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30 August 2021

# H1 2021 RESULTS



Oneview Healthcare PLC



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All amounts are in Euros unless otherwise specified.

All references starting with FY refer to the financial period ended 31 December 2020 (FY 20). H1 refers to the period ended 30 June 2021 (H1 21).

## Our vision

To power personalised,  
exemplary care experiences

# Agenda

- H1 2021 in Review 9
- H2 2021 Strategy and Vision 17
- H1 2021 Financial Results and Key Trends 22
- ESG 28
- H2 2021 Outlook 32

# H1 was transformational



Transitioned the Care Experience Platform to the Cloud becoming the first company in our space to do so



Dramatically improved our security posture across the company with ISO 27001 and ISO 27701 certifications



Renewed and expanded with our largest enterprise customer in Australia for a further 5 years



Signed our first Cloud customer in Australia



Signed significant GTM partnerships with Samsung and Caregility



Accepted to Azure Marketplace as a transactable co-sell opportunity



Key customer testimonial from NYU Langone.  
Click [here](#) to access a recording of the webinar

# The patient's view

Digital tools to **empower patients and families** to control their experience and participate in care, **deliver virtual care** at the bedside, and collect feedback to **manage patient experience**



CXP Cloud Start



CXP Cloud Enterprise



# Market Conditions

The global pandemic helped to dramatically accelerate the overall demand for digital health and forced healthcare providers to think differently about new virtual models of care

The value proposition for bedside technology has been substantially re-rated and care experience platforms have undoubtedly moved up the list of capital priorities

Cloud adoption has accelerated out of necessity due to pressure on IT budgets

## HOWEVER

Health systems continue to be preoccupied caring for this latest wave of COVID-19 patients

Hospital budgets remain under pressure and are being continually reviewed to assess what the "new normal" operating model looks like

At Oneview we have continued to do everything in our power to:

- a) enable virtual care at existing customer locations;
- b) enhance the value proposition through partnership; and
- c) lower the total cost of ownership for our customers



# Pace of digital transformation in healthcare

“Healthcare providers are extremely cost-conscious because they are under constant pressure to improve patient care while maintaining profitability. Cloud solutions support this by reducing the costs of in-house IT infrastructure. Cloud computing also greatly reduces the time required to deploy software, which can take months in on-premises deployments. Cloud software deployment and updates can be conducted remotely and typically very quickly, so employees can spend less time waiting and be more productive”

Businesswire.com, July 2021

“In the next 2 years, CEOs expect digitally enabled services to be their organisation’s top priority. In the next 5 years, 80% expect improving patient customer experience to be the top priority.”

KPMG, 2021



# H1 2021 IN REVIEW



# Improving trends in most key metrics

Expanded global footprint – contracted beds up 6% YOY to 11,478

Recurring revenue up 1.3% to €2.6M, reflecting short-term impact to recurring revenue growth as COVID-19 delayed scheduled deployments

Security, scalability and hardware foundations all in place to support accelerated growth in 2022. Strong operational leverage

Projecting ~100% revenue growth in H2 v H1 based on work in progress and current project scheduling

Improvement across key operational performance metrics, delivering reduced cash burn (-61% yoy)

Strengthened governance with the appointment of [Nashina Asaria to the Board](#). 75% of non-execs are active participants in North American healthcare industry



6%

YOY growth in contracted beds (to 11,478)



13%

Total revenue up to €3.4M



9%

Operating expenses down YOY

# H1 2021 Financial Highlights

	H121 €m	H120 €m	Variance (HY21 – HY20)
<b>Recurring revenue</b>	<b>2.6</b>	<b>2.6</b>	<b>1%</b>
Total revenue	3.4	3.0	+13%
Gross margin	2.0	2.1	-4.5%
Cash operating expenses*	(5.5)	(6.1)	-9%
<b>Operating EBITDA (Loss)*</b>	<b>(3.5)</b>	<b>(4.0)</b>	<b>-12%</b>
Net loss after tax	(4.4)	(5.6)	-22%
Cash balance	5.01	6.80	-26%
<b>Net cash used in operating activities</b>	<b>(2.00)</b>	<b>(5.11)</b>	<b>-61%</b>
<b>Total beds live</b>	<b>9,121</b>	<b>9,068</b>	<b>+1%</b>

\* Excluding depreciation, amortisation, impairments, restructuring costs and non-cash expenses

## Growth in revenue:

Total revenue up by 13% to €3.4m as certain previously delayed installations proceeded, following COVID-19 delays. Annualised exiting recurring revenue run rate of €5.6m based on June 2021 revenue.

