



Unifying the care experience.

**INVESTOR PRESENTATION
MICROCAP SUMMIT, NY**

16 September 2019



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All amounts are in Euros unless otherwise specified.

All references starting with FY refer to the financial period ended 31 December. FY19 H1 refers to the period ended 30 June 2019.

Presenters



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About Oneview.

HISTORY & FINANCIALS

- Founded in Dublin, Ireland in 2007.
- IPO on Australian Securities Exchange in March 2016.
- Raised A\$62m at A\$210m valuation, underwritten by Moelis & Co.
- Market Cap: A\$45 million
- Enterprise Value
- Zero Debt
- Annualized Recurring Revenue: A\$8 million as at June 2019¹

MARKETS & CUSTOMERS

- Focused on US and Australian health and senior care markets.
- 55 hospitals contracted, 38 live.
- Business model is software subscription (primary), hardware margin and services revenue (secondary)
- Typically 5-7 year contracts.
- 100% customer retention.

SHAREHOLDERS

- JW Vicars (17.7%)
- Fidelity International (9.5%)
- IOOF Holdings (6.8%)
- Samuel Terry Asset Mgmt (5.5%)

¹ June 2019 monthly recurring revenue annualized

Problems we're solving.

- Health and senior care are increasingly competitive businesses.
- Consumer expectations are growing.
- Health systems and senior care providers need to provide **personalized, exemplary care** – at scale – to win and retain customers.

Our value proposition.

- Technology that:
 - enables whole-person care
 - supports the entire care team
 - provides a foundation for innovation
- Oneview unifies systems, data, organizations and—most importantly—people to **improve outcomes, quality and value.**

Hospitals with a superior patient experience generate **50% higher** financial performance.

ACCENTURE

Our solutions.

For healthcare organizations...

Pediatric
Experience

Bedside
Experience

Clinic
Experience

Care experience platform for healthcare

For senior care organizations...

Care
Management

Resident
Experience

Circle of Care

Care experience platform for senior care

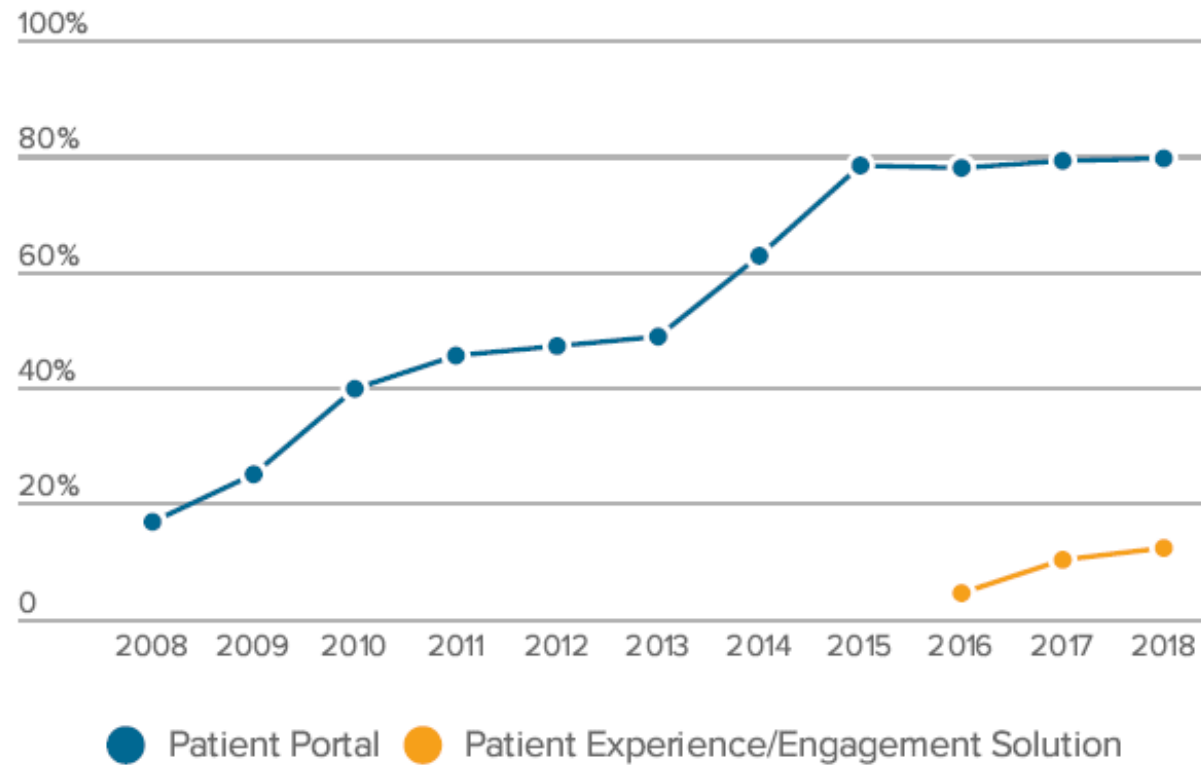
Our business model.

