# Inspiration Healthcare Group plc

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

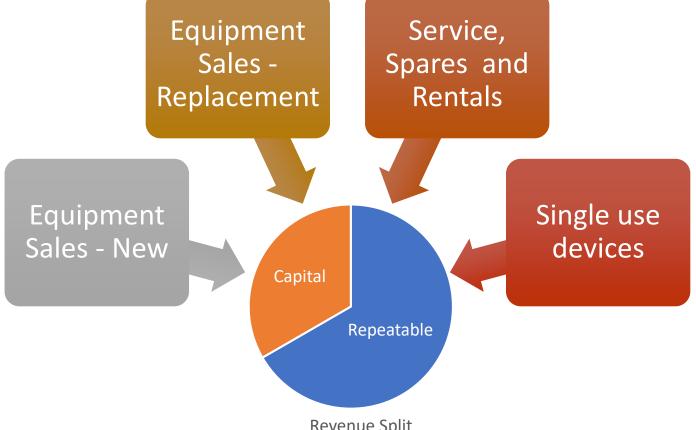
# Vision: to become a World Leader in the supply Neonatal Intensive Care Equipment



#### 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

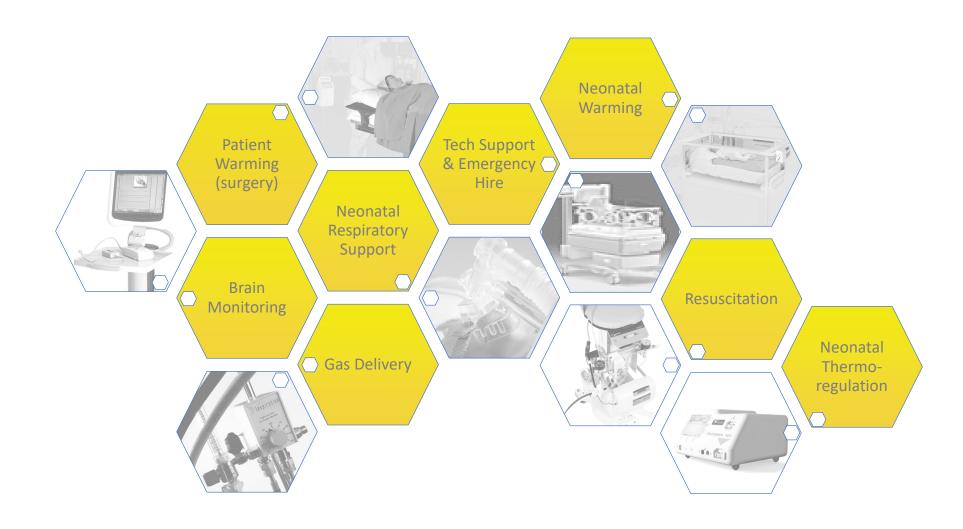
#### Inspiration Healthcare – what we do



Revenue Split

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

- CashGeneration
- Fast to Market

Starting with Distributed Products

#### Adding Licenced Products

- Longer term
- Improving margins

- Higher Margins
- Total control

Investing in R&D

#### Global Market Drivers

15m babies born Prematurely p.a. worldwide

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

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

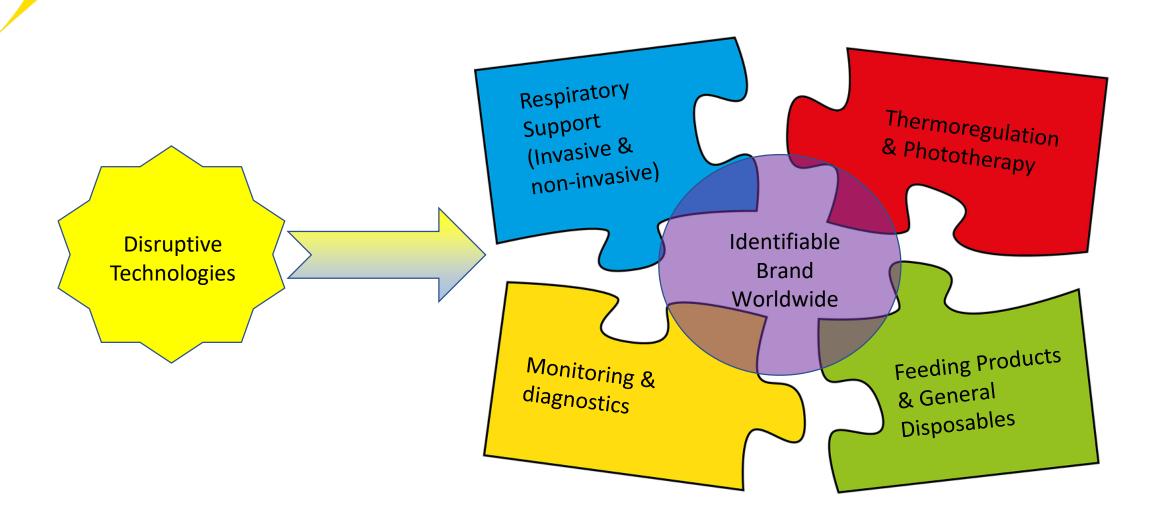


Regulatory compliance becoming more burdensome across the industry As infant mortality rates fall (reduction in childhood diseases etc) prematurity becomes increasingly the main cause of death

#### 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!!!

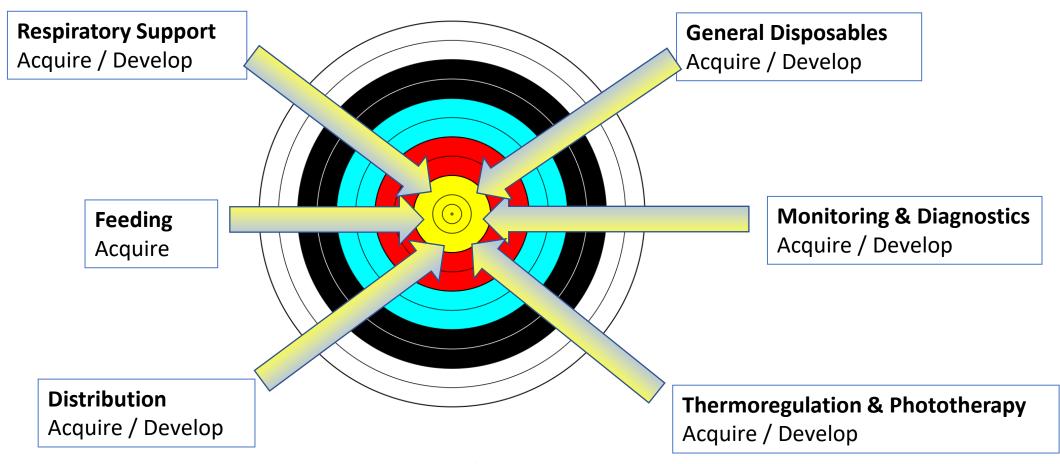
#### **Objective**

- £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



### Putting together the pieces

Social Conscience

> Patient Focussed

Comprehensive Range

Leading-Edge Technology >

> Outcome Changing **Products**

> > Proven by

Route to Market

Outstanding Customer Service

Clinical Research

Complimentary **Products** 

Innovative Solutions

Endorsed by **KOLs** 

Value enhancing



#### Thank You