

BELMONT DISTRIBUTION PARTNER MEETING

JUNE 2, 2023 | GLASGOW

Internal Use Only



WELCOME TO GLASGOW!



AGENDA

Time	Topic	Lead
8:30 – 10:30	Optional Product Training (Megalithic Room) • CritiCool/Allon • HP, RI2, buddy	Alex Lupu, Tracy Hansen, Domenic Tutela
10:30 – 11:00	Break	
11:00 – 11:45	Welcome Belmont Business Update (performance, quality, product development, manufacturing)	Venceslao Benanzio Brian Ellacott
11:45 – 12:30	LUNCH -> 15min to bring plates back to meeting room	
12:00 – 1:00	Regulatory & Marketing Updates – latest Level 1 regulatory info & review of new tools & latest competitive intelligence	Jim Frontero, Alexandra Rousseau, Alex L.
1:00 – 1:30	Best Practice Sharing: Germany success (winning against Fluidio)	Michael Spindeldreher/ Alex L.
1:30 – 2:00	Best Practice Sharing: UK's high market share in Rapid Infusion	Ian Niblock / Lindsay Shearer
2:00 – 2:30	Best Practice Sharing: Military Selling to military – UK, AUS, Canada – 10 minutes each	Venceslao B.
2:30 – 2:45	Break	
2:45 – 3:15	Best Practice Sharing: Canada's lead generation campaign	JF Granger
3:15 – 3:45	Best Practice Sharing: Australia's accelerating utilization of disposables	Michael Hollis / Kimberly Hill
3:45 – 4:15	Best Practice Sharing: US Winning against Level 1	Alex L./Domenic T.
4:15 – 4:30	Meeting Close	Venceslao B.
4:30 – 5:30	INTERNAL ONLY – Move room and remove product	
5:30 – 6:15	Clinician's Perspective (Finnieston Room) Dr. Malcom Broom, Consult Anaesthetist, Clinical Lead for Obstetric Anaesthesia	Lindsay S. / Dr. Broom
6:15 – 7:00	Awards Celebration & Cocktail	Venceslao B.
7:30 – 9:30	Dinner at Ralph & Finns	





MARKET/RA UPDATE

LEVEL 1 REGULATORY STATUS

JIM FRONTERO
CCO, BELMONT MEDICAL TECHNOLOGIES

REGULATORY MARKET UPDATES

SUSPENDED CE MARK STATUS

- Until further notice, the **CE mark** for the Level 1® Fast Flow Fluid Warming system remains **suspended**.
- Recent market intelligence from Austria:
 - ICU successfully petitioned MOH Aug 2022 to continue using remaining Level 1 disposables till 5/1/2023
 - "Lack of raw material availability globally affecting availability of suitable alternatives"...
 - "Delivery times are delayed indefinitely.."
 - ICU Medical is now communicating to Austrian customers that they will not be able to supply Level 1 equipment and disposables after May 1, 2023.
- Globally, many clinicians remain unaware of the recall

IMPLICATIONS

- ICU Medical may have petitioned YOUR local market. Don't assume they haven't!
- Contact your local health authorities and communicate The Belmont is the best alternative and is AVAILABLE!
- Belmont can collaborate with you to contact your local health authorities
- Don't assume your customers know! KEEP communicating to clinicians that the Level 1 has the potential to leach aluminum and has a suspended CE mark and is on FDA recall!

TOOLS TO HELP YOU COMMUNICATE TO CUSTOMERS & LOCAL HEALTH AUTHORITIES



DO YOU KNOW WHAT'S IN YOUR FLUID WARMER?

THE US FDA HAS POSTED 3 CLASS I RECALLS IN 2021 DUE TO THE POTENTIAL RISK OF ALUMINUM LEACHING INTO INFUSATES

- Level 1® Fast Flow Fluid Warmer and NORMOFLO® Irrigation Warming System (August 2021)
- Recirculator 8.0 (June 2021)
- ThermoCor® 1200 (March 2021)

REGULATORY NOTICES IN EUROPE AND OTHER COUNTRIES

- On Oct. 6, 2021, The Danish Medicines Agency first published on its website an Urgent Medical Device Field Safety Notice issued by Smiths Medical regarding the LEVEL 1® Fast Flow and Irrigation Fluid Warming Systems Potential for Aluminum Ions to Leach into Warmed Fluids. This was followed by an update on Feb. 1, 2022: *"The Notified Body completed their review of the Affected Product Models of LEVEL 1 Fast Flow Fluid Warming and Irrigation System devices listed on page 1 [H-1200, H-1025, H-1100, H-1129, D-100, D-300, IR-700, D-60H, D-70, IRI-40, IR-500, IR-600] and has temporarily suspended the CE mark for the affected devices until further notice."*
- Since this initial publication, health authorities from the following countries have published similar notices for the Smiths Level 1® Fast Flow Warmer: Australia, Denmark, Canada, France, Germany, Hong Kong, Italy, Poland, Saudi Arabia, Slovenia, Spain and Switzerland. Sources: Danish Medicines Agency (<https://t.ly/W2uz>). Data on file.

THE US FDA PUBLISHED A SPECIAL LETTER TO HEALTH CARE PROVIDERS WARNING ABOUT THE "POTENTIAL RISK OF ALUMINUM LEACHING WITH USE OF CERTAIN FLUID WARMER DEVICES" ON SEPTEMBER 15, 2021

- Health issues may go undetected, or be attributed to other comorbidities
- Aluminum leaching may cause bone pain, muscle pain, muscle weakness, blood and metabolic derangements (such as increased levels of calcium or interference with iron absorption leading to anemia), and neurological effects (such as altered consciousness, seizures, and coma)
- Avoid using the identified fluid warmers when treating at-risk populations: patients with poor renal function, neonates, infants, pregnant mothers, and elderly patients
- Use alternative therapies to maintain patient temperature, such as an alternative fluid warmer

WHY WORRY WHEN YOU DON'T HAVE TO?

