

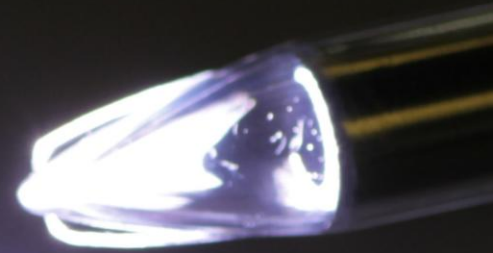


Surgical Innovations Group Plc

2025 H1 Investor
Presentation

David Marsh, CEO
Brent Greetham, CFO

Commercial & Operational Highlights





MDR transition successfully completed, positioning the business for smoother regulatory compliance and execution.



2024 operational initiatives delivering benefits, with efficiencies and performance improvements starting to filter through.



Sustained growth of the SI brand, reinforcing market presence and long-term customer confidence.



OEM division strengthening via growing partnership with global instrument companies, reducing reliance on legacy partnerships and broadening revenue base.



Sustainability messaging driving strong momentum in Europe, supporting differentiation and customer engagement.



New third-party products gaining traction in the UK, contributing to sales growth and market diversification.

- **Appointment of Roy Davis, Andrew Boteler and Duncan Soukup** as Non-Executive Chair, Independent Non-Executive Director and Non-Executive Director respectively, **with immediate effect**.
- **Jonathan Glenn and Keyvan Djamarani will step down** from the Board as Non-Executive Chair and Non-Executive Director respectively **with immediate effect**. Jonathan and Keyvan joined the Board in 2023 and during this time have been instrumental in the driving the operational review of the business.
- **Roy joins the Board with a mandate** to work alongside the current Executive Directors, David Marsh and Brent Greetham **to drive value creation for shareholders over the medium term**.

Roy Davis

Non-Executive Chair

- >35 years of global experience in a variety of industries, including medtech, diagnostics and technology.
- Currently Chair at Inspiration Healthcare Group plc, Foster & Freeman Ltd (Galton group) and a NED of Futura Medical plc
- Previously Chair of LungLife AI, Inc., Medica Group plc, Edinburgh Molecular Imagin Ltd and RAIR Health Ltd.

Andrew Boteler

Independent Non-Executive Director

- >30 years' experience in both executive and non-executive roles in the financial sector.
- Currently NED at Octopus AIM VCT plc and Cake Box Holdings plc.
- Previously NED at LungLife AI, Inc., CFO at Gooch & Housego plc and FD at Riverford Organic Farmers.

Duncan Soukup

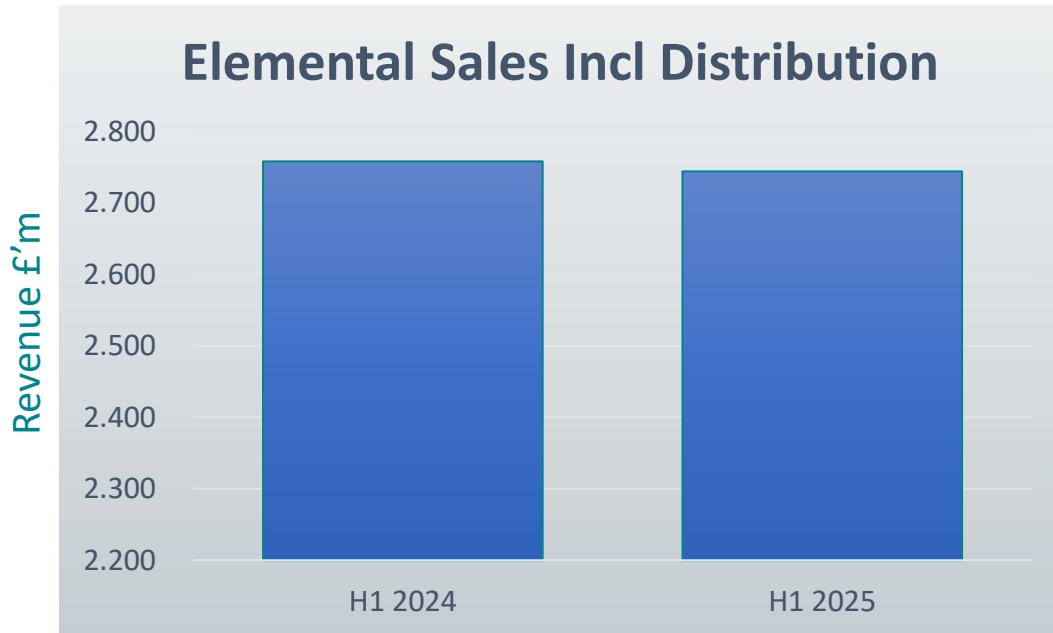
Non-Executive Director

- >35 years of investment experience.
- Currently a director of a number of UK listed companies including Thalassa Holdings Ltd, Alina Holdings plc and Anemoi International Ltd.

