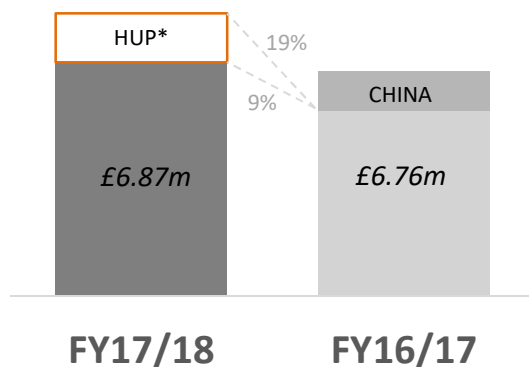


Financial Overview



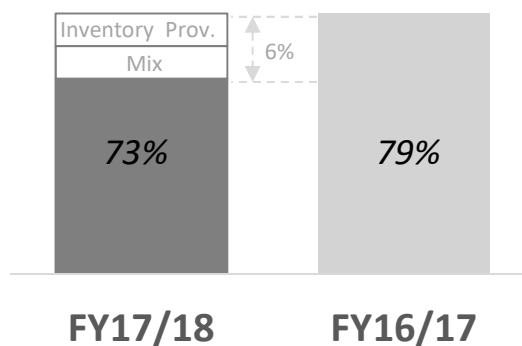
LiDCO Products - Year ended 31 January 2018

Revenue



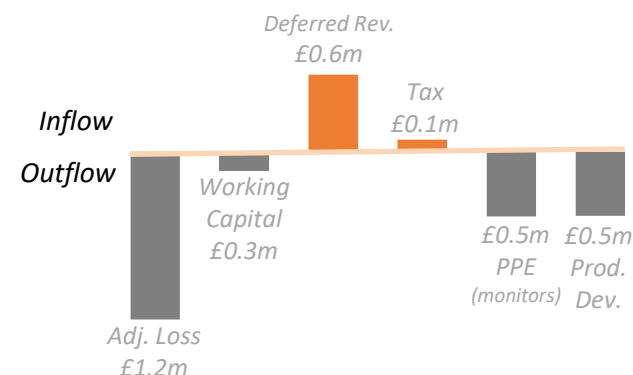
- LiDCO product revenues grew by 2% to £6.87m (2017: £6.76m)
- £0.60m (2017: nil) of deferred HUP revenues on the balance sheet
- China no sales in year, due to regulatory issue
- 315 monitors sold / placed (2017: 227 units)

Gross Margin



- Overall gross profit margin from LiDCO product was 73% (2017: 79%)
- 3% reduction due to an increase in the inventory provision – product obsolescence
- 3% reduction due product mix – higher monitor sales

Cash



- Year-end cash balances amounted to £3.23m (2017: £4.90m)
- The Group remains debt free and well-funded to execute its growth strategy
- HUP - Annual cash payment in advance & self funding

**Illustrative pro-forma without deferral*