The Belmont® Rapid Infuser maintains a high standard of safety so you can fully focus on providing the best care to your patients without the added concern of aluminum toxicity.

- 100% aluminum-free disposables to eliminate the risk of aluminum exposure
- Displays actual flow rate to equip users with accurate, real-time information to optimally manage therapy
- Automatic air detection and removal to reduce the risk of air embolism
- In-line pressure regulation to protect patient vasculature and maintain intravenous access

For more information or to schedule a demonstration email ALUFREE@belmontmedtech.com or visit belmontmedtech.com/ALUFREE

BELMONT MEDICAL TECHNOLOGIES
Saving Lives. Together.

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BELMONTMEDTECH.COM

TECHNICAL SERVICE
USA 1.855.397.4547
WORLDWIDE +1 978.663.0212

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NOT ALL RAPID INFUSERS ARE CREATED EQUAL

The Belmont® Rapid Infuser RI-2 is the **ONLY** rapid infuser to offer **100% aluminum-free** fluid delivery along with high-flow performance* and comprehensive safety features designed to reduce transfusion related complications.

THE BELMONT® RAPID INFUSER RI-2

Smiths Medical Level 1® Fast Flow

	Dry, electromagnetic induction heating	✓	✗
FUNCTIONALITY	Warms fluid to normothermic temperatures	✓	✓
	Flow rates up to 1000 mL/min*	✓	✓
	Precise control of all flow rates ranging from 2.5 up to 1000 mL/min using a high-speed peristaltic pump	✓	✗
	Near instantaneous fluid warming to 37°C within seconds from powering on	✓	✗
	Automatic priming in under 1 minute and easy repriming without patient disconnection	✓	✗
PATIENT SAFETY	Option to provide a bolus of fluid at specific volumes and flow rates	✓	✗
	Automatic air detection and removal	✓	✗
	Automatically regulates flow rate to maintain a safe line pressure under 300 mmHg	✓	✗
DISPOSABLES	Battery backup in the event of accidental power loss or patient transport between departments	✓	✗
	100% Aluminum-free disposable and optional consumables	✓	✗
DISPLAYS AND CONTROLS	Single, color-coded disposable compatible with all flow rates	✓	✗
	Displays actual flow rate	✓	✗
	Simple, easy-to-use touchscreen display and controls	✓	✗
	Displays infusate output temperature	✓	✗
	Provides on-screen instructions for alarm conditions	✓	✗
	Operated by single user	✓	✗

For more information or to schedule a demonstration email ALUFREE@belmontmedtech.com or visit belmontmedtech.com/ALUFREE
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LEVEL 1 AVAILABILITY UPDATE – MAY 2023 (US ONLY)

- Smiths/ICU Medical is **resuming shipments** of the Level 1 Fast Flow Fluid Warmer in the US.
- According to the information gathered, Smiths/ICU Medical is prioritizing open orders received during their supply chain challenges, are accepting new orders, and expect to fulfill these orders in the **April-June timeframe**.
- As far as we know, these new units to market will be the same design, form, and function as the same Level 1 Fast Flow Fluid Warmer that's been around for 40 years. Meaning **they still contain Aluminum** which according to the FDA poses significant health risks to patients, they are still on FDA recall, and they still don't have any of the safety and convenience features of the RI-2.

Level 1 Fast Flow Fluid Warmer is returning to market



MARKETING UPDATE NEW TOOLS!

ALEXANDRA ROUSSEAU
SENIOR MARKETING DIRECTOR, BELMONT MEDICAL TECHNOLOGIES

CASE STUDY: USE OF THE BELMONT® RAPID INFUSER IN HEMORRHAGE SHOCK DUE TO GUNSHOT WOUNDS

- New case study in the website resources section, and a link to the study on the RI-2 product page.

CASE STUDY OVERVIEW

- Submitted by Dr. Babak Sarani from George Washington University
- Treated a GSW victim using the RI-2, utilized the 3.0 L Reservoir.
- 10 liters of fluid transfused through the RI-2 (12 units PRBC, 19 units plasma, 2 units whole blood)
- Patient was discharged after 30 days

Do you know of any cases we can turn into a handout? See case study capture in the partner portal or contact Marketing.

CASE STUDY: USE OF THE BELMONT® RAPID INFUSER IN HEMORRHAGE SHOCK DUE TO GUNSHOT WOUNDS

FLUID THERAPY IN THE TRAUMA CARE SETTING

Severe injury due to firearms remains a common problem in the United States. The standard of care in treating massive hemorrhage following any injury is repletion of lost blood using a "balanced resuscitation" strategy, which consists of 1:1:1 transfusion of packed red blood cells (PRBC) : Plasma : Platelets. More recently, some centers are using whole blood in addition to a balanced resuscitation to augment hemostatic ability. Rapidly and accurately providing a 1:1 ratio of PRBC : Plasma can be challenging due to the logistics of spiking bags of blood and plasma. In addition, the products are stored in a cold state and need to be warmed to prevent hypothermia, especially when they are administered rapidly and in large amounts.

"...the ability to precisely and quickly transfuse without the need for additional personnel is key to providing evidence-based care." —Dr. Babak Sarani, Director, Center for Trauma and Critical Care (CTACC), George Washington University

TREATMENT OF FIREARM RELATED INJURIES

A 35-year-old male sustained 6 gunshot wounds and arrived in extremis. He had a gunshot to the left flank, right chest, mid back, and 3 gunshots to the left elbow. Massive transfusion protocol was activated, and The Belmont was used to rapidly administer 2 units of whole blood prior to intubation. He was taken emergently to the operating room where he underwent a right thoracotomy with wedge resection of the right middle and lower lobes, laparotomy with left colectomy and ligation of bleeding lumbar vessels in the retroperitoneum, and a left forearm fasciotomy with ligation of the ulnar artery and reconstruction of the radial artery. He received 21 units of PRBC, 19 units of plasma, 2 units of whole blood via the Belmont (approximately 10 liters total). The patient also received 3 units of platelets and three 10-pack units of cryoprecipitate (not administered via the rapid infuser) in the first 6 hours following his arrival. Upon arrival to the ICU, the pH was 7.38 and the lactate was 3. He then underwent several more operations to address all his injuries and was discharged to acute rehabilitation on hospital day 30.



