

Business Update

November 2024

oneview



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3. Oneview's solutions
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Company Overview

Oneview at a Glance

Track record of success with leading enterprise healthcare systems

- Enabling the “Connected Patient Room” with cloud-based, modular SaaS products
- 110 hospitals across 24 health systems using Oneview including top US hospitals

Scalable, recurring revenue business model

- Subscription software with high-margin recurring revenue
- “Land and expand” in healthcare enterprises, growing bed share and up-selling opportunity of 92% from new product launches in 2024
- 3-5 year contracts with strong retention and high Customer Lifetime Value

Significant market opportunity and tailwinds






- Growing demand for in-patient virtual care, due to staffing and financial pressures in the key US market
- Large TAM/SAM and bedside technology now in the mainstream adoption phase per Gartner

Strongly positioned for North American distribution

- North American commercial distribution through Baxter Value-Added Reseller partnership (recently extended to 2027 and expanded to Canada)
- Strong pipeline of direct and partner sales opportunities

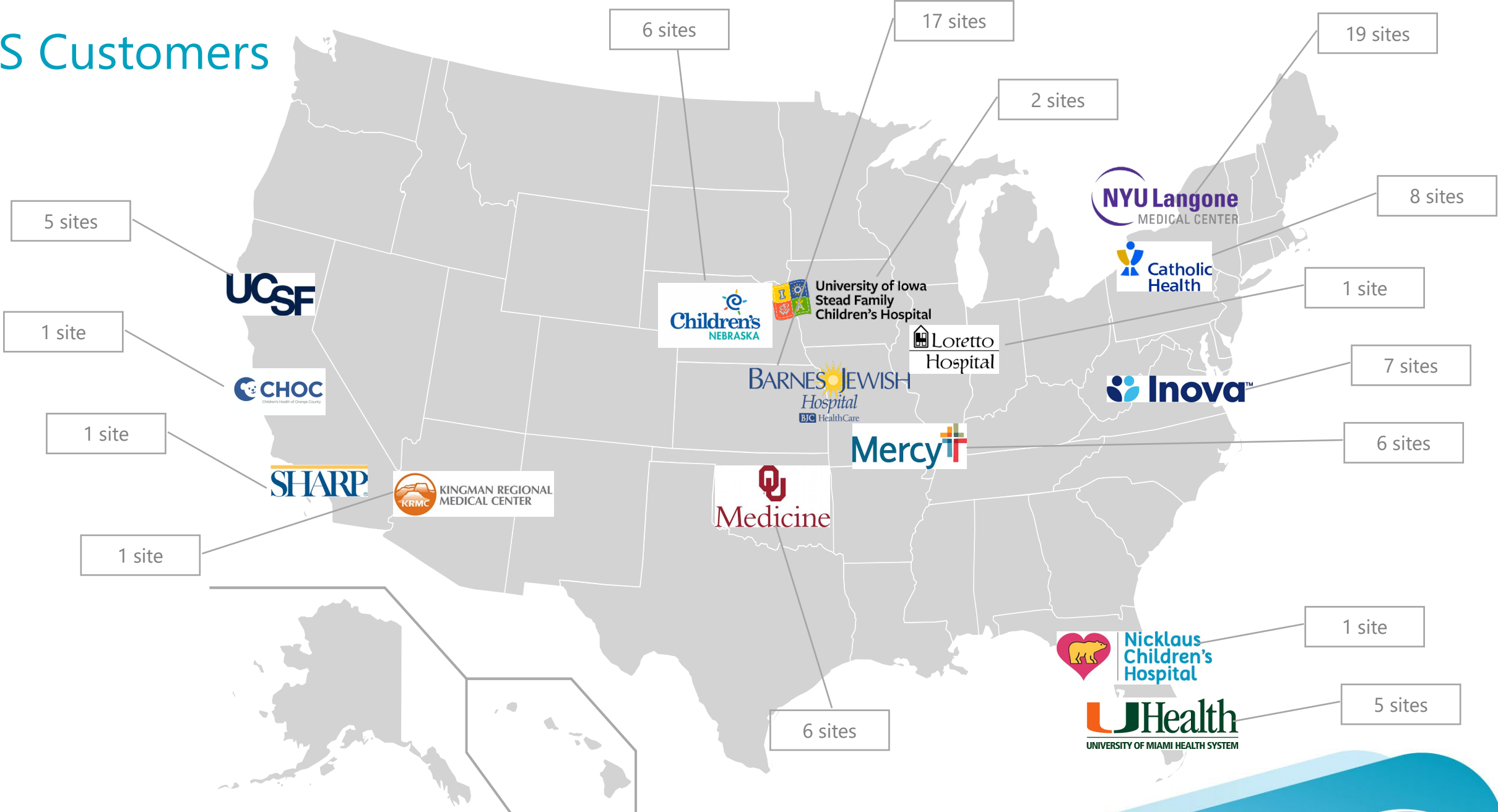
Growth opportunities

- Care model innovation in the US market
- Customers in Asia, Australia and Europe with future expansion potential as healthcare digitalisation matures outside the US
- MyStay Mobile SaaS product provides growth opportunity in financially sensitive markets.

