



**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

1) FY 2025 in Review

2) FY 2025 Financial Results Overview

3) Commercial & Sales Updates

4) Innovation

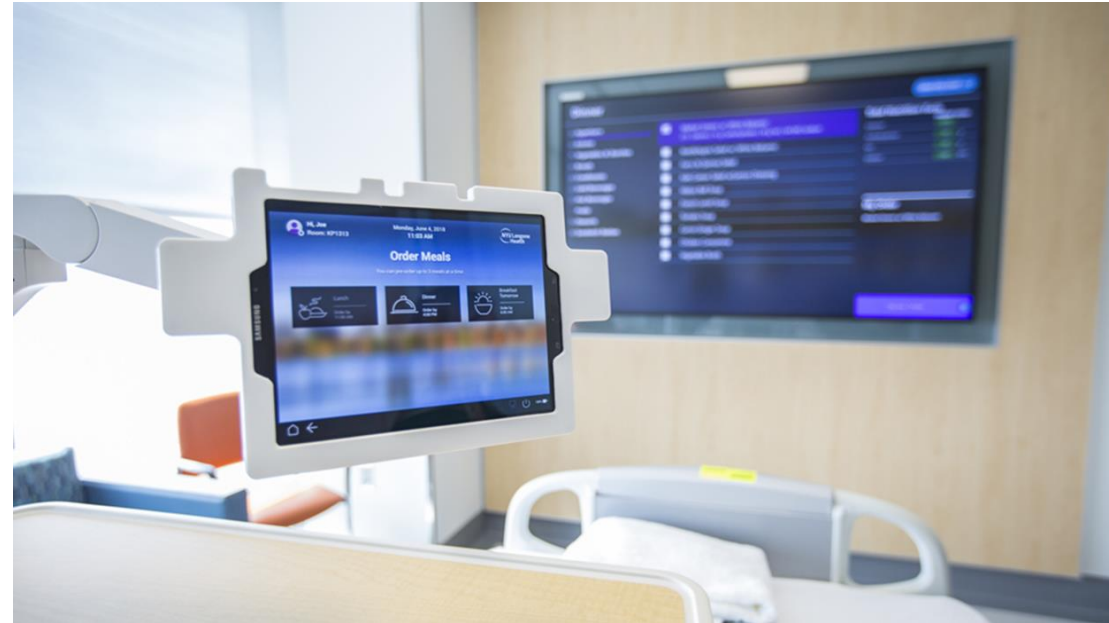
5) AI: An Enabler, Not a Competitor

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

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



# 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%**

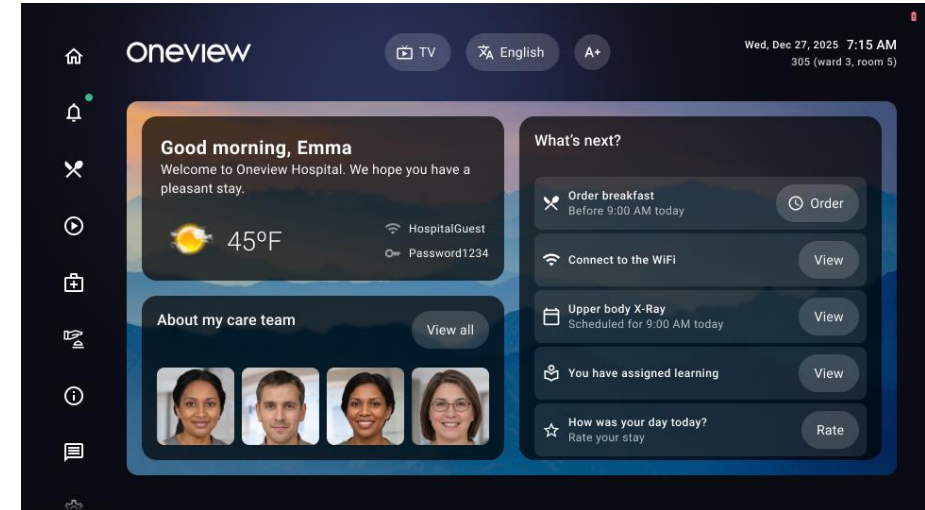
Operating EBITDA  
Loss  
**€8.1m**  
(A\$14.1m)  **Down 8%**

