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Oneview / the connected care
experience company

**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

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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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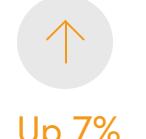
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FY 2025 in Review

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%

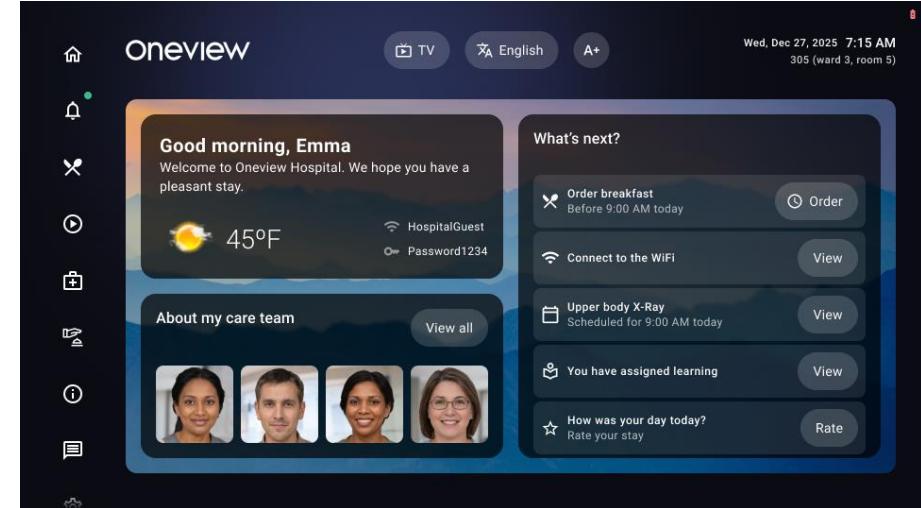
Operating EBITDA
 Loss
€8.1m
 (A\$14.1m)  Down 8%

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



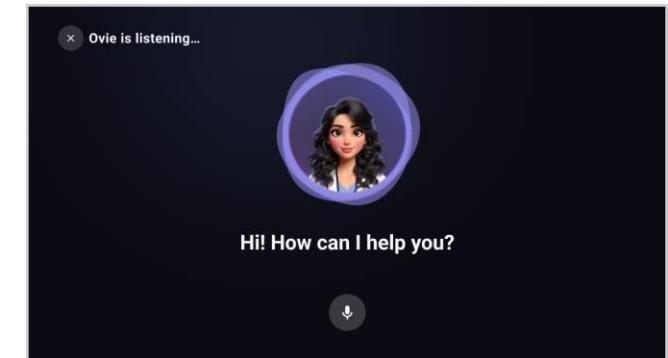
“Next Generation” Experience

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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Tomorrow
h
ers
Desserts
.

My Diet

Cancel

Place Order

CCU 2009

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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		Variance	Cash Flow Statement Summary	As at 31 December		Variance
	2025	2024			2025	2024	
	€'m	€'m	%		€'m	€'m	%
Cash and cash equivalents	4.6	13.8	(67%)	Net cash used in operating activities	(8.4)	(10.5)	20%
Trade & other receivables	4.7	5.3	(11%)	Net cash used in investing activities	(0.1)	(0.5)	80%
Inventory	2.9	3.1	(6%)	Net cash (used in) / generated by financing activities	(0.3)	13.1	-
Other assets	3.3	3.8	(13%)	Net (decrease) / increase in cash held	(8.8)	2.2	-
Total Assets	15.5	26.0	(40%)	Cash at 1 January	13.8	11.5	20%
Trade and other payables	1.2	1.3	(8%)	Foreign exchange impact on cash	(0.5)	0.1	-
Deferred income	5.4	5.0	8%	Cash at 31 December	4.6	13.8	(67%)
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%)				

