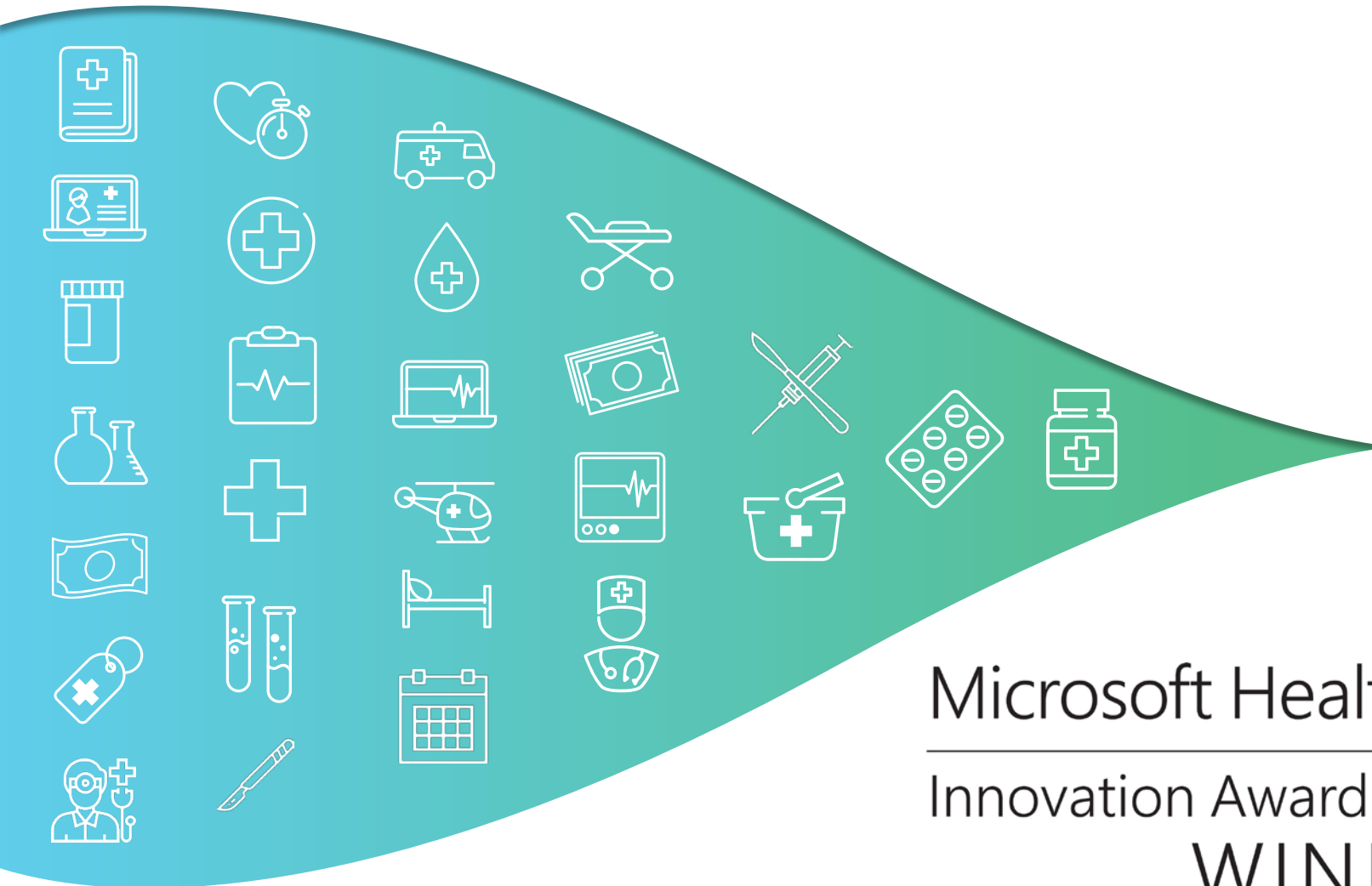


A **seamless** patient experience

Oneview



Microsoft Health

Innovation Awards 2018

WINNER

Overview

oneview



“We continue to expand our business with world-leading healthcare systems, while extending our reach across the care continuum with user-focused products.”