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

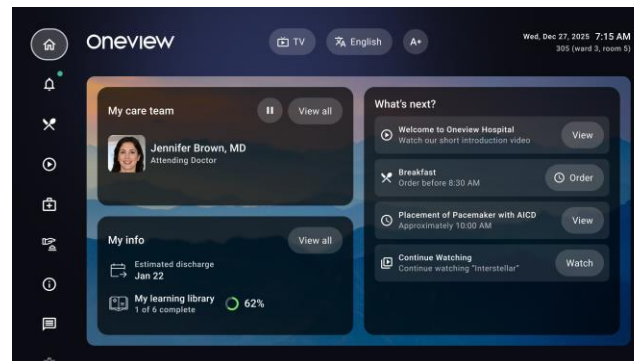
## Sector Expertise

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



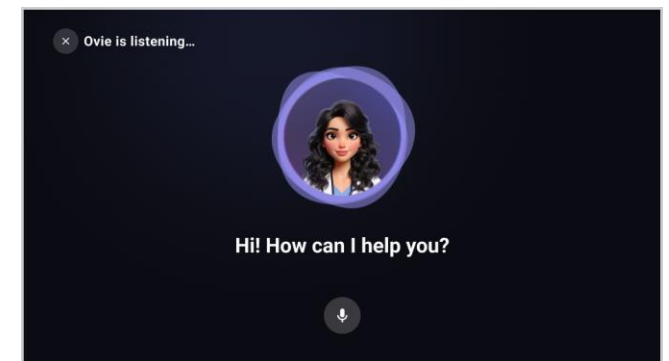
## “Next Generation” Experience

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

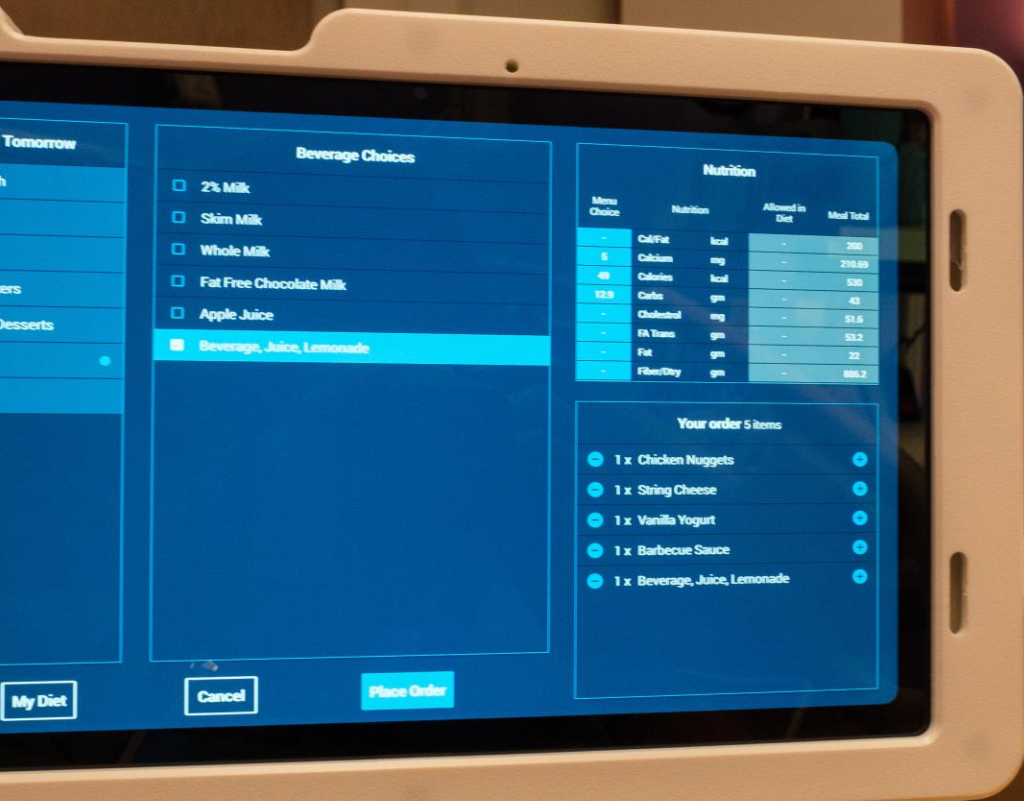


## AI-Powered

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%
<b>Total Revenue</b>	<b>12.0</b>	<b>9.9</b>	<b>21%</b>
Cost of sales	(4.3)	(3.2)	(34%)
<b>Gross Profit</b>	<b>7.7</b>	<b>6.7</b>	<b>15%</b>
Operating Expenses	(18.7)	(18.1)	(4%)
<b>Operating loss</b>	<b>(11.0)</b>	<b>(11.4)</b>	<b>3%</b>
Net finance income / (costs)	(1.5)	0.6	-
<b>Loss before tax</b>	<b>(12.5)</b>	<b>(10.8)</b>	<b>(16%)</b>
Income tax expense	(0.1)	(0.1)	-
<b>Loss after tax</b>	<b>(12.6)</b>	<b>(10.8)</b>	<b>(16%)</b>

**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%)
<b>Addbacks:</b>			
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)	-
<b>Operating EBITDA loss</b>	<b>(8.1)</b>	<b>(8.8)</b>	<b>8%</b>

**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	As at	Variance
	31 December 2025	31 December 2024	
	€'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%)
<b>Total Assets</b>	<b>15.5</b>	<b>26.0</b>	<b>(40%)</b>
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%)
<b>Total Liabilities</b>	<b>11.8</b>	<b>12.7</b>	<b>(7%)</b>
<b>Net Assets / Total Equity</b>	<b>3.7</b>	<b>13.3</b>	<b>(72%)</b>

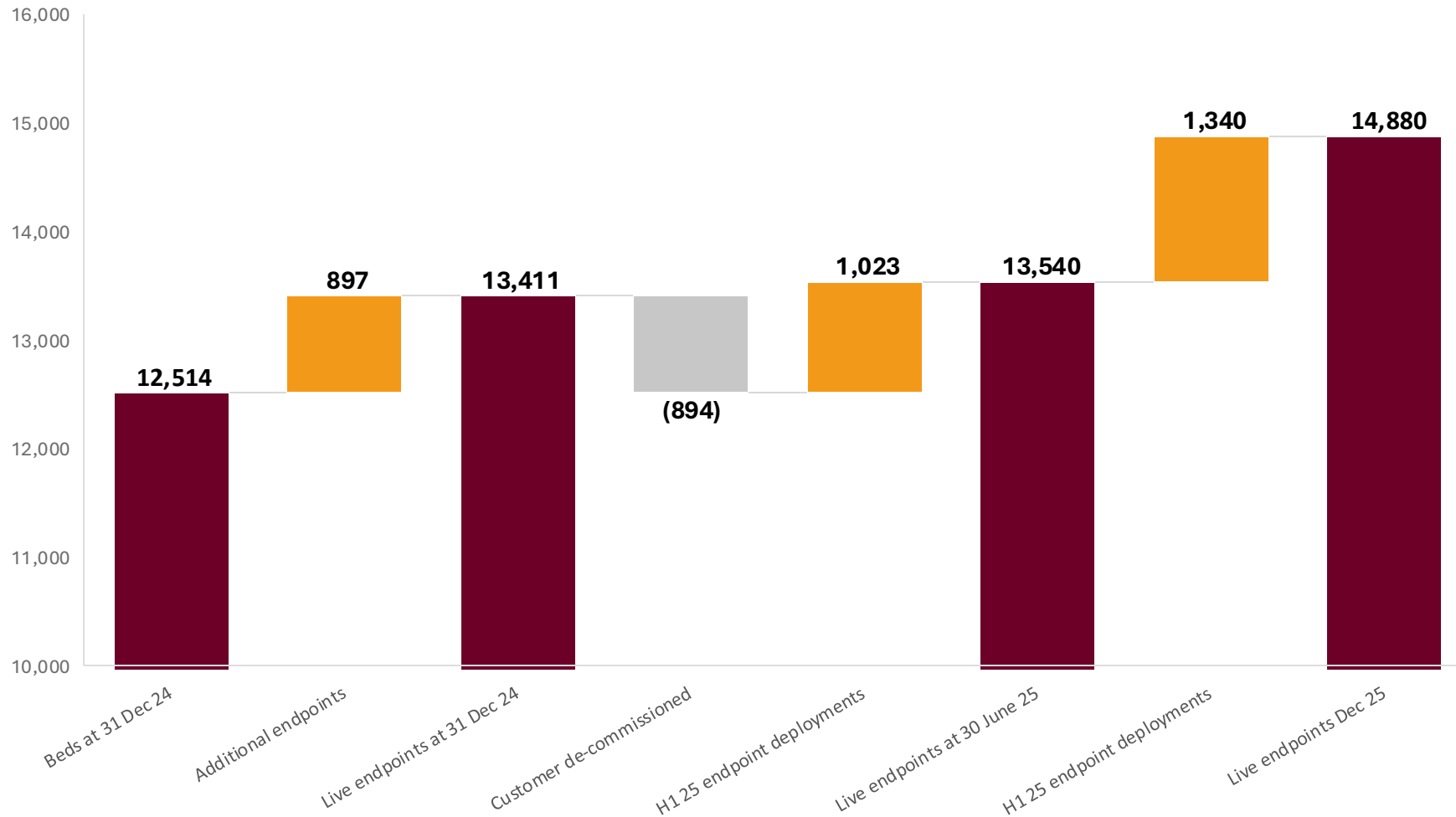
Cash Flow Statement Summary	As at	As at	Variance
	31 December 2025	31 December 2024	
	€'m	€'m	%
Net cash used in operating activities	(8.4)	(10.5)	20%
Net cash used in investing activities	(0.1)	(0.5)	80%
Net cash (used in) / generated by financing activities	(0.3)	13.1	-
Net (decrease) / increase in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


