



Oneview Healthcare PLC (ARBN 610 611 768) (ASX:ONE)

James Fitter CEO, John Kelly CFO

11 April 2019

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EXECUTIVE SUMMARY

Oneview is strongly positioned to leverage early market success into a sustainable business model.

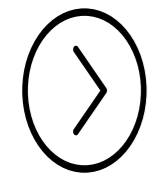
Balance sheet strength is a pre-requisite to fulfill the company's mission.



- Strong growth since IPO with 55 hospital customers signed (vs 19 @ IPO in 2016)
- Total of 10,710 beds under contract
- Zero debt. Record cash receipts Q1, CY19 of A\$6m. Cash balance A\$12m (at 31 March 2019)
- 100% customer retention
- Lessons learnt = Resized cost base. Record low cash outflows A\$2.2m vs previous quarter A\$3.95m
- Upside potential from launch of Senior Living product

Oneview has conducted a placement to raise A\$25 million, subject to securityholder approval. It will also undertake a security purchase plan, subject to securityholder approval, to raise up to A\$2 million and subject to scale back. The purpose of the equity raising is to provide the company with additional balance sheet flexibility to facilitate growth, accelerate sales of its Inpatient product and accelerate the launch of its Senior Living product. This will ultimately support Oneview to achieve its mission of proving that more engaged patients lead to better clinical outcomes.

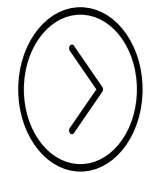
COMPANY SUMMARY



MARKET INFORMATION

Listed 17 March 2016. ASX code : ONE

Market Capitalisation : ~ A\$23m

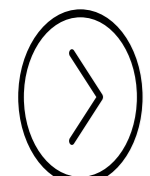


SECURITY HOLDERS INCLUDE

Mr James (Will) Vicars 19.7%

FIL Investment 9.5%

Directors & Employees 14.95% (including Mr Mark McCloskey 10.1%)

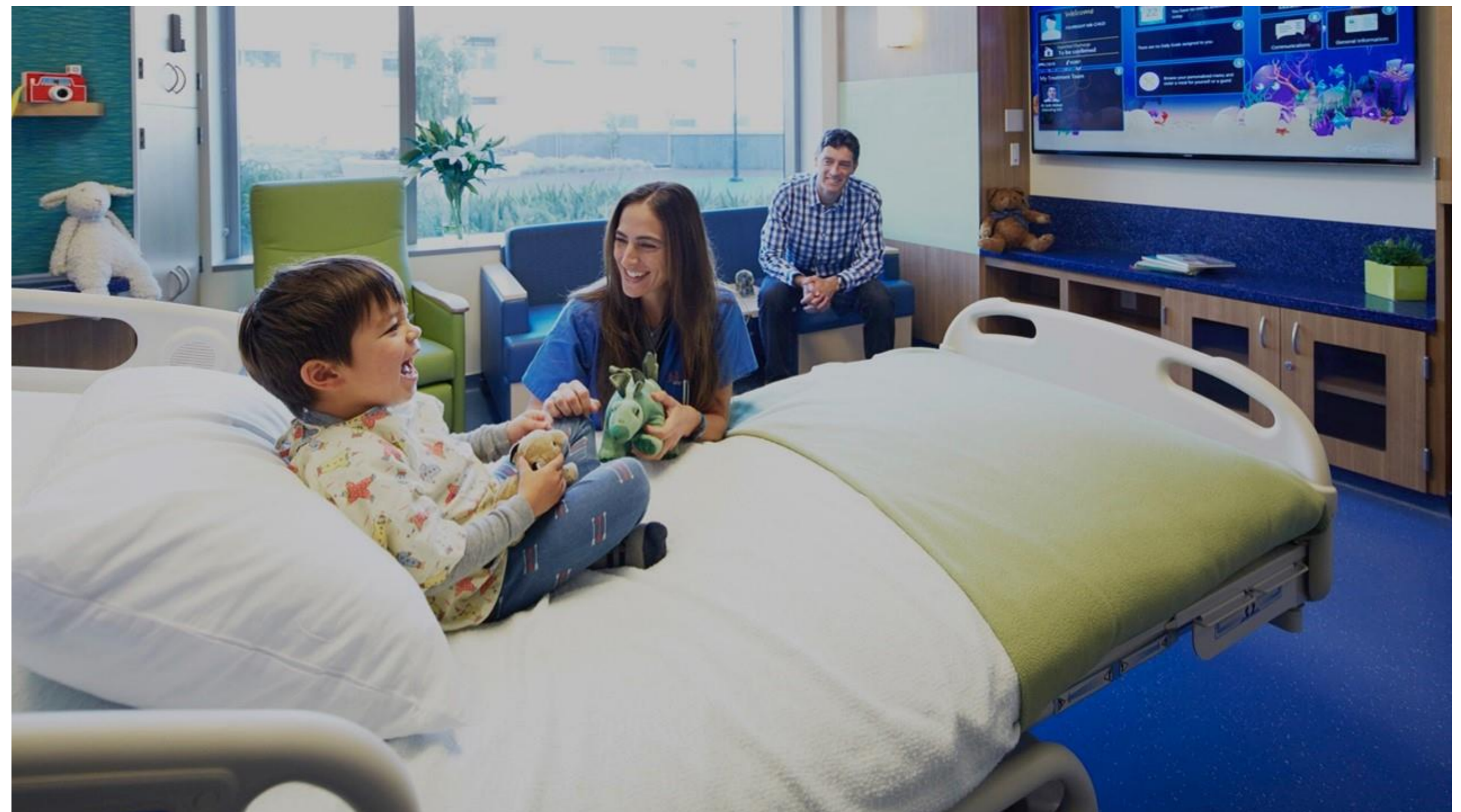


OTHER

Company domicile : Dublin, Ireland

Financial year end : 31 December

Website : www.oneviewhealthcare.com



A LITTLE BIT OF HISTORY

Oneview, a software and solutions business headquartered in Dublin, Ireland, was founded in 2008 with the objective of enabling healthcare organisations to make better use of technology to drive cost efficiencies, improvements in clinical outcomes and enhanced patient satisfaction.

The Oneview platform was first installed and trialled in 2 hospitals in Ireland and the US during 2009 and 2010. After listing on the ASX in March 2016, the Oneview platform is live and installed in 6,258 beds in 35 hospitals across 5 countries (with a further 20 hospitals representing 4,452 beds contracted but not yet installed).

Bed and Hospital numbers as at 31 December 2018



OUR SOLUTIONS

Oneview has 2 software solutions (InPatient and Senior Living) which derive recurring revenue on a per-bed basis. The company also provides installation, set up and refresh services, which are classified as non-recurring revenue. Both products are designed to enable care teams and facilities to enhance efficiency.



INPATIENT

For use in hospitals. A platform providing patients with the ability to make choices, be informed and communicate with regards to entertainment, meals, services, maintenance, lighting, medical information, check-out and more.



SENIOR LIVING

For use in aged care facilities. A portal providing residents with the ability to make social connections, join activities, order meals, communicate with family, monitor health and more. The company currently has 120 beds deployed at Thomas Holt which is Oneview's first customer. The product deployed is a hybrid Inpatient product until the Senior Living product is launched.

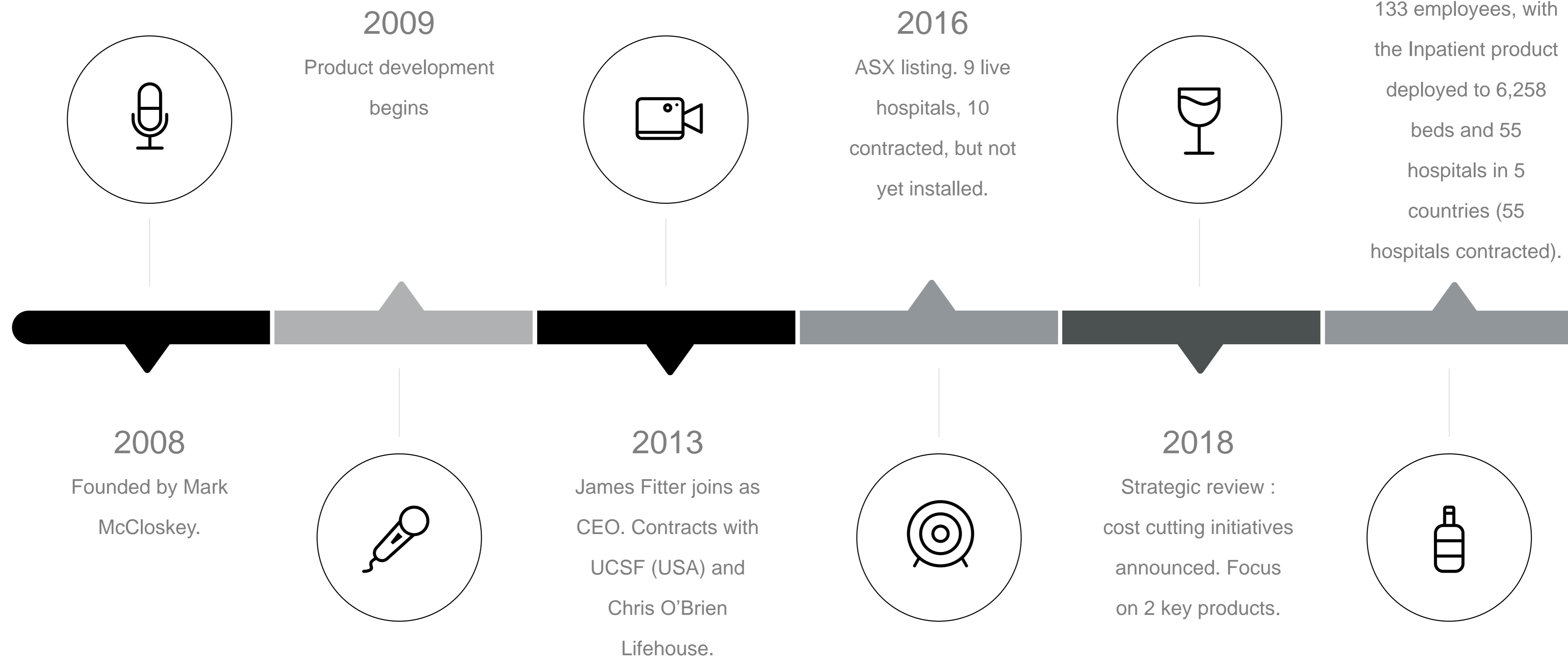
(Launching Q3 CY19)

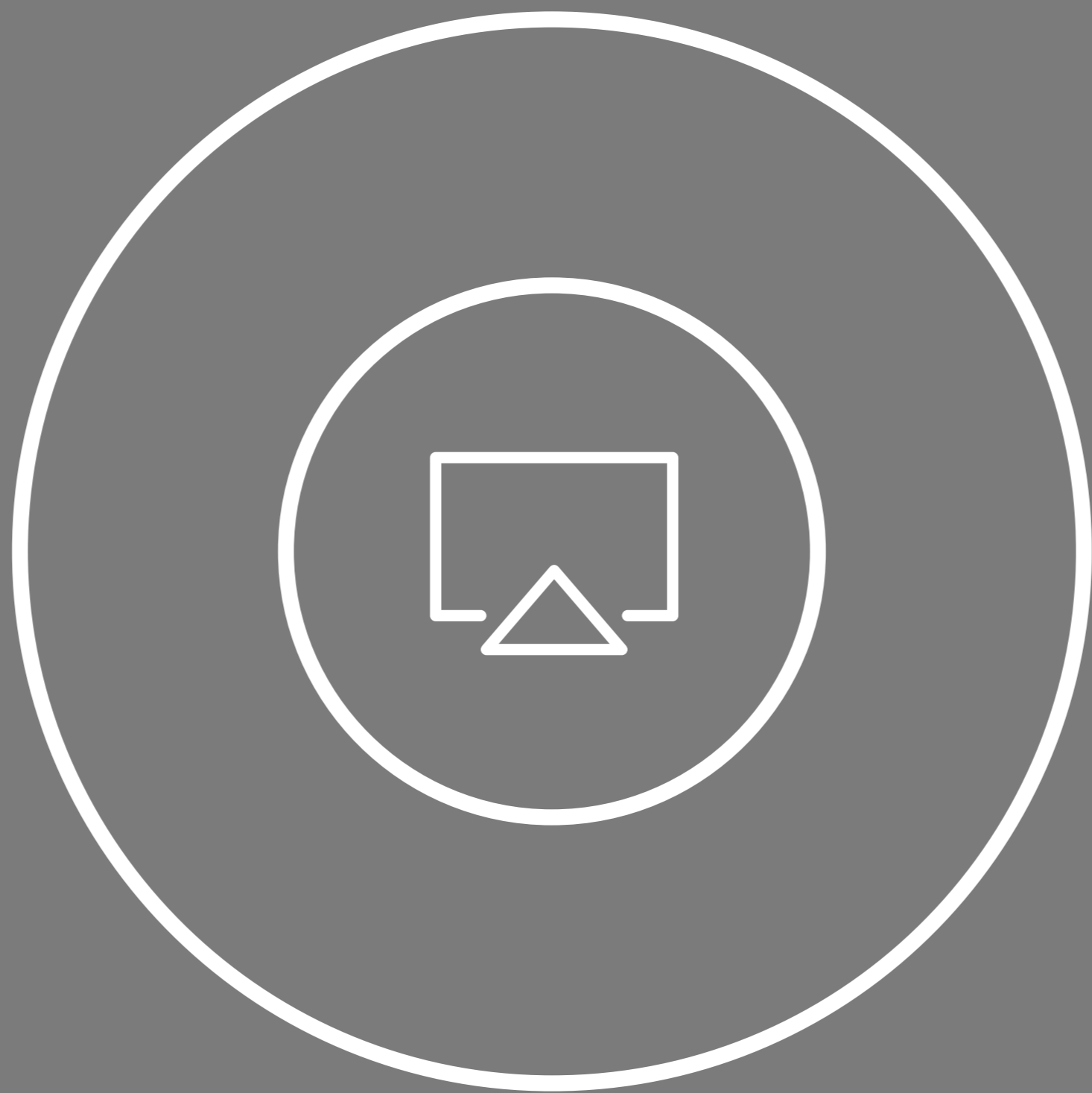
COMPANY TIMELINE

Since inception in 2008, significant “heavy lifting” has been done, with Oneview now focused on sales and marketing to ensure it maximises its early mover advantage.

