

CEO Remarks at the 2024 Annual General Meeting of Oneview Healthcare

Good morning ladies and gentlemen. Thank you all for your participation today.

As you will have seen, earlier this week we were delighted to announce that we have extended our strategic partnership with Baxter International for an additional two years and expanded the agreement to include Canada.

Since we began the formal sales training in November 2023, our collaboration has focused on enabling Baxter to effectively deliver Oneview's innovative solutions, enhancing both patient engagement and care team efficiency. Twelve months later we are now working on a joint product roadmap to enhance the integrated experience.

Since the start of this agreement, we are proud to have successfully deployed our new Digital Door Sign product for two Baxter customers and recently received purchase orders from an additional customer for our full suite of care experience, digital whiteboard, and digital door sign products. Momentum in the partnership is growing as evidenced by Baxter's internal pipeline of 139 opportunities for Oneview products.

This relationship with Baxter is delivering us unparalleled access to the US hospital market and we are very excited to enter the Canadian market which shares many characteristics with the Australian health system and represents a further 100,000 inpatient beds by way of opportunity. I wanted to take this opportunity to address the challenging and lengthy sales and deployment cycle in the healthcare sector, particularly as it relates to your investment in Oneview. Healthcare is one of the most complex and highly regulated industries in the world. The decision-making processes within leading hospitals and health systems is meticulous by necessity. When lives are at stake, there's no room for error, and this diligence can impact and extend the sales cycle for any new technology implementation.

This extended sales cycle is indicative of the thorough vetting processes that leading institutions like NYU Langone Health, UCSF Health, Inova and BJC Healthcare employ. The fact that we have already secured partnerships with such discerning organizations is a testament to the strength of our patient experience platform and its potential for widespread adoption. It also speaks to Oneview's resilience and determination.

Whilst the barriers to entry in healthcare are high and require stamina, once contracted and deployed, these same barriers become defensive and protective by nature. Once a healthcare provider integrates a new platform into their system, the switching costs—in terms of time, money, and operational disruption—are significant. This means that while the initial sales cycle may be

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lengthy, the long-term relationships and revenue streams that result are robust and enduring, leading to low customer churn and extended revenue opportunities.

Moreover, the healthcare industry is on the cusp of a digital transformation. There's a growing recognition of the need for the virtualisation of care and enhanced patient experiences. Oneview Healthcare is well-positioned to lead this change. The company's success with top-tier health systems serves as a powerful endorsement that will facilitate future engagements and potentially shorten sales cycles over time.

Our developing relationship with Baxter International shows the potential to further shorten our sales cycle. As a trusted provider to so many high-profile US healthcare systems they are not just providing unrivalled access to the US, and now the Canadian market, but by providing the gateway for their clients to purchase Oneview technologies on Baxter paper, they are reducing complexity for their customers and eliminating the need for existing Baxter clients to contractually "onboard" a new vendor – a process that can take 6 to 8 months alone.

As investors, it's crucial to align expectations with the realities of the market. Patience is not just a virtue here; it's a strategic asset. The foundational work being done now sets the stage for scalable growth and market leadership.

In the world of enterprise software, especially within sectors as critical as healthcare, enduring success is seldom instantaneous. It is earned through persistence, excellence, and the unwavering belief in the value one brings to the table. There has never been a more exciting time for bedside technology as the most discerning healthcare systems in the United States embrace the virtualization of care through inpatient care experience platforms.

Having a partner of Baxter's reputation and stature alongside us will undoubtedly accelerate this pursuit.

Thank you all for your continued support.

Directors B Nelson (Chair) | N Asaria | M Cullen | J Fitter | D Lyons | J Rooney