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Full Year Results 2025

12 February 2026

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All amounts are in Euros unless otherwise specified. All references starting with FY refer to the year ended 31 December 2025.

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Speakers



James Fitter
Chief Executive Officer



Darragh Lyons
Chief Financial Officer



Niall O'Neill
Chief Product Officer

Agenda

1) FY 2025 in Review

2) FY 2025 Financial Results Overview

3) Commercial & Sales Updates

4) Innovation

5) AI: An Enabler, Not a Competitor

6) Outlook

7) Q&A

Oneview Healthcare plc (ASX: ONE)

A global leader in connected care experience solutions.



Commercial success
on **four** continents

Proudly partnered with **3 of**
the **Top 25 US Hospitals***

How we create value for our customers

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01

Enhance Patient Experience

- Give patients control
- Provide personalized information
- Facilitate communication

02

Enhance Care Team Experience

- Provide contextual information
- Automate routine tasks
- Enable virtual nursing

03

Improve Safety and Outcomes

- Intelligent sensing
- Anticipate risk
- Monitor adherence to protocols

04

Optimize Operational Efficiency

- Orchestrate people and systems
- Guide staff actions
- Enable better planning



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FY 2025 in Review

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FY 2025 Results

FY2025

Revenue
€12.0m
(A\$21.0m)  Up 21%

Recurring Revenue
€7.7m
(A\$13.3m)  Up 7%

Gross Margin
64%
(2024: 67%)  Down 3%

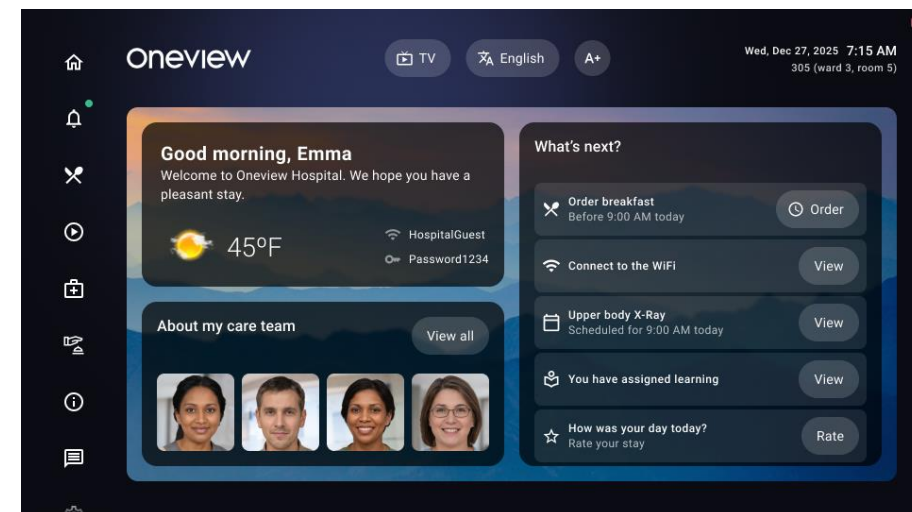
Operating EBITDA
Loss
€8.1m
(A\$14.1m)  Down 8%

As at 31 December 2025

Cash
€4.6m
(A\$8.1m) (31 Dec 2024: €13.8m) 

4 new customer logos added 

Live Endpoints
14,880
31 Dec 2024: 13,397)  Up 11%



ONE's new user interface

Highlights: Business & innovation

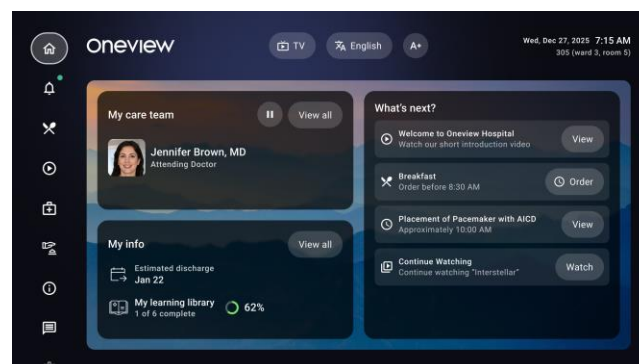
Sector Expertise

Michael Dowling, who was president and CEO of Northwell Health for 23 years, joined the Oneview Board



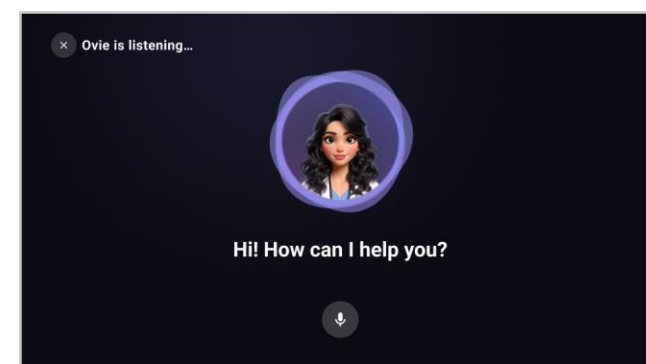
“Next Generation” Experience

Personalized, intuitive, and designed to drive higher utilization and value with AI embedded in the design



AI-Powered

Leveraging AI to deepen patient empowerment and drive automation to further reduce burden on care teams



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FY 2025 Financial Results

FY2025 Financial performance

| | Year ended 31 December 2025 | Year ended 31 December 2024 | Variance |
|------------------------------|--------------------------------|--------------------------------|--------------|
| | €'m | €'m | % |
| Recurring revenue | 7.7 | 7.2 | 7% |
| Non-recurring revenue | 4.3 | 2.7 | 60% |
| Total Revenue | 12.0 | 9.9 | 21% |
| Cost of sales | (4.3) | (3.2) | (34%) |
| Gross Profit | 7.7 | 6.7 | 15% |
| Operating Expenses | (18.7) | (18.1) | (4%) |
| Operating loss | (11.0) | (11.4) | 3% |
| Net finance income / (costs) | (1.5) | 0.6 | - |
| Loss before tax | (12.5) | (10.8) | (16%) |
| Income tax expense | (0.1) | (0.1) | - |
| Loss after tax | (12.6) | (10.8) | (16%) |

21% growth in **Total Revenue** driven by deployments at recently signed new logos

