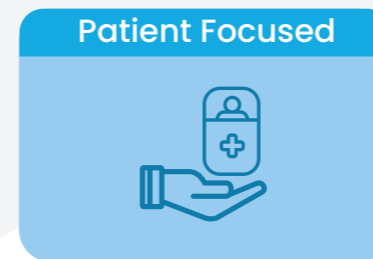
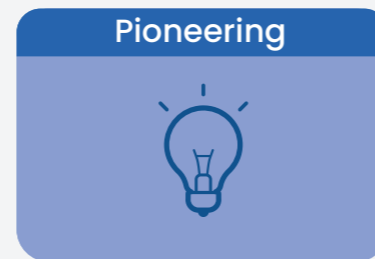
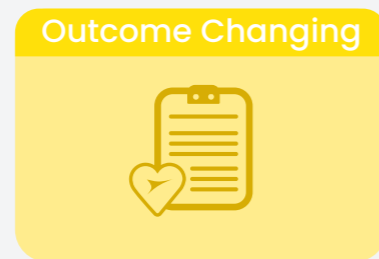


Our mission is to pioneer medical technology that improves the outcomes of patients, starting with the very first breaths of life.



Addressing a Critical Care Need

- Every year, an estimated **15 million babies** are born preterm^{1,2} and this number is rising³
- Preterm birth complications were responsible for approximately **one million deaths** in 2015 – the largest cause of mortality in infants under 5 (**18%**)³

Sources:
 [1] Before 37 completed weeks of gestation
 [2] Global, Regional & National estimates of levels of preterm birth 2014 – Chawanpaiboon et al 2019
 [3] Global, regional, and national causes of under-5 mortality in 2000-15 – Liu L et al 2016



Investing in our Future

Annual report FY23 p.10

Our most notable investment is in our **new** Manufacturing and Technology Centre in Croydon, which was the home of SLE Ltd, a company we acquired in 2020. Maintaining the **highly skilled workforce** was paramount and it was important to find a site suitable for **high tech manufacturing**, along with the facilities we need as a fully integrated company.

The site was officially opened in November 2022 by **HM Lord-Lieutenant of Greater London, Sir Kenneth Olisa OBE**.



Awards and Recognitions



2019 Queen's Award for Enterprise: **International Trade**



2021 Queen's Award for Enterprise: **Innovation**



2023 HSJ Partnership Awards: **Procurement Project of the Year**

Our Technology

We boast a **broad** neonatal intensive care portfolio that is designed to support the **most vulnerable** patients from the very first breaths of life.



Post-year end extension to the SLE ventilator range

We are Committed to Sustainability

Annual report FY23 p.31

A proud advocate for **British manufacturing**, we are committed to both people and the planet, building into every aspect of our business the most sustainable and **environmentally friendly** processes and materials possible.

Our Trade Body, the Association of British HealthTech Industries ("ABHI") visited our site as part of a case study, "Supporting Sustainability". To read the full article please click [here](#).