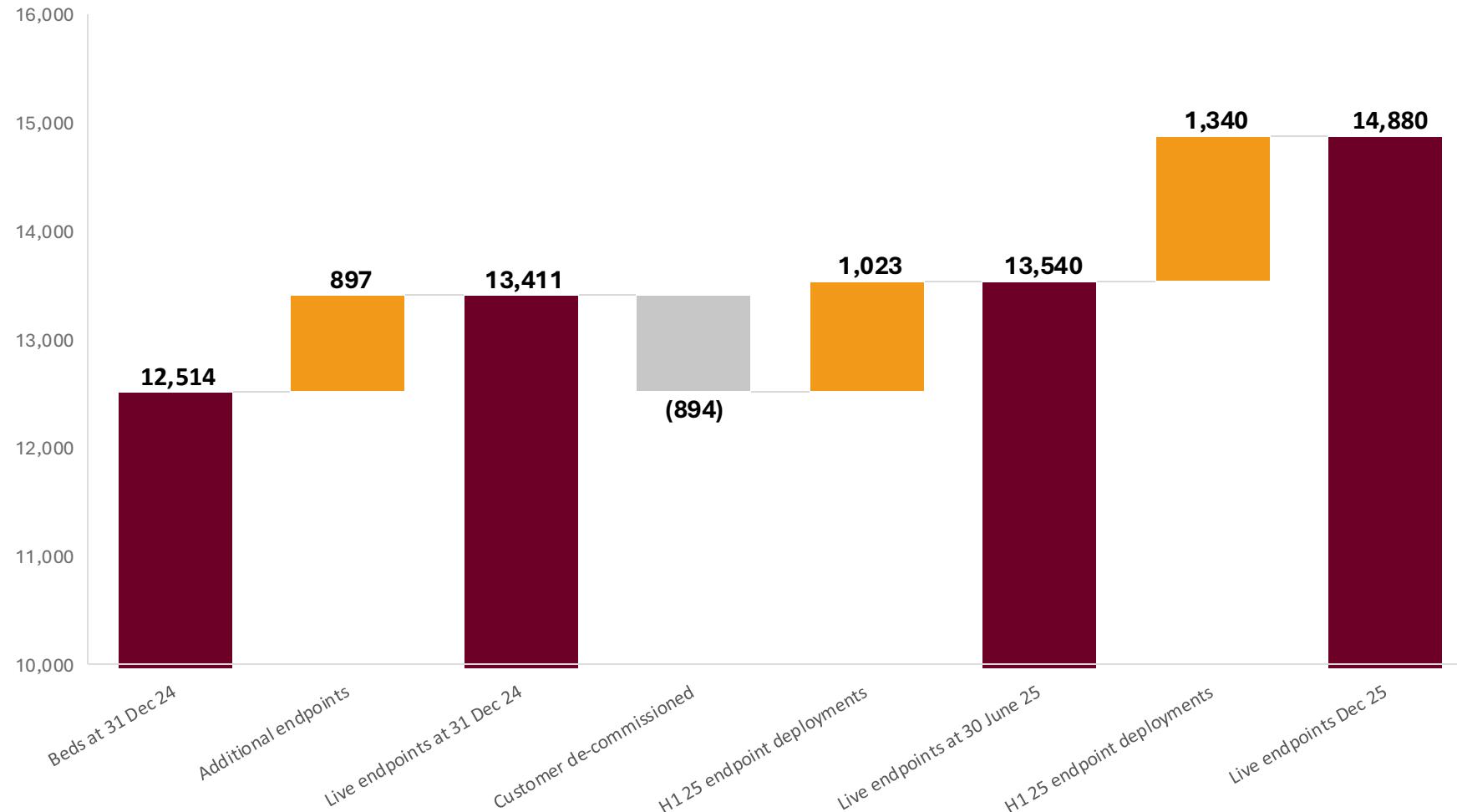
€4.6 million (A\$8.1m) of **Cash** at 31 December 2025

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

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31% acceleration in deployment activity in H2 vs H1

