



Capital Markets Event

12th September 2019



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Welcome

Matt Sassone

Chief Executive Officer



Programme



Presentations

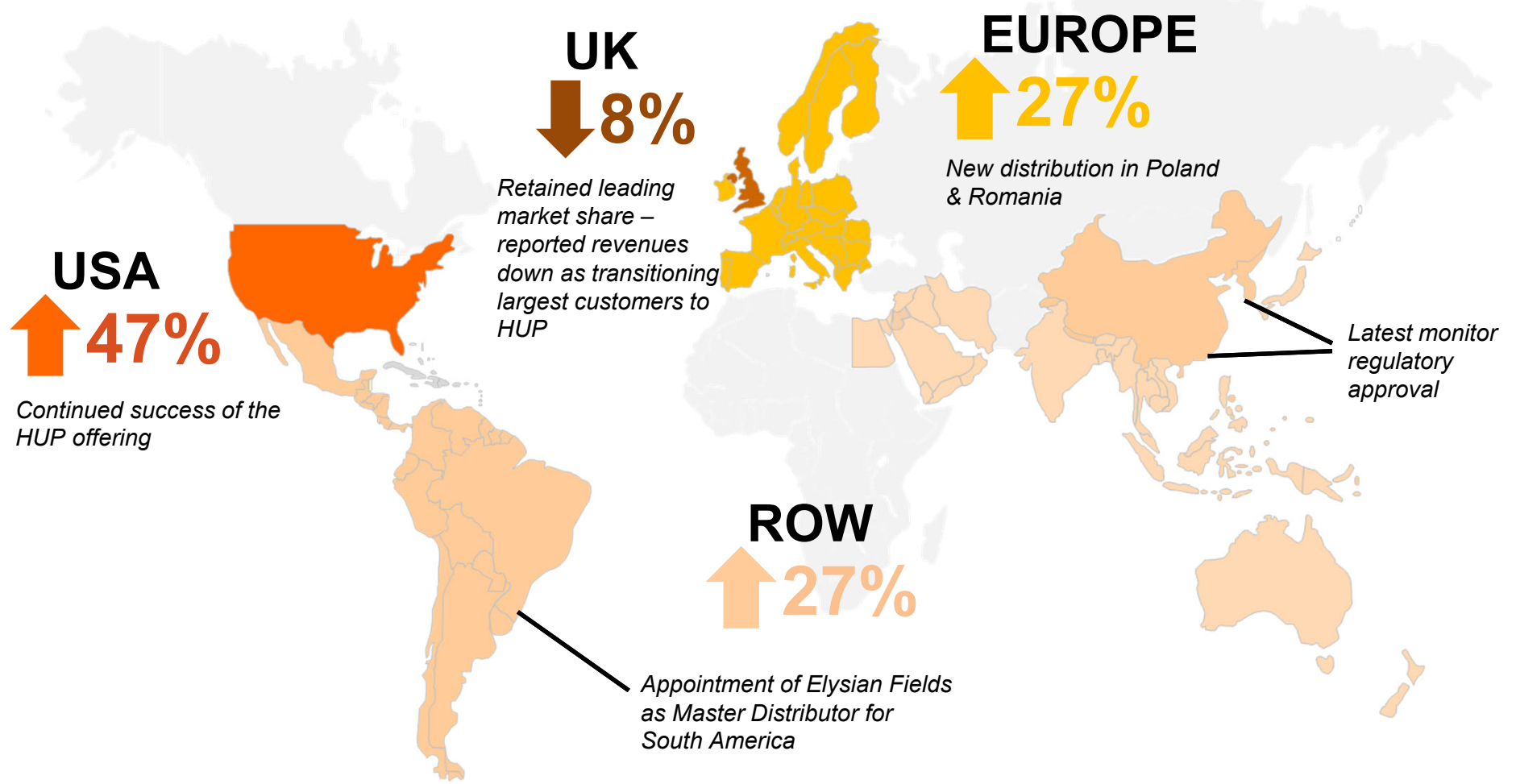
- Tim Hall (Chief Financial Officer)
- Shane Doorish (Head of North America)
- Eric Mills (Head of Product Development)
- Dr Frederic Michard (Critical Care Doctor, who trained in Paris and Boston at MGH-Harvard Medical School. Founder and Managing Director of MiCo, a consulting firm which specialises in medical e-nnovations.)

