



Growth and Innovation Forum 2020

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Hemodynamic monitoring company, helping doctors to manage patient's cardiac function during high risk surgery and critical illness.

Proven to improve patient outcomes



Independent studies using **LiDCO** technology have been shown to **improve outcomes** in:

High risk elective surgery

Emergency surgery

Intensive Care



Colorectal, Vascular, Hip replacement, Liver Resection, Oesophagectomy, Bariatric, Cardiac, Abdominal, Caesarean, Emergency Laparotomy

High risk surgical patients in ICU, Septic shock patients in ICU

Reducing patient deaths

Using LiDCO in the management of **Sepsis** shock patients has been shown to statistically reduce mortality²

40% mortality rate
no central
monitoring

60%



16% mortality rate
LiDCO

Reducing length of stay

Using LiDCO as part of an Enhanced Recovery program in **Colorectal** surgery has been shown to statistically reduce length of stay (LOS)³

LOS
7 days
BEFORE



5 days
AFTER

Less complications

Using LiDCO for **Cardiac** surgery statistically reduced major postoperative complications⁴

45.3%

BEFORE



27.4%
AFTER

Cost savings

Using LiDCO as part of an Enhanced Recovery program in **Oncology** surgery has been shown to reduce overall hospital costs⁵

\$21,294
BEFORE



\$18,716
AFTER

LiDCO investing headlines



Large and growing global market



Geographical expansion from UK 60% market share base



Differentiated business model enabling share expansion

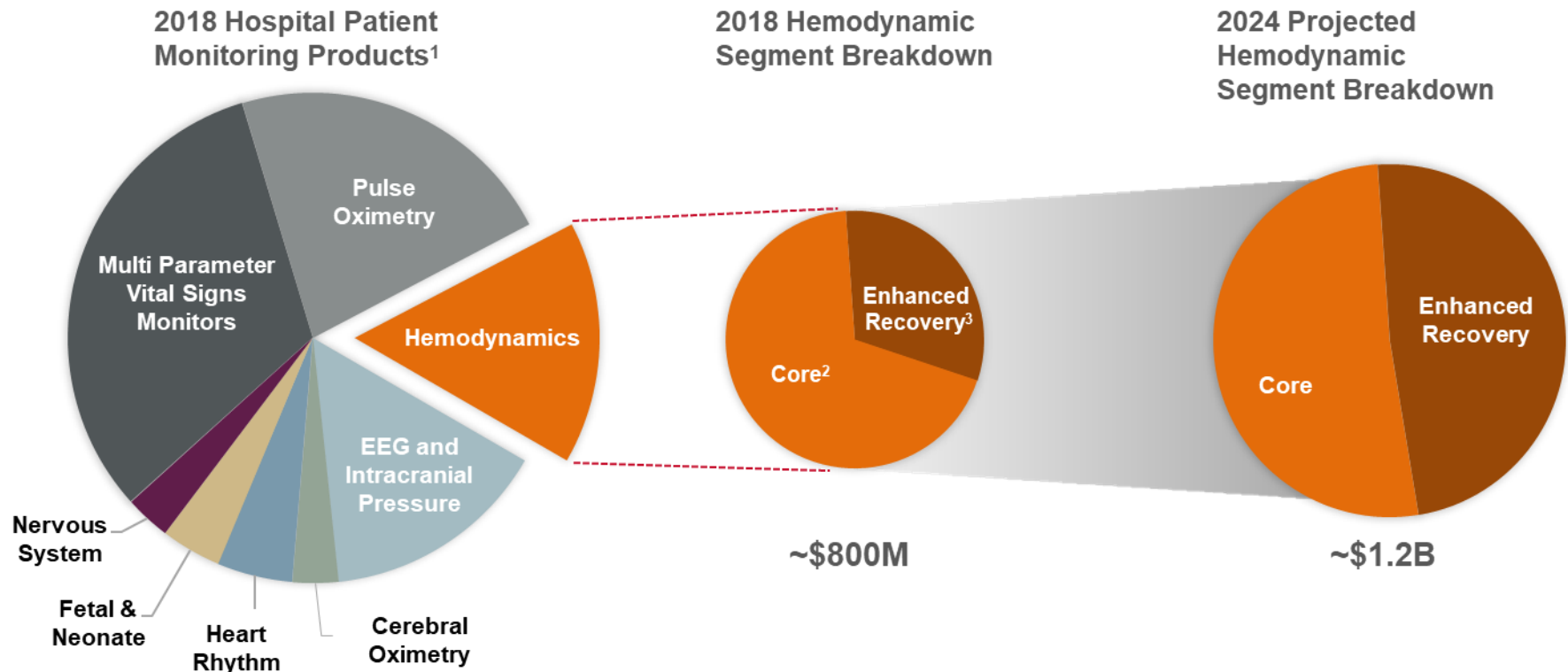


Recent sector M&A valuations 4-7 times revenue

Market Overview



Enhanced Recovery to Accelerate Segment Growth



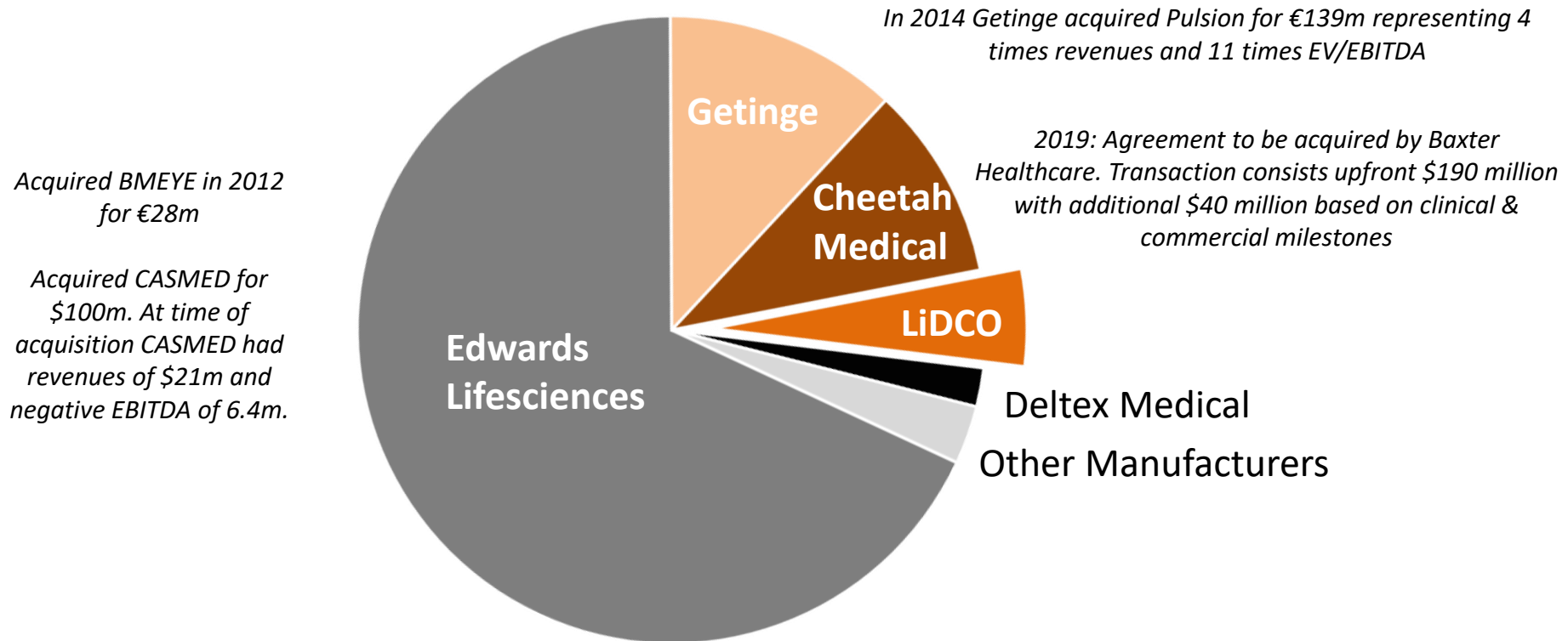
1. Third party research and internal estimates 2. Includes pulmonary artery catheters and invasive pressure monitoring products, excludes capital 3. Includes minimally invasive and non-invasive advanced hemodynamic monitoring products, excludes capital