€7.1 million	73%	6.5 years	3-5 year
Annualised Recurring Revenue ¹	Gross margin ¹	Average customer tenure	customer contracts
110	50+	Over 710k	95
hospitals globally	system integrations	patients impacted in 2023	Oneview staff globally
Enterprise Healthcare System Customers	 	 	

¹ Based on HY2024 Interim Financial Report

US Customers



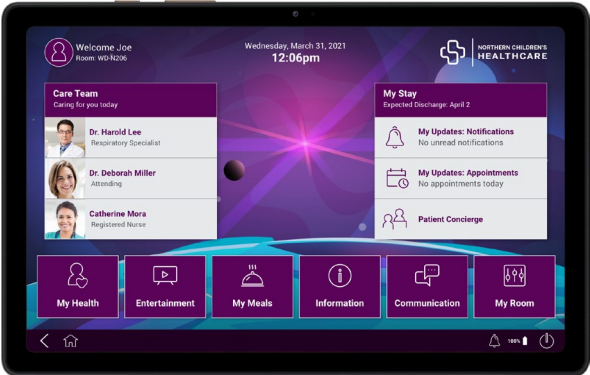
Oneview Care Experience Platform

Solutions for the Patient & Family

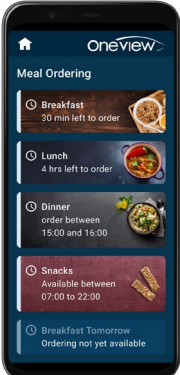
Solutions for the Care Team



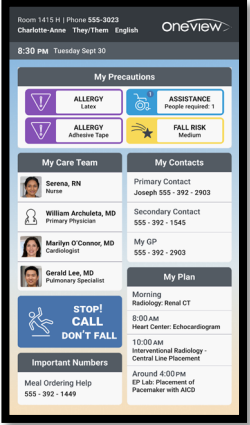
Cloud Start
Patient Tablet/TV



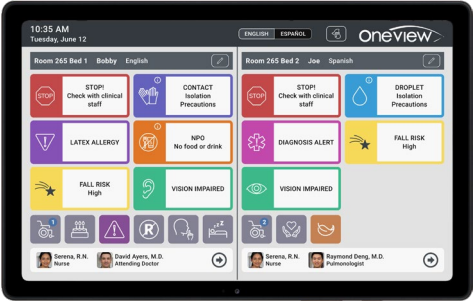
Cloud Enterprise
Patient Tablet/TV



MyStay
Mobile



Digital Whiteboard



Digital Door Sign

 Powered by integrations with the Smart Hospital

Electronic Health Record

Virtual Care & Interpretation

Dietary

IoT/Building Automation

Mobile Integrations

Market Trends

Market Trends



Workforce Challenges

Surveys show 85% of US nurses planning to leave current roles and 43% planning to leave nursing profession^{1,2}

Projected national shortfall of 350,540 Registered Nurses by 2026³



Financial Challenges

US Hospitals' labour costs increased by more than \$42.5 billion between 2021 and 2023, representing 60% of all hospital expenses⁴

Hospital costs are rising faster than reimbursement rates in both US and Australian markets^{4,5}



Consolidation & Rationalization

Healthcare systems continue to consolidate and seek vendor rationalisation^{6,7}

Vendors are consolidating with multiple transactions of competing and adjacent vendors



Artificial Intelligence

AI offers the potential to create new opportunities to drive personalised engagement at scale and reduce task burden for care teams^{8,9}

Regulatory landscape still emerging

Driving changes in competitive landscape

¹ <https://www.amnhealthcare.com/siteassets/amn-insights/surveys/amn-rnsurvey-2023-final.pdf>

² <https://www.nursingworld.org/practice-policy/work-environment/health-safety/disaster-preparedness/coronavirus/what-you-need-to-know/annual-survey--third-year/>

³ <https://bhwh.hrsa.gov/sites/default/files/bureau-health-workforce/data-research/nursing-projections-factsheet.pdf>

⁴ <https://www.aha.org/costsofcaring>

⁵ <https://www.theaustralian.com.au/nation/politics/private-hospital-financial-crisis-prompt-closures/news-story/f87573a4f0fdce94845348e59165e140>

⁶ <https://www.kff.org/health-costs/issue-brief/ten-things-to-know-about-consolidation-in-health-care-provider-markets>

⁷ <https://www.cio.com/article/657327/what-it-executives-are-saying-about-vendor-consolidation.html>

⁸ <https://www.pwc.ie/industries/healthcare/publications/enhancing-patient-engagement-through-genai.html>

⁹ <https://onlinelibrary.wiley.com/doi/full/10.1002/nop2.2070>

Healthcare Technology Market

Healthcare is hard and complex ...

Complex, regulated environment: Requirements such as HIPAA and information and data privacy evaluations can lengthen product development and contracting

Stakeholder landscape: Complex decision-making processes including multiple stakeholders

Lengthy sales cycles: 12-24 months due to evaluation processes, security evaluations and vendor contracting/onboarding

Help widen competitive moat

But rewards for patience are high

Multi-year contracts: Typically 3-5 years, unlike SaaS where contracts are typically monthly/annual

Low churn rates: Key role in operational and clinical workflows and deep integration with other systems result in significant switching barriers

Expansion potential: Expanding into new facilities and up-selling new products create opportunity to increase APRU and CLTV

Baxter Agreement can help shorten sales cycles

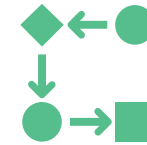
Oneview's Solutions

Scalability



Pre-Sales

Baxter agreement: leveraging Baxter's existing customer procurement arrangements eliminates the time to contract and on-board a new vendor, saving months.



Implementation

Cloud deployment: Cloud is already reducing time to revenue, by streamlining infrastructure set-up during implementation.

Configuration tooling: Improving configuration tooling reduces the manual intervention required to get a customer live and enables customer self-service.