THE BELMONT ADVANTAGE IN RESOURCE MANAGEMENT

- Use of The Belmont Rapid infuser with the 3 Liter Reservoir allowed us to spike multiple units of blood products simultaneously in order to provide a 1:1 balanced resuscitation, which was delivered at body temperature, with no need to dedicate additional personnel solely to the task of ensuring ongoing transfusion.
- Hospital personnel are often limited in a massive transfusion setting, particularly after-hours, and the ability to precisely and quickly transfuse without the need for additional personnel is key to providing evidence-based care.



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LEADING HOSPITALS USING THE BELMONT GLOBALLY

"America's best" top 20 hospitals

- Did you know the Belmont Rapid Infuser RI-2 is found in **19** out of **America's Best Top 20 Hospitals?**



Mayo Clinic, Rochester, MN (#1)
Cedars-Sinai Medical Center, Los Angeles, CA (#2)
NYU Langone Health, New York, NY (#3)
Cleveland Clinic, Cleveland, OH (#4)
UCLA Medical Center, Los Angeles, CA (#6)
New York-Presbyterian/Columbia Medical Center (#7)
Massachusetts General Hospital, Boston, MA (#8)
Northwestern Memorial Hospital, Chicago, IL (#9)
Stanford Medical Center, Stanford, CA (#10)
Barnes-Jewish Hospital, St. Louis, MO (#11)
UCSF Medical Center, San Francisco, CA (#12)
Penn Presbyterian Medical Center, Philadelphia, PA (#13)
Brigham and Women's Hospital, Boston, MA (#14)
Houston Methodist Hospital, Houston, TX (#15)
Mount Sinai Hospital, New York, NY (#16)
University of Michigan Medical Center, Ann Arbor, MD (#17)
Mayo Clinic, Phoenix, AZ (#18)
Vanderbilt University Medical Center, Nashville, TN (#19)
Rush University Medical Center, Chicago (#20)

Trusted in Premier Hospitals Globally

Any names to contribute?

The Royal Adelaide Hospital, Australia
Vienna University Hospital, Austria
McGill University Healthcare Centre, Montreal, Canada
Fuwai Hospital Chinese Academy of Medical Sciences, Beijing, China
University Hospital in Aachen, Germany
University Hospital in Göttingen, Germany
University Hospital in Essen, Germany
SLK-Kliniken Heilbronn, Germany
LMU Klinikum Munich, Germany
University Hospital in Heidelberg, Germany
Vivantes Klinikum, Germany
Ruhlandklinik, Germany
Charité Berlin, Germany
Niels-Stensen-Kliniken, Germany
Beaumont Hospital Dublin, Ireland
Osaka University Hospital, Japan
Utrecht University Hospital, The Netherlands
Asan Medical Center, Seoul, South Korea
Hospital Universitario de Cruces, Bilbao, Spain
Karolinska University Hospital, Stockholm, Sweden
Zürich University Hospital, Switzerland
Glasgow Queen Elizabeth, United Kingdom
University Hospital Birmingham, United Kingdom
Kings College Hospital London, United Kingdom
University Hospital Cambridge, United Kingdom
Imperial College St Marys London, United Kingdom
Aintree Liverpool University Hospital, United Kingdom
Manchester University Hospital, United Kingdom
Newcastle Upon Tyne Hospital, United Kingdom
Aberdeen Royal Hospital, United Kingdom

<https://health.usnews.com/health-care/best-hospitals/articles/best-hospitals-honor-roll-and-overview>



ADVERTISING TO TARGET ANESTHESIOLOGISTS



Received Award for Highest Informative Score!

SAVE TIME. SAVE LIVES.

A Leader in High Volume Fluid Resuscitation
The Belmont® Rapid Infuser RI-2 reliably and precisely warms life-saving blood & fluids at the touch of a button.

EVERY 1 MINUTE DELAY = 5% DECLINE IN SURVIVAL*

LESS WORK FOR STAFF
Easily operated by a single user, The Belmont® Rapid Infuser RI-2 is designed to unburden staff by automating lengthy priming procedures into one easy step. Simply prime with a single button or quickly re-prime without patient disconnection—both achieved in less than 13 seconds.

PATIENT SAFETY FOCUSED
We raise the standard of care with built-in safety features designed with the goal of reducing transfusion related injury, specifically automatic air detection and removal to reduce air emboli and automatic line pressure monitoring to reduce the risk of vessel trauma. On-screen descriptions of alarms and alerts and real-time metrics provide an added layer of patient safety awareness.

THE BELMONT® RAPID INFUSER RI-2

Honoring Advertising Excellence

awarded to
Belmont Medical

in recognition of achieving the highest informative score, and outstanding attention-getting, and believable scores in the Readex Research Message Impact study conducted on behalf of:

ANESTHESIOLOGY NEWS

February 2023

Jack Semler
President | Readex Research

ReadexResearch
SURVEYS FOR PUBLICATIONS

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THE BELMONT® RAPID INFUSER RI-2

CONNECT FLUID BAGS, UNCLAMP LINES AND PRESS PRIME TO BEGIN.

