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**Oneview** / the connected care  
experience company

Because every  
care experience  
**is personal.**

13 August 2025

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# Oneview Healthcare plc (ASX: ONE)

Healthcare technology company enabling the Connected Care Experience in hospitals and healthcare systems with a modular, scalable software platform that connects the patient room to the care team and the hospitals' technology systems, delivering efficiencies for the hospital and a better, more engaged care experience for patients

Founded in  
**2008**  
in Dublin, Ireland

ISO 27001,  
27701 & 42001

## Our Mission

To improve connected care experiences, every day

## Our Vision

Redefining the digital environment of care to make it accessible, seamless and reliable for all

Our **US footprint** includes 3 hospitals that have been recognised in the top 20 nationwide \*



# Speakers



**James Fitter**  
Chief Executive Officer



**Darragh Lyons**  
Chief Financial Officer

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1) H1 2025 in Review

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H1 2025 in  
Review

# H1 2025 Results

H1 2025

Revenue

€6.3m

(A\$10.9m)



Up 36%

Recurring Revenue

€3.8m

(A\$6.5m)



Up 7%

Gross Margin

61%

(2024: 73%)



Down 12%

Operating EBITDA  
Loss

€4.5m

(A\$7.7m)



Up 21%

As at 30 June 2025

Cash

€8.2m

(A\$14.7m)



(31 December 2024:

€13.8)

2 new customer  
logos added



Live Endpoints

13,526

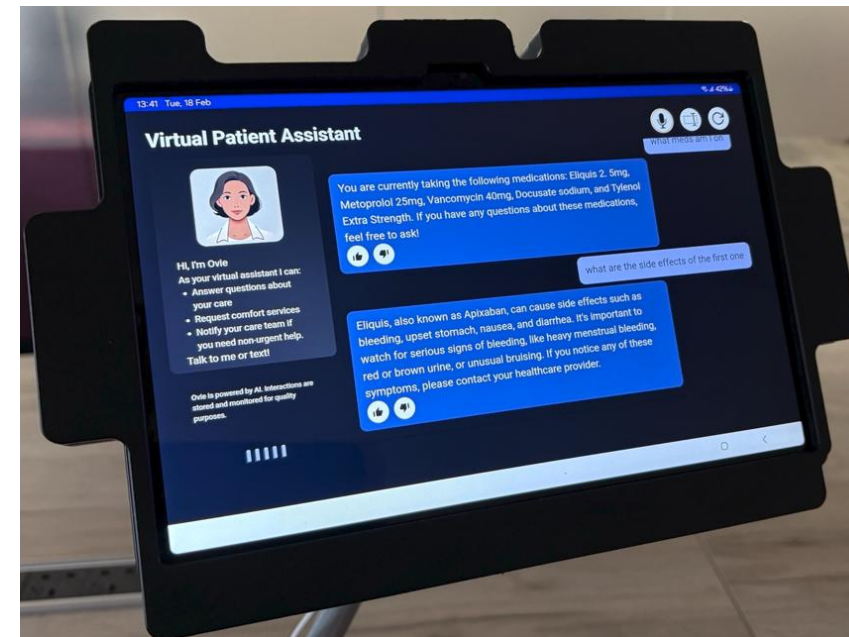


Up (net) 1% in H1 25

Recurring Revenue per  
live endpoint per day

€1.54

Up 5% in H1 2025

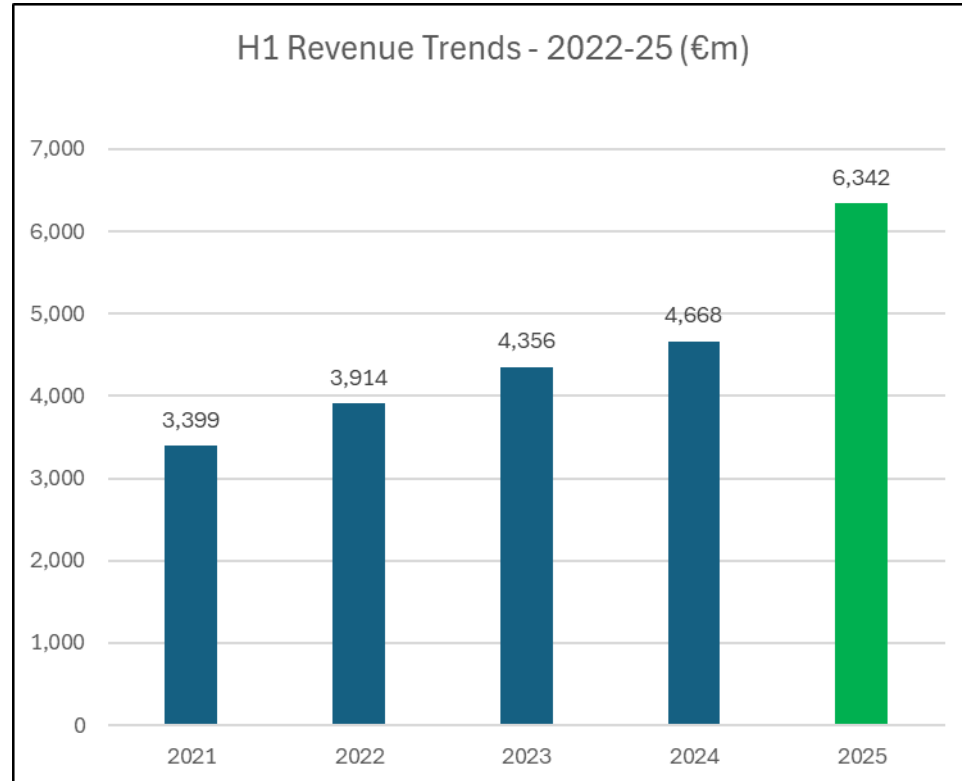


First initiative from Oneview's AI Strategy was launched during H1 2025: Ovie, a Gen AI-powered Care Assistant

# 36% YoY Revenue Growth



A MEMBER OF THE MONTEFIORE HEALTH SYSTEM





# ASX: ONE Investment Highlights



## Efficiency

- › Progressing towards faster and more efficient deployments
- › Embedding AI-powered solutions into every business function, yielding measurable performance improvements
- › Restructured our Australian and other functional teams to align operations with current business opportunities and strategic priorities



## Execution

- › 2 new customer logos added during H1 2025
- › Sales pipeline expanding and maturing with several late-stage pipeline opportunities
- › Three-year contract extension secured with a key strategic customer, driving over 20% year-on-year growth in annual recurring revenue from this customer



## Innovation

- › Developing a new User Experience which will be delivered during H2 2025
- › Developing AI-powered patient engagement products having built a solid AI foundation
- › Achieved ISO 42001 certification, becoming one of the first companies on the ASX and in the connected care sector to attain this certification for its AI Management System

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## H1 2025 Financial Results Overview

