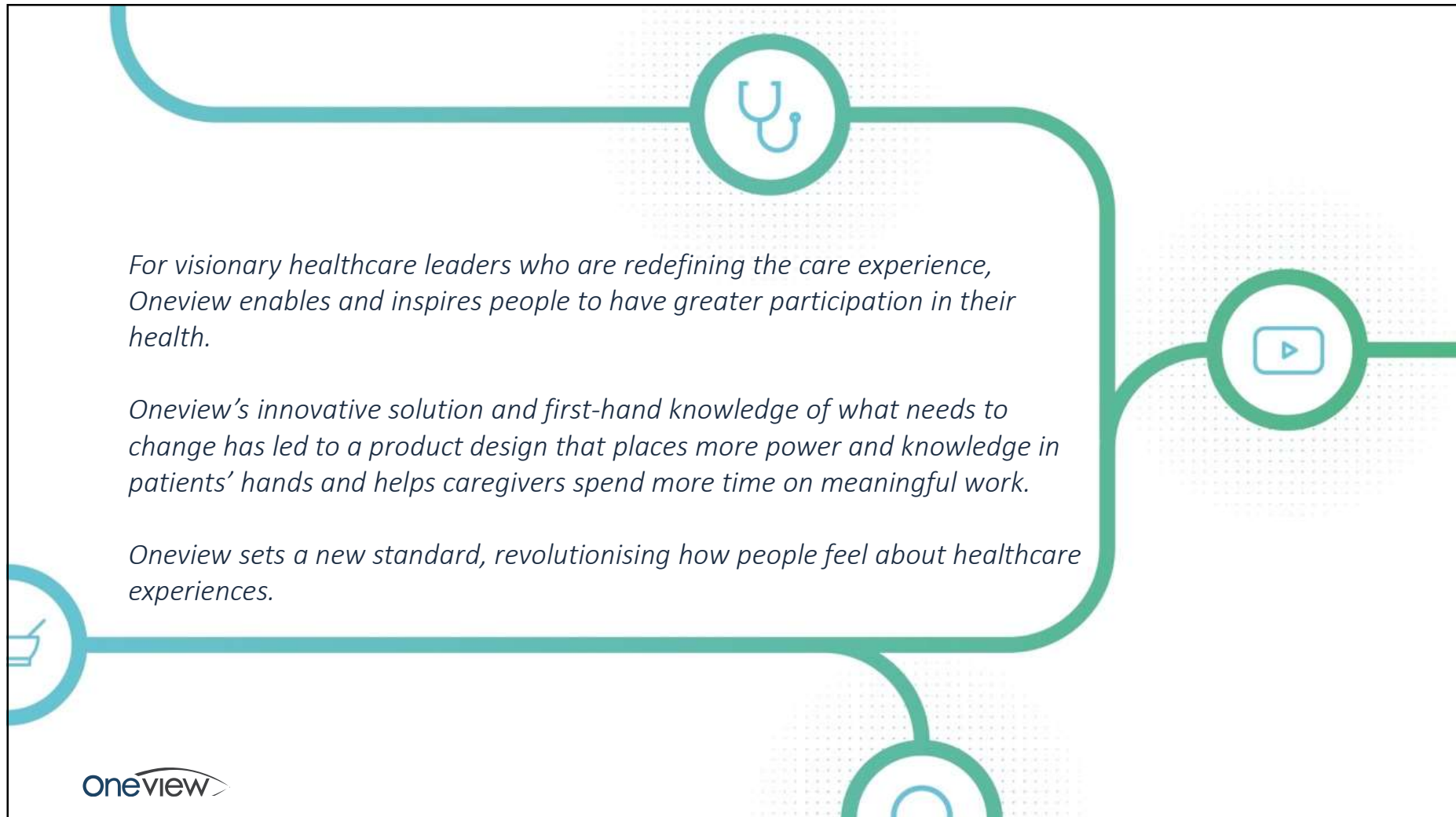
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All amounts are in Euros.

All references starting with FY refer to the financial period ended 31 December. For example, FY 16 H1 refers to the period ended 30 June 2016.

For visionary healthcare leaders who are redefining the care experience, Oneview enables and inspires people to have greater participation in their health.

Oneview's innovative solution and first-hand knowledge of what needs to change has led to a product design that places more power and knowledge in patients' hands and helps caregivers spend more time on meaningful work.

Oneview sets a new standard, revolutionising how people feel about healthcare experiences.

Introduction to today's presenters

James Fitter

Chief Executive Officer

John Kelly

Chief Financial Officer

Dr. Louise Messara

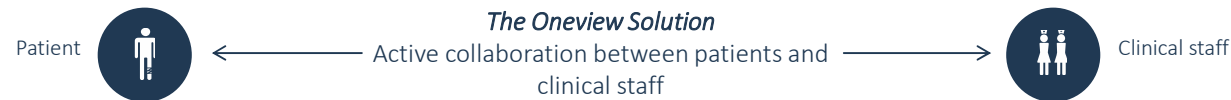*CEO, Australia*

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Agenda

Oneview Solution and Market Opportunity

The Oneview Solution

Patient

The Oneview Solution
Active collaboration between patients and clinical staff

Clinical staff

Patient experience

Tools to enhance the patient experience and empower patients

In-patient care
- Patient whiteboard
- Entertainment, including subscription TV offerings
- Ability to assign and work towards goals
- Tailored educational content
- Appointment scheduling
- Message exchange with care team
- Video communication with friends and family
- Electronic meal-ordering

Clinical workflow

Tools to save time, avoid waste and improve staff efficiency

- Interactive bed board providing real-time patient status
- Digital care board providing real-time patient information
- Digitised nurse rounding application
- Room readiness checklist and notifications
- Virtual desktop access to clinician applications and information
- Meal ordering based on patient dietary requirements
- Surveys, data and analytics to provide actionable insights for management

Seeking to deliver a measurable return on investment across the "continuum of care"

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Industry outlook

- "From a Gartner Hype Cycle perspective, Interactive Patient Care is an adolescent market, midway along in its journey up the Slope of Enlightenment toward mainstream adoption (see "Hype Cycle for Real-Time Health System Technologies, 2016") … interest in IPC has increased, driven by a more demanding consumer, an increased industry focus on patient engagement and the patient experience, care quality incentives, new facility and renovation activity, and the trend toward single occupancy patient rooms."