Baxter enablement: By enabling the Baxter services team to project manage implementations, we can scale to support more customers with minimal incremental Oneview headcount

Long-term enterprise partnerships

Land & Expand: Oneview has a proven track record of fostering long-term partnerships with large enterprises, built on a foundation of trust and expanded through Oneview's proven ability to scale enterprise-wide



- Initial Contract Signed: FY2013
- Estimated Total IP Beds¹ in the Enterprise: 850
- Oneview Beds: 850



- Initial Contract Signed: FY2023
- Estimated Total IP Beds¹ in the Enterprise: 532
- Oneview Beds: 188



- Initial Contract Signed: FY2015
- Estimated Total IP Beds¹ in the Enterprise: 1,450
- Total Oneview Beds: 1,450



- Initial Contract Signed: FY2024
- Estimated Total IP Beds¹ in the Enterprise: 1,900
- Oneview Beds: 1,900



- Initial Contract Signed: FY2017
- Estimated Total IP Beds¹ in the Enterprise: 2,542
- Total Oneview Beds: 2,508



- Initial Contract Signed: FY2024
- Estimated Total IP Beds¹ in the Enterprise: 2,700
- Oneview Beds: 346

Enterprise Ready

Enterprise healthcare systems need an enterprise-ready vendor – this is what’s “below the sea”



Scalable and reliable

- Support **scalability** across multiple facilities and thousands of beds
- **Minimise downtime**, and ensure continuous operation for mission-critical workflows

Interoperable

- **Integrate seamlessly** with existing and new systems
- Provide **open APIs**

Secure

- Demonstrate **robust cybersecurity** measures
- **Comply** with regulations and best practice/industry standards

Delivering Value

Patient Care & Experience

Promote high-quality care and exceptional patient experiences while fostering diversity, equity, and inclusion

- ✓ 76.5% of non-English speaking population activate with 99.2% engagement post-activation¹
- ✓ Access to interpreter during inpatient stay reduces length of stay and 30-day readmission rate²

Operations & Finance

Unlock efficiency gains to create capacity for teams to prioritise high-value activities

- ✓ 87% reduction in wasted meals³
- ✓ 75% reduction in employee time due to self-service meal ordering³

Care Team Experience

Alleviate staff burden and care team workload by saving nurse time and enabling care model innovation

- ✓ 2-12 minutes nurse time saved per service request⁴
- ✓ Up to 12% of nurse time saved based on task delegation and 21% based on task automation⁵

¹ Oneview data platform

² <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5309198/>

³ Customer case study

⁴ Oneview customer user group feedback

⁵ Customer data

⁶ <https://www.mckinsey.com/industries/healthcare/our-insights/reimagining-the-nursing-workload-finding-time-to-close-the-workforce-gap>

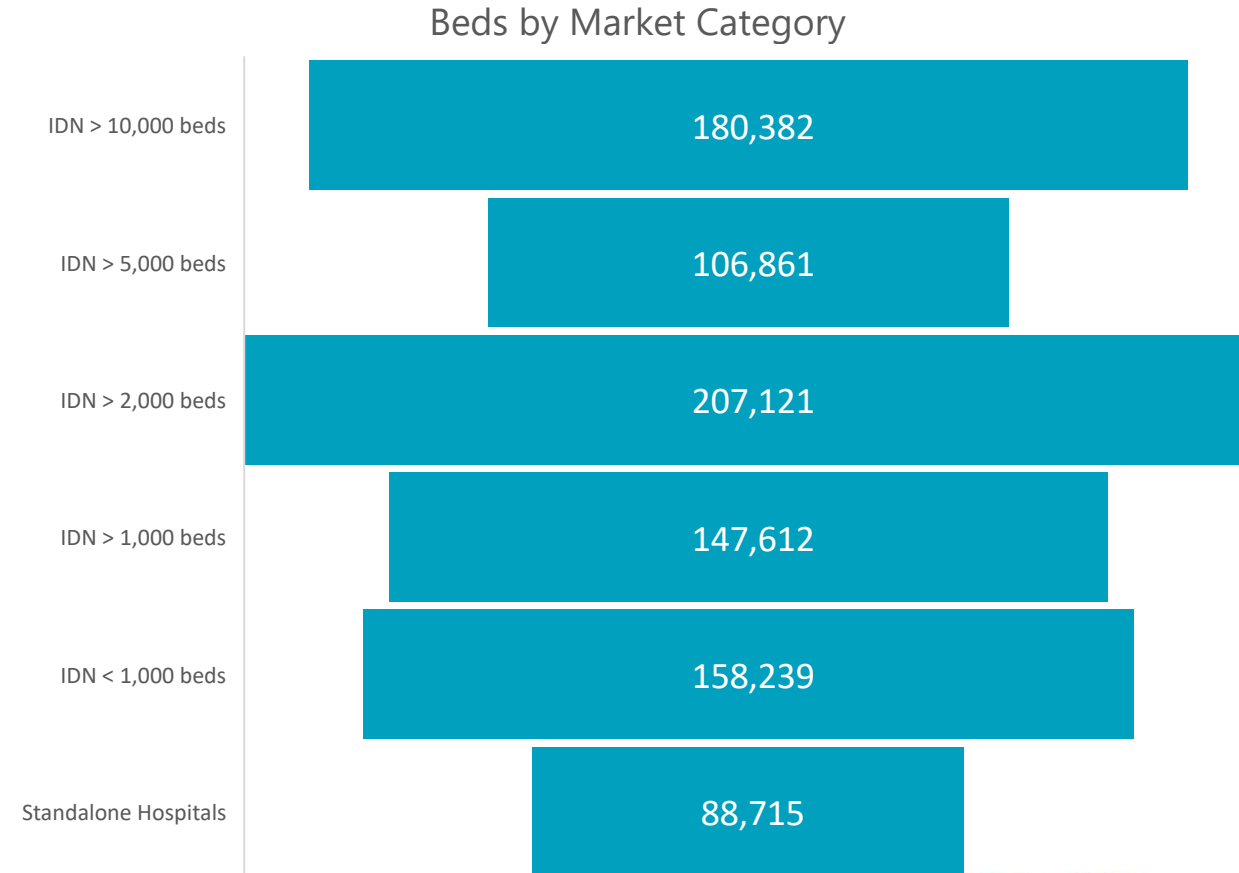
US Market Opportunity

Total Addressable Market in the US is ~890k beds

Integrated Delivery Networks account for 90% of TAM

- Top 10 orgs account for 180k beds, 20% of TAM
- Top 94 orgs account for 494k beds, 56% of TAM

