



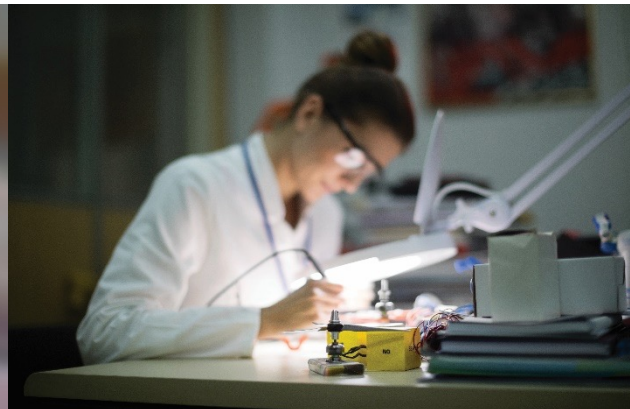
Inspiration Healthcare Group plc
Providing Advanced Medical Technology

Capital Markets Day – June 2021

Neil Campbell – CEO

Jon Ballard – CFO

www.inspirationhealthcaregroup.plc.uk



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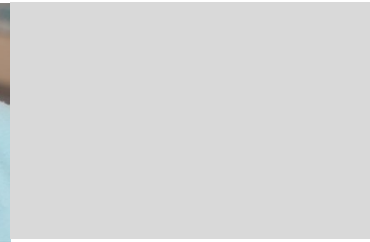
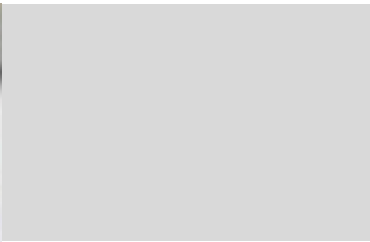
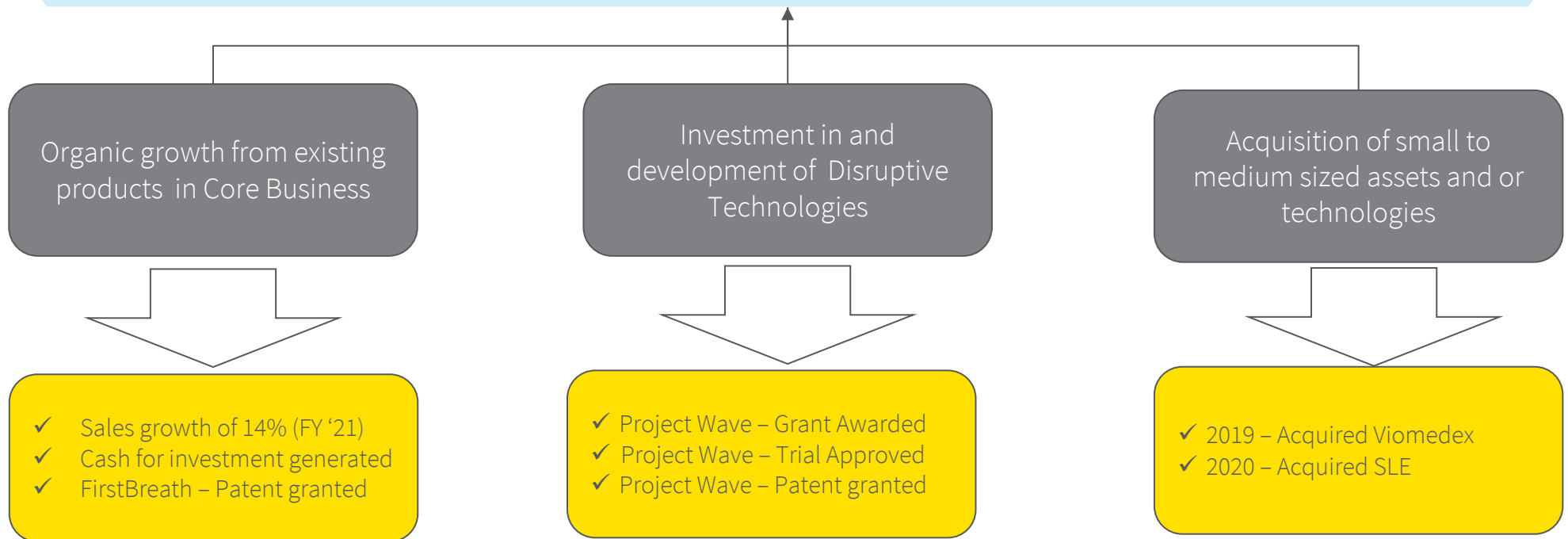
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Our Ambition & Strategy – Progress