€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

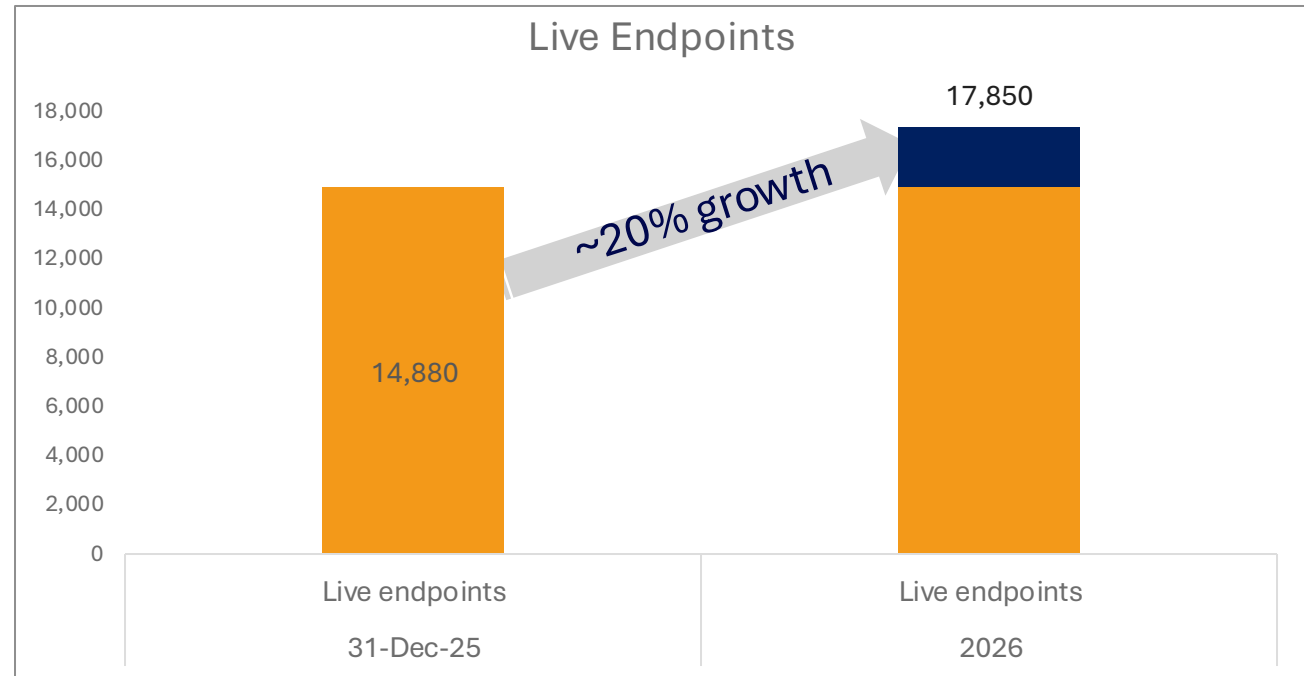
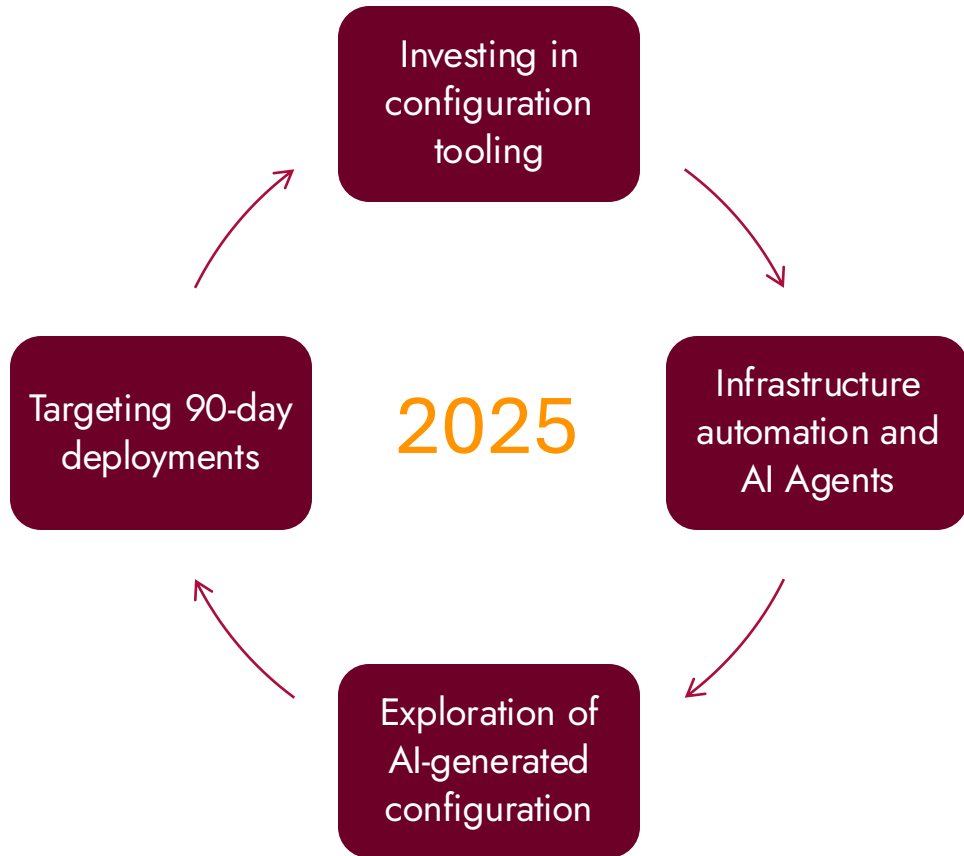


