

17 May 2023

Deltex Medical Group plc
(“Deltex Medical” or the “Group”)

Chairman’s Statement to the Annual General Meeting

At today’s Annual General Meeting of Deltex Medical Group plc (AIM: DEMG), the global leader in Oesophageal Doppler Monitoring (“ODM”), the Group’s Chairman, Nigel Keen, will make the following statement:

AGM Statement

“As we outlined in our results statement on 30 March 2023, the Group is making good progress towards finalising its new, next generation monitor, including completing the necessary regulatory documentation required for its launch. We announced in a further update on 25 April 2023 that we intend to launch this new product in June 2023. The initial product launch will be into the UK and EU markets, and we will then seek regulatory approval for launch into our other key global markets over the next 6-18 months.

This next generation monitor will also be used as the platform for the new, non-invasive ultrasound device that we have been developing based on the Group’s core Doppler technology. Clinical evaluations for this novel, non-invasive device are planned for the end of 2023.

We are also supporting one of our distributors in Latin America that included the current generation Deltex Medical TrueVue ODM+ monitor in a substantial government-funded national tender. The full extent of the contract award for the Group is expected to be known within the next couple of months; however, orders for the ODM+ monitor have already been received by our distributor and the installation of monitors into hospitals has started. We expect these monitor sales to give rise to probe orders later this year.

In addition, the Group continues to maximise revenues from the current generation monitor and probes via its direct sales teams in the UK and USA whilst simultaneously preparing the market for the launch of the new, next generation monitor.

We are looking forward to the financial and marketplace benefits of the launch of the new, next generation monitor whilst also continuing to convert our stock of the current version of the ODM+ monitor into cash as a result of orders in our existing markets.”

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Notes for Editors

Deltex Medical's technology

Deltex Medical's TrueVue System uses proprietary haemodynamic monitoring technology to assist clinicians to improve outcomes for patients as well as increase throughput and capacity for hospitals.

Deltex Medical has invested over the long term to build a unique body of peer-reviewed, published evidence from a substantial number of trials carried out around the world. These studies demonstrate statistically significant improvements in clinical outcomes providing benefits both to patients and to the hospital systems by increasing patient throughput and expanding hospital capacity.

The Group's flagship, world-leading, ultrasound-based oesophageal Doppler monitoring ("ODM") is supported by 24 randomised control trials conducted on anaesthetised patients. As a result, the primary application for ODM is focussed on guiding therapy for patients undergoing elective surgery. The Group will shortly launch a new, next generation monitor which will make the use of the ODM technology more intuitive and provide augmented data on the status of each patient.

Deltex Medical's engineers and scientists carried out successful research in conjunction with the UK's National Physical Laboratory ("NPL"), which has enabled the Group's 'gold standard' ODM technology to be extended and developed so that it can be used completely non-invasively. This will significantly expand the application of Deltex Medical's technology to non-sedated patients. This new technological enhancement, which will be released on the new next generation monitor, will substantially increase the addressable market for the Group's haemodynamic monitoring technologies and is complementary to the long-established ODM evidence base.

Deltex Medical's new non-invasive technology has potential applications for use in a number of healthcare settings, including:

- Accident & Emergency for the rapid triage of patients, including the detection and diagnosis of sepsis;
- in general wards to help facilitate a real-time, data-driven treatment regime for patients whose condition might deteriorate rapidly; and
- in critical care units to allow regular monitoring of patients post-surgery who are no longer sedated or intubated.

One of the key opportunities for the Group is positioning this new, non-invasive technology for use throughout the hospital. Deltex Medical's haemodynamic monitoring technologies provide clinicians with beat-to-beat real-time information on a patient's circulating blood volume and heart function. This information is critical to enable clinicians to optimise both fluid and drug delivery to patients.

Deltex Medical's business model is to drive the recurring revenues associated with the sale of single-use disposable ODM probes which are used in the TrueVue System and to complement these revenues with a new incremental revenue stream to be derived from the Group's new non-invasive technology.

Both the existing single-use ODM probe and the new, non-invasive device will connect to the same, next generation monitor which is due for launch in 2023. Monitors are sold or, due to hospitals' often protracted procurement times for capital items, loaned in order to encourage faster adoption of the Group's technology.

Deltex Medical's customers

The principal users of Deltex Medical's products are currently anaesthetists working in a hospital's operating theatre and intensivists working in ICUs. This customer profile will change as the Group's new non-invasive technology is adopted by the market. In the UK the Group sells directly to the NHS. In the USA the Group sells directly to a range of hospital systems. The Group also sells through distributors in more than 40 countries in the European Union, Asia and the Americas.

Deltex Medical's objective

To see the adoption of Deltex Medical's next generation TrueVue System, comprising both minimally invasive and non-invasive technologies, as the standard of care in haemodynamic monitoring for all patients from new-born to adult, awake or anaesthetised, across all hospital settings globally.

For further information please go to www.deltexmedical.com