



Inspiration Healthcare Group plc

Vision: to become a World Leader in the supply
Neonatal Intensive Care Equipment

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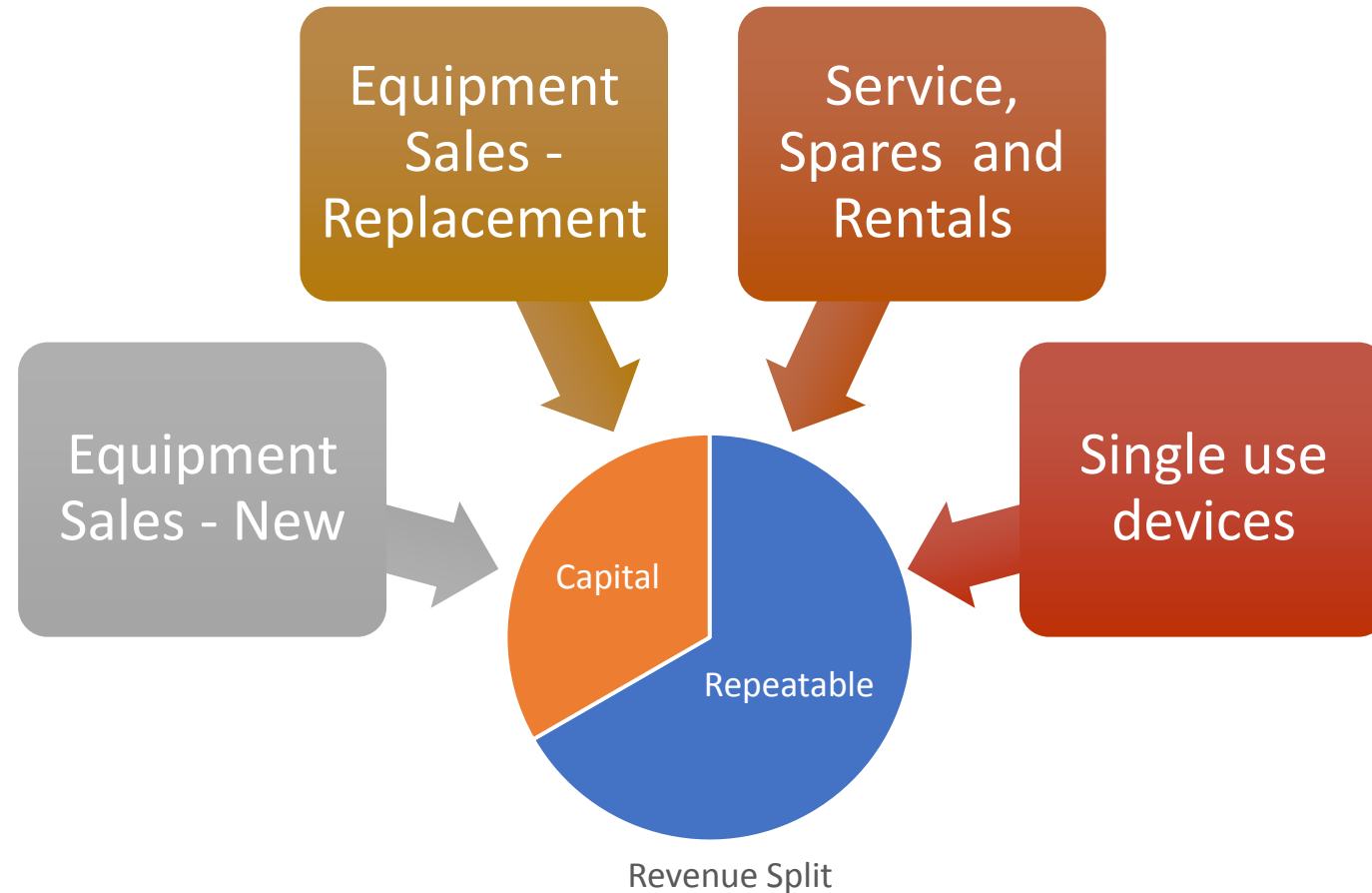