TODAY

133 employees, with the Inpatient product deployed to 6,258 beds and 55 hospitals in 5 countries (55 hospitals contracted).





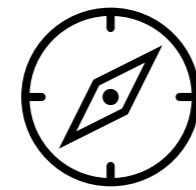
T H E P R O D U C T

1. INPATIENT

Each hospital bed is fitted with a device, installed with the Oneview product, to be used by the patient. The patient then uses the Oneview Inpatient product to control their hospital experience. The Oneview product is revolutionary, capable of not only increasing patient satisfaction but improving efficiencies at hospitals, which is an important consideration for hospital funding.

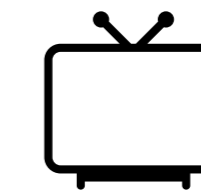
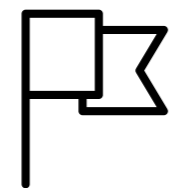
Easy to use

The intuitive menu system is easy to use for all ages and little training is required.



Highly functional

Offering a wide variety of services, the Oneview product is leading the way in patient engagement software.



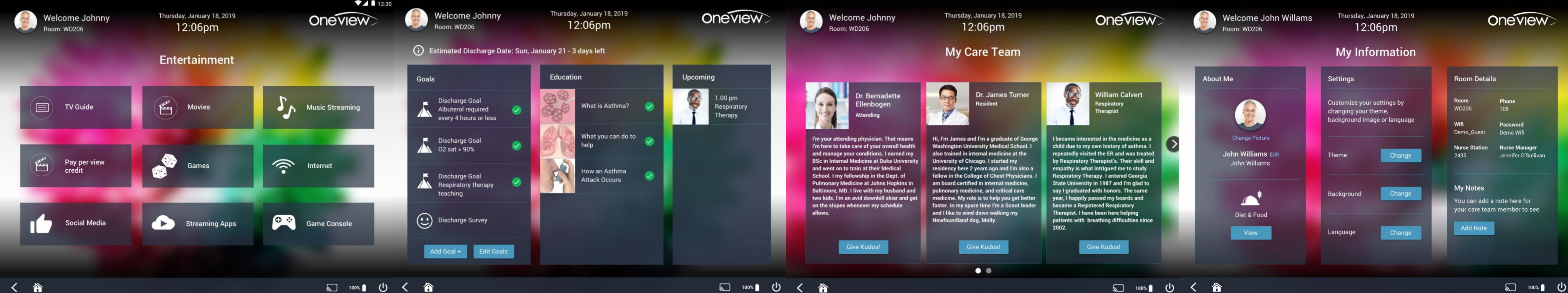
Integrates

The product is configurable and integrates with a wide variety of existing products including existing hospital databases. Designed to host third party apps such as Netflix, Skype, YouTube and more.



Efficient

The ability of the product to monitor results and usage of services can help drive significant efficiencies, cost savings and understanding of patient needs.



Entertainment

Watch TV, Netflix, apps and more

Room Controls

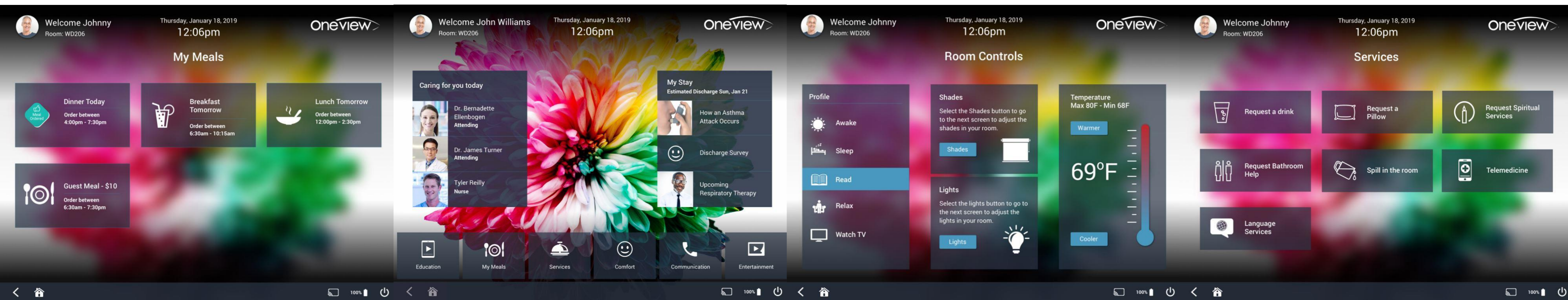
Control light, temperature & blinds

Services & Meals

Request help, a meal, a drink, a doctor, cleaning, spiritual services and translation services.

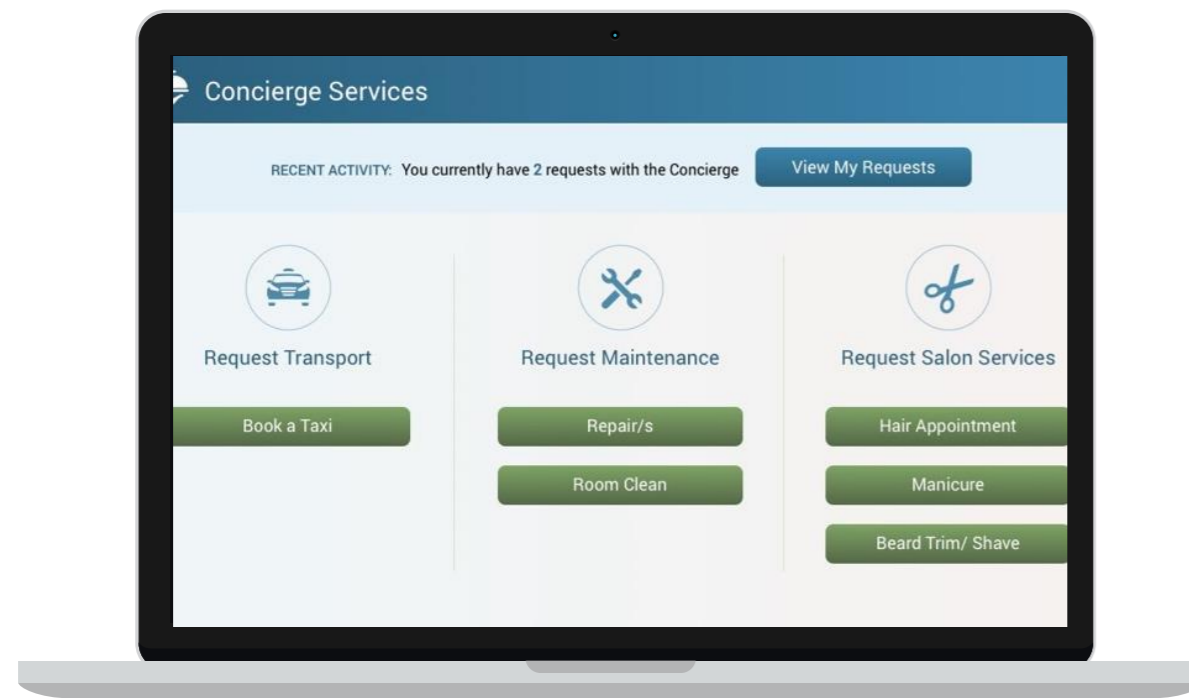
Medical Info

Look up the doctors on duty, read rehabilitation education materials and more.



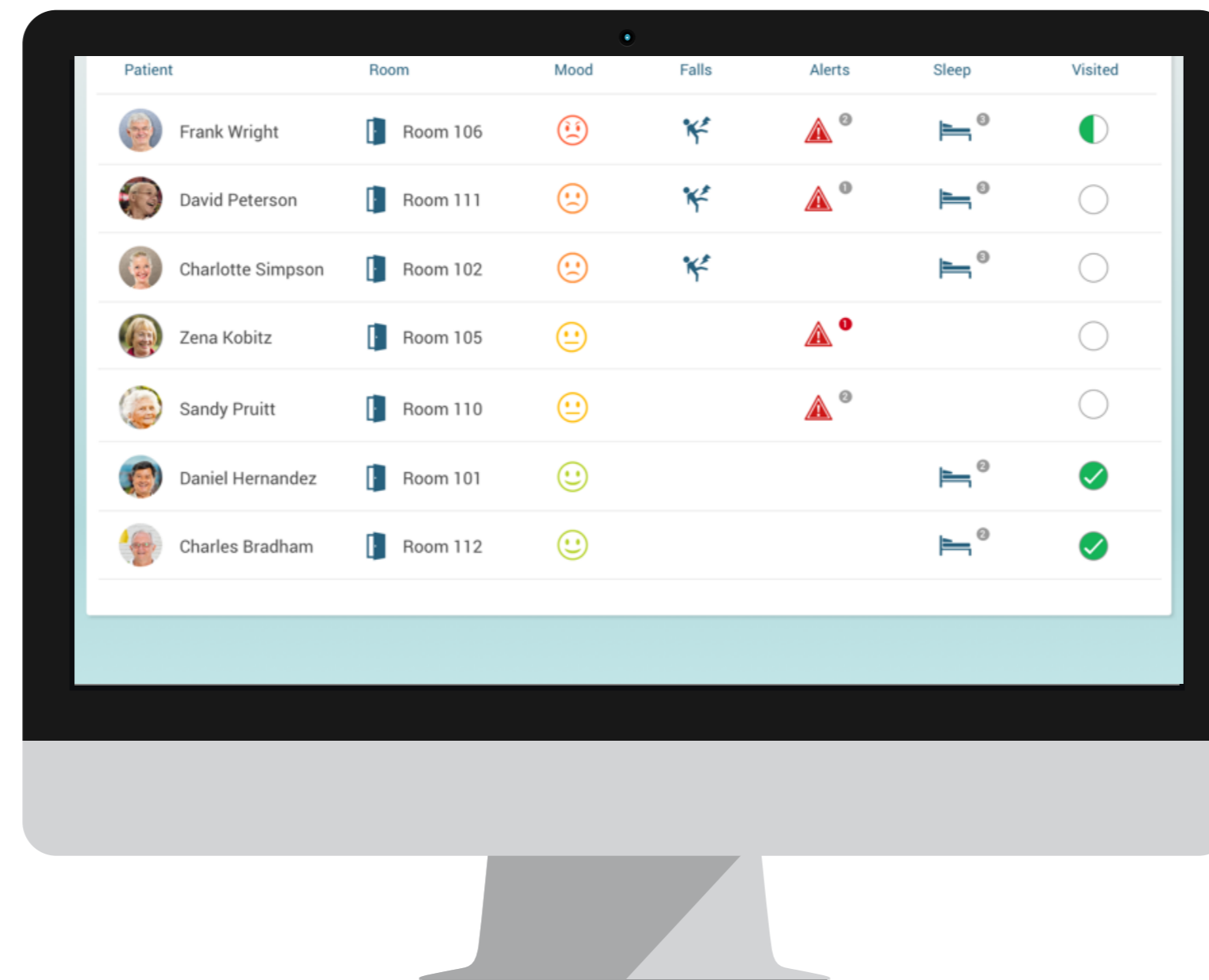
2. SENIOR LIVING

An innovative solution for seniors, carers and family members. (Launching in Q3 CY19)



FOR RESIDENTS

Empowering residents to make choices, communicate and be more informed.