- Subscription-based software (per bed, per day)
- 5 – 7 year contracts, with customer stickiness
- Hardware at 20% margin
- Professional Services for implementation and optimization

The opportunity in healthcare.

- Bedside technology adoption approx. 15-20%.
- Total Addressable Market ~1m beds
- Target Market 500k+ hospital beds in margin-making, competitive urban hospitals in the United States.
- Growth opportunity is 400k+ beds that just have TVs today.

Patient engagement: historical adoption



The opportunity in senior care.

- Total Addressable Market ~3m beds in the United States, 200k beds in Australia
- Target Market ~1.5m beds in the United States, 100k beds in Australia.
- Regulatory tail-wind in Australian market (Royal Commission).
- Growing market: by 2030, over-65s will make up 21 percent of the US population, up from 15 percent today.

Global healthcare & senior care leaders **trust us.**



100% CUSTOMER RETENTION RATE

UNITED STATES



AUSTRALIA



MIDDLE EAST



SOUTHEAST ASIA





We're partnering with technology leaders.



PEDIATRICS



ACADEMIC MEDICAL CENTERS



IDNs



Care experience platform for healthcare.



PEDIATRIC EXPERIENCE

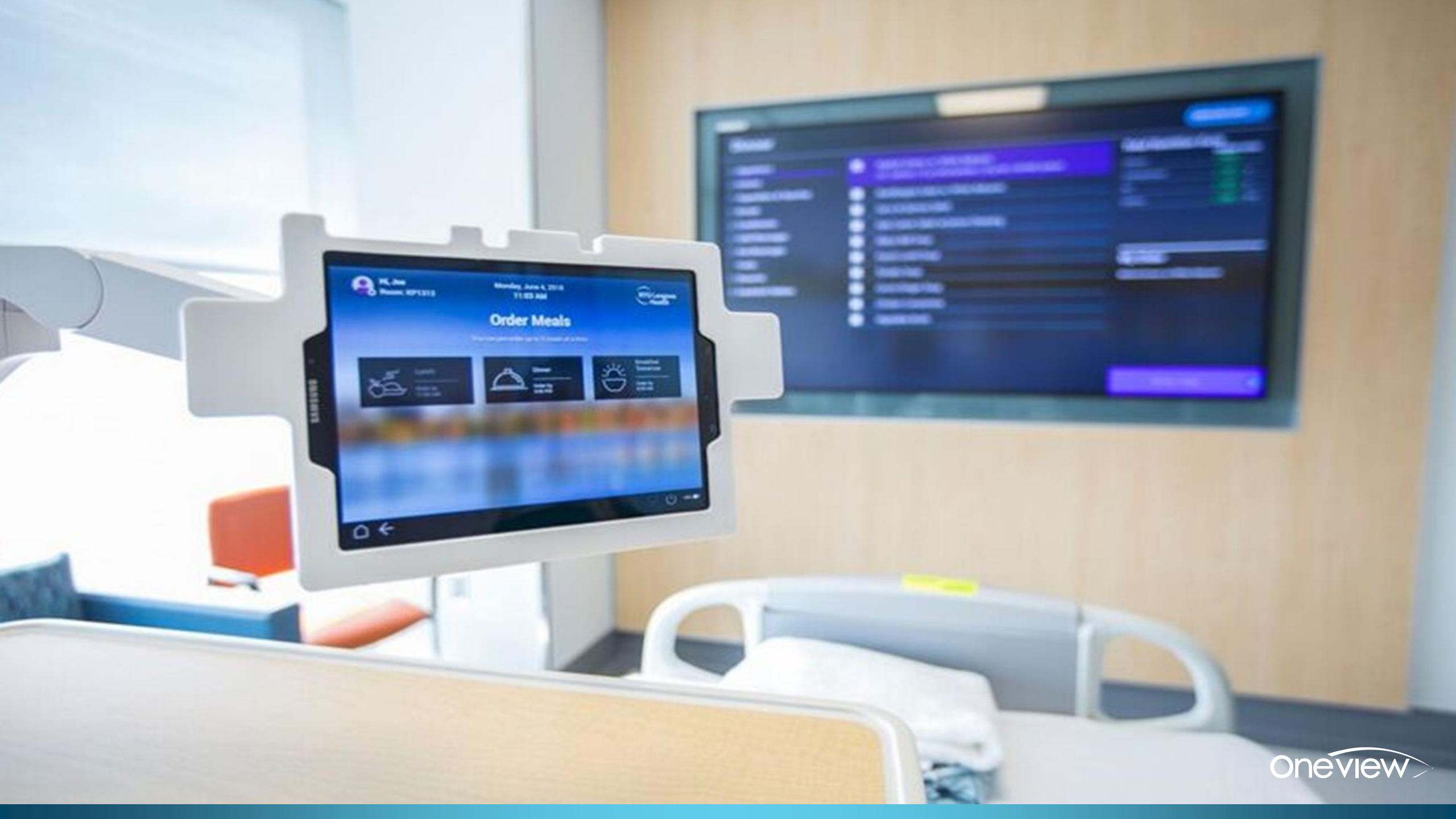
- All-in-One terminal, TV/tablet and TV/pillow speaker configurations.
- Fully brandable and multi-lingual.
- Distraction and calming content, with video game integration.
- Personalized patient and family education.
- Self-service meal ordering, room controls and service requests.
- Virtual care.
- Real-time Patient Sentiment.