Become a global leader in neonatal intensive care equipment
Targeting £100m revenue & c.15% EBITDA margin in the medium term



Who We Are

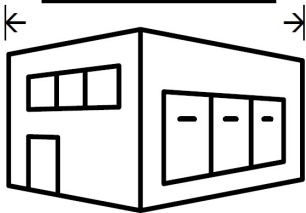


Focus on Neonatal intensive care
and infusion



Global reach – 75+ countries

2021
50,000 sq ft

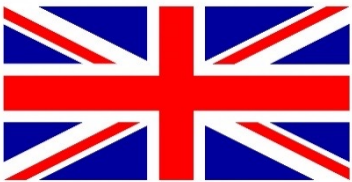


2021



194

Staff



British based Medical Technology company

2021

5



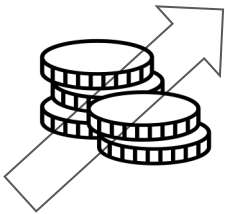
Product groups with Patents granted

2021

6



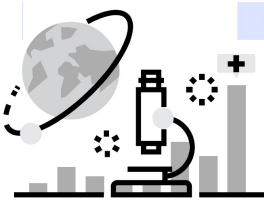
Clinical Affairs Staff



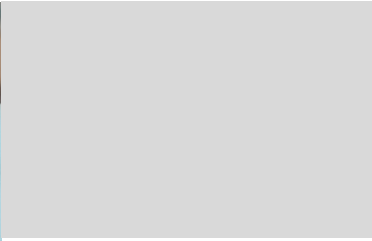
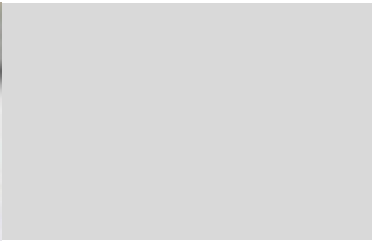
Profitable cash generating
growing

2021

£1.6m



R&D Spend



Integration of SLE - Progress

General / Operations

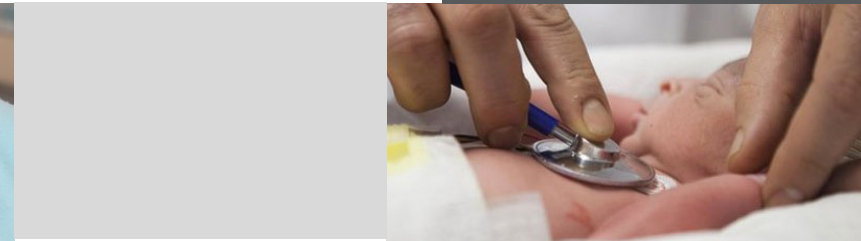
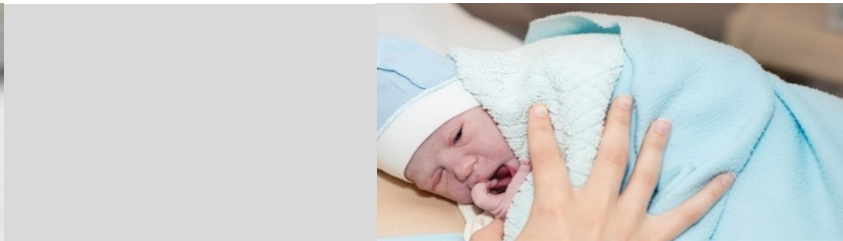
- Improvement in work flow / moving production – increasing efficiency and output
- Improvement in procurement / stock management – improving working capital
- Restructured management – bringing greater clarity of responsibility and efficiency
- Restructured Sales – focus on key areas of business Acute Care / Infusion therapies
- Cross-selling / distributor training started – synergies being realised

Sales & Service

- One Team led by Martin Percy (Group Sales Director)
- UK Sales team focused on Acute Care selling all own-branded products
- International Team focused on Acute Care selling all own-branded products
- Tech Support under going cross training for support on all own-branded products

QA & RA

- One Team led by Simon Travers (Group Head of Quality Assurance & Regulatory Affairs)
- Split by function (QA – supplier, systems, manufacturing; RA – countries)
- Working across all sites and all products



Integration of SLE – Progress (cont.)