FOR CARER

Facility carers and administrative staff can use the solution to monitor patients, improve workflow and for communications within the care team.



FOR FAMILY

Family members can use the mobile app to get updates on their loved ones.

CARER VIEW

To be used by carers and administrative staff.

My Residents

Angela Shield

Log Out

Patient	Room	Mood	Falls	Alerts	Sleep	Visited
Frank Wright	Room 106			2	3	
David Peterson	Room 111			1	3	
Charlotte Simpson	Room 102				3	
Zena Kobitz	Room 105			1		
Sandy Pruitt	Room 110			2		
Daniel Hernandez	Room 101				3	
Charles Bradham	Room 112				3	

RESIDENT STATUS

Carers can monitor the wellbeing of residents easily and will receive notifications in the event of unusual patterns.

< Frank Wright

Angela Shield

Log Out

About Frank

Current location in Room
 Last visit today at 8:30am
 Care Plan Silver Plan

Club Memberships
Bowls Club, Waltz Club, Bridge Club, Painting Club

Rounding Notes

Physical / Today, 8:30am
Resident is Nauseous, not eating.

Mood & Behaviour / Yesterday, 8:30am
Resident is Frustrated, listless.

Pain / Yesterday, 8:30am
Resident is Keyword, Keyword

[View all notes...](#) [+ Add New Note](#)

Conditions & Allergies

Conditions

Arthritis, Glaucoma

Allergies

Penicillin, Nuts, Sulfa antibiotics

Medications

Lipitor 10mg 2x daily
Cournadin 5mg 1x daily

Social Activity

Today
Hair appointment today at 3pm
Had a visit from daughter Jane

This week
Attended Bingo Night yesterday
Attended piano recital on Tuesday
Niece visited on Sunday

Well Being & Events

Vital Signs

Blood Pressure

117 / 76 mm Hg

Respiration Rate

180s CP

Pulse

90 bpm

Oxygen Saturation

Reading

Temperature

Reading

Pain

8/10

My Tasks

2 of 9

RESIDENT PROFILES

Carers can access medical history, medications and allergies, as well as activity schedules of residents.

Oneview

Flower Grove

Sean McLoughlin

Log Out

Dashboard

Move-Ins

Residents 76

Concierge 4

Event Management

Maintenance 4

Social Groups 13

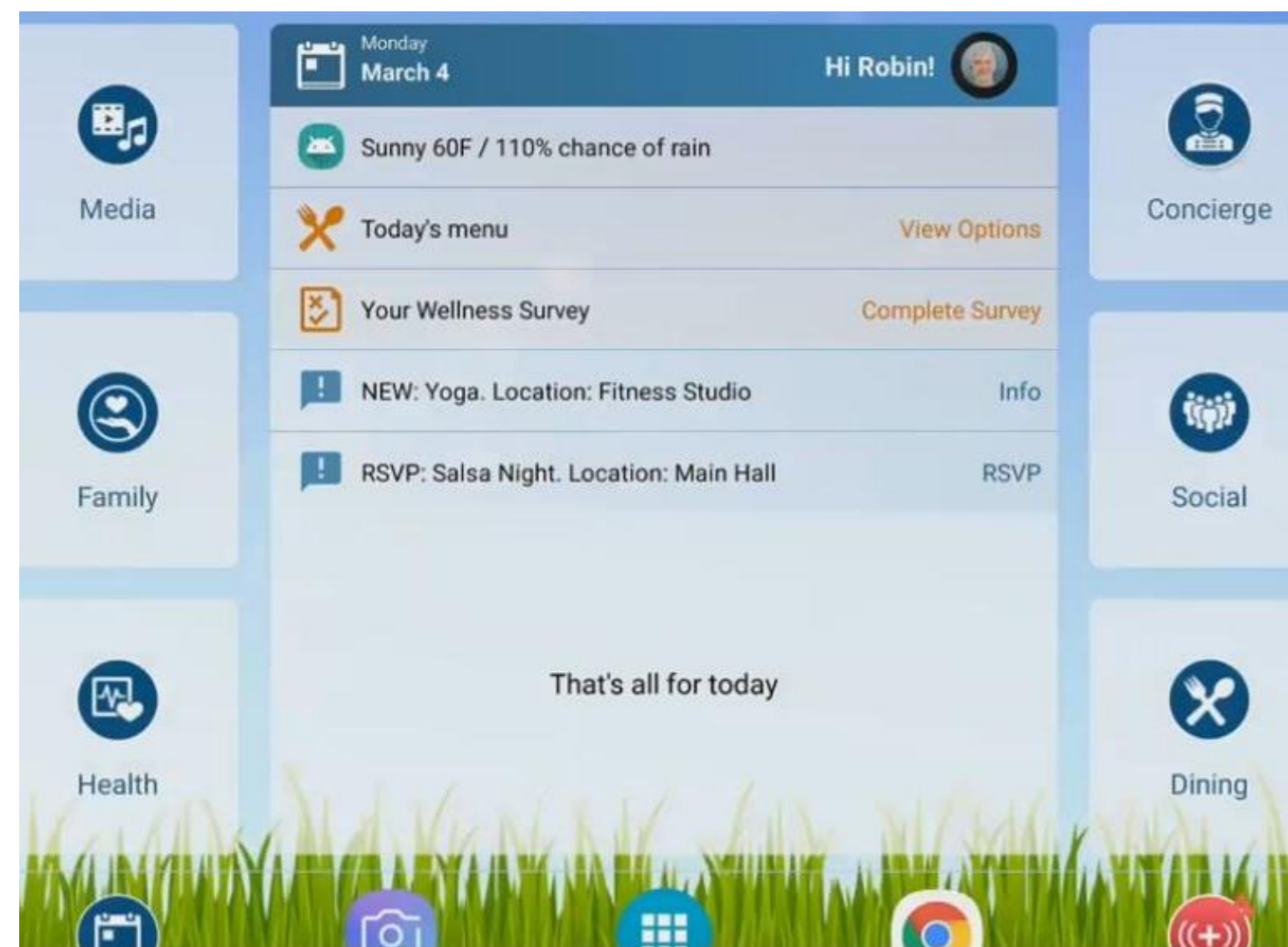
Name	Wing	Room/ Bed	Care Type	Device	Status
Robin Swift	West Wing	Room 1013/ 1013 - Bed 1	Assisted Living Unit	155569b2a8d88e7d	Active
Jill 32ad9a	South Wing4b8918	indigo room926d98/ Bed 2adb70	Independent Living Unit	None Assigned	Active
Frank Wright	West Wing	Room 1011/ Bed 101	Assisted Living Unit	3ae7216ad5010d6c	Active
Marcos a30e72	South Wing4b8918	indigo room926d98/ Bed 94490d	Independent Living Unit	None Assigned	Active
Jeannie Gutkowski	West Wing	Room 1017/ Orange Bed	Assisted Living Unit	bc0dc9ee3e97cfe7	Active
Betsy 3b11d0	South Wing4b8918	indigo room926d98/ Bed b16641	Independent Living Unit	None Assigned	Active
Donald Santos	West Wing	Room 1014/ 1014 - Bed 3	Assisted Living Unit	3ae7216ad5010d6c	Active
Ira eda19f	South Wing4b8918	indigo room926d98/ Bed a6f73d	Independent Living Unit	None Assigned	Active
		Room 1015/ 1015 - Bed 1			

RESIDENT DATABASE

Carers and administrative staff can use the system for resident management assisting to enhance outcomes for residents and their carers.

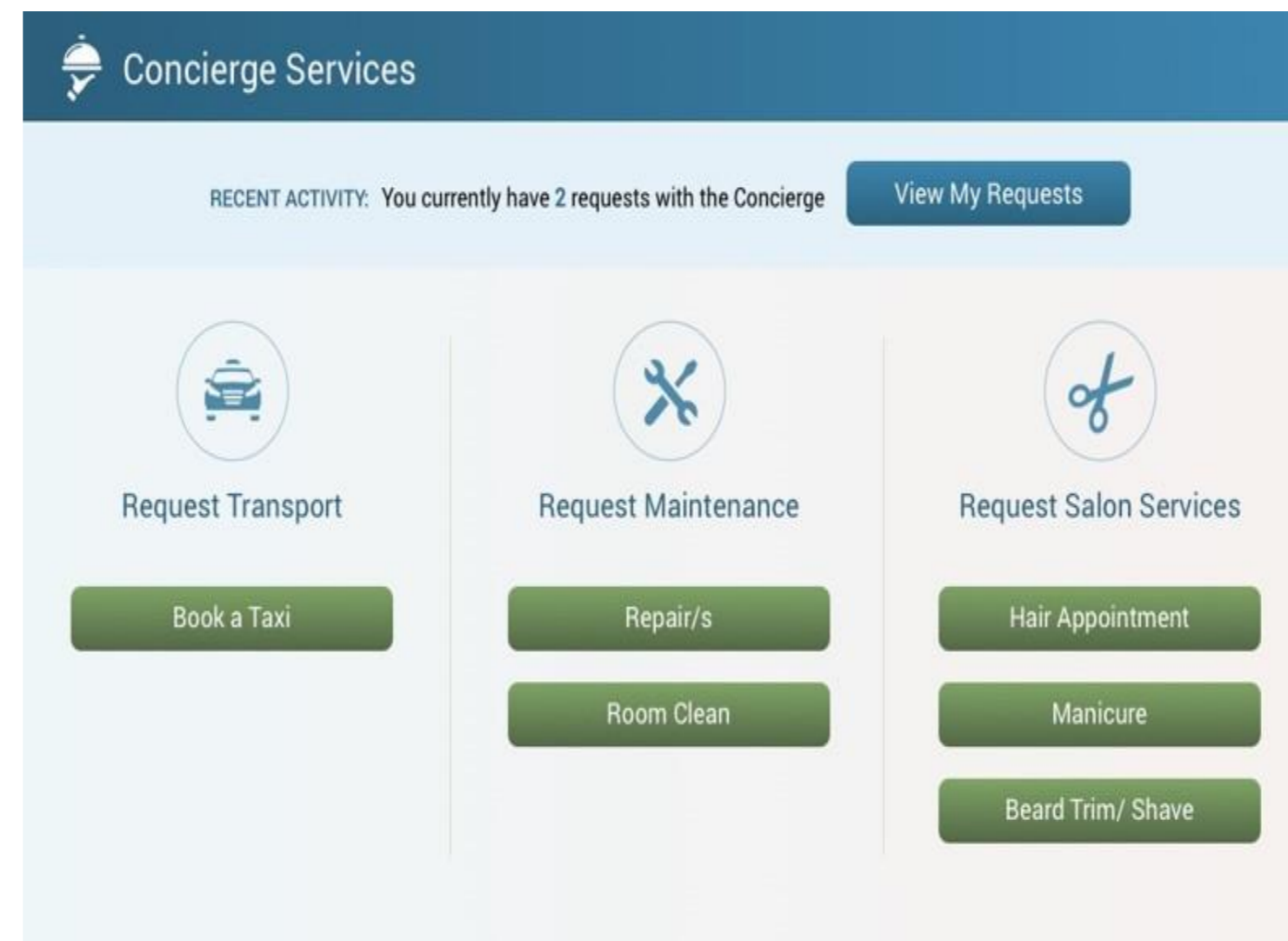
RESIDENT VIEW

To be used by residents.