BEDSIDE EXPERIENCE

- All-in-One terminal, TV/tablet and TV/pillow speaker configurations.
- Fully brandable and multi-lingual.
- Distraction and calming content.
- Personalized patient education.
- Self-service meal ordering, room controls and service requests.
- Virtual care.
- Real-time Patient Sentiment.

CLINIC EXPERIENCE

- All-in-One terminals and tablet configurations.
- Fully brandable and multi-lingual.
- Distraction and calming content.
- Patient education.
- Real-time Patient Sentiment.



Unifying systems and services into **one** experience

ELECTRONIC HEALTH RECORD



COMMUNICATION



DIETARY SYSTEMS



GAMING



REAL-TIME LOCATION SERVICES



PATIENT EDUCATION & CALMING CONTENT



MIDDLEWARE



SOCIAL MEDIA



ENTERTAINMENT



SMART ROOM CONTROLS



Care experience platform for senior care.



CARE MANAGEMENT

- Digital source of truth for all resident wellness data
- Holistic overview of resident wellness
- Real time care information available to allow for an enhanced care experience
- Online and offline capability
- Optimizing care workflows to maximize efficiencies

RESIDENT EXPERIENCE

- Fully digitized resident care experience
- Promote resident wellness, ability and enablement
- Communicate with friends and family
- Access concierge services
- Order meals and access entertainment

CIRCLE OF CARE

- Community-branded mobile application
- Notification-based
- Resident has full control of member permissions
- Access customizable for each family member
- Premium service options, payments, billing, social, and communication

H1 Results and Highlights



1H 2019 results and highlights

Recurring revenue **+48%**
to €2.12m (A\$3.46m) vs
PCP €1.43m (A\$2.31m)

Operating expenses **-19%**
to €9.80m vs €12.15m

Record receipts from
customers – 1H 2019
receipts of €5.8m **+52%**
over prior corresponding
period

Total revenue **-4%** to
€3.55m (A\$5.75m) vs PCP
€3.71m (A\$6.00m)

Live beds **+33%** to 6,976
(Jun 2018: 5,228)