# H1 2025 Financial Performance

**36%** growth in **revenue**

**7%** growth in **recurring revenue**

**H1 2025 Gross Margin** of **61%** (H1 2024: 73%) impacted by revenue mix (i.e. greater proportion of deployment revenue)

**Restructured** our global operations to better align Australian and functional operations with current strategic priorities

- **~10%** reduction in global employee headcount
- continued focus on improving business efficiency

**Operating EBITDA<sup>1</sup> loss** of **€4.5 million** impacted by:

- Restructuring charges of €168k and;
- Previous investment in resources to support expected deployment activity from the Baxter and direct sales pipelines

	Period ended 30 June 2025	Period ended 30 June 2024	Variance
	€'m	€'m	%
Recurring revenue	3.8	3.6	7%
Non-recurring revenue	2.5	1.1	132%
<b>Total Revenue</b>	<b>6.3</b>	<b>4.7</b>	<b>36%</b>
Cost of sales	(2.5)	(1.3)	97%
<b>Gross Profit</b>	<b>3.8</b>	<b>3.4</b>	<b>13%</b>
Cash operating expenses	(8.3)	(7.1)	17%
<b>Operating EBITDA loss</b>	<b>(4.5)</b>	<b>(3.7)</b>	<b>21%</b>
Non-cash expenses:			
Share based payment expense	(1.6)	(1.7)	-3%
Depreciation & amortisation	(0.3)	(0.3)	3%
Net finance income / (costs)	(1.5)	0.1	-
<b>Loss before tax</b>	<b>(7.9)</b>	<b>(5.5)</b>	<b>44%</b>
Income tax expense	-	-	-
<b>Loss after tax</b>	<b>(7.9)</b>	<b>(5.5)</b>	<b>44%</b>

<sup>1</sup> **Operating EBITDA** excludes depreciation, amortisation, finance & FX charges / gains and non-cash share based payment charges

# Financial Position as at 30 June 2025

Balance Sheet Position	As at 30 June 2025	As at 31 December 2024	Variance
	€'m	€'m	%
Cash and cash equivalents	8.2	13.8	-41%
Trade & other receivables	3.1	5.3	-42%
Inventory	2.6	3.1	-17%
Other assets	2.3	3.8	-39%
<b>Total Assets</b>	<b>16.1</b>	<b>26.0</b>	<b>-38%</b>
Trade and other payables	0.7	1.3	-46%
Deferred income	2.9	5.0	-42%
Accruals and other liabilities	5.1	6.4	-21%
<b>Total Liabilities</b>	<b>8.6</b>	<b>12.7</b>	<b>-32%</b>
<b>Net Assets / Total Equity</b>	<b>7.5</b>	<b>13.3</b>	<b>-44%</b>

## Cash Flow Statement Summary

	H1 2025	H1 2024	Variance
	€'m	€'m	%
Net cash used in operating activities	(4.8)	(5.2)	-8%
Net cash used in investing activities	-	(0.3)	-100%
Net cash generated by / (used in) financing activities	(0.2)	(0.1)	180%
Net decrease in cash held	(5.1)	(5.6)	-10%
Cash as at 1 January	13.8	11.5	20%
Foreign exchange impact on cash	(0.6)	0.1	n/a
<b>Cash as at 30 June</b>	<b>8.2</b>	<b>6.0</b>	<b>37%</b>

€8.2 million of Cash as at 30 June 2025

Lower cash burn in H1 2025 compared to H1 2024 driven by higher cash receipts, aligned with H1 2025 revenue

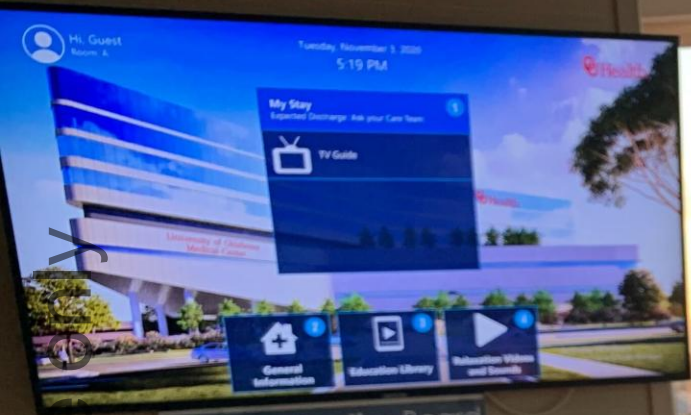
Restructuring executed in June 2025 reduced global headcount by ~10% and will deliver annual cost-savings of €1.1m

Strong inventory of our proprietary deployment hardware held in the US shields us from the current tariff and trading volatility

€1.5 million of debtors as at 30 June 2025 compared to €3.3 million at 31 December 2024



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Reimagining the Patient  
Experience with AI





# AI-Driven Patient Engagement



Faster speed to value and revenue



## What we build: AI-powered products

- Personalize engagement and experience to each patient's needs
- Monitors behavior and environment to surface real-time insights
- Anticipates needs and risks to guide timely staff action
- Orchestrates workflows to optimize efficiency



## How we work: AI-powered delivery and operations

- AI Communities of Practice to share knowledge and skills across our teams
- AI-powered product research and prototyping
- Reimagined Software Development Lifecycle using AI Agents to accelerate software delivery