General Q&A session

Opportunity to network with Board & presenters

LiDCO Product Sales up 10% (H1 2019)

LiDCO product revenues (H1 2019) and % growth vs H1 2018



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 REVENUES UP 119% to £0.80m (2018: £0.37m)

STRONG FOUNDATION OF RECURRING REVENUE

Disruptive business model meeting US healthcare needs

Attractive high gross margin business

Gaining market share outside of home market

Leading market share in UK

BEYOND FY19-20

CASH GENERATIVE

PROFITABLE

ABLE TO EXPLOIT NEAR ADJACENCIES

Operations update

Tim Hall

Chief Finance Officer



Introduction



30 years of experience in life science industries:

- Oxford Gene Technology IP Ltd
- Lombard Medical Technologies PLC
- Celltech Plc, Medeva Plc and Wellcome Plc

Reasons for joining LiDCO:

- Leading UK market share demonstrates strength of value proposition
- Significant US & other market growth opportunities
- Leverage my experience to help accelerate growth, deliver profitability, improve cash generation and add value
- Most importantly, appeal of working alongside Matt and the other Board members

HUP - Deconstructed



Impact of \$ Exchange Rate Changes



Brexit



LiDCO operates in two regulatory environments

- The hemodynamic monitor and ancillary devices are CE Marked medical devices
- Lithium Chloride used in the calibration measurement of cardiac output is a pharmaceutical product licensed by the UK Medicines and Healthcare products Regulatory Agency (MHRA)

Both regulatory environments are impacted by Brexit

However, WTO rules generally apply no tariffs to medical products

Why act now?



- A “hard Brexit” remains a real risk
- Without action now LiDCO may:
 - be unable to sell its products in the EU on 1 November; and
 - need to write-off certain European packaged stocks
- In the event of the UK remaining in the EU or in a customs union the regulatory actions taken can be reversed

Actions - CE Marked Devices



- Contract signed to change LiDCO's Notified Body from SGS UK to SGS Belgium
- Authorised Representative for EU product will also change from LiDCO Ltd to LiDCO Netherlands B.V.
- The above will require changes to both the EU product labels and IFUs
- As most labels printed just prior to shipment, cost of label changes are not significant
- Over time any divergence between UK & European regulatory standards may add costs

Actions - Lithium Chloride



- EU distributors are being encouraged to buy existing EU packaged stocks prior to 31 October to ensure that all UK Qualified Person (UK QP) released stocks are “in market”
- Key European Marketing Authorisations are being moved from LiDCO Ltd to LiDCO Netherlands B.V.
- Third parties are being contracted to provide:
 - European based quality tests
 - European QP release
 - European pharmacovigilance services
- Extra annual costs expected to be £10k to £15k p.a.



US Market

Shane Doorish

Head of North America



USA Market



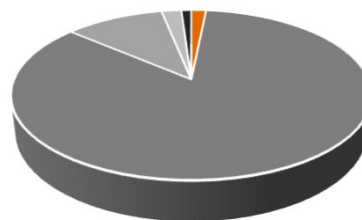
H1 Performance



↑47%* to £0.9m

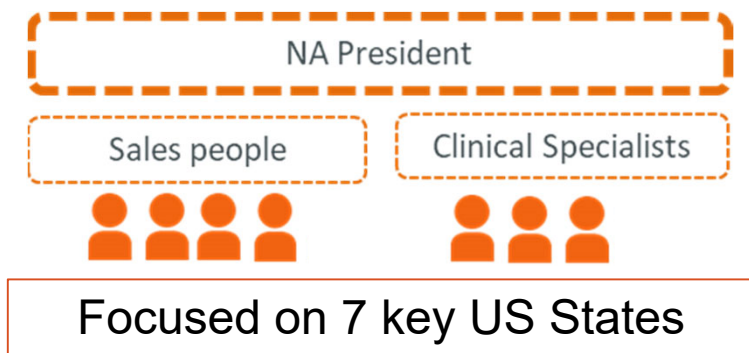
*42% constant currency

Market Share



- Small share of large growing market
- Dominated by one large player
- One new market entrant

Current Infrastructure



- US sales now at 7 FTEs
- Utilising independent resources when necessary
- Increased clinical presence & expertise
- ‘Trust in Better’ marketing campaign launched
- New software features well received
- LiDCO brand strengthening

