




Developing new products can be a race: to be first to market, to be the first company to launch a new product or to be the first company to start selling a new product.

But being first isn't always better; there are times when it's advantageous to sit back and watch what the market is doing, what other companies are doing and the direction that our customers want the product to go in...

That's why we have waited until now to launch our version of Auto O2.

A while ago we saw a system which really excited us. It was responsive, safe and most importantly effective. It managed to keep the SpO₂ within a range of only 5%; it looked at many different inputs to determine an action; it analysed the inputs every second and could make as many changes as necessary and, what's more, it didn't flinch when it saw sudden changes in baby saturation.

This breakthrough system was developed by medics in the Tasmanian Health Service working with scientists and engineers from the School of Engineering and ICT at the University of Tasmania. At that time they were looking for an advanced infant ventilator in which to launch their system.

Since then they have been helping us to incorporate their unique system into the SLE6000.

We're calling the new system OxyGenie®, because we think it works like magic!

OxyGenie has been elegantly incorporated into the SLE6000 and helps to reduce the workload on medical staff. Monitoring SpO₂, the system uses a series of very clever algorithms to manage FiO₂ quickly and accurately with trials showing a 25% increase in target range, and the virtual elimination of prolonged periods of hyperoxia and hypoxia. What's more with OxyGenie continuously monitoring and adjusting FiO₂, this significantly reduces medical interaction freeing staff for other activities.

The new OxyGenie is going to be launched individually in each country so to find out more please contact your local SLE specialist to find out when it will be available in your hospital.

We think you'll agree that it's been worth waiting for...

SLE6000 SpO₂ with Masimo technology



SLE have introduced an option to integrate Masimo SET® pulse oximetry technology into the SLE6000 allowing real-time monitoring of patient oxygen saturation levels.

The integration of SpO₂ into the SLE6000 allows the caregiver to easily control the inspired O₂ levels whilst also monitoring other ventilator parameters on one central piece of equipment. This is particularly useful in trend mode when simultaneous trends of pressures and SpO₂ can quickly show correlation.

Masimo technology was chosen as it is recognised as the gold standard in saturation monitoring, and is proven to work very well on newborns.

SLE6000 HFOV adds Volume Targeted Ventilation



The new VTV (Volume Targeted Ventilation) mode on the SLE6000 involves the automated monitoring of end-tidal respiratory volumes to maintain appropriate volumes for the patient. This mode can be used with both HFOV (high frequency ventilation) and conventional ventilation therapies.

In the SLE6000 HFOV+VTV mode, the exhaled volume (Vte) and pressure are measured via the flow sensor at the patient connection, this data is then averaged and compared to make calculated adjustments to pressure, to achieve the targeted exhaled volume.

This means that if there is a change in the infants breathing in terms of resistance, compliance or respiratory effort, VTV will adjust pressure to ensure the infant always gets the correct amount of air.

This mode of therapy is thought to have potential benefits including reduced fluctuations in SpO₂ and more stable PaCO₂ preventing episodes of hypo and hypercarbia.





Welcome to this latest edition of the newsletter. There has been a lot of exciting activity at SLE over the past months and the details of our progress and upcoming product launches are showcased within this newsletter.

We have been adding new features and further enhancements to the SLE6000 ventilator and we also have an exciting announcement regarding a research and development partnership with a university to bring closed loop oxygen control to SLE's range of ventilators.

Ongoing sales of ventilators has been very encouraging and our most recent financial results show a 10% growth in turnover revenue and reflects not only the ongoing sales, and the hard work of the SLE team, but also the positive market reception for the SLE6000 since its release.

Like all medical device manufacturers, SLE has seen the regulatory environment for our industry evolve rapidly over the last few years. In a rapidly changing regulatory environment, additional requirements and increased oversight by the regulatory authorities have been noticeable developments.

SLE appreciates the benefits of enhanced scrutiny although along with the rest of industry, we have noticed a slowing of the product approval process by the regulators which unfortunately has the effect of introducing delays to new product releases.