  
**31% acceleration in deployment activity in H2 vs H1**

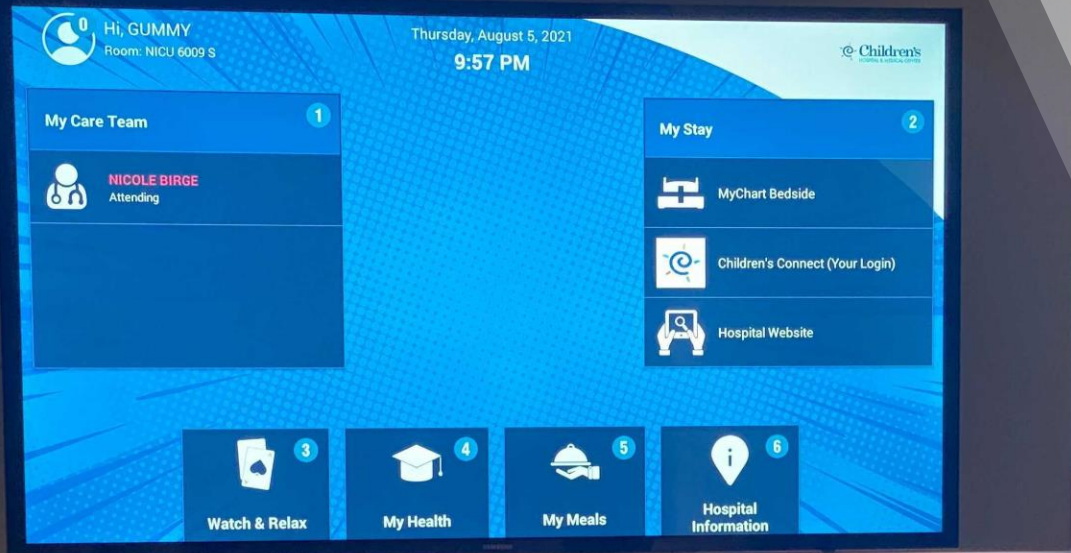
**Note:**  
894 endpoints decommissioned in June 2025 with Australian customer due to budgetary constraints offset by materially higher margin deployments in the US.

# Deployments: Outlook

Our Path to More Efficient Deployments continues



Targeting ~20% growth in live endpoints by the end of 2026



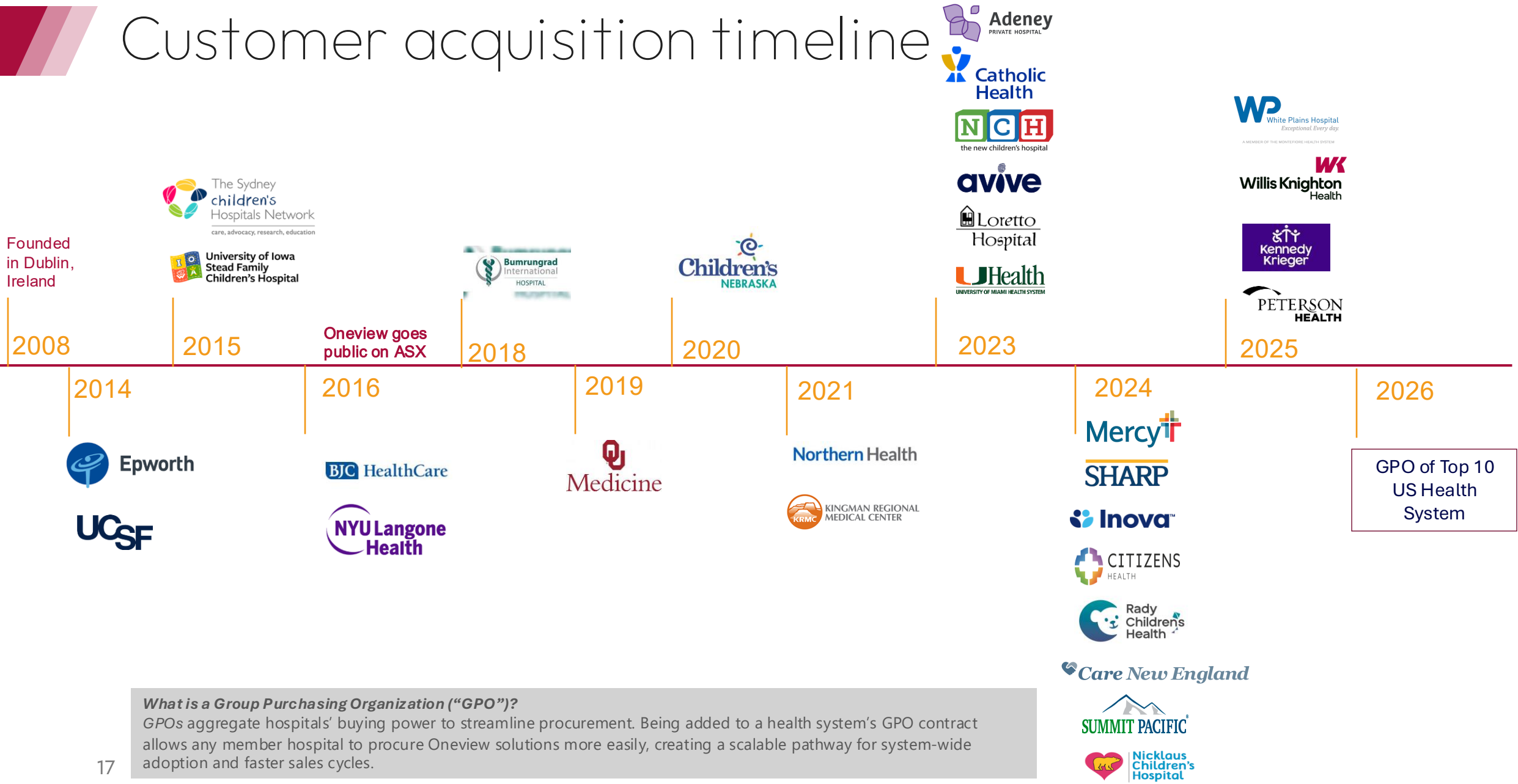
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Commercial & Sales Updates





