



AGM Presentation  
June 20<sup>th</sup> 2018  
Andy Mears

**Navigating Haemodynamics** - see what we see

## Background: Andy Mears



- Joined Deltex in 1989 as electronic engineer
  - Part of design team for ODM
- ODM Product Manager 5 years
  - Developing expertise alongside clinicians
- 20 years+ in sales & KOL development globally
- Driven our successful international business
- Involved in NICE recommendation and US reimbursement

# TrueVue System



## One Platform

three best in class technologies

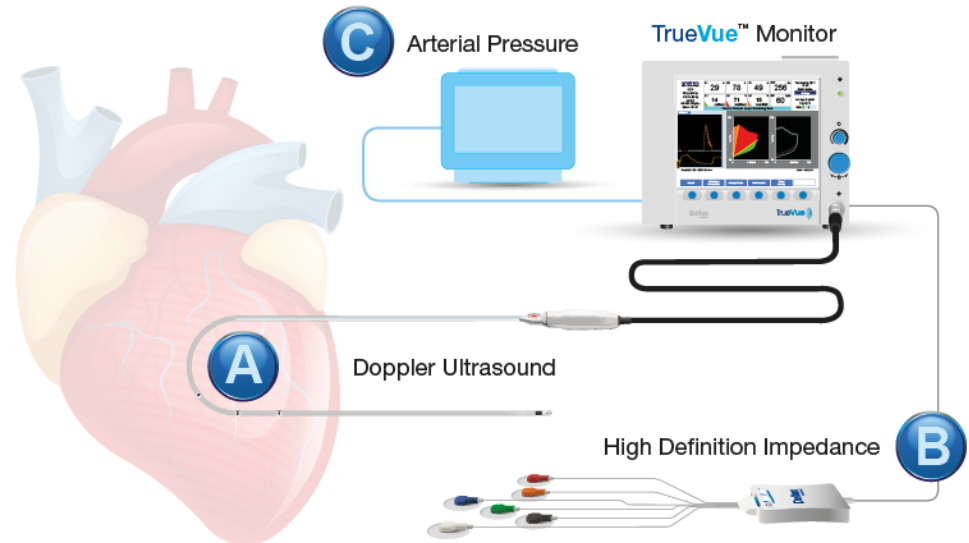
- Outpatient to ICU
- Newborn to elderly
- Broad trending to high end precision

# TrueVue™

your patients, your choices

## One Platform: Three Technologies

- Complete hemodynamic platform
- Best in Class technologies
- Real-time biomarkers



# New evidence

FEDORA trial

- **Independent 420 patient multi-centre trial**
- **Published in BJA April 2018**
- **Trial led by President of Spanish Enhanced Recovery society**
- **Intermediate risk abdominal surgery: GI, urology, gynae**
- **Low to moderate risk patients: elective ASA I, II or III only**

Calvo-Vecino et al; Effect of goal-directed haemodynamic therapy on postoperative complications in low–moderate risk surgical patients: a multicentre randomised controlled trial (FEDORA trial). BJA 120: 4 734-744

TrueVue



**BJA**  
British Journal of Anaesthesia  
Editor in Chief: H.C. Hemmings Jr.

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**In this month's issue**

- Anaesthetic neurotoxicity: new evidence, mechanisms, solutions? • Pain: buprenorphine in acute pain; gabapentinoid risks, ketamine and epidural tolerance • Regional anaesthesia: neuralgia complications; interscalene, fascia iliaca, pectoral plane blocks • Anaesthesia for Caesarean section • Maternal sepsis • Standardised endpoints in perioperative medicine

<http://bjanaesthesia.org/>

RCoA  
Royal College of Anaesthetists

# Statistically significant findings

Two



Individual complications	% red'n
AKI	92%
ARDS	80%
Cardiopulmonary oedema	100%
Pneumonia	78%
Infection source uncertain	100%
SSI superficial	80%
SSI deep	76%

## Moderate and severe complications (n GDHT = 209 vs n Control = 211)

Patients with at least one moderate or severe complication

### Subgroups by surgical procedure

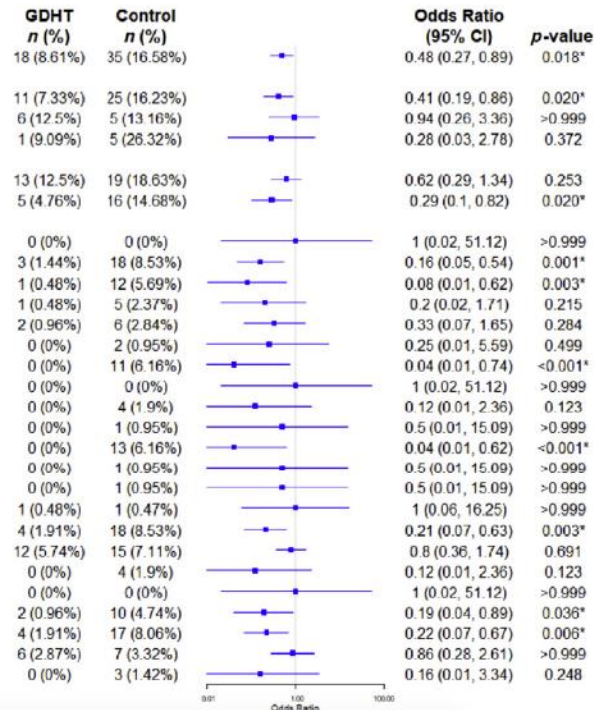
Gastrointestinal (150 vs 154)  
Urology (48 vs 38)  
Gynecologic (11 vs 19)