However, none of this diminishes SLE's commitment to developing new products to support our users and partners and we will continue to prioritise the development and release of new, innovative products. I hope you enjoy the news of these developments in this newsletter.

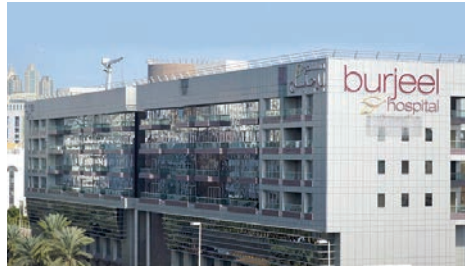
Bernard Nelligan
Managing Director

Our Partners Worldwide

Sales of SLE's newest and most advanced ventilator the SLE6000 have been thriving internationally, however, the SLE5000 is still doing extremely well. The most noteworthy; the SLE5000 has reached once untapped markets, including an installation in Myanmar the southeastern Asian country formerly know as Burma.

The most notable growth in sales has been recorded in middle-eastern markets with over 35 SLE6000s being placed in hospitals across the Unites Arab Emirates in the past year.

A little closer to home but equally as newsworthy, we had our first installation of an SLE6000 in the picturesque historic city of Salamanca, Spain.



Burjeel Hospital, Abu Dhabi, equipped with 7 SLE6000 Ventilators



SLE European Sales Manager, Paul Neilson (left), with Juan-Carlos Herrero, MD of PROHINSA (our Spanish distributor) in Salamanca, Spain

International Clinical Training 2018

Back in 2005, SLE launched an international training programme designed to educate clinical staff in the best practices of ventilating the neonate and lung protective ventilation strategies. The training courses include a combination of lectures and hands-on practical training which have continued to evolve as new therapies and thought-leadership develops in step with advancing technology.

These training courses were first held in Berlin, Germany but are now held throughout the world, and are supported by leading neonatologists from the United Kingdom, Australia and Switzerland. So far we have so far run courses in numerous countries and cities including: Germany, Croatia, Moscow, Ekaterinburg, Colombia, Chile, Argentina, Egypt, Dubai, Bahrain, Singapore, Jakarta, Tel-Aviv and India.

In June this year Dr Peter Rimensberger led a neonatal/infant ventilation symposium on Lung Protective Ventilation strategies in Singapore. The participants used this particular workshop to build upon thier existing clinical knowledge and refresh their undetrstanding of best practice in the NICU.

Special thanks to local distributors; Junnimed in Singapore and Daya Cergas, Malaysia who supported this workshop.



Recent Brochure Updates:

- SLE6000 Module: etCO₂ Monitoring G0164/OUK/001 06/18
- SLE6000 Module: SpO₂ Monitoring G0163/OUK/001 07/18
- SLE6000: Introducing Modularity G0160/OUK/001 03/18
- SLE Miniflow, English G0140/OUK/001 03/18
- SLE Miniflow, Spanish G0140/OES/001 03/18
- Collodion Adhesive G0085/OUK/001 02/18
- Aerogen Solo & USB Controller G0147/OUK/001 02/18
- SLE6000 Accessory Starter Kits G0158/OUK/001 02/18
- High Flow Nasal Cannula, Spanish G0146/OES/001 01/18
- Accessories for Ventilators (SLE2000) G0149/OUK/001 12/17
- Accessories for Ventilators (SLE4000/5000/6000) G0156/OUK/001 12/17

Old brochures updated to new style (no content change):

- SLE2000, English G0006/OUK/001 01/18
- Inosys Calibration Kit G0020/OUK/001 01/18

International News

Martin Pearcy



We are now about 12 months into the launch of the SLE6000, a product that is redefining the very best in infant respiratory support, with Conventional, HFOV, and a suite of NIV modes that provide a one stop workstation in the NICU. This new product has been the valuable lead in some new found successes globally.