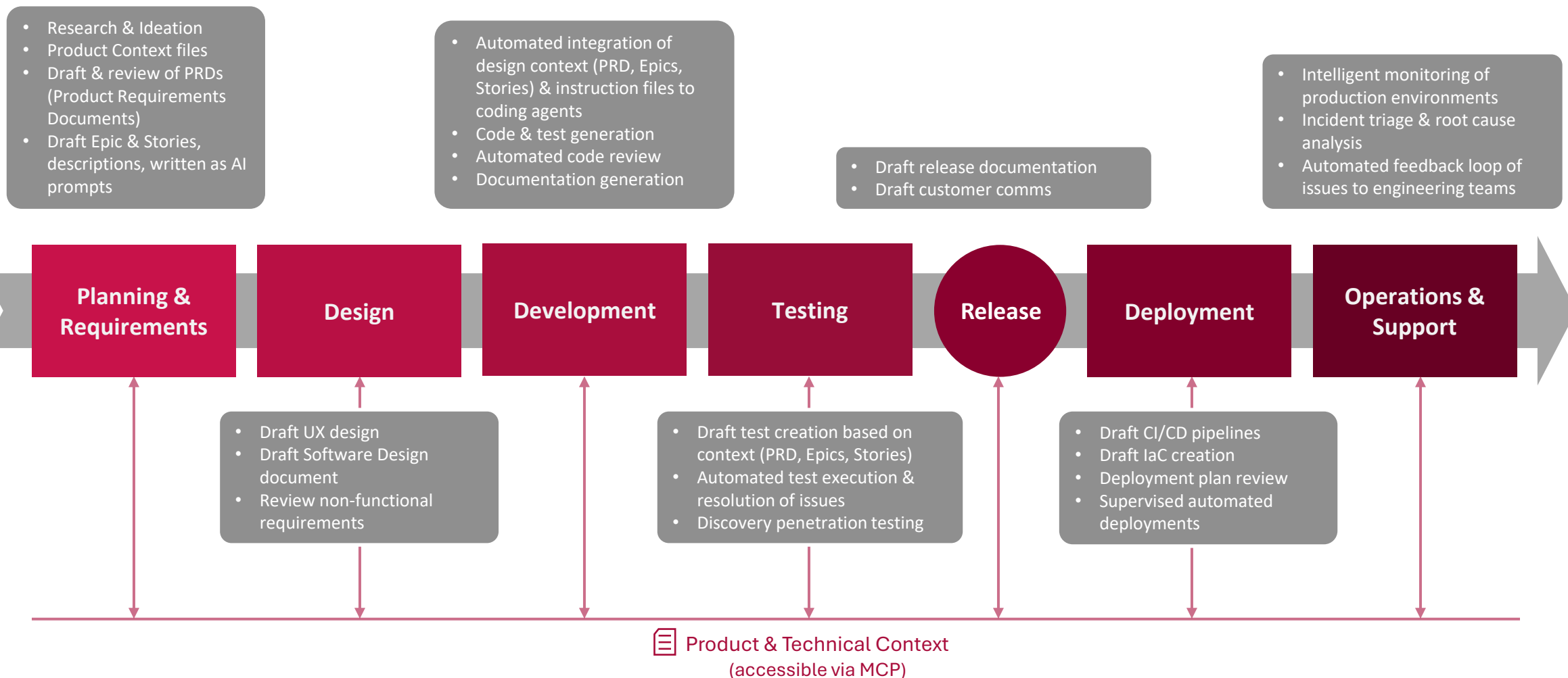


## Our AI foundation: safe, responsible, capable

- AI Management System
- Executive & Staff Upskilling
- Only ASX listed company to date to be ISO 42001 certified
- Evaluation & Monitoring
- Regulatory Compliance

# AI Augmented Software Development Lifecycle

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# Ovie ... Oneview's AI-Driven Ecosystem

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## Ovie, your virtual care team member

intelligence engine powering personalization, anticipation, orchestration, and context-awareness across the Oneview platform

### Patient Centric



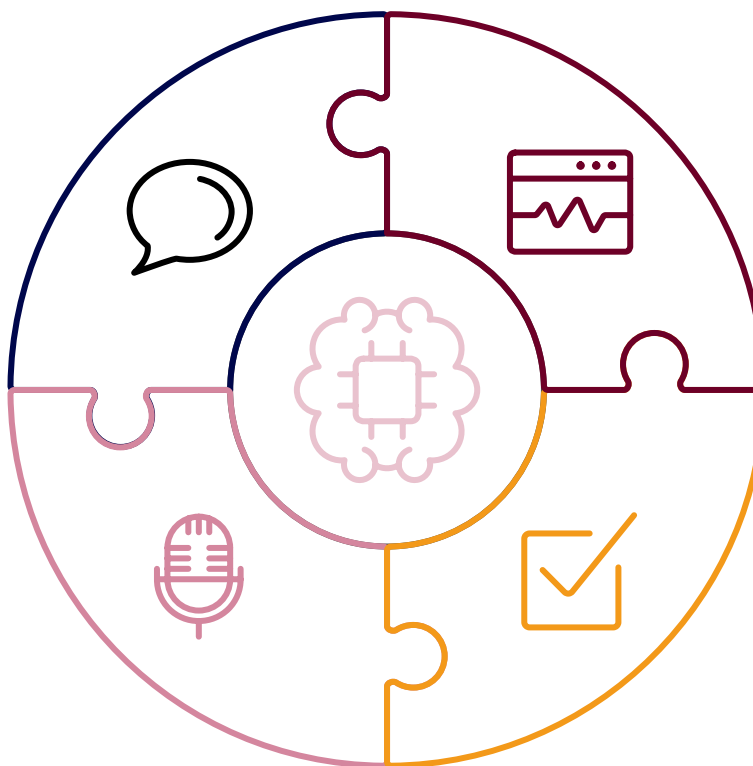
#### Ovie Engage

context-aware widget surfacing what's important for patients



#### Ovie Voice

enables natural, conversational interaction with Ovie



### Care Team Centric

#### Ovie Console

real-time dashboard surfacing what's important for staff



#### Ovie Rounds

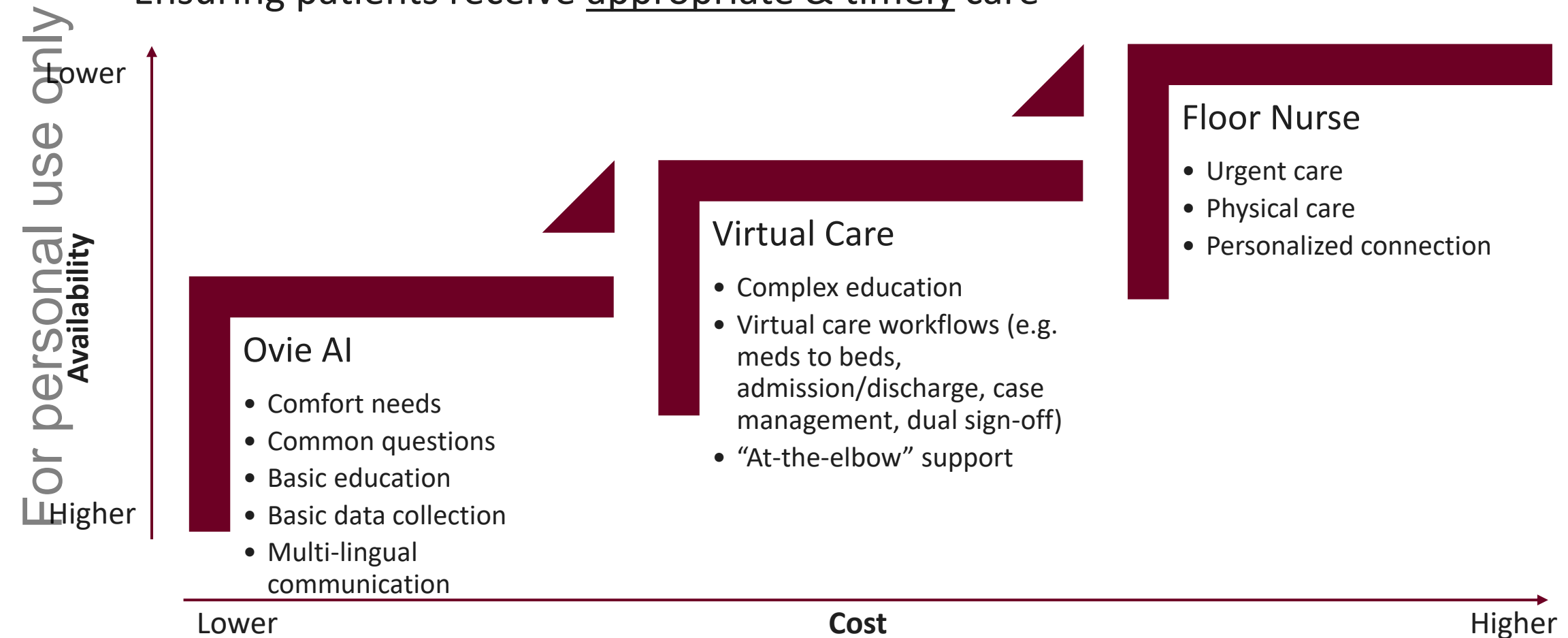
focused, context-aware rounding for staff and leaders





