

Deltex Medical Group plc

Post AGM overview presentation

17 May 2023

Andy Mears
Chief Executive Officer

Natalie Wettler
Group Finance Director



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Deltex & the need to measure haemodynamics

Haemodynamic monitoring

- Visualisation & measurement of circulating blood volume, which is a function of blood flow, blood pressure and resistance

Criticality of blood flow

If circulating blood flow is not optimised during surgery, or in intensive care then:

- inadequate blood and oxygen supply to vital organs (e.g. gut, kidneys, liver) can occur
- increases the risk of organ under-perfusion & harm
- increased risk of over-perfusion and patient injury

Scientific evidence

The use of Deltex Medical's TrueVue Doppler haemodynamic monitoring technology has been proven in 24 randomised controlled trials (RCTs) to:

- reduce avoidable complications, including major ones such as Acute Kidney Injuries (AKIs) & Surgical Site Infections (SSIs)
- improve outcomes for both high risk and low-to-moderate risk patients
- give rise to shorter patient length of stay
- lower costs to healthcare systems
- improve patient safety

Deltex Medical TrueVue System

The only haemodynamic monitoring technology that can independently measure both blood flow & blood pressure across each and every heart beat

TrueVue Platform:

- Doppler (Oesophageal/Suprasternal)
- Impedance
- PressureWave

- core technology within Deltex Medical's portfolio
- high precision, beat-to-beat real-time information on the patient's circulating blood volume
- global 'gold standard' for precision haemodynamic monitoring
- high margin, single-use ultrasound disposables (Oesophageal/Suprasternal)



Increasing pressure from health systems, regulators, patient safety advocates & payers to reduce risks to patients, with a particular focus on 'avoidable complications'

2023 – 4 key commercial dynamics

Good progress on new, next gen. monitor

- Launch of new, next generation monitor expected in EU in June 2023 – sales launch of non-invasive device H1 2024
- Have succeeded in overcoming initial supply-chain related challenges and successfully completing external safety testing
- Strong demand expected from distributors and end-users for replacement monitor orders

Significant increase in monitor sales in 2022

- Sales of the current monitor were strong across all three divisions in 2022:
 - UK: +83%;
 - USA: +126%; and
 - International: +253%;
- Historically, monitor sales have given rise to increased probe sales

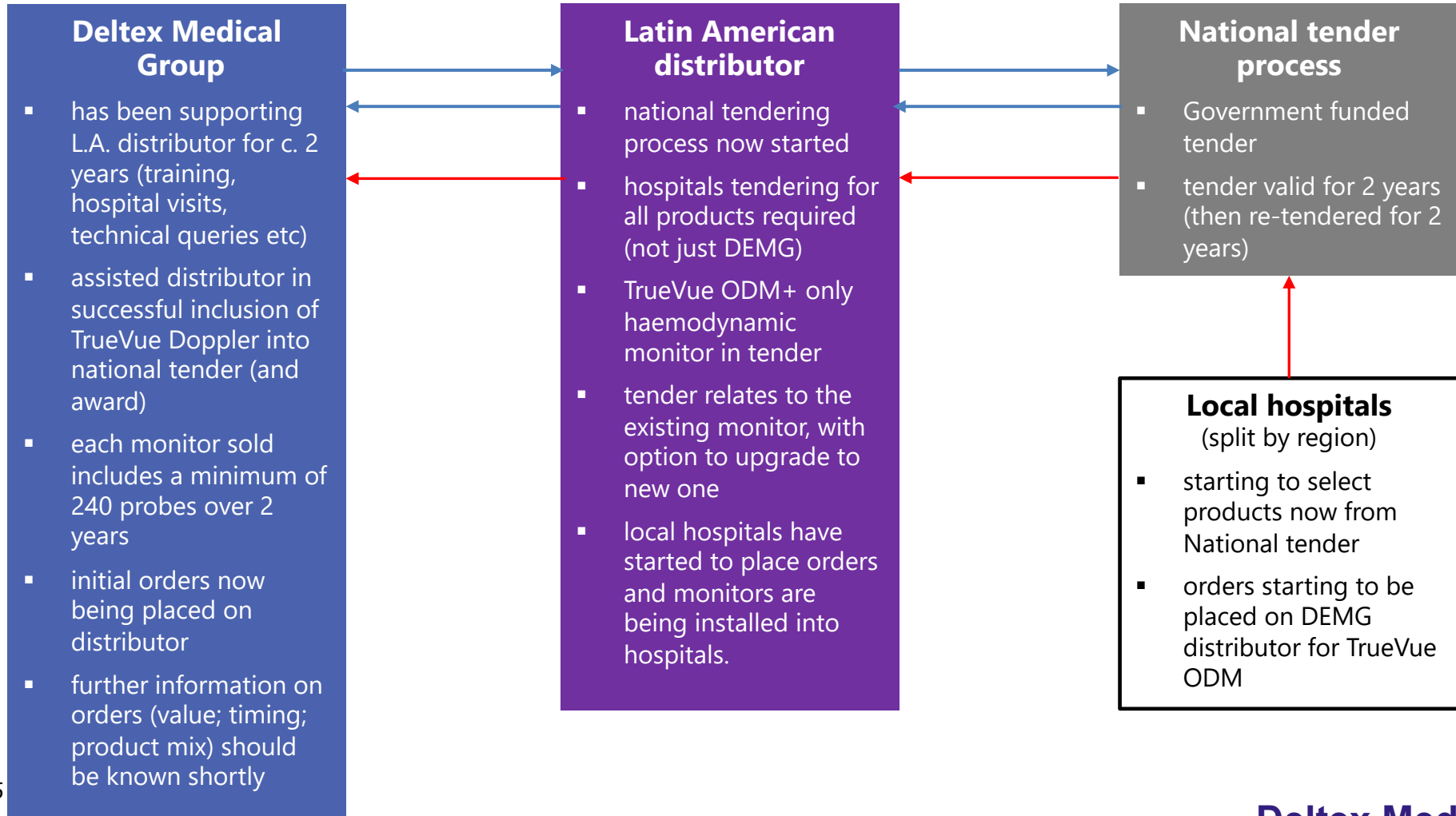
Restricted access in UK/US: “New normal”