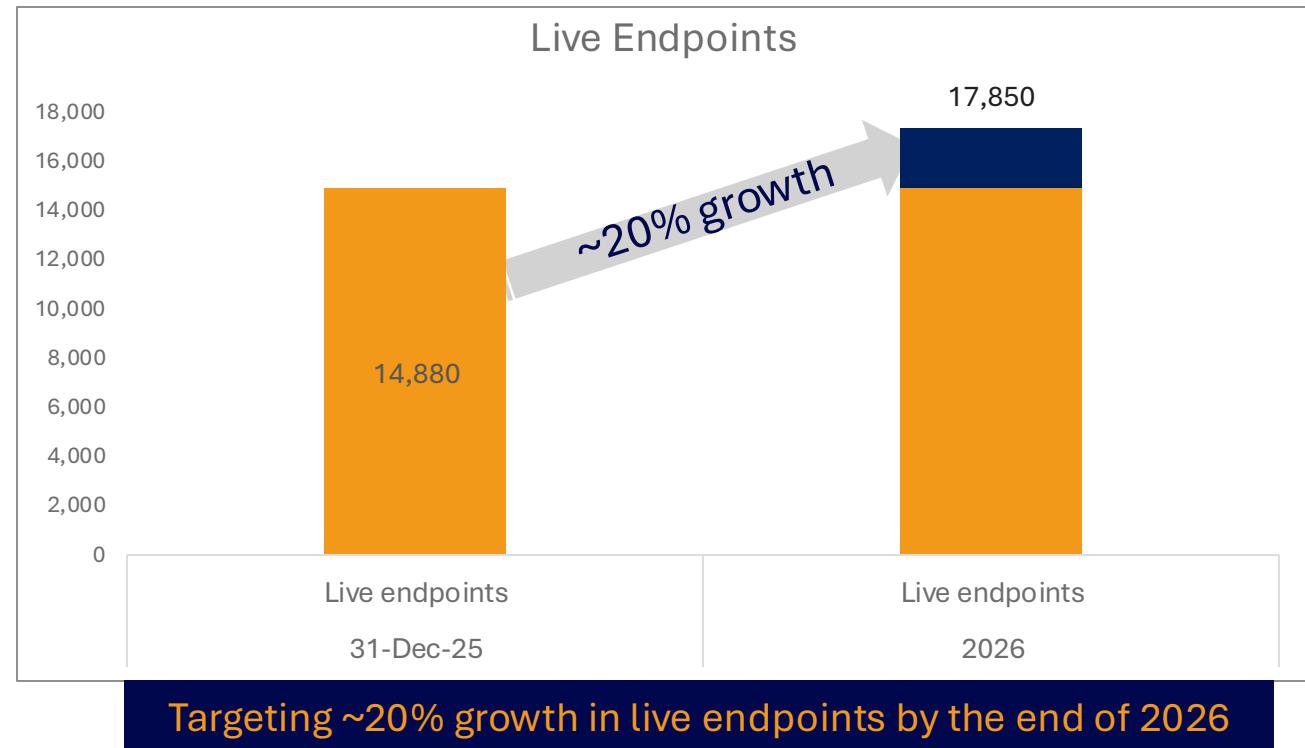
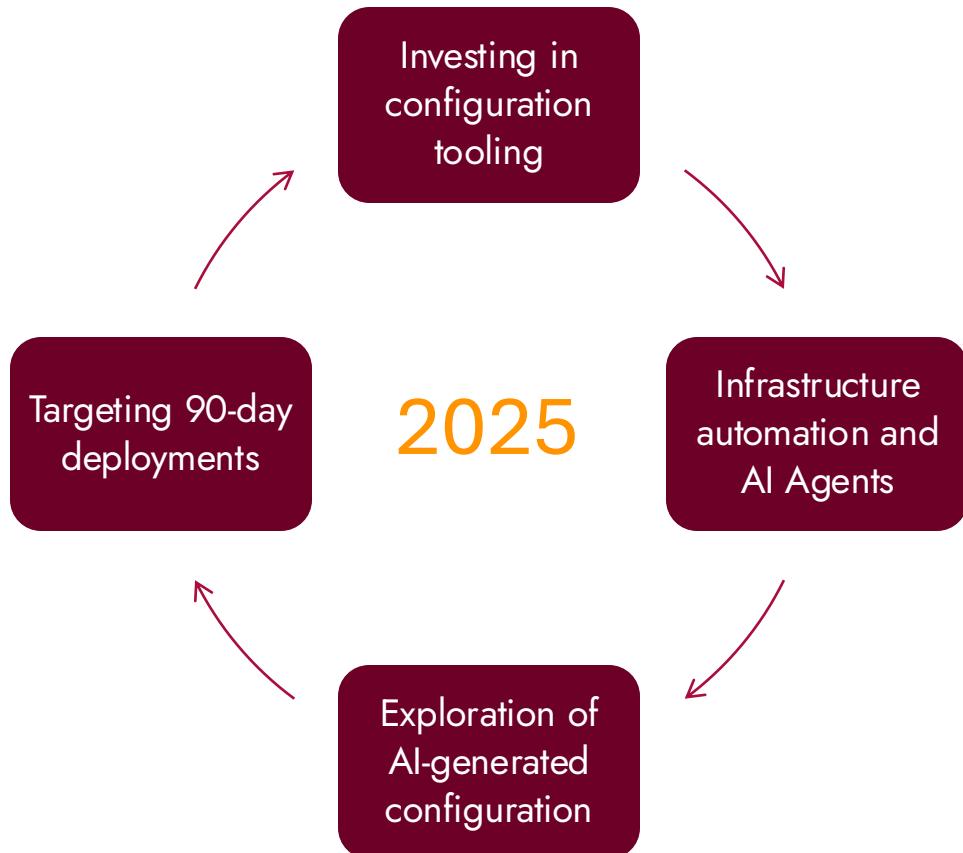
Note:

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

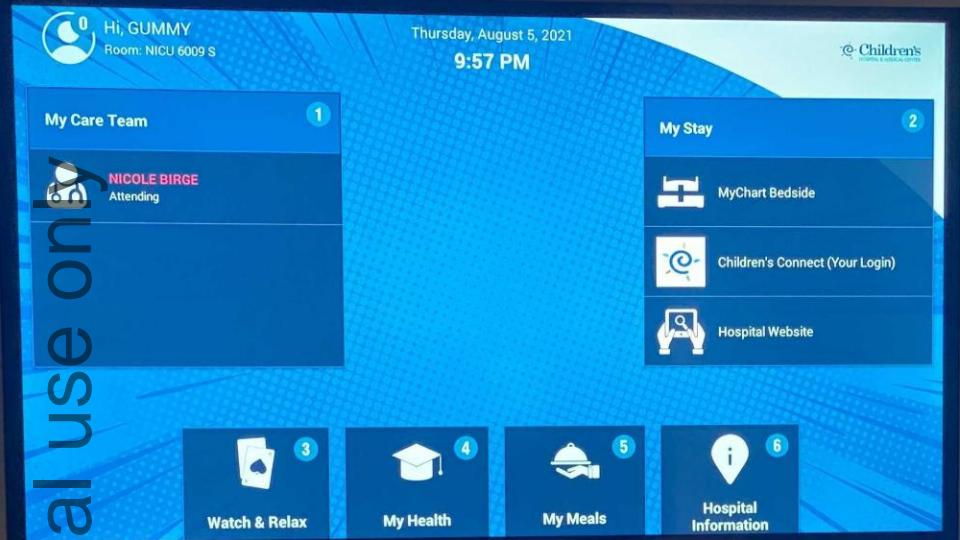
Deployments: Outlook

Our Path to More Efficient Deployments continues

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Commercial & Sales Updates

Customer acquisition timeline

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Founded in Dublin, Ireland



The Sydney
Children's
Hospitals Network
care, advocacy, research, education



University of Iowa
Stead Family
Children's Hospital

2008

2015

Oneview goes
public on ASX

2018

2020

2023

2025

2026

2014



2016



2019

2021



Northern Health

2024



17

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.