PRIME THE DISPOSABLE
AUTOMATIC STOP 32 ML TO GO

SET RATE	~1000 ML/H	INFUSING
ACTUAL RATE	~1000 ML/H	T = 38.0°C
VOL	~5075 mL	P = 287 mmHg
INFUSE RATE	100 ML/H	STOP
REFUSE RATE	100 ML/H	STOP

DISCLAIMER: Known risks associated with rapid infusion of warmed fluids include failure to heat, overheating the fluid, blood product leaks, back-flow to the patient, and venous air embolism.



2023 COMBO ADVERTISING TARGETING ANESTHESIA

Combination Print Advertisement

- **The Belmont Rapid Infuser RI-2**
 - Primary message
"Industry-Leading Performance"
 - Leverages NPS score data
 - Leverages quotes
- **Allon**
 - Primary message
"A Better Alternative to FAW"
 - Predictable & precise
 - Warm before draping
 - Reduce SSI risk
- First published the **March** edition of Anesthesiology News Magazine and repeated in **April** (King size cover 3)

Transform Clinical Outcomes with Industry-Leading Performance

#1 Ranked **Rapid Infuser*** in All Key Purchase Criteria:

- Reliability of Device
- Ease of Use
- Clinical Utility
- Durability / Lifespan
- Safety

THE BELMONT[®] RAPID INFUSER RI-2

*Source: Independent Third Party Market Study

Belmont is much preferred – it's fast, easy to use, and is seen as the more reliable device – with a really sick patient, me and the nurses prefer the Belmont.

We switched because we wanted a safer device and to standardize... Belmont's aluminum free device [disposable] plus the built-in air detection gave us a lot of confidence.

Belmont is more reliable at high and low rates...Belmont I can punch in a specific number and it reliably infuses fluid at that precise rate.



Revolutionize Patient Care with Advanced Temperature Management

Forced Air Alternative For Predictable Normothermia:

- Precisely warms and cools automatically to maintain set point temperature
- Initiate warming before you drape
- Reduce the risk of SSI**

...all without blowing air around the operating room

Allon[®] ThermoWrap[®]

**A recent study demonstrated an overall rate of FAW attributable surgical site infection of 1.3% (Lange 2022) Large vein occlusion and embolism risk in the OR are real and avoidable. Avoid air circulation. Use Allon ThermoWrap. Warm. Safer. Proven. Predictable.



Cardiac ThermoWrap[®]

Universal/Pediatric ThermoWrap[®]

701-00562 Rev. 001

DIGITAL BANNER ADS SAMPLES

Transform Clinical Outcomes
with Industry-Leading
Performance



THE BELMONT[®]
RAPID INFUSER RI-2

BELMONT[®]
MEDICAL
TECHNOLOGIES

SAVING LIVES. TOGETHER.

LEARN MORE

SAVE TIME. SAVE LIVES.

- 100% Aluminum-Free
Fluid Delivery
- Automatic
Priming/Re-prime
- Automatic
Air Removal



THE BELMONT[®]
RAPID INFUSER RI-2

LEARN MORE

701-00501 Rev. A

**SAVE TIME.
SAVE LIVES.**

Reliably, precisely, and
safely deliver life-saving
blood and fluids at the
touch of a button.

LEARN MORE



THE BELMONT[®]
RAPID INFUSER RI-2

701-00501 Rev. A

THE BELMONT[®]
RAPID INFUSER RI-2



Transform Clinical Outcomes with
Industry-Leading Performance

BELMONT[®]
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TECHNOLOGIES

LEARN MORE

SAVE TIME. SAVE LIVES.

100% Aluminum-Free Blood and Fluid Warming



THE BELMONT[®]
RAPID INFUSER RI-2

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LEARN MORE

SAVE TIME. SAVE LIVES.

100% Aluminum-Free Blood and Fluid Warming



THE BELMONT[®]
RAPID INFUSER RI-2

701-00501 Rev. A

LEARN MORE



MILITARY ADVERTISING

- Published in Combat & Casualty Care, May 2023
- Combo ad for both RI-2 & buddy!

THE BELMONT® DIFFERENCE

Belmont Instrument LLC, d.b.a. Belmont Medical Technologies has proudly served the U.S. military for more than 20 years by providing leading fluid management solutions designed to help clinicians save lives and improve outcomes. Extensively utilized in Iraq and Afghanistan to resuscitate combat casualties, our field-tested and battle-proven warming devices resulted in a five-year contract renewal with the Defense Logistics Agency to acquire Belmont fluid warmers in December 2020.

Our life-saving blood and fluid warming technologies ensure critical fluids are effectively and safely delivered when, and where, you need them most. Engineered to meet the highest military standards, you can trust in their reliability and performance, whether you are serving

in combat zones, responding to natural disasters, or providing medical support in remote areas.

TRANSFORMING MILITARY MEDICINE—ON AND OFF THE BATTLEFIELD

When the mission demands swift and precise medical intervention, look no further than The Belmont® Rapid Infuser RI-2 and buddy lite® portable fluid warmer.

The Belmont® Rapid Infuser RI-2 is the only rapid infuser to offer 100% aluminum-free fluid delivery along with high-flow performance and comprehensive safety features, including automatic air removal and pressure regulation. With near instantaneous warming using dry, electromagnetic induction, "The Belmont®"

is designed to combat high-volume blood loss in minutes, delivering precise control of fluid delivery from 2.5 to 1000 mL/min.

Approved for ground and helicopter transport, the compact buddy lite® enables fluids to be warmed anywhere, anytime. Weighing less than 1.6 lb (0.73 kg), buddy lite® is well suited for field use and patient transport. Choose between a battery-powered, or AC and vehicle AC-powered versions, each offering continuous use when AC power is available. The buddy™ disposable set is 100% aluminum-free and features an air venting membrane to reduce air emboli risk with close-to-patient warming to mitigate line cooldown.