- "Interest in IPC will remain strong over the next five years as IPC becomes more critical to ensuring a positive and high-quality patient experience, and as more information finds its way to the point of care"

Source: Gartner Research "Market Guide for Interactive Patient Care", Barry Runyon, 8 February, 2017

Patient engagement solutions (global market size)[1]
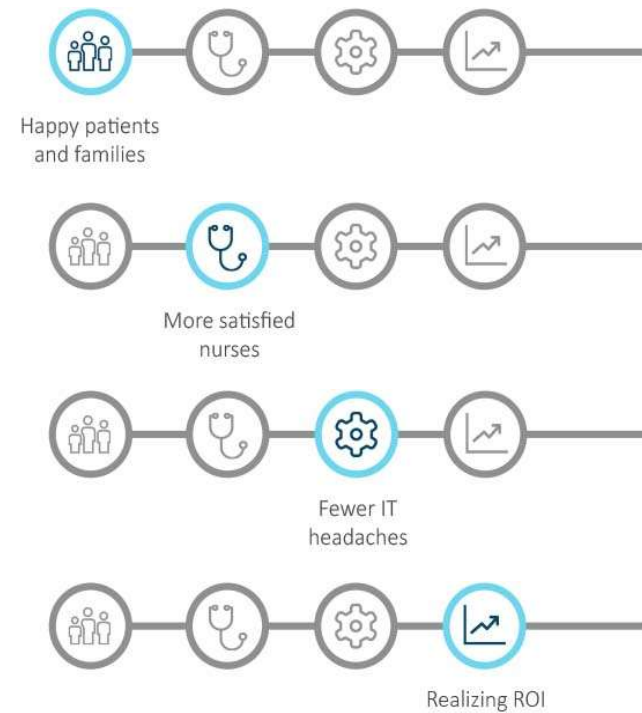
26.9% CAGR (2015 – 2024)

$7.4bn — 2015

$39.3bn — 2024
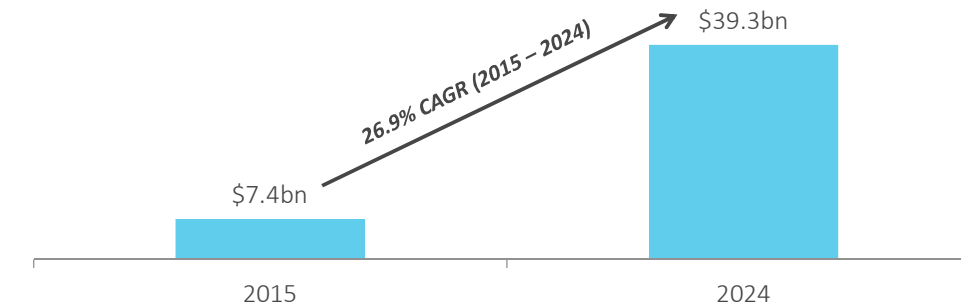
[1] Sourced from Grand View Research

Modern patient engagement
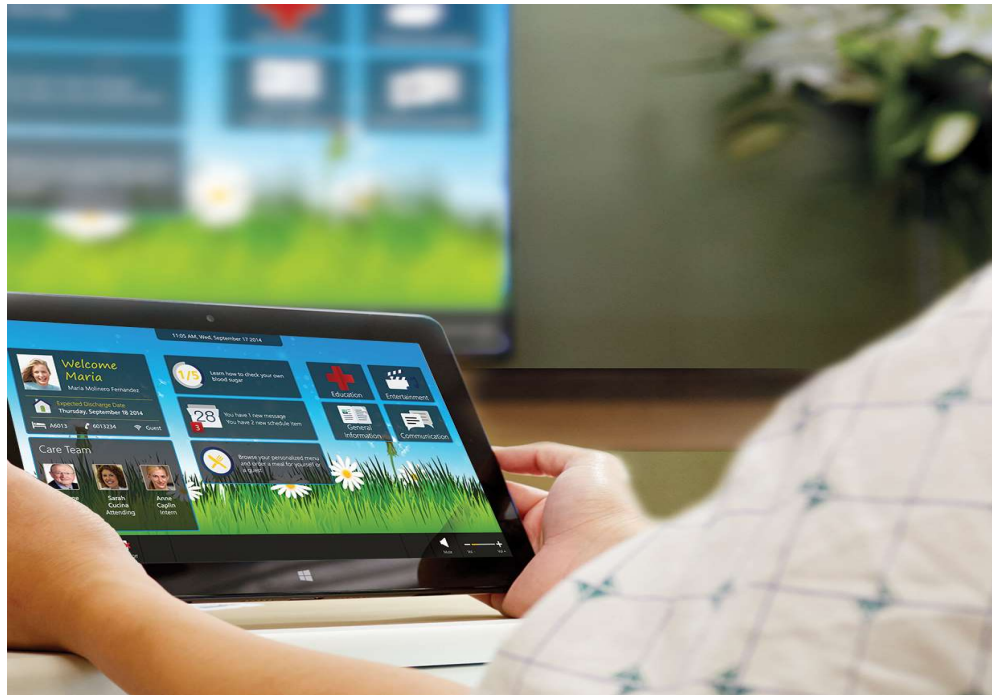
Handheld tablet device wirelessly connected to a digital television

Happy patients and families

More satisfied nurses

Fewer IT headaches

Realizing ROI

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CY16
Highlights

Operational highlights

20 facilities
live and installed

2,666 beds
live and installed

15 facilities
contracted but
not installed

2,515 beds
contracted but
not installed

4,510 beds
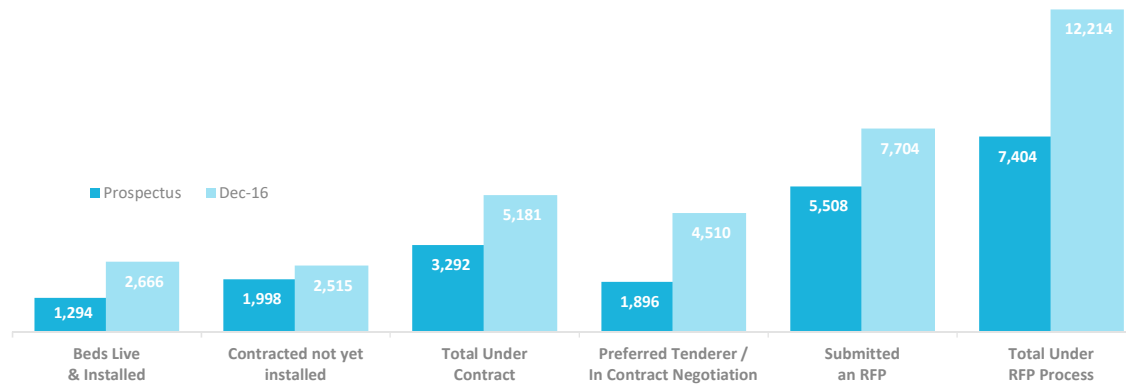Contract
negotiation

7,704 beds
RFP process

✓ Successful completion of IPO on ASX in March 2016, raising A$62.4 million

✓ Revenue + 288% yoy

✓ Live and installed beds +106% since IPO

✓ Beds in contract negotiation +138% since IPO

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Key operating metrics growth

Legend: ■ Prospectus ■ Dec-16

Chart data:
- Beds Live & Installed: 1,294 / 2,666
- Contracted not yet installed: 1,998 / 2,515
- Total Under Contract: 3,292 / 5,181
- Preferred Tenderer / In Contract Negotiation: 1,896 / 4,510
- Submitted an RFP: 5,508 / 7,704
- Total Under RFP Process: 7,404 / 12,214

Facilities and beds	Facilities Prospectus	Facilities 31 Dec 2016	Beds Prospectus	Beds 31 Dec 2016	% Change (Beds)
Live and installed	9	20	1,294	2,666	106%
Contracted but not yet installed	10	15	1,998	2,515	26%
Total under contract	19	35	3,292	5,181	57%
Appointed preferred tenderer/in contract negotiations		10	1,896	4,510	138%
Submitted or preparing to submit a proposal		16	5,508	7,704	40%
Total under RFP process			7,404	12,214	65%

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2016 overview

- Since listing, Oneview has continued to scale and execute the business plan:

  o 288% increase in revenue to €9.03m from €2.38m

  o 72% increase in recurring revenue

  o 57% increase in contracted beds since IPO

  o 138% increase in beds in contract negotiation

  o €35.1m in cash as at 31 December 2016

- Headcount has increased by 136% from 64 employees (79 at date of listing) to 151, predominantly in the area of sales, implementation and technical (R&D) throughout Ireland the U.S., and Australia

- Since listing, Oneview has announced a number of new high-profile contracts in the U.S., completed two successful proof of concepts, expanded into the senior living market in Australia and will shortly enter the U.K. market via an initial collaboration with Oxford University to gain access to NHS

- The appointment of internationally recognised healthcare IT and innovation specialists Dr. Seth Bokser and Dr. Lyle Berkowitz to Oneview's Global Leadership Team highlights Oneview's commitment to R&D and prospects for further enhancing Oneview's next generation technology

- Appointment of Dr. Oran Rigby as Executive Medical Director in Australia

- Important new collaboration strategy with Intel and continued partnership with Microsoft, both of which will drive market awareness and sales in North America

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Proof of Concept update

*Overland Park Regional Medical Centre ("Overland")*

- Successful completion of a 90-day Proof of Concept ("POC") with Overland, which is owned and operated by the Hospital Corporation of America ("HCA")
    - o Material improvements in patient satisfaction and nurse rounding compliance recorded
    - o Stepping stone for Oneview to expand the scope of work with Overland over time and possibility of expansion to other hospitals within the HCA network

Enterprise agreement with BJC HealthCare ("BJC")

- Signed an enterprise agreement in January 2017 providing BJC with Oneview's patient engagement solution following proof of concept program with 36 Oneview devices

- Based on the success of this POC, BJC has now committed to deploy an additional 2,000 Oneview devices at their hospitals over the next 3 years

Third POC in 40 bay chemotherapy ward cancelled

- This POC was cancelled due to unforeseen infrastructure constraints at the client's premises which would have rendered the size of this opportunity uneconomic

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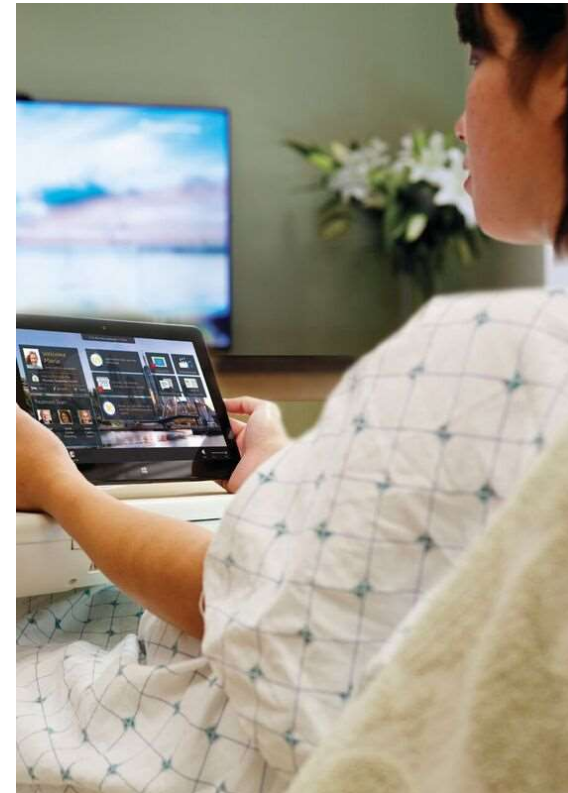
University of Iowa Children's Hospital

- Opened on 25 February 2017 after being delayed 3 months by the Master Contractor
- UICH University of Iowa Stead Family Children's Hospital has been dedicated to meeting the health care needs of children and families since 1919 and is the State of Iowa's only comprehensive children's hospital
- As part of an academic medical center, UI Stead Family Children's Hospital also performs ground-breaking research to help solve the mysteries of childhood diseases, in addition to training the next generation of health care professionals

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NYU Langone Medical Center

- Implementation of the Oneview system within NYU Langone has commenced with an initial deployment at the Hospital for Joint Diseases in Manhattan
- The multi year contract provides for the further roll-out of Oneview's software for up to 2,000 devices (equivalent to between 1,000 and 2,000 beds) where patients interact with NYU's services
- NYU is one of the premier academic medical institutions in the U.S. and operates five hospitals, clinics and medical centres throughout New York City's five boroughs

NYU **Langone Medical Center**

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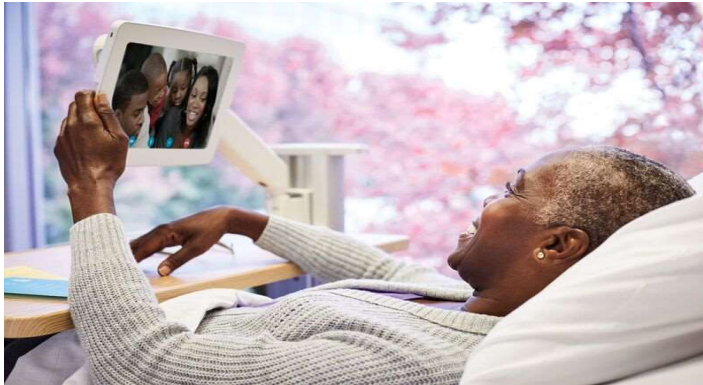
BJC Healthcare ("BJC")

- Announcement in Dec-16 of a 36 device POC deployment in one of BJC's key hospitals, the St Louis Children's Hospital, St Louise, Missouri. Oneview also announces the signing of an enterprise agreement to provide a framework to enable all BJC facilities to benefit from the Oneview patient solution, providing BJC is satisfied with the outcome of the POC

- BJC Healthcare is one of the largest non-profit healthcare organisations in the U.S. serving predominantly the greater St Louis, southern Illinois and mid-Missouri regions

- In Feb-17, following a successful POC, Oneview signed a multi year agreement with BJC to deploy across 2,000 devices (equivalent to between 1,000 and 2,000 beds) commencing with 381 beds across two of their facilities at their new BJH Hospital Tower and St Louise Children's Hospital

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Collaborative partnership with Oxford University

- On 30 January 2017, Oneview announced its entry into the UK market with the signing of an agreement to undertake a pilot project with The Chancellor Masters and Scholars Trust of the University of Oxford ("the University"), Oxford University Hospitals NHS Foundation Trust ("OUH") and a leading data analytics technology company

- OUH is a world renowned centre of clinical excellence and one of the largest NHS teaching trusts in the UK. The Trust is made up of four hospitals - the John Radcliffe Hospital, the Churchill Hospital and the Nuffield Orthopaedic Centre, all located in Oxford, and the Horton General Hospital in Banbury, north Oxfordshire

- The collaborative partnership was established to co-develop a platform solution designed to measure the impact of a new electronic patient care pathway for prostate cancer patients

- Project kick-off took place last week and trial is expected to commence in March 2017 and run for a period of 18 weeks

- Successful completion of the pilot may lead to further commercialisation of the platform solution on a joint basis by Oneview, the University, OUH and the technology partner to support and enable secondary care interventional pathways for patients

Oxford University Hospitals **NHS**
NHS Foundation Trust

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Oxford - Patient Pathways

Oneview Connect

The future of healthcare

- The future of healthcare is a decentralised, community based model that distributes the delivery of care within the hospital, GP, community clinics and home

- Oneview's roadmap reflects our commitment to providing a satellite of care that encompasses every facet of the patient journey

- Oneview's data analytics platform provides real time statistical analysis of our solution which shapes the optimised delivery of healthcare to the patient no matter where they are

Oneview Connect – Westmead + Integrated Health

Mar-17	Jun-17 (in current Oneview plan)	Jun-17 Integrated care specific requirements	Beyond Jun-17

Mar-17
- Appointments MGMT (CHW)
- Sync. with native calendar
- Conditional appointment reminders, e.g. fasting, bring pajamas
- Push notifications for reminders
- Hospital Clinician only initiated comms
- As chat interface
- Patient / carer can chat with clinician
- Account Creation & Proxys (multiple children to one parent/carer account)

Jun-17 (in current Oneview plan)
- Care plan (as document or fields exported from eMR)
- Hospital generated Medication list (at discharge)
- Devices & equipment care plans (as documents or fields exported from eMR)
- Educational Resources
- Wayfinding & enrolment
- Translations (excludes patient - generated data)
- Results – Top 20

Jun-17 Integrated care specific requirements
- Patient generated/uploaded 'About Me' section – 'what matters most', 'what's normal', 'how to communicate'
- Manual appointment creation
- Reminders and alerts automatic workflow
- Manual contact entry
- Requires email address at minimum
- 'My medications list'
- Upload / store files
- (Including Medicare details)
- Searchable / filterable timeline
- Events: hospital generated & patient generated , and able to be tagged/categorised

Beyond Jun-17
- Add additional notes to appointments
- Attach file to appointment
- + turn on additional (functionality)
- 'About Me' – video illustration
- Daily care plan
- Medications – time-stamps & reminders
- Feeding
- Other care requirements
- Devices & equipment list edit (for all devices)
- Patient tracking
- symptoms, reactions, illness progression and compliance with medication and treatment plans
- Integrate with tracking apps
- Future-proof with wearables
- Generate run charts from tracking measures
- Patient centred & led goals and progress
- Patient reported measures, complaints and feedback
- Patient consent & agreements
- Secondary carer profiles / settings
- Clinician view (as succinct care-plan)
- Self check in
- Quick share – emergency details, meds, hospital lead contact details

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Senior living solution – July delivery

- On 19 August 2016, Oneview announced the signing of a contract for the design and installation of Oneview's senior living solution at Thomas Holt's new assisted living facility at Kirrawee, NSW, Sydney, Australia

- Agreement provides for Oneview to complete the initial design and to install its assisted living solution in 120 rooms at the facility for a period of up to five years

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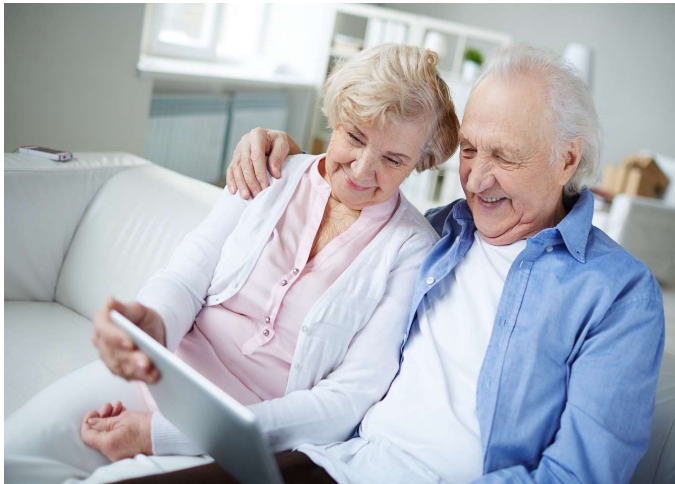
Award winning software

- In October 2016 Oneview received the prestigious Frost & Sullivan 2016 Global Software Innovation Award for outstanding technology attributes and future business value – the award is a testament to Oneview's position as the gold standard for patient engagement solutions

- In February 2017, Oneview received the Blackbook Research Award for "Highest Client Satisfaction for Patient Engagement in 2016"

Black Book is the only unbiased rating system. Honestly vendor agnostic. They independently survey all user groups, not just CIO's staff and they don't engage vendors until results are in.

Healthcare Information Systems blog, 2016

It could be argued that the single biggest challenge facing research firms is not client engagement or user excitement but rather the evolution of standards and practices. *Black Book* is leading that revolution in healthcare.

Kantar article, 2015

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Global Awards for Innovation

"Oneview's focus on point-of-care access is depicted largely through its core software solution platform and it clearly marks a paradigm shift over the prevailing industry situation at present.

Oneview has objectively envisioned a fully connected, smart acceded world, on the basis of which the company has founded the base of an unparalleled growth strategy."

DECISION SUPPORT SCORECARD FOR TECHNOLOGY INNOVATION AWARD

Measurement of 1–10 (1 = poor; 10 = excellent)			
Technology Innovation	Technology Attributes	Future Business Value	**Average Rating**
Oneview Healthcare	**9.8**	**9.8**	**9.8**
Competitor2	5.5	4.7	5.1
Competitor3	4.4	3.4	3.9

FROST & SULLIVAN

2016 BEST PRACTICES AWARD

GLOBAL INNOVATIVE SOFTWARE SOLUTIONS TECHNOLOGY INNOVATION AWARD

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2017 consolidation after exponential growth …

- Of 44 planned hires in 2017 half will be in technology as we continue to invest in innovation

- Over 50% of all employees currently in technology division

- Significant investment being made in knowledge transfer with hiring of Kevin Jennings, former head of Global Learning Design for Google

Oneview Headcount (no. of employees)

2013	2014	2015	2016	2017F
17	30	64	151	195

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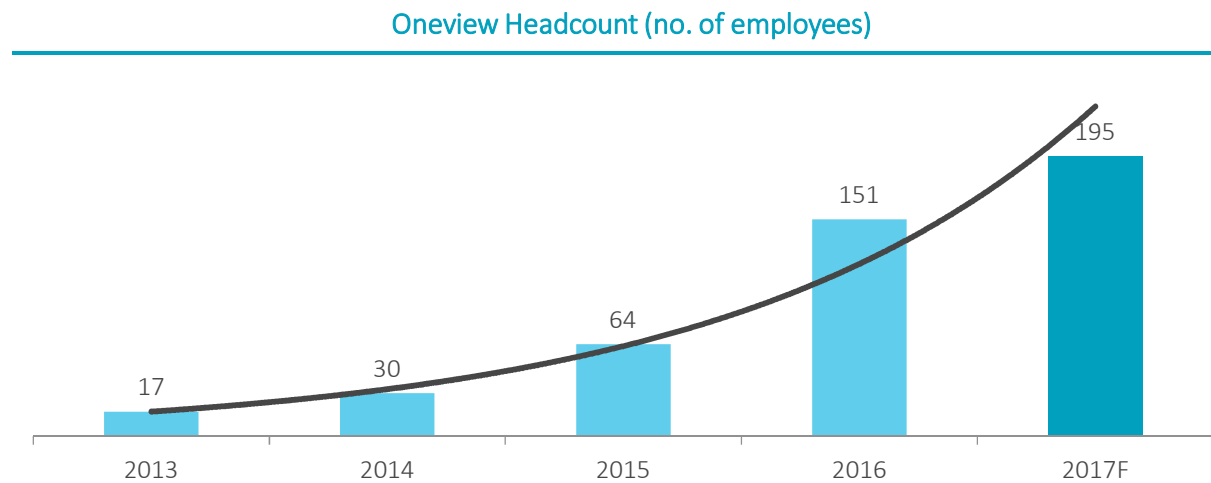
Senior hires in engineering and delivery

Ross Nicholson
Head of Engineering

Mark Brady
Agile Coach

Neil Hosey
Architect

Marco Encarnação
Architect

Bogdan Petre
Architect

Alexey Kadyrov
Architect

Trish Costello
Head of Quality

Grania O'Hare
Technical Writer

**Joe O'Reilly**
Technical Program Manager

John Molloy
Technical Program Manager

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2017 sales quotas...

- Targeting 15,000 newly contracted beds in 2017

- North American and Australia represent 87% of quota - encouraging conversations with multiple enterprise customers in both markets

- Middle East remains subdued – encouraging discussions in South-East Asia

Sales quota composition (contracted beds)

2017 contracted beds sales quota = 15,000

■ North America   ■ Australia   ■ Medical tourism

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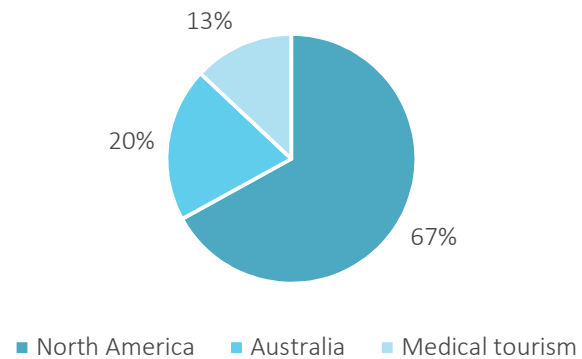
CY16
Results
Overview

Income statement

€ millions	CY15	CY16	VARIANCE % (CY15 – CY16)
Total revenue	2.33	9.03	288%
Cost of sales	(1.54)	(6.10)	296%
Gross profit	0.8	2.93	266%
Sales & marketing expenses	(2.55)	(5.80)	127%
Director expenses	(0.85)	(1.51)	78%
Occupancy expenses	(0.38)	(0.57)	50%
Product development & delivery expenses	(3.72)	(7.71)	107%
Administration expenses	(0.79)	(3.11)	293%
Operating EBITDA	(7.50)	(15.77)	110%
Non cash share based expenses	(0.93)	(2.35)	152%
EBITDA	(8.43)	(18.12)	115%
Depreciation	(0.06)	(0.14)	130%
Amortisation	(1.14)	(0.37)	-68%
EBIT	(9.63)	(18.63)	93%
Net finance costs	(0.15)	2.63	-1805%
Profit / (loss) before tax	(9.79)	(16.00)	64%
Income tax expense	(0.01)	(0.03)	112%
Net profit / (loss) after tax	(9.80)	(16.03)	64%

- Revenue growth of 288% with recurring revenue growth of 72%

- Employee costs increase from €4.8m to €11.7m in line with headcount increase from 64 at December 2015 to 151 at December 2016 (+136%) with significant increases in U.S. and Australian and product development teams

- CY16 administration expenses of €3.1m includes €1.4m of costs directly attributable to IPO and PLC status. The remaining increase of €0.9m reflecting rapid scaling of the business including travel

- CY15 amortisation reflects accelerated amortisation charge in 2014 & 2015 following reduction in term from 10 years to 5 years

- CY16 net finance costs represent strong FX gains of €2.66m against US$ and A$ primarily in the period post IPO

- Numbers are presented as statutory, not pro-forma

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Balance sheet

€ millions	as at 31-Dec-16
Assets	
Cash and cash equivalents	35.09
Trade and other receivables	4.45
Property, plant and equipment	0.59
Intangible assets	0.82
Other assets	0.25
Total assets	41.20
Liabilities	
Payables	(3.15)
Deferred income	(2.19)
Total liabilities	(5.34)
Net assets	35.85
Equity	
Contributed equity	66.69
Reserves	2.48
Retained profits	(33.32)
Total equity	35.85

- Strong closing balance sheet at 31 December 16 with net assets of €35.9m including cash on hand of €35.1m

- Cash is held in € and US$ proportionate to underlying currency spend. No exposure from fallout of Brexit or weaker £ sterling

- Trade and other receivables include hospital debtors of €3.3m of which €1.4m received since 31 December 2016. A further €0.5m expected by month end.

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Cash flow statement

€ millions	CY15	CY16
Cash flows from operating activities		
Receipts from customers	2.00	6.60
Payments to suppliers and employees	(7.47)	(23.79)
Interest paid	(0.02)	(0.03)
Income tax refund	0.06	(0.01)
Net cash used in operating activities	(5.43)	(17.23)
Cash flows from investing activities		
Purchase of property, plant and equipment	(0.15)	(0.53)
Acquisition of intangible assets	(0.29)	(0.43)
Other non operating	0.00	(0.25)
Net cash used in investing activities	(0.44)	(1.21)
Cash flows from financing activities		
Proceeds from issue of shares net	11.83	40.68
Proceeds from unpaid share capital issued in 2015	0.00	0.03
Transaction costs	0.00	(2.38)
Repayment of borrowings and shareholder loans	(0.11)	0.00
Net cash generated by financing activities	11.72	38.32
Net increase in cash held	5.84	19.89
Foreign exchange impact on cash and cash equivalents	(0.02)	2.43
Cash and cash equivalents at beginning of financial period	6.95	12.77
Cash and cash equivalents at end of financial period	12.77	35.09

- Monthly gross cash burn (before recurring income) currently tracking at €1.9m per month, equivalent to approximately 18 months cash on hand

- 2017 budget calls for expansion to average €2.2m per month to deliver on new product opportunities in Connect, Senior Living and Patient Pathways
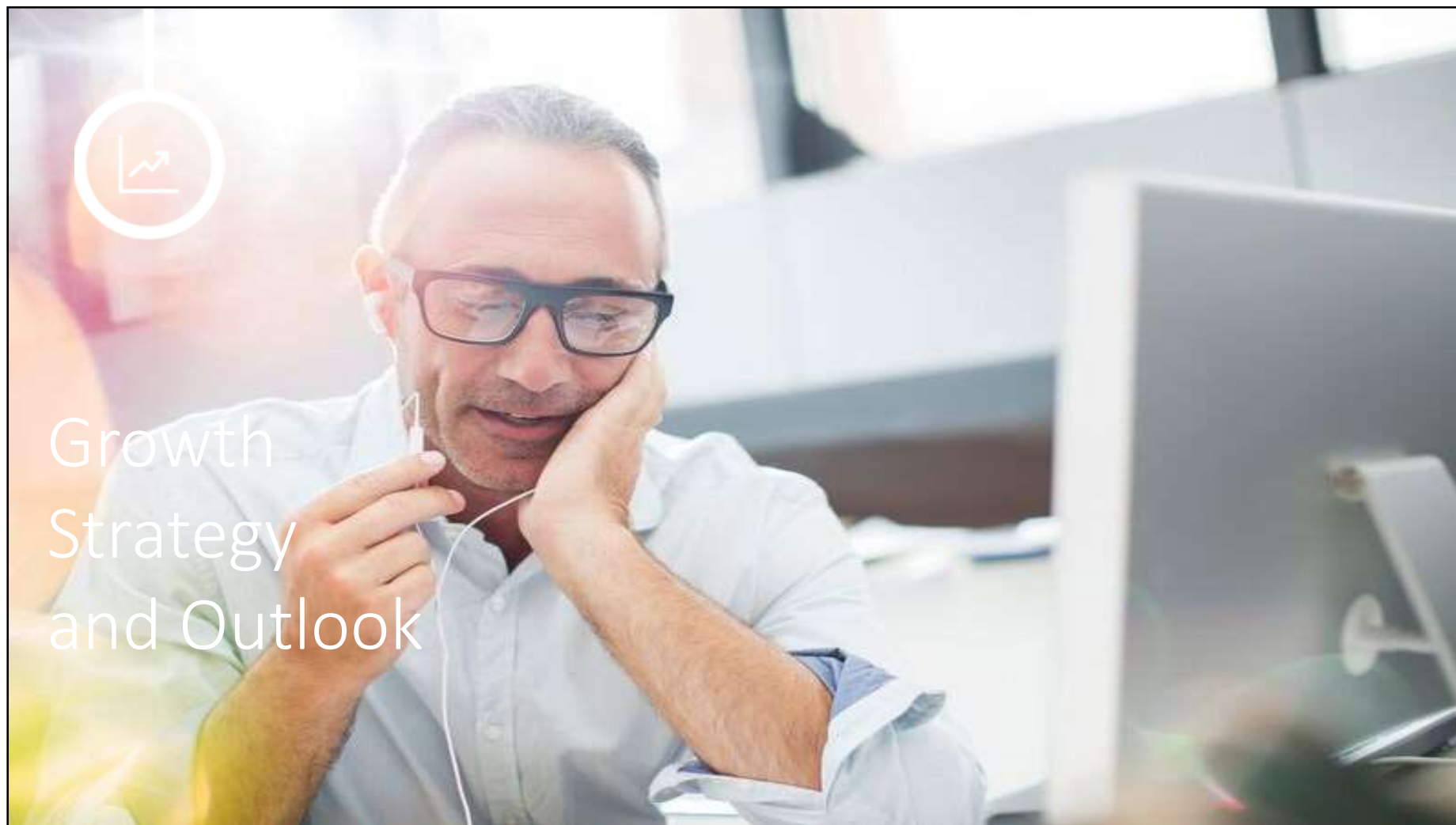
Growth
Strategy
and Outlook

2017 outlook

- New U.S. Administration yet to clarify it's healthcare policy

- This is understandably leading to some short-term inertia in the market, however it hasn't prevented us signing a 2,000 device opportunity with BJC this month and we expect to announce another 660 bed opportunity in the US in the coming weeks

- Introduction of Android and iOS client devices will increase market penetration and lower hardware costs for customers

- Very high-quality traffic at our HIMMS Booth in Orlando last week

- Currently in discussions concerning another major new business opportunity in the UK market

- Australian pipeline is mature with clearly defined late-stage opportunities in NSW, Queensland and Victoria

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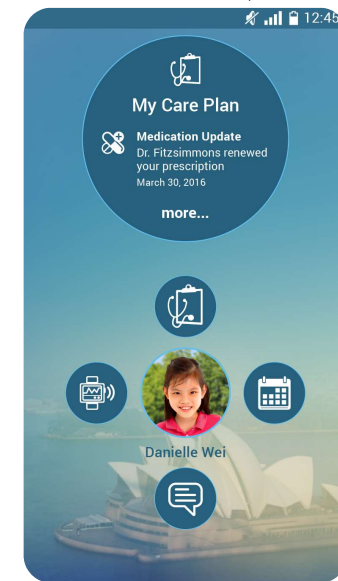# Delivering on our growth strategies

Existing market

Roll-out to related healthcare facilities	• We continue our rollout across the Epworth, Westmead and Iowa hospital networks • Currently 1,162 beds live across Epworth with 313 remaining, 183 beds live at Westmead with 126 remaining and 87 beds at Iowa with 295 remaining.
Up-sell to existing customers	• Additional features and functionality being added by a number of existing hospitals • Upsell of Oneview Connect to existing hospital clients • Mediclinic installation expanded by a further 56 beds • Cairns expanded by further 32 beds
Product development and innovation	• Oneview Connect on schedule for Q4 2016 • BYOD on iOS and Android operating systems – scheduled for Q1 2017

New markets

Medical tourism market	• In continuing discussions with hospital operators in South East Asia
Assisted living and senior living	• Dedicated product and development team in place with over 2,500 beds in RFP process • Agreement with Thomas Holt to design and install an assisted living solution in 120 rooms for a period of up to five years
United Kingdom	• Pilot project with the University of Oxford, Oxford University Hospitals NHS Foundation and a leading data analytics to measure the impact of new care pathway for prostate cancer • Expected to commence in March 2017 and run for a period of 18 weeks

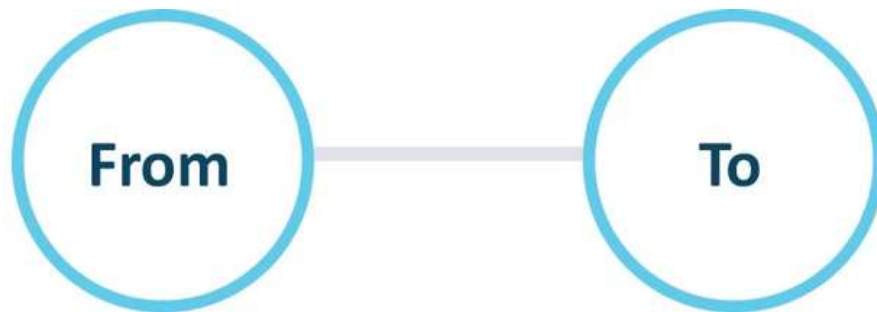Typical welcome screen for the Oneview Connect mobile platform

12:45

My Care Plan

Medication Update
Dr. Fitzsimmons renewed your prescription
March 30, 2016

more...

Danielle Wei

Oneview

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Senior Living Philosophy and Solution Design

Senior living solution philosophy

Philosophy and solution design

Bio

Specialists

Hospital

Physio

Care Team

GP

Pharmacist

Family (children)

Spouse/partner

Family (others)

Hairdresser

Friends

Nurse

Other residents

Cleaner

Yoga teacher

Psycho

Social

'Health is a state of complete physical, mental and social wellbeing, and not merely the absence of disease or infirmity.'

-WHO definition of health

Oneview's solution is premised on the knowledge that improving the social, information and process relationships between stakeholders ultimately optimises resident wellness.

More empowered and engaged

Optimizing resident wellness

From ——— **To**

Loss of identity & control ⟶ Empowered and educated

Loneliness & isolation ⟶ Sense of belonging and community

Frustration & boredom ⟶ More control of the experience & engagement

Apathetic ⟶ Active and healthy living

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Optimising Resident Wellness

Smart resident rooms

- Resident tablet

  o Curated memory care interfaces

  o Non-curated independent/assisted living interfaces

- Optional resident TV, controlled by the tablet

- Smart buildings
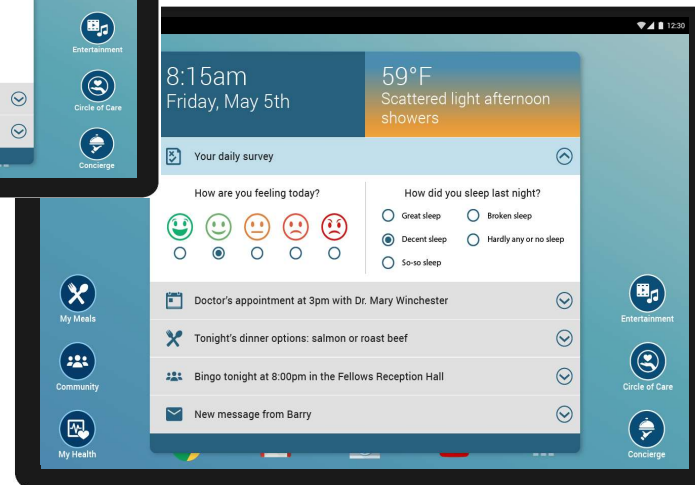
- Access control

- Sensors and wearables

Optimizing resident wellness

Kitchen

Bedroom

Living Room

Tablet: non-curated experience

Optimizing resident wellness
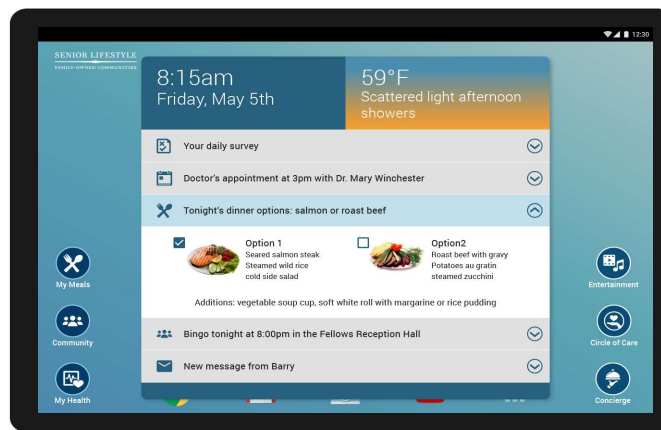
Residents can manage their daily schedule in one easy view

Oneview

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Engaging Families

My Circle of Care Application

Engaging
families

- Facility-branded mobile application

- Notification-based

- Resident has full control of their Circle of Care members

- Proxy access customizable for each family member

- Analytics available to monitor usage

Oneview

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Realising
ROI

Case study: Epworth Eastern Hospital

Epworth Eastern

Epworth Eastern Hospital,
Melbourne, Australia

- Part of the largest not-for-profit healthcare group
- 167 beds, now 710 across the group
- Oneview client since 2014

"We selected Oneview because of its advanced functionality and open integration capabilities with our patient engagement goals."

Louise O'Connor, RN, MHA
Executive Director
Epworth Eastern, Australia

Ranked No.1 for patient satisfaction in Australia (Press Ganey)

1st

Decreased length of stay

6% Educational videos, goal completion, real-time collaboration with care team

Decreased patient falls

4% Due to digital nurse-rounding

Oneview

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2016 Full Year Results Presentation
-End-