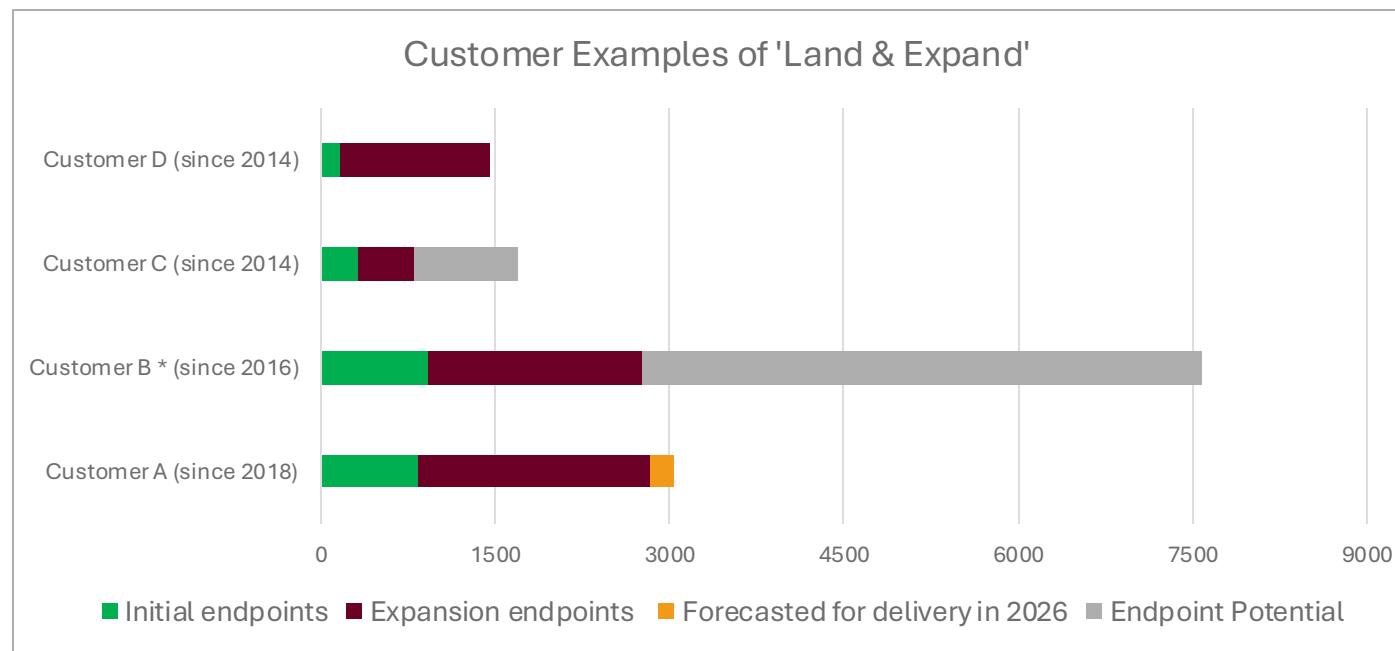
GPO of Top 10
US Health
System

Care New England



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.

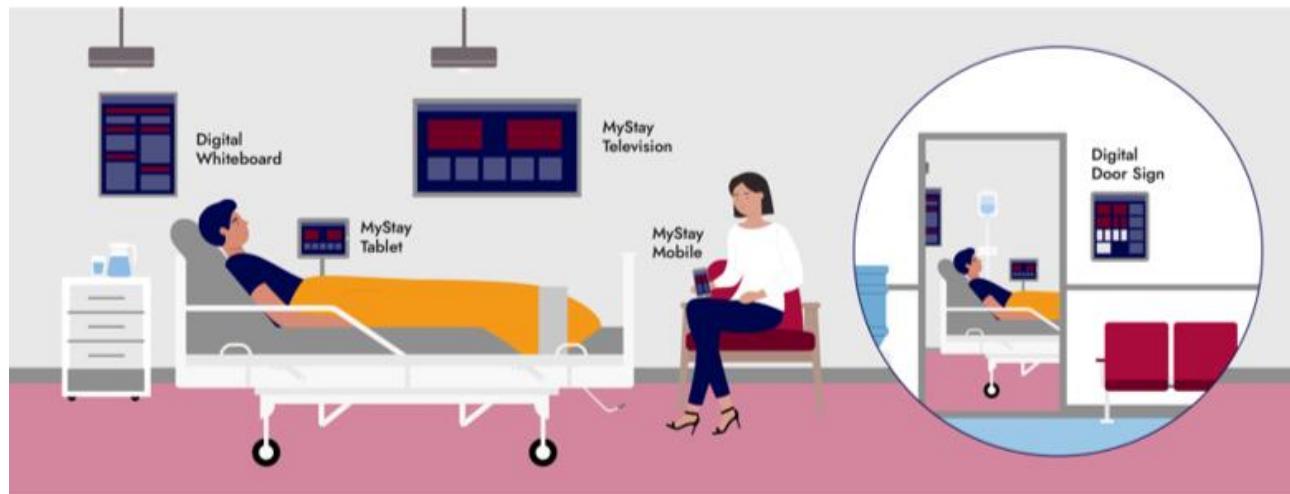
Provide **consistent access to health information, education, and care plans**, reducing disparities tied to literacy, language, or resource gaps.