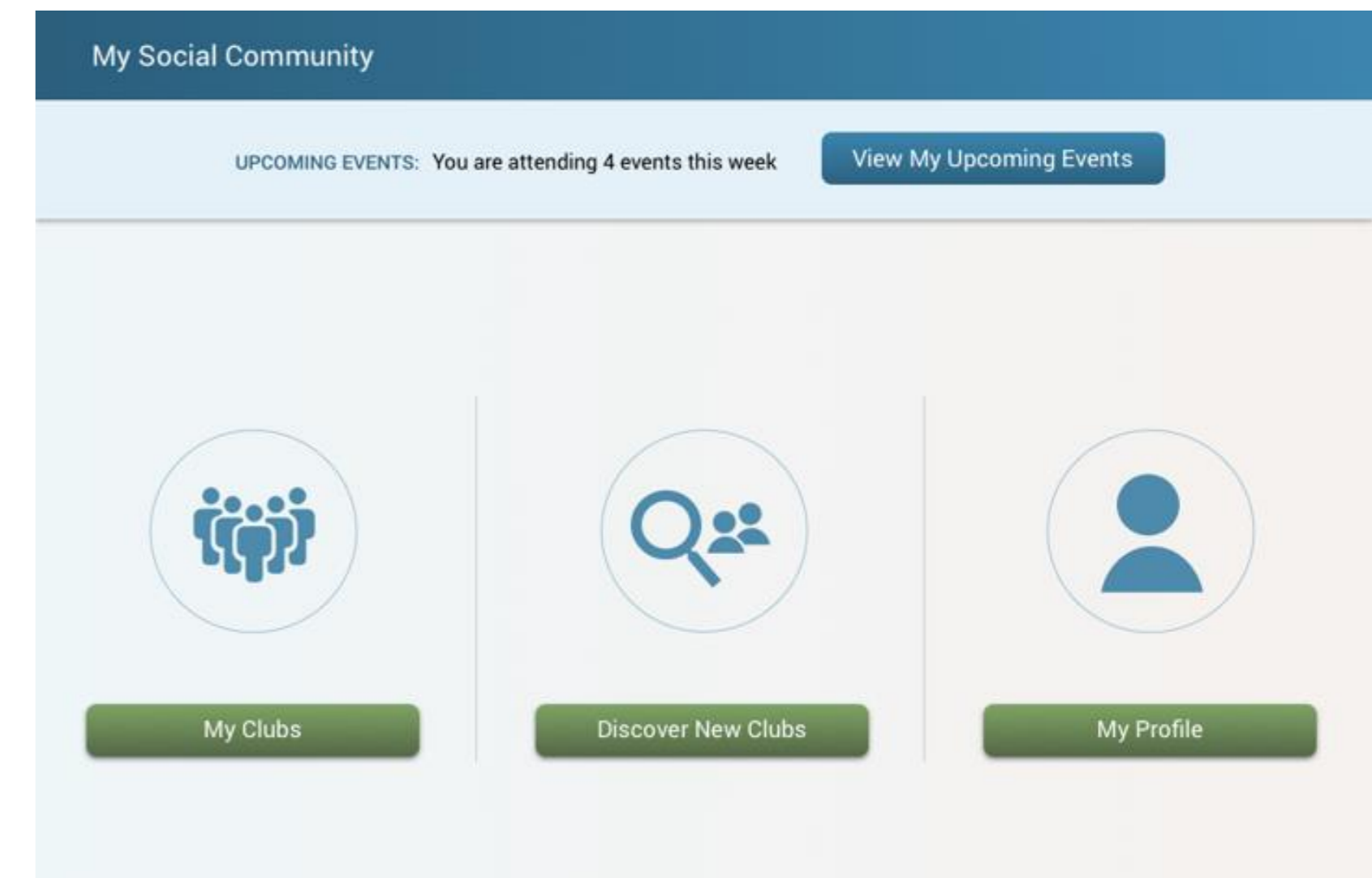
DASHBOARD

A resident uses the platform on a tablet to manage entertainment, health information, meals and more



CONCIERGE SERVICES

The resident can book taxis, request maintenance or even book a hair cut!



SOCIAL

Residents can sign up for activities, engage with others and view upcoming events.

APP FOR FAMILY MEMBERS

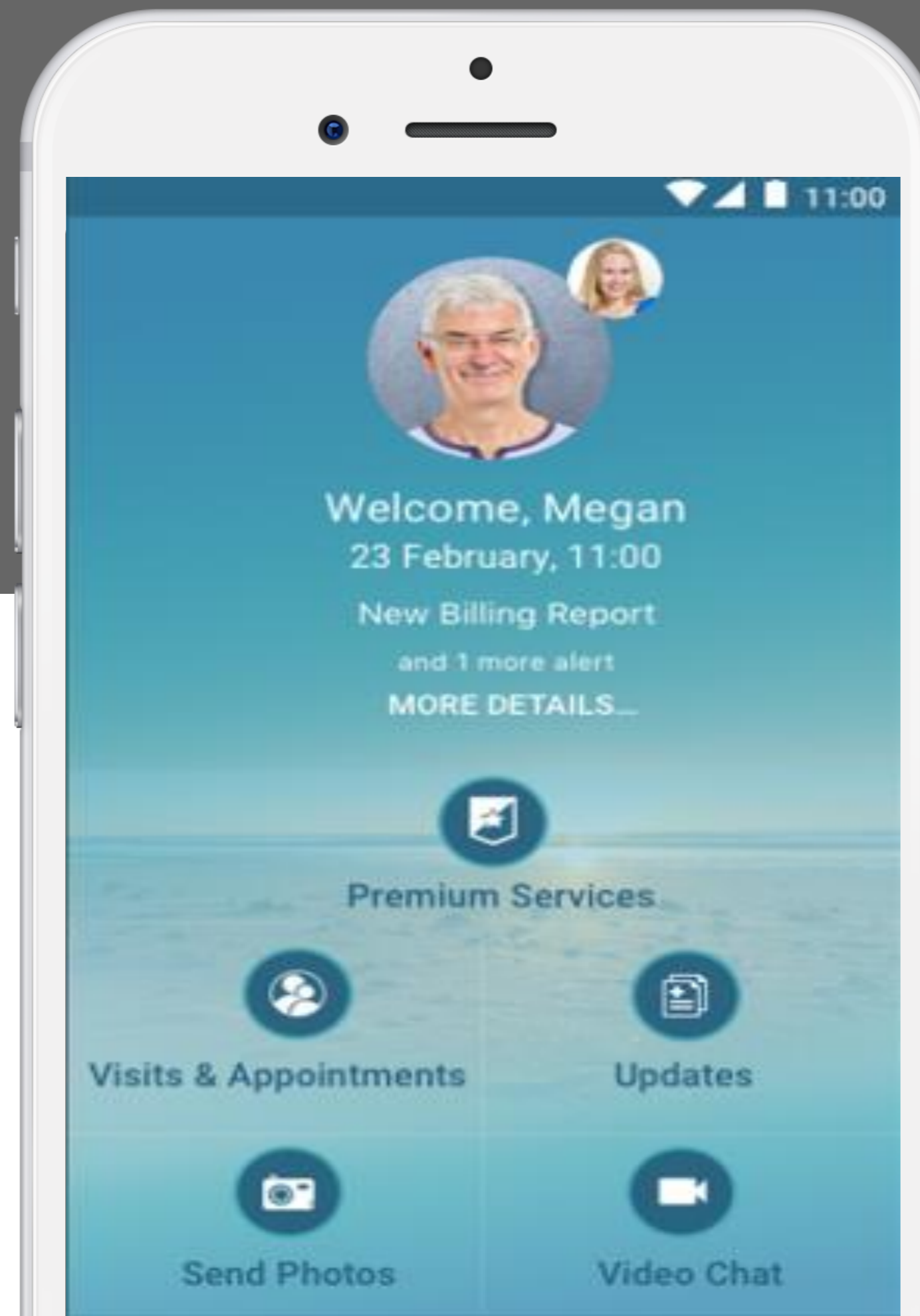
Family members can download the app and keep abreast of medical appointments and bills, schedule visits, pre book meals or arrange gifts or simply share photos and communicate with loved ones.

Care
Reports

Communication

Billing
Statements

Visits &
Appointments



KEY BENEFITS – Epworth Case Study

DEPLOYMENT

- 1,390 beds
- 43 wards
- 8 sites

TOTAL USERS

- Visiting medical officers : 673
- Nurses and leaders : 6,022
- Environmental and facilities staff: 309

ENGAGEMENT/ USAGE

- 120+ point of care champions
- Average # of nurse rounds/day : 15,505
- Average # of leader rounds/day : 721
- Average # of logins per day (all users) : 22,815

✓	70% reduction in patient falls	✓	40% reduction in written customer complaints
✓	60% reduction in hospital acquired pressure injuries	✓	10-20% improvement in patient experience
✓	50% reduction in nurse call alarms	✓	12.5% reduction in length of stay

OUR TRACTION TO DATE

The Oneview platform has been installed in 35 hospitals and continues to grow with a further 20 hospitals contracted but not yet installed. Hospitals typically sign 3-5 year contracts and customer retention has been 100% to date. The company also has a significant pipeline of qualified leads.

6,258

BEDS - LIVE

Number of beds installed and live in operation. Blended pricing A\$2.95 per bed per annum

4,452

BEDS - CONTRACTED

Number of beds where a contract has been signed but installation has not yet occurred.

10,710

TOTAL BEDS

The total number of beds under contract

9,667

BEDS - RFP

Number of beds where Oneview has been appointed preferred tenderer and/or is in contract negotiations

A S A T 3 1 D E C 2 0 1 8

Revenue from beds live, or contracted but not yet installed, is subject to terms of existing applicable contracts.
Revenue from beds under RFP is subject to entry of contracts and is not guaranteed.



TRUSTED BY GREAT HOSPITALS AROUND THE GLOBE

"Vendor support from RFP through installation was excellent and contributed largely to the success of the rollout" - UCSF Medical Center

"The quality and timeliness of the service has been wonderful. The team at Oneview has been very responsive and gracious in exploring all possibilities to meet our desired outcomes of the system and integrations" – Lancaster General Health

"Oneview has been one of our best partners since awarding them our patient experience RFP" – BJC Healthcare

100% Customer retention rate to date



STRATEGY &
FINANCIALS

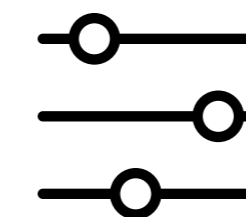
OUR GOALS

Following significant traction with major hospital groups globally, the company is laser focused on cash-flow breakeven via expansion in the US and Australian markets and management of the cost base.



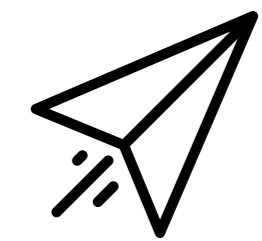
PATHWAY TO CASH-FLOW BREAK-EVEN

We need 21,700 hospital beds live to get to cash-flow break-even* (10,710 are currently contracted as at 31 Dec 18)



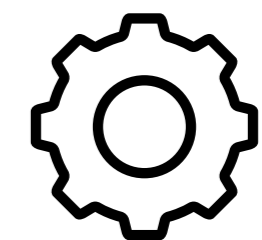
FOCUS

Recent changes in strategic direction have narrowed focus to 2 core products



EXPANSION

Delighted customers represent major expansion opportunities for the company



INNOVATION

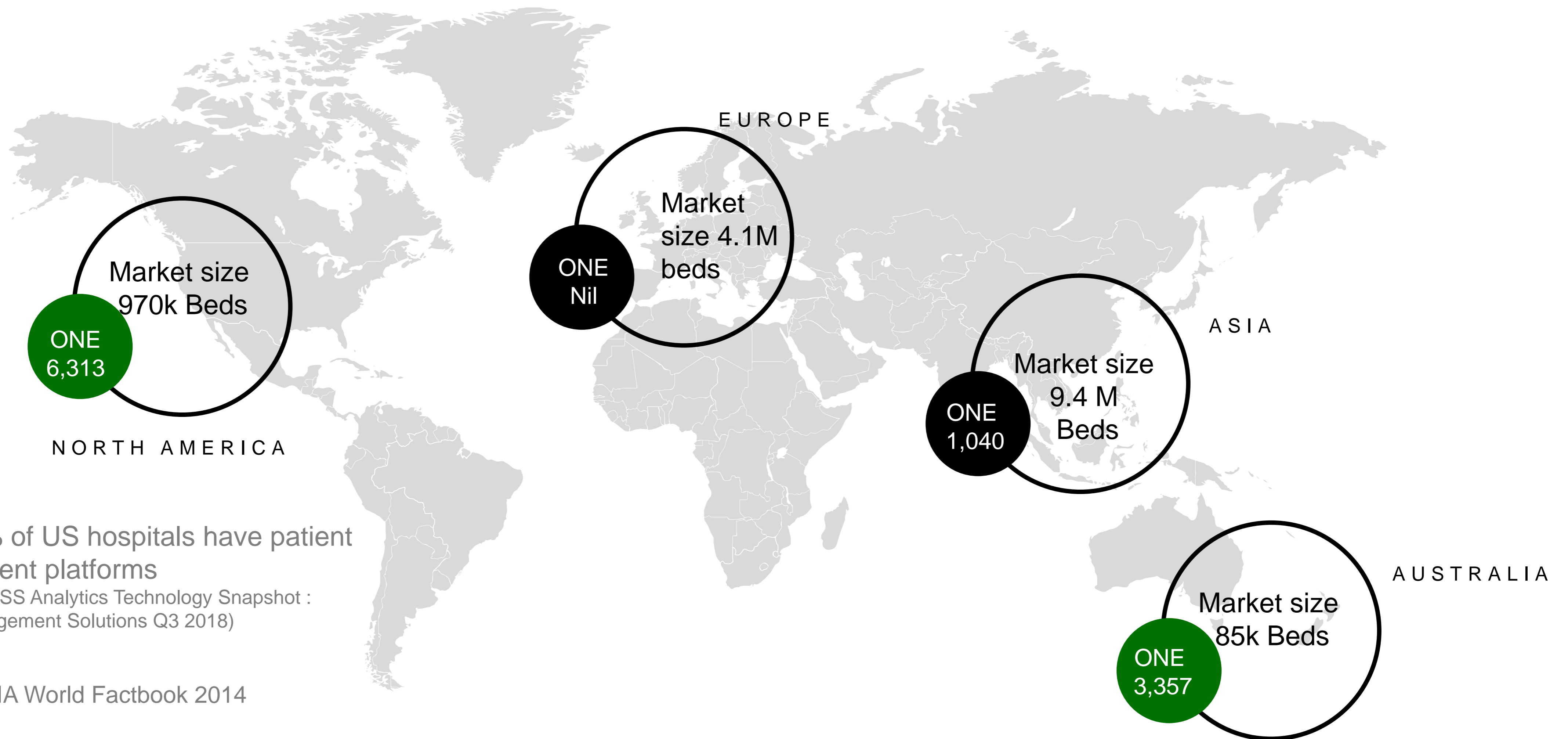
Constantly enhancing the value proposition of our platform

*Refer to page 26



THE OPPORTUNITY

Patient experience is a global opportunity with a growing demand. Oneview sales activity currently focused only on US and Australia which combined represents <5% of global hospital beds.



STRATEGY

Having established credibility with a diverse and discerning customer base the company is focused on the path to cash-flow break-even. Aggressively pursuing expansion opportunities within the existing customer base and securing the top hospital networks in the critical US market.

PIONEERS		REFERENCABILITY	SCALABILITY	DEPLOY FASTER
Oneview has a strong customer base, consisting of 55 hospitals including 3 of the top 15 ranked hospitals in the United States		Healthcare IT is a massive industry. Happy customers are the primary driver of new sales for IT vendors.	Delivering enterprise software in highly complex healthcare systems requires a material investment in security and scalability. Oneview has a proven track record catering to the most discerning customers.	Constantly seeking new ways to lower cost of ownership and deploy smarter and faster: through use of patient engagement tables, cloud and coax

RETURN ON INVESTED CAPITAL

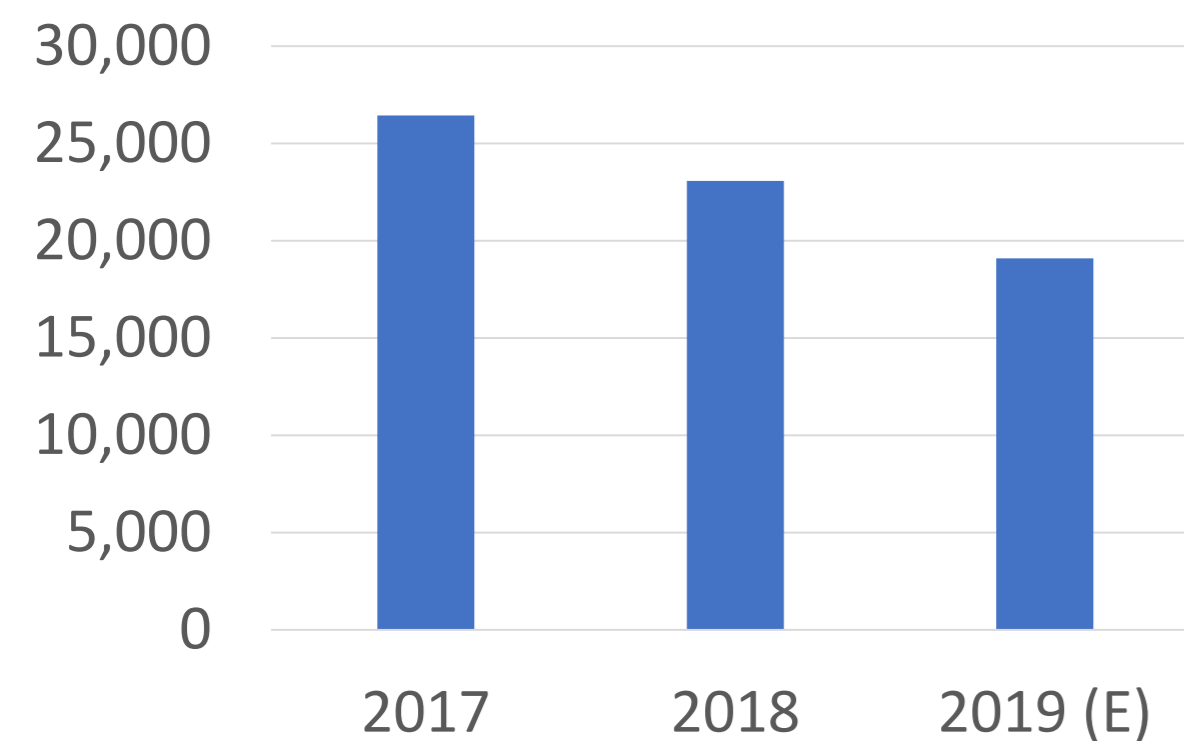
Oneview has carried out significant “heavy lifting” and is soon to be focusing primarily on market penetration. Early mover advantage is key.

~\$50m contract value	~\$41m to be collected	Positive feedback	Early Mover
<p>10,710 currently contracted beds are expected to generate ~A\$50m in recurring revenue over the life of the existing contracts</p>	<p>Only ~A\$9m of this revenue has been booked to date, leaving ~A\$41m of expected revenue yet to be recognised</p>	<p>Client feedback has been extremely positive. 100% customer renewal rate</p>	<p>Once installed, the Oneview platform has strong retention rates, hence the company’s focus on market penetration.</p>

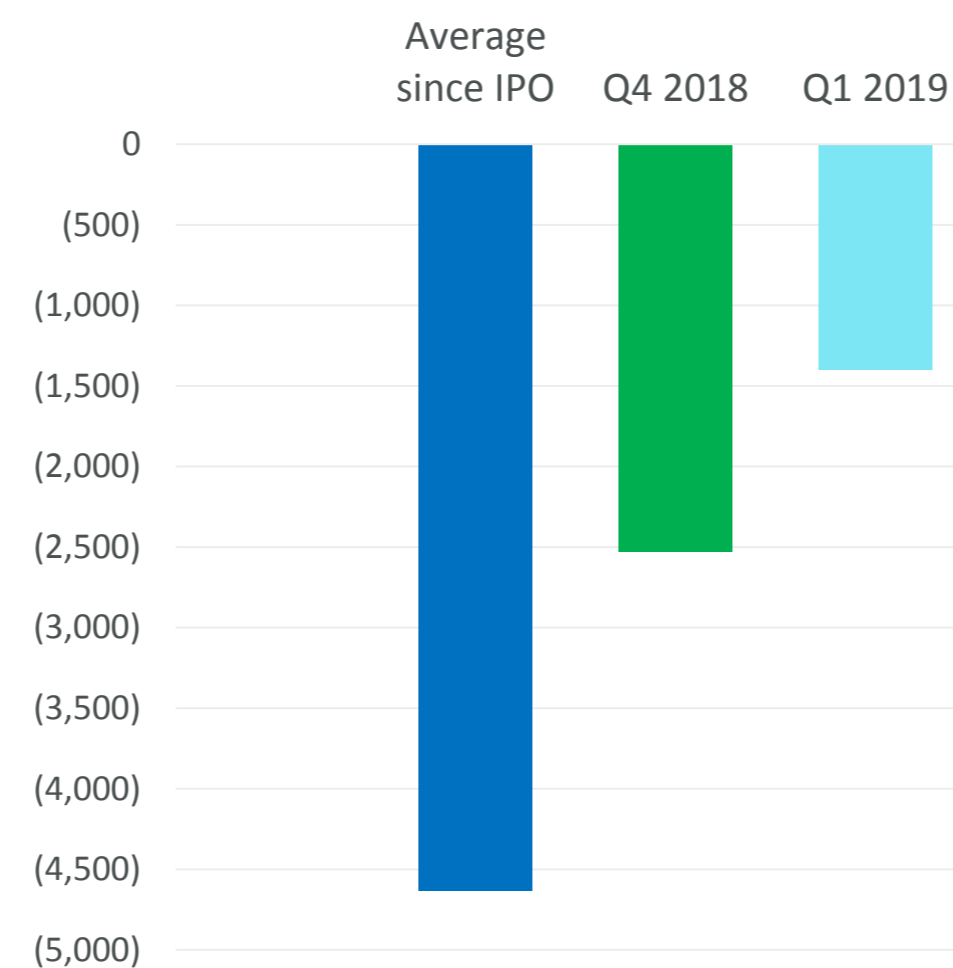
COST OUT INITIATIVES

Targeting minimum €4 million in annual savings for 2019

Total Operating Expenses
(€000's)



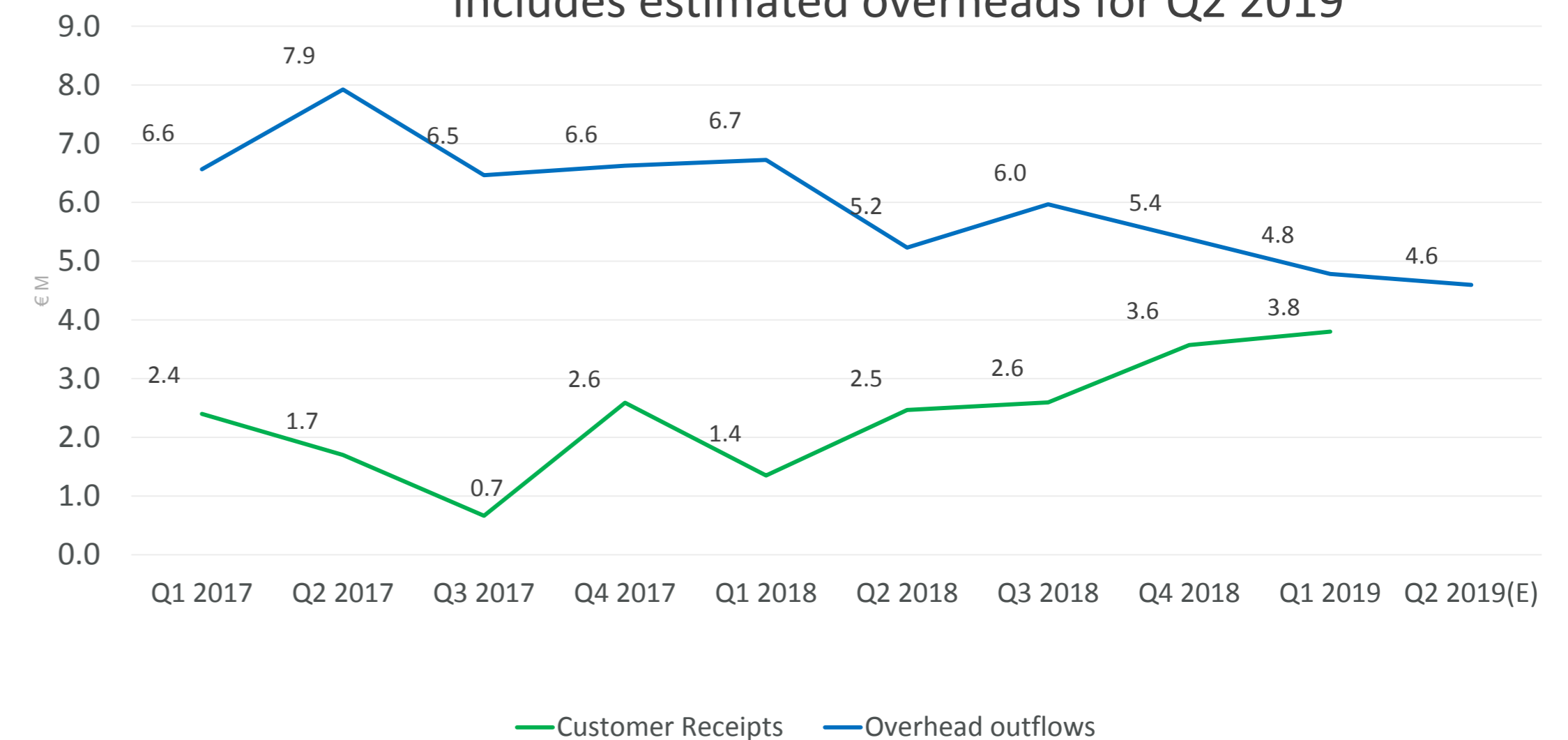
Net Operating Cash Used
per quarter (€000's)



Sales Receipts v. Overhead Outflows

(€'M) 2017 - Q1 2019

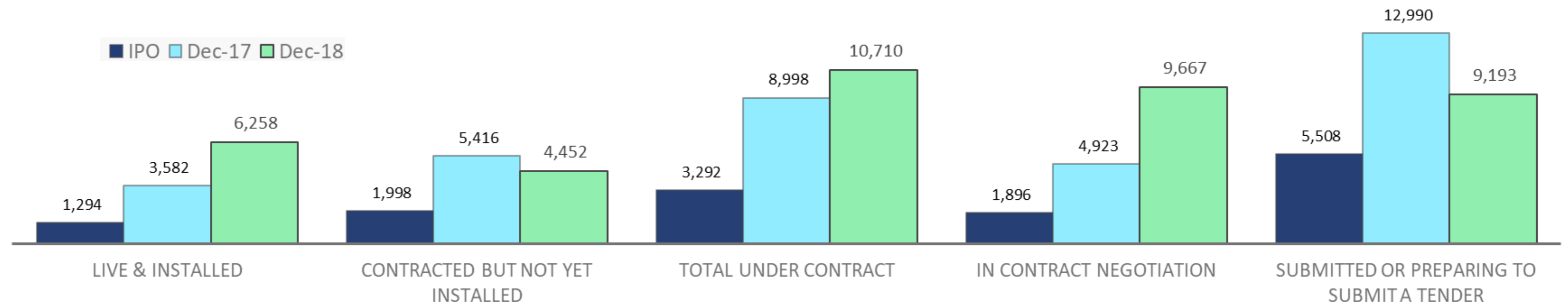
includes estimated overheads for Q2 2019