- **25%** growth on a constant currency basis

7% growth in **Recurring Revenue**

- **10%** growth on a constant currency basis

2025 Gross Margin of **64%** compared to 67% in 2024 driven by greater portion of non-recurring revenue

| | Year ended 31 December 2025 | Year ended 31 December 2024 | Variance |
|------------------------------|--------------------------------|--------------------------------|-----------|
| | €'m | €'m | % |
| Loss after tax | (12.6) | (10.8) | (16%) |
| Addbacks: | | | |
| Income tax expense | 0.1 | 0.1 | - |
| Share based payment expense | 2.4 | 2.0 | (23%) |
| Depreciation & amortisation | 0.5 | 0.5 | - |
| Net finance (income) / costs | 1.5 | (0.6) | - |
| Operating EBITDA loss | (8.1) | (8.8) | 8% |

Operating EBITDA loss of **€8.1 million** impacted by:

- Continued innovation spend to deliver new front end
- Restructuring charges of €168k
- 9% lower spend in H2 2025 compared to H1 2025 (excluding restructuring charges)

Financial position at 31 December 2025

| Balance Sheet Position | As at 31 December 2025 | As at 31 December 2024 | Variance |
|----------------------------------|------------------------------|------------------------------|--------------|
| | €'m | €'m | % |
| Cash and cash equivalents | 4.6 | 13.8 | (67%) |
| Trade & other receivables | 4.7 | 5.3 | (11%) |
| Inventory | 2.9 | 3.1 | (6%) |
| Other assets | 3.3 | 3.8 | (13%) |
| Total Assets | 15.5 | 26.0 | (40%) |
| Trade and other payables | 1.2 | 1.3 | (8%) |
| Deferred income | 5.4 | 5.0 | 8% |
| Accruals and other liabilities | 5.2 | 6.4 | (19%) |
| Total Liabilities | 11.8 | 12.7 | (7%) |
| Net Assets / Total Equity | 3.7 | 13.3 | (72%) |

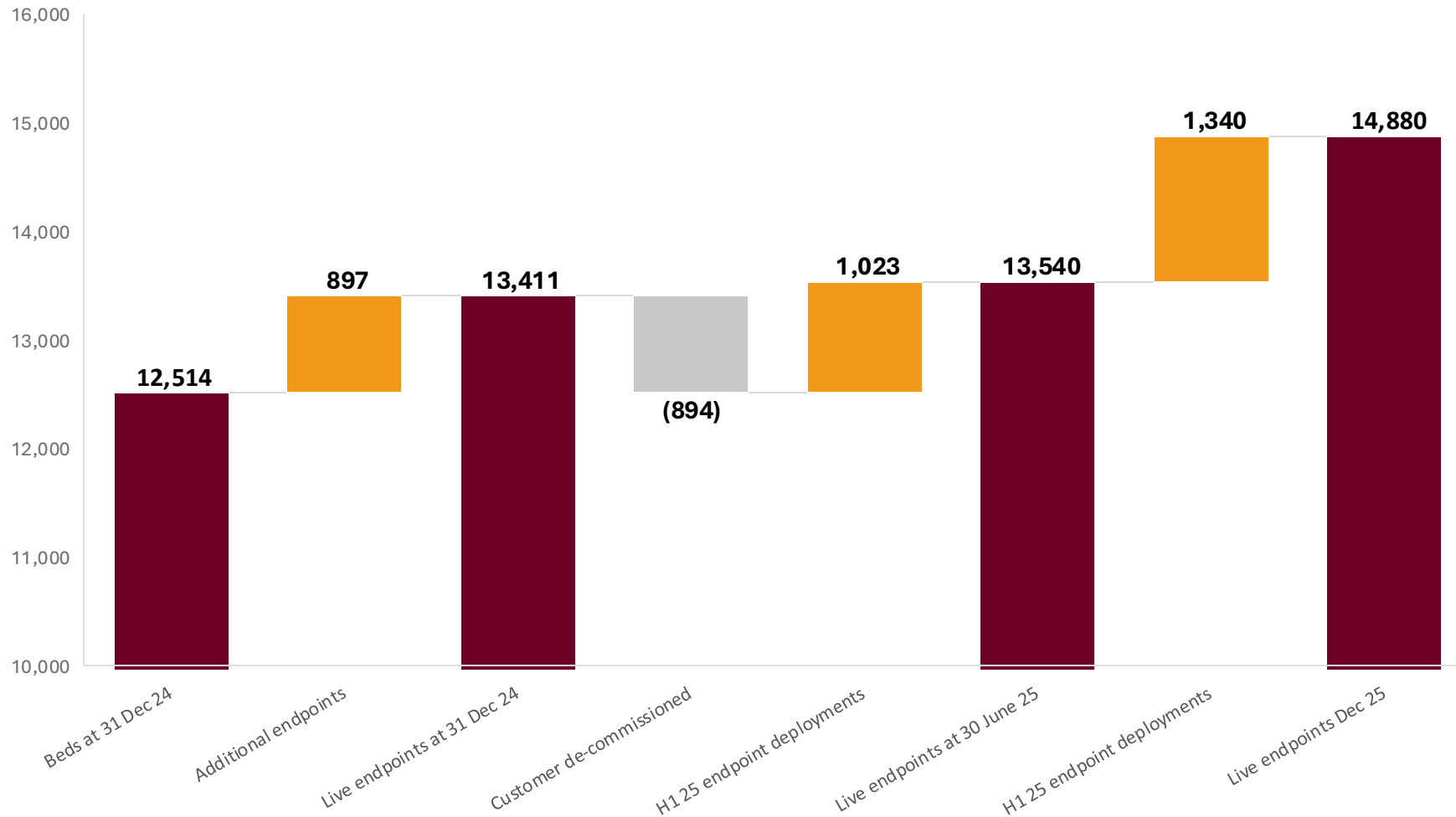
| Cash Flow Statement Summary | As at 31 December 2025 | As at 31 December 2024 | Variance |
|--|------------------------------|------------------------------|--------------|
| | €'m | €'m | % |
| Net cash used in operating activities | (8.4) | (10.5) | 20% |
| Net cash used in investing activities | (0.1) | (0.5) | 80% |
| Net cash (used in) / generated by financing activities | (0.3) | 13.1 | - |
| Net (decrease) / increase in cash held | (8.8) | 2.2 | - |
| Cash at 1 January | 13.8 | 11.5 | 20% |
| Foreign exchange impact on cash | (0.5) | 0.1 | - |
| Cash at 31 December | 4.6 | 13.8 | (67%) |

€4.6 million (A\$8.1m) of **Cash** at 31 December 2025

20% reduction in **cash used in operations** driven by revenue growth

Robust **inventory levels** will support our current deployment pipeline.