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).

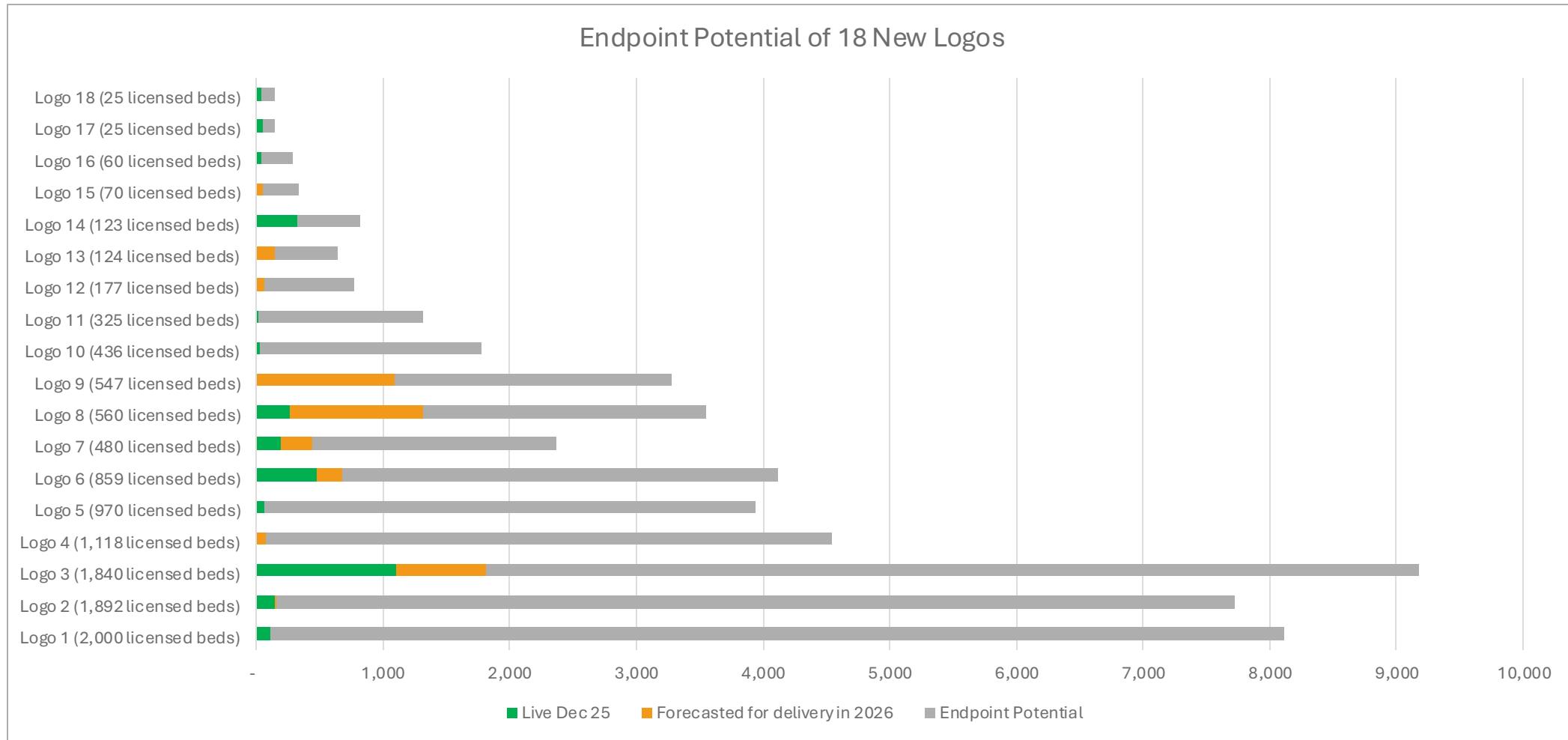
An average of 2.5 endpoints per room would equate to a TAM of €16.0m in ARR

*** 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

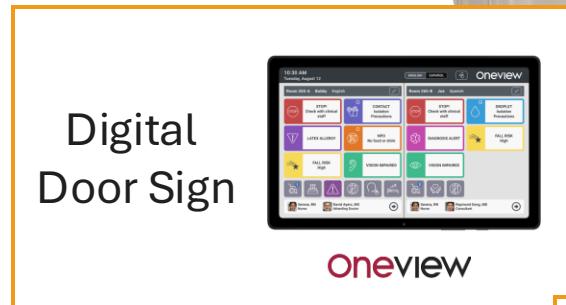
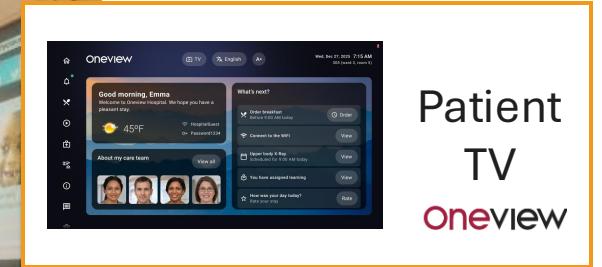
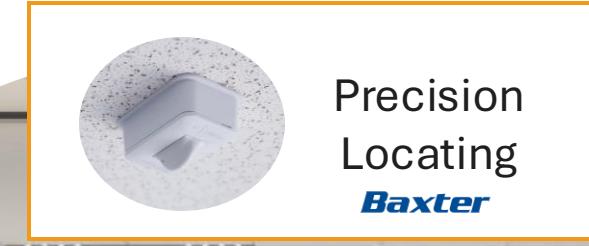
Endpoint potential of new logos *

