



Business Update

BELL POTTER CLIENTS

4TH FEBRUARY 2021

ASX:ONE

ONEVIEW HEALTHCARE PLC | ABRN 610 611 768



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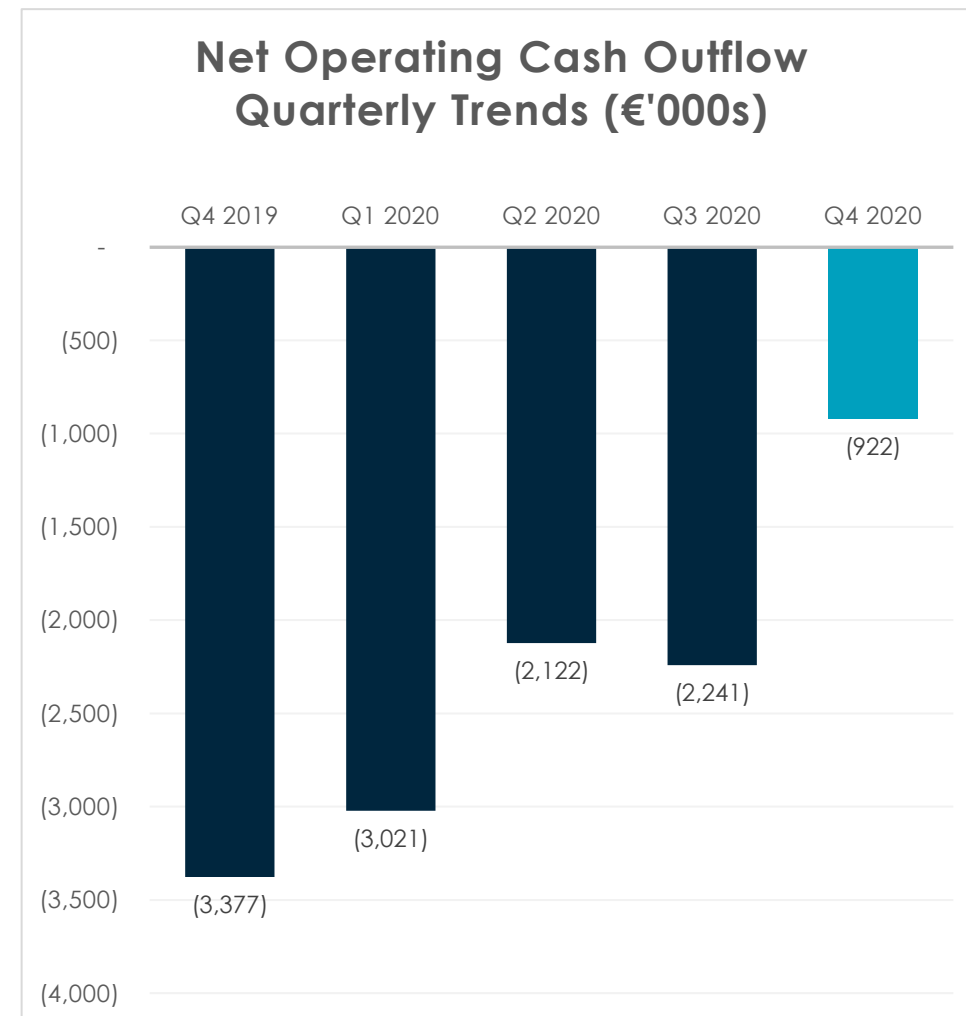
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Investment highlights

1. **Market opportunity:** COVID-19 has demonstrated the need for new virtual models of care highlighting the importance of bedside technology
2. **Cloud on track:** Move to full SaaS platform and ISO 27001 certification is on track for March 31 delivery. Expected to shorten sales/implementation cycles and reduce total cost of ownership (TCO) for customers by approx. 30%
3. **New SaaS Sales Leaders in both key markets:** Brandon Wilcher (Dallas) and Eleni Tzaros (Melbourne)
4. **New partnerships:** partnerships enabled by cloud and focused on distribution and virtual care
5. **Marquee customers:** Opportunity to cross- and up-sell with leading hospital systems
6. **Cost management:** Strategic reorganization in 2020 has reduced quarterly cash burn by 73% yoy to -€922 k in most recent quarter¹