- Modified our commercial plans, assuming that ‘restricted access’ to hospitals for DEMG’s sale teams is the “new normal”
- Mitigating effect with new, targeted initiatives: e.g. online training academy and use of TrueVue Doppler in high-value veterinary applications
- In USA new targeted approach on demonstrating technology to top US hospitals

International division: significant growth

- Strong performance in 2022 – revenues increased by 30%
- Further growth anticipated in 2023
- Working on several substantial orders – including potentially significant Latin America orders in 2023 and 2024.

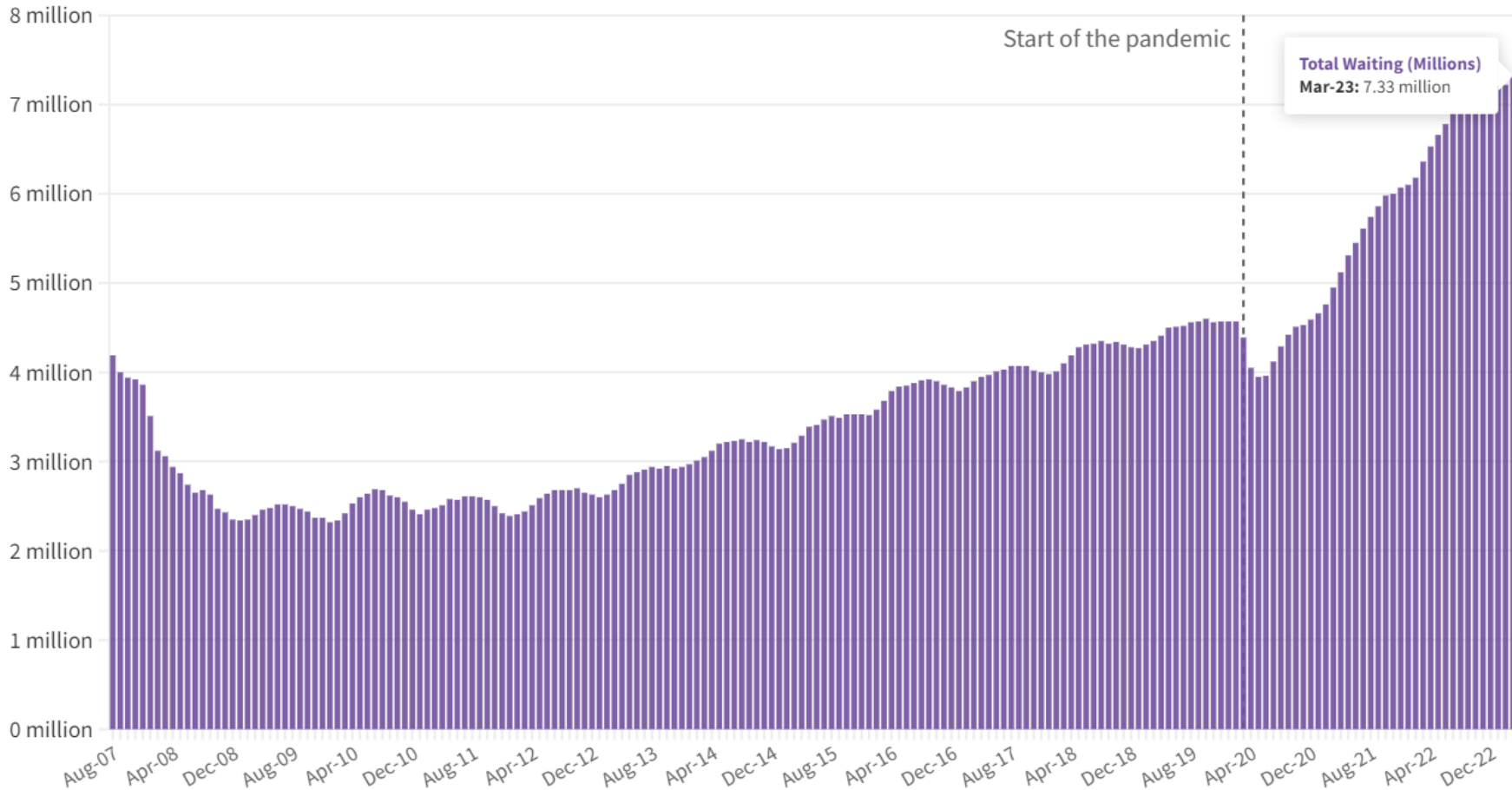
Latin American tender – summary of a complicated process



Increasing elective care (hence surgery) back log in NHS

Number of people on NHS waiting lists for consultant-led elective care

August 2007 to March 2023



Source: [BMA analysis of NHS England Consultant-led Referral to Treatment Waiting Times statistics](#) • Data includes estimates for missing data.



Next generation monitor - TrueVue



Next generation TrueVue monitor is unique:

- combines independent measurements of blood flow and blood pressure across each heartbeat in real time
- non-invasive device has significantly broader applications: awake patients - A&E, wards, paramedics