Inspiration Healthcare – who we are

- Founded in 2003
- Founders have collectively >100 years of Medical Device experience
- Came to AIM through Reverse Acquisition of Inditherm plc (June '15)
- 50% shares still owned by Management
- Cash generative out of operations
- 4 founders still active in the business
- £15m revenue with 65 employees

Inspiration Healthcare – what we do

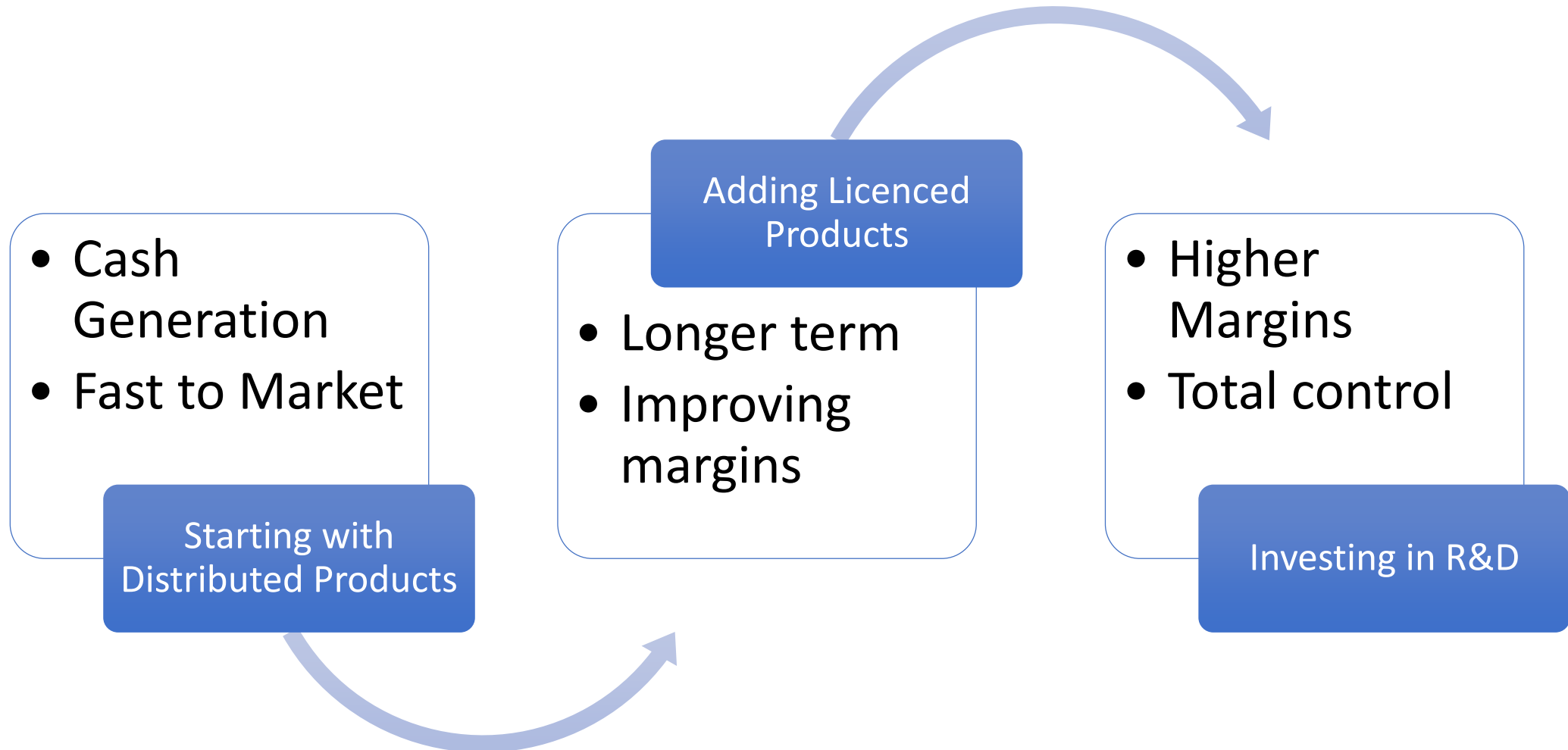


Approximate geographic split: Domestic 2/3 International 1/3

Inspiration Healthcare – what we do



Evolving Blend of Distributed, Licenced and Own Products = Profitable Growth and Cash Generation