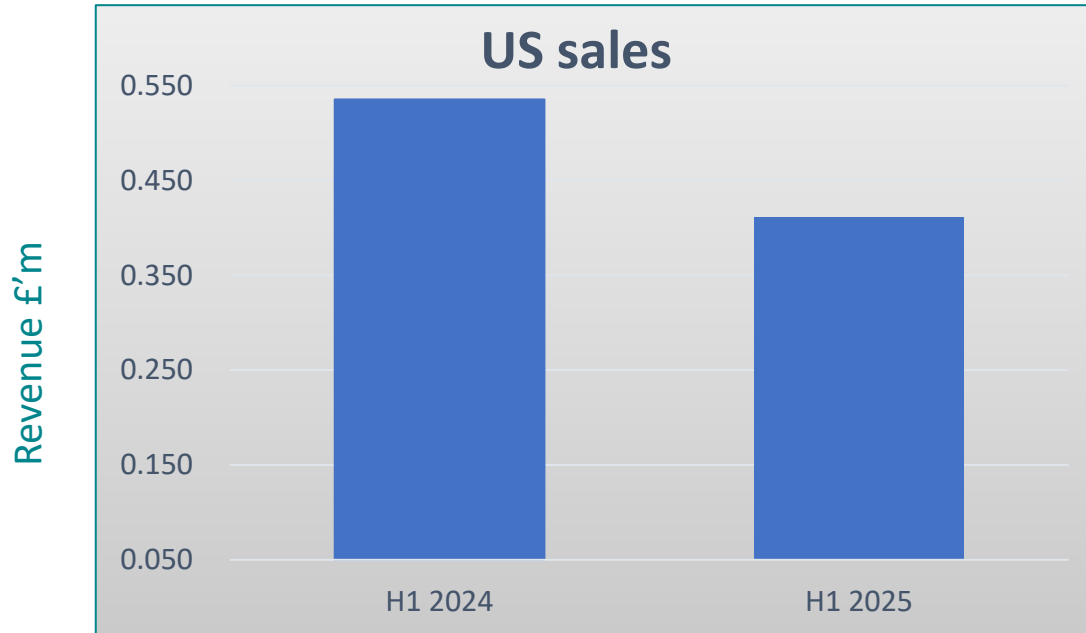
Market Overview



Market Overview – Elemental

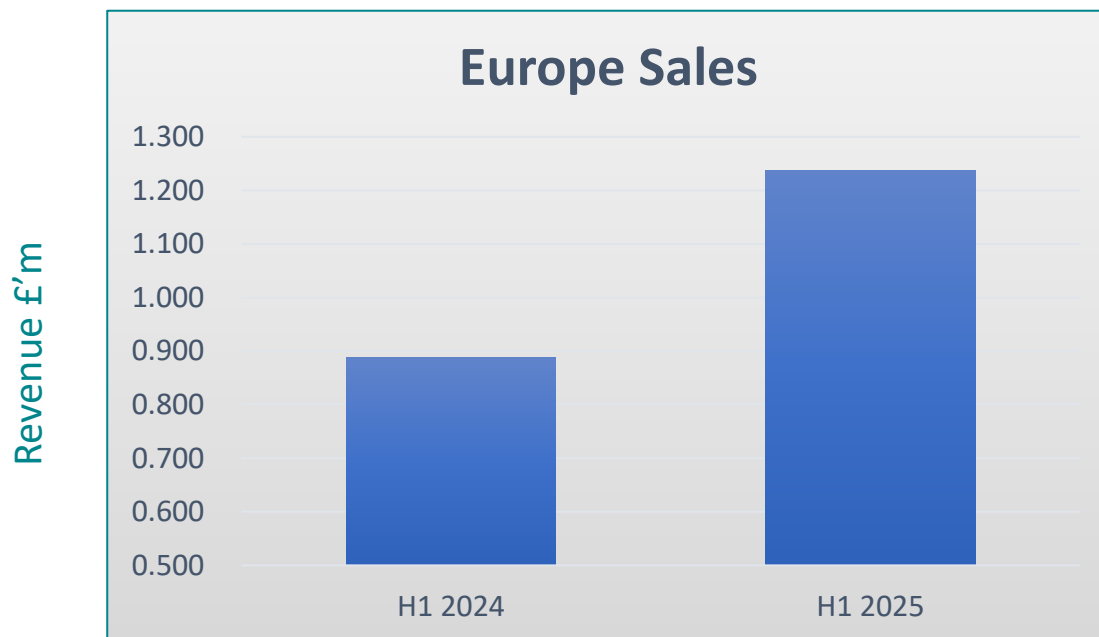


- **Stable topline performance:** UK H1 2025 sales of £2.74m (vs. £2.75m in H1 2024), reflecting portfolio realignment as certain third-party products were discontinued.
- **Strong underlying momentum:** Like-for-like sales up 10%, demonstrating robust demand across the retained product portfolio.
- **Growth investment underway:** Ongoing sales team expansion and channel development expected to support revenue acceleration into H2 2025 and 2026.
- **Pipeline expansion:** New product introductions scheduled for Q4 will broaden the offering and drive penetration into the UK market.



- **Sales Performance:** Revenue declined to £0.4m in H1 2025 (down from £0.5m in H1 2024).