Largest market and greatest opportunity for LiDCO

Building market share



Gaining share, winning trust



15 HUP's currently:

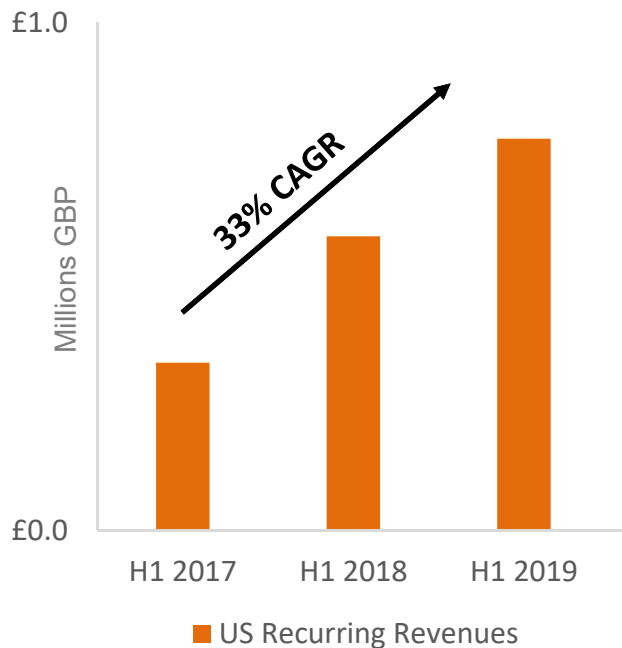
1. Multiple teaching institutions across US
2. Increasing penetration in multiple Depts
3. Long term renewal for largest US HDM user
4. 4 renewals for longer terms (2-4 years)
5. Only 1 from 16 HUP's not renewed, opting to revert to per patient option, still with LiDCO

Exciting pipeline



- Excellent customer/user feedback
- Major hemodynamic monitoring accounts across USA engaged
- 10+ centres in Purchasing stage today
- Competitor reaction: new capital, bundling, research grants & leveraging relationships

Summary



- H1 performance underlines new approach impact
- HUP continues to attract attention & renewals
- Significant pipeline, but lengthy purchasing process remains
- Major hemodynamic monitoring accounts across US engaged

H1 REVENUES UP 42%* v PY
(*constant currency)



Hemodynamic Monitoring

LiDCO Product Development

Eric Mills

Head of Product Development



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LiDCO's Product Development



Market starts to shift to uncalibrated technologies

Space around 'head of bed' becoming more premium

Non-Invasive technology emerges

Adoption of technology restricted by high per patient costs

Clinical Utility via Decision Support

LiDCO responds by launching LiDCO Rapid

LiDCO incorporates Medtronic's BIS into monitor

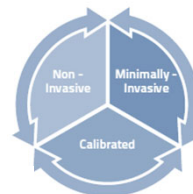
LiDCO launches CNAP

LiDCO launches unlimited HUP offering

LiDCO launches Interactive Protocols



2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018



LiDCO Rapid
Minimally Invasive trending technology

LiDCO Rapid
With Non-Invasive technology and depth of anaesthesia

LiDCO Unity
All technologies on one monitor platform

High Usage Programme
Rethinking the market

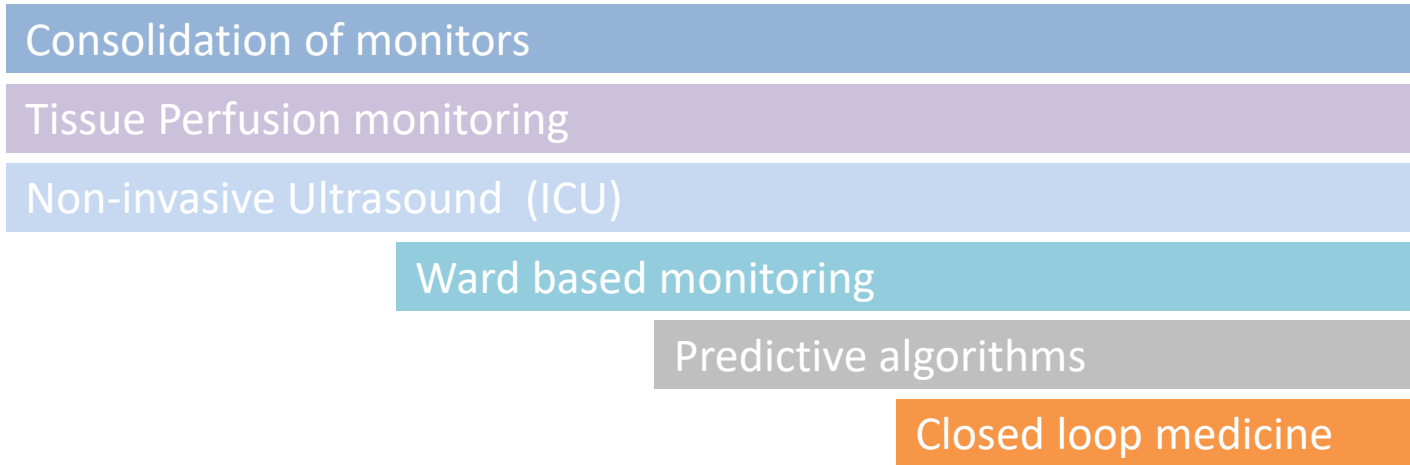
Decision Support and improved Clinical Utility