R&D

- One Team Led by Dr Holly Everitt (Group Head of Research and Development)
- Split by Technical Expertise (Mechanical, Electronic, Software, Validation etc)
- Now working on projects across the Group
- Production Engineering separated to allow focus on all Group activities and away from R&D management

Marketing

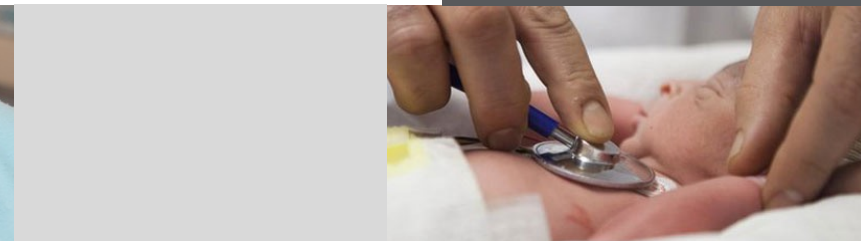
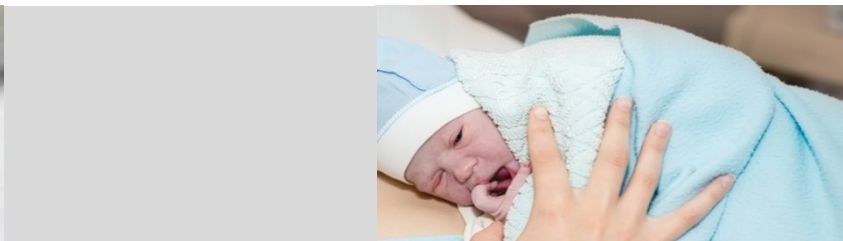
- One communications team for all brands
- Brand alignment
- New website for investors

HR

- One Team led by Tina Maynard (Group Head of Human Resources)

Health & Safety / Facilities

- One Team led by Melissa Mark-Joyce (Group Health and Safety Manager)
- Looking after all sites



Integration of SLE – Progress (cont.)

Next Stages

Product Management

- Product Roadmap – now under development for Group priorities in R&D

ERP Dependent

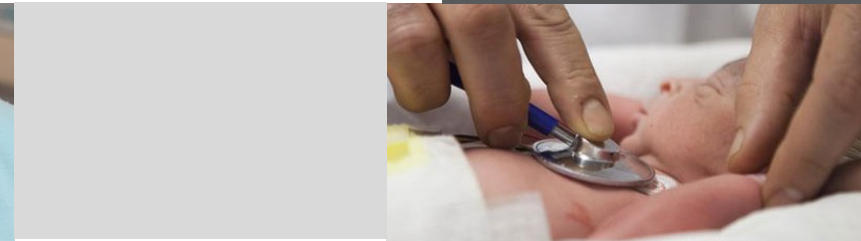
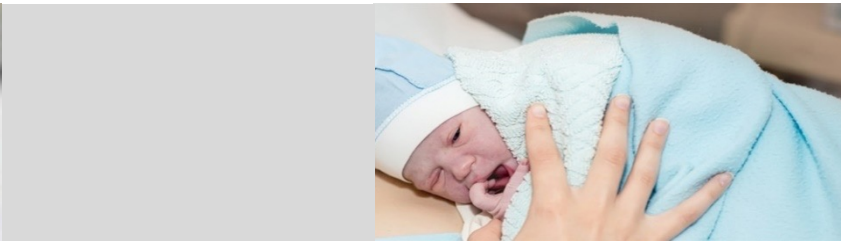
- ERP System planned for ‘go-live’ October
- Supplychain / Logistics / Production – Full MRP implementation
- Customer Service – one point of contact throughout the Group
- Finance / IT – full reporting from one system

Electronic Document Control dependent (on-going)

- Harmonise Quality Management Systems and procedures

New Facilities

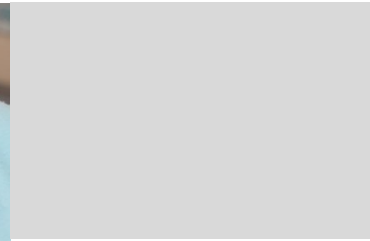
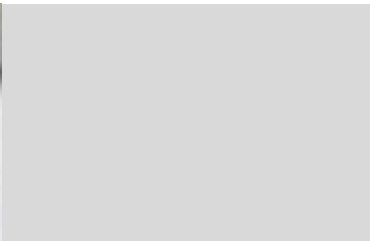
- Greater production efficiencies and scope for increased capacity and capability