## Improved operational performance:

Continued focus on cost control reduced operating expenses by 9% and improved operating EBITDA by 12% to a loss of €3.5m.

## Reduced cash burn:

Cash balance of €5.0m reflects significant reduction in operating cash burn.

# Operational drivers

## Cloud

- Extremely positive response to Cloud product launch in March

## Hardware

- Android OEM Hardware strategy finalized - will pay dividends in 2022
- Completed comprehensive testing of new Android hardware
- Deployed next generation Android STBs to customer sites and received first shipment of Android AIOs
- Social Mobile AIO is the single largest tablet to be certified by Google globally and is UL 60601 certified for the healthcare industry. Fills a significant unmet need in the market
- These will enable conversion of all remaining Windows devices in 5,027 beds to Android beginning with Epworth this year and continuing in FY2022

## Security

- Completed ISO Certification and introduced quarterly external pen testing of our software adding further comfort to customers

## Sales & Marketing

- Appointed new marketing manager in the US and enhanced Hubspot CRM to enable sales and marketing automation and provide better insights on lead generation, pipeline performance and sales conversion



Wetek Coax Box



Social Mobile All in One

# What does this mean for H2

Currently in active conversations to **migrate our three largest US customers to Cloud**. Two of our largest Australian customers are also adopting "**Cloud-first strategies**" for 2022. This could see up to 5,500 existing live beds migrating to Cloud in 2022

The **delivery of OEM Android hardware** will allow us to sunset our Gen 2 windows platform in 2022 which is still deployed in 5,027 live beds

This will materially **lower support costs** across the company and eliminate the need to support Windows hardware

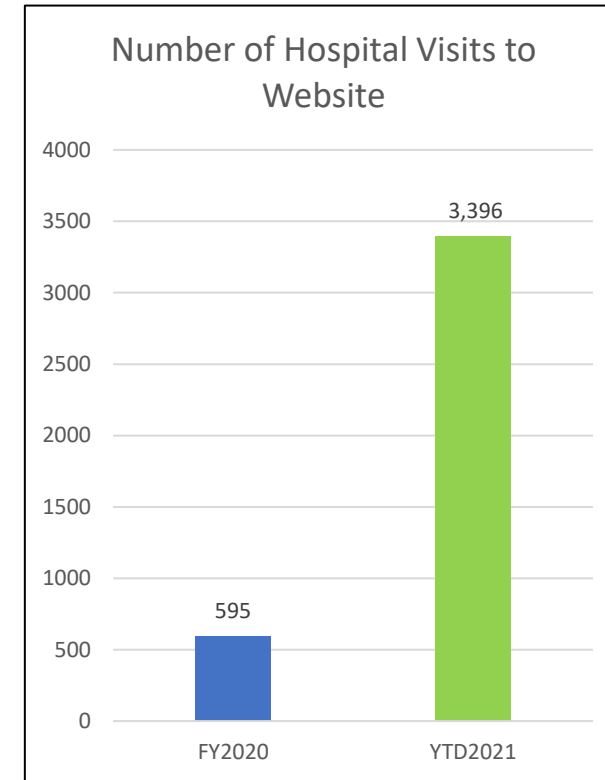
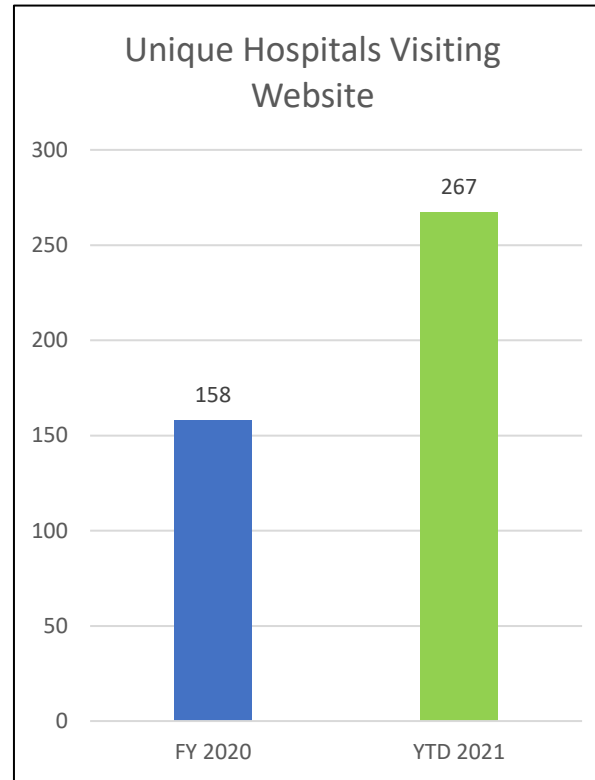
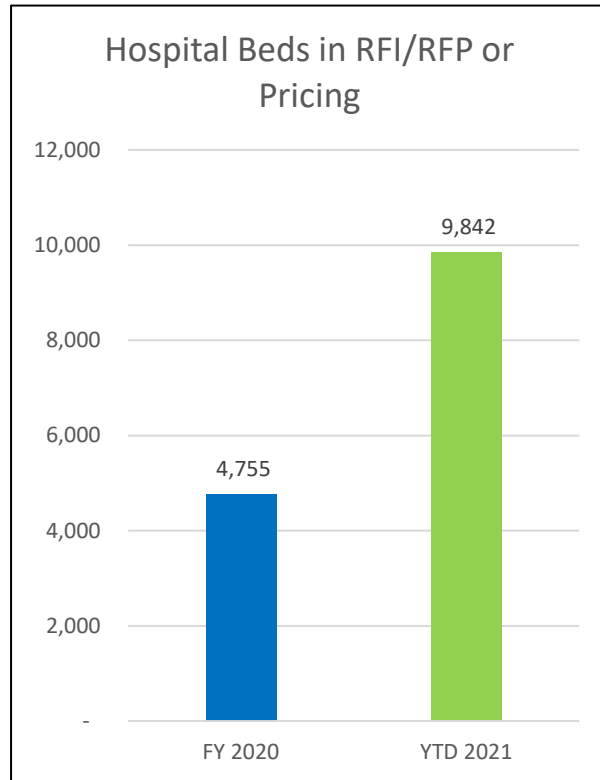
Significant **acceleration in revenues and cash-flow in H2**, reaffirming **FY Revenue Guidance of ~€10.4m**