2020 outlook

Strongest US healthcare pipeline in recent years

First US customer for Senior Living Resident Experience live in US

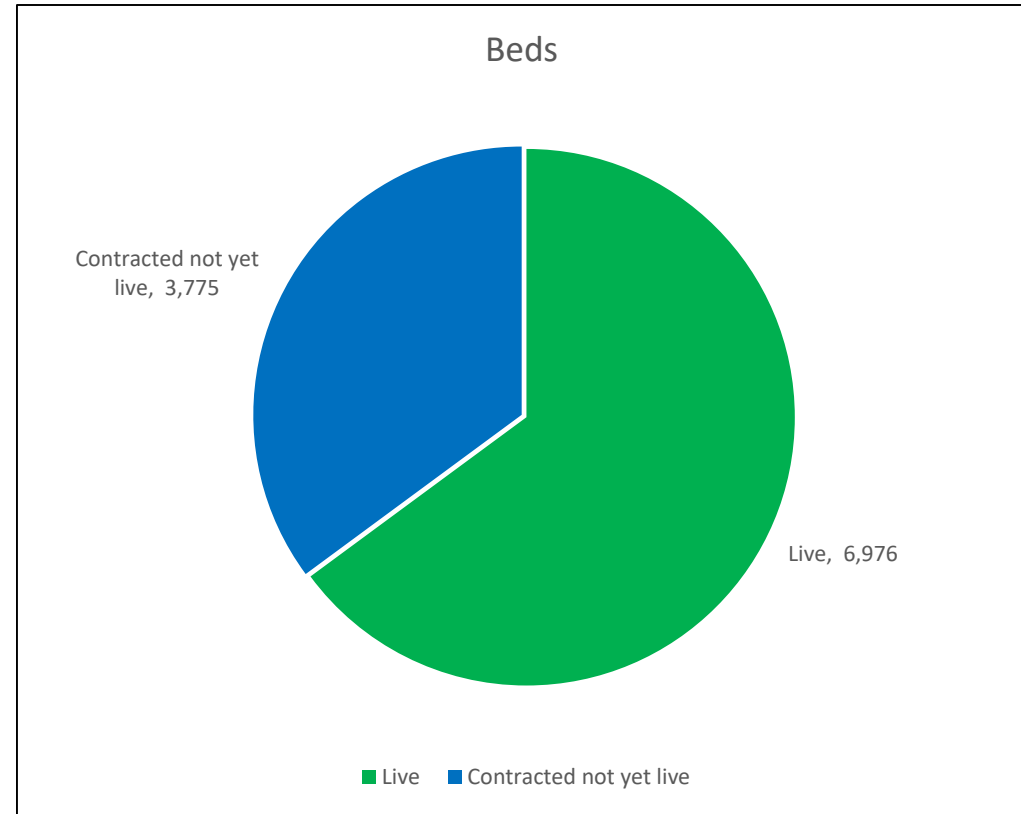
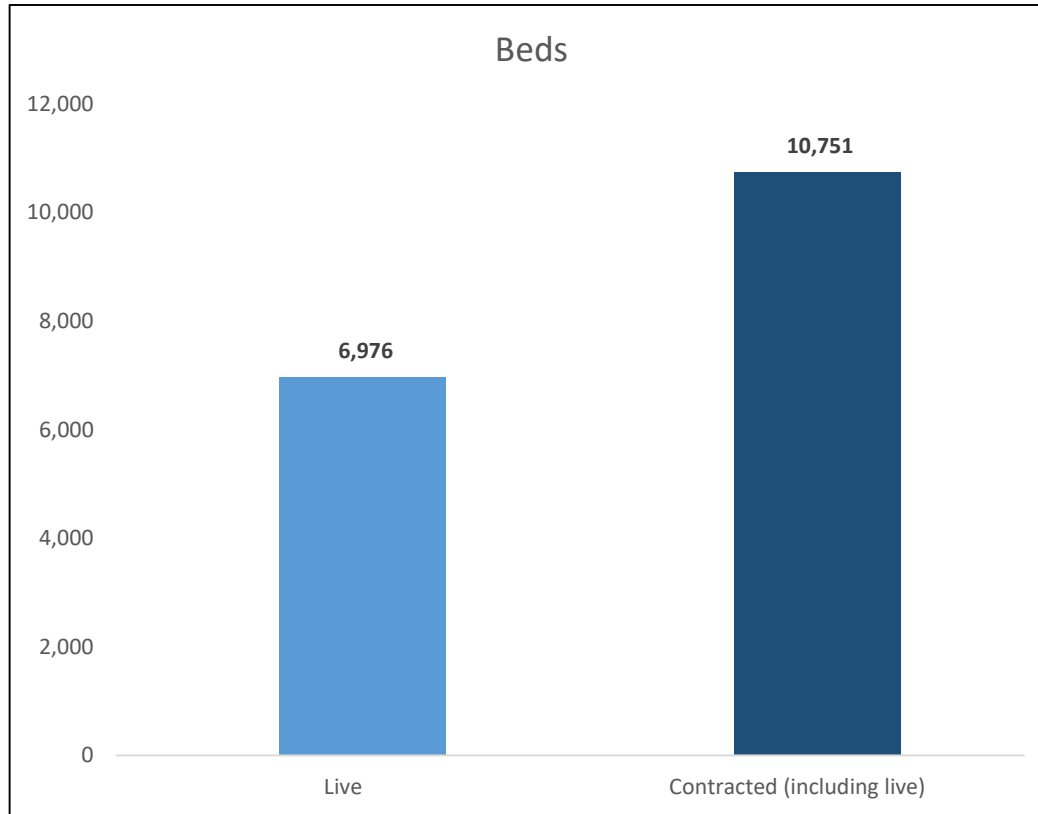
Operating expenses down further 10%-15% to ~€16m