Live endpoints as at 31 December 2025

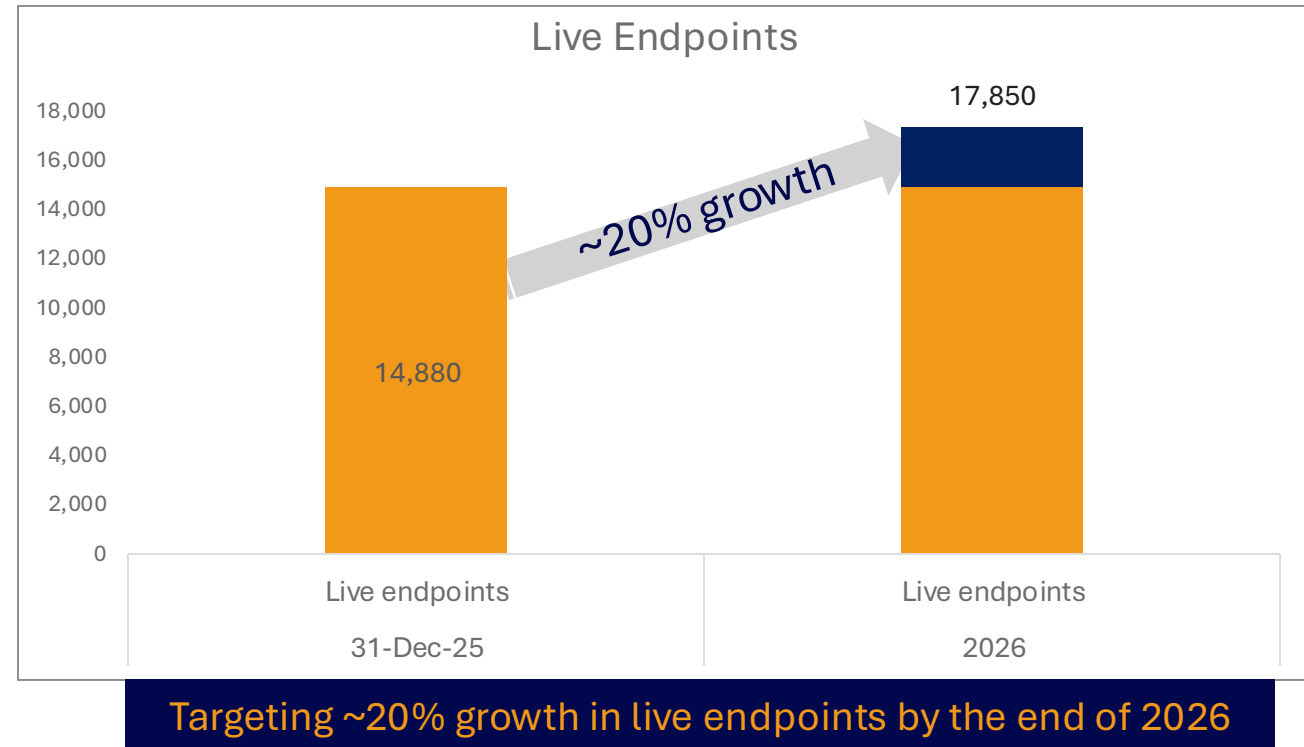
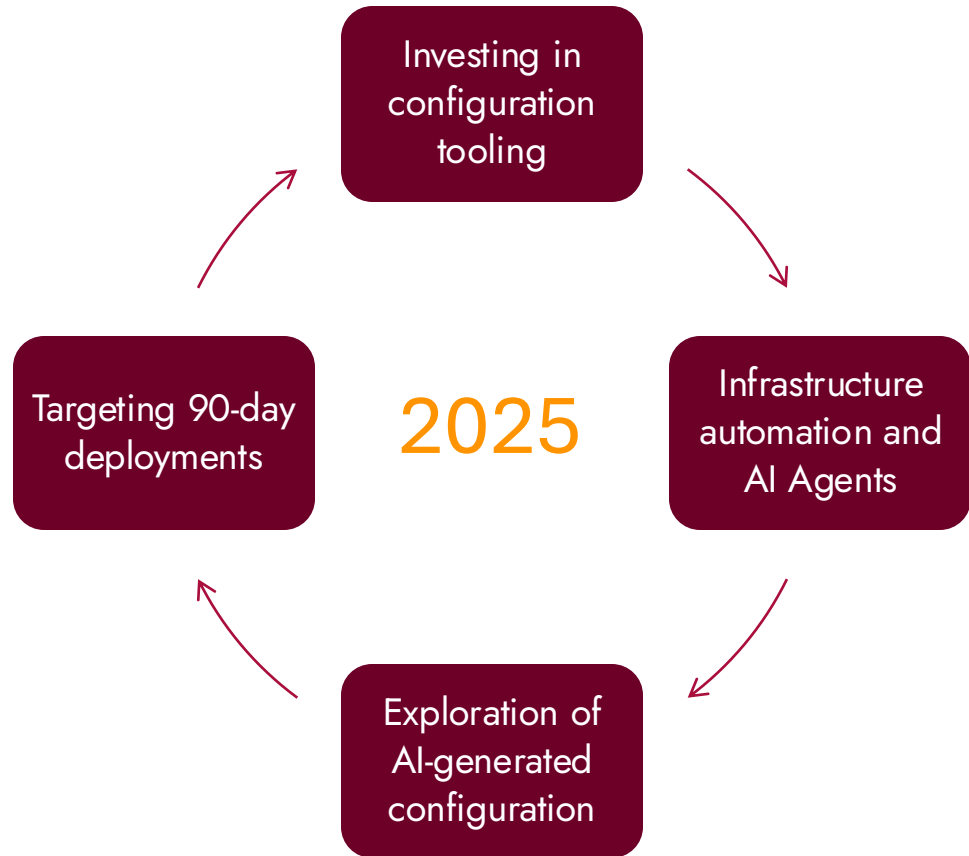


31% acceleration in deployment activity in H2 vs H1

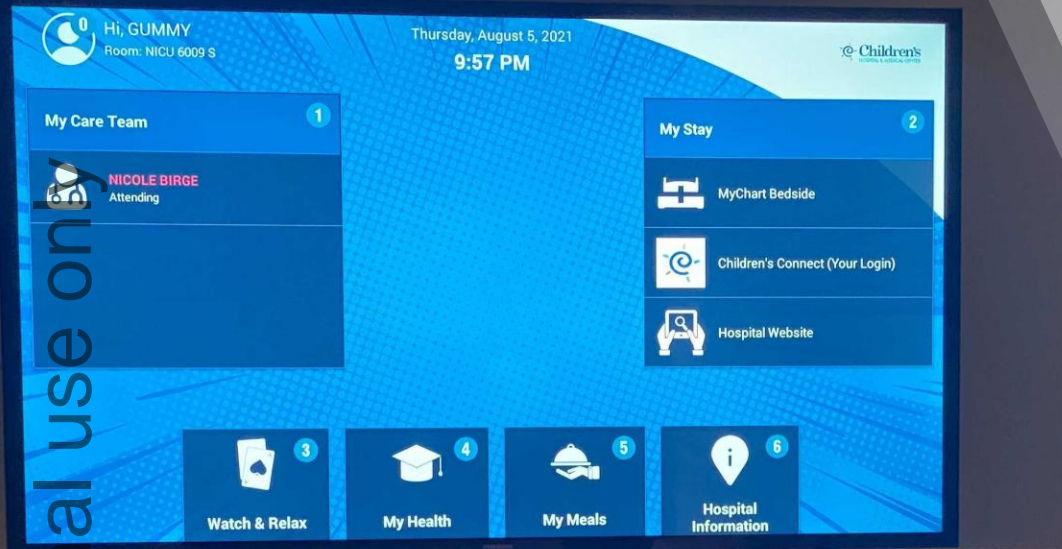
Note:
894 endpoints decommissioned in June 2025 with Australian customer due to budgetary constraints offset by materially higher margin deployments in the US.