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Smart patient room touchpoints

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 **caregility**
 **care.ai®**
 **Artisight**
 **Teladoc®
HEALTH**

Baxter partnership delivering

Customer Logos Won To Date



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)

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Continued iterative improvement of the AI SDLC

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

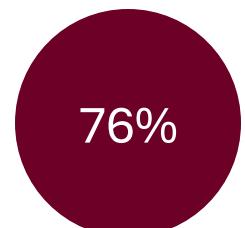
Continued evolution of AI tools and models is increasing effectiveness

Maturity framework with targets defined for each stage of the process

Accelerated product development in practice



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



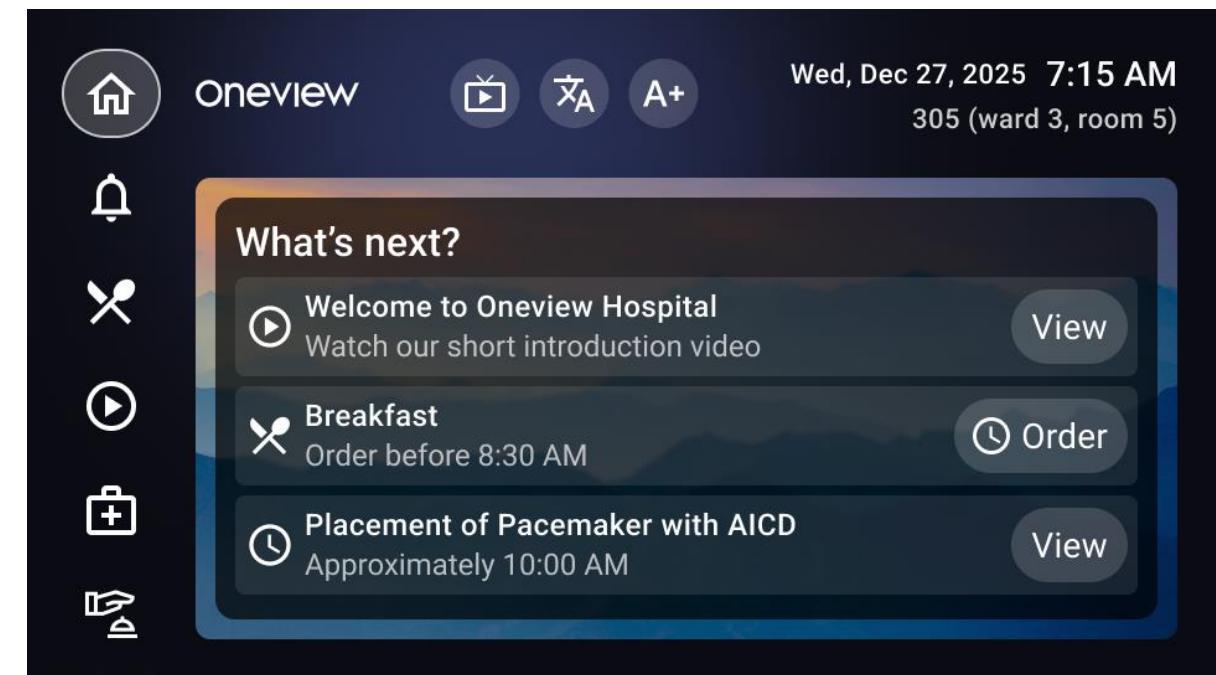
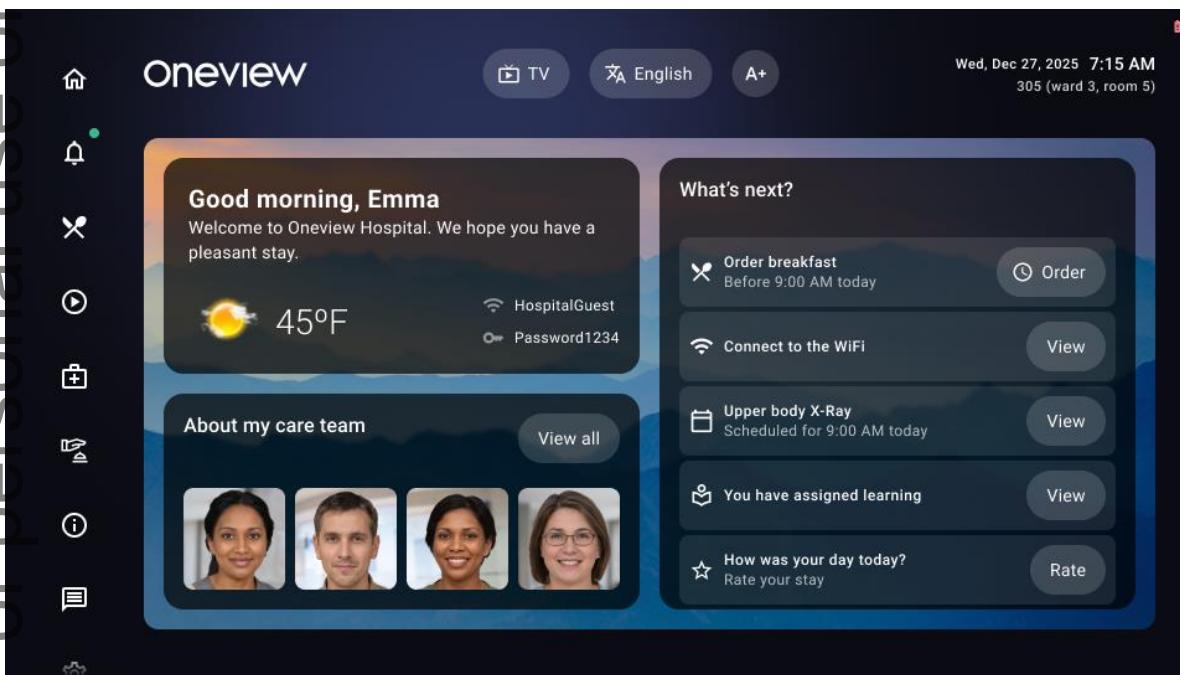
Share of engineers *saving >15% time* grew from 58% to 76% in two quarters during 2025.