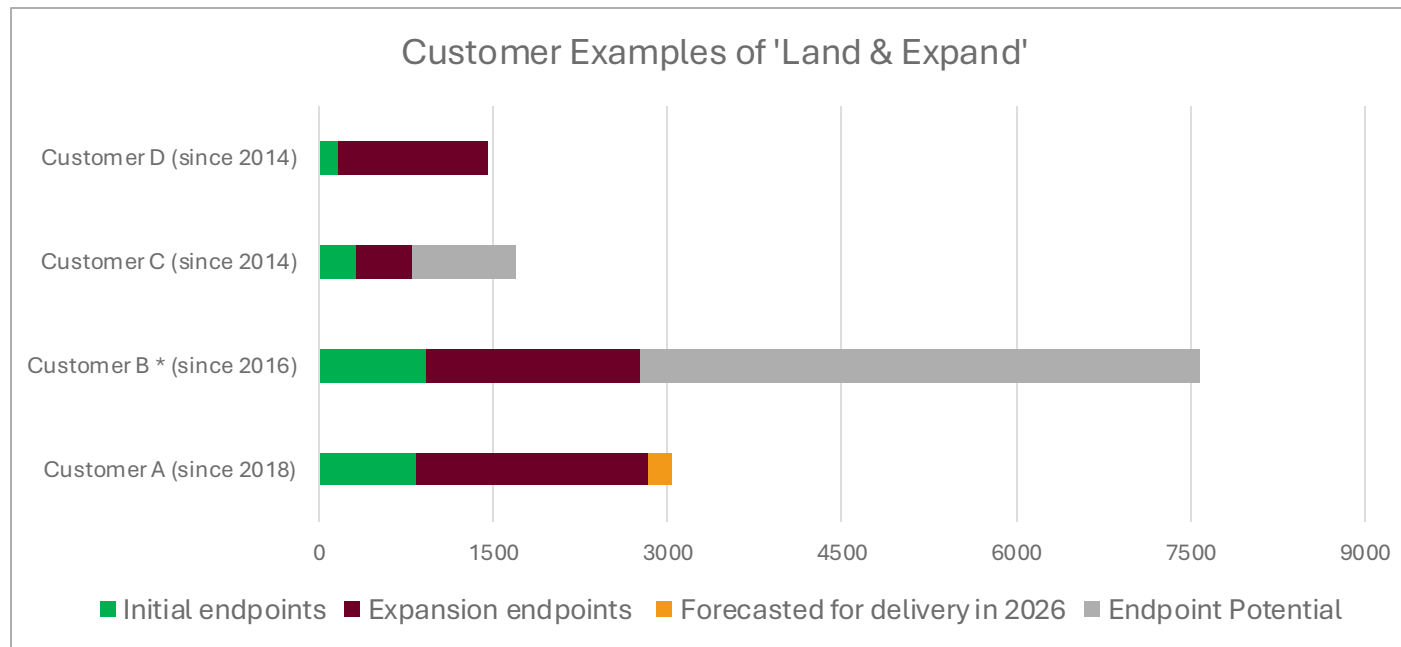
# Customer acquisition timeline



**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.

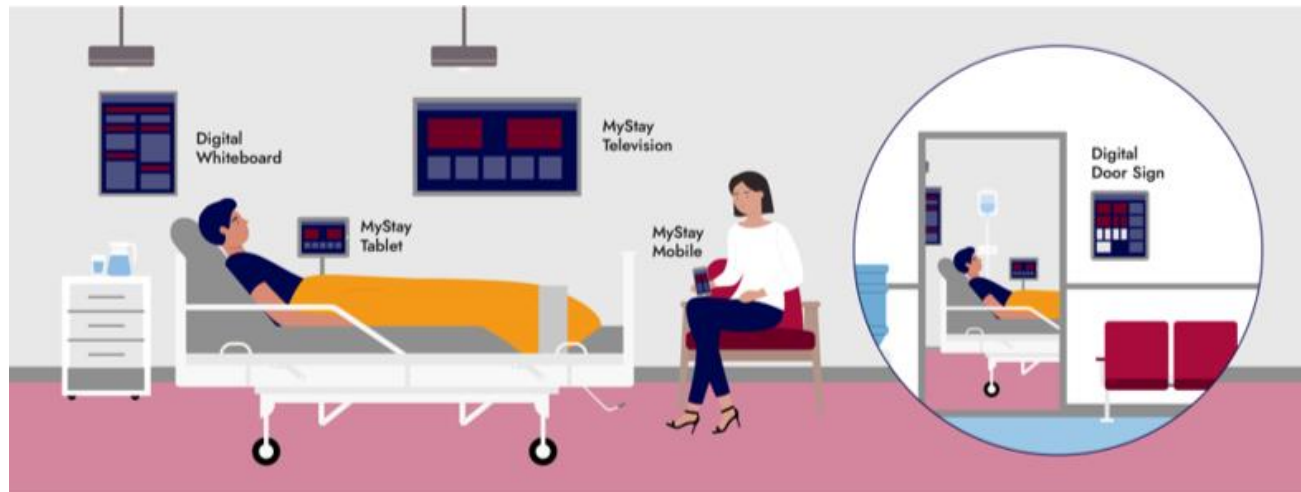
Provide **consistent access to health information, education, and care plans**, reducing disparities tied to literacy, language, or resource gaps.

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)