- **Market Challenges:** Tariffs impacting US sales and difficulties in establishing a broader route to market.
- **Product Strategy:** Exploring opportunities to broaden US product offerings, particularly with devices like the Gastric Calibration Tube.
- **Strategic Review:** Ongoing evaluation of potential solutions to address market barriers, although these remain expensive.

Market Overview – Europe



Sales Performance: Strong growth with revenue of £1.2m in H1 2025 (up from £0.9m in H1 2024).

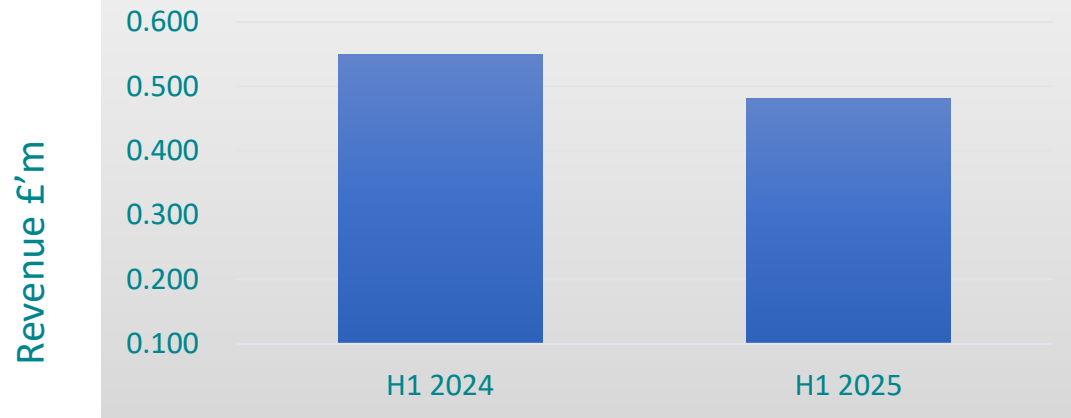
Marketing & Sustainability: Focus on sustainability messaging and enhanced marketing support driving increased engagement and sales.

Product Momentum: New product launches, LogiTube and Elite XL, gaining traction and contributing to growth.

Opportunities: Launch of LogiTube Lux in Q4 expected to create additional growth potential.