Standalone Hospitals account for 10% of TAM



Baxter's VAR Agreement

Overview of Baxter VAR

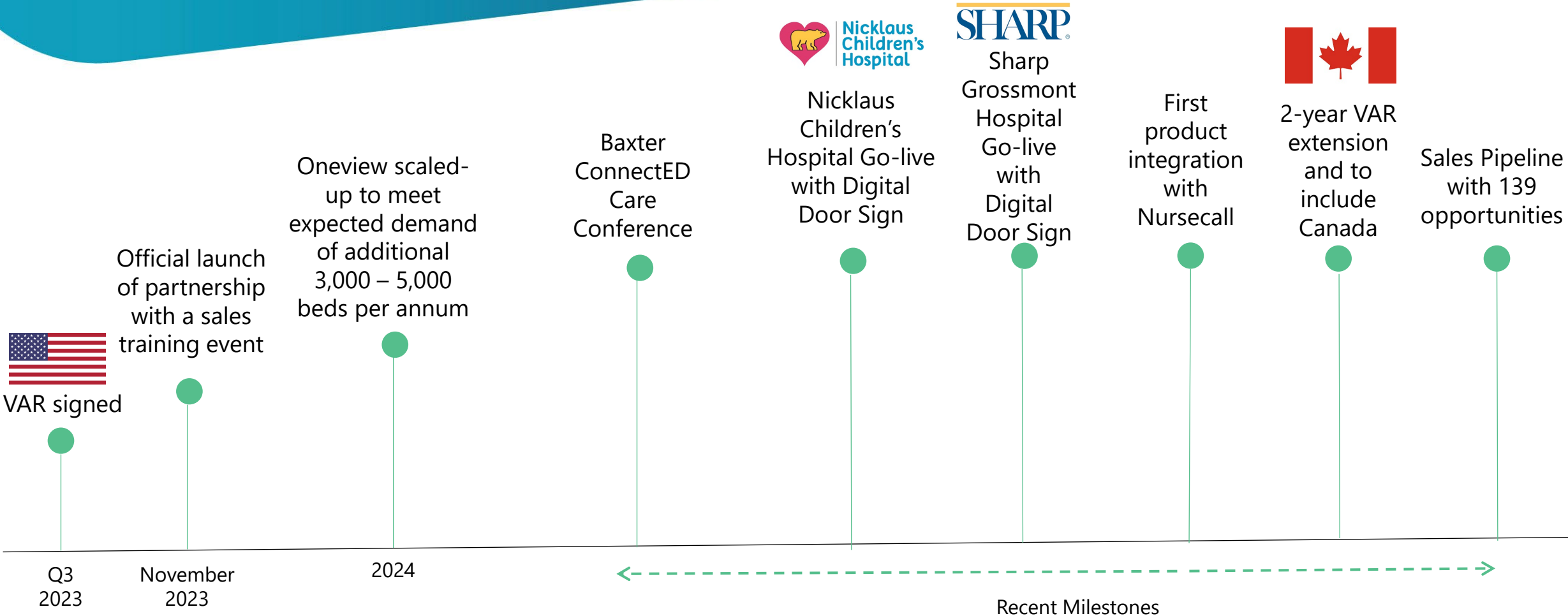
- ✓ Recently announced [extension of agreement](#) with Baxter International and [expansion into Canada](#) as Value Added Re-seller of ONE CARE Experience Platform
- ✓ BAX (BAX:NYSE) is a [\\$18bn market cap healthcare company](#) that provides both acute and chronic care in > 100 countries
- ✓ Baxter expects to deliver [3-5k beds per annum](#)
- ✓ Baxter have already [trained over 100 salespeople](#) selling Oneview, representing a significant acceleration opportunity
- ✓ Have completed training with the [Care Communication Executives team, Account Executive team, Enterprise team and New Build team](#) within the Connected Care Division of Baxter
- ✓ Product integration workshops recently completed - [first product integration completed](#)
- ✓ [Purchase orders received](#)

Connected Care Capabilities

Integration between Connected Care Capabilities is key to workflow automation, access to information, holistic analytics and “Augmented Intelligence” with AI

Capability	Product	Description
Smart Beds	Centralla Smart+	Automatically monitor patient movements and vital signs to enhance safety and comfort
Nurse Call	Voalte Nurse Call	Connects patients with caregivers and ensures assistance when needed.
Locating	Hillrom Precision Locating RTLS	Track the real-time location of medical staff and equipment for efficient resource management and workflow automation
Mobile Communications	Voalte Mobile	Enable staff to communicate and coordinate care securely via mobile devices
Alert & Alarm Management	Voalte Alert & Alarm Management	Integrate and prioritise alerts to reduce noise and focus on critical issues
Patient Data Visualisation	Voalte Alert & Alarm Management	Display comprehensive patient information at the bedside for informed decision-making
Medical Device Connectivity	Excel Medical Device Integration	Link medical devices to central systems to automate data recording and reduce errors
Patient Engagement	Oneview Care Experience Platform	Provide patients with educational and interactive content to stay informed and involved in their care.
Virtual Care	Oneview Virtual Care API	Enable remote clinicians to monitor and communicate with patients.