# AI-augmented hybrid care

Ensuring patients receive appropriate & timely care




# Innovation Update

## Patient Centric

### Ovie Engage



 **Order Breakfast**  
before 09:00 today Order now


**Upper body X-Ray**  
Scheduled for 09:00 am today

**How was your rest?**  
Rate your sleep Add rating

### Ovie Voice



My Care > Virtual assistant 7:16 AM



Hi, I'm Ovie  
as your virtual assistant, I can:

- answer questions about your care
- request comfort services
- notify your care team if you need non-urgent help

You can talk to me, or text

Ovie is powered by AI. Interactions are stored and monitored, for quality purposes.

Hi, I'm Ovie. How can I help you?

What meds am I on?

You are currently taking two medications: Warfarin Sodium and Hydrochlorothiazide. If you have any questions about these medications, please ask!

Can I get a pillow?

I can help you request a pillow. Would you like me to go ahead and make this request for you?

Type or speak your question

## Care Team Centric

### Ovie Console



Linda Martin  
MRN: MRN9668551 | Room: 3/B

Patient Info Feedback Requests **Meals** Ovie Timeline System

### Meal Orders

Meal Type	Ordered At	Diet Order	Nutrition	Intake	Delivered	Collected
Breakfast	12 May at 19:30	Low-sodium	Green	85%	13 May at 08:15	13 May at 09:30
Lunch	13 May at 10:45	Low-sodium	Orange	60%	13 May at 13:00	13 May at 14:15
Dinner	13 May at 15:30	Low-sodium	Red	—	Not yet	Not yet

### Meal Details

Breakfast  
Ordered: 12 May at 19:30  
Status: Green Nutrition

### Ovie Rounds



Rounding Tasks  
Mercy Hospital x

1/A	Susan Williams Appendicitis	19:38	Dissatisfaction Issue - System	Start Round
8/A	Jessica Thompson Pneumonia	18:38	Satisfaction Risk	Start Round
5/A	David Johnson Stroke	21:38	Dissatisfaction Issue - Sleep	Start Round
9/A	Karen Martinez COPD	17:38	v0 block Satisfaction Issue - System	Start Round
9/B	Linda Moore Diabetes	17:38	Satisfaction Risk	Start Round

# AI-Powered Insights

## Identification of Patient Groups

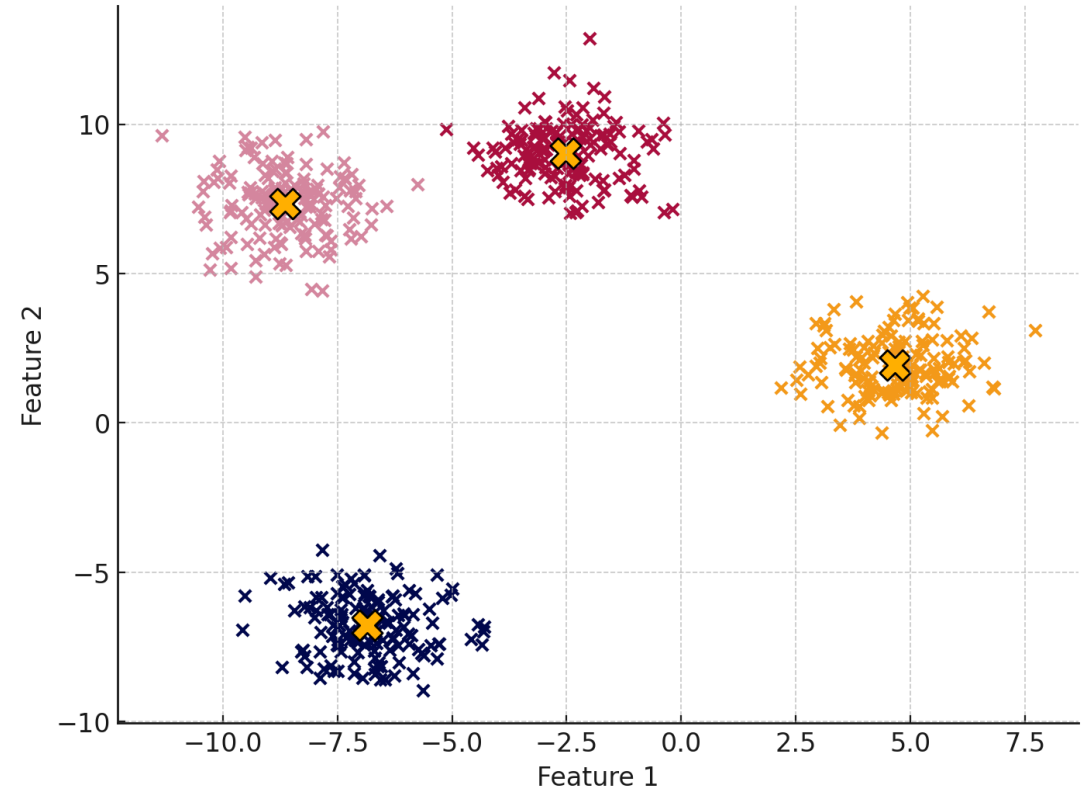
Behavioural clustering techniques uncover distinct groups of patients by analysing demographic characteristics, visit information and system utilization