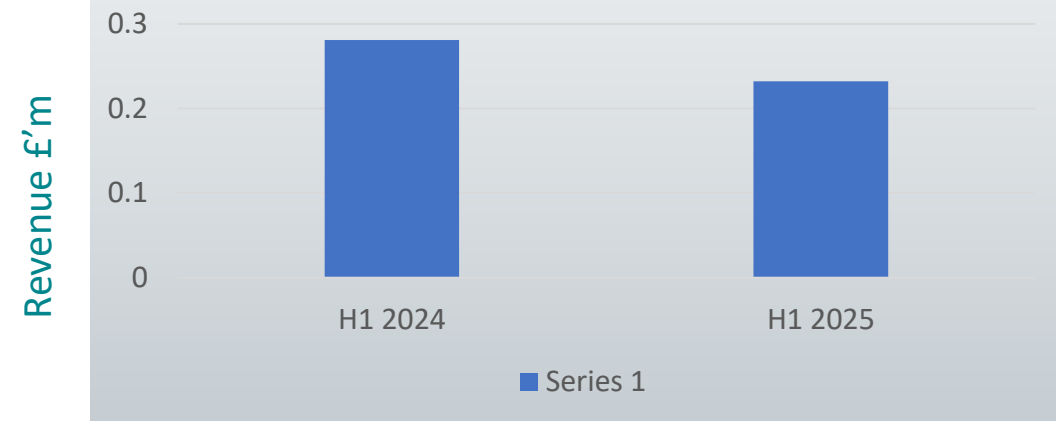
Market Overview – APAC & ROW

APAC Sales



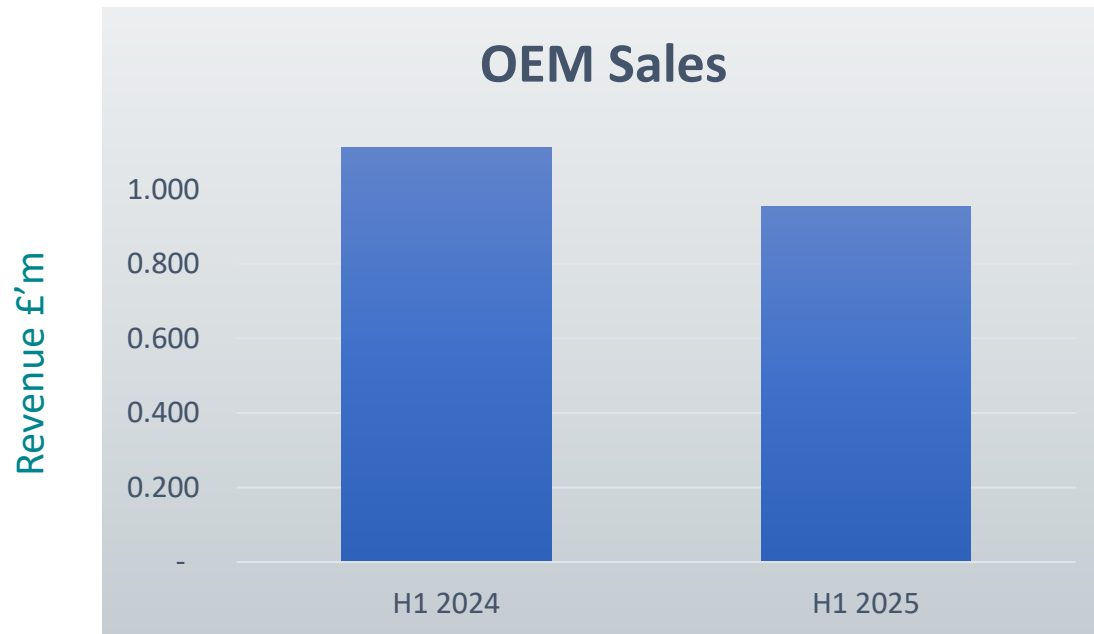
- APAC overall sales declined to £0.5m in H1 2025 (H1 2024: £0.55m).
- Japan delivered strong growth, up 9% year-on-year.
- India sales fell, primarily due to the loss of key sales personnel.
- Key focus for H2: successful launches of Logi and Logiut in Japan.

ROW Sales



- Sales declined to £0.23m H1 2025 (H1 2024: £0.28m).
- Inconsistent sales to Middle East and current situation in Israel.
- Short-term product issues in Canada led to delays in evaluation, slowing orders.

Market Overview - OEM



- OEM Revenues: £0.95m in H1 2025 (H1 2024: £1.1m), reflecting backorder clearance in prior year.
- SI OEM Products: Sales more than doubled to £0.18m (H1 2024: £0.09m).
- Order Book: Strong pipeline for H2, supporting continued growth.
- Strategic Progress: Momentum building through partnerships with global instrument companies.
- Outlook: Forecasted OEM sales in H2 expected to be strong.