Deployments: Outlook

Our Path to More Efficient Deployments continues



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Commercial & Sales Updates



Customer acquisition timeline

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2008

2015

Oneview goes public on ASX

2018

2020

2023

2025

2014

2016

2019

2021

2024

2026



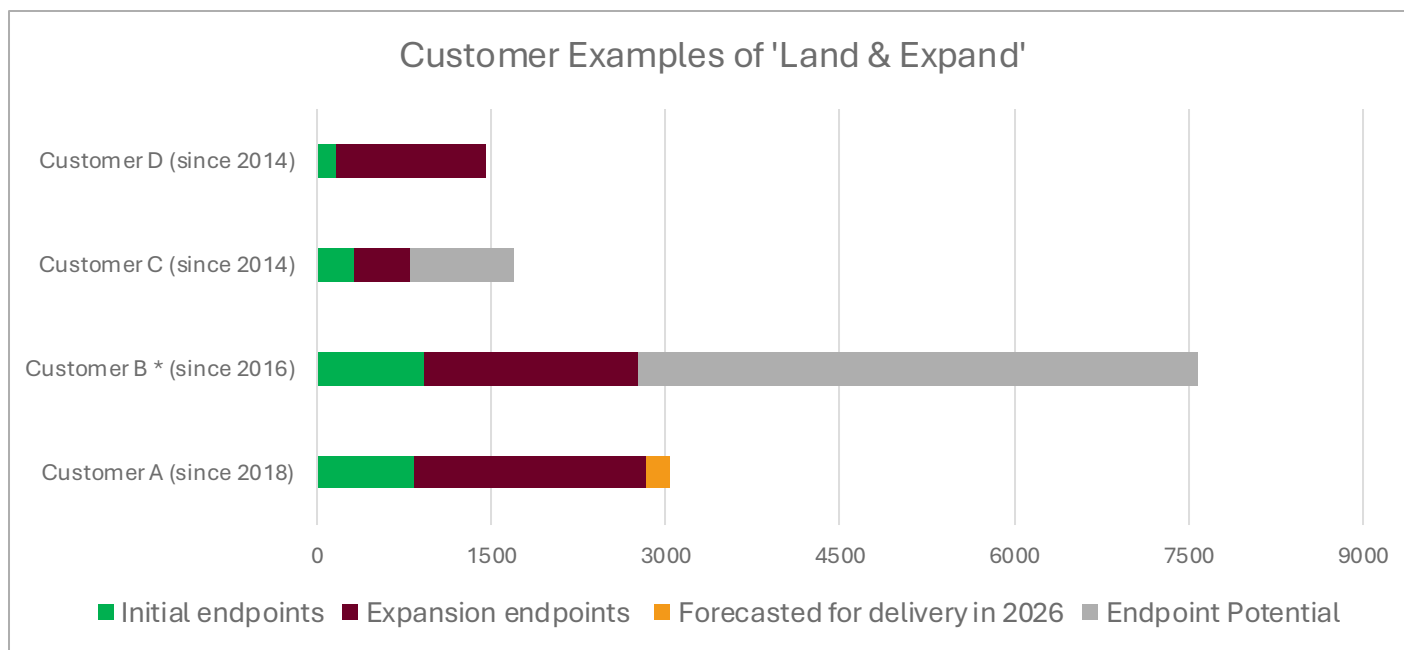
GPO of Top 10 US Health System

What is a Group Purchasing Organization ("GPO")?

GPOs aggregate hospitals' buying power to streamline procurement. Being added to a health system's GPO contract allows any member hospital to procure Oneview solutions more easily, creating a scalable pathway for system-wide adoption and faster sales cycles.

Commercial strategy

- Securing new customer logos remains our primary commercial priority
- 18 New logos added in the last 3 years
- Once new customers are “landed”:
 - We demonstrate our products’ value and scalability in the customer’s production environment
 - Expand across the enterprise and upsell new products to legacy customers (Whiteboard, Door Sign, MyStay Mobile)



The logic of land and expand in healthcare

18 new logos added in the last 3 years that manage 11,631 licensed beds

| | |
|-----------------|--------|
| ▪ United States | 10,901 |
| ▪ Ireland | 547 |
| ▪ Australia | 183 |

Providing an equitable patient experience

Large complex systems (our target market) need to ensure every patient receives a **consistent baseline experience**, reducing variation that contributes to inequity.

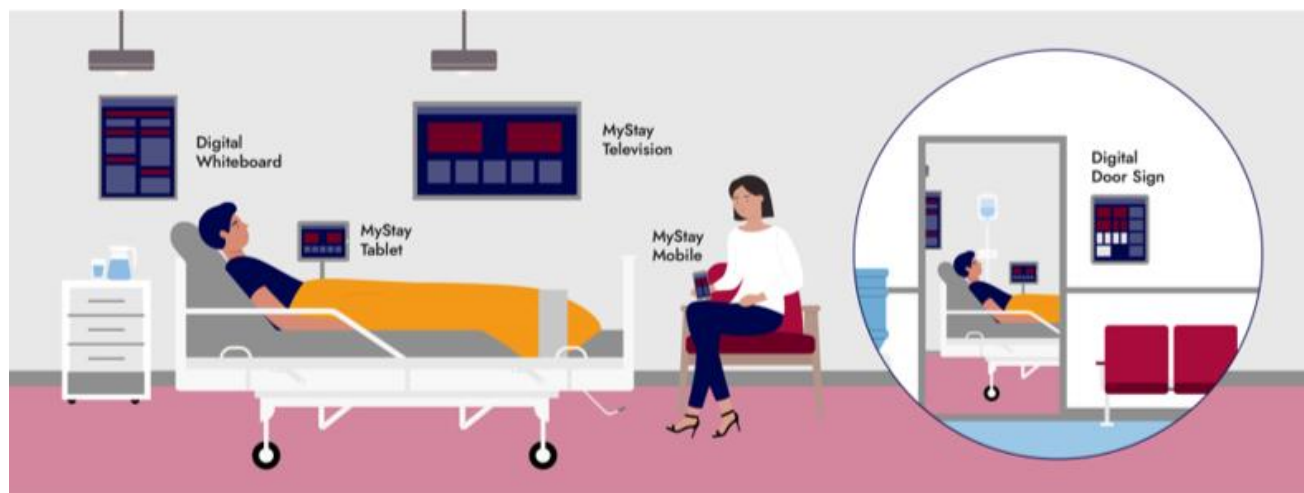
Provide **consistent access to health information, education, and care plans**, reducing disparities tied to literacy, language, or resource gaps.