## Personalised Interventions

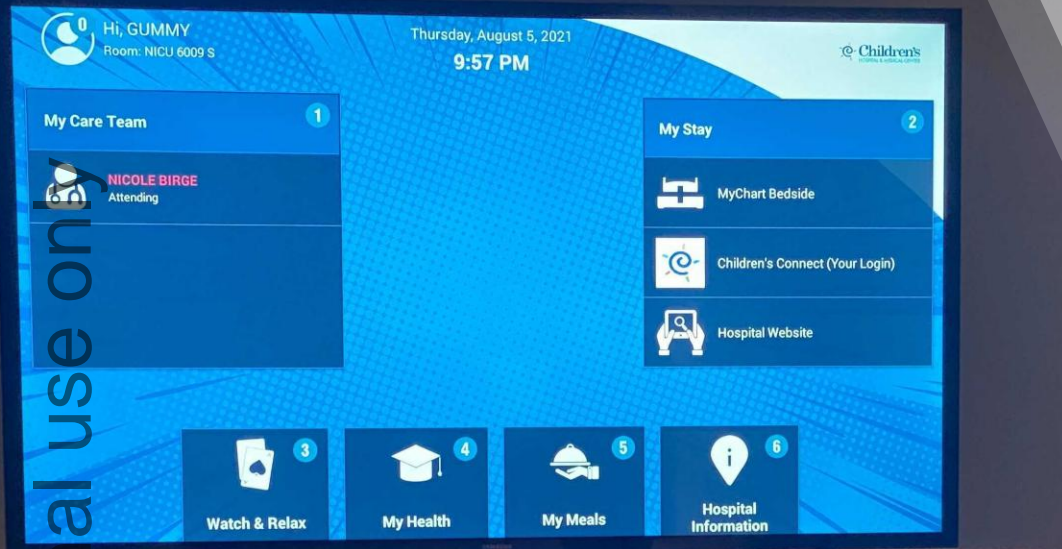
Insights from clustering enable the design of tailored optimizations to maximise system utilization and customer value

## Anticipating Issues

Working with an innovation customer in the US to determine if Oneview behavioural data correlates to HCAHPS satisfaction data



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Commercial & Sales Updates



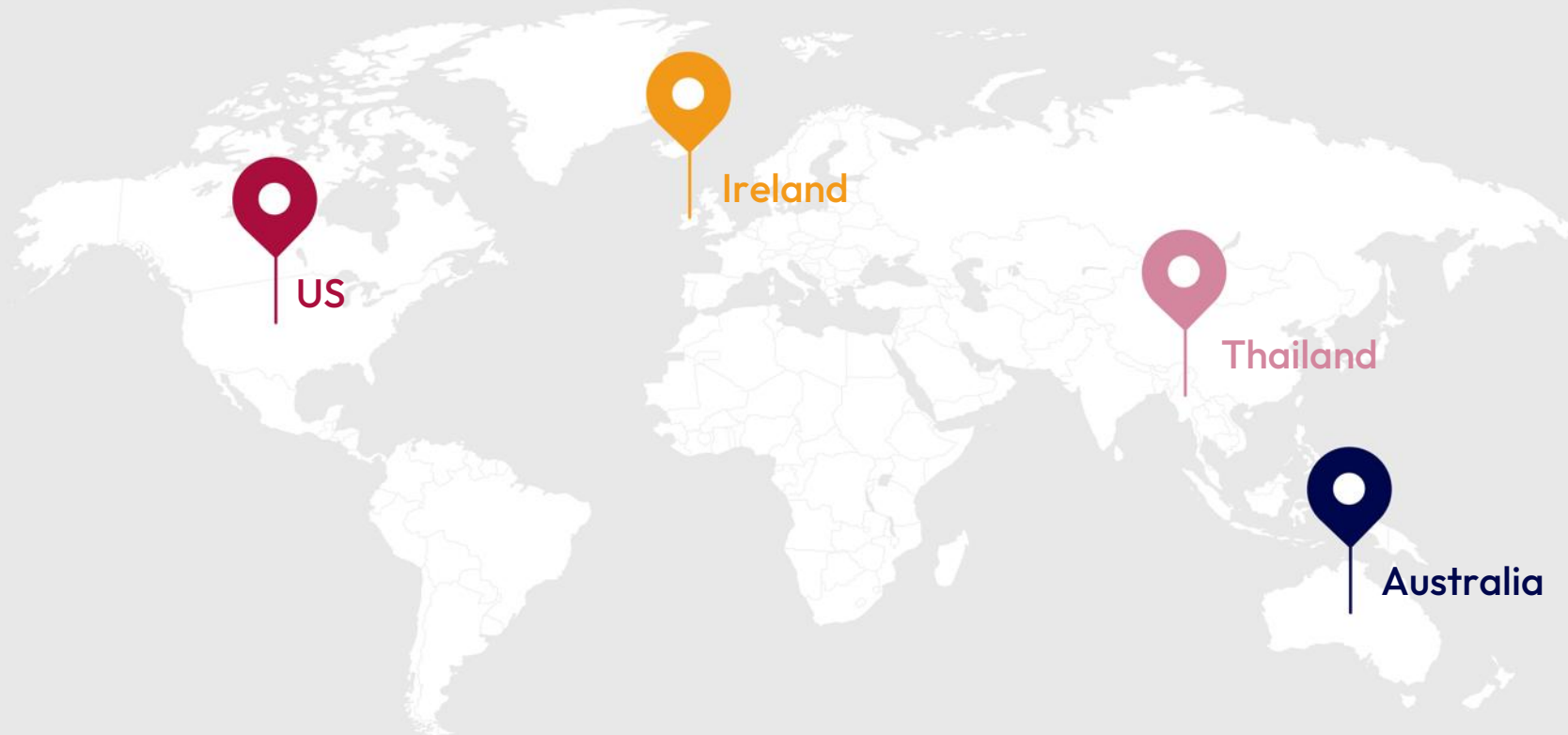


# Our Global Footprint

Oneview customers in  
Australia, Thailand, Ireland  
and the US

Focused on US market to  
drive near-term significant  
growth aspirations, with  
opportunistic expansions in  
other regions

Proven ability to target  
other markets and  
opportunities in the future



# US Customers

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US Customers account for 73%  
of our Total Live Endpoints