- immediate assessment of haemodynamic instability: e.g. ICU patients with Covid, sepsis, heart failure

State-of-the-art, market-leading, monitor:

- portable multi-technology device
- monitors currently in-build at Chichester HQ with launch planned for next month



New monitor is expected to help increase activity levels in all territories, with orders in the short term from international distributors



Developing the new, non-invasive Doppler-based haemodynamic monitoring device is a key part of the Group's future growth and long term strategy

Next generation monitor – regulatory pathway



Release roadmap – existing distribution

- UK, EU and countries worldwide that accept CE MDD/MDR regulatory approvals (South East Asia, Middle East)
Target - June 2023
- USA – FDA approval: 6-9 months from submission
Target – H1 2024
- Latin America: 3-6 months (country dependent)
Targets – H2 2023
- South Korea – KFDA approval: 6-9 months from submission
Target – H1 2024



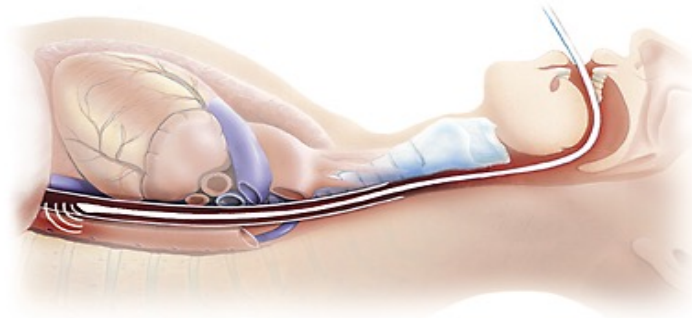
Release roadmap – new distribution

- China – CFDA approval: 18-24 months from submission
Target – H2 2025



Manufacturing 200 new next generation monitors in 2023 for sales into UK, EU, South East Asia, Middle East and Latin America.