Compliance Update

- **Major Regulatory Milestone Achieved:** Company recommended for MDR certification across all product groups, securing continued market access for SI-branded devices beyond the 2028 deadline.
- **Comprehensive Regulatory Approvals:** SI-branded products now FDA approved, UKCA approved, and recommended for MDR certification.
- **Successful Compliance Oversight:** Annual audits completed successfully, demonstrating strong adherence to regulatory standards.
- **Strategic Advantage Secured:** These achievements reinforce the company's position in key global markets and support long-term growth.



Sustainability Drives Growth

CLEAR SUSTAINABILITY ADVANTAGE

Resposable™ design reduces single-use plastic waste, aligning with hospitals' environmental targets.

STRONG CUSTOMER ADOPTION IN EUROPE

Sustainability messaging resonates with healthcare systems prioritising green procurement.

DIFFERENTIATION IN COMPETITIVE TENDERS

Sustainability credentials provide a distinct edge versus conventional disposable products.

COMPLIANCE WITH NHS AND EU SUSTAINABILITY GOALS

Directly supports procurement teams under pressure to meet carbon reduction commitments.

GROWING INFLUENCE IN THE UK MARKET

Alignment with NHS "Net Zero" agenda accelerates adoption and sales growth.

COST AND ENVIRONMENTAL EFFICIENCY

Resposable model lowers overall waste management costs while reducing carbon footprint.

New Product Developments

- **Cost Reduction Initiatives:** First two cost-down projects to be implemented in H2, with benefits expected in 2026.
- **Product Launch:** LogiTube Lux scheduled for Q4 launch; FDA approval anticipated in Q1 2026.
- **Future Pipeline:** Next generation Access Device.
- **Continuous Improvement:** Ongoing focus on materials and manufacturing options to drive further cost-down projects.



Financials



Financial Highlights

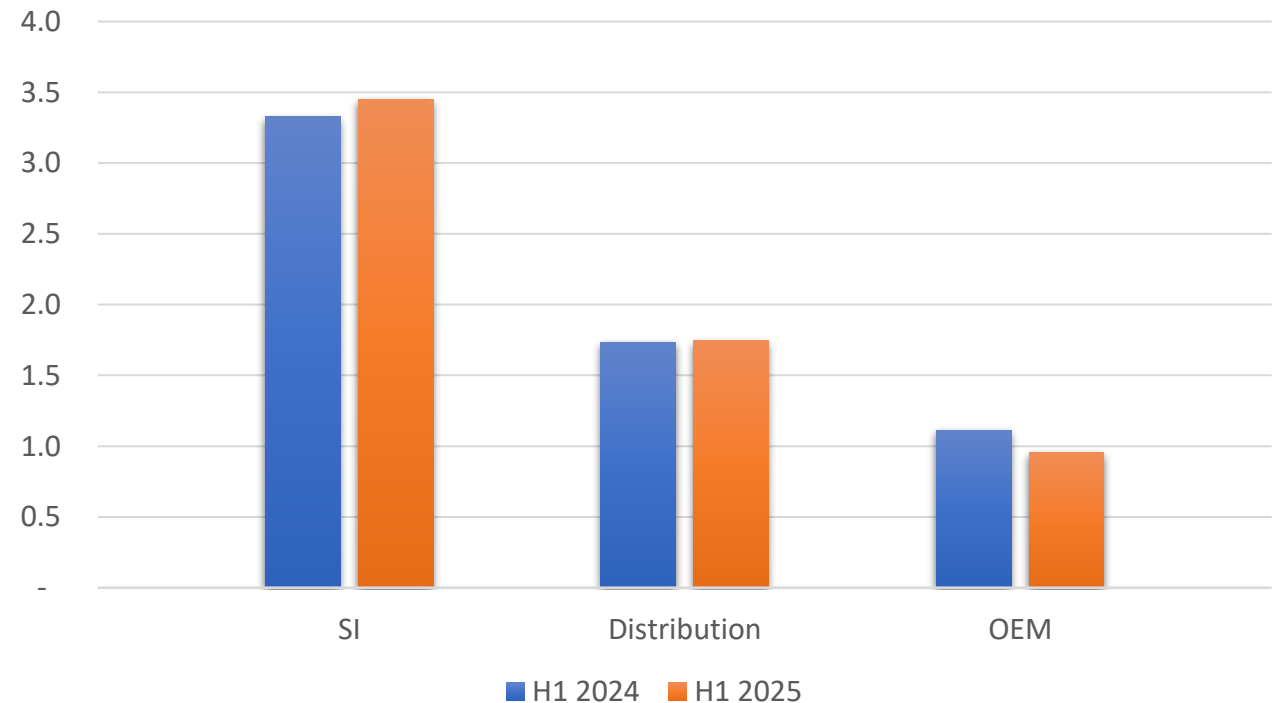
	H1 2025	Change vs. prior comparative	H1 2024
Revenues	£6.15m	(0.5%)	£6.18m
Gross Margin	31.3%	(1.6%)	32.9%
Adj. EBITDA ¹	£0.37m	+£0.37m	£0.00m
Adj. operating profit / (loss) ¹	£0.06m	+£0.38m	£(0.32)m
Adj. profit / (loss) earnings per share (pence) ¹	0.0020p	+0.042p	(0.040p)

