

Oneview Healthcare PLC

1H16 Results Presentation



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All amounts are in Euros.

All references starting with FY refer to the financial period ended 31 December. For example, FY 16 H1 refers to the period ended 30 June 2016.

Introduction to today's presenters



Mark McCloskey

*President &
Founder*



James Fitter

*Chief Executive
Officer*



John Kelly

*Chief Financial
Officer*

Positioning statement

“For visionary healthcare leaders who are redefining the care experience, Oneview enables and inspires people to have greater participation in their health.

Oneview’s innovative solution and first-hand knowledge of what needs to change has led to a product design that places more power and knowledge in patients’ hands and helps caregivers spend more time on meaningful work.

Oneview sets a new standard, revolutionising how people feel about healthcare experiences.”



1. 1H16 highlights

Business highlights

Revenue
↑ **493% pcp**

Recurring
Revenue
↑ **69% pcp**

Headcount
↑ **104% pcp**

Live and
installed beds
↑ **29% pcp**

Beds
contracted,
not installed
↑ **65% pcp**

Beds
in RFP
Process
↑ **39% pcp**

Operational highlights

11 facilities
live and
installed

1,671 beds
live and
installed

12 facilities
contracted but
not installed

3,291 beds
contracted but
not installed

2,836 beds
Contract
negotiation

7,439 beds
RFP Process



Successful completion of IPO on ASX in March 2016, raising \$A62.4 million



374 bed contract with NYU Langone with contractual commitment for a further 2,000 end points (equivalent to 1,000 beds)



Three proof of concept contracts with U.S. hospitals

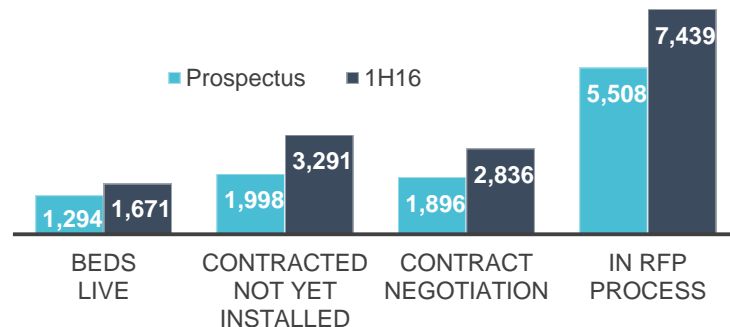


Establishment of new North American HQ in Chicago

Key operating metrics growth

Key developments

- NYU Langone Medical Center contract
 - 374 beds with contractual commitment for a further 2,000 end points (equivalent to 1,000 beds)
- Three proof of concept contracts with high-profile health systems in the MidWest of the U.S. The systems ultimately control 42,000 beds
 - Deployments typically run for up to 90 days



Facilities and beds	Facilities Prospectus	Facilities 30 June 2016	Beds Prospectus	Beds 30 June 2016	% Change (Beds)
Live and installed	9	11	1,294	1,671	29%
Contracted but not yet installed	10	12	1,998	3,291	65%
Total under contract	19	23	3,292	4,962	43%
Appointed preferred tenderer/in contract negotiations			1,896	2,836	50%
Submitted or preparing to submit a proposal			5,508	7,439	35%
Total under RFP process			7,404	10,275	39%

Top ranked 15 U.S. Hospitals*

Top Ranked U.S. Hospitals

1	Mayo Clinic, Rochester, Minn.
2	Cleveland Clinic
3	Massachusetts General Hospital, Boston
4	Johns Hopkins Hospital, Baltimore
5	UCLA Medical Center
6	New York-Presbyterian University Hospital of Columbia and Cornell
7	UCSF Medical Center, San Francisco
8	Northwestern Memorial Hospital, Chicago
9	Hospitals of the University of Pennsylvania-Penn Presbyterian, Philadelphia
10	NYU Langone Medical Center, New York
11	Barnes-Jewish Hospital/Washington University, St. Louis
12	UPMC Presbyterian Shadyside, Pittsburgh
13	Brigham and Women's Hospital, Boston
14	Stanford Health Care-Stanford Hospital, Stanford, Calif
15	Mount Sinai Hospital, New York