Use data and real-time dashboards to **surface inequities** in utilisation, response patterns, or outcomes for targeted intervention.

Bring **digital tools, and consistent experience** to rural, low-income, and underserved communities.

The addressable market of our new logos

- 18 new logos added in the last 3 years that manage 11,631 licensed beds *
- These equate to POTENTIAL to add 46,524 endpoints – four per bed (TV, Tablet, Whiteboard, Door Sign per bed)



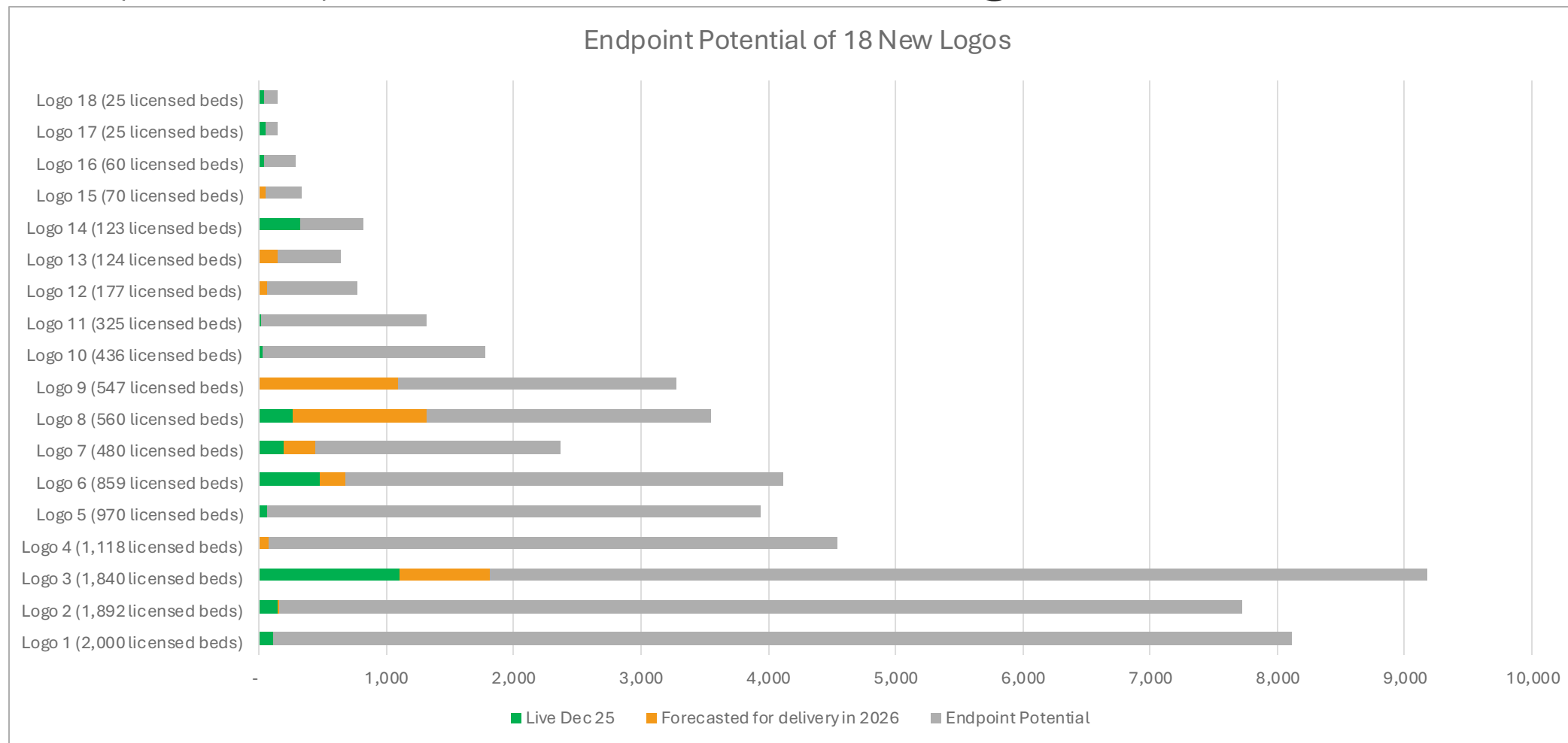
At current average endpoint pricing this equates to a TAM of €25.6m in ARR just from these 18 customers (excluding MyStay Mobile).

An average of 2.5 endpoints per room would equate to a TAM of €16.0m in ARR

* **Licensed beds:** The maximum number of beds approved by state licensing agencies — essentially the legal ceiling for how many beds a hospital could operate

Staffed beds: Licensed beds that are physically available with staff on hand to attend to patients includes both occupied and vacant beds that are ready for immediate use

Endpoint potential of new logos *



Smart patient room touchpoints

Patient
Tablet



oneview



Precision
Locating
Baxter



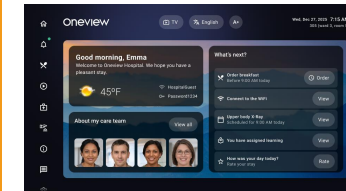
Camera &
Computer
Vision



Voice
Assistant



oneview



Patient
TV
oneview

Digital
Door Sign



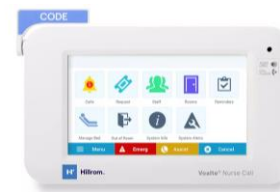
oneview



Digital
Whiteboard
oneview



Smart
Beds
Baxter



Nurse
Call
Baxter



Baxter partnership delivering

Customer Logos Won To Date

SHARP

SUMMIT PACIFIC

CITIZENS
HEALTH

Nicklaus
Children's
Hospital

Willis Knighton
Health

GPO of Top 10
US Health
System

Sales Pipeline

156 qualified opportunities between
US and Canada

Innovation

- Voalte Nurse Call integration delivered
- Active engagement on co-innovation pipeline
- Niall O'Neill will be presenting at 2026 Baxter National Sales Conference next week



Baxter demoing at the Association of California Nurse Leaders (ACNL) Annual Nursing Leadership Conference.