1. Adjusted EBITDA, adjusted operating profit/(loss) before tax and Adjusted EPS are stated before deducting non-recurring/ exceptional costs of £nil (H1 2024:£0.11m), impairment of intangible costs of £nil (H1 2024: £nil) and share based payment costs of £nil (H1 2024 H1: £nil)
2. Net cash equals cash less bank debt only (2025 H1: (£0.5m); H1 2024: £0.2m)

Revenue Analysis

- SI-branded sales increased by 3.7% to £3.45m (H1 2024: £3.33M).
- Distribution sales increased by 0.7% to £1.75M (H1 2024: £1.73M).
- OEM sales reduced 14.4% to £0.95M (H1 2024: £1.11M).

Revenue by Segment £'M



Margin Analysis

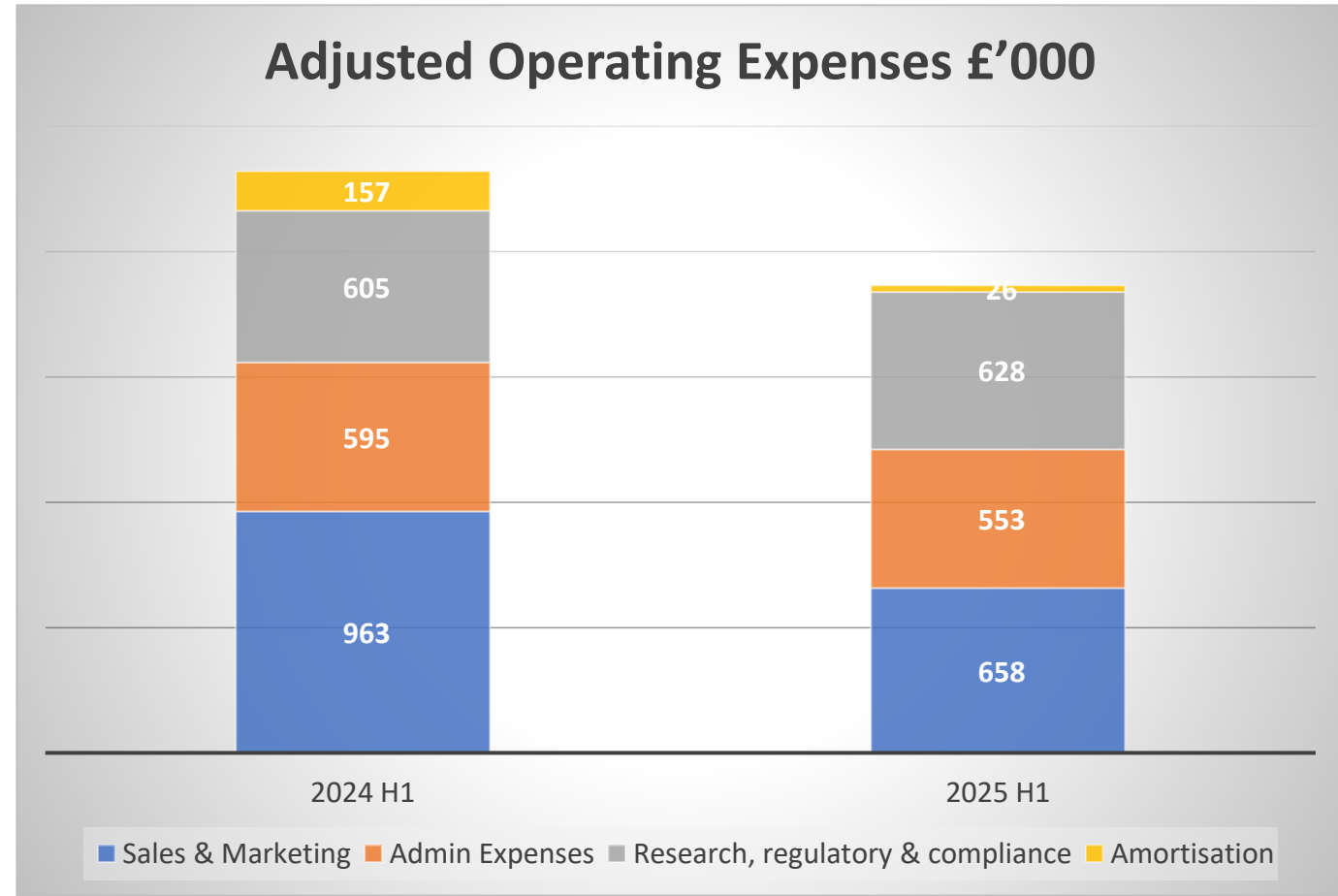
- Contribution margins are below H1 2024 but above FY 2024 levels, because of changing sales / customer mix.
- The business has seen limited price increases year over year, albeit several planned increases will come into effect in H2 2025.
- Pressure upon cost base and inflationary increases to material costs, creates margin headwinds.
- Continuing efficiency initiatives, including cost downs, will support H2 performance.