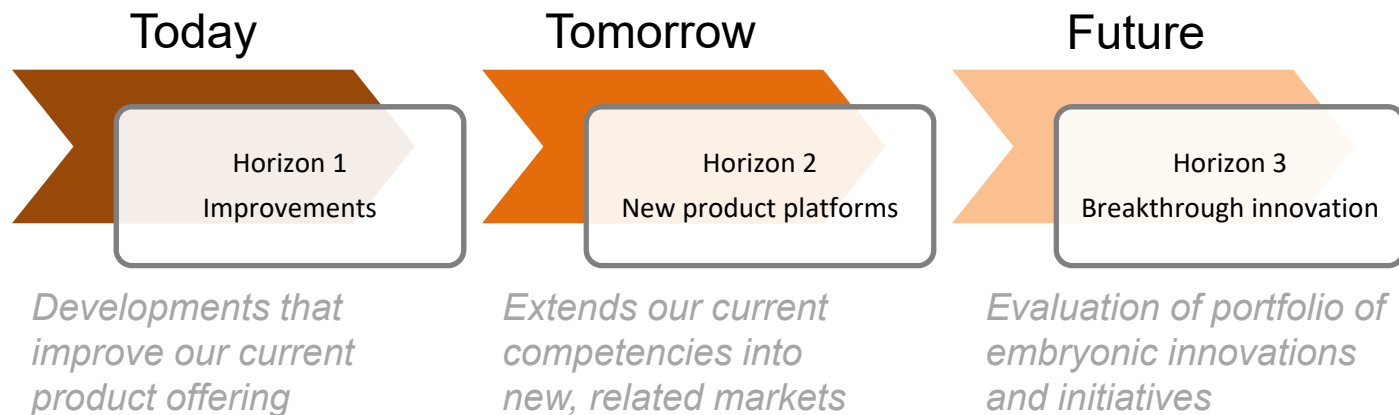
LiDCO's Roadmap



Trends in market



Investment Horizons



Non-invasive technology



LiDCO non-invasive technology

In patients without an arterial line, the CNAP sensor enables the non-invasive and continuous monitoring of finger blood pressure with a reusable sensor (*Jelezcov et al. Br J Anaesth 2010*).

Announced today, LiDCO has signed an updated non-invasive technology agreement with CN Systems Medizintechnik AG.

Enabling LiDCO to incorporate the following product improvements:

- **Faster set-up**
Reducing the time to start monitoring by an estimated 50%
- **Sensor size assistant**
Automatic recognition of wrong sensor size
- **Improved signal optimisation**
More reliable short & long term blood pressure tracking

Development Summary



Continuous Improvements

Now: Modernised Graphics
Decision Support Protocols

Next: New Commercial Options
Improved CNAP features

TEAM

Agile & Multi-skilled
Supported by clinical advisory group
Outsource tasks to increase speed



The future of hemodynamic monitoring

Dr Frederic Michard

Consultant Intensivist



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Wrap up

Matt Sassone

Chief Executive



Summary



- HUP strategy is delivering
- HUP is a unique value proposition & market disruptive
- US - significant HUP pipeline but lengthy purchasing processes
- UK – largest customers being converted to HUP
- Significant growth opportunities on selected markets internationally with distribution partners
- On path towards sustainable profitability

Q&A

