

## CEO's Address to the 2025 Annual General Meeting of Oneview Shareholders

Good morning, fellow shareholders, and thank you for joining. This past year has been a transformative journey for Oneview, marked by significant growth in our customer base, innovative product developments and diligent financial management. I am very proud of what our team has accomplished, and I'm excited to detail how these achievements position us for sustained long-term growth and the creation of shareholder value.

Oneview maintained a solid financial foundation through 2025. Our cash position remained healthy, and we managed our operating cash flows prudently. Notably, cash receipts from customers grew strongly, reflecting momentum in our business.

In terms of expenditures, we maintained disciplined cost control. Staff costs have been relatively stable and actually decreased by about 5% year-on-year in Q3 following our mid-year reorganization. This reflects our efforts to operate more efficiently while continuing to invest in our team and technology. We held cash of €6.7 million (A\$11.9m) at the end of October 2025 giving us a solid basis as we head into 2026.

Oneview's commercial momentum in 2025 was very encouraging as we added new clients, expanded deployments with existing clients, and built a record sales pipeline. Let me highlight a few of these achievements:

- In the first half of 2025, we welcomed two new U.S. healthcare systems to the Oneview family, one through our partnership with Baxter. *Willis-Knighton Health System*, an 800-bed network in Louisiana, and one directly; *White Plains Hospital*, a 300-bed facility in New York, both chose Oneview's platform in Q2.
- In Q3, we added another new client, *Kennedy Krieger Institute*, a renowned paediatric hospital in Baltimore affiliated with Johns Hopkins, which operates a 70-bed inpatient center for children with neurological and rehabilitative disorders. These new partnerships reflect growing confidence in Oneview's solutions across a diverse range of hospitals, from large health systems to specialized care centers.
- Just last week we added our latest new logo, Peterson Health in Kerryville, Texas a 161 room facility that has signed a 5-year contract for our core platform and digital whiteboards spanning over 300 endpoints.
- We also broadened our footprint within existing client networks. For example, one of our largest long-term customers renewed their commitment to Oneview by signing a three-year contract extension in Q2 bringing that partnership to over a decade. As part of this renewal, they are expanding Oneview to additional beds and accepted a pricing uplift. This will translate to over 20% growth in annual recurring revenue from this customer year-over-year. This kind of expansion underscores the value our platform continues to deliver, leading to deeper

deployments over time. During 2025, we rolled out Oneview across numerous sites:

- At **Inova Health System** in Virginia, under the 1,900-bed Master Services Agreement signed in 2024, we continued deploying our *core bedside platform, digital door signs, and digital whiteboards* across multiple hospitals.
- **Rady Children's Health** in California (formerly CHOC) went live with Oneview in 187 beds in Q2, and we will be delivering our *MyStay Mobile* solution alongside in-room TVs in 2026.
- **Mercy Health** in Arkansas expanded Oneview to 114 more beds at Mercy Fort Smith in Q2.
- **University of Iowa Hospitals** deployed our platform at their new North Liberty campus in Q2.
- **University of Miami Health System** started deployments in two facilities in Q2 and continued rolling out our platform in Q3.
- In Q3, we activated over 500 new endpoints in **BJC Healthcare's** brand-new Plaza West tower in St. Louis and additional devices at **Summit Pacific Medical Center** in Washington state.
- By the end of Q3, we had approximately 14,372 total live endpoints in hospitals.

In Q1, we jointly promoted Oneview with Baxter at major industry conferences such as ViVE and HIMSS. This co-marketing effort not only increased our brand visibility but also reaffirmed the quality of our record pipeline. By Q2, the Baxter-powered pipeline had grown to over 180 prospects, an unprecedented level of opportunity for us. We deeply value Baxter's partnership and are excited to continue leveraging their reach and trusted relationships to win new business together.