Oneworld has now contracted with **4 of the Top Ranked 15 Hospitals** in the U.S. and has recently been appointed preferred tenderer with a further 2 from the list*



*Note: Oneworld cannot disclose all hospitals due to confidentiality agreements

1H16 overview

- Innovative patient engagement and clinical workflow solutions provider, Oneview, successfully listed on the ASX in March 2016, raising A\$62.4m from investors. Since listing, Oneview has continued to scale and execute the business plan
- 493% increase in revenue to €5.0m, 69% increase in recurring revenue* to €0.5m, 43% increase in contracted beds, 104% increase in headcount, €43.4m in cash at 1H16
- During May, Oneview announced a number of new contracts in the U.S., including three proof of concepts
- Oneview has either contracted with or been appointed as preferred tenderer in 6 of the top 15 ranked US hospitals
- “Epworth HealthCare has achieved a 99th percentile ranking for patient satisfaction in our peer group across Australia – this puts us at number 1. This has been due in part to the significant cultural change, workflow changes and efficiency changes we have achieved through the Point of Care initiative. We are excited for the future opportunities and enhancements we will be able to achieve with Oneview in our endeavour to truly provide patient centred care and experience.”

— Louise O'Connor, Executive Director Epworth

* As defined in prospectus (4.2.3)

1H16 overview (ctd.)

- The recently released NSW Health E-health Strategy 2016-2026 outlines a 10 year vision with three key goals:
 - To ensure patients are supported, well informed and actively engaged in their health
 - To ensure staff have the tools to make effective decisions
 - To ensure NSW Health organisations have capacity for smart, transparent and efficient management

The Oneview solution, which is currently being deployed in its first NSW Health facility, The Sydney Children's Network, is poised to immediately demonstrate the delivery of all three identified end points of success

- To service its rapidly growing U.S. client base, Oneview announced that it has established a new U.S. headquarters in Chicago, IL. The new headquarters is expected to accommodate up to 50 staff and act as the business hub for the U.S.
- James Fitter (CEO) to be based in Chicago from September 2016. Imminent appointment of a US-based high profile CMO
- In April, appointed Christina (Christy) Boyce as a non-executive Director. Christy is currently a director of boutique strategy firm Port Jackson Partners, and brings over 20 years management and consulting experience
- The business has continued to strengthen its team and attract high caliber staff, currently employing 104, up from 51 at June 2015



2. Growth strategy



Delivering on our growth strategies

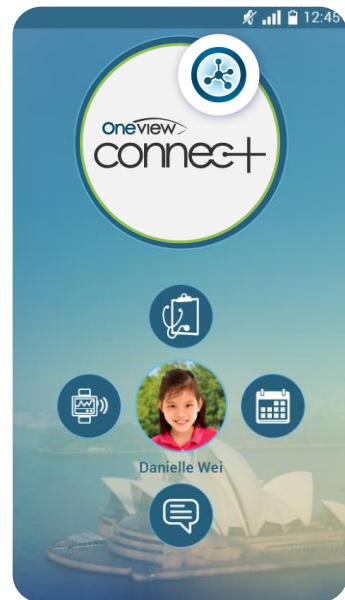
Existing Market

Roll-out to related healthcare facilities	<ul style="list-style-type: none">We continue our rollout across the Epworth, Westmead and Iowa hospital networks
Up-sell to existing customers	<ul style="list-style-type: none">Additional features and functionality being added by a number of existing hospitalsUpsell of Connect to existing hospital clientsMediclinic installation expanded by a further 56 beds
Product development and innovation	<ul style="list-style-type: none">Oneview Connect on schedule for Q4 2016BYOD on iOS and Android operating systems – scheduled for Q1 2017