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.

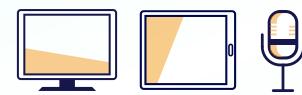
Who Ovie serves

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Use Cases

Patients & Families

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



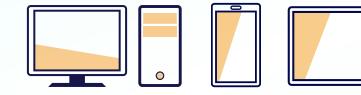
Nursing

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



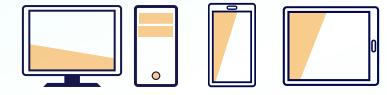
Operations

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



Leaders / PX

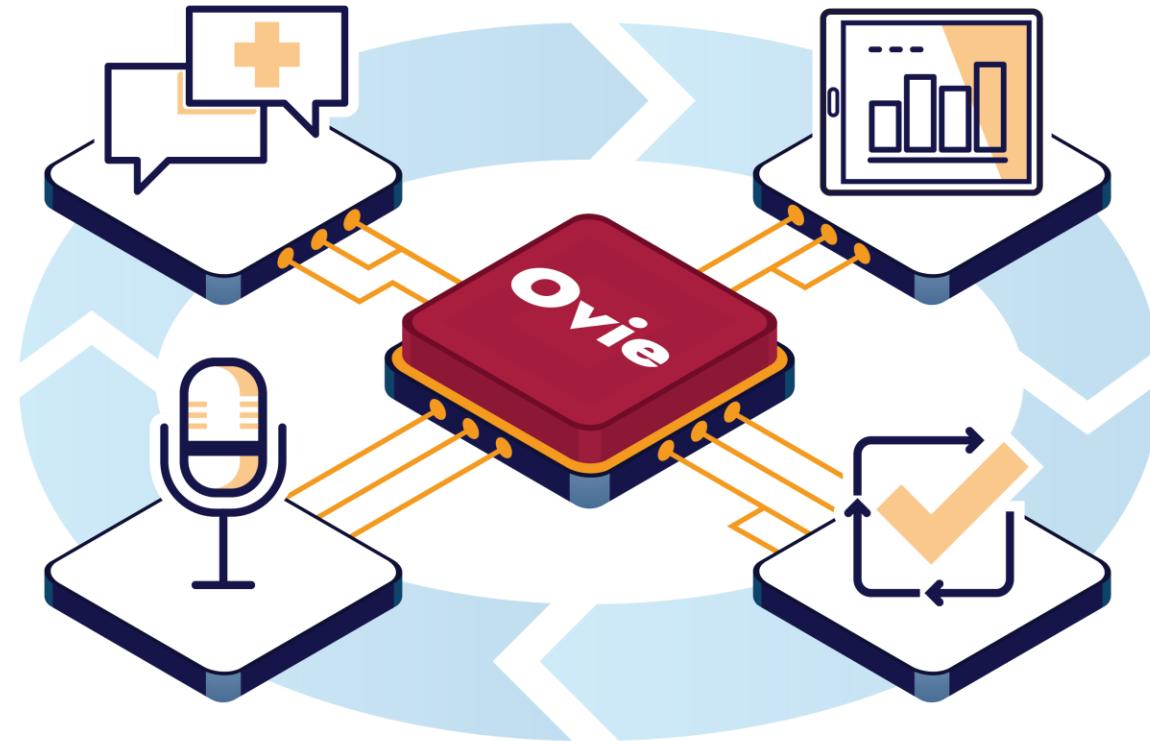
- Perform guided, context-aware rounding
- Monitor operational & experiential performance
- Identify where interventions are needed



The Ovie ecosystem

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:

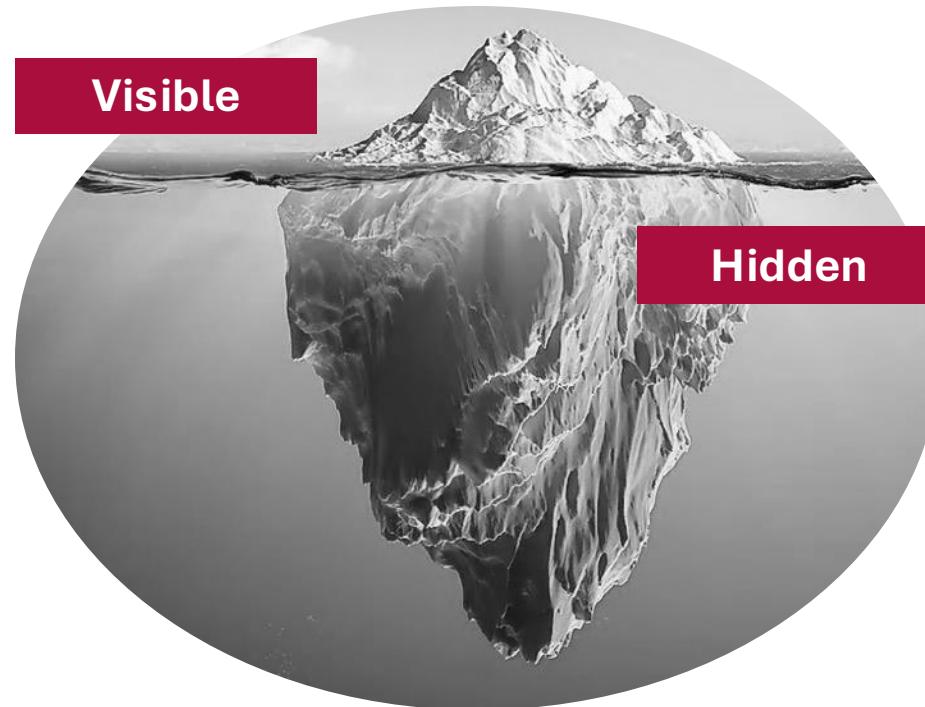
- Accelerating product development enabling faster delivery of high-impact features to customers.
- Improving SDLC robustness and efficiency
- Enhancing company-wide quality & efficiency (including recent appointment of AI Transformation Leader)
- Releasing AI-powered products & solutions which amplify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



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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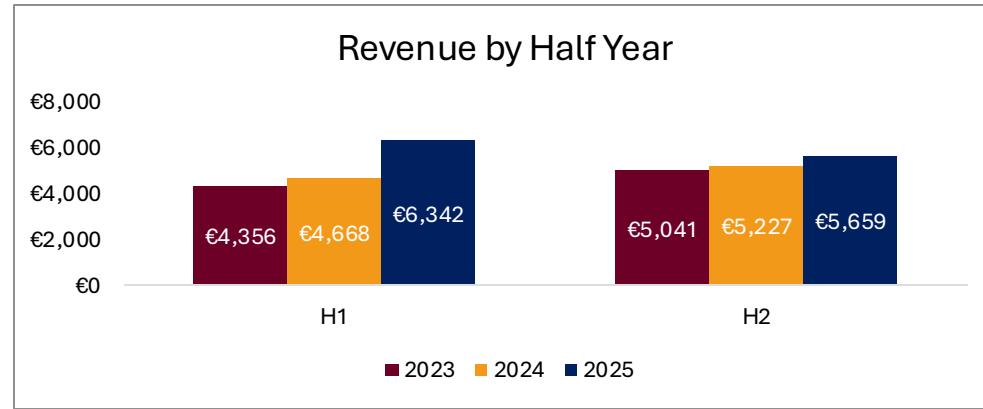
Outlook

P&L Outlook: Progressing towards breakeven

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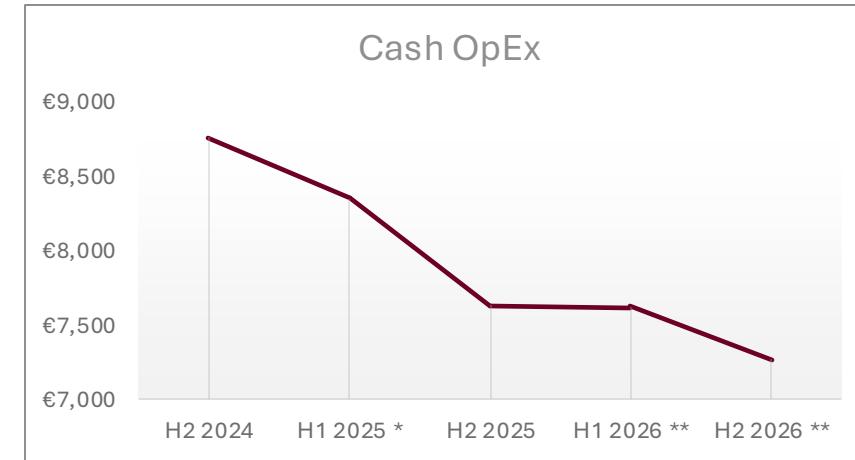
Revenue

- › 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.



* Excludes restructuring charges of €168k

** Estimated

The path to breakeven

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Opex peaked in H2 24

Unparalleled access to US market via Baxter partnership

Material revenue growth opportunities within the existing portfolio of customers

World class account management prioritising value and governance

AI enhancing the velocity and quality of our software and shortening deployment timelines

Ovie ecosystem will drive fresh value adding pricing power

ONE outlook

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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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