Underpinning our commercial success is Oneview's continuous drive for innovation and operational improvement. In 2025, we advanced our product suite significantly, particularly in the realm of digital health and AI, while also improving our service delivery.

- A highlight of the year was the launch of *Ovie*, our AI-powered care assistant. Introduced as an "alpha" product in Q1, *Ovie* exemplifies Oneview's commitment to thoughtful innovation, using AI to enhance nurse efficiency and empower patients. *Ovie* interacts with patients via voice and bedside devices to provide information, reminders, and support in a natural, hands-free manner.

- The new user experience for our MyStay TV and MyStay Tablet products will support 50 languages and adapts to different screen types, ensuring accessibility and ease of use for diverse patient populations. It will also incorporate personalized engagement and support with the new Ovie Engage feature. We expect this kind of AI assistant will set a new standard for patient engagement in hospitals.
- We made numerous enhancements to our core platform. Early in the year, we added a *Language Services API* for one-touch bedside access to live interpreters, addressing language barriers in care. We introduced Bluetooth headphone support so patients can use wireless headphones with our bedside touch devices. We also rolled out a new *Room Controls* application using our latest design system, which enables integration with hospital building management systems (like lighting or temperature controls).
- To advance our vision of the smart patient room, we expanded Oneview's support for third-party virtual care platforms. We already integrate with leading telehealth systems like Caregility and Teladoc; in Q2, we began certifying new AI-powered monitoring solutions including care.ai and Artisight. By offering a broader portfolio of virtual care integrations, from virtual nursing to safety monitoring, we give hospitals flexibility to choose best-in-class tools, all accessible through Oneview. It's a big step toward our goal of a unified digital care experience.
- This year we are developing a new Trending & Benchmarking Dashboard, a data analytics portal that provides longitudinal insights into patient engagement and system usage. Hospitals will be able to track key performance indicators over time and benchmark against peer institutions, bringing data-driven management to the patient experience domain. So, beyond delivering technology at the bedside, we're delivering actionable intelligence to hospital staff and leadership.
- We also took significant steps to strengthen our information security and AI governance. In April, 2025 Oneview became the first ASX-listed company and the only provider in our sector to achieve ISO 42001 certification for our AI Management System. This rigorous certification, demonstrates to our customers and partners that we develop and manage AI solutions (like Ovie) under strict ethical and safety standards. In an industry where trust and safety in AI are paramount, Oneview is leading by example in responsible innovation.

All these innovations and improvements serve a common purpose: delighting our customers and their patients. By expanding what our platform can do (from AI assistants to analytics to broader integrations) and by executing faster on deployments, we strengthen Oneview's competitive edge. We ensure that once a hospital comes on board with Oneview, they have a roadmap of value-adding features and upgrades that can continue to improve the care experience and drive return on investment.

While we celebrate our achievements, we also acknowledge that 2025 was not without challenges. Our ability to confront and overcome these hurdles has made Oneview a stronger company. I want to discuss a few of the key challenges we faced and how we responded:

- In the first half of the year, we encountered continued adverse market conditions in the Australian private hospital sector. Many private hospitals in Australia faced financial pressures, which in turn affected their appetite for new technology investments. This resulted in a slower sales cycle and pricing pressure in that region. In response, we made strategic decisions to reorganize parts of our business in Q2. Unfortunately, this meant reducing certain roles and expenses, changes that we did not take lightly. We incurred a one-time restructuring cost of €168K in Q2 as we executed these adjustments. We are already seeing the benefits of a leaner organization in our cost base and agility. Importantly, our product and engineering capabilities in Australia remain strong, and we continue to support our existing Australian clients fully. We are simply calibrating our resources to areas with the highest return.
- We have also been mindful of macro-economic factors such as global trade tariffs and changes in U.S. healthcare funding. This time last year, concerns arose about potential U.S. import tariffs on certain hardware components. We mitigated this risk by expediting delivery of pre-tariff devices sourced from China, which positioned us well against any supply cost issues. Similarly, changes under the new U.S. administration related to Medicaid funding have been closely watched in our industry. So far, we have not seen any deterioration in U.S. market conditions as a result of these policy shifts. The demand for digital transformation in healthcare remains robust. Nonetheless, we remain vigilant and ready to adapt should the macro environment change.