Baxter Timeline



Baxter Marketing

Social Media

4th November 2024

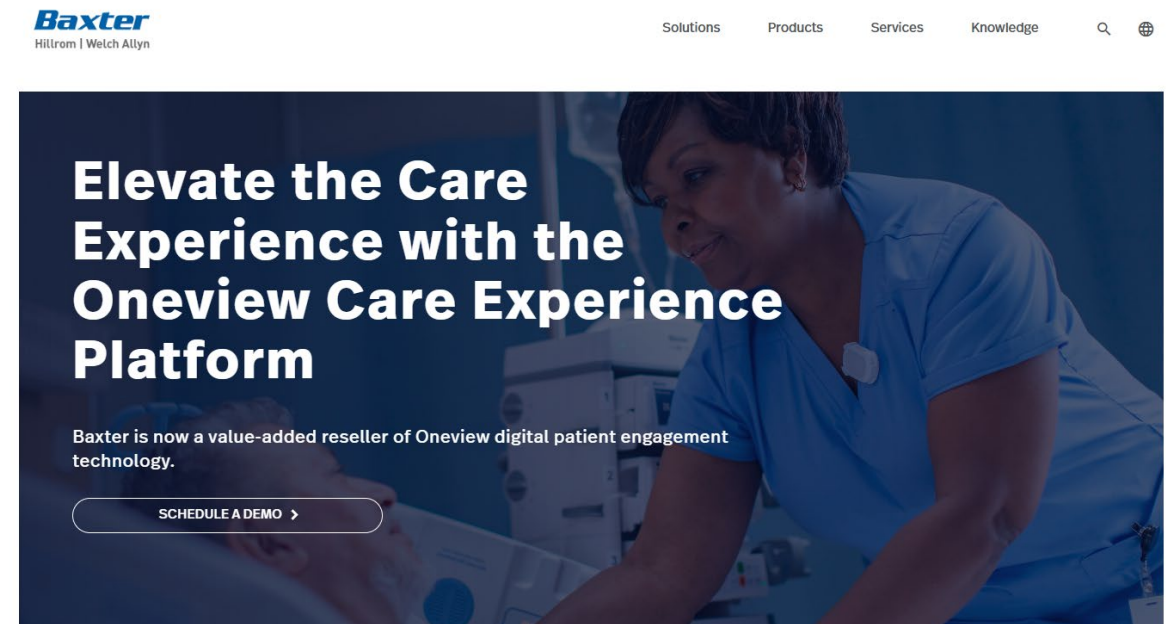


Structured Social Media campaigns planned during November and December

Lead Generation

Agreement in place with third-party inside sales vendor targeting 150 additional qualified leads in the next 6 months

Baxter Website



<https://www.hillrom.com/en/solutions/oneview-care-experience-platform/>

Virtual Care and Innovation

Virtual Care Definition

Virtual Nursing

- Admission Interviews
- Patient Education
- Nurse Rounding
- Discharge Planning/Preparation

Virtual Monitoring

- Tele ICU
- Remote Monitoring

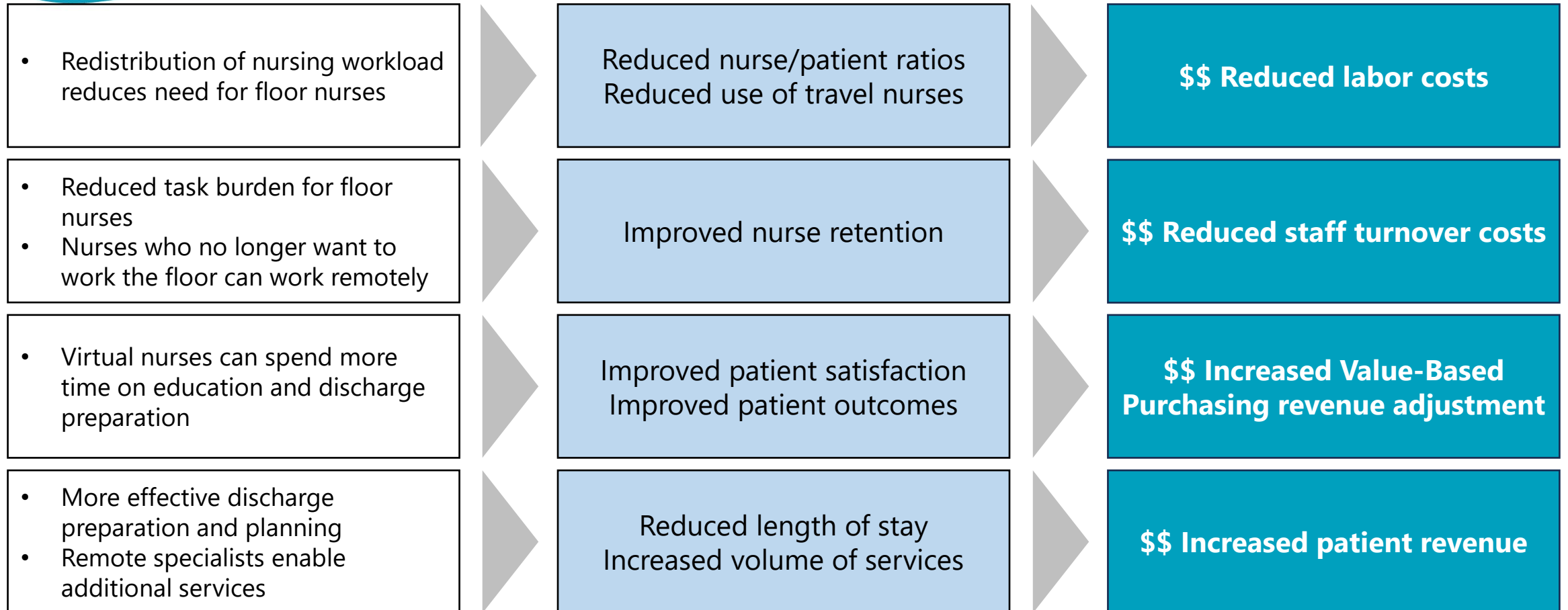
Virtual Consults

- Specialty Consults
-



Acute virtual care is different to outpatient/ambulatory virtual care

Value Proposition



Virtual Nursing Opportunity

Virtual nurses augment floor nurses to perform non-physical care

66% of CNOs

believe virtual nursing will become integral to care delivery models in acute patient care

17% of CNOs

have implemented virtual nursing in some form

47% of CNOs

are in process of implementing/ piloting or considering implementing

Examples include admission interviews, patient education, answering questions and discharge preparation, skin checks, administration of high-risk medications / blood products.