Swallow Enterprise Park, Hailsham

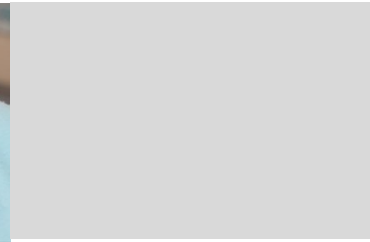
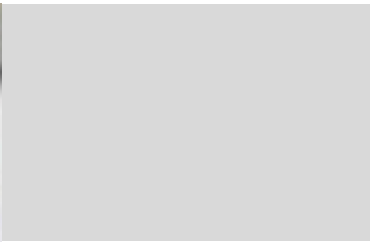
- 8,500 sqft Warehousing & Manufacturing Space
- Expansion possible for other technologies
- Full height Glazing for natural light
- 1,000 sqft Cat 8 Clean Room – Purpose designed
- Suspended Administrative floor 3,500 sqft
- Modern Breakout/Canteen & Meeting Zones
- Naturally Ventilated Building with internal 'Living Green Scape' for great air purification
- Over 20 Car parking spaces – 4 EV
- Bike Parking





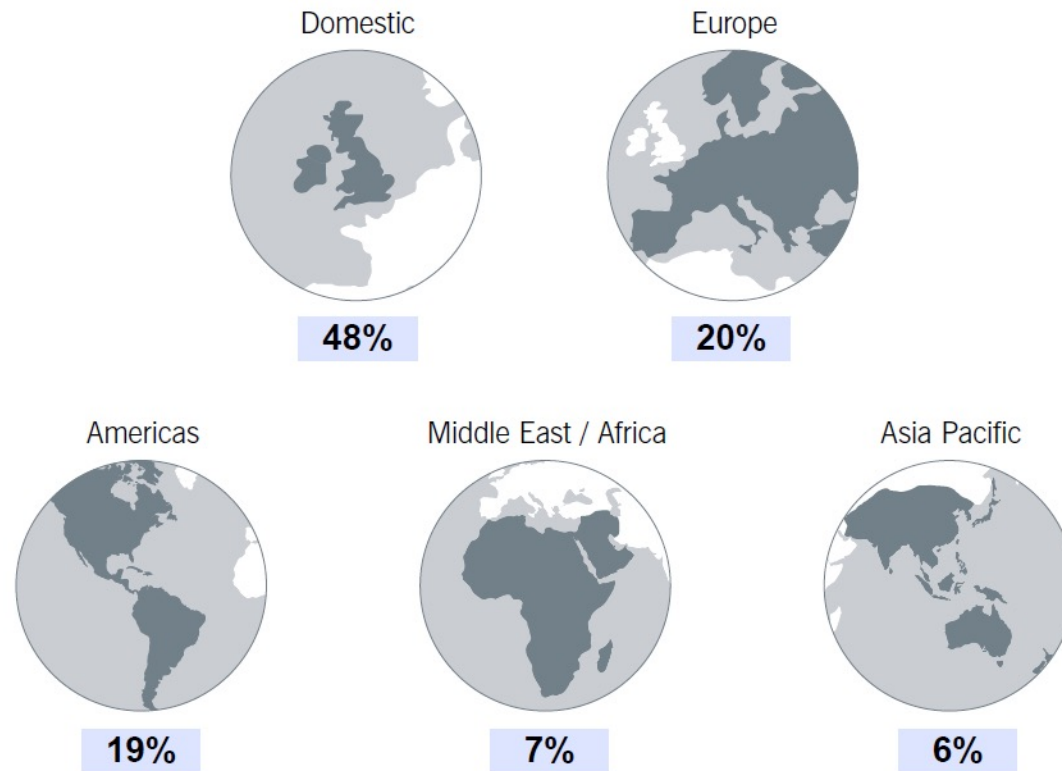
Commerce Park, Purley Way, Croydon (Units 7&8 – plus Unit 4 to the rear)

- 20,000 sqft Warehousing & Manufacturing Space
- State of the Art Warehousing using computer controlled storage
- Line-side material distribution
- Natural Light
- Suspended Administrative floor 12,000 sqft
- 700 sqft Modern Breakout/Canteen & Meeting Zone
- Naturally Ventilated Building with internal 'Living Green Scape' for greater natural air purification
- Over 60 Car parking spaces – 10 EV
- Bike Parking



Geographic Revenue Breakdown

Percentage of Revenue by Market excl. Covid-19 (7 months July 20-Jan 21)



Future trends over next few years
(%age of growing turnover)

- Domestic – reducing slowly
- Americas - down in short term
- Asia Pac – up in short / medium term
- Europe – stable
- MEA – up in short / medium term



The Future

- Integration on track with efficiencies being made
- International Sales now cross trained to support sales of entire range
- Strong R&D capability for new product development
- Sales via distributors in over 75 countries (inc China, Japan, USA, India and across EU)
- Regulatory strategy to register more products in markets where we have good distribution partners
- Developing commercial strategy for taking more products into the USA
- Investing £2m. in infrastructure to increase capability and efficiency
- Clinical trial for Project Wave approved and awaiting first patient