Competitive Landscape



Competitive Landscape Changing Due To Recent Acquisitions

Advanced Recovery Hemodynamics Market Share*



* Source: internal estimates based on published data

Recent sector acquisitions



2019

Baxter
Healthcare

Acquired for \$190 million with
additional \$40 million based on clinical
& commercial milestones

Revenues \$25m*
LBITDA - \$5m*



2019

Edwards
Lifesciences

Acquired for \$100m

Revenues \$21m
LBITDA - \$6.4m



2014

Getinge AB

Acquired for €139m

Revenues €34m
EBITDA €12m



2012

Edwards
Lifesciences

Acquired for €28m

Revenues €4m*
EBITDA - €1m*

* Private companies.
Management estimates

LiDCO MARKET CAP £11.6M (1.5 X FY20 REVENUE FORECAST)*

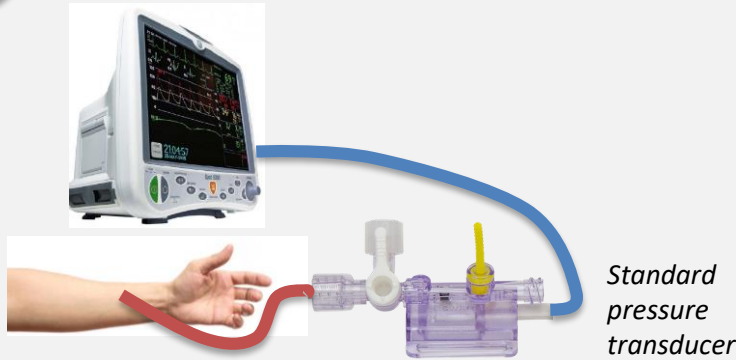
* 30/01/20 Closing share price. Analyst consensus forecast