Benefits could include improved nurse satisfaction and retention, reduction in call light response time, improved patient satisfaction, reduction in length of stay, and reduction of staff costs through greater leverage

The Rise of Inpatient Telehealth

Remote delivery of healthcare services within hospital settings

Market Drivers

- Global nursing shortage and workforce challenges.
- Desire for more efficient resource utilisation.

Benefits

- Improved nurse retention
- Reduced staffing costs
- Improved patient satisfaction
- Reduced length of stay

What it means

- Transition from physical interactions to digital interfaces.

Role in Modern Healthcare

- Aligns with consumer expectations for convenience and technology integration.

Connected Patient Room vision

Single bedside technology platform that enables new hybrid models of care in inpatient settings and creates a pathway to “Augmented Care” using AI in the future



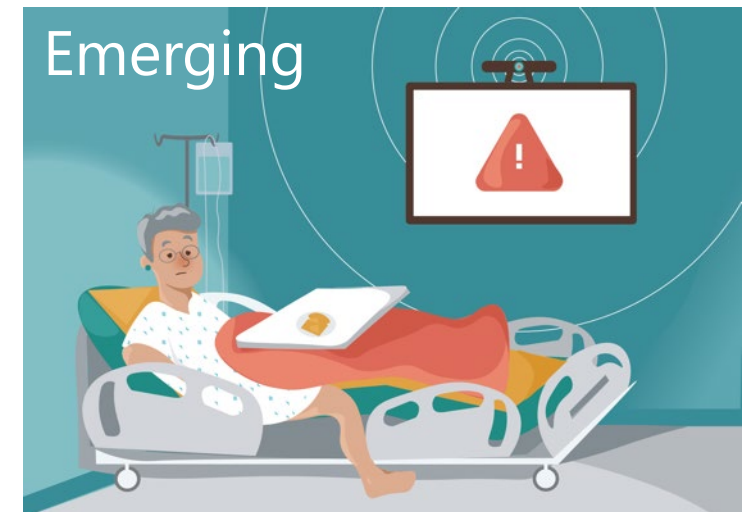
Virtual care on tablets enabling tactical communication

- Virtual rounding
- Virtual visitation
- Virtual interpretation



Virtual care on the patient’s television with bi-directional camera capability enabling new hybrid care models

- Virtual nursing
- Virtual patient observation to prevent falls and patient harm

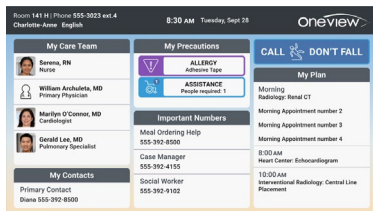
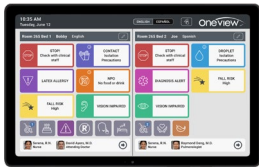


Artificial intelligence and autonomous always-on monitoring enables augmented care models

- AI-enabled virtual assistant with ambient voice capability
- Augmented patient observation to prevent falls and patient harm

Thoughtful Innovation

2024 highlights



- 3 new products delivered
- Connected Patient Room portfolio now complete
- Portfolio enables a **92% up-sell** on patient TV per bed per day revenue
- Modular nature of products lends itself to **up-selling during customer lifetime**

2025 and beyond

- **Margin optimisation:** greater cloud leverage with containerisation, greater resource leverage through improved & self-service configuration tools
- **Powering personalisation and automation with AI:** new product currently in proof-of-concept with customers, targeting market launch in H1 2025
- **Better together:** integrating with Baxter product portfolio to optimise workflows, reduce burden for nursing and improve patient experience and outcomes

Better Together



Integrate existing products using existing integration points



Leverage existing integration points to surface information and automate workflows



Reimaging solutions with deep integration and product development

Investment Highlights



Proven Track Record

Successful deployments in top health systems



Market Leadership

Positioned to capitalise on industry trends



Robust Unit Economics

Recurring revenue and long-term contracts



Experienced Management Team

Deep expertise in healthcare and technology sectors



Growth Driver

Significant opportunity to access the US market via Baxter

Experienced Leadership Team



James Fitter - Chief Executive Officer

James has been CEO of Oneview for 12 years, helping transition what was then a 10-person start-up into a publicly traded company in just over 3 years. Prior to this, James enjoyed a highly successful 25-year career as a fund manager and financial services executive, living and working on 4 continents.



Niall O'Neill - Chief Strategy & Product Officer

Niall has worked across functions in Oneview for over 10 years, and now leads product, customer success and strategic partnerships. Niall has over 20 years of experience designing and delivering technology solutions across healthcare, financial services and public sectors. Prior to Oneview, he held management consulting roles with Deloitte and Accenture.



JP Howe - Chief Operating Officer

JP has been working closely across all functions with Oneview for 5 years. He is responsible for ensuring that every aspect of the businesses daily operations are running effectively. He also plays a critical role in achieving the company's strategic objectives. He has over 15 years' experience working in financial services, travel and education industries.



Declan Bright - Chief Technology Officer

Declan has led our technology strategy & roadmap for 5 years, continuously evolving the design of our software. He has over 25 years' experience in the IT industry across multiple sectors.



Darragh Lyons - Chief Financial Officer

Darragh joined Oneview as Chief Financial Officer in September 2024 and leads our finance and commercial teams. Prior to joining Oneview, Darragh was CEO of Malin plc, a listed life sciences investment company, where he previously served as CFO from 2015 until his appointment as CEO in 2019. Darragh has held senior finance positions in Elan Pharmaceuticals plc and worked with PwC in Dublin, the US and Canada.



Aaron Box – VP, Strategy & Innovation

With a tenure of nearly 6 years, Aaron leads our pre-sales and technical solutions team in North America. Aaron has extensive healthcare IT experience, including at BJC Healthcare where he led IT for planning, design and construction for their billion-dollar campus renewal project.



