



Annual General Meeting

12 May 2016

Ewan Phillips
CEO

Year to date highlights

USA

- Two additional platform accounts: total now 22
- Probe revenues running >50% ahead of 2015

International

- Sales growing well
- New systemic potential in Spain, South Korea and Poland

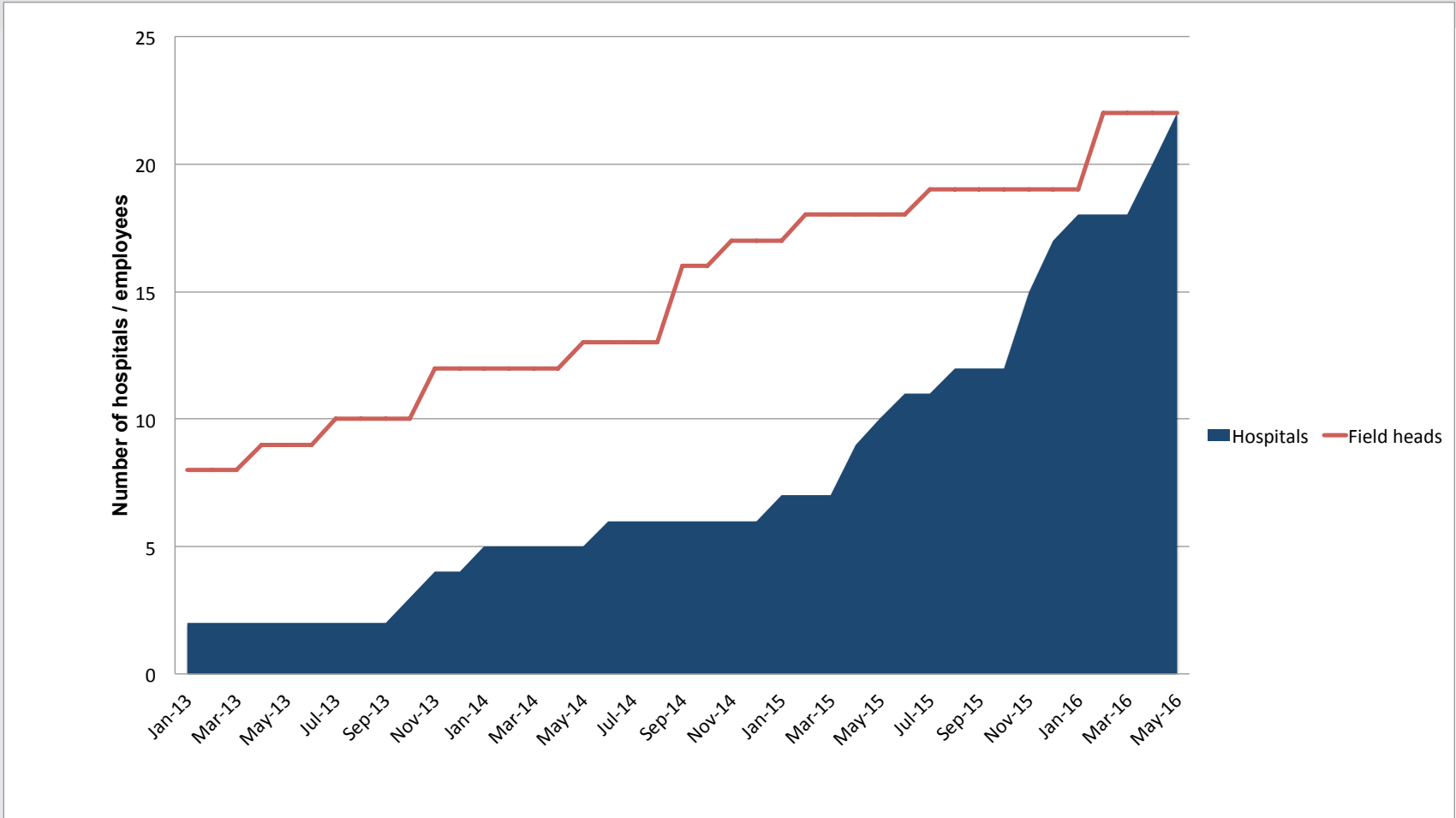
UK

- Continued downward trend: IHW fall-out & NHS finances
- New probes, new evidence, targeting willing & able customers

Cash

- £1m convertible refinanced and additional equity raised
- Focus on operating cash break-even
- Costs, margins, new products, growth in US and other export markets

Platform accounts



US platform account pipeline - April 2016

July 2014 – Sept 2016 – from 4 to 30 platform accounts

- Platform = at or on programme to get to 100+ probes a month
- 100 probes a month is c\$250,000 revenue pa @90%+ contribution

	Eval done			Total
	Existing		Eval current/ planned	
West Coast	5	2	4	11
Mid West	4	2	3	8
Northwest	4	0	1	5
Northeast	2	5	9	16
Mid Atlantic	4	2	3	9
Great Lakes	3	1	8	12
Southeast / Open	0	1	1	2
South West / Open	0	0	1	1
	22	13	30	65

Newsflow forward look

Reaching US growth milestones

- 1,500 probes per month
- 30 platform accounts
- 2,500 probes per month

Product enhancements/ launches

- Deltex platform – global
- Third party – UK
- Digital QI – marketing programmes

New clinical trial results

- Spain: multi-centre
- UK: head to head
- Other: liver, paediatric, enhanced recovery

Add new patient Currently, there exist 3 records on your app.
 Synchronization Last synchronization was performed on 13/04/2015 19:16:59

Search/filter by hospital number, firstname or lastname Search Reset filter

Hospital number	Created on: 13/04/2015	Post-op days:	Eating/Drinking	Mobilising	Free from nausea	Compliance:
234162819 Janes, Stuart	Created by: uchf Last update: 2015-04-13 19:24:58	2	✗	✓	✗	44.8%
12098531 Byron, Ada	Created by: uchf Last update: 2015-04-13 19:24:00	0	✓	✗	✗	52.6%
12345678 Legend, John	Created by: uchf Last update: 2015-04-13 19:23:51	6	✓	✓	✓	63.3%

UCLHapp v3.0

Experience

Please tap on the face that best describes your feeling

Referral to hospital 😄 😊 😐 😞 😡

What made you feel like this? Additional comments

Outpatient appointment 😄 😊 😐 😞 😡

What made you feel like this? Additional comments

Preassessment appointment 😄 😊 😐 😞 😡

UCLHapp v3.0

Summary

- US opportunity continues to grow quickly, sales and plans on track
- Objective: build platform for national US roll out
 - 22 platform accounts in place: up from 6 at start of 2015
 - Platform accounts generating above trend growth
 - Growing pipeline strong enough to get to 30 by Labor Day 2016
- International growing well with opportunities increasing
- UK market remains challenging but cash generative
- Exports >50% of sales, expect US to overtake UK in <12 months
- Haemodynamic workstation platform progressing well
- **Returns on investments starting to come through to drive cash break-even**



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