Differentiated business offering



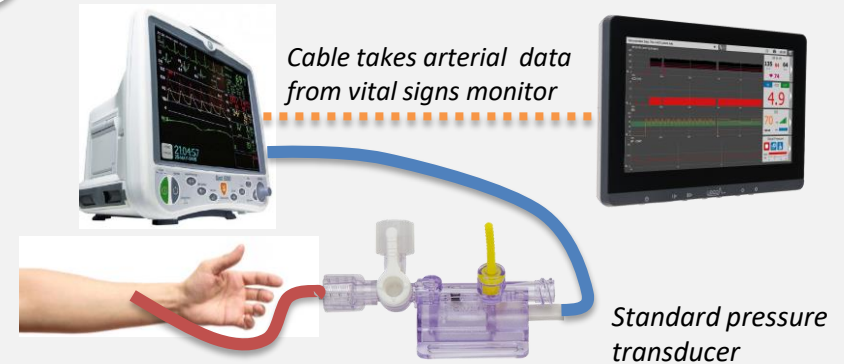
A

Standard arterial monitoring



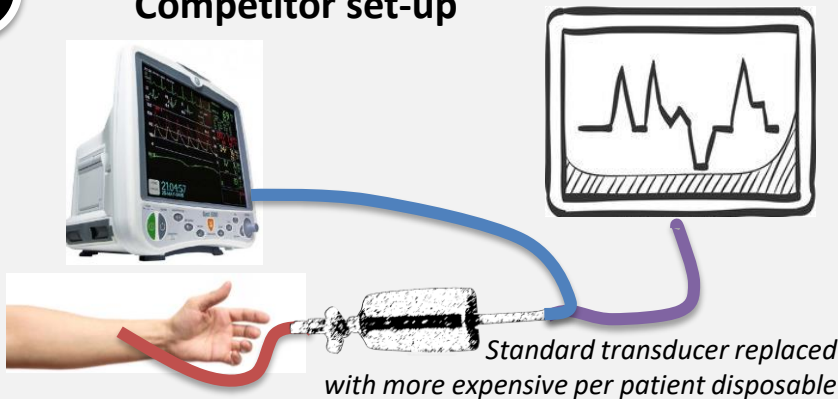
C

LiDCO set-up



B

Competitor set-up



Difference between two methods:

- No need to change from standard pressure transducer
- No need for an expensive per patient disposable
- No need to increase infection risk by 'breaking the line'
- LiDCO is pressure transducer agnostic

LiDCO – HUP strategy



OFFERING



Software as a Service



Treat unlimited number of patients



Potential for significant cost saving



No expensive per patient disposable required

STRATEGY



Disruptive model to take share & expand globally



Accelerate US market penetration



Drive greater adoption of hemodynamic monitoring

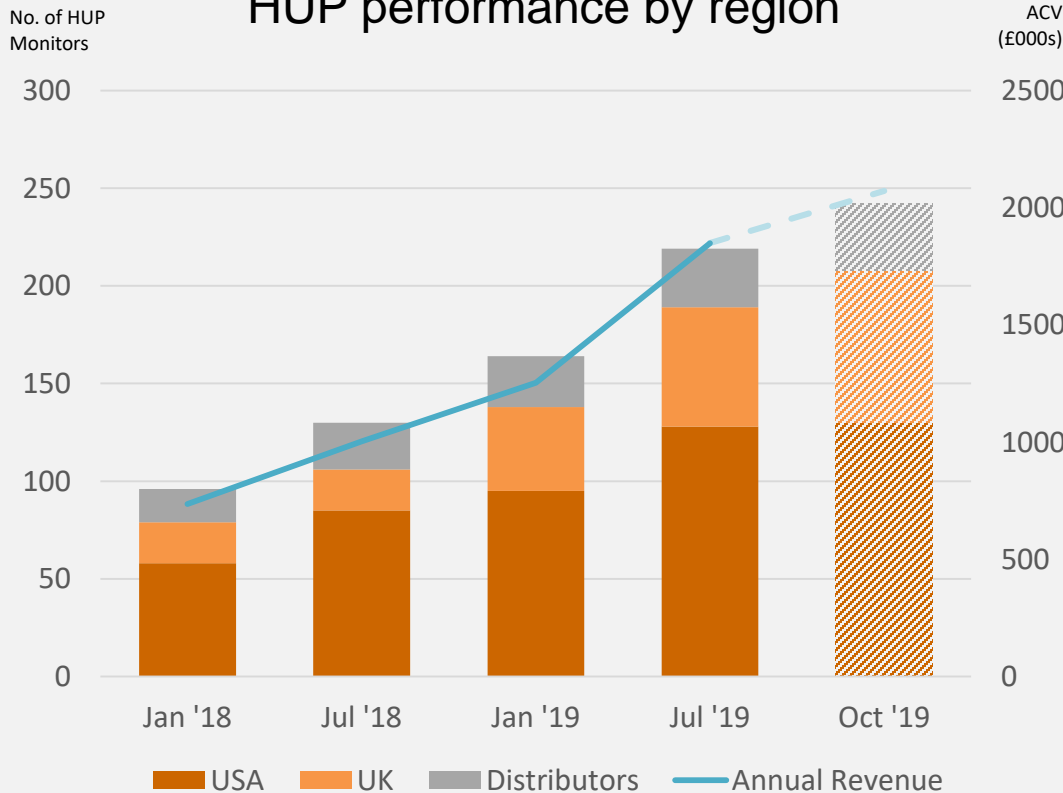


Customers sign multi-year agreements

HUP Performance



HUP performance by region



Launched July 2017. Announced to date:

- 242 monitors signed on the Software as a Service “SaaS” model
- US: 130 monitors spread across 15 hospital accounts
- 26% of UK business converted to HUP
- Total annualised contract value (ACV) £2.1m
- £7.0m total value of HUP contracts signed as of August 2019 trading statement

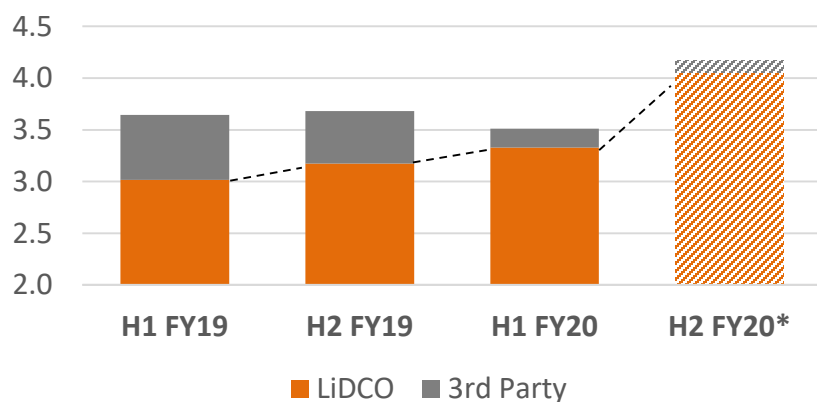
H1 HUP REVENUES UP 115% to £0.8m (H1 2018: £0.4m)

Financials

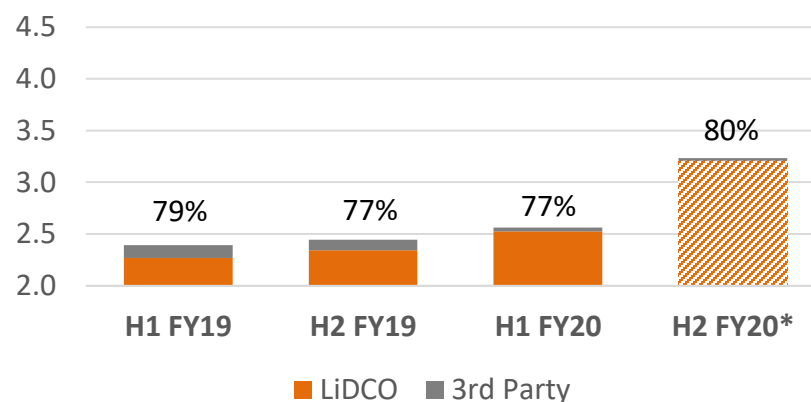


* Analysts consensus forecast

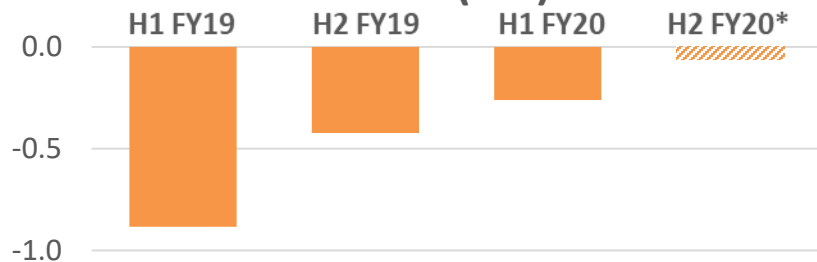
Revenue (£m)



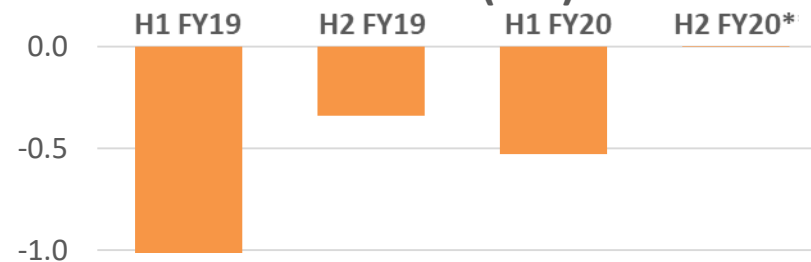
Gross Profit (£m)