New Markets

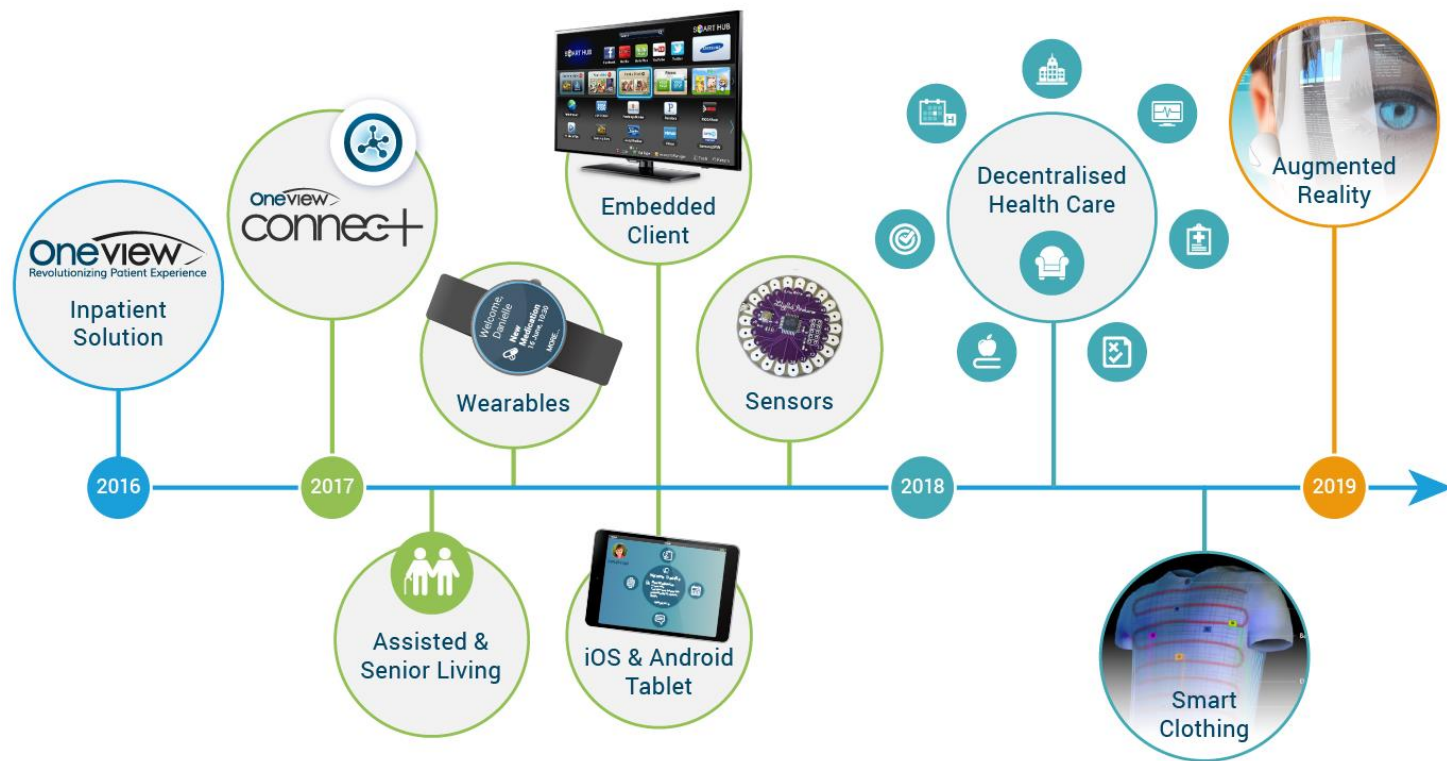
Medical Tourism Market	<ul style="list-style-type: none">In discussions with hospital operators in South East AsiaPresenting at HIMMS South East Asia Conference in Bangkok Aug 23rd – 26th
Assisted Living and Senior Living	<ul style="list-style-type: none">Product completion scheduled for Q1 2017Dedicated product and development team in placeOver 2,500 beds in RFP process
United Kingdom	<ul style="list-style-type: none">In late stage negotiations for initial entry into the UK market

Typical welcome screen for the Oneview Connect mobile platform



Oneview Healthcare

Roadmap for delivering innovative integrated and decentralised healthcare



Oneview Connect

The future of healthcare



The future of healthcare is a **decentralised, community based model** that distributes the delivery of care within the hospital, GP, community clinics and home.

Oneview's roadmap reflects our commitment to providing a satellite of care that encompasses every facet of the patient journey.

Oneview's data analytics platform provides real time statistical analysis of our solution which shapes the optimised delivery of healthcare to the patient no matter where they are.