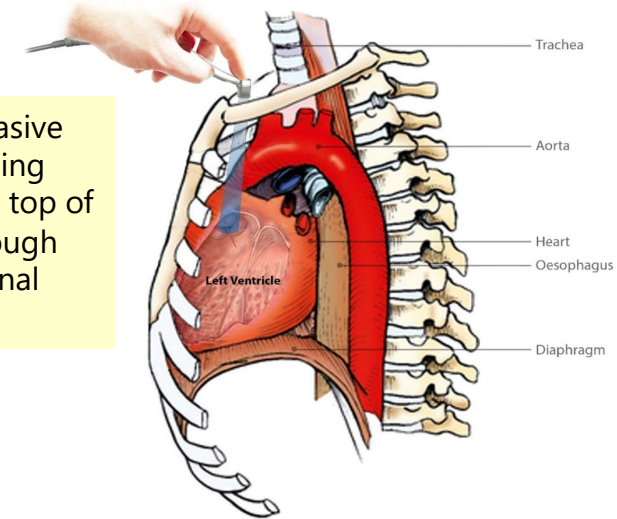
Next generation TrueVue – ODM vs new non-invasive device



ODM probe inserted down the oesophagus of a sedated patient (e.g. elective surgery) to generate extremely high-quality data, which is used to provide rapid, optimised treatment

- Established 'Gold Standard' device for use on sedated patients
- Utilises Deltex's proprietary algorithm which has been clinically proven over many years
- High margin product, built on substantial published evidence, including 24 RCTs
- Existing user base in over 40 countries worldwide
- Focused on elective surgery and ventilated ICU patients

New non-invasive device detecting blood flow at top of rib cage (through the suprasternal notch)



- Quick and easy to use – provides immediate snapshot of awake patient's haemodynamics
- Developed in collaboration with the UK's National Physical Laboratory
- Similar high margins to the ODM and can utilise the same evidence base
- Introduces awake patient applications (Covid, sepsis, A&E, ward)
- Complementary technology, generating an additional revenue stream

Next generation monitor – Mission zero



For more information please
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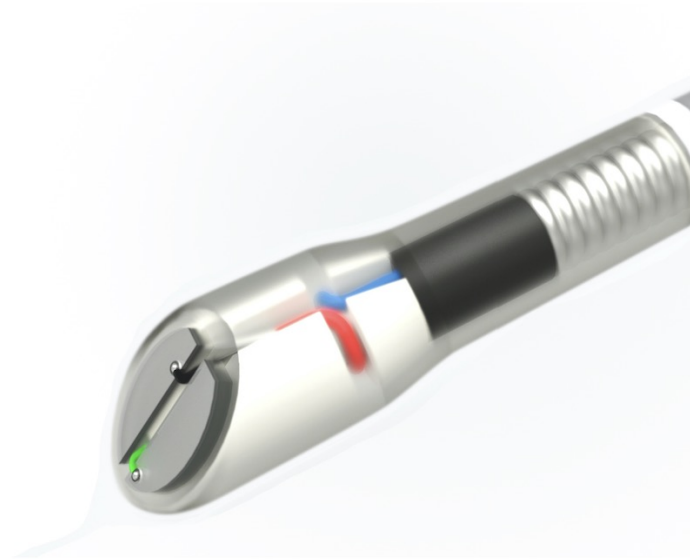


Mission Zero

**Eliminate post-op
complications caused by
haemodynamic instability**

Deltex Academy

Academy



Conclusion and prospects



The Group has returned to growth. The gross margin is returning towards pre-Covid-19 levels

- International division growing strongly, due to better understanding of clinical need by physicians. Further growth in 2023 anticipated, with upside potential from Latin America contract
- prior to pandemic, we had increased our stock of monitors in anticipation of orders from overseas hospitals. These orders are now coming through, converting finished goods to cash
- the launch of the new, next generation monitor, and the non-invasive Suprasternal, is an important element of the future plans of the Group which will increase activity levels, and revenues, particularly from distributors

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