### Approach

Open (104 vs 102)  
Laparoscopic (105 vs 109)

### Type of complication

Stroke  
AKI  
ARDS  
Anastomotic Breakdown  
Arrhythmia  
Cardiac Arrest  
Cardiopulmonary Oedema  
DVT  
Delirium  
Gastrointestinal Bleed  
Infection Source Uncertain  
Bloodstream Infection  
Myocardial Infarction  
MINS  
Pneumonia  
Paralytic Ileus  
Postoperative Haemorrhage  
PE  
Surgical Site Infection (Superficial)  
Surgical Site Infection (Deep)  
Surgical Site Infection (Organ-Space)  
Urinary Tract Infection



Total

36 149

# Framework

discussion points

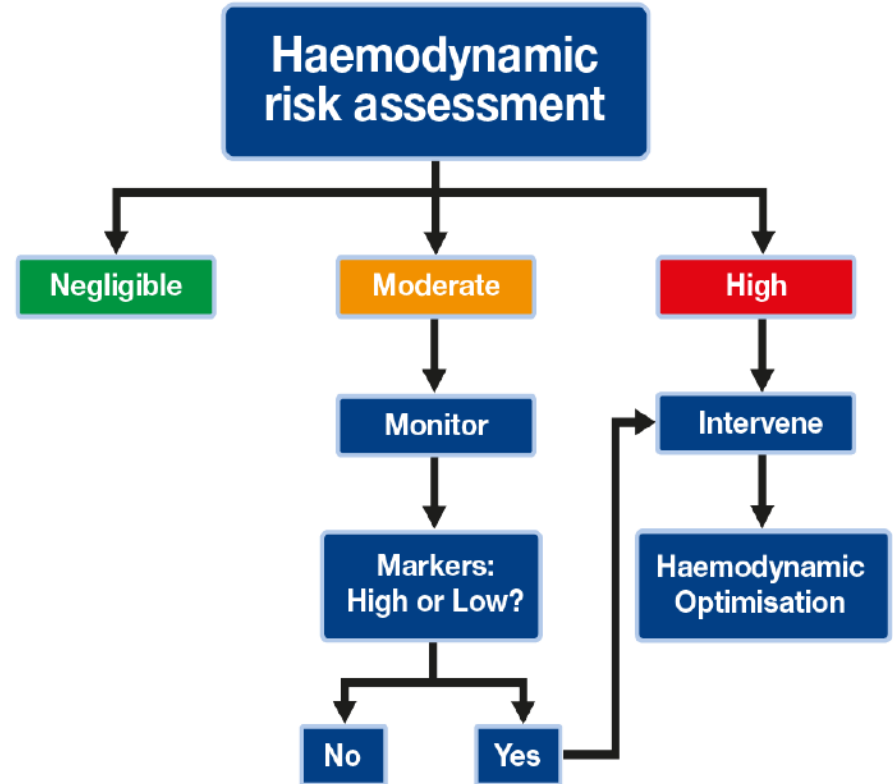


1. What should be the standard of care?

- Protective GDHT; or
- Reactive GDHT; or
- Monitoring; or
- Haemodynamic Risk Assessment?

2. Where do you draw the lines locally?

- Negligible v moderate v high?
- Which markers, when?
- Which treatments, when & how?
- How far do push each technology?



# Sales Territories – 2017 Probe Revenues



- USA
  - Main focus since 2014
  - Probe revenues £1.9M
- UK
  - Established direct sales in 2001
  - Probe revenues £1.4M
- International
  - Selling 40+ countries globally
  - Probe revenues £1.7M



2017 Gross probe margins £4.2M (85%)

## Plans for H2 2018 – Per AGM



- Extending Deltex's product offering on the TrueVue platform to facilitate sales into a broader number of clinical areas around the world to increase the size of the Group's addressable market;
- Focussing on the effectiveness of the Group's sales processes to maximise the sales of high margin, ODM disposable probes; and
- Husbanding Deltex Medical's cash resources while moving towards cash generation.



DEMG has a lot going for it.....



- A world class technology;
- Group probe margins of 85% - £4.2M (2017);
- USA is now largest market with largest margins and scope for growth;
- New TrueVue platform will expand the addressable market;
- New evidence demonstrating improved patient safety and reducing associated costs for the **avoidable** complications



Questions?

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