95% of R&D costs expensed

- July 2018: Leadership reorganisation
- November 2018: Strategic Review
 - Reduction in workforce ~ 20 people
 - Board of Directors 9 to 5
 - Salary sacrifices in the leadership team

Oneview continues to experience strong growth across key operating metrics

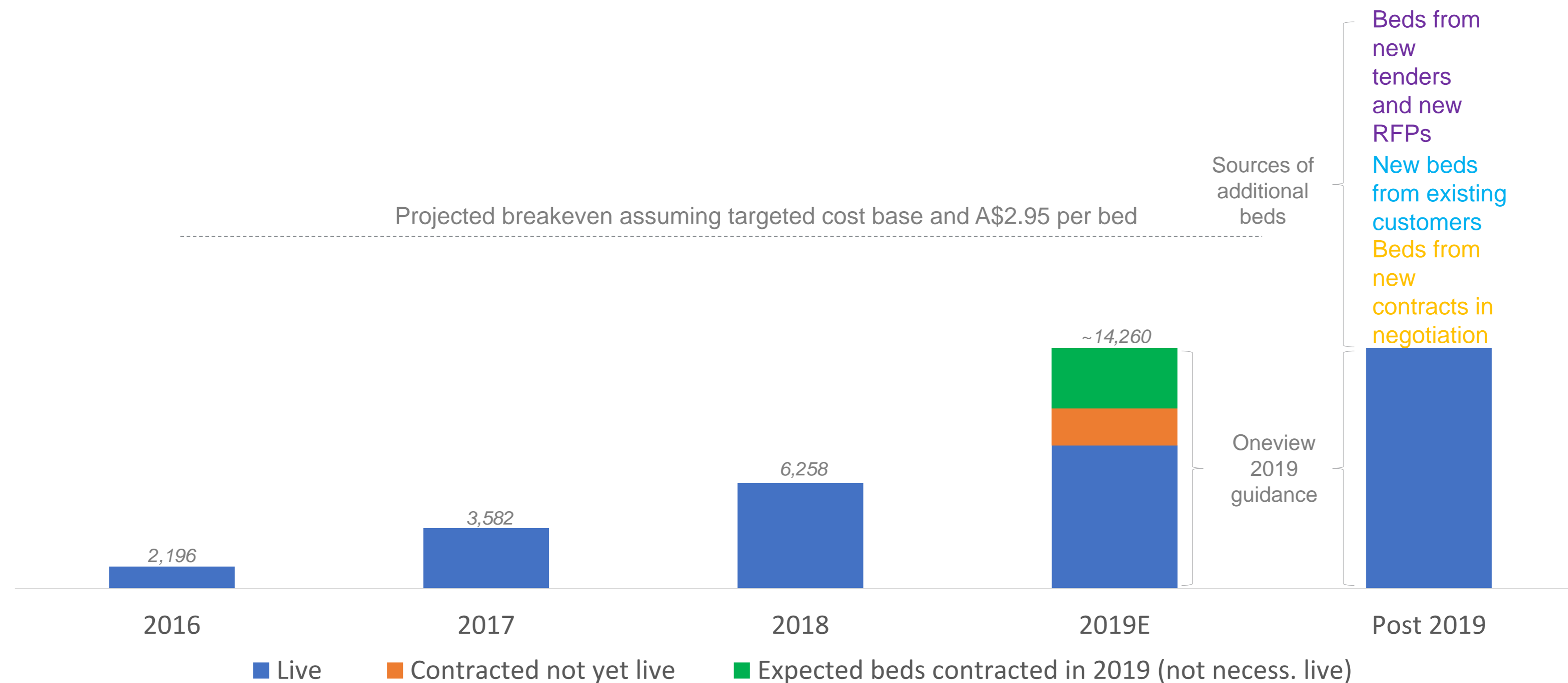


	IPO	Dec-17	Dec-18	CY18 v CY17
Live and installed	1,294	3,582	6,258	75%
Contracted not yet installed	1,998	5,416	4,452	-18%
Total under contract	3,292	8,998	10,710	19%
Appointed preferred tendered / in contract negotiations	1,896	4,923	9,667	96%
Submitted or preparing to submit a proposal (Note 1)	5,508	12,990	9,193	-29%

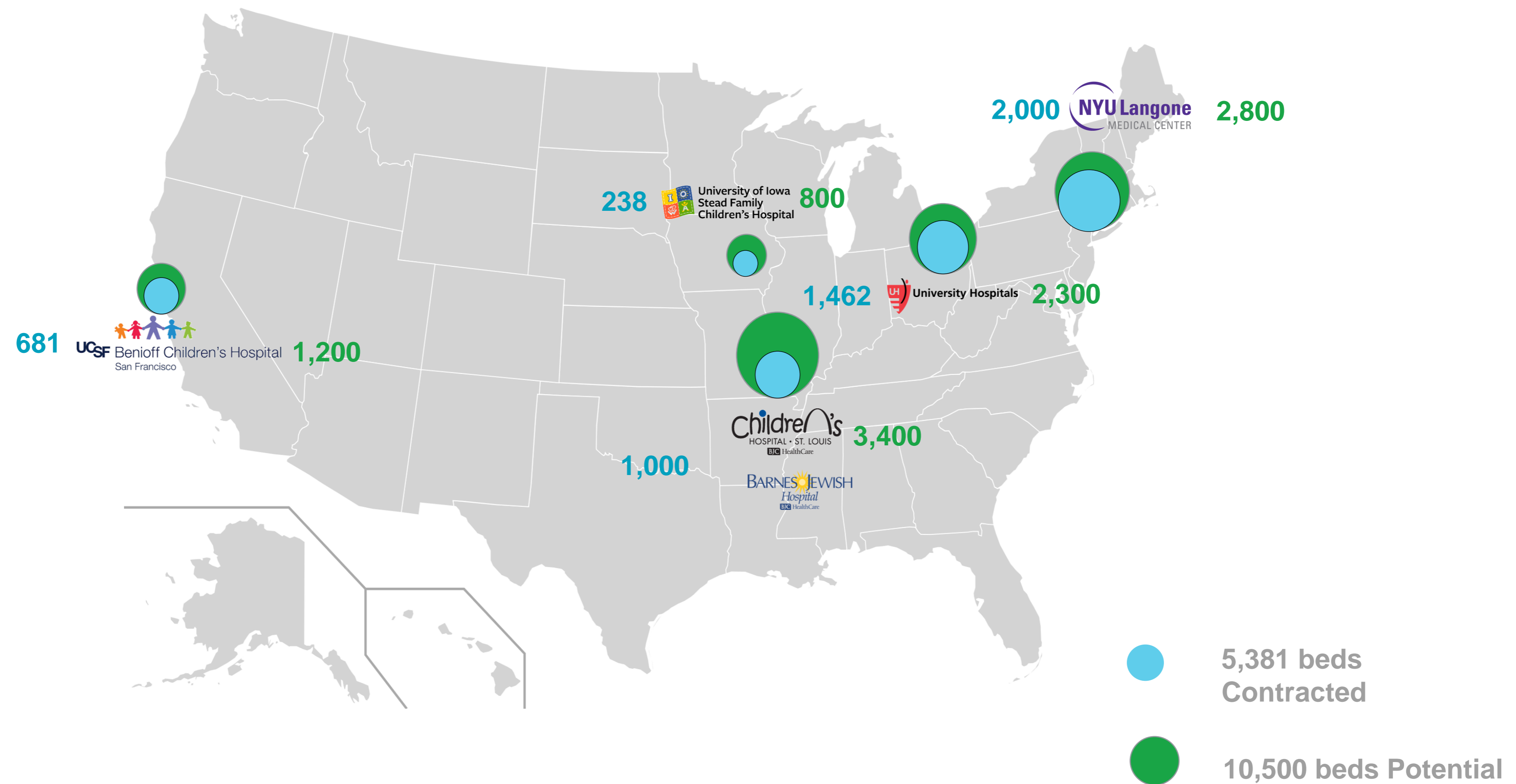
PATHWAY TO CASH-FLOW BREAK-EVEN

Based on current cost base, company requires 21,700 live inpatient beds to reach cash-flow breakeven. Targeting benefits of operational leverage after a decade of software development. Record customer receipts in Q4 CY2018.

Progression of Live Beds

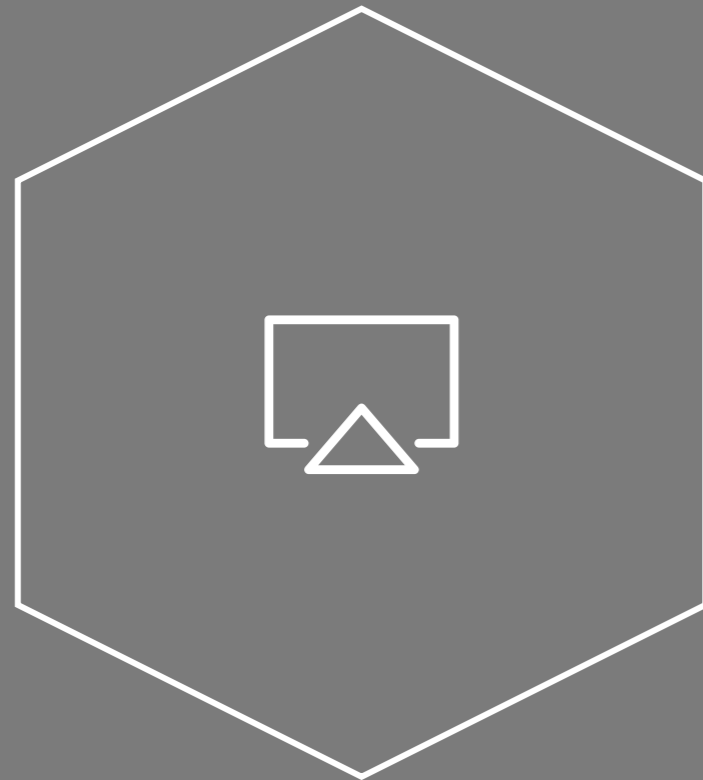


Existing Customer Bed Growth Potential of further 5,119 beds



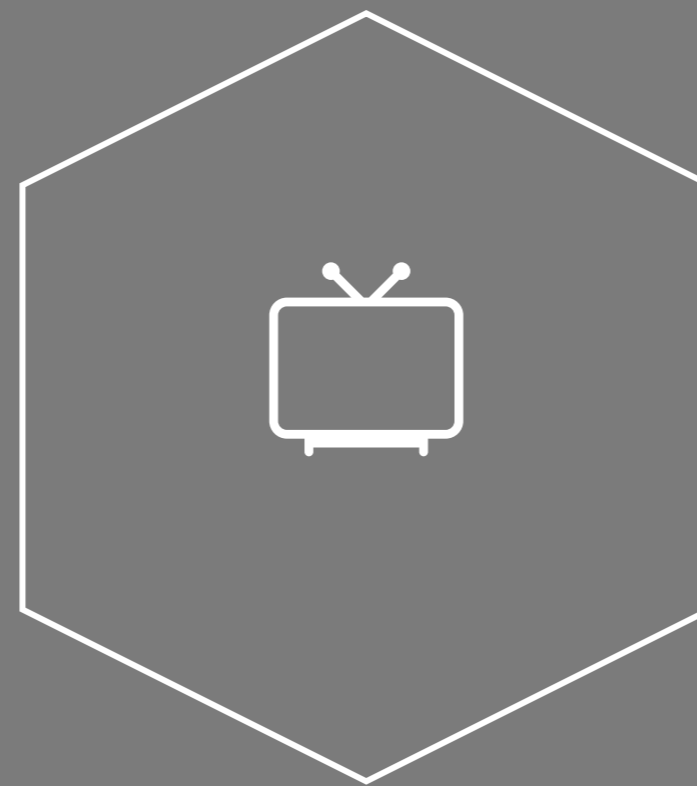
COMPETITORS

The competitive landscape has evolved from TV rental companies to patient engagement solutions with many hospitals expecting integration with workflow software and electronic health records. The concept of a smart hospital with a variety of IOT and tech offerings is starting to take shape, albeit slowly in some markets.