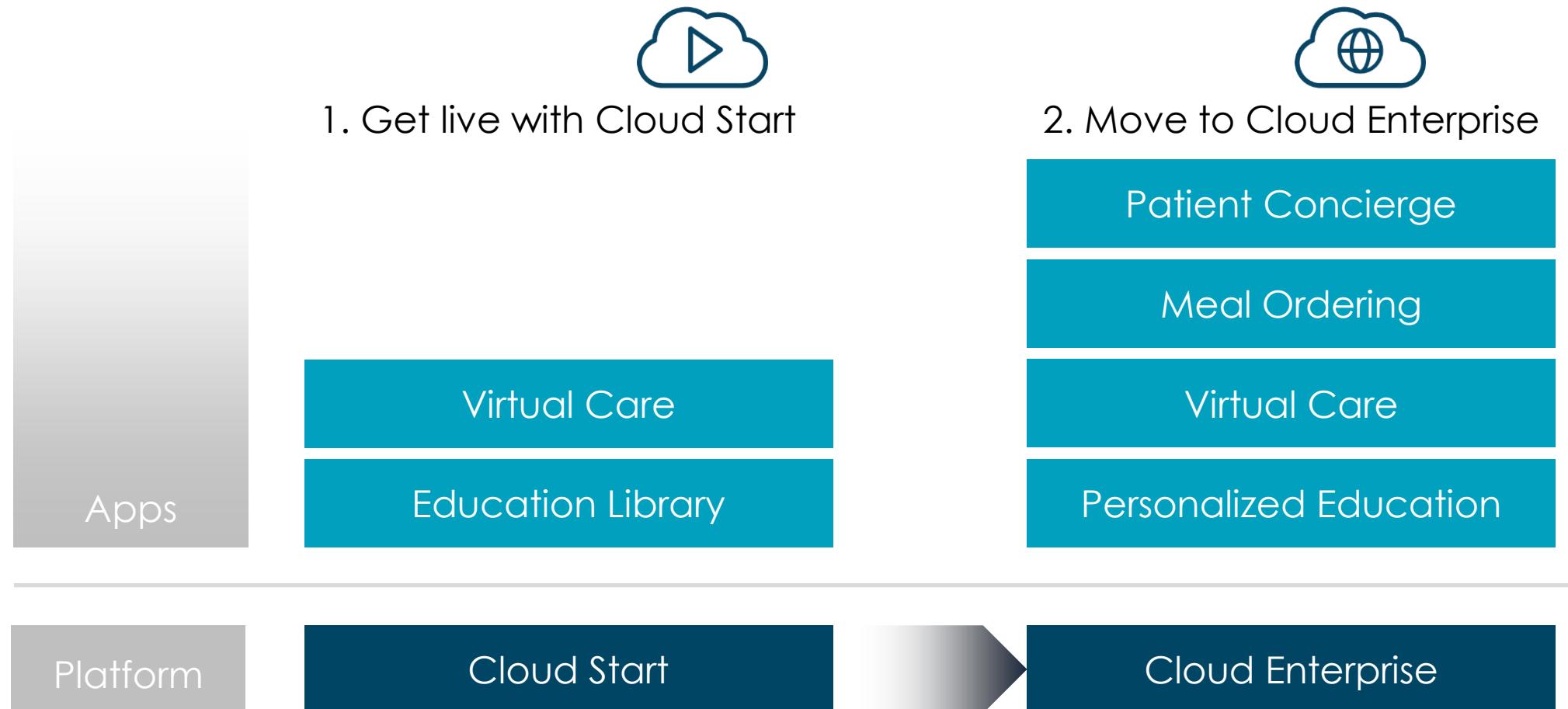
Samsung Partnership

SAMSUNG SDS

- Samsung SDSA America, Inc. (Samsung SDSA) distributing Oneview's Cloud Start in US from Feb 2021
- Samsung SDSA will bundle Samsung tablets with Oneview Cloud Start
- Cloud Start is the first tier in Oneview's new product suite
- Bundle will be distributed to healthcare-enterprise focused enterprise resellers
- Simple for end-customers to get started with Oneview, streamlining procurement and implementation
- Cloud Start enables the secure reliable and scalable delivery of apps and digital services at patient bedside, including virtual rounding, virtual visitation and virtual translation
- Upgrade path to the Cloud Enterprise tier with additional features