Through all these challenges, Oneview's team demonstrated resilience, creativity, and commitment. We made tough but necessary decisions promptly, communicated transparently, and kept our eyes on delivering value to our clients.

Speaking to you today, I am confident about Oneview's strategic direction and our outlook for 2026. The progress we made in 2025, winning new customers, deepening partnerships, innovating our product, and strengthening our financial footing, has laid a robust foundation for the year ahead.

Looking to 2026, our strategy remains focused on growth in our core markets, continuous innovation, and operational excellence:

- The United States will continue to be our primary growth engine, supported by some interesting opportunities in the Middle East. We carry very strong sales momentum into 2026. Our pipeline of potential deals in the U.S. is extensive and well-developed. Several of the late-stage opportunities we've been pursuing are expected to close in the coming months, adding further new customer logos to

our roster. We also anticipate additional sales through the Baxter channel, leveraging their reach to penetrate hospitals that we could not easily access alone. Our goal is to grow our installed base of beds aggressively in 2026, both by acquiring new logos and by expanding within existing client systems.

- As more endpoints come online with Oneview, our recurring revenue will naturally increase. We expect to benefit from the full-year impact of the expansions and new wins done in 2025 - for example, the 20% ARR uplift from the big client renewal and the ramp-up of sites like Inova. In addition, many of the devices deployed in late 2025 will contribute a full year of revenue in 2026. We remain focused on converting our deployment pipeline into live, revenue-generating endpoints as quickly as possible.
- Innovation will continue to be at the heart of Oneview's value proposition. In 2026, we plan to officially launch Ovie after successful pilots, making us one of the first to offer an AI-powered care assistant at scale. Our ISO 42001 certification signals to our customers that we can be bold in pursuing AI innovation while upholding the highest standards of safety and ethics. We believe this combination of cutting-edge technology and trust will be a winning formula in the marketplace.
- As we grow, we are equally committed to prudent financial management. We will continue to manage our expenses carefully, seeking efficiencies where possible without compromising growth. The cost optimizations enacted in mid-2025 will carry through into the new year and beyond. We currently anticipate that our operating cash outflows will moderate in 2026 compared to 2025, thanks to increasing cash receipts and our leaner cost base.
- We understand that our mission, to improve the care experience for patients and caregivers, is ultimately achieved through close collaboration with the frontline heroes in healthcare. By keeping our mission at the heart of what we do, we will continue to innovate and grow in a way that creates value for everyone involved.

In conclusion, Oneview Healthcare enters 2026 with confidence and optimism. Confident, because our achievements in 2025 have validated our strategy and shown that we can deliver. Optimistic, because the trends in healthcare toward digital engagement, the virtualisation of care, AI, and patient-centricity care play to Oneview's strengths.

To our shareholders, I want to thank you sincerely for your continued support. The journey of transforming healthcare experiences is not a quick or simple one, but your belief in Oneview's vision makes it possible. I am grateful for the trust you've placed in our leadership and our team.

I'd also like to thank our Board of Directors for their guidance, and our partners and customers for their collaboration. We are all looking forward to welcoming Michael

Dowling to the Board this week. Michael's incredible experience leading a complex, multi-billion-dollar health system in New York positions him uniquely to advise us as we scale Oneview's growth, ensuring alignment with hospital operational realities, macro trends and patient experience priorities.

Most importantly, thank you to the entire Oneview team whose passion and ingenuity are what turned our plans into reality this year. Together, we are delivering technology that truly makes a difference in people's lives at their most vulnerable moments, and I know that is a mission that will drive our success for many years to come.

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