Recently added 6 additional project management and tech solutions staff in the key US market **in line with strong growth in the sales pipeline**

**Regis Aged Care** mediation scheduled on Sept 16<sup>th</sup>



# Commercial Activity – Key Indicators



\*YTD Data as at August 27<sup>th</sup>. Source: Hubspot CRM



# Key contracts executed



**Northern  
Health**

Northern Health is the major provider of acute, maternity, sub-acute and specialist services in Melbourne's rapidly growing outer north. The hospital cares for over 94,000 patients and services are provided through four main campuses

  
**Children's**  
HOSPITAL & MEDICAL CENTER  
OMAHA

Children's Hospital & Medical Center is a non-profit regional pediatric specialty health care center located in Omaha, Nebraska. Following an initial contract for 199 beds in their new tower, a rapid expansion contract for 75 devices was signed in H1 2021 for their existing facility.



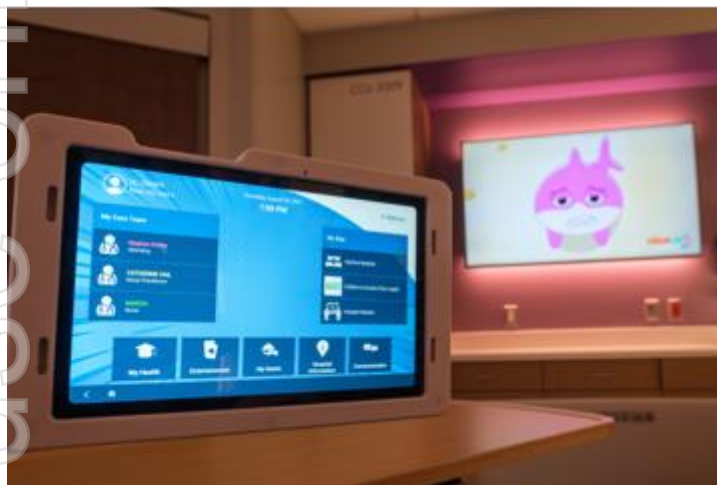
 **Epworth**

Epworth HealthCare, the largest not for profit private health service in Victoria and our largest enterprise customer signed on for a further 5 years and will be the first to deploy the next generation Android All-in-Ones at their new 63 bed tower at Epworth Eastern in the coming months.

**Oneview**

# Breaking news ...

Today we went live in 281 beds at the Omaha Children's Hospital in Omaha, NE.



Oneview

H2 2021

## STRATEGY & VISION

“The global pandemic has impacted every walk of life. While the impact of COVID-19 was substantial on businesses, some industries fared much better than others in these difficult times. Moreover, research suggests that enterprises are looking at future-forward innovation to counter persistent challenges. The trends are clearly indicating significantly higher levels of cloud adoption. Many IT professionals believe that more than 90% of workload will be transferred to the cloud from the pre-pandemic figure of 60% within five years.”