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Innovation

AI software development life cycle (SDLC)

Continued iterative improvement of the AI SDLC

3rd iteration of requirements generation, using multi-agent workflow

Continued evolution of AI tools and models is increasing effectiveness

Maturity framework with targets defined for each stage of the process

Accelerated product development in practice

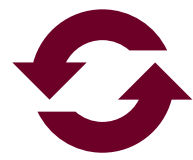
1

Ovie Console functional prototype built by a *single developer* using AI

76%

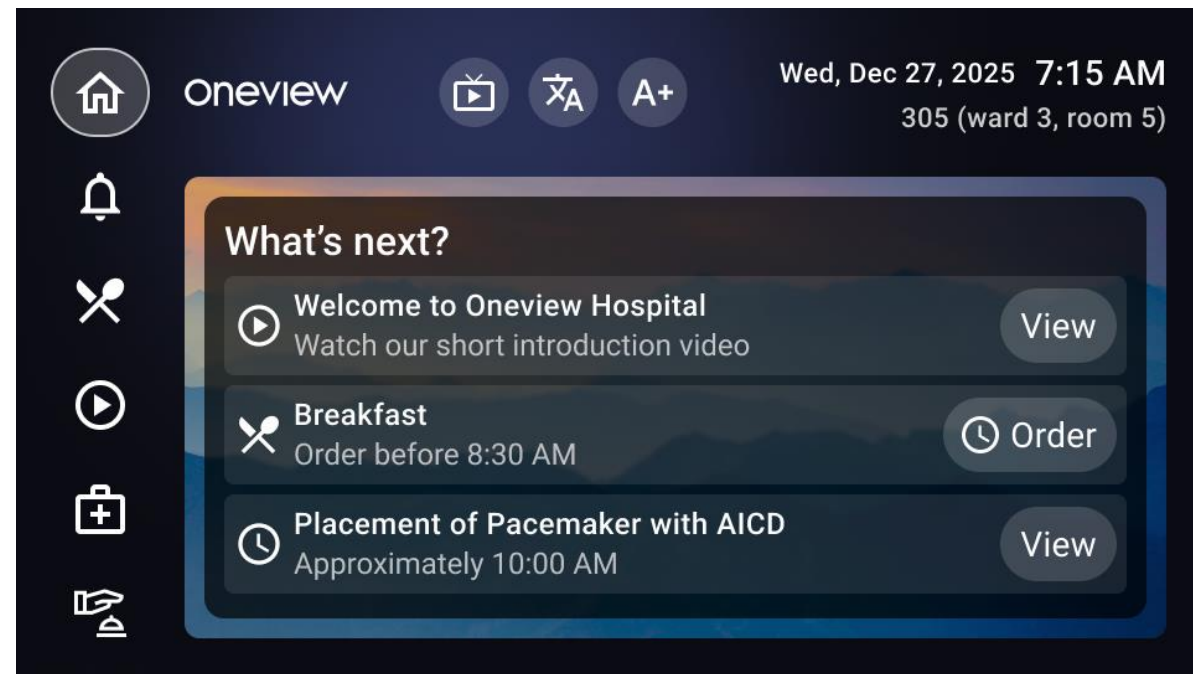
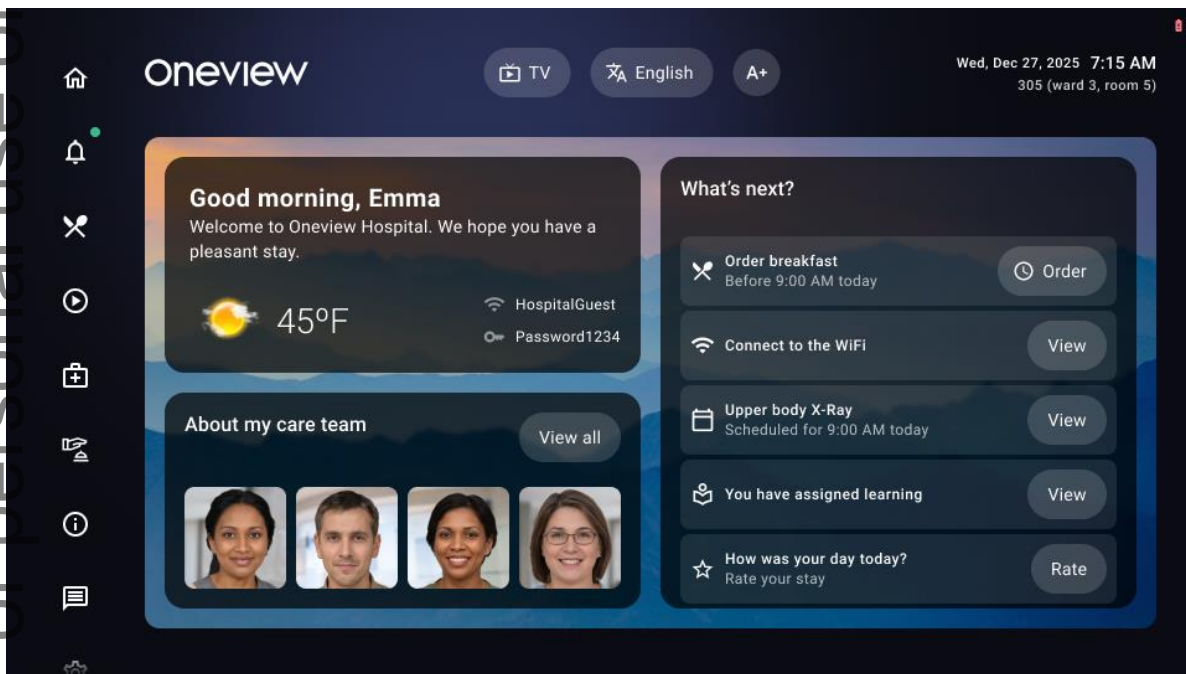
Share of engineers *saving >15% time* grew from 58% to 76% in two quarters during 2025.

A repeatable playbook for company-wide AI transformation



The new user interface facilitating Ovie

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Meet Ovie!

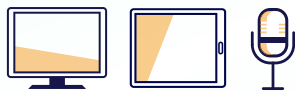


- › A digital Care Assistant that helps patients help themselves – and lets care teams focus on what matters.
- › Ovie runs on the patient TV, tablet, and clinician devices to support patients, manage non-clinical needs, and give staff real-time visibility.