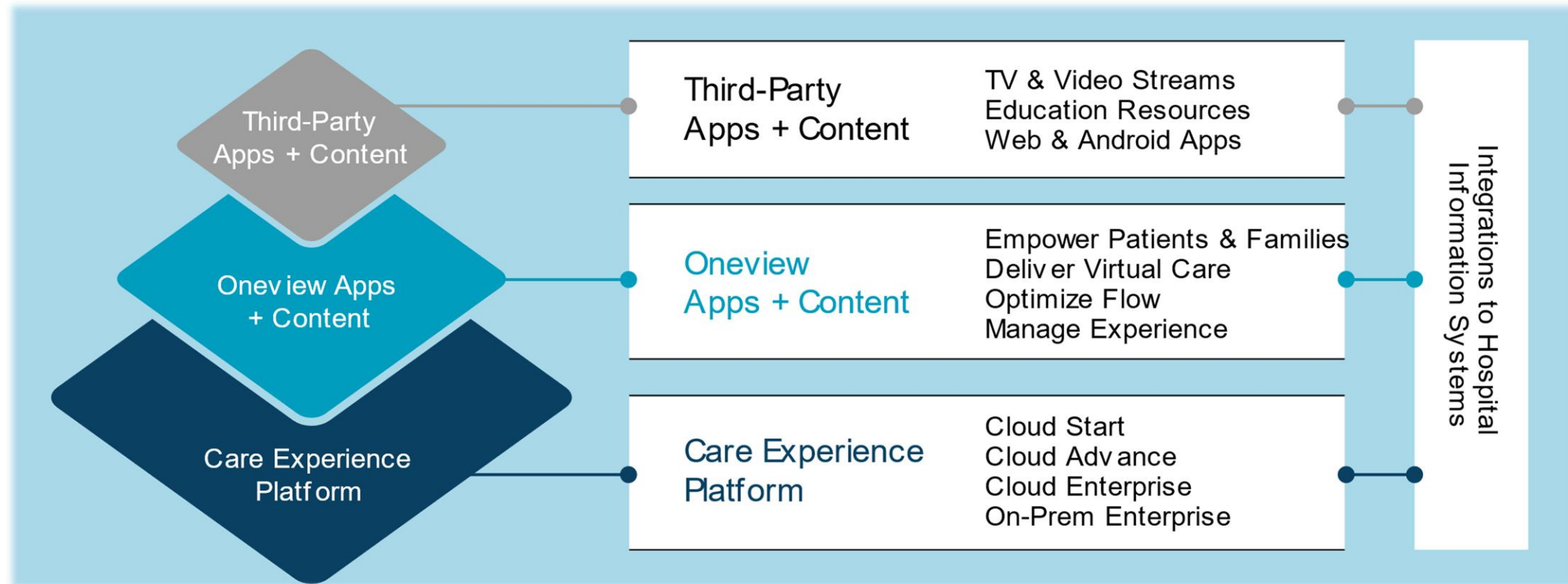
Tier migration and upsell

Cloud Start enables customers to get started faster, with upgrade path to Cloud Enterprise for full integration and optional apps



The Oneview digital platform

Oneview's secure, flexible and scalable platform is the digital infrastructure for content, apps and services at the point of care. Our new cloud tiers enable customers to benefit from faster, easier and lower-cost implementation and operation