First enterprise customer for Senior Living Care Management Solution (“CMS”) live in Australia

Strong sales pipelines for Senior Living products in both markets

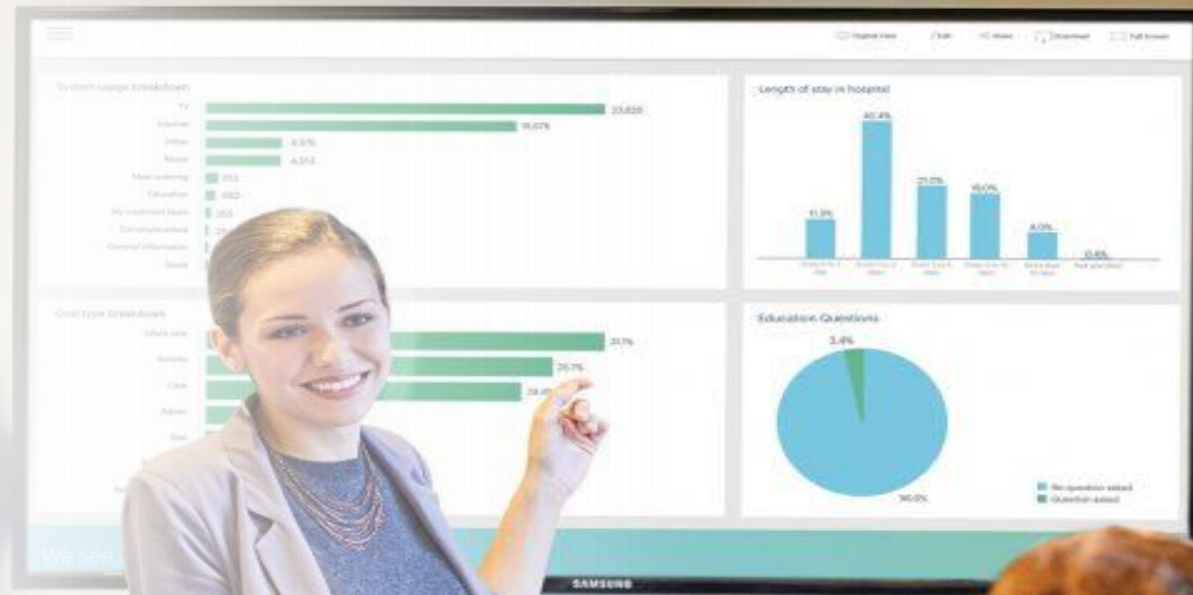
Live vs. contracted business

Deployment of currently contracted beds which are not yet live will drive material growth (~50%) in recurring revenue



Oneview

1H 2019 Financial Results



Income statement

- Recurring revenue increase of 48% - total revenue decrease of 4%.
- Period end headcount decreases from 153 to 127 (-17%) giving rise to employee costs reduction to €6.7m from €8.2m (-19%) PCP.
- Salaries and travel represent approximately 75% of total overhead (1H18 – 78%).
- Total overheads decreased by 19% on PCP.
- 1H19 net finance income / (costs) include FX losses of €0.058m versus FX gain in 1H18 of €0.167m.
- Introduction of IFRS 16 – no material impact on financial statements.
- Numbers are presented as statutory, not pro-forma.