EBITDA (£m)



Cashflow (£m)



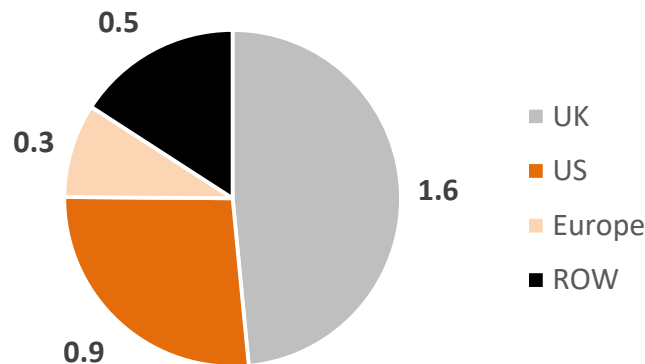
DEBT FREE

CASH 31/7/19 £1.2m

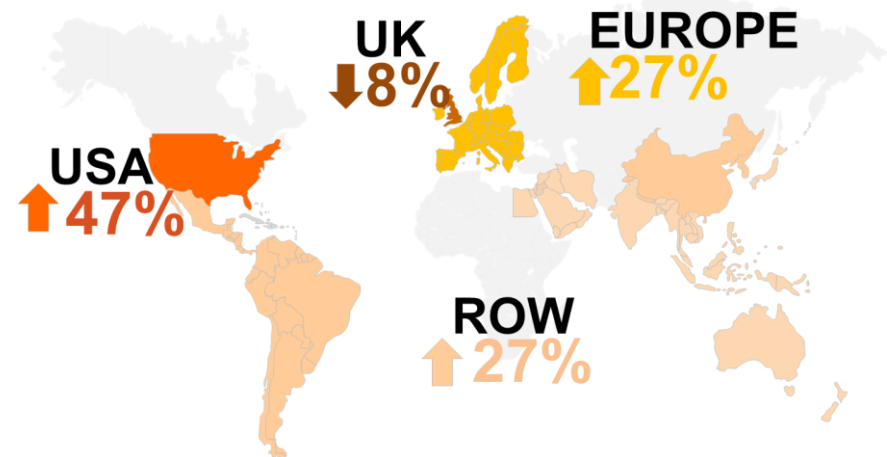
FY20 H1 LiDCO Product Revenues



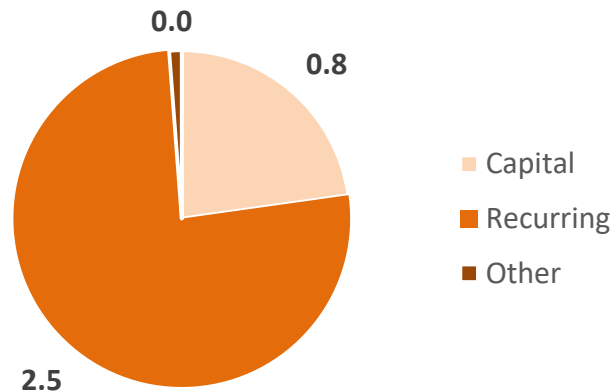
By region (£m)



% growth vs H1 2018



By revenue type (£m)



H2 Tailwinds

- US growth driven by HUP success
- UK timing of orders in H1
- China approval & launch
- New master distributor in Latin America

Summary



- Company is well positioned to take further market share through a market disruptive 'Software As A Service' model in the US and beyond
- Fundamentals of business very attractive
- Balance sheet supports growth strategy
- On path towards sustainable profitability
- Recent sector M&A activities highlights potential upside