Cloud deployment

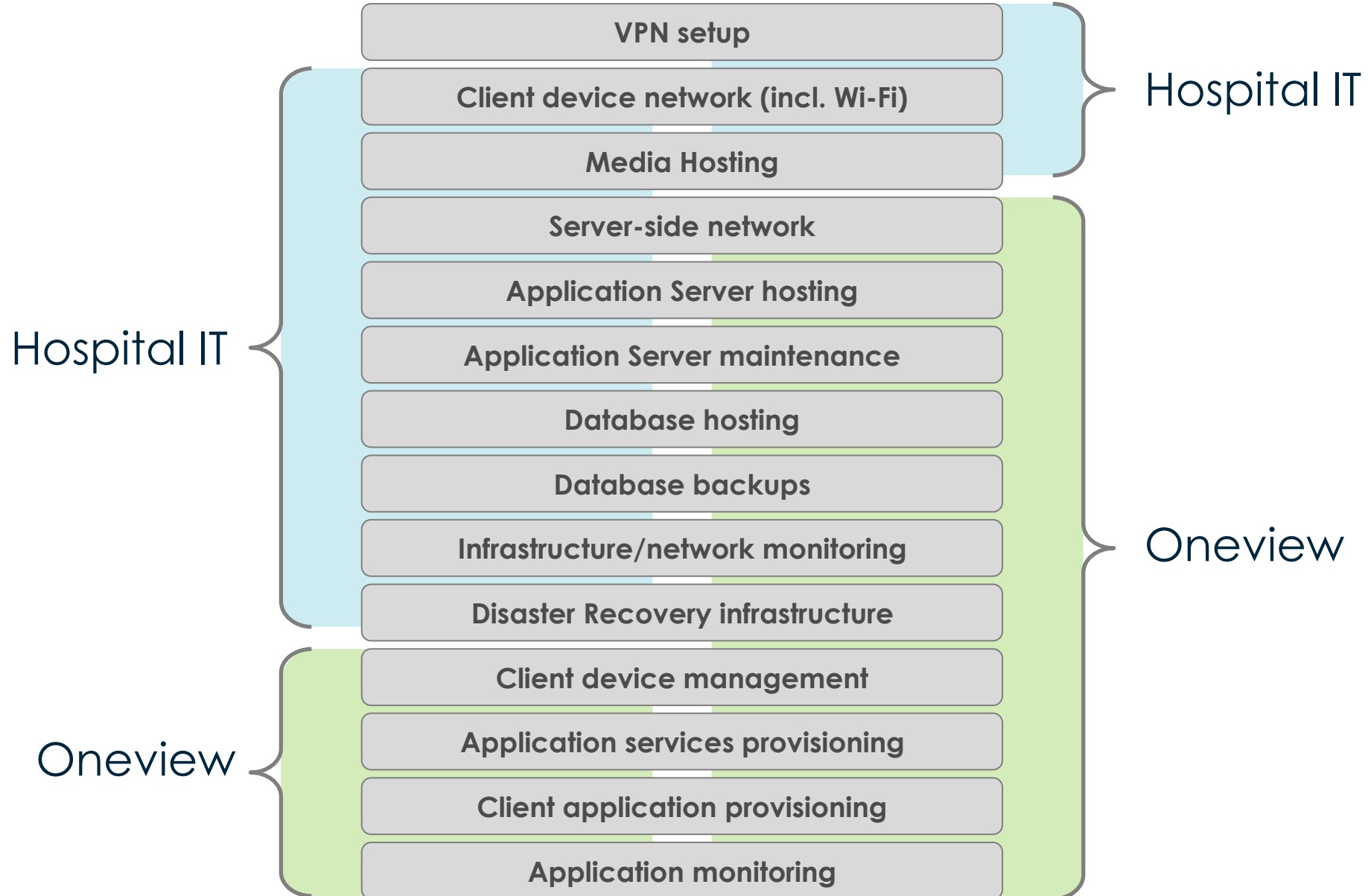
Cloud deployment is expected to make it **faster, easier and lower-cost** to implement and operate Oneview's Care Experience Platform, providing **competitive advantage**

- **Update: Full SaaS platform on target for end Q1 2021**
- Expecting TCO reduction of approx. 30% based on customer analysis
- Already seeing evidence of reduction in time of sales and implementation cycles
- Competitive advantage: first enterprise SaaS platform with ISO27001 certification



On-Prem Responsibilities | Cloud Responsibilities

On-Prem



Cloud

Why cloud?