Global Market Drivers

15m babies born
Prematurely p.a.
worldwide

WHO is committed to
reducing the health
problems and lives lost as a
result of preterm birth

Over 1m deaths per year –
largest cause of mortality in
infants under 5 (18%)

75% of deaths preventable
with cost-effective
equipment

Procurement changing to
reduce wastage and
improve value



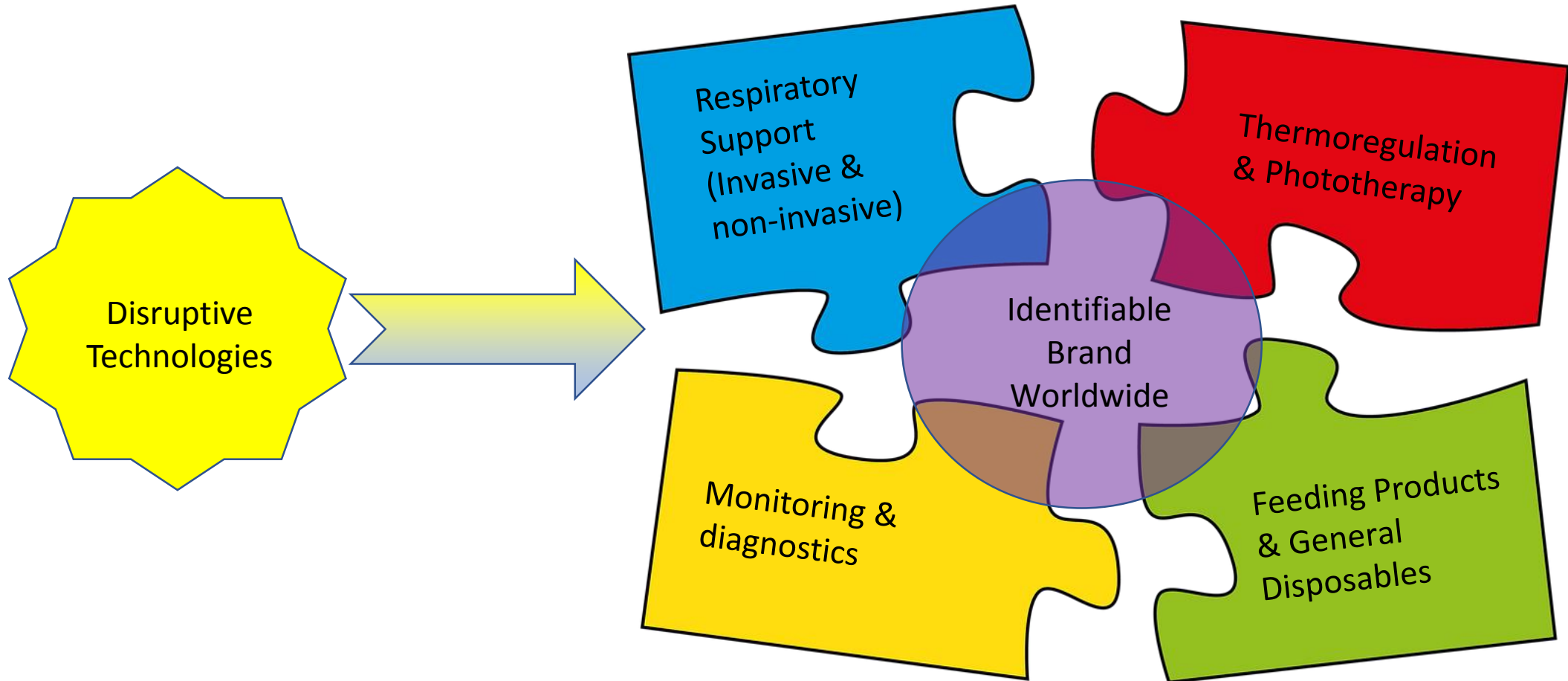
As infant mortality rates fall
(reduction in childhood diseases
etc) prematurity becomes
increasingly the main cause of
death

Regulatory compliance
becoming more burdensome
across the industry

Global Market for Neonatal
Medical Equipment:

- \$2.7bn by 2024 (Persistence Market Research)
- \$9bn by 2025 (Transparency Market Research)

Vision: World Leader in Neonatal Intensive Care





Strategic Objectives – Size Matters!!!

Objective

- £100m
- Direct Operations in key markets
- Comprehensive range for NICU
- Disruptive technologies

Strategic Imperative

- Organic, Acquire, Leverage
- Acquire / Develop
- Acquire / Develop
- Acquire / Develop

Acquisition* and Development Target Areas

Respiratory Support
Acquire / Develop

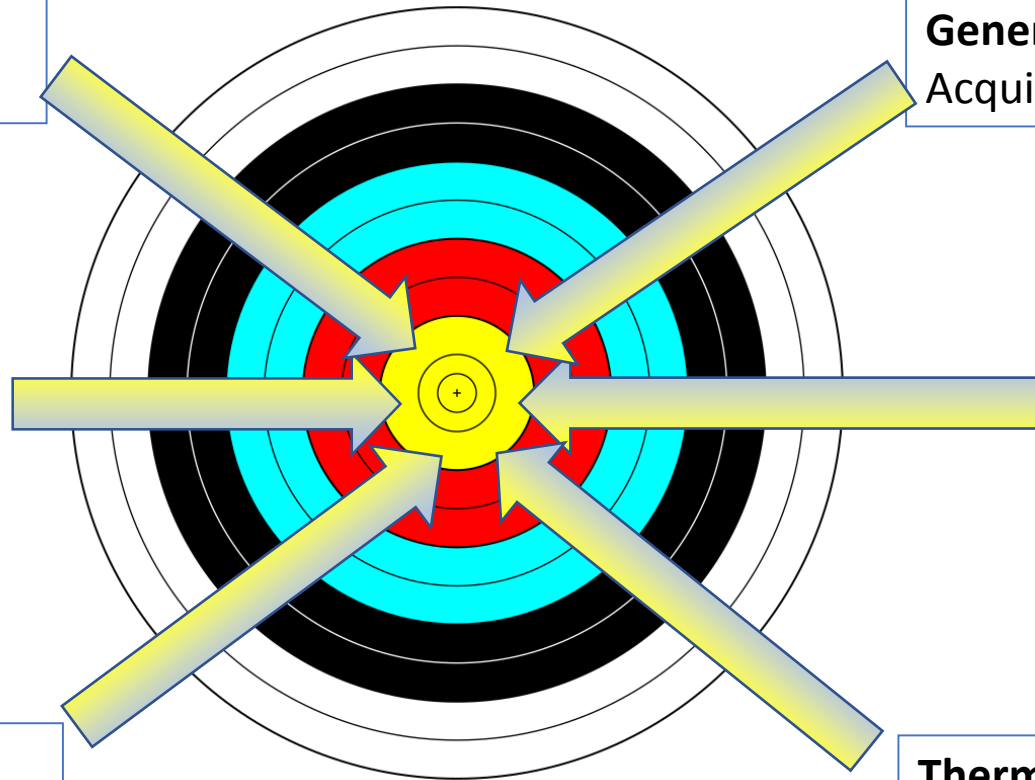