€'m	1H19	1H18	Variance (1H19 – 1H18)
Recurring revenue	2.12	1.43	48%
Non recurring revenue	1.44	2.29	-37%
Total revenue	3.55	3.71	-4%
Cost of sales	(1.65)	(1.77)	-7%
Gross profit	1.90	1.94	-2%
Sales & marketing expenses	(2.25)	(3.05)	-26%
Director expenses	(0.40)	(0.63)	-38%
Rent & related expenses	(0.40)	(0.57)	-30%
Product development & delivery expenses	(5.45)	(6.28)	-13%
General & administration expenses	(1.31)	(1.61)	-19%
Operating EBITDA	(7.90)	(10.21)	-23%
Non-cash share-based expenses	(0.12)	(0.25)	-55%
EBITDA	(8.02)	(10.46)	-23%
Depreciation	(0.25)	(0.16)	56%
Amortisation	(0.24)	(0.21)	15%
EBIT	(8.51)	(10.83)	-21%
Net finance income/ (costs)	(0.11)	0.15	
Profit / (loss) before tax	(8.62)	(10.68)	-19%
Income tax expense	(0.05)	(0.05)	6%
Net profit / (loss) after tax	(8.67)	(10.73)	-19%

Balance sheet

- Successful equity raise during period. Cash on hand of €18.08m. Cash is held primarily in EUR, USD and AUD proportionate to forecasted underlying spend by currency.
- Trade and other receivables include hospital debtors of €1.69m of which over €1.4m has been received since 30 June 2019.
- IFRS 16 implemented – new “Lease Liabilities” heading on Balance Sheet – corresponding increase in PPE of €1.216m.

€'m	As at 30 June 2019	As at 30 June 2018
Assets		
Cash and cash equivalents	18.08	9.33
Trade and other receivables	5.29	5.39
Property, plant and equipment	1.62	0.61
Intangible assets	1.26	1.26
Other assets	0.25	0.25
Total assets	26.50	16.85
Liabilities		
Payables	(5.64)	(3.94)
Lease Liabilities	(1.15)	0.00
Deferred income	(3.80)	(2.97)
Total liabilities	(10.59)	(6.92)
Net assets	15.91	9.93
Equity		
Contributed equity	101.81	85.90
Reserves	2.47	4.51
Retained profits	(88.18)	(80.49)
Total equity	16.09	9.93

Cash flow

- Net cash at 30 June 2019 of €18.08m. Net monthly cash burn at June 2019 is €1.35m, down from €1.45m in the PCP.
- Cash receipts from customers of €5.8m in 1H19 (52% higher than the corresponding PCP).
- €15.91m equity raised during the period, before transaction costs.
- Tight control over costs maintained, resulting in lower payments to suppliers and employees in 1H19.

€'m	1H19	1H18
<i>Cash flows from operating activities</i>		
Receipts from customers	5.81	3.82
Payments to suppliers	(4.32)	(6.15)
Payments to employees	(7.00)	(8.42)
Finance charges paid	(0.01)	(0.01)
Income tax paid	(0.04)	(0.03)
Net cash used in operating activities	(5.56)	(10.80)
<i>Cash flows from investing activities</i>		
Purchase of property, plant and equipment	(0.04)	(0.06)
Acquisition of intangible assets	(0.24)	(0.25)
Proceeds on disposal of fixed asset	0.01	0.00
Net cash used in investing activities	(0.28)	(0.32)
<i>Cash flows from financing activities</i>		
Proceeds from issue of shares	15.91	0.00
Transaction costs	(1.23)	0.00
Repayment of lease liabilities	(0.13)	0.00
Net Cash generated by financing activities	14.55	0.00
Net increase / (decrease) in cash held	8.71	(11.11)
Foreign exchange impact on cash and cash equivalents	0.04	(0.03)
Cash and cash equivalents at beginning of financial period	9.33	28.61
Cash and cash equivalents at end of financial period	18.08	17.47

Questions?



Unifying the care experience.