Who Ovie serves

Patients & Families

- Request meals & services
- Control room & system
- Receive personalized prompts
- Ask questions, get instant answers
- Access education & guidance



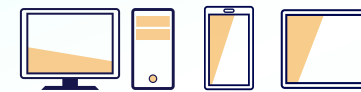
Nursing

- Monitor patient experience
- Track non-clinical requests
- Receive escalations
- Access care information, hands-free



Operations

- Receive & manage requests
- Focus support on activation & utilization
- Enable concierge/volunteer roles
- Monitor workflows across units



Leaders / PX

- Perform guided, context-aware rounding
- Monitor operational & experiential performance
- Identify where interventions are needed



The Ovie ecosystem

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Ovie Engage

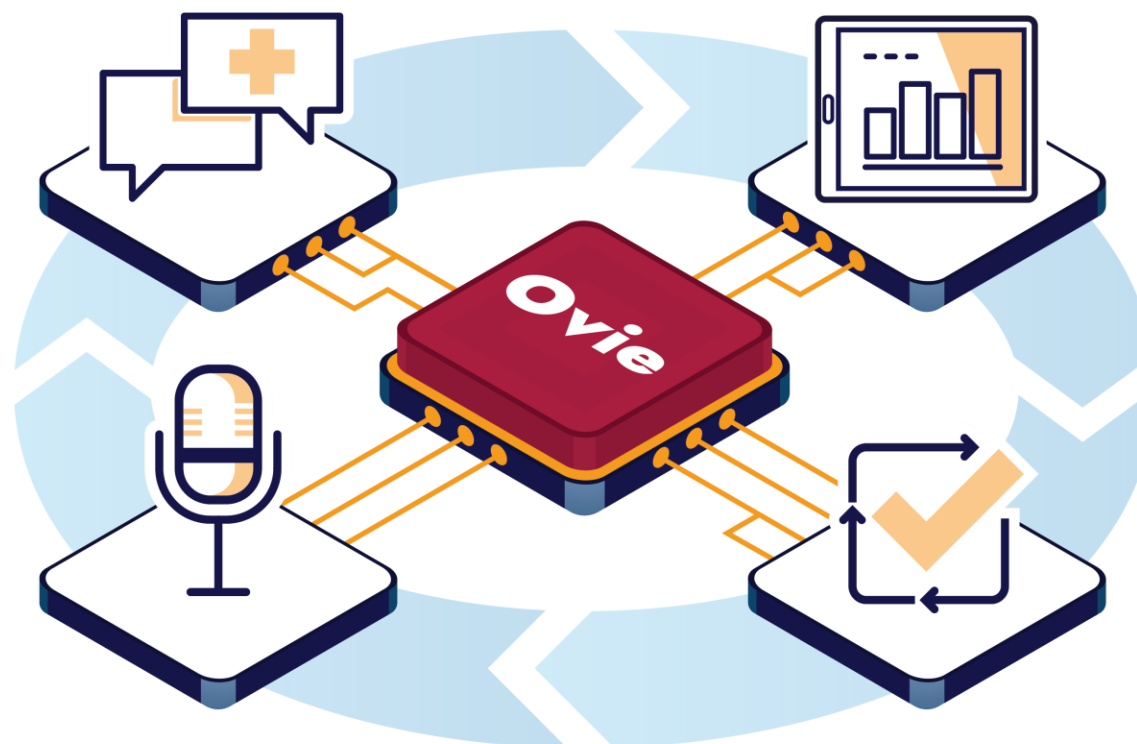
Context-aware patient prompts

Launching at ViVE

Ovie Voice

Natural-language interaction

Pilot in 2026



Ovie Console

Real-time operational visibility

Pilot in 2026

Ovie Rounds

Guided experience rounding

Future product

How Ovie turns signals into action

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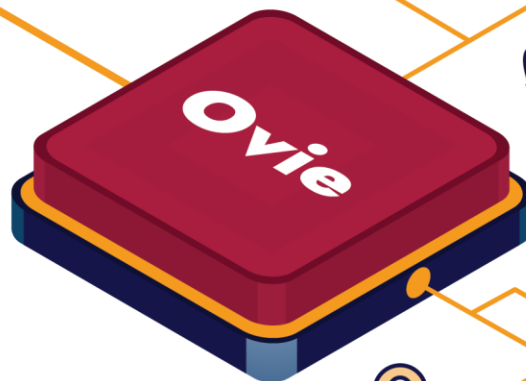
Patient Interactions

Voice questions, service requests, meal orders, feedback surveys, and more...



Ovie Intelligence Engine

Persistent, AI-powered layer that personalises, monitors, and orchestrates – powered by real-time context



Staff Tools

Real-time visibility of patient experience, action management, and pro-active rounding



Clinical & Operational Systems

Uni- and bi-directional integrations for patient/environment/care context and workflow automation:

- EHR
- Building Management/IoT
- Care Communication
- Dietary
- RTLS
- Virtual Care

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AI: An Enabler, Not a Competitor

AI: An enabler, not a competitor

ONE's Connected Care Experience is a deeply entrenched vertical platform in a tightly regulated hospital environment.

- Embedded into clinical and operational workflows in the hospital
- Operates in compliance with strict healthcare and patient privacy regulations
- Deep, complex system integrations to automate information flow and streamline clinical and operational workflows.
- Smart patient rooms require physical infrastructure with variable operating systems.

ONE is leveraging AI across its business:

- **Accelerating product development** enabling faster delivery of high-impact features to customers.
- Improving **SDLC robustness and efficiency**
- Enhancing **company-wide quality & efficiency** (including recent appointment of AI Transformation Leader)
- Releasing **AI-powered products & solutions** which amplify the value of the Oneview platform

Simplicity on the surface, power beneath

A seamless experience requires a robust, secure, and integrated platform

What users see...