Faster

- Go-live
- Software enhancements

Easier

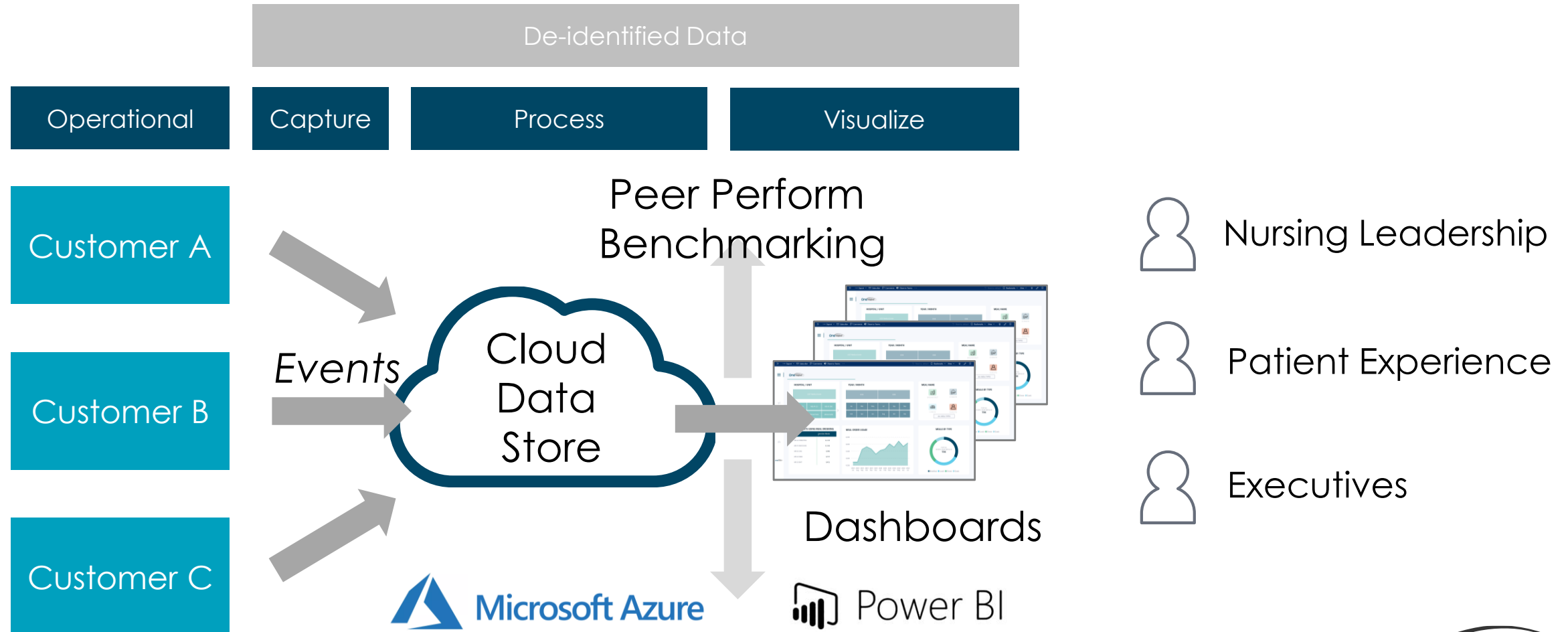
- Implementation
- Software upgrades
- Infrastructure maintenance

Lower-cost

- Infrastructure
- Project & operating costs
- Professional services

Oneview Data Analytics

Powerful near real-time operational and analytical insight



Enabling virtual care at the bedside

COVID-19 has demonstrated the need for new virtual models of care highlighting the importance of bedside technology and Oneview's value proposition. New partnerships with Caregility and Cloudbreak enable us to offer an end-to-end solution to customers.



- Oneview reselling Caregility's virtual care platform globally
- First customer contract signed for a COVID-19 unit



CLOUDBREAK

- Oneview reselling Cloudbreak's Martti language services in the US market



Conclusion

- Partnerships for distribution are aligned to customer priorities for inpatient virtual care and will broaden our market reach
- New Oneview SaaS Sales Leaders in US and Australia
- Cloud has reinvigorated sales conversations with a number of major healthcare providers in the US and Australia
- Hospital budgets remain challenged, but this feels like the right product at the right time



Unifying the care experience.