Oneview Assisted and Senior Living

- Dedicated product development team hired including a worldwide clinical expert in senior living
- Integrations with global leaders in wireless and wearable sensors
- Over 2,500 beds in RFP process
- First phase for Legacy Lifestyle USA in Q1 2017
- Product operational and live in September 2017



Implementation update



- Implementation recently commenced – currently 46 beds live with remainder of 309 beds on schedule
- Oneview product was highlighted by NSW Minister for Health, the Hon. Jillian Skinner in a live Skype interview with Westmead at the recent NSW Health's eHealth Expo on August 5th as one of the most innovative technologies in Australian healthcare today
- Oneview Connect scheduled to be live this year, enabling the hospital in real time to connect to patients and families. Initial scope includes scheduling of appointments, educational content, wayfinding, discharge orders, proxy services and the ability to pay for products and services within the hospital

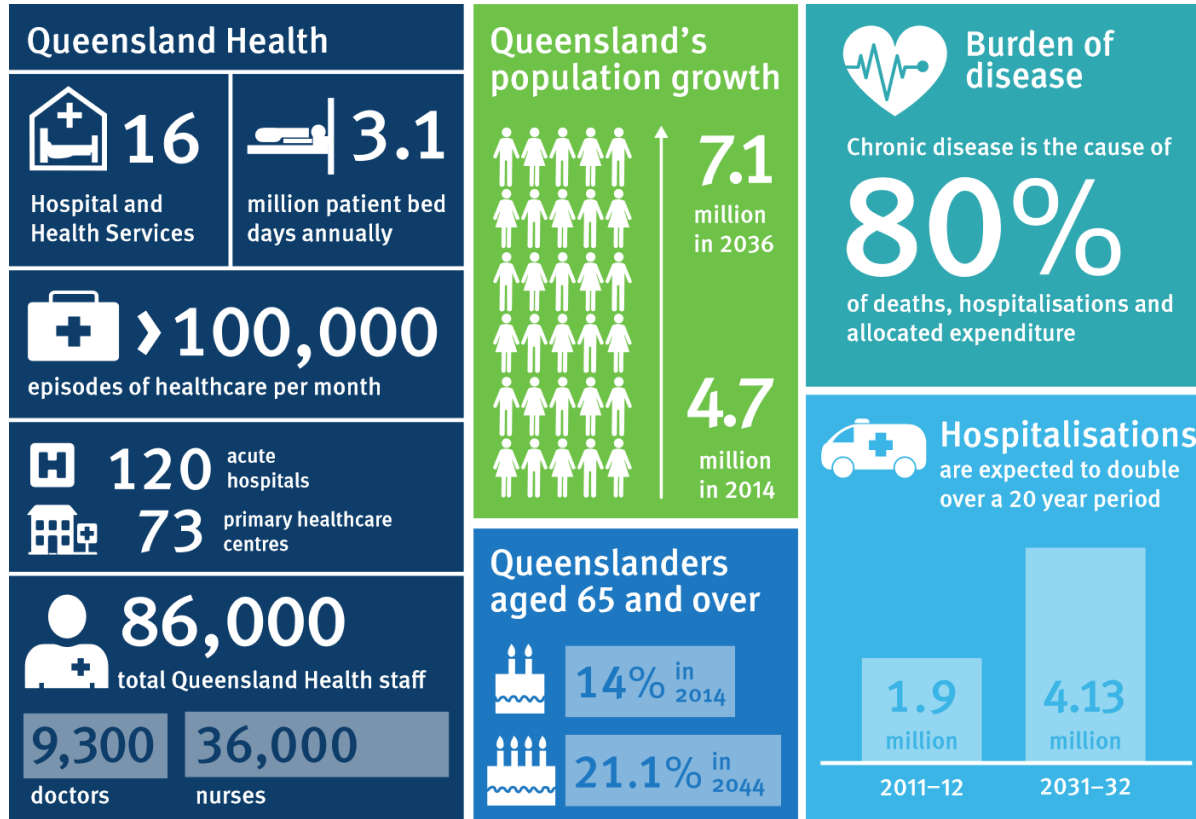


- Epworth Healthcare deployment continues on track with 544 beds currently live
- Remaining 931 beds scheduled by December 2016