Nicki Fetterman – VP, Customer Success

Nicki leads our Customer Success & Account Management team globally, with a focus on ensuring that Oneview clients can see the value in their investment. She has over 25 years healthcare experience both as a nurse and in healthcare technology supporting Clients as they navigate implementation, change management and post go-live support.

Our customers



3 top 20 US hospitals



6 of the World's Best Smart Hospitals

US

Australia & rest of world



Risks

Risk Factors

This section describes some of the potential key risks associated with Oneview's business and an investment in Oneview. The risks associated with Oneview's business and the general risks set out in the "2023 Annual Report to Shareholders" released on 28 March 2024 (Annual Report) still apply, as updated by the risks set out below. If any of these risks eventuate, they could have a material adverse effect on Oneview's business, financial condition, CDI price, operating and financial performance and return to CDI holders. The risk factors set out below and in the Annual Report are not exhaustive. In particular, there are risks associated generally in investing in securities, including that trading in CDIs may not be liquid and the price may fluctuate

Additional risks that Oneview is unaware of or that Oneview currently considers to be immaterial also have the potential to have a material adverse effect on Oneview's business, financial condition and operating and financial performance. Before making an investment decision, potential investors should thoroughly review all publicly available information (including this presentation and the risk factors set out within) concerning Oneview and carefully consider whether Oneview CDIs are suitable to acquire having regard to their own investment objectives and financial circumstances. Investors should also note that risks created by global events and uncertainties and the related possible business interruptions could materially change Oneview's risk profile at any point after the date of this presentation and adversely impact the financial position and prospects of Oneview in the future.

Risk Factors – Strategy Risks

1.1 - Failure to successfully implement its business strategy

There is a risk that Oneview's business strategy or any of its growth initiatives will not be successfully implemented, deliver the expected returns or ultimately be profitable.

If Oneview is unable to successfully implement the Oneview solution for new clients, or if implementation costs overrun, or attractive pricing and other terms in new or extended contracts cannot be agreed with clients, or implementation is unexpectedly delayed, Oneview may not deliver expected returns and may fail to comply with its contractual obligations to the client. 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 operated at a loss for FY23, may not generate the financial returns it intends. As an example, there is a risk that the Value Added Reseller (**VAR**) agreement with Baxter International Inc (NYSE: BAX) may not execute as planned or there may be delays in delivery of milestones under the Baxter VAR agreement which may result in unforeseen costs, failure to achieve anticipated revenue or failure to achieve intended outcomes.

There is also a risk that Oneview is unable to scale fast enough to secure and implement client contracts 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.

Deleting because the risk of reliance on the Oneview solution is included in a separate risk factor below. The development of new products is not a core pillar of our business strategy.

1.2 - Implementation, installation and hardware risk

Clients have frequently required Oneview to contract with third party suppliers to source and install the appropriate hardware to operate the Oneview Solution. 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 clients or alternatively encourage its clients to enter into direct contracts with third party hardware providers. A requirement to fund hardware procurement costs has an initial negative cashflow impact and any interruptions in the timing for 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 may 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 or there are supply chain interruptions, this can lead to disruptions in the implementation process, operational or business delays, which may damage Oneview's reputation and may result in claims against Oneview by its clients and potential client disputes, potential breach or termination of contracts and/or may impact the renewal of existing contracts or Oneview's ability to win new contracts. Oneview's third party technology supplier contracts may also not entitle the Company to recover all of the losses it may suffer. These events may have a material adverse effect on Oneview's business, operating and financial performance and position

Risk Factors – Strategy Risks

1.3 - Competition and technology risk

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., Thailand, and globally, is subject to increasing domestic and global competition and any change in the foregoing competitive factors, or others, may impact Oneview's ability to execute its growth strategy. As such there is a risk that:

- Oneview may fail to anticipate and adapt to technology changes or client expectations at the same rate as its competitors;
- Existing competitors could increase their competitive position through aggressive marketing, product innovation and/or price discounting;
- Existing or new competitors could offer software with less functionality but at a more competitive price, which may affect Oneview's ability to sustain or increase prices;
- Clients who currently utilise patient engagement solutions offered by existing competitors (including local operators in specific markets or those with a greater market share in certain markets) which have often been in place for a considerable period of time or have onerous termination clauses, may determine that it is prohibitively costly and/or time consuming to adopt the Oneview solution;
- New competitors, including large global Electronic Health Records 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 and marketing, which may enable them able to expand in the patient engagement solutions industry more aggressively than Oneview and/or may enable them to 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.

1.4 - Product Development

Cost estimates in respect of product development, product improvement and innovation are made in advance of the development of the product or product improvement projects are initiated 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 development due to (i) errors and omissions; (ii) unforeseen technical conditions or increases in hardware costs; 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. When new products are developed or product improvements are made available to clients, they may not be adopted by new or existing clients which may impact Oneview's operations and business.

Risk Factors – Operational Risks

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.

2.1 - Failure to retain existing customers and attract new business / contracts

Oneview's business is dependent on its ability to retain its existing clients, secure new clients and contracts, and maintain business relationships. There is a risk that existing Oneview clients terminate their contracts without cause and on short notice and without financial penalty 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 projects that Oneview successfully tendered for and/or termination of client customer contracts that Oneview has entered into but not yet commenced implementing. There is also a risk that clients may adopt different strategies or priorities which reduce the need or desire to implement Oneview's solutions. This could 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.

2.2 - Contract risk

Oneview's client contract tender processes often take 12-18 months to conclude. 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.

2.3 - Risk that the Oneview solution is disrupted, fails or ceases to function efficiently

Oneview depends on the performance and reliability of its technology platform. There is a risk that the Oneview solution contains defects or errors, which become evident when the software is implemented for new clients or new versions or enhancements are rolled out to existing clients. Noting that 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 client 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.