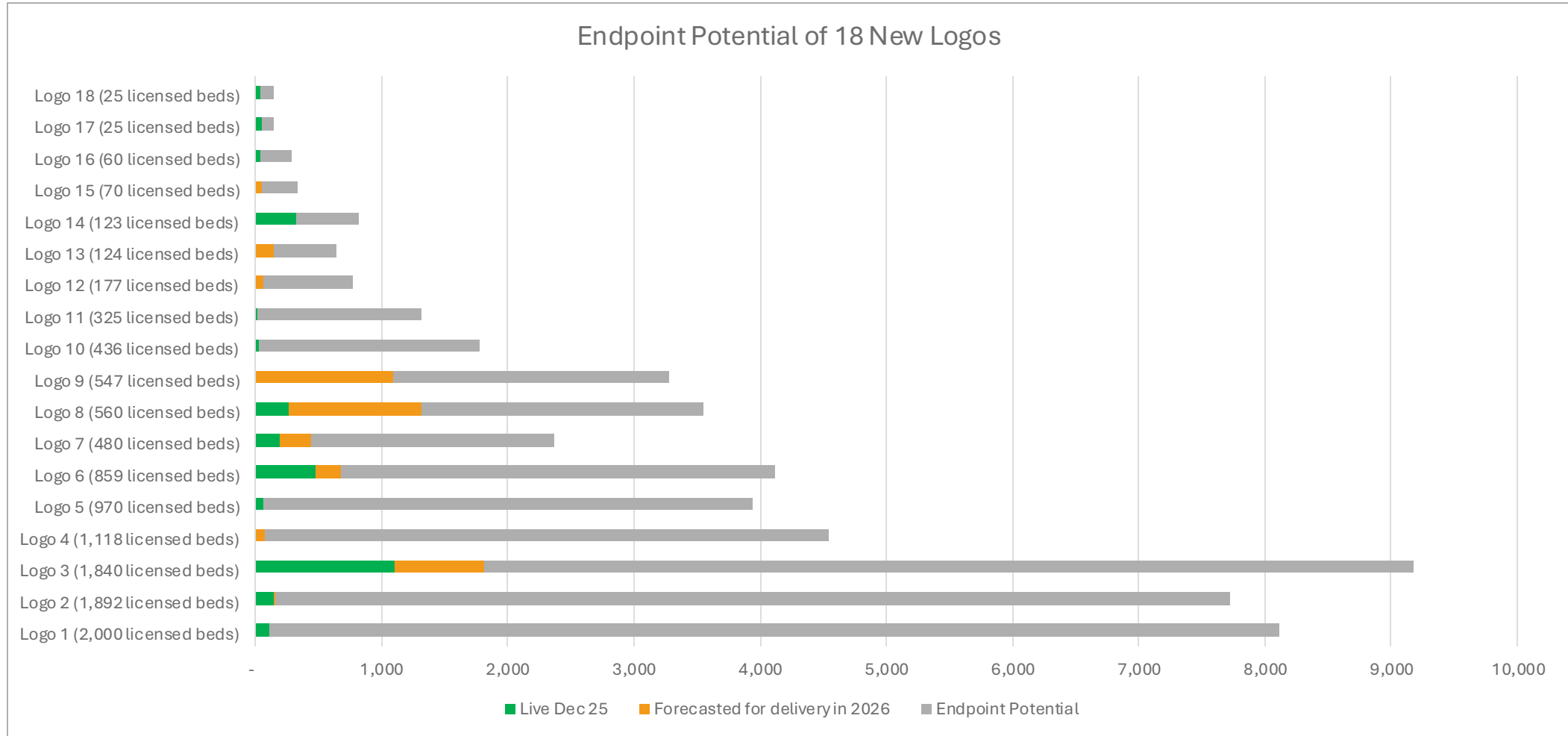
At current average endpoint pricing this equates to a TAM of €25.6m in ARR just from these 18 customers (excluding MyStay Mobile).

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



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

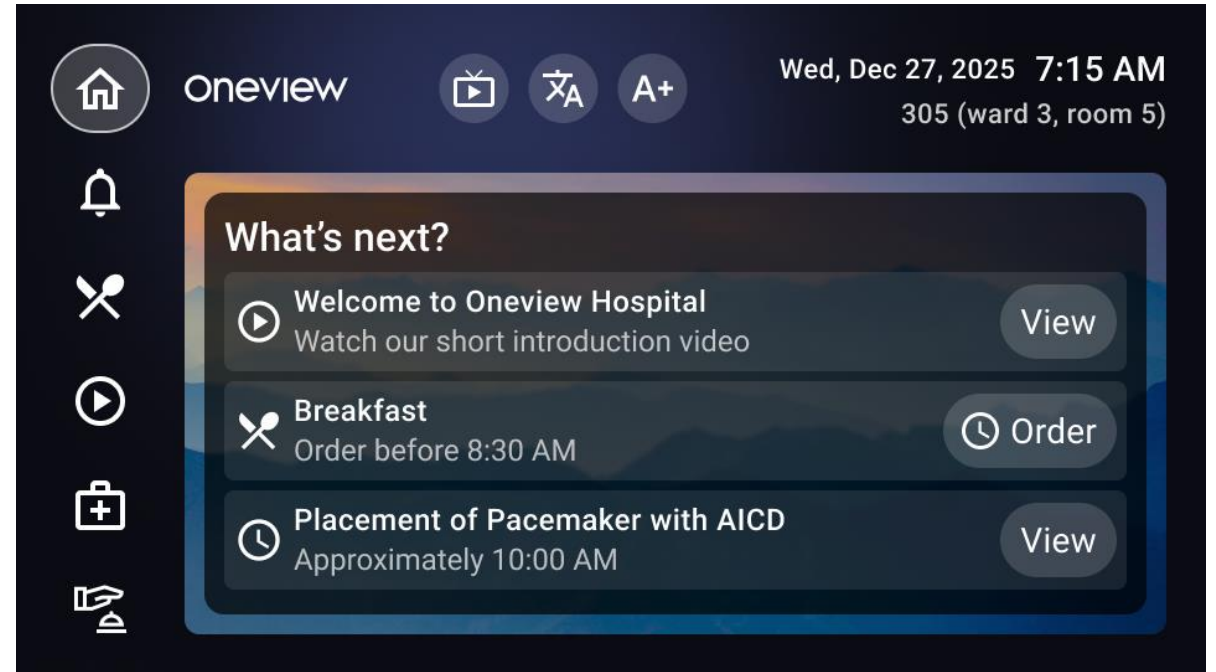
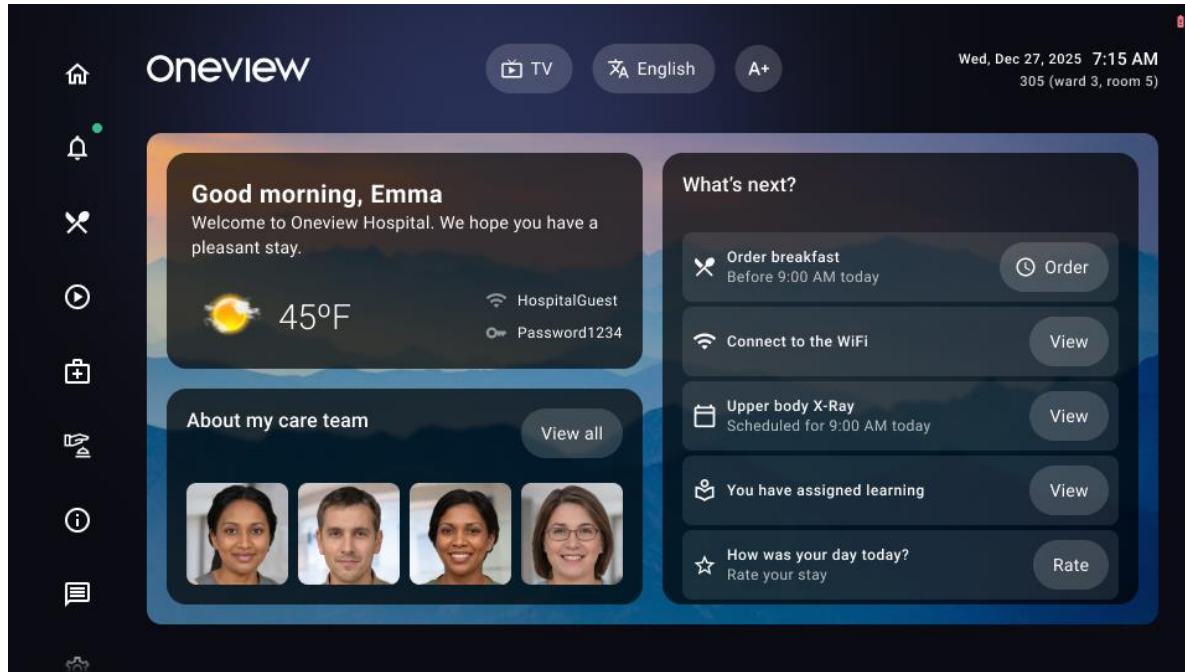
76%