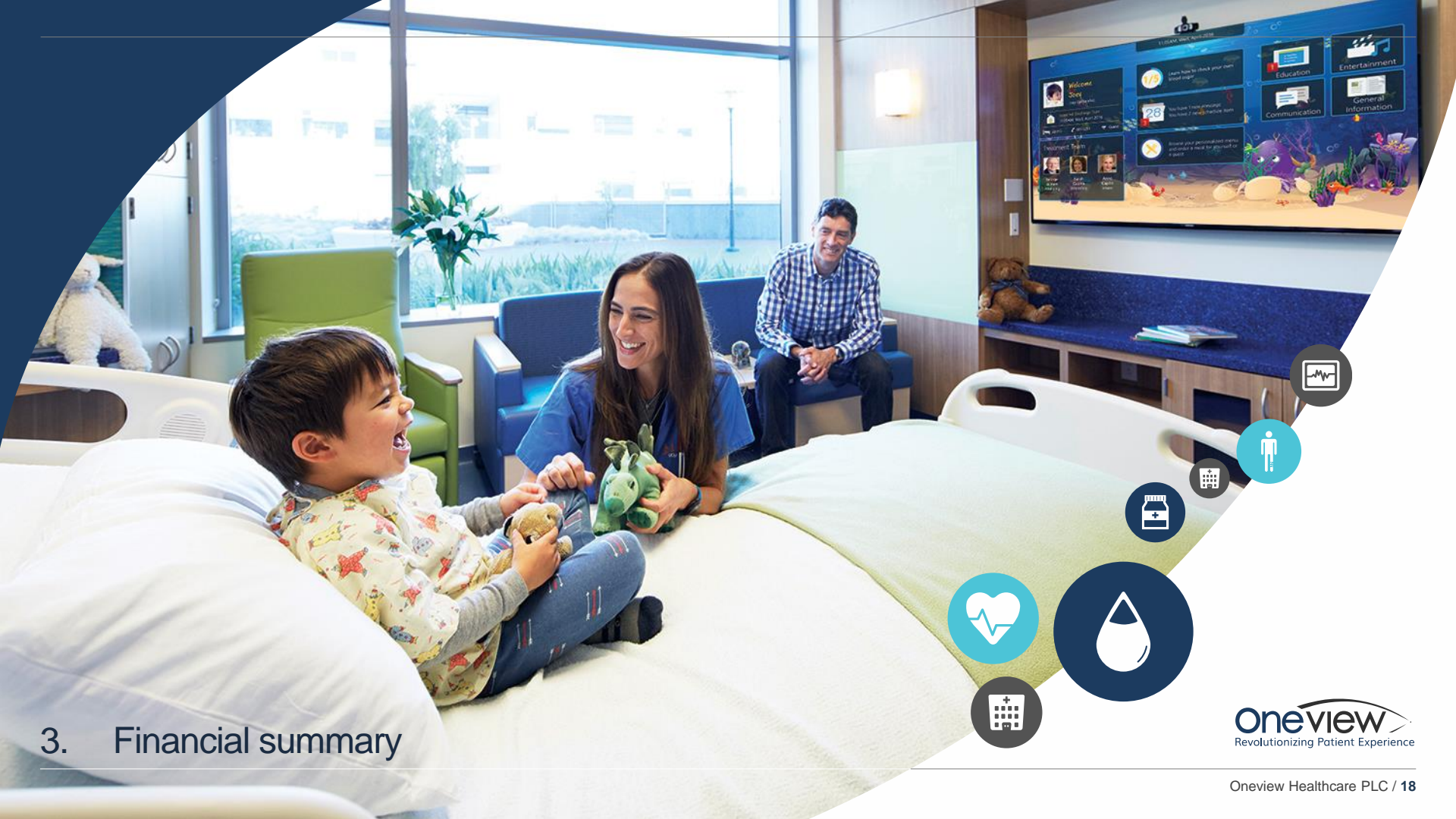


- Implementation has commenced with 239 of the 381 contracted beds, which are scheduled to go live by early November 2016

QLD Health CIO Conference Cairns – August 2016



- In August, Oneview exclusively presented to all CIOs for the 16 Health districts in QLD representing 120 acute hospitals and 73 primary healthcare centers
- The CIO working group is closely monitoring progress at Cairns for relevance to other facilities in the network
- Successfully demonstrated native Imprivata single sign on technology for Qld Health's Rapid Access Workstation. Go live with Cairns scheduled for October