# Samsung partnership update

**SAMSUNG**

- Focus for H1 was enabling resellers to contract Cloud Start
- Resellers anticipating more demand for Cloud Enterprise
- Market segmentation by product offering
- Currently working with Samsung and resellers to extend the GTM model to enable resale of Cloud Enterprise
- Co-marketing activities underway

**SAMSUNG****Hospital Care Patient Engagement**



## Empowering the patient with Samsung and Oneview digital health solutions.

Hospitals can increase their patient satisfaction scores through technology solutions built by Samsung and its partners. Samsung is now providing single-SKU bundled solutions for patient engagement that include a secure mobile device and partner software applications. These bundles enable hospitals and healthcare providers to improve patient usability and functionality, while reducing the need for multiple generic devices. In addition, hospitals will now be able to own a fully integrated SKU solution that can be easily deployed within the hospital system.

- Help patients gain easy access to information
- Increase patient engagement
- Improve overall health outcomes

**Increase patient satisfaction**

- Intuitive touchscreens offer patients ease of use
- Empowering patients can lead to improved satisfaction scores
- Hospital staff can devote more resources where needed

**Improve efficiency**

- Samsung devices can handle a wide range of healthcare solutions, reducing the need for single-use devices
- Samsung devices can reduce clinician workload by providing patient access to multiple hospital sectors

**Simplify remote device configuration and management**

- The Samsung platform allows easy remote device enrollment, configuration and management
- Automatically provision devices, and update software, wallpapers, profiles and more

**HIPAA-ready security**

- Samsung Knox protects Protected Health Information (PHI) with end-to-end security, including a government-certified encryption module
- Enable factory resets while loading custom configurations, ensuring removal of data from devices and reducing recycle time by up to 75 percent
- Devices can be remotely wiped of all data if lost or stolen, including PHI

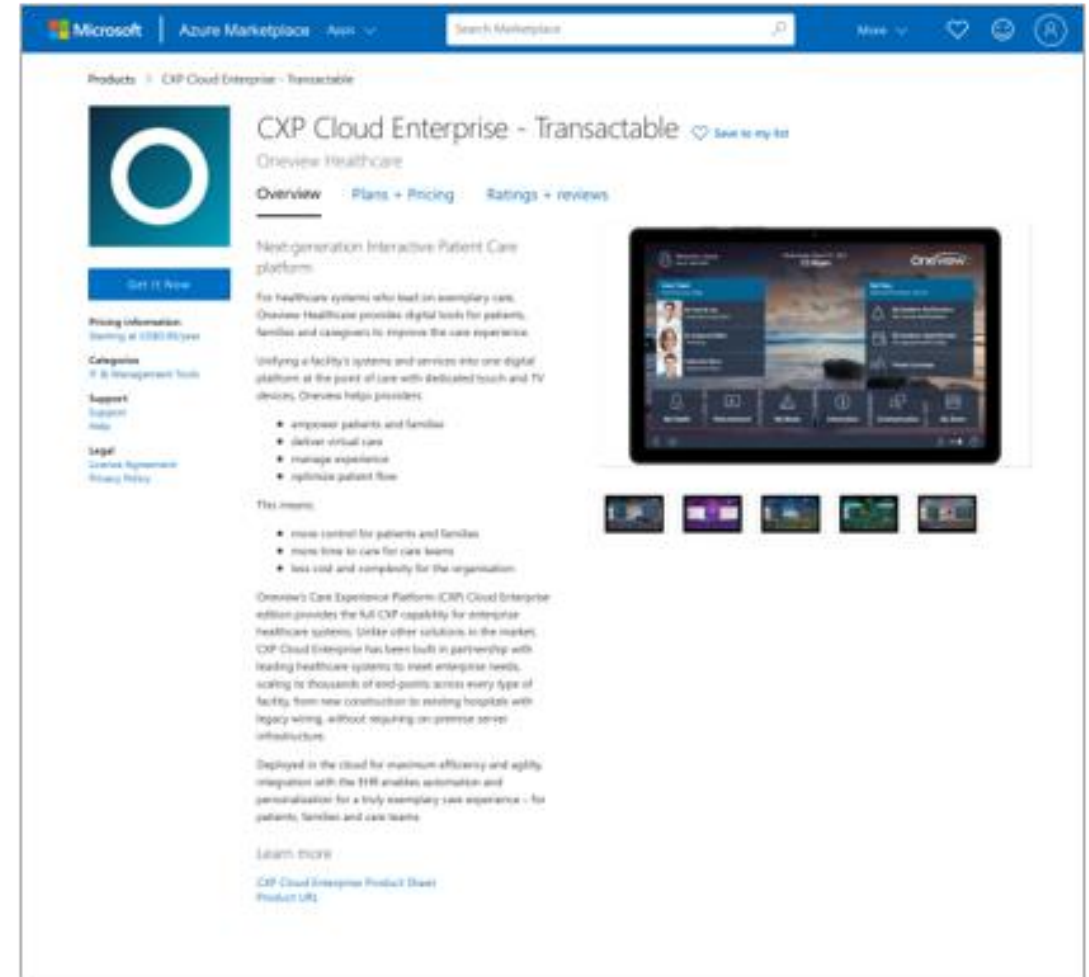
Contact Us: [samsung.com/healthcare](https://samsung.com/healthcare)