Risk Factors – Operational Risks

2.4 - 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, there is a risk that the Oneview solution is the subject of a cyber attack which could compromise or even breach the technology rendering the Oneview solution unavailable for a period until the software is restored and/or resulting in the theft, loss or corruption of sensitive data (including patient data, client or business data) and damage to Oneview's business prospects and reputation. The effect of any such event could extend to compensation claims from patients, reputational damage, regulatory scrutiny and fines. Such circumstances could negatively impact upon Oneview's business, financial performance and operations.

2.5 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.

2.6 - 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; 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.

2.7 - 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, their retention cannot be guaranteed and the loss of any of Oneview's senior members of management and the inability to recruit suitable replacements represents a material risk to Oneview which may have a material impact on its business, financial performance and operations. 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 in a timely manner. 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.

Risk Factors – Operational Risks

2.8 - Market adoption of Patient Engagement Solutions

If Oneview's patient engagement solutions are not widely accepted for use by healthcare providers, including as a result of Oneview's failure to prove return on investment, or if the market for patient engagement solutions (or Oneview's other 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.

2.9 - Reliance on its core product and failure to develop new products

Oneview derives all of its revenue from the sale and associated installation of the Oneview solution as well as the recurring software license fees. It relies on its ability to develop new products, features and enhancements to the Oneview solution. There is a risk that upgrading the Oneview solution or introducing new products may result in unforeseen costs, may fail to achieve anticipated revenue or may not achieve intended outcomes. A failure by Oneview to develop successful new products, features and enhancements to the Oneview solution may have an adverse impact on its ability to develop client relationships and maintain current relationships.

2.10 – 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.

2.11 - Integration risk

Oneview depends on the performance and integration capability of the Oneview solution with clients' 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.

Risk Factors – Operational Risks

2.12 - Foreign operations and Sovereign risks

As 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.

2.13 - 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.

Risk Factors – Financial Risks

3.1 - 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. There is no certainty as to the extent to which the Offer will raise new funds and Oneview may be required to seek further financing. Such financing following the Offer or otherwise in the future may not be available on acceptable terms, or at all, and a failure to raise capital when required 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.

3.2 - Working capital risk

Maintaining sufficient working capital is a fundamental requirement for Oneview to meet its financial obligations. Given the timing difference between accounts receivables and accounts payables falling due, Oneview may face temporary cash constraints, in particular, when Oneview has to make large advance 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, tender for new business or deliver under existing client contracts.

3.3 - 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.

3.4 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 Thailand operations are denominated in Australian dollars, U.S. dollars and Thai Baht 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 dated 19 February 2016 and released to ASX on 17 March 2016.

Risk Factors – Regulatory Risks

4.1 - 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 the U.S. and Australia). It is possible that governments in Oneview's focus markets could 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, including specific funding for Healthcare Information Technologies "HCIT" initiatives. 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 new applicable laws or regulations or otherwise negatively impact Oneview's business, financial performance and operations.

Risk Factors – General Risks

5.1 – Investment in equity capital markets

There are general risks associated with investments in equity capital. The trading price of CDIs in Oneview may fluctuate with movements in equity capital markets in Australia and internationally. Generally applicable factors which may affect the market price of shares include:

- general movements in Australian and international stock markets;
- the strength of the equity and share markets in Australia and throughout the world, and in particular investor sentiment towards the technology sector;
- announcement of new technologies;
- geo-political instability, including international hostilities and acts of terrorism;
- demand for and supply of Oneview CDIs;
- announcements and results of competitors;
- analysts reports; and
- the financial and operating performance of Oneview.

None of Oneview, its board of directors or any other person guarantees the market performance of the CDIs or of Oneview. It is also possible that new risks may emerge as a result of Australian or global markets experiencing extreme stress or existing risks may manifest themselves in ways that are not currently foreseeable. The equity markets have in the past and may in the future be subject to significant volatility.

5.2 - Liquidity risk

There can be no guarantee of an active market in the CDIs in Oneview or that the price of the CDIs will increase. There may be relatively few potential buyers or sellers of Oneview CDIs on the ASX at any time. This may increase the volatility of the market price of Oneview CDIs. It may also affect the prevailing market price at which security holders are able to sell their CDIs in Oneview.

5.3 - Economic and government risks

The future viability of Oneview is also dependent on a number of other factors affecting performance of all industries and not just the technology industry, including, but not limited to, the following:

- general economic conditions in jurisdictions in which Oneview operates;
- changes in government policies, taxation and other laws in jurisdictions in which Oneview operates;
- movement in, or outlook on, interest rates and inflation rates in jurisdictions in which Oneview operates; and
- natural disasters, social upheaval or war in jurisdictions in which Oneview operates.

Risk Factors – General Risks

5.4 – Global Events and Business Interruption

Disruptions from global events outside of Oneview's control, including geopolitical tensions, natural disasters, pandemics, and other large-scale events may disrupt the company's operations. While Oneview has mitigation plans for potential business disruptions and can implement health and safety measures as required in the jurisdictions in which it operates, such events may have a material adverse impact on its ability to:

- implement software projects at healthcare facilities and hospitals. This may result in a significant reduction in Oneview's non-recurring revenue and the ability to grow the recurring revenue base;
- maintain and fulfil client facing service obligations, customer engagement and communications;
- protect the health (both mental and physical), safety and security of staff;
- maintain adequate cash flows and manage liquidity; and
- comply with requirements under its leases and its regulatory framework (including in relation to corporate governance and financial reporting requirements).

If any factors like these arise, there is a risk that Oneview's performance, position or reputation will be adversely affected. There are also other changes in the domestic and global macroeconomic environment associated with disruptions from global events that are beyond the control of Oneview and may be exacerbated in an economic recession or downturn. These include, but are not limited to:

- changes in inflation, interest rates and foreign currency exchange rates;
- changes in employment level and labour costs;
- changes in aggregate investment and economic output; and
- other changes in economic conditions which may affect the revenue or costs of Oneview.

5.5 – 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.



Oneview