- Consistent user experience
- Guest and personalized (patient) modes
- Multi-lingual support
- Customer branding
- Oneview apps and workflows
- Third-party apps and workflows
- Content and information
- Data analytics

Visible

Hidden

Reliability & Security

- Device and system security
- Device management and monitoring
- TV infrastructure
- Digital wipe

Automation & Integration

- EHR integration
- Personalization
- System integrations & workflow automation
- Virtual care integration

Infrastructure & Support

- Hardware provisioning and support
- Device pairing
- Offline/maintenance mode
- Fully managed service



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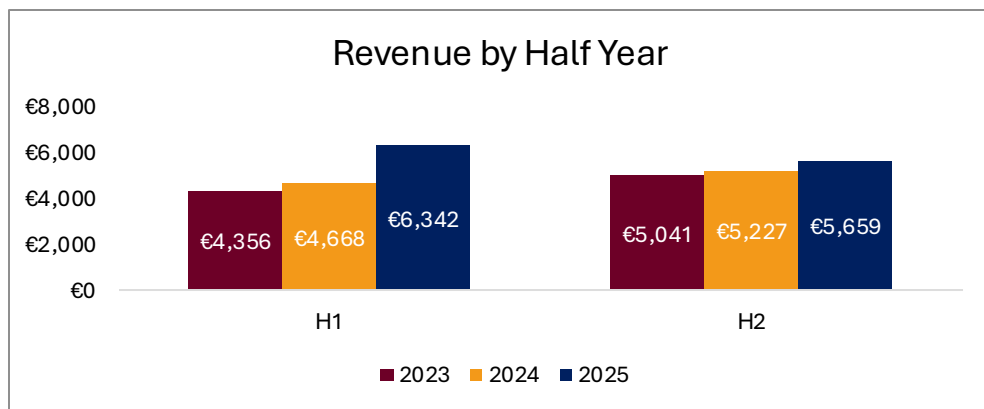
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Outlook

P&L Outlook: Progressing towards breakeven

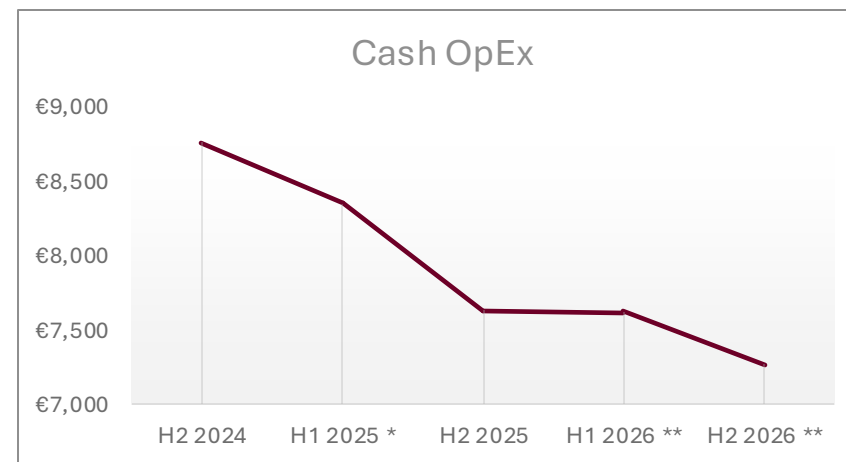
Revenue

- › **Revenue Growth of 21%** in FY2025 over FY 2024
- › H1 and H2 have grown year-on-year over the past 3 years
- › **18 new logos** added in the past 3 years; deployments and upsell continue to progress at these new customers
- › Oneview added to **GPO of Top 10 US Health System** in January 2026

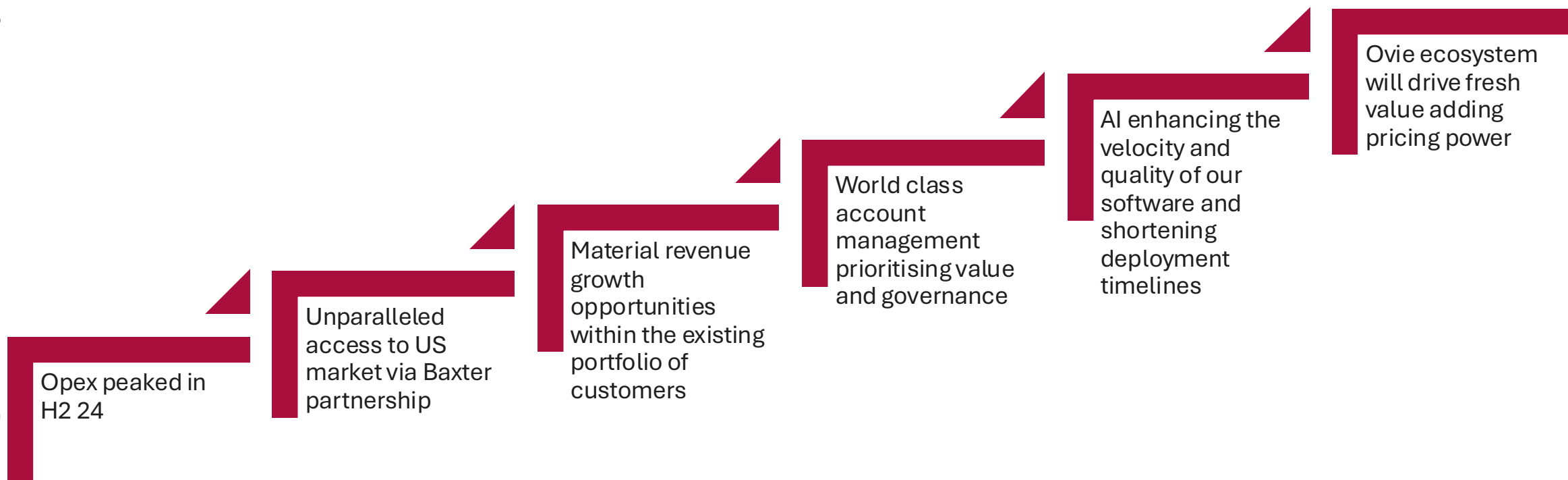


Costs

- › **Peak Innovation:** Significant product development over the past ~3 years (Digital Whiteboard, Digital Door Sign, MyStay Mobile, a new front end)
- › **Improving AI tools and models deeply integrated into SDLC** resulting in accelerated and more efficient product development in practice (e.g. Ovie ecosystem)
- › **Declining costs** over the past 3 quarters with continued focus on efficiency expected to yield a further reduction in Cash OpEx during 2026.



The path to breakeven



ONE outlook



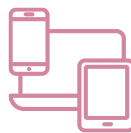
Performance

- 21% increase in Total Revenue during 2025 (compared to 2024)
- 7% increase in recurring revenue
- Declining OpEx: 9% decline in Cash OpEx in H2 2025 versus H1 2025



Commercial

- 4 new logos added in 2025
- Added to GPO of Top 10 health system in January 2026
- Expanding and maturing direct & Baxter-led sales pipelines



Products

- New user experience will be delivered in H2 2026
- Developing Ovie ecosystem, an intelligence engine powering personalization, anticipation, orchestration, and context-awareness across the Oneview platform



Productivity

- Leveraging AI to deliver enhanced quality and efficiency across SDLC, product development and general business ops
- 90-day deployments
- Continued focus on operating more efficiently



Risk Factors

- Regulatory uncertainty under current regime may delay capital spending and impede expansion with new and existing customers
- Baxter pipeline conversion is beyond the company's control

Q&A

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