**Oneview**

# Microsoft partnership update

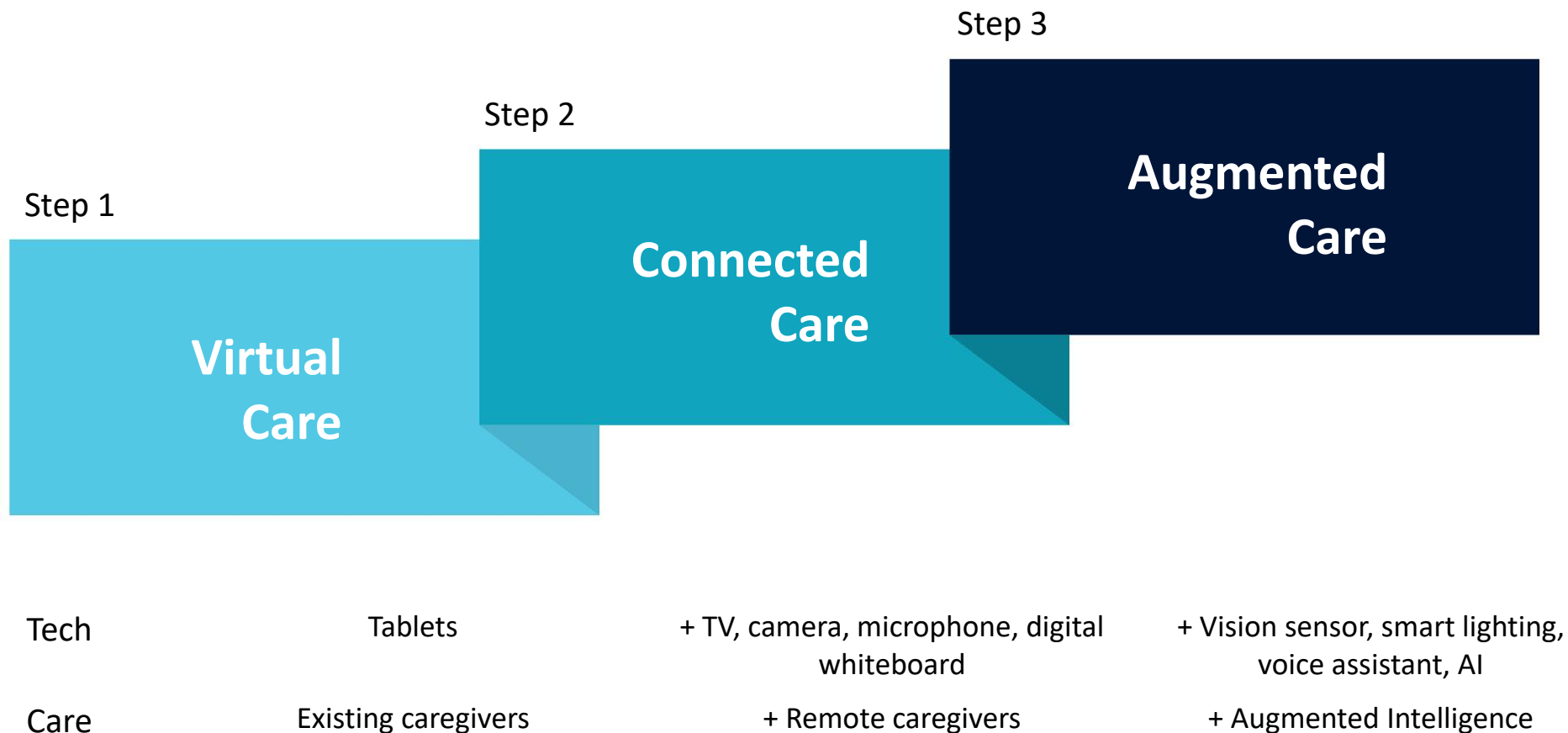


- Cloud Enterprise available in the Azure Marketplace
- Fully aligned with Microsoft's co-sell incentive programs
- Microsoft Account Executives incentivized to refer leads and help close deals
- Makes it easier – and more economical – for Microsoft customers to procure Oneview



Click [here](#) to watch  
our 2 min Inpatient  
Virtual Care video

# The smart room vision





“The Accenture Digital Health Technology Vision surveyed 399 healthcare executives across six countries to learn from their perspectives.