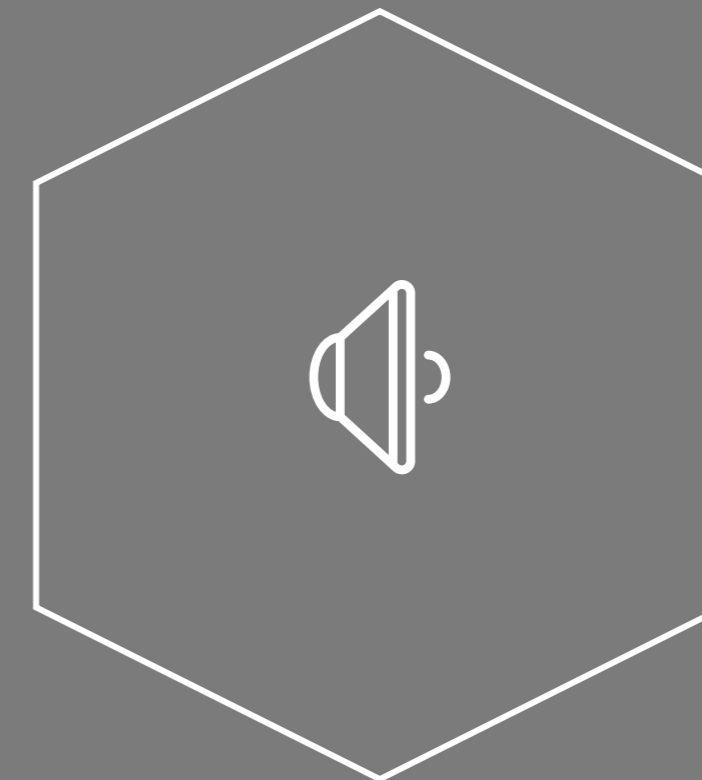
PATIENT ENGAGEMENT SOLUTIONS

Get Well Networks (US)
Lincor Solutions (Global)
Sonifi (USA)



TV RENTAL COMPANIES

Hills Health Solutions (Aust)
pCare (USA)
Rauland (Australia)
Telstra



ELECTRONIC HEALTH RECORD PROVIDERS

Cerner
Epic

The list of competitors on this slide is not exhaustive

THE BOARD

A group of highly talented and passionate individuals, committed to delivering superior outcomes to maximize benefits for users, companies and the broader industry.



MARK MCLOSKEY

President & FOUNDER

Over 20 years experience in senior roles within the communications and technology sector, including East Telecom, Easycash and Royal Bank of Scotland.



JAMES FITTER

CEO

James has been CEO of Oneview since January 2013, helping transition what was then a 20 person start-up into a publicly traded company in just over 3 years. Prior to his, James enjoyed a highly successful 25 year career as a fund manager and financial services executive, living and working on 4 continents.



JOSEPH ROONEY

CHAIRMAN

Joe joined Oneview in 2016. He is also a senior advisor to Precision Macro, a global macro research firm based in Connecticut. Prior to this, Joseph was a partner and global strategist at Autonomy Capital and a Managing Director at Lehman Brothers.



MICHAEL KAMINSKI

Non Executive Director

Michael has been a senior executive for over 20 years and most recently served as CEO of Landauer Inc, a public company that was bought out. Prior to this, he was CEO for Stereotaxis and held several Sales and marketing roles with Hill-Rom.



DR LYLE BERKOWITZ

Non Executive Director

Lyle is a physician, entrepreneur, Innovator and company director. He is an active speaker and author on topics such as Electronic Health records, Physician Usability and Healthcare Innovation. Lyle sits on several boards of companies in the healthcare sector.

KEY HIGHLIGHTS

Oneview is strongly positioned to leverage early market success into a sustainable business model.

Balance sheet strength is a pre-requisite to fulfill the company's mission.



- Strong growth since IPO with 55 hospital customers signed (vs 19 @ IPO in 2016)
- Total of 10,710 beds under contract
- Zero debt. Record cash receipts Q1, CY19 of A\$6m. Cash balance A\$12m (at 31 March 2019)
- 100% customer retention
- Lessons learnt = Resized cost base. Record low cash outflows A\$2.2m vs previous quarter A\$3.95m
- Upside potential from launch of Senior Living product

Oneview has conducted a placement to raise A\$25 million, subject to securityholder approval. It will also undertake a security purchase plan, subject to securityholder approval, to raise up to A\$2 million and subject to scale back. The purpose of the equity raising is to provide the company with additional balance sheet flexibility to facilitate growth, accelerate sales of its Inpatient product and accelerate the launch of its Senior Living product. This will ultimately support Oneview to achieve its mission of proving that more engaged patients lead to better clinical outcomes.

THE OFFER

Oneview Healthcare PLC has conducted a conditional placement to raise A\$25m at A\$0.25 per security. Oneview will also conduct a conditional security purchase plan ("SPP").

CONDITIONAL PLACEMENT

- The conditional placement will raise A\$25m
- Subject to security holder approval

USE OF FUNDS

- Accelerate sales of core inpatient product
- Accelerate market launch of senior living product
- Strengthen balance sheet in order to facilitate growth

SPP

- The company also intends to undertake a security purchase plan to all eligible security holders.
- Up to A\$2m, subject to scale back
- Subject to security holder approval

The issue price under the SPP will be the issue price under the Conditional Placement. Eligible security holders can apply for new securities up to A\$15,000. Details will be provided in a separate booklet to be sent to eligible security holders.

INDICATIVE CAPITAL RAISING TIMETABLE

All dates specified in the presentation (including this table) are indicative and subject to change.

Capital Raising Dates	
SPP record date	Wednesday 10 May 2019
Announcement of outcome of Placement and Company resumes trading	Thursday 11 April 2019
Extraordinary General Meeting for approval of issue of Placement and SPP securities (EGM)	Friday 10 May 2019
Placement settlement (subject to approval)	Wednesday 15 May 2019
Allotment of Placement (subject to approval)	Thursday 16 May 2019

The SPP offer will be run between the announcement of the outcome of the Conditional Placement and the EGM (refer to above). Details will be provided in a separate booklet to be sent to eligible security holders.



APPENDICES

The following slides containing financial information (Income Statement, Balance Sheet & Cashflow Statement) have been extracted from the FY18 Results presentation released by Oneview to the ASX on 28 February 2019.

Income Statement

€ millions	CY18	CY17	VARIANCE % (CY18 – CY17)
Recurring revenue	3.44	2.55	35%
Non recurring revenue	4.76	3.77	26%
Total revenue	8.20	6.31	30%
Cost of sales	(4.15)	(2.76)	50%
Gross profit	4.05	3.55	14%
Sales & marketing expenses	(6.80)	(7.41)	-8%
Director expenses	(1.28)	(1.28)	0%
Rent & related expenses	(1.20)	(1.11)	9%
Product development & delivery expenses	(10.88)	(11.22)	-3%
General & administration expenses	(3.12)	(3.69)	-16%
Operating EBITDA	(19.23)	(21.15)	-9%
Non cash share based expenses	(0.41)	(2.19)	-81%
EBITDA	(19.64)	(23.34)	-16%
Depreciation	(0.33)	(0.28)	16%
Amortisation	(0.44)	(0.44)	-1%
EBIT	(20.41)	(24.07)	-15%
Net finance costs	0.19	(1.74)	
Profit / (loss) before tax	(20.22)	(25.80)	-22%
Income tax expense	(0.06)	(0.10)	
Net profit / (loss) after tax	(20.28)	(25.90)	-22%

- Recurring revenue growth of 35%. Non recurring revenue growth of 26% (CY17 to CY18).
- Employee salary costs decreased to €15.4m from €17.0m (-9%) in line with headcount reductions from average of 167 in 2017 to average of 153 in 2018 (-8%). Year end headcount decrease from 162 to 133 (-18%). Costs are expected to trend downwards following reorganisation announced effective December 2018.
- Salaries and travel represent approximately 85% of total overhead expenses.
- Rent & Directors expenses are expected to be materially lower in 2019 following the reorganisation announced last November.
- CY18 net finance costs represent unrealised FX gain of €0.27m versus FX loss in CY17 of €1.74m.

Balance Sheet

€ millions	as at 31 Dec 2018	as at 31 Dec 17
Assets		
Cash and cash equivalents	9.33	28.61
Trade and other receivables	5.39	4.62
Property, plant and equipment	0.61	0.89
Intangible assets	1.26	1.03
Other assets	0.25	0.25
Total assets	16.85	35.40
Liabilities		
Payables	(3.94)	(3.45)
Deferred income	(2.97)	(1.72)
Total liabilities	(6.92)	(5.18)
Net assets	9.93	30.22
Equity		
Contributed equity	85.90	85.90
Reserves	4.51	4.83
Retained profits	(80.49)	(60.51)
Total equity	9.93	30.22

- Closing balance sheet at 31 December 2018 with net assets of €9.93m including cash on hand of €9.33m
- Cash is held in € and US\$ proportionate to underlying currency spend. No exposure is expected from fallout of Brexit or weaker £ sterling

Cash-Flow Statement

€ millions	CY18	CY17
<i>Cash flows from operating activities</i>		
Receipts from customers	9.98	7.35
Payments to suppliers	(11.06)	(9.41)
Payments to employees	(17.86)	(19.59)
Finance charges paid	(0.02)	(0.02)
Income tax paid	0.28	0.05
Net cash used in operating activities	(18.68)	(21.63)
<i>Cash flows from investing activities</i>		
Purchase of property, plant and equipment	(0.08)	(0.58)
Acquisition of intangible assets	(0.67)	(0.65)
Proceeds on disposal of fixed asset	0.01	0.00
Net cash used in investing activities	(0.74)	(1.23)
<i>Cash flows from financing activities</i>		
Proceeds from issue of shares net	0.00	19.21
Repayment of borrowings	0.00	0.00
Transaction costs	0.00	(1.39)
Proceeds from unpaid share capital issued in 2015	0.00	0.00
Net Cash generated by financing activities	0.00	17.81
Net increase / (decrease) in cash held	(19.41)	(5.05)
Foreign exchange impact on cash and cash equivalents	0.13	(1.43)
Cash and cash equivalents at beginning of financial period	28.61	35.09
Cash and cash equivalents at end of financial period	9.33	28.61

- Record cash collections of €3.46m in Q4 2018
- Only one month's benefit of previously announced reduction in force effective 1 December 2018

Key Business Risks

Risk category	Risk	Risk description
Strategy risks	Failure to successfully implement its business strategy	Oneview is focusing on 2 solutions, InPatient and Senior Living. There is a risk that Oneview’s current solutions or business strategy or any of its subsequent growth initiatives will not be successfully received by a sufficient number of customers or implemented successfully or in sufficient time to deliver the expected returns or ultimately be profitable. Implementing its newer solution, Senior Living, and implementing the Oneview solutions generally for a large number of new customers, will test the business’ execution capabilities. If Oneview is unable to successfully implement the Oneview solution for its customers, or if implementation costs overrun, or attractive pricing and other terms in new or extended contracts are not able to be agreed with customers, or implementation is unexpectedly delayed, Oneview may not deliver expected returns and ultimately may not become profitable and may fail to comply with its contractual obligations. Should it not deliver its strategy, Oneview may be unable to meet operating expenditures as they become due. As a result of any of these risks, Oneview, which is currently not profitable, may not generate the financial returns it intends. There is also a risk that Oneview is unable to scale fast enough to secure and implement all the opportunities that may present to it in the future. Further, growth into new markets may be inhibited by unforeseen issues particular to a territory or sector, including the need to invest significant resources and management attention to the expansion, and the possibility that the desired level of return on its business will not be achieved.
	Android hardware risk	As it is not currently commercially available, the Company procures certain android hardware specifically for the healthcare industry from original equipment manufacturers in Asia via third parties in the United States. There is a risk that such third parties or their agents may deliver hardware that doesn’t meet the specifications or requirements of Oneview’s software. Successful procurement of quality healthcare grade Android hardware is critical to Oneview’s stated growth strategy. A delay in the successful procurement of the Android hardware or existence of unforeseen issues in the operation, maintenance or customisation of that solution may result in potential breach or termination of contracts contingent on the Android solution, or may impact the renewal of existing contracts or Oneview’s ability to win new contracts. These events may have a material adverse effect on Oneview's financial performance and position.
	Competition and technology risk	<p>Oneview’s operating performance is influenced by a number of competitive factors, including the success and awareness of its brand, its sophisticated technology and its commitment to ongoing product innovation. The industry in which Oneview operates, including in Australia, the U.S., the Middle East, and globally, is subject to domestic and global competition, which may increase, and any change in the foregoing competitive factors, or others, may impact Oneview’s ability to execute its business and growth strategies:</p> <ul style="list-style-type: none">— Existing competitors could increase their competitive position through aggressive marketing, product innovation and/or price discounting;— Oneview may fail to anticipate and adapt to technology changes or client expectations at the same rate as its competitors;— Existing or new competitors could offer software at a more competitive price, which may affect Oneview’s ability to sustain or increase prices;— Customers who currently utilise systems offered by existing competitors (including local operators in specific markets or those with a greater market share in certain markets) may have contracted with such competitors for a considerable period of time or have onerous termination clauses, or may determine that it is prohibitively costly and/or time consuming to adopt the Oneview solution, or customers looking to implement may prefer to contract with local operators;