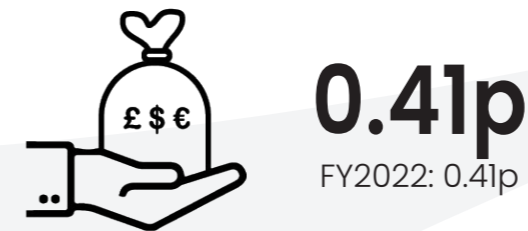
Group Revenue



Adjusted EBITDA



Final Dividend



Branded Products Revenue



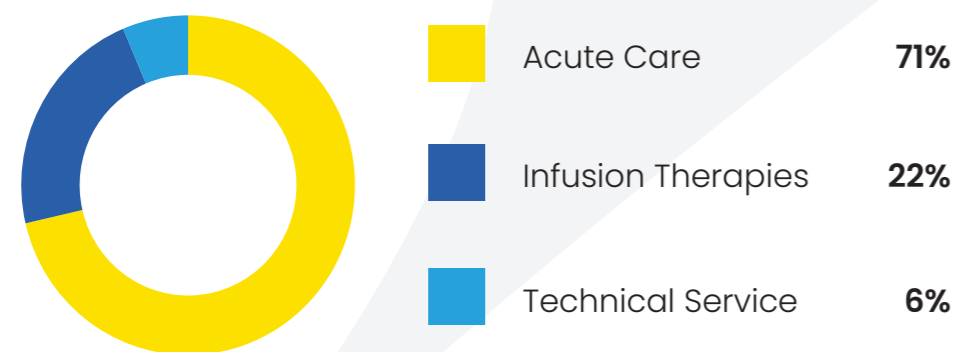
Group Highlights

Annual report FY23 p.2

- **Resilient** revenues marginally ahead in a year of unprecedented global macro-economic uncertainty
- Medical Device Regulation (EU) Technical Files submitted
- **Major investment** in new state-of-the-art Manufacturing and Technology Centre
- Domestic revenue **growth** of 13%
- Launched additional distributed products for Acute Care
- Increasing inventory to **secure** long-term supply chain and meet customer satisfaction levels

Revenue by Market Sector*

Annual report FY23 p.6

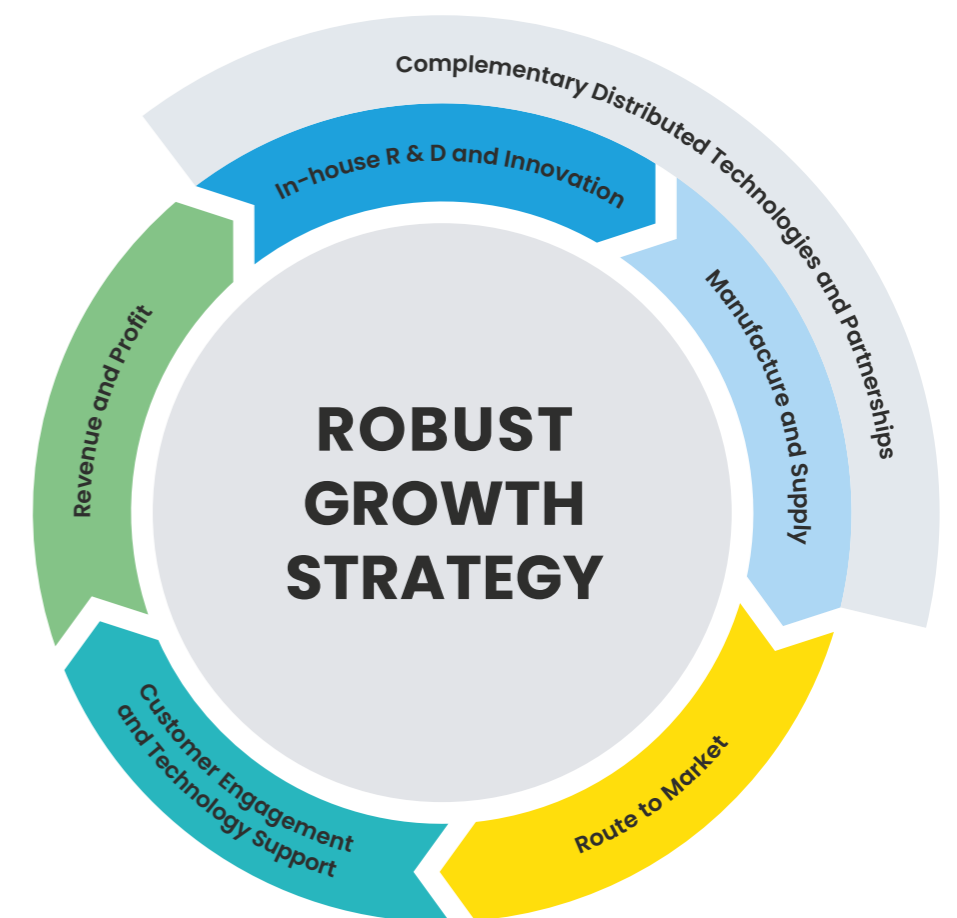


*Does not include carriage c.1%

Our Business Model

Annual report FY23 p.7

Our business model always aims to be cash generative from operations as we sell existing products into existing markets. During the product life cycle, they generate **profits** and **cash** for the Group which in turn we use to **re-invest** in our business through **R&D** or by **acquisitions** for future growth.



“We continue to challenge ourselves to ensure that we structure our business to meet our growth ambitions and invest appropriately where we can realise the most opportunity. This year we have delivered on some complex projects, which we feel put us in good stead for the next financial year, due to greater capacity, capability and efficiencies.”

Neil Campbell, CEO

Annual report FY23 p.25