- Healthcare executives (81%) say the pace of digital transformation for their organization is accelerating.
- Most (93%) report that their organization is innovating with an urgency and call to action this year.”

Accenture, June 2021

**H2 2021**

## Financial Results and Key Trends

“Everyone should take comfort from the fact that the most advanced healthcare organizations in the world have announced major cloud initiatives after much deliberation and due diligence.”

Source: <https://www.entrepreneur.com/article/363124>

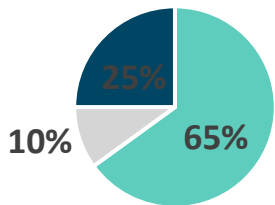


# Corporate Overview

Ticker	ASX: ONE
Share Price (AUD)	\$0.365
Current shares on issue (undiluted)	435.3 m
Capitalisation	\$158.9 m
<u>Restricted Share Units &amp; Share Options</u>	
Restricted Share Units	16.7 m
Share Options	13.3 m
Fully Diluted Shares	465.3 m
Values as at 26 August 2021	



## Ownership Structure



■ Top 50   ■ Board/Founder/Staff   ■ Other

# HY2021 Income Statement

- Total revenue up 13%
- Recurring revenue increase of 1%. Growth constrained by lack of access to hospital sites
- Gross profit slightly decreased due to changed product mix (higher proportion of non-recurring revenue and thus higher costs)
- Reduced operating expenses by 9% (excl. Restructuring expenses) thus improving operating EBITDA (loss) to €3.5m. D&O insurance increase driving increase in admin costs
- Net loss after tax reduced to €4.4m (down from €5.6m in HY2020)

€ millions	HY21	HY20	VARIANCE % (HY21 – HY20)
Recurring revenue	2.60	2.57	1%
Non recurring revenue	0.80	0.45	79%
<b>Total revenue</b>	<b>3.40</b>	<b>3.01</b>	<b>13%</b>
Cost of sales	(1.39)	(0.91)	52%
<b>Gross profit</b>	<b>2.01</b>	<b>2.10</b>	<b>-4%</b>
Sales and marketing expenses	(0.78)	(0.93)	-16%
Product development and delivery expenses	(3.56)	(4.28)	-17%
General and administrative expenses	(1.20)	(0.89)	36%
<b>Operating EBITDA - continuing operations</b>	<b>(3.53)</b>	<b>(4.00)</b>	<b>-12%</b>
Restructuring expenses	0.00	(0.66)	N/A
<b>Operating EBITDA</b>	<b>(3.53)</b>	<b>(4.65)</b>	<b>-24%</b>
Non cash share based expenses	(0.53)	(0.29)	82%
<b>EBITDA</b>	<b>(4.07)</b>	<b>(4.94)</b>	<b>-18%</b>
Depreciation	(0.22)	(0.18)	22%
Amortisation/Impairment losses	(0.11)	(0.13)	-17%
<b>EBIT</b>	<b>(4.40)</b>	<b>(5.26)</b>	<b>-16%</b>
Net finance income/ (costs)	0.03	(0.35)	
<b>Loss before tax</b>	<b>(4.38)</b>	<b>(5.61)</b>	<b>-22%</b>
Income tax expense	(0.03)	(0.00)	
<b>Loss after tax</b>	<b>(4.40)</b>	<b>(5.61)</b>	<b>-22%</b>

# HY2021 Balance Sheet

- Cash balance of €5.0m
- A\$1 million (€645k) investment from strategic investors