Key Business Risks

Risk category	Risk	Risk description
Strategy risks (cont.)	Competition and technology risk, continued	— New competitors, including large global EHR corporations or large software vendors operating in adjacent industries, may enter the market. These corporations may have well recognised brands, longer operating histories or pre-existing contractual relationships, or greater financial and other resources to apply to R&D and sales marketing, which may enable them to develop products in advance of Oneview and more effectively than those developed by Oneview and/or better withstand any downturns in the market. As a result, Oneview's current and future technologies and products may become obsolete or uncompetitive, which may result in adverse effects on revenue, margins and profitability.
Financial risks	Funding requirements, including reduced access to funding	In the future, Oneview could be required to raise capital through public or private financing or other arrangements. Such financing in the future may not be available on acceptable terms, or at all, and a failure to raise capital when needed could harm Oneview's business. There is a risk that if Oneview requires additional funding and cannot raise funds on acceptable terms, it may not be able to fund its operations, grow its business or respond to competitive pressures.
	Working capital risk	Maintaining sufficient working capital is a fundamental requirement for Oneview to meet its financial obligations. Given the timing difference of accounts receivables and accounts payables, Oneview may face temporary cash constraints, in particular when Oneview has to make large payments for hardware procurement. The inability to maintain a strong balance sheet or to secure new capital or credit facilities (in the form of cash advance, overdraft and bonding facilities) could impact Oneview's opportunity to meet its ongoing liquidity needs or tender for new business. Oneview has engaged in a program of rationalising its cost base and continues to assess its operating costs to seek to ensure it is operating as efficiently as possible. There is no guarantee that it will be able to achieve further significant cost savings without adversely affecting its ability to implement its growth strategy or at all. If it is required to significantly reduce its costs base further, this may adversely affect its ability to implement its business strategy.
	Absence of dividends	The Board has yet to establish a dividend policy, and does not expect to pay dividends in the near term. While Oneview continues to expand its business operations, Oneview expects to continue to reinvest in its growth rather than distribute profits in the form of dividends. The ability of Oneview to pay any dividend in the future is dependent on many factors. The Directors do not give any assurance regarding the payment of dividends in the future.

Key Business Risks

Risk category	Risk	Risk description
Financial risks (cont.)	Other financial risks	Oneview's financial reports are prepared in Euros. However, revenue, expenditure and cashflows, and assets and liabilities from Oneview's operations are denominated in various other currencies. For example its Australian, U.S. and U.A.E operations are denominated in Australian dollars, U.S. dollars and U.A.E. dirham, respectively. Oneview is therefore exposed to the risk of fluctuations in the value of currencies (for example fluctuations of the Euro against those currencies), and adverse fluctuations in exchange rates may negatively impact the translation of account balances and profitability from these offshore operations. Oneview is subject to other financial risks including price risk and liquidity risks which are set out in Section 5.3 General Risks in Oneview's Prospectus released to ASX on 19 February 2016.
	Operational risks	
	Failure to retain existing customers and attract new business / contracts	Oneview's business relies on the ability to retain its existing customers, secure new customers and contracts (particularly having regard to the fact that Senior Living is a new solution), and maintain business relationships. There is a risk that existing Oneview customers terminate their contracts or do not renew their contracts when the initial contract term comes to an end (generally 3 to 5 years after commencement). There is also a risk of delay or cancellation of: customers putting projects out to tender, projects that Oneview successfully tendered for, and/or termination of customer contracts that Oneview has entered into but not yet commenced implementing. There is also a risk that customers may adopt different strategies or priorities which reduce the need or desire to implement Oneview's solutions, which may particularly affect Oneview's newer Senior Living Solution which does not currently have the track record that its InPatient solution does. This would have a negative impact on Oneview's successful implementation of its business strategy, having an adverse impact on its business, financial performance and operations, particularly if this were to occur in relation to a number of different customer relationships.
	Contract risk	Oneview's customer contract tender processes often take 12-18 months to materialise. As a consequence, there is a timing risk: external factors may change the nature of these contracts and cause them to be cancelled or delayed, which will impact future revenue, earnings and cash flow.
	Risk that the Oneview solution is disrupted, fails or ceases to function efficiently	Oneview depends on the performance and reliability of its technology and products. There is a risk that the Oneview solution contains defects or errors, which become evident when the software is implemented for new customers; new versions or enhancements are rolled out to existing customers; when new solutions such as the Android solution are adopted. Internet-based services frequently contain undetected errors when they are introduced or when new versions or enhancements are released. Such occurrences could harm Oneview's reputation, its financial position and performance, and its ability to generate new business. Further, Oneview typically warrants its software for the life of the customer contract, so defects in existing or future developed products and services may lead to warranty claims, which could have a material adverse effect on Oneview's business, financial performance and operations.

Key Business Risks

Risk category	Risk	Risk description
Operational risks (cont.)	Information technology and cyber security	Oneview's business is dependent on the efficient operation of information technology systems to support its operations and to ensure security of information. Any system failure, virus, breach of data and IT security could result in business interruption, the loss of clients or contracts, damaged reputation and a weakening of Oneview's competitive market position, particularly where restorative/substitute technology systems are not available on acceptable terms. Furthermore, cyber attacks on Oneview may lead to the distribution of sensitive patient information (or client or business information) and damage to Oneview's business prospects and reputation. The effect of any such event could extend to claims by patients, reputational damage, regulatory scrutiny and fines.
	Sale by long term investors and directors	Any significant sale of CDIs, or the perception of a sale of CDIs, by a long term investor in the Company or the directors might have an adverse effect on the price of the CDIs or the perceived value of the Company.
	Actual and potential disputes	Due to the contractual nature of Oneview's relationships, Oneview may in the future be subject to claims, disputes or proceedings in its ordinary course of business. Any dispute could be costly and damaging to Oneview's reputation, business relationships, operating and financial performance and position.
	Significant unanticipated costs or delays might arise in relation to Oneview's business	Cost estimates are made in advance of undertaking a contract and are dependent upon assumptions, estimates and judgments, which may ultimately prove to be inaccurate or unreliable. There is a risk that significant unanticipated costs or delays may arise during the course of implementation due to (i) errors and omissions; (ii) unforeseen technical conditions or increases in hardware costs, particularly for example for Senior Living that is a newer solution for Oneview; or (iii) inadequate contractual arrangements. Significant unanticipated costs could have a material adverse impact on margins and, ultimately, Oneview's business, financial performance and operations.
	Personnel risk	Oneview is reliant on the talent, effort, expertise, industry experience and contacts, and leadership of its management. Whilst Oneview has entered into employment contracts with all management personnel, the loss of any of Oneview's key management personnel or developers/engineers, or a delay in their replacement could impact Oneview's business. Due to a shortage of appropriately skilled workers in the software and technology development industry, Oneview may not be able to find appropriate replacements for departing staff members. This may impact the quality of services Oneview provides, the value of the business and Oneview's ability to compete with its competitors in enhancing and developing its products. There is also a risk that, as Oneview grows, it cannot attract and retain personnel with the necessary industry experience, expertise and ability to execute its strategy, such that its future growth may be restricted and the quality of its services and revenues reduced, with a corresponding adverse impact on its business, financial performance and operations.

Key Business Risks

Risk category	Risk	Risk description
Operational risks (cont.)	Market adoption of Oneview's products	If Oneview's products are not widely adopted by healthcare providers (in particular Oneview's Senior Living solution which is a new product), including as a result of Oneview's failure to prove return on investment, or if the market for Oneview's products in the healthcare industry fails to grow at the expected rate, demand for the Oneview solution could be negatively impacted and Oneview's ability to sustain and grow its business may be adversely affected.
	Intellectual property risk	Oneview relies on its intellectual property rights and there is a risk that Oneview may fail to protect its rights for a number of reasons. Oneview has historically used a mixture of legal (e.g. confidentiality agreements and code of conduct agreements) and technical (e.g. data encryption) methods to protect its intellectual property. As Oneview grows and diversifies geographically, there is a risk that these actions may not be adequate and may not prevent the misappropriation of its intellectual property or deter independent development of similar products by others. If Oneview fails to protect its intellectual property rights adequately, competitors may gain access to its technology, which would in turn harm its business, financial performance and operations.
	Integration risk	Oneview depends on the performance and integration capability of the Oneview solution with customers' existing systems. The functionality and accessibility of the platform is important to customers and any disruption or issues with the integration could harm Oneview's reputation and its ability to generate new business.
	Issues associated with implementation, installation and hardware procurement services	There is a risk that Oneview is required to fund the hardware procurement costs where it is unable to negotiate preferential payment terms with its customers or encourage its customers to enter into direct contracts with third party hardware providers. A requirement to fund hardware procurement costs has an initial negative cash-flow impact and any interruptions to the timing of hardware installation can result in further delayed realisation of cash flows. Oneview's reliance on third parties to deliver and support its products also exposes it to risks where those third party suppliers do not satisfy their obligations in accordance with their contract with Oneview. For example, where the product delivered and installed by a third party hardware provider does not match contracted requirements, this can lead to disruptions in the implementation process, operational or business delays, damage to Oneview's reputation, claims against Oneview by its customers and potential customer disputes and/or the eventual termination of customer contracts. Oneview's third party technology supplier contracts may also not entitle the Company to recover all of the losses it may suffer.
	Foreign operations and Sovereign risks	Because the Company is incorporated in Ireland, certain provisions of the Corporations Act , including in relation to takeovers and substantial holdings do not apply. Similarly, the Company is not bound by the takeovers rules under Irish law because they only apply to public companies incorporated in Ireland whose CDIs are, or have in the previous five years been, traded on certain exchanges (which do not include the ASX). The Company has therefore incorporated into its Constitution security holder protection provisions that are similar to the provisions of the Corporations Act. In these circumstances, any claim against the Company for a breach of its Constitution would need to be brought in Ireland. Any such claim would be contractual in nature and may therefore not have the same level of enforceability as a claim under the Corporations Act. As a result of the Company being incorporated in Ireland, it may also be difficult for investors to effect service of process upon the Company within Australia and/or to enforce any judgments obtained in a court other than the Irish courts against the Company.

Key Business Risks

Risk category	Risk	Risk description
Operational risks (cont.)	Dependency on service providers	Oneview conducts a significant amount of its operations through a series of contractual relationships with third party service providers. Such arrangements carry a risk that the third parties do not adequately or fully comply with their respective contractual rights and obligations. Such failure may lead to contractual termination and/or significant reputational damage to Oneview. Oneview relies on third party hardware providers to support its products and services. Factors concerning performance of this hardware, the availability of spare parts and maintenance services which can only be completed externally may affect the ability of Oneview to maintain its software and minimise interruptions to the continuous performance of its systems, which could impact existing customer retention and attraction of new customers, and also cause reputational damage to Oneview.
	Reliance on its core product and failure to develop new products	Oneview derives a significant proportion of its revenue from the sale and associated installation of the Oneview solution and relies on its ability to develop new products, features and enhancements to the Oneview solution. There is a risk that upgrading or introducing new products may result in unforeseen costs, failure to achieve anticipated revenue or failure to achieve intended outcomes. A failure by Oneview to develop successful new products and enhancements to existing products would have an adverse impact on its ability to develop customer relationships and maintain current relationships.
Regulatory risks	Public healthcare funding and other changes to laws, regulations and policies	Oneview's business plan and strategy has been formulated based on the prevailing healthcare policy from the time of listing until present, in its focus markets (including U.S and Australia). It is possible that governments in Oneview's focus markets implement healthcare policy changes that have an effect on Oneview's business and, whilst such changes can create opportunities for Oneview, there is also potential for these changes to favour competitor offerings, to require Oneview to re-engineer its products or otherwise to be unfavourable to Oneview's business. There is also a risk that government policy changes result in a reduction in healthcare funding. If funding is reduced or discontinued in the US or in other target jurisdictions, this could influence the extent to which customers purchase the Oneview solution, which would have an unfavourable impact on Oneview's future business, financial performance and operations. Oneview must comply with the laws and governmental regulations in the markets in which it operates. These laws and regulations often provide broad discretion to the administering authorities. Additionally, all of these laws and regulations are subject to change, which may be retrospective. Such changes may cause Oneview to incur increased costs to ensure compliance with the new applicable laws or regulations or otherwise negatively impact Oneview's business, financial performance and operations.

GET IN TOUCH

Oneview Healthcare is an Irish domiciled company.

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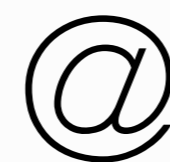
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