Who are we?

- We are a healthcare software company, providing **Patient Engagement Solutions software** for the healthcare sector (predominantly in hospitals and aged care facilities)
- The Oneview Solution comprises a **series of IT applications** that help care organisations **improve** the **experience for all people** (patients/residents, families and providers), while **reducing the cost of care**
- We fit within the “**Interactive Patient Care**” category, but with new products, our focus is becoming broader
- Operating since 2007, public on the ASX since March 2016

157

Headcount across 5
global offices

FY17 revenue was

€6.31m

Of which €2.55m
was recurring

66%

Recurring revenue
increase from
FY2016

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



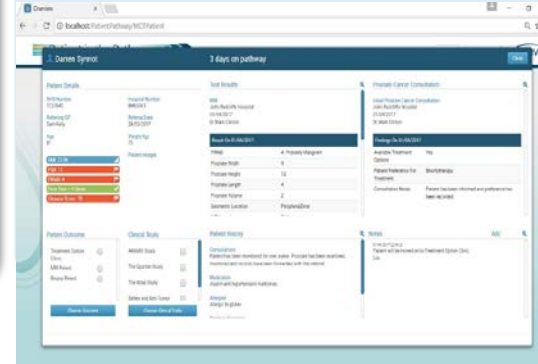
Inpatient

- Patient engagement, workflow optimization during hospital stays
- Fully integrated with major EHRs
- Live in 28 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



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

United States



16
Partners
12
Cities

United Kingdom



Middle East



Australia



Our newest US partner



Lancaster General is an affiliate of the highly respected 2,800 bed Penn Medicine system



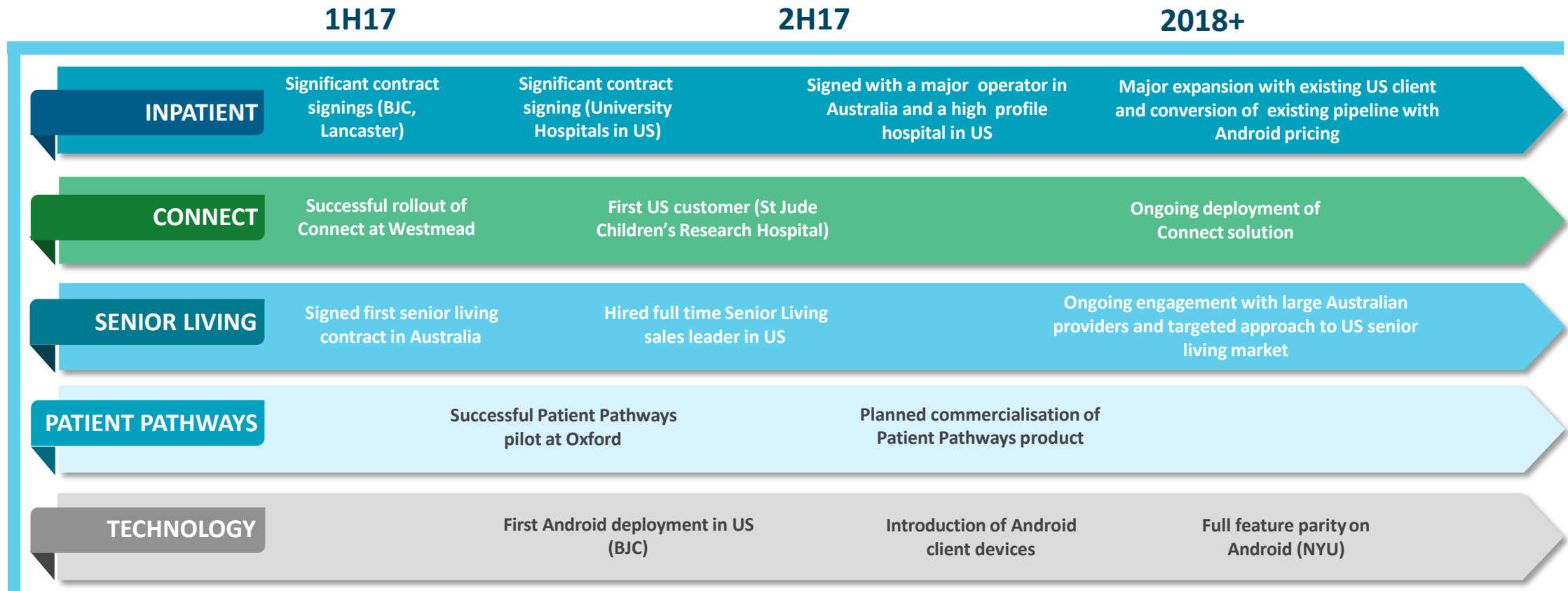
Our Oneview solution going live at LGH in rural Pennsylvania last week