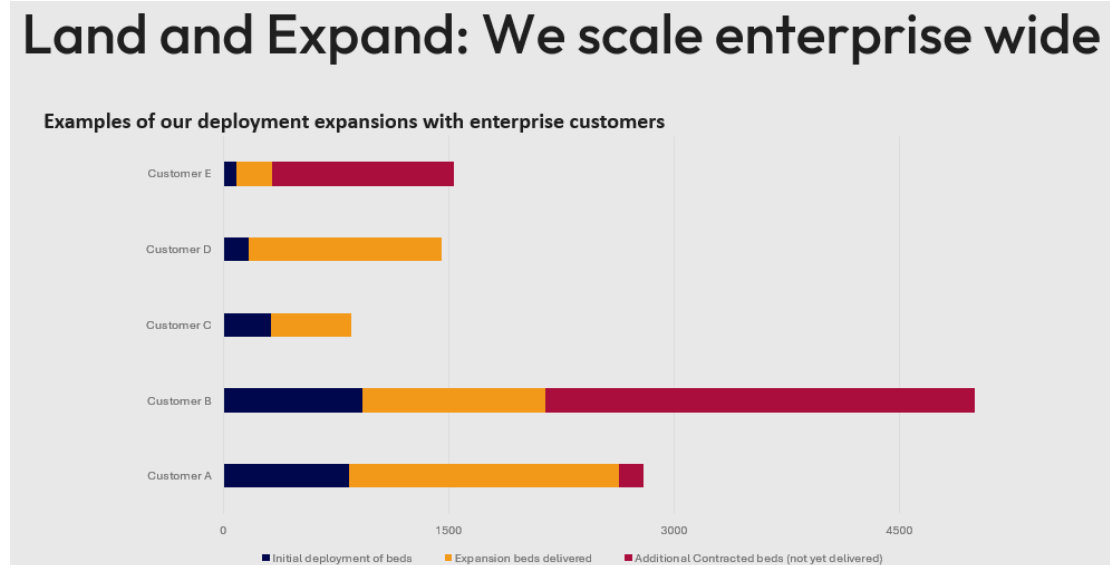
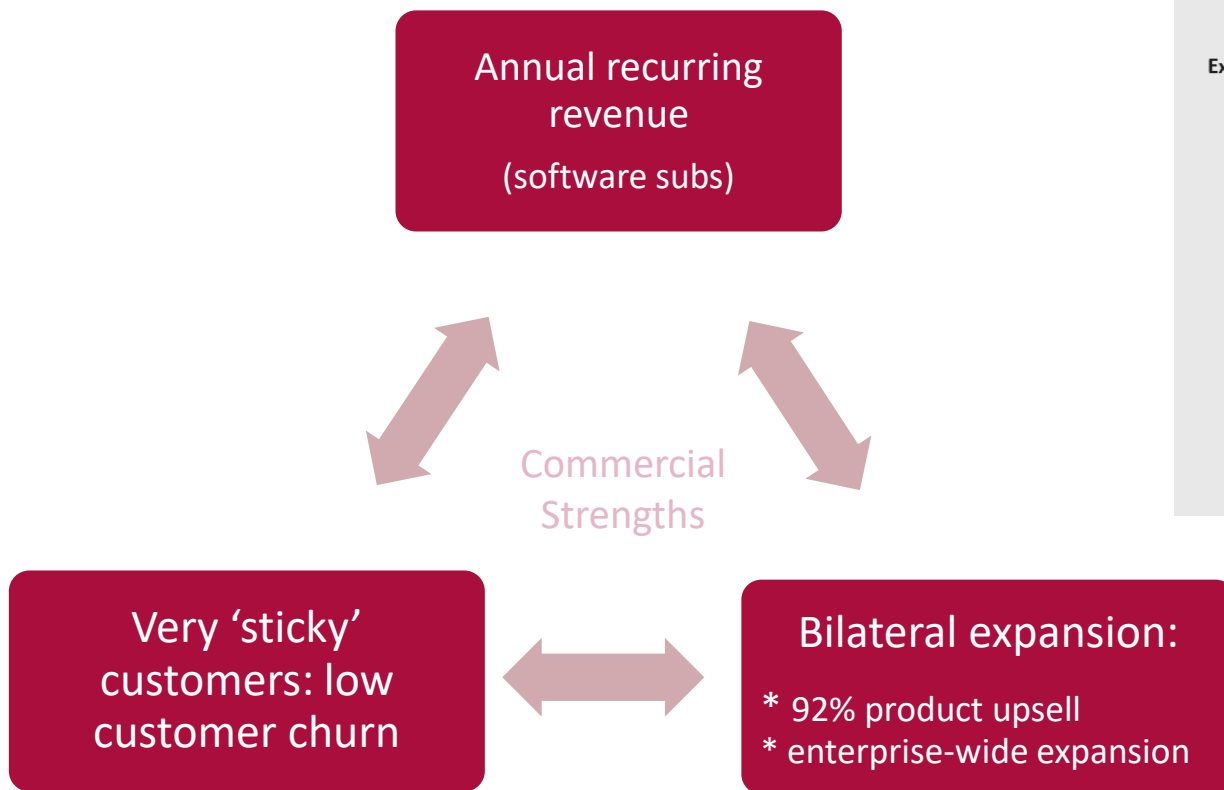
# Australian Customers



Australian Customers account for  
23% of our Total Live Endpoints

# Commercial Strategy

- Adding new logos is obviously our key commercial focus
- Once new customers are “landed”, we are able to demonstrate our products value and scalability in the customers production environment

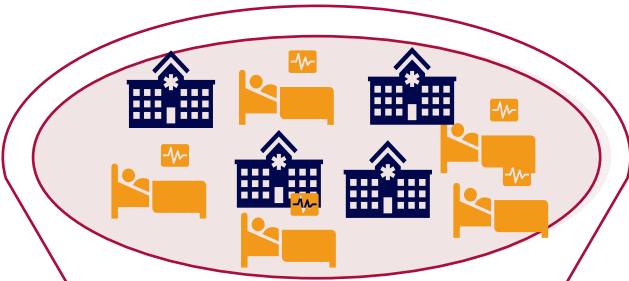




# New Customer Logos

Strong momentum in the sales pipeline positions us to land new customer logos in H2 2025

Several new logos in contract negotiations



Sales Funnel



H1 2024

A light gray circle containing four logos. At the top is the Inova logo (blue and white). Below it on the left is the SHARP logo (blue and white). To the right of SHARP is the Mercy logo (blue and red). At the bottom left is the Nicklaus Children's Hospital logo (pink heart with a yellow bear).