Gross Margin Analysis	H1 2025	FY 2024	H1 2024
	£'m	£'m	£'m
Revenue	6.15	11.95	6.18
Cost of Sales	(4.05)	(8.28)	(4.05)
Underlying Gross Margin	2.10	3.66	2.12
Underlying Gross Margin %	34.1%	30.6%	34.4%
Net Cost of Manufacturing	(0.18)	(0.23)	(0.09)
Contribution Margin	1.92	3.44	2.03
Contribution Margin %	31.3%	28.8%	32.9%

Operating Expenses

- Adjusted Operating Expenses¹ are below the prior year at £1.86m (H1 2024: £2.3m), because of restructuring activities in 2024, and a resulting lower headcount.
- Lower levels of amortisation compared to the prior year.
- Modest increase in expenditure in H2 due to investment in Sales and Marketing to support expected revenue growth and recruitment of a small number of vacant positions that were on hold

1. Adjusted operating expenses are stated before deducting non-recurring/ exceptional costs of £nil (H1 2024: £0.1m), impairment of intangible costs of £nil (H1 2024: £nil) and share based payment costs of nil (H1 2024: £nil).



Financial Position

	30 June 2025	31 Dec 2024
	£'m	£'m
Tangible assets	1.29	1.50
Intangible assets	5.47	5.42
Total non-current assets	6.76	6.92
Inventories	2.60	2.97
Trade receivables	2.23	1.75
Other current assets	0.37	0.41
Trade & other payables	(1.42)	(1.60)
Accruals and deferred Income	(0.36)	(0.69)
Total working capital	3.41	2.84
Cash & cash equivalents	(0.46)	0.20
Borrowings	(0.33)	(0.50)
Right of Use Lease obligations	(0.61)	(0.74)
Total net cash	(1.40)	(1.04)
Adjusted net cash	(0.79)	(0.30)
Other	(0.23)	(0.17)
Net assets/total equity	8.54	8.55

- Inventory review across H1 2025 has resulted in lower stock level holding since 31 Dec 2024.
- Cash headroom of £0.5m (including £1.0m invoice discounting facility), increasing to £0.8m at end August, as receivables balance unwinds.
- H2 activities include ongoing review of Trade Receivable and Trade Payable terms.
- Inventory reduction efforts to continue into H2.

Summary & Outlook

- Successful roll out of new products in global markets to broaden product portfolio.
- Major regulatory milestone achieved, MDR certification secured across all product groups.
- Cost reduction initiatives implemented, having a positive impact on the Group's profitability.
- Continued focus on sustainability initiatives.
- Board confident the Group is positioned for longer term sustainable growth.





Thank You

Questions