Business update

Oneview



Business development on-track



Progression of Live Hospital Clients (2015 - 2018)



14 clients convened in Chicago

Epworth Healthcare User Data

Deployment

- 1390 terminals installed in 43 wards across 8 sites

Total Users

- VMOs: 673
- Nurses and Leaders: 6022
- Enviro and Facilities: 309

Engagement / Usage

- 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%

Reduction in
hospital falls with
harm

NO Stage 3 or 4

Pressure injuries
for the past 18
months

c.50%

Reduction in
nurse-call alarms¹

Significant

Reduction in
written complaints
post discharge

c.12.5%

Reduction in
length of stay

Significant

Improvement in
patient experience
over past 3 yrs²



37

Healthcare
system
appointments

2x

Client
testimonials

1 of only **5**

Global Innovation
Award recipients



Microsoft Health
Innovation Awards 2018
WINNER

Final samples delivered to clients for testing end of March after 4 iterations on proto-type:



First orders placed – April



1,000

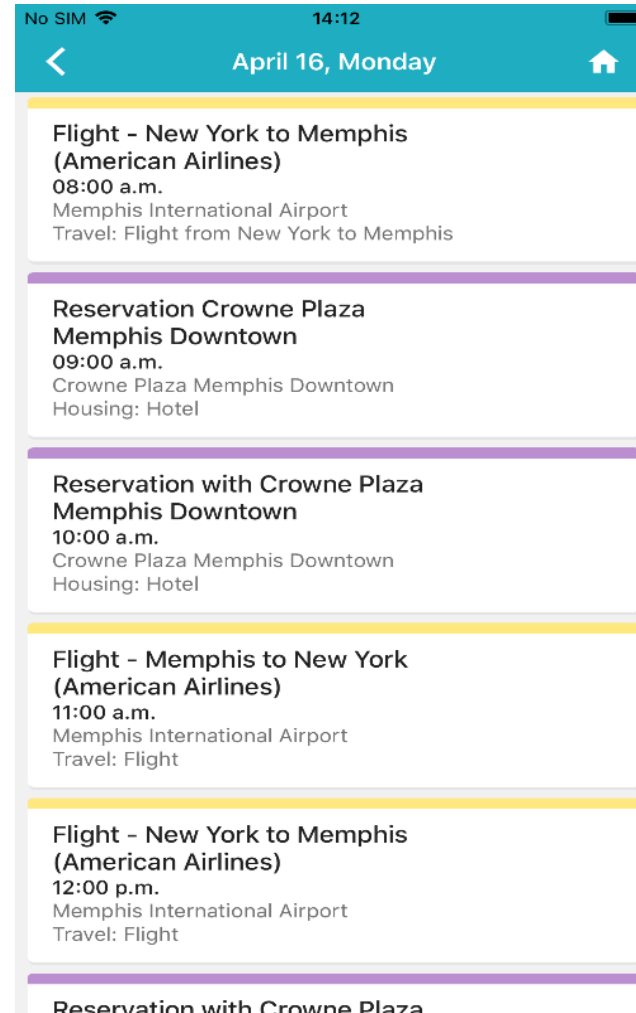
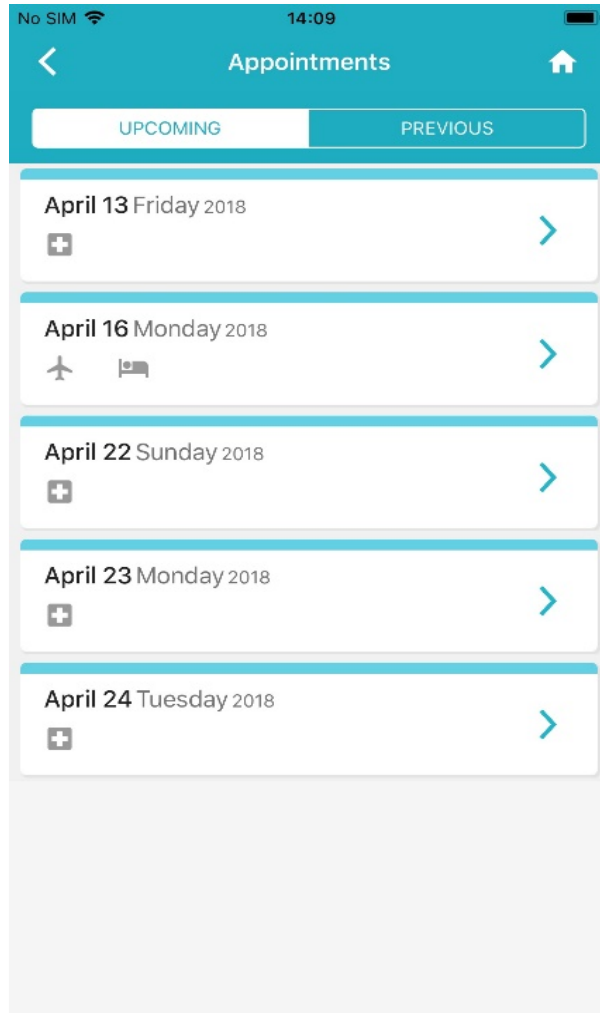
Devices for
Mater Brisbane



300

Devices for BJC
Healthcare, St. Louis





Approaching **3,000** live users at Westmead

In active discussions with another LHD to **deploy in adult acute setting**

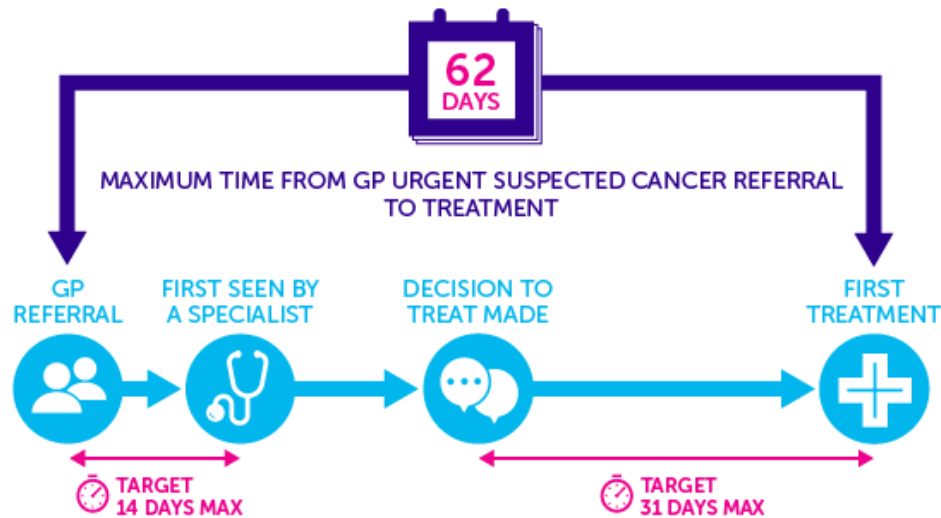
First US client in midst of User

Acceptance testing with full integration into their travel and accommodation booking systems for seamless view

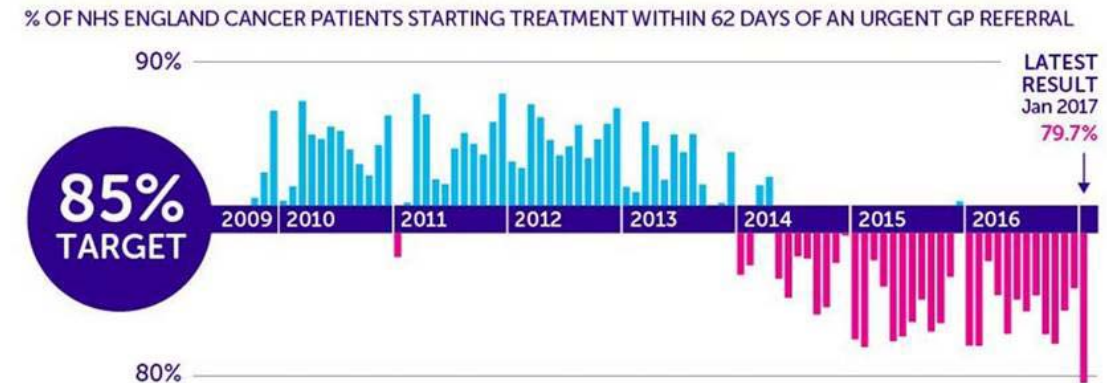
Market opportunity: Patient Pathways

Oneview is expanding its addressable market from its core in-patient offering to adjacent healthcare verticals

62 day waiting target



WORST PERFORMANCE FOR NHS 62 DAYS TARGET



Target opportunity:

135 NHS trusts in England
20 oncological pathways

1 Commercial pilot for prostate cancer pathway (Oxford)

< 1% Penetration

Actively engaged with Oxford and Cerner to **deploy Cerner Ignite API's**

Cerner Ignite allows outside apps to be integrated with the Cerner Millennium platform to fulfil niche workflows, optimise functionality and enable more informed decisions at the point of care.

Cerner Ignite APIs for Millennium includes Cerner's implementation of SMART Health IT and the HL7® Fast Healthcare Interoperability Resources (FHIR®) standard.

Simply put, **FHIR provides access to data within the HER.**

SMART handles negotiation between an EHR and an app to allow a user experience on top of a secure connection to the FHIR resources for data access.

Seeking to **finalise commercial terms pre June 30th**

We have already deployed Patient engagement kiosks at Oxford...

Oneview Kiosk



Nurse / admin scans ID card

Input patient name and NHS number

Patient's bookings are displayed

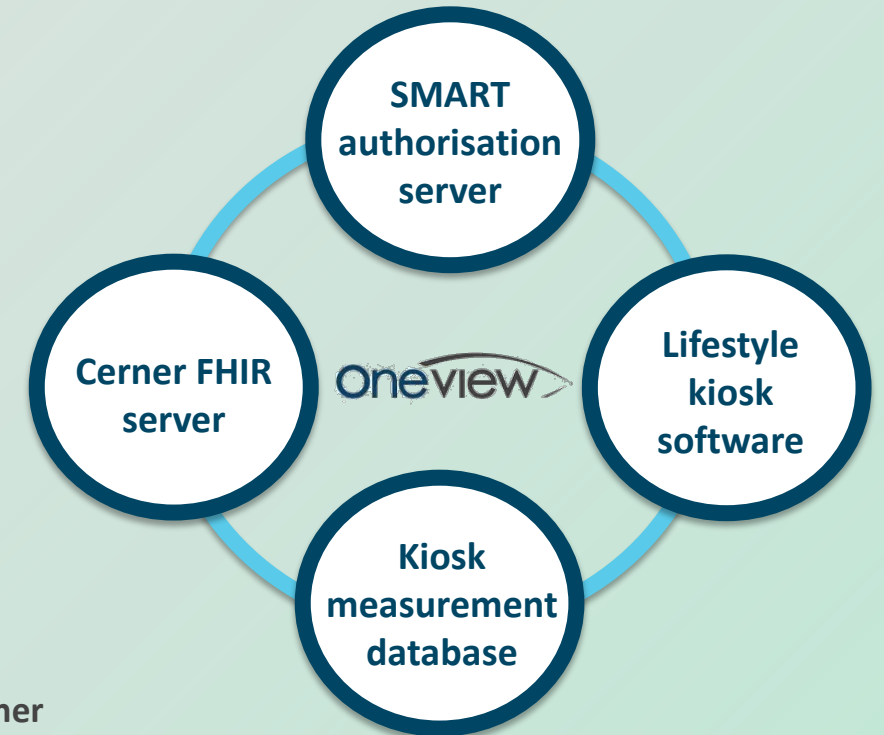
Select today's appointment

Mark patient as 'arrived'

Complete patient measurements

- | | |
|-------------------|----------------------------------|
| • Blood Pressure | • Blood Oxygen Saturation Levels |
| • Height | • Hydration Levels |
| • Weight | • Body Temperature |
| • Body Mass Index | • Muscle Weight |
| • Visceral Fat | • Bone Mass |
| • Total Body Fat | • Basal Metabolism |

Measurements and survey information populate patient record in Cerner



Submitted enterprise pricing for 3 major providers (~3,000 units each)



Chicago

Dallas

Melbourne

Expecting results May-June timeframe

Client's challenge

- Improve patient experience & communication
- Improve patient safety & outcomes
- Service excellence & IT optimization

Solution delivered

- Digital whiteboard
- Environmental/lighting controls
- Digital meal ordering
- Automated education

Value delivered

- Patient experience scores increased from 40th percentile to **89th percentile**
- **79%** of meals ordered digitally



University of Iowa
Stead Family
Children's Hospital



Client Impact: The Children's Hospital at Westmead



Client's challenge

- Inefficient communication
- Missed appointments
- Managing changing conditions
- Lack of a shared record

Solution delivered

- Proxy user management
- Appointment management
- Secure communication
- Document sharing

Value delivered

- **15% point increase** in positive patient satisfaction
- **73% reduction** in no-shows
- **20% reduction** in pages to clinicians

the
children's
hospital at Westmead

The Sydney children's
Hospitals Network



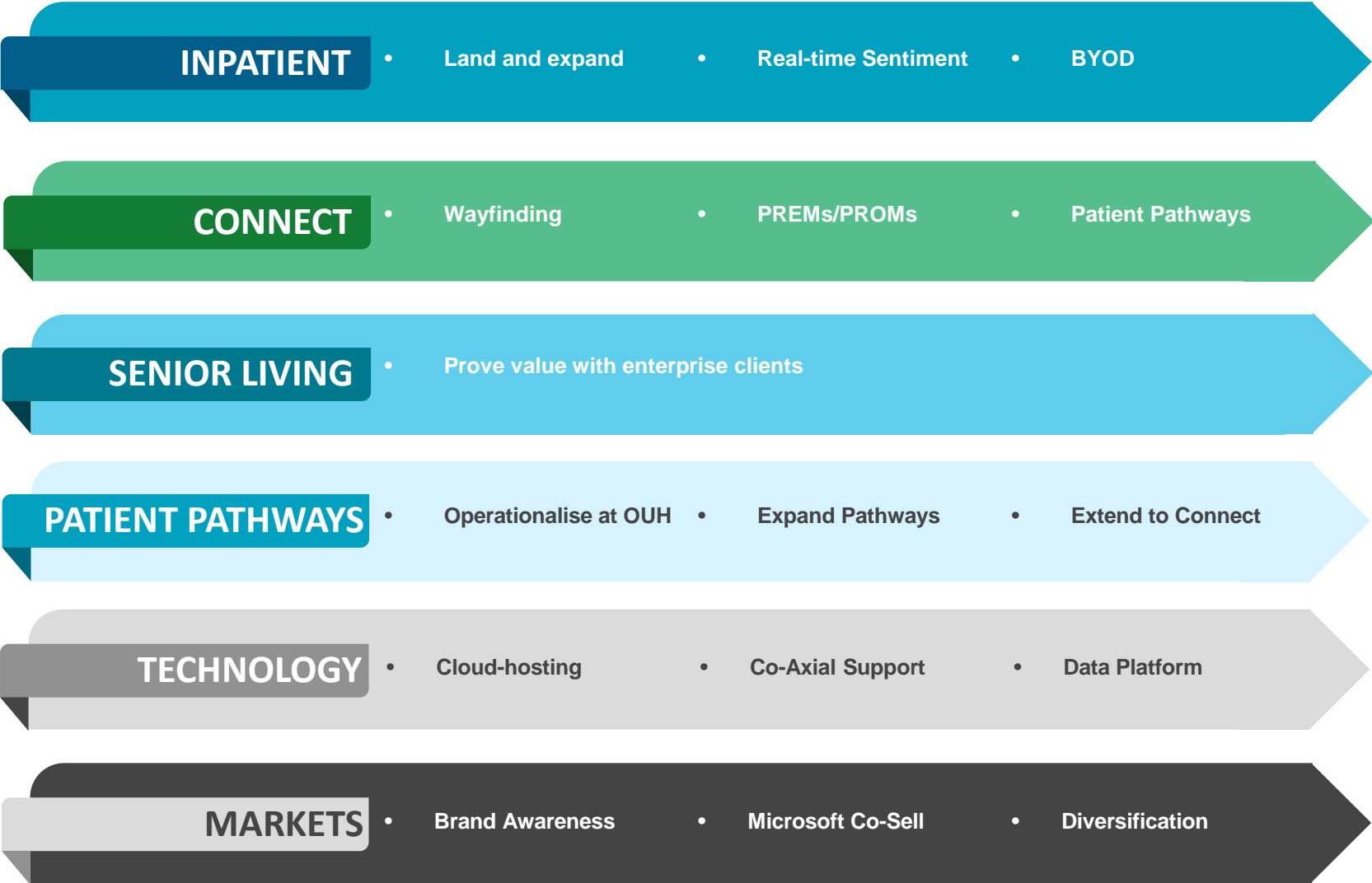
Microsoft Health
Innovation Awards 2018
WINNER