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



# Meet Ovie!



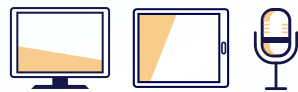
- › A digital Care Assistant that helps patients help themselves – and lets care teams focus on what matters.
- › Ovie runs on the patient TV, tablet, and clinician devices to support patients, manage non-clinical needs, and give staff real-time visibility.

# Who Ovie serves

Use Cases
Devices
Products

## Patients & Families

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



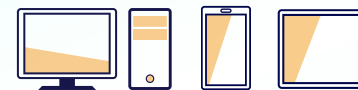
## Nursing

- 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

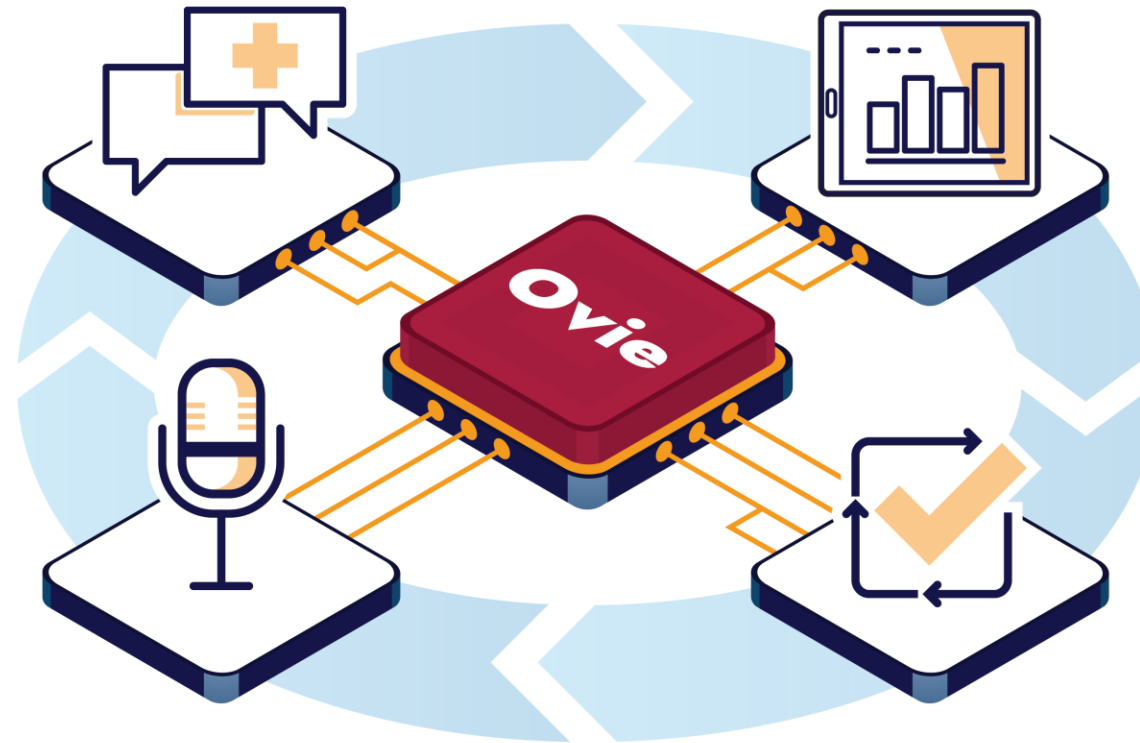


# The Ovie ecosystem

## Ovie Engage

Context-aware patient prompts

Launching at ViVE



## Ovie Console

Real-time operational visibility

Pilot in 2026

## Ovie Voice

Natural-language interaction

Pilot in 2026

## Ovie Rounds

Guided experience rounding

Future product

# How Ovie turns signals into action

## Patient Interactions

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



## Staff Tools

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



## Ovie Intelligence Engine

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

## 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

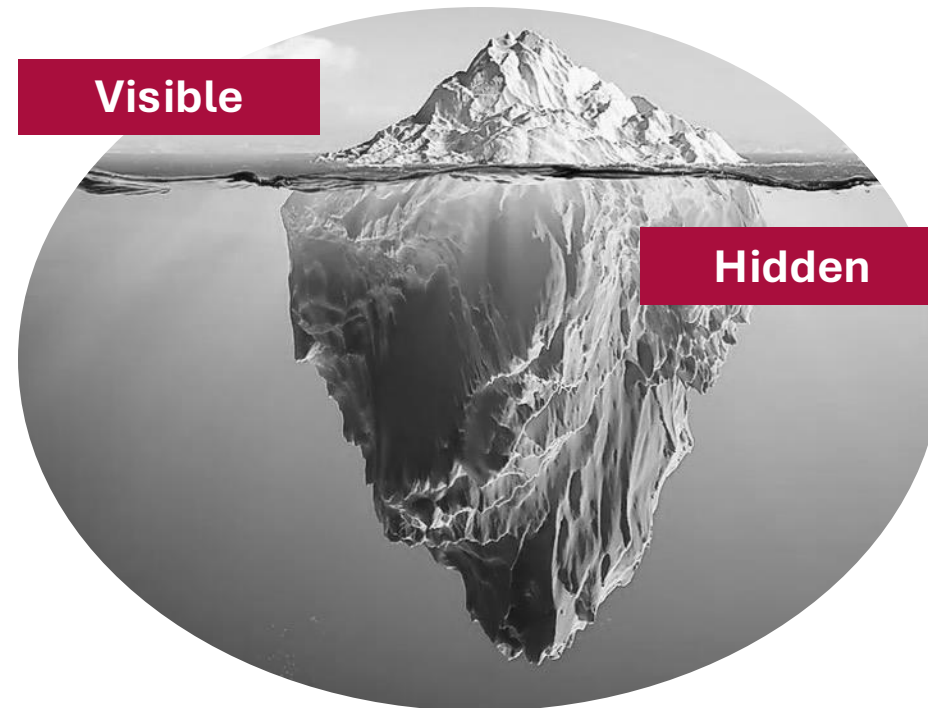


# Simplicity on the surface, power beneath

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





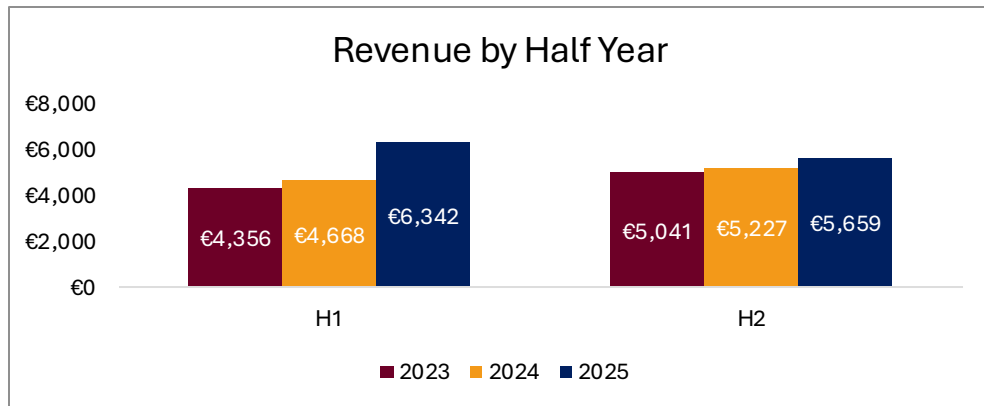
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Outlook

# P&L Outlook: Progressing towards breakeven

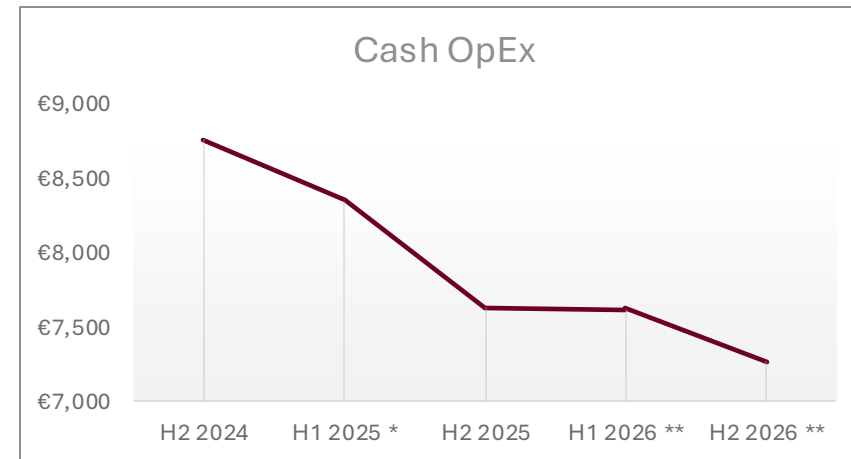
## Revenue

- › 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

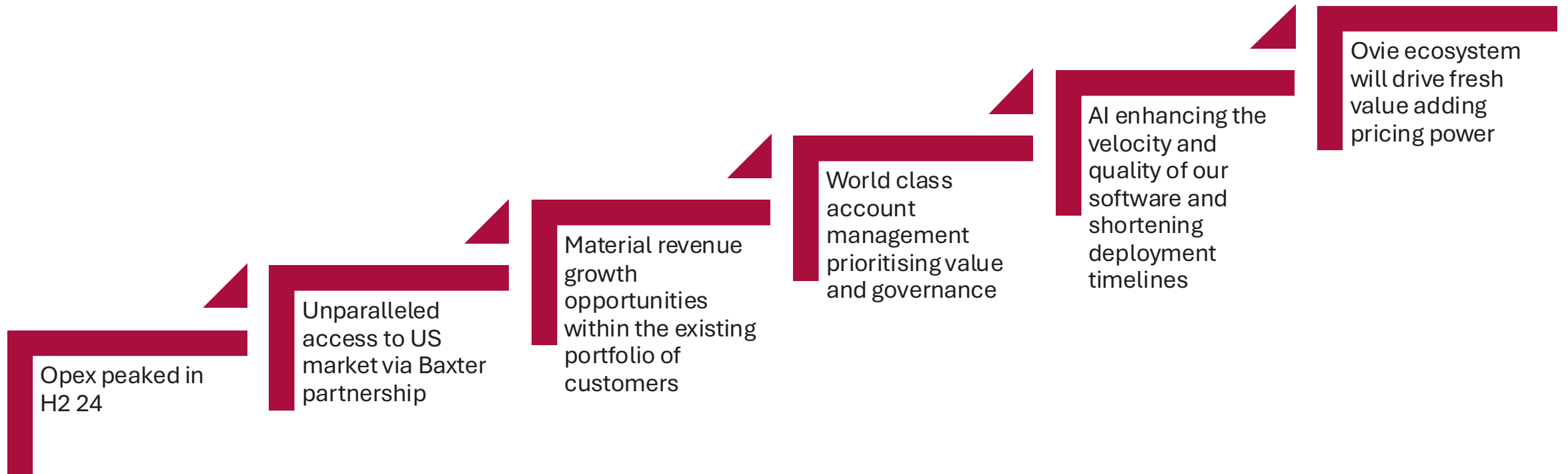


## Costs

- › 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