€ millions	as at 30-Jun-21	as at 31-Dec-20
<b>Assets</b>		
Cash and cash equivalents	5.01	6.80
Trade and other receivables	3.91	3.96
Property, plant and equipment	1.46	1.65
Intangible assets	1.08	1.03
Other assets	0.84	0.80
<b>Total assets</b>	<b>12.29</b>	<b>14.25</b>
<b>Liabilities</b>		
Payables	(5.11)	(5.30)
Lease liabilities	(1.36)	(1.51)
Deferred income	(2.88)	(3.37)
Other liabilities	(1.97)	0.00
<b>Total liabilities</b>	<b>(11.33)</b>	<b>(10.18)</b>
<b>Net assets</b>	<b>0.97</b>	<b>4.07</b>
<b>Equity</b>		
Contributed equity	108.09	107.18
Reserves	2.75	2.73
Retained profits	(109.88)	(105.84)
<b>Total equity</b>	<b>0.97</b>	<b>4.07</b>

# HY2021 Cash Flow

- Net cash of €5.0m at 30 June 2021
- Customer receipts up 61% YoY
- Total operating cash outflow of €2.0m, down 61% on the pcp
- Continued tight cost control initiatives resulted in significantly reduced operating expenses and cash burn

€ millions	HY21	HY20
<i>Cash flows from operating activities</i>		
Receipts from customers	4.80	2.98
Payments to suppliers & staff	(6.69)	(8.08)
Finance charges paid	(0.06)	(0.01)
Income tax paid	(0.04)	(0.01)
<b>Net cash used in operating activities</b>	<b>(2.00)</b>	<b>(5.11)</b>
<i>Cash flows from investing activities</i>		
Purchase of property, plant and equipment	(0.03)	(0.03)
Acquisition of intangible assets	-	(0.16)
<b>Net cash used in investing activities</b>	<b>(0.03)</b>	<b>(0.19)</b>
<i>Cash flows from financing activities</i>		
Proceeds from issue of shares net	0.65	0.00
Transaction costs	(0.37)	0.00
Drawdown of borrowings	-	0.39
Repayment of lease liabilities	(0.14)	(0.16)
<b>Net Cash generated by financing activities</b>	<b>0.13</b>	<b>0.22</b>
Net (decrease) / increase in cash held	(1.90)	(5.07)
Foreign exchange impact on cash and cash equivalents	0.10	(0.12)
Cash and cash equivalents at beginning of financial period	6.80	10.26
<b>Cash and cash equivalents at end of financial period</b>	<b>5.01</b>	<b>5.07</b>



# Regis Healthcare update ..

Following comprehensive legal advice, the Company has launched a legal claim in the Supreme Court of Victoria, Commercial Court against aged care operator Regis Aged Care Pty Ltd (a wholly owned subsidiary of Regis Healthcare Limited) for breach of the Collaboration Agreement between the two companies, seeking damages for loss of opportunity of A\$21.4 million or reliance loss in the alternative and for misleading and deceptive conduct.

A hearing in the Supreme Court of Victoria, Commercial Court between Oneview Healthcare Pty. Ltd and Regis Aged Care Pty. Ltd. has directed both parties to mediation, [which is scheduled for 16 September 2021](#).

ESG



# Why is Oneview committed to ESG?

## Sustainable practices can:

Attract more customers, lower energy consumption and reduce operational costs

Lead to greater social credibility, attract talent, boost employee morale and build stronger community relations

Lead to government support, subsidies, overcoming increasing regulatory pressure and better investor relations

# Oneview's Purpose Statement

## Unifying the care experience





For healthcare systems who lead on exemplary care, Oneview Healthcare provides digital tools for patients, families and caregivers to improve the care experience.

Unifying a facility's systems, content and services into one digital platform with dedicated devices at the point of care, Oneview helps deliver more control for patients and families, more time for care teams, and less complexity for executives and IT teams.

Oneview demystifies the experience for the patient and their loved ones by providing contextualised real-time information in the patient's primary language. This helps patients navigate their hospital experience so that they return home, safer, faster and less likely to readmit, thereby reducing the overall burden on the health system. Improving a patient's health literacy with customised education content during their stay improves the likelihood of them following their care plan post-discharge.

Simplifying the workflow for nurses and providing video call capabilities and language interpretation services, allows for safe two-way dialogue between patients and their care teams and reduces the usage of PPE. This also reduces the need for physicians to travel across multiple sites in large complex healthcare systems, freeing clinician's time and allowing them to be more productive. The provision of video visitation and entertainment and calming content helps avoid the feeling of isolation and depression for patients when they are at their most vulnerable. It can also provide gaming and fun activities as a distraction for pediatric patients.

The provision of concierge services at the bedside allows for non-critical tasks to be diverted away from nursing allowing nurses to focus on the delivery of care. This is particularly critical given the well documented global shortage of nursing talent.

ESG Quarterly Progress Dashboard - Q2							MATERIAL	PRIORITY	TIMEFRAME		DISCLOSURE	MATURITY				
												A1	A2	A3	A4	A5
<div>GOVERNANCE</div> <div></div>	GO-01-A	Setting purpose	Y	Y	Q2	2021	<div>V</div>	<div>V</div> <div>V</div> <div>V</div> <div>V</div> <div>V</div>								
	GO-02-A	Governance body composition	Y	Y	Q3	2021	<div>R</div>	<div>R</div> <div>R</div> <div>V</div> <div>V</div> <div>V</div>								
	GO-03-A	Material issues impacting stakeholders	Y	Y	Q1	2021	<div>R</div>	<div>R</div> <div>R</div> <div>R</div> <div>R</div> <div>R</div>								
	GO-04-A	Anti-corruption practices	Y	Y	Q2	2021	<div>D</div>	<div>V</div> <div>D</div> <div>D</div>								
	GO-04-B	Mechanisms to protect ethical behaviour	Y	N	-	-	<div>V</div>	<div>V</div> <div>V</div>								
	GO-05-A	Integrating risk and opportunity into business process	Y	Y	Q1	2021	<div>R</div>	<div>R</div> <div>R</div> <div>R</div> <div>R</div> <div>R</div>								
<div>PLANET</div> <div></div>	PL-01-A	GHG emissions	N	N	-	-	<div>E</div>	<div>E</div> <div>E</div> <div>E</div>								
	PL-01-B	TCFD implementation	N	N	-	-	<div>E</div>	<div>E</div> <div>E</div> <div>E</div>								
	PL-02-A	Land use and ecological sensitivity	N	N	-	-	<div>E</div>	<div>E</div> <div></div> <div></div> <div></div> <div></div>								
	PL-03-A	Water consumption	N	N	-	-	<div>E</div>	<div>E</div> <div></div> <div></div> <div></div> <div></div>								
<div>PEOPLE</div> <div></div>	PE-01-A	Diversity and inclusion	Y	Y	-	-	<div>V</div>	<div>V</div> <div>V</div> <div>V</div> <div>V</div> <div>V</div>								
	PE-01-B	Pay equality	Y	Y	Q2	2021	<div>R</div>	<div>V</div> <div>V</div> <div>V</div> <div>R</div>								
	PE-01-C	Wage level	Y	Y	Q3	2021	<div>D</div>	<div>V</div> <div>D</div>								
	PE-01-D	Child, forced or compulsory labour	N	N	-	-	<div>D</div>	<div>D</div>								
	PE-02-A	Health and safety	Y	N	Q3	2021	<div>R</div>	<div>V</div> <div>D</div>								
	PE-03-A	Training provided	Y	N	-	-	<div>V</div>	<div>V</div> <div>V</div>								
<div>PROSPERITY</div> <div></div>	PR-01-A	Rate of employment	Y	Y	Q3	2021	<div>D</div>	<div>D</div> <div>D</div>								
	PR-01-B	Economic contribution	Y	N	-	-	<div>V</div>	<div>V</div> <div>V</div>								
	PR-01-C	Financial investment contribution	Y	N	-	-	<div>V</div>	<div>V</div> <div>V</div>								
	PR-02-A	Total R&D expenses	Y	N	-	-	<div>V</div>	<div>V</div>								
	PR-03-A	Total tax paid	Y	N	-	-	<div>V</div>	<div>V</div>								

# H2 2021 Outlook

- FY revenue guidance on track
- Key drivers:
  - GTM Strategy building momentum
  - Microsoft's Azure Marketplace
  - Virtual models of care now a priority for healthcare systems
  - Material expansion opportunities with existing customers enabled by delivery of new Android hardware
- Key risks:
  - Hospital budget pressures
  - Further worsening of Covid in key markets



# Conclusion

Under the direction of our technology leadership we have dramatically transformed the Company during the “Covid year” when customers pulled back from purchasing, and now have a Cloud based product line, a dramatically enhanced security posture and a lower cost structure.

We have put the foundations in place to accelerate new feature development and signed important GTM partnerships, positioning us to accelerate growth as we emerge from the pandemic.



Questions?

# Sources

## Slide 8

<https://www.businesswire.com/news/home/20210728005449/en/2021-Thematic-Research-into-Cloud-Computing-in-Healthcare---Featuring-Amazon-Microsoft-and-Google-Among-Others---ResearchAndMarkets.com>

[Healthcare CEO Future Pulse - KPMG Global \(home.kpmg\)](#)

## Slide 17

<https://www.hcltech.com/blogs/holding-hands-cloud-reimagining-healthcare-global-crisis>

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Unifying the care experience.