Late in 2017, we concluded an agreement with The University of Tasmania to licence an exciting new algorithm we have christened OxyGenie. This closed loop controller uses the measured SpO₂ signal to make frequent adjustments to the set oxygen delivered to the baby, not only does this improve the time in the target SpO₂ range by 25%, it also has profound improvement on the incidence and duration of potentially harmful episodes above and below the target range. This automated control is used in all forms of respiratory support and will be coming to market on the SLE6000 later in 2018.

The OxyGenie was instrumental in us concluding a supply contract for SLE6000 in Leiden University Hospital in Netherlands where OxyGenie will be used routinely. This was with much thanks to our partners in Netherlands MTT.

Meanwhile the launch of the SLE6000 has resulted in a good number of positive news stories with the take up of the product being much further ahead of where we had expected to be. Some special praise should go out to our partner Gulf and World Traders in Dubai for the great success they have had in the first year since launch, Teva in Israel have also had similar successes, as has GE Wipro in India who have marshalled some early adopter take up of this top end product and SSEM in South Africa.

In other news, this quarter we have seen our first ever order for SLE5000 ventilators from a newly appointed distributor Technomed in Myanmar - we welcome you aboard the SLE team and look forward to supporting you in this newly emerging market for neonatal life support.

In China we are now starting to distribute the Inosys with our partner Tokibo, the long registration process has finally concluded making way for marketing a sales of this Nitric Oxide delivery and monitoring system.

Other News

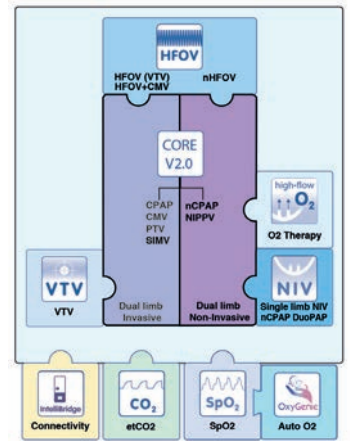
SLE6000 Modularity

Summer 2018 welcomes the release of a new way of buying ventilators, through software modularity.

Going forward all new SLE6000s will come with several core invasive and non-invasive modes with the option to add modules and customise the ventilator to suit customer's individual requirements.

Modules can be added at point of purchases or installed onto the ventilator at a later date.

These include HFOV (high frequency ventilation), VTV (Volume targeted ventilation) on HFOV and conventional ventilation, non-invasive High Flow O₂ Therapy, Single limb NIV (non-invasive ventilation), SpO₂ and etCO₂ monitoring.



Farewell to Denis Nelligan

Last year, the founder of SLE, Denis Nelligan, died peacefully at the age of 91 years.

Denis started SLE (then originally called Specialised Laboratory Equipment) in 1956 as a part time enterprise whilst he continued his 'day job' as an EEG technician in the NHS here in London. SLE started as a supplier of accessories for EEG machines and under his leadership developed over time to manufacturing EEG machines. In the late 1970s SLE became involved in the emerging field of neonatal ventilation. Denis guided the company through all these changes and grew the business to the position of prominence in the field of neonatal ventilation that the company enjoys today.

He did not retire until he was in his late seventies and even then he never really retired as his love of, and interest in, SLE and the people SLE served continued to captivate him.

The growth and continued success of SLE is his legacy and stands as a testament to his achievement of creating a caring, innovative and successful company.



SLE6000 EtCO₂ with Oridion Microstream™ technology

SLE has developed an end-tidal CO₂ monitoring software upgrade for use with the SLE6000 ventilator.

This requires an external hardware module, the MicroPod™, that plugs into SLE6000 and sends data on CO₂ from the patient for the ventilator to display and trend.

Changes in the expired CO₂ levels can be shown on the ventilator and trended for up to 14 days.



Staff Celebrations

We would like to give a special mention to **Stuart Jacobs** and **Linton Brown** who have both recently celebrated their 30th anniversaries at SLE. Also, please join us in congratulating the following members of the SLE Team who have celebrated service milestones since the last edition of SLE News...