The roadmap

Oneview



Next 12 months Future Plans and Roadmap



CRM SALES PIPELINE

Total opportunities



US representing 40,966 beds

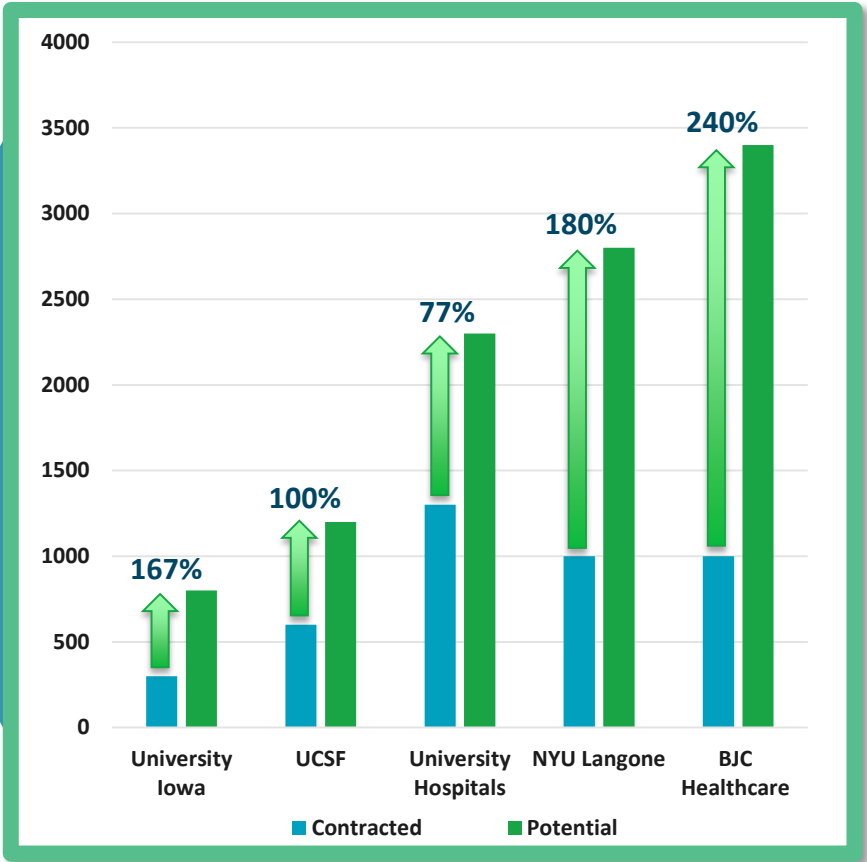
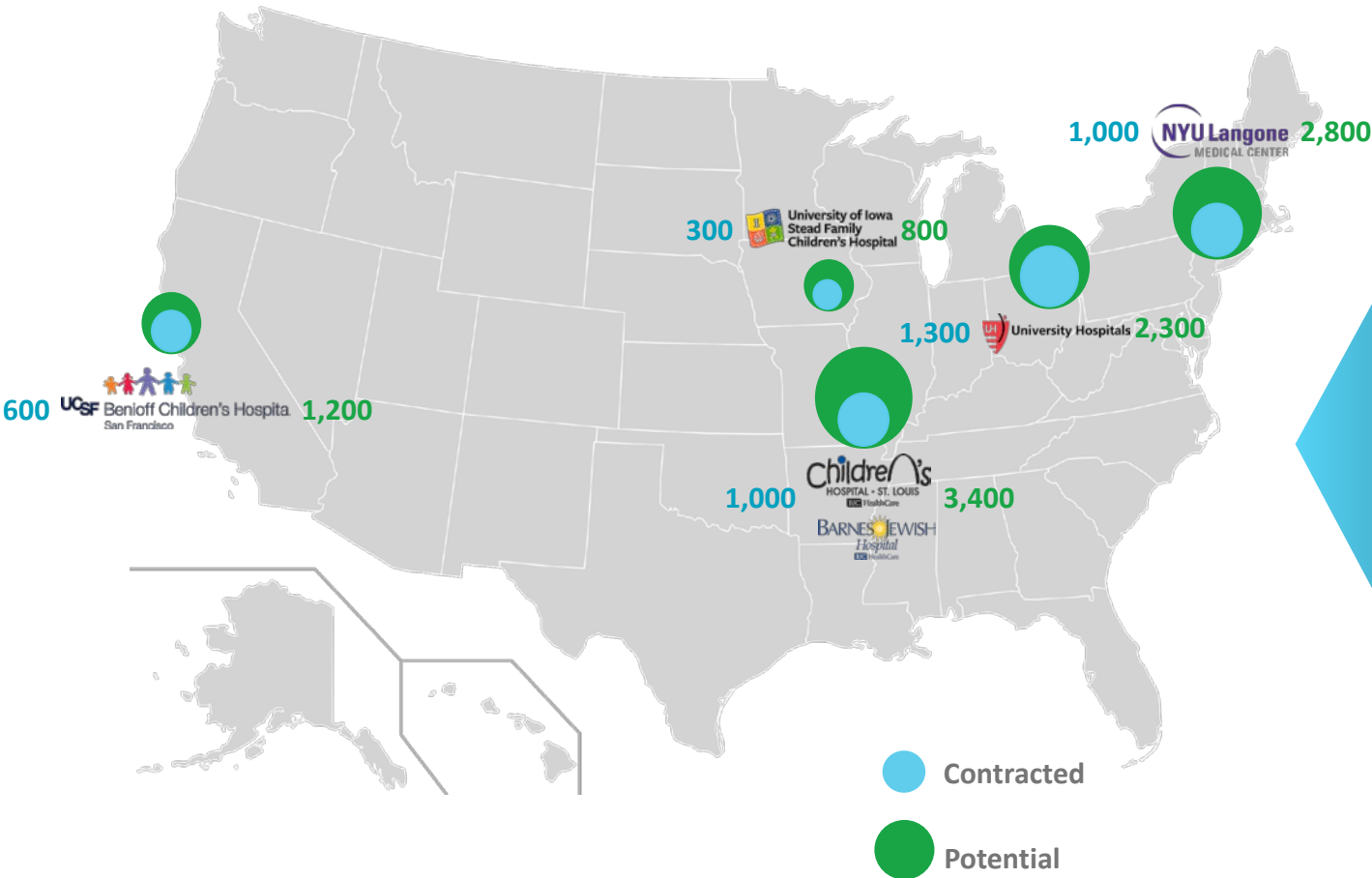
**Excludes Connect*



AUS representing 8,069 beds

Market opportunity: United States

Customer Bed Growth Potential



- 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**



We see a better way