General Disposables
Acquire / Develop

Feeding
Acquire

Monitoring & Diagnostics
Acquire / Develop

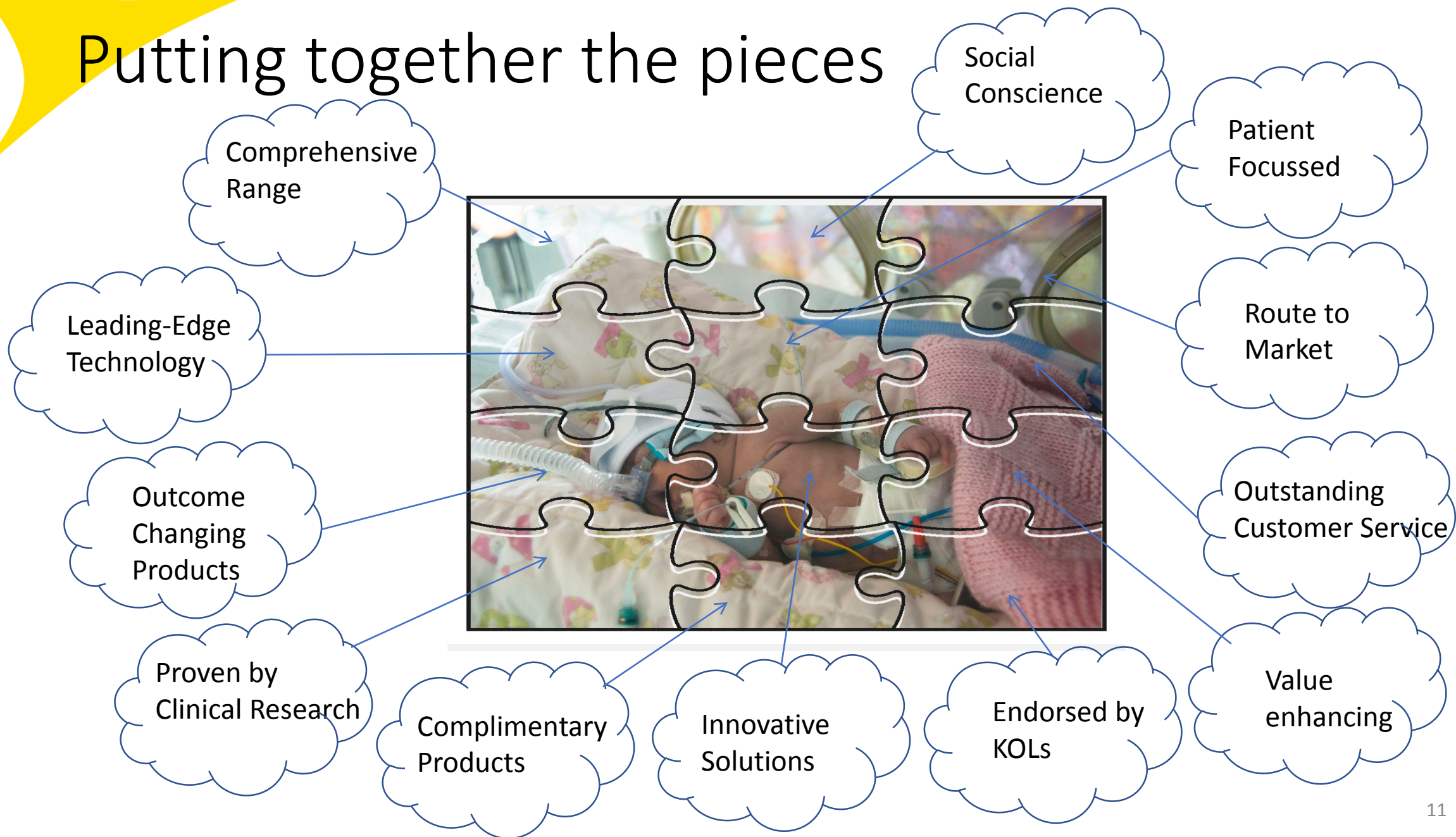
Distribution
Acquire / Develop

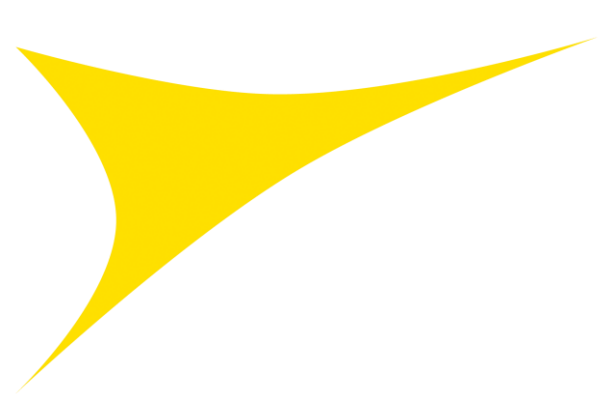
Thermoregulation & Phototherapy
Acquire / Develop



*Some targets maybe pre-/ early stage revenue

Putting together the pieces





Thank You