15+ Years Service

John Braun Stock & Returns Controller
Patricia Brooks Production Assembler

10+ Years Service

Charlene Fauska Customer Services Administrator
Mark Catlin Despatch Administrator
Chris Worrell Marketing Manager
Raymond Hall Service Engineer
Apeksha Patel Product Evaluation Engineer Lead
Moses Jjumba Test Engineer
Hetal Patel Service Manager

5+ Years Service

Louise Grollman Customer Services Administrator
Mark Gaden Stores Lead Coordinator
Robert Stone Regional Sales Manager
Paul Neilson European Sales Manager
Shilo Beaton Clinical Training & Applications Specialist

New Starters (since last newsletter)

Bounthong Phommachanh Production Assembler
Maysum Janmohamed Production Engineer
Beverly McDonald Service Administrator
Abi Nithyanand Engineering Admin Assistant
Ade Joawo Test & Service Engineer
Sam Hains Stores Administrator
Sarah Westlake Sales and Marketing Assistant
Hannah Watson Engineering Placement Student
Rachel Heard-White Quality and Regulatory Affairs Administrator
Anthony Nelligan Operations Support Assistant
Paul Needham Software Engineer
Peter Seetal Electronics Design Engineer
Sahand Mozafari Associate Project Manager
Mohammed Ali Customer Support Engineer
Rifan Azeez Materials Planner
Sylvia Wan Quality Engineer
James Knight Quality Engineer
Rosaline Alagiri Engineering Admin Assistant
Abiy Desta Associate Project Manager
Chloe Aylard Graphic Design & Marketing Assistant



Beverley McDonald
Service Administrator



Sarah Westlake
Sales and Marketing Assistant



Chloe Aylard
Graphic Design and Marketing Assistant

Service Administrator: Beverley McDonald

Bev is Service Administrator at SLE. She has a busy and varied role which includes preparing service sheets for engineers for works to be carried out on equipment and processing of reports for customers on completion of repairs and maintenance, processing contract and invoicing etc.

In her spare time she started creating her own blends of body lotions, creams and washes using her favourite blends of essential oil, carrier oils and fragrances - her friends can't get enough.

She is also an avid/keen player of checkers (draughts), chess and backgammon which she organises with friends and family members throughout the year.

Sales and Marketing Assistant: Sarah Westlake

Sarah joined the Marketing team in Spring 2017 and assists with customer communications and distributor enquiries. Sarah has a Degree in Business & Marketing from Leicester Business School and worked in various marketing based roles before beginning a career in the medical industry.

She admits that joining SLE has been a complete learning curve, "I never dreamt I would fit so well in a company that manufactures neonatal ventilators, there is always something new to learn and I am embracing the technical and science based knowledge I have gained since joining SLE".

Although England is a flat and relatively mild country Sarah is an avid skier and regards Portes du Soleil, in the French Alps as her surrogate home. In her free time Sarah enjoys travelling, visiting friends and family, and spending quiet evenings at home with her cats Ziggy and Stardust.

Graphic Design & Marketing Assistant: Chloe Aylard

Chloe is the newest addition to the Marketing team. Having graduated from UCA in 2015 with a degree in Graphic Design, Chloe went on to work for a healthcare data analytics and insight company based in Canary Wharf. Here she utilised her design skills in a wide array of areas, such as brochure & catalogue design, web and UI design, marketing materials, illustration and more. She is excited to translate the skills learnt during her time there to SLE.

Come and meet us in 2018!



Arab Health 2018

Espnic Summer School - Geneva, Switzerland, 24th - 26th September

UK National Neonatal Transport Group Conference - Liverpool, 1st - 2nd November

Medica - Düsseldorf, Germany, 13th - 16th November

NNA (Neonatal Nurses Association) Conference - East Midlands, 30th November

For more upcoming events or to keep up to date with our latest news follow us on Twitter @SLE_Ltd



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