More info: belmontmedtech.com/military

STAY MISSION READY ON AND OFF THE BATTLEFIELD

JOIN THE RANKS OF MILITARY MEDICAL PERSONNEL AROUND THE WORLD WHO TRUST BELMONT TO DELIVER WARMED LIFE-SAVING BLOOD AND FLUID IN ANY ENVIRONMENT.

- Automatic air removal and pressure regulation
- Precise fluid delivery rates from 2.5 to 1000 mL/min
- Intuitive touchscreen display
- Aluminum-free and color-coded disposables
- Fully primes in under one minute

THE BELMONT®
RAPID INFUSER RI-2

buddy lite®/AC PORTABLE FLUID WARMER



- Approved for flight on battery power
- Entire system weighs less than 1.6 lb (0.73 kg)
- Single-button operation
- Aluminum-free disposable

BELMONT®
MEDICAL
TECHNOLOGIES
PROUDLY MADE IN USA

Contact us today to schedule a demonstration or learn more about our life-saving technologies.

SaveALife@belmontmedtech.com
belmontmedtech.com/military

701-00562 Rev. D01



The appearance of U.S. Department of Defense (DoD) visual information does not imply or constitute DoD endorsement.



TRADESHOW ADVERTISING

Goals:

- 1) Increase brand awareness
- 2) Attract visitors to booth

East Entrance



A detailed graphic of a trade show booth layout for Belmont Medical Technologies. The booth is set on a floor with a blue and orange chevron pattern. At the top, there are three Belmont Medical Technologies logos. The booth features three main product displays: 1) "ADVANCED TEMPERATURE MANAGEMENT" with a blue and white machine on wheels, labeled "BOOTH E10" and "Allon® ThermoWrap®". 2) "WIN APPLE AIRPODS" with two white AirPods, labeled "BOOTH E10" and "Whoever primes 'The Belmont' the fastest wins. It's that easy.". 3) "RAPID BLOOD/FLUID WARMING" with a white machine and a red and white machine, labeled "BOOTH E10" and "THE BELMONT® RAPID INFUSER RI-2". The booth is decorated with blue and orange chevron patterns on the walls and floor.

IDEAS FOR IMPACTFUL PRESENCE AT TRADESHOWS

Contest with Prizes to Best Engage



Who can
prime
The Belmont
the fastest!



Realistic Displays

- Use simulated blood and plasma bags!



IDEAS FOR IMPACTFUL PRESENCE AT TRADESHOWS



REMINDERS ON OTHER IMPACTFUL TOOLS

- The economic benefits of The Belmont Rapid Infuser RI-2 (white paper, powerpoint presentation)
- Brochures in local languages
- RI-2 & buddy videos in English, German, Spanish and French
- Case studies
- List of premier hospitals worldwide using The Belmont
- Advertising templates
- Mailer templates
- Competitive comparative charts



MARKETING ASSETS ACCESS VIA PORTAL

- To access the Belmont Partner Portal, click on the icon at the top right of the main navigation bar on the Belmont website www.belmontmedtech.com



- Your login credentials (email address) and password were shared with your selected access contact last year. If they need their password reset or you have questions on which contact has access, please email marketing@belmontmedtech.com
- You will need set up **2-Factor Authentication** and verify a phone number via text message after the first login. This is required to secure the portal/logins.
- We recommend you watch the overview video covering how to access and navigate the portal – **Introduction to the Belmont Partner Portal:** <https://youtu.be/4RFQLVJuGu8>



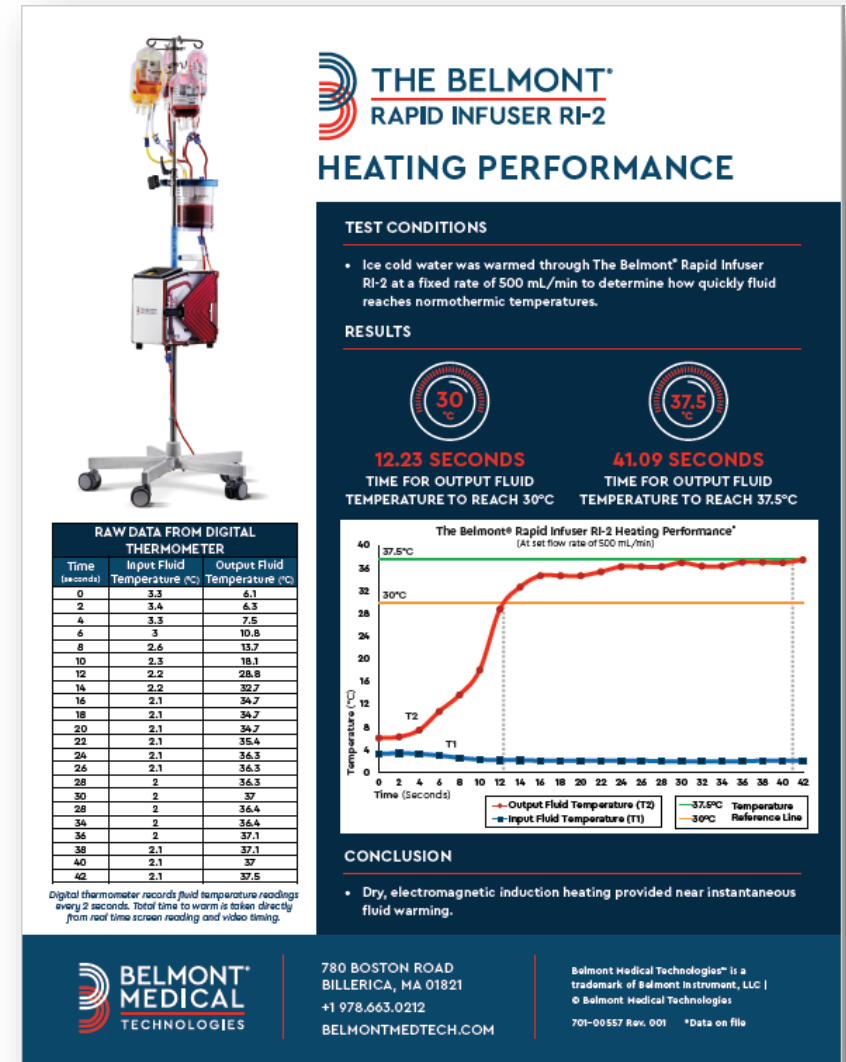
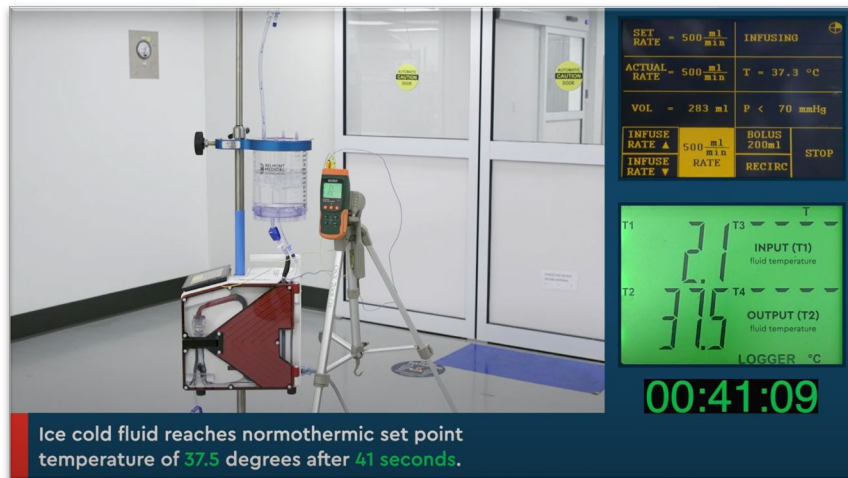
MARKETING UPDATE

ALEX LUPU

GLOBAL FM PRODUCT MANAGER, BELMONT MEDICAL TECHNOLOGIES

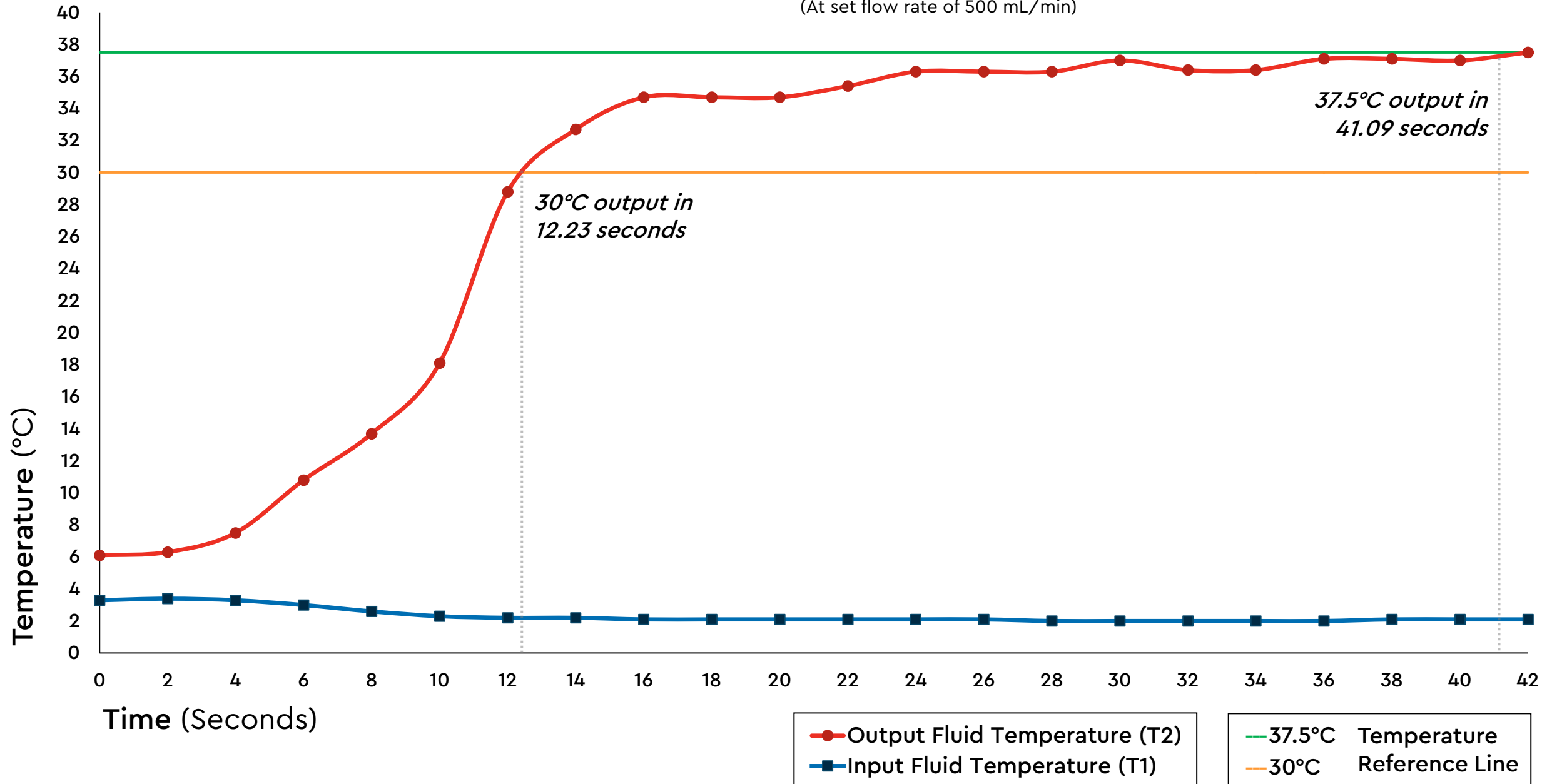
HEATING PERFORMANCE VIDEO & SELL SHEET

- **Goal:** to demonstrate how quickly the RI-2 can warm cold fluids to normothermia
- Available in video & sell sheet format
- **Use these tools to:**
 - Support selling against competitors with a longer warm up time
 - Answer questions about how quickly does the device infuse normothermic fluid at rapid flow rates