3. Financial summary



Income statement

€ millions	1H15	1H16	VARIANCE % (1H15 – 1H16)
Total Revenue	0.8	5.0	493%
Cost of sales	(0.4)	(3.5)	709%
Gross profit	0.4	1.4	258%
Employee expenses	(1.6)	(4.0)	154%
Director expenses	(0.4)	(0.8)	119%
Share based benefits	(0.5)	(1.2)	150%
Occupancy expenses	(0.2)	(0.3)	88%
Administration expenses	(1.5)	(2.6)	75%
Operating EBITDA	(3.7)	(7.5)	-103%
Depreciation	(0.0)	(0.1)	110%
Amortisation	(0.8)	(0.2)	-80%
EBIT	(4.5)	(7.7)	-71%
Net finance costs	(0.1)	1.8	1,832%
Profit / (loss) before tax	(4.6)	(6.0)	-29%
Income tax expense	0.0	0.0	12%
Net profit / (loss) after tax	(4.6)	(5.9)	-29%

- Revenue growth of 493% with recurring revenue growth of 69%
- Employee costs increase from €1.6m to €4.0 in line with headcount increase from 51 at June 2015 to 104 at June 2016 with significant increases in U.S. and Australian based teams
- Director expenses increase from €0.4m to €0.8 with appointment of new directors in the lead up to and following the IPO
- 1H16 administration expenses of €2.6m includes €0.7m of costs directly attributable to IPO and PLC status (1H15@ nil). The remaining increase of €0.4m reflecting rapid scaling of the business including travel
- 1H15 amortisation reflects accelerated amortisation charge in 2014 & 2015 following reduction in term from 10 years to 5 years
- 1H16 net finance costs represent strong FX gains of € against US\$ and A\$ primarily in the period post IPO
- Numbers are presented as statutory, not proforma

Balance sheet

€ millions	AS AT 31-Dec-15	AS AT 30-Jun-16
Current Assets		
Cash and cash equivalents	12.8	43.4
Trade and other receivables	1.9	4.7
Other current assets	0.1	0.2
Total current assets	14.8	48.3
Non-current assets		
Property, plant and equipment	0.2	0.3
Intangible assets	0.8	0.8
Total non-current assets	1.0	1.1
Total assets	15.8	49.4
Current liabilities		
Payables	1.8	2.4
Borrowings	0.0	0.0
Deferred income	2.3	1.7
Total current liabilities	4.1	4.1
Non-current liabilities		
Deferred income	0.5	0.6
Total non-current liabilities	0.5	0.6
Total liabilities	4.6	4.7
Net assets	11.2	44.7
Equity		
Contributed equity	25.8	66.5
Reserves	0.1	1.2
Retained profits	(14.7)	(23.0)
Total equity	11.2	44.7

- Strong closing balance sheet at 30 June 16 with net assets of €44.7m including cash on hand of €43.4m
- Monthly gross cash burn (before recurring income) currently tracking at €1.3m per month, equivalent to 33 months cash on hand
- Cash is held in €, US\$ and A\$ proportionate to underlying currency spend. No exposure from fallout of Brexit or weaker £ sterling
- Trade and other receivables include hospital debtors of €2.6m received since 30 June 2016
- Numbers are presented as statutory, not proforma

Cash flow statement

€ millions	1H15	1H16
Cash flows from operating activities		
Receipts from customers	0.8	2.3
Payments to suppliers and employees	(3.6)	(9.8)
Interest paid	(0.0)	0.0
Income tax refund	0.0	0.0
Net cash used in operating activities	(2.8)	(7.4)
Cash flows from investing activities		
Purchase of property, plant and equipment	(0.1)	(0.2)
Net cash used in investing activities	(0.1)	(0.2)
Cash flows from financing activities		
Proceeds from issue of shares net	0.0	38.6
Transaction costs	0.0	(0.3)
Net Cash generated by financing activities	0.0	38.3
Net increase in cash held	(2.8)	30.7
Foreign exchange impact on cash and cash equivalents	(0.1)	(0.0)
Cash and cash equivalents at beginning of financial period	7.0	12.8
Cash and cash equivalents at end of financial period	4.0	43.4

- Numbers are presented as statutory, not proforma



4. Q&A



1H16 Results Presentation