H2 2024

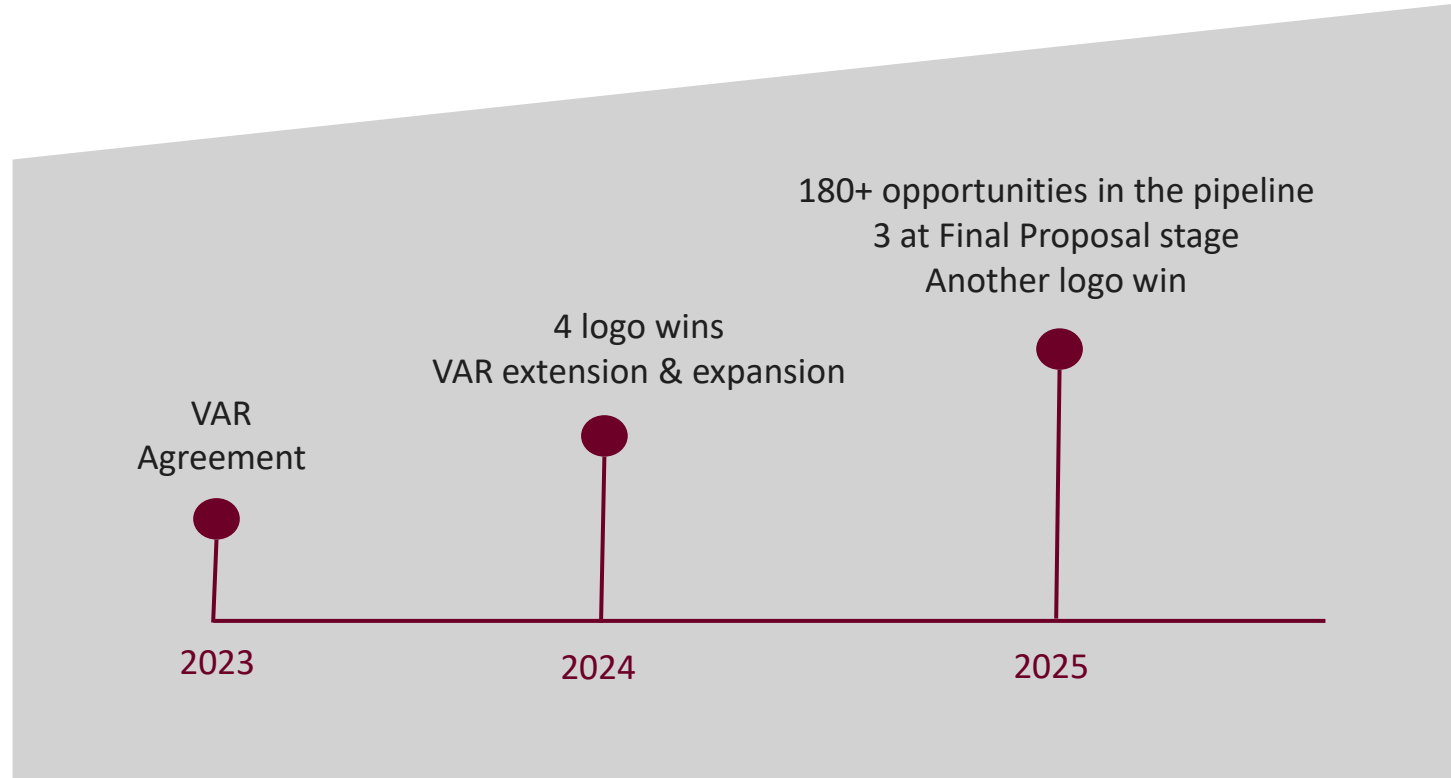
A light gray circle containing four logos. At the top is the Care New England logo (blue heart and text). Below it on the left is the CITIZENS HEALTH logo (multi-colored cross). To the right of CITIZENS is the SUMMIT PACIFIC logo (blue mountains). At the bottom is the Rady Children's Health logo (blue circle with a white bear).

H1 2025

A dark gray circle containing two logos. At the top is the White Plains Hospital logo (blue WP and text). Below it is the Willis Knighton Health logo (red WK and text).

# Baxter Partnership

Momentum is building as opportunities work their way through the funnel



SHARP

Nicklaus Children's Hospital

Willis Knighton Health

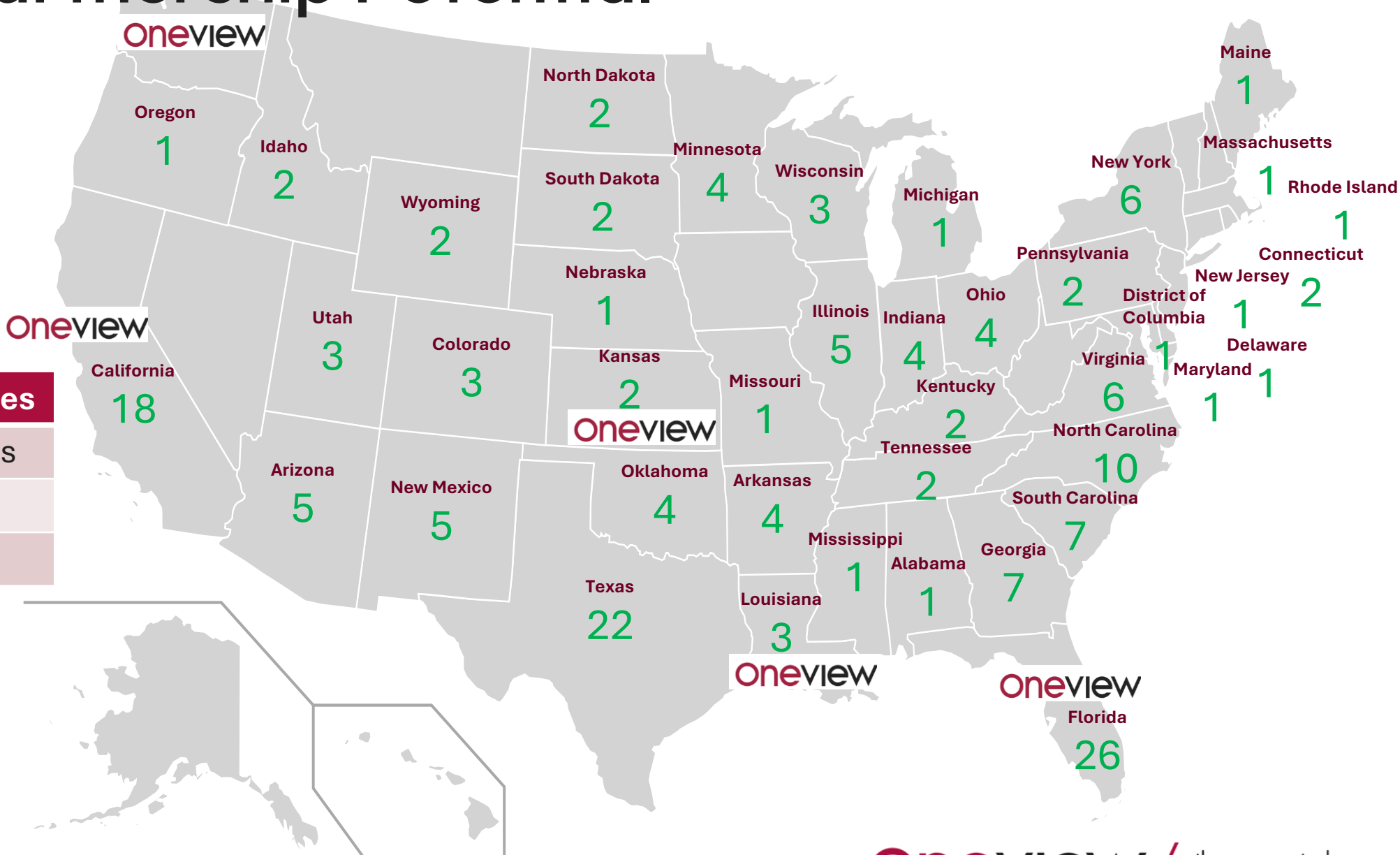
SUMMIT PACIFIC

CITIZENS HEALTH

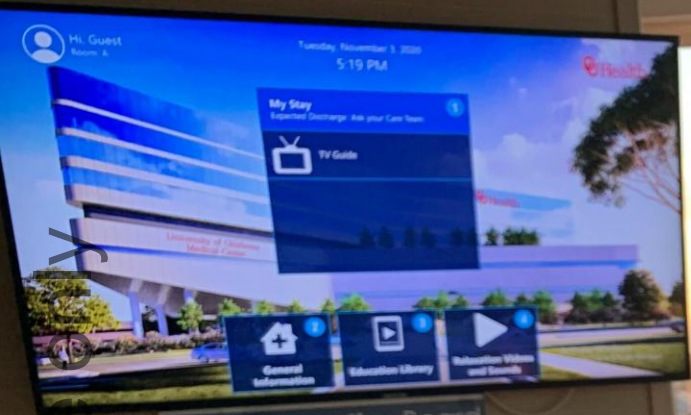
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# Baxter Partnership Potential

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Deployment Updates



# The Connected Care Experience

We have evolved from a single platform solution to a suite of revenue-generating products and delivery channels

## Modular & Scalable:

- ✓ 92% upsell opportunity with existing Care Experience customers
- ✓ Products can be sold as standalone

Management will track and report on endpoints (rather than beds) going forward

## MyStay Patient Devices

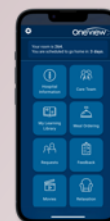
Fully Integrated Patient and Family Experience



Television



Tablet



Mobile

## Digital Whiteboard

Synchronised Patient Care Instructions and Information



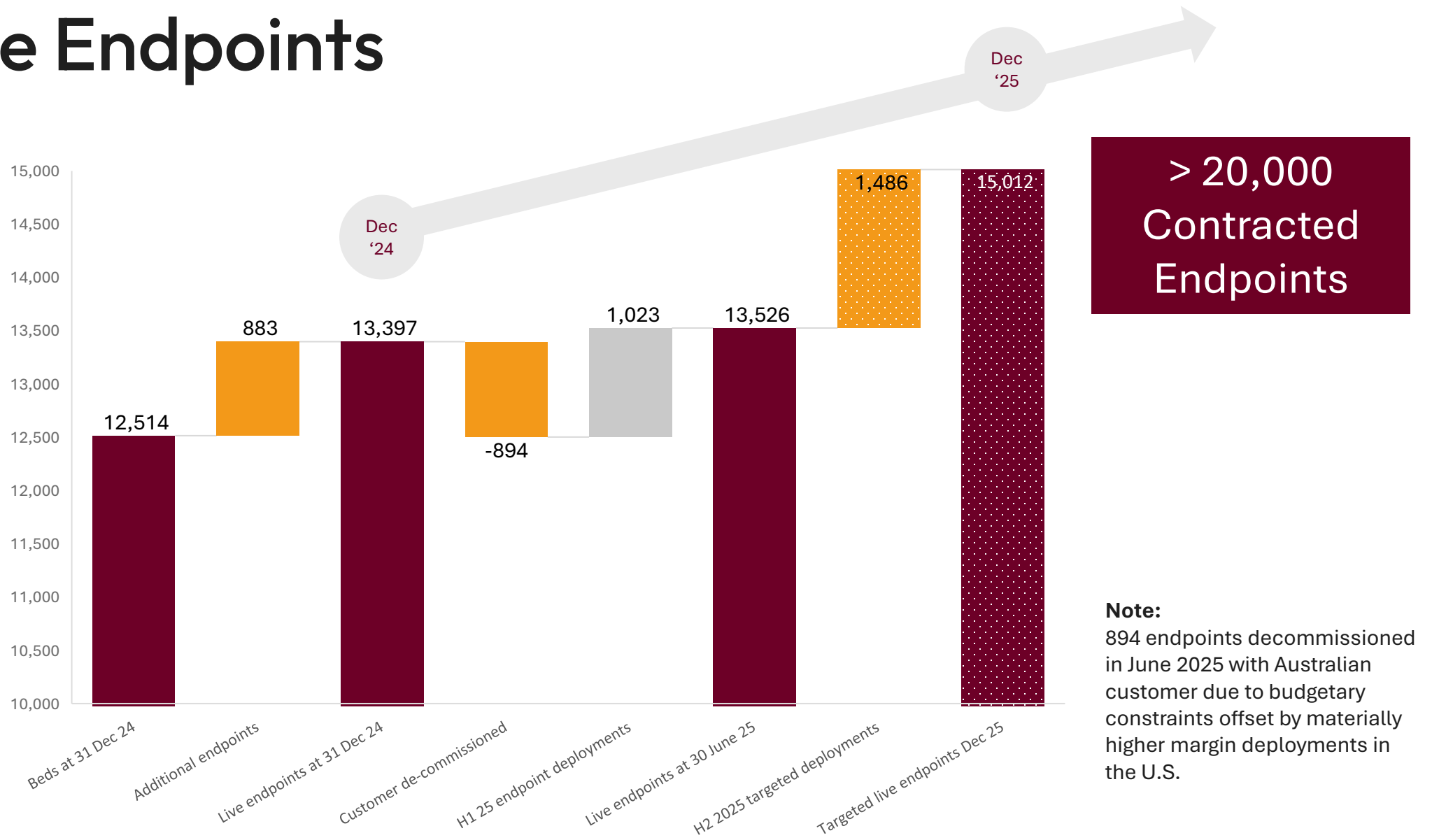
## Digital Door Sign

Proactive Patient Care and Safety Dashboard





# Live Endpoints



# Live Endpoints

Average recurring revenue per new endpoint installed was **96% higher** than the endpoints decommissioned

This will represent an **incremental ~€0.3 million** in annual recurring revenue from H2 2025+

Annualised recurring revenue per endpoint  
(based on live endpoints at the end of the period):

2024	H1 2025
€1.47	€1.54



5% Growth  
(despite weakening USD in Q2)

# Our Path to More Efficient Deployments Continues

H1 & H2 2025

## Investing in configuration tooling

- to reduce project implementation times
- reduce on-going support overheads and costs
- enabling partners to install and operate the system

## Infrastructure automation with AI Agents

- optimisation of deployment pipelines
- optimisation of infrastructure-as-code
- continuation of migration to containers

## Exploration of AI-generated configuration

- for complex feature configuration

H2 2025

## Targeting 90-day deployments

- overhaul the deployment methodology
- get beds live faster
- accelerate commencement of recurring revenue
- reduce and remove inefficiencies
- standardise the configuration of the platform



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Outlook

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# ONE H1 2025 Outlook



## Performance

- 36% increase in Revenue during H1 2025 (compared to H1 2024)
- 7% increase in recurring revenue
- 5% increase in revenue per endpoint



## Pipeline

- Record US sales opportunity pipeline comprised of potential direct sales and sales under the Baxter VAR partnership
- Several additional logos in contract negotiation



## Products

- New user experience will be delivered in H2 2025
- Developing AI-powered products; launched Ovie a Gen AI-powered Care Assistant
- Achieved ISO 42001 certification for its AI Management System



## Productivity

- Restructured operations to align with strategic priorities
- Continued focus on operating more efficiently
- Early efficiency gains from the adoption of AI-powered tools across the business
- Progressing towards more efficient deployments



# Thank You

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# Q&A