HEATING PERFORMANCE VIDEO

THE BELMONT® RAPID INFUSER RI-2 HEATING PERFORMANCE
(At set flow rate of 500 mL/min)



HEATING PERFORMANCE SUMMARY

- Ice cold fluid was warmed through The Belmont® Rapid Infuser RI-2 at a fixed rate of 500 mL/min to determine how quickly fluid reaches normothermic temperatures
- Output fluid temperature reached 30°C in 12.23 seconds*
- Output fluid temperature reached 37.5°C in 41.09 seconds*
- Dry, electromagnetic induction heating provided near instantaneous fluid warming

**Digital thermometer records fluid temperature readings every 2 seconds. Total time to warm is taken directly from real time screen reading and video timing.*



RAW DATA FROM DIGITAL THERMOMETER

(At set flow rate of 500 mL/min – 2 second recording intervals)

Time (seconds)	Input Fluid Temperature (°C)	Output Fluid Temperature (°C)
0	3.3	6.1
2	3.4	6.3
4	3.3	7.5
6	3	10.8
8	2.6	13.7
10	2.3	18.1
12	2.2	28.8
14	2.2	32.7
16	2.1	34.7
18	2.1	34.7
20	2.1	34.7
22	2.1	35.4
24	2.1	36.3
26	2.1	36.3
28	2	36.3
30	2	37
28	2	36.4
34	2	36.4
36	2	37.1
38	2.1	37.1
40	2.1	37
42	2.1	37.5





WINNING AGAINST FLUIDO THE GERMAN PERSPECTIVE

MICHAEL SPINDELDREHER
SALES DIRECTOR, BELMONT MEDICAL TECHNOLOGIES GMBH

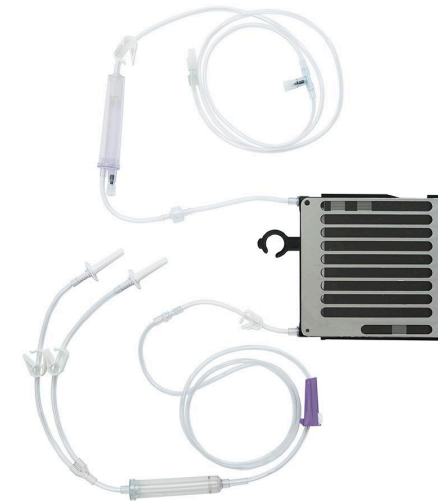
FLUIDO AIRGUARD SYSTEM – FAS

- The FAS consists of five components:

- Pressure chambers
- Fluido warming unit
- AirGuard
- Compressor
- IV Pole

- Two sets are available

- Standard Set (up to 400ml/min)
- Trauma Set (up to 750ml/min)
- Trauma Set Plus (not available)



FLUIDO: STRENGTHS & WEAKNESSES

Strengths

- **Price – *is it a real strength?***
 - Unit price: 8.000€ (applies only to Germany)
 - Disposable price: 65€ list price (applies only to Germany)
 - Distributor prices are usually higher
- **When broken each component can be replaced individually**
- **Take away cassette concept**
- **Full warming product portfolio**
 - Mistral-Air (FAW warming blankets)
 - Fludio Compact (low flow fluid warming)
 - Termoflect (insulation blankets/leggings)

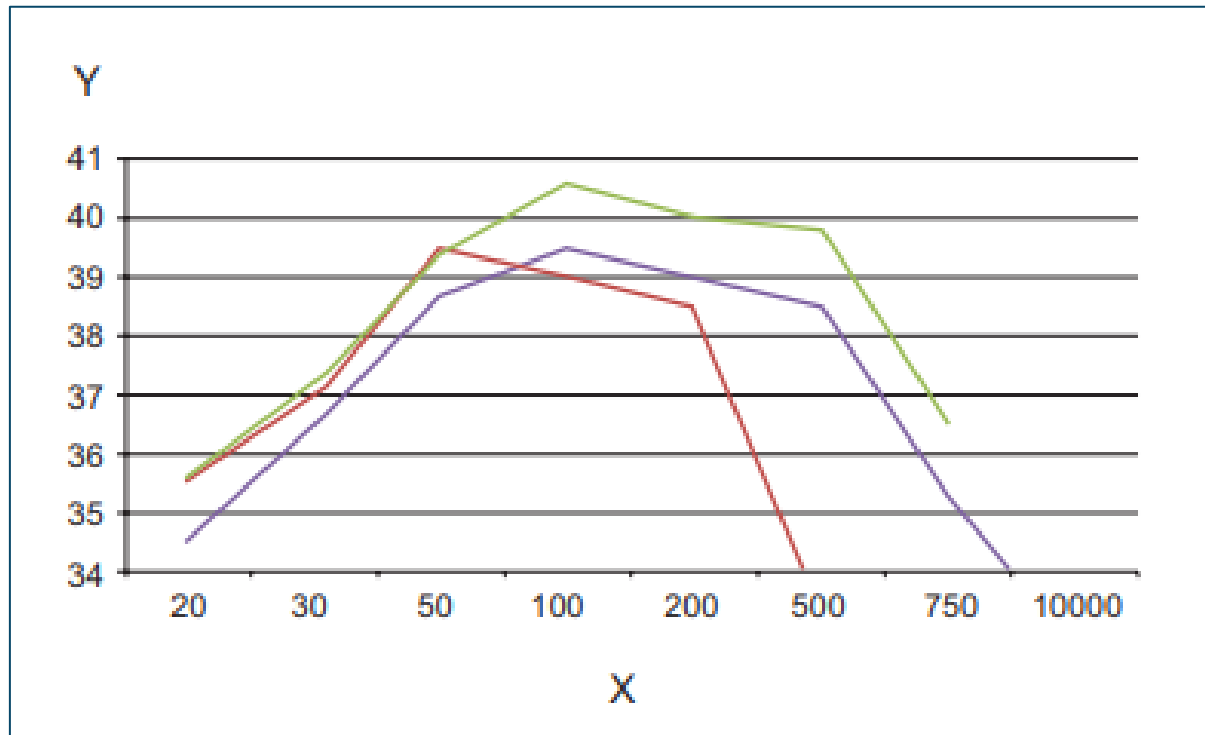
Weaknesses

- **Difficult handling of the FAS**
 - End users find it difficult to remember the handling
 - Inserting the set is not self-explanatory
 - Priming takes too long
 - No automatic re-priming
 - Too many on & off switches
 - Difficult to open and close the pressure chamber doors
 - Preventive Maintenance is very complex
- **Massive delivery issues**
 - The AirGuards are not sufficiently available
 - Also applies to the maintenance kit
- **Quality issues**
 - Micro cracks in the hinges
 - The ultrasonic sensor often breaks

WHAT YOU SET IS WHAT YOU GET

IS THIS REALLY THE CASE?!

END-OF-LINE TEMPERATURE / FLOW



- The incoming fluid temperature is 20°C. A change of the ambient temperature has an effect on the temperature at the end of the line.

Red: Fluido® Standard Set
Green: Fluido® Trauma Set
Purple: Fluido® Trauma Plus Set

X: Flow [ml/min]
Y: End-of-line temperature [°C]

Source: Fluido Airguard System Manual, The 37 Company, INT/R757-EN/0-09/15, Page 81 English version

HOW TO PRIME & OPERATE THE FLUIDO / FAS

Hands-on Session



TSC FLUIDO FEATURES

- 5 components to mount on the IV pole
- Dual chamber pressure bag infusion to provide flow rates up to 900mL/min
 - Pressure bags do not provide precise flow rate control
- Air detector (air guard system)
 - Does not have automatic re-priming
 - Does not have active automatic air removal
- Dry infrared heating technology
 - Requires regular replacement of the lamps
- Upper pressure limit of 300mmHg
 - Does not automatically display when flow rate is limited due to high pressure
- Can only infuse up to 2 bags of fluid at once
 - Usually only infusing one at a time
- Battery back-up only powers alarms – there is no warming or pressurized infusion on battery power
- Multiple disposable options for different flow rate needs



THE BELMONT OFFERS SUPERIOR PERFORMANCE VS FLUIDO® AIRGUARD

Superior Belmont features compared to the Fluido® AirGuard

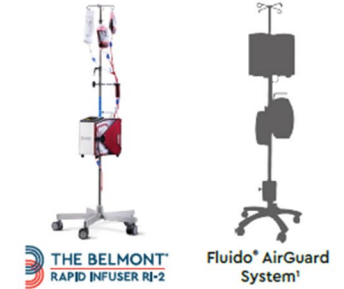
1. Automatic air detection and removal – reduces the risk of air embolism, and there is no need to disconnect from the patient to re-prime
2. Dry, electromagnetic induction heating with peristaltic pump control – near instantaneous heating with precise control of all flow rates from 2.5ml/min-1000ml/min
3. Single, color-coded, 100% aluminum-free, disposable for all flow rates – No risk of aluminum exposure and only required to stock one disposable for all flow rates

Fluido AirGuard Features and Weaknesses

1. Automatic air detection – requires manual removal when air is detected and there is the potential need to disconnect from the patient to re-prime
2. Dry, infrared heating method with pressure bag infusion – no precise flow rate control, limits type and size of fluid containers, and requires fluid bags to be "burped"
3. Different disposables for different flow rates – requires the need to stock multiple disposables for different use cases, only one disposable can provide the highest flow rate. **Not 100% aluminum-free**

NOT ALL RAPID INFUSERS ARE CREATED EQUAL

For more information or to schedule a demonstration email ALUFREE@belmontmedtech.com or visit belmontmedtech.com/ALUFREE



	THE BELMONT® RAPID INFUSER RI-2	Fluido® AirGuard System¹
FUNCTIONALITY	Dry, electromagnetic induction heating¹	✓
	Warms fluid to normothermic temperatures¹	✓
	Flow rates up to 1000 mL/min¹	✓
	Precise control of all flow rates ranging from 2.5 up to 1000 mL/min using a high-speed peristaltic pump¹	✗
	Near instantaneous fluid warming to 37°C within seconds from powering on²	✗
	Automatic priming in under 1 minute and easy repriming without patient disconnection¹	✗
	Option to provide a bolus of fluid at specific volumes and flow rates¹	✗
PATIENT SAFETY	Automatic air detection and removal¹	✗
	Automatically regulates flow rate to maintain a safe line pressure under 300 mmHg¹	✗
	Infuse during battery operation in the event of accidental power loss or interdepartmental transport¹	✗
DISPOSABLES	100% Aluminum-free disposable and optional consumables¹	Unknown
	Single, color-coded disposable compatible with all flow rates¹	✗
DISPLAYS AND CONTROLS	Displays actual flow rate¹	✓
	Simple, easy-to-use touchscreen display and controls¹	✗
	Displays infusate output temperature¹	✓
	Provides on-screen instructions for alarm conditions¹	✗
	Operated by single user¹	✗

1. The 37°C Company Fluido® AirGuard System User Manual INT/R757-EN/0-09/15
2. The 37°C Company Fluido® Blood and Fluid Warming Brochure INT/P032-EN/7-01/21

701-00473 Rev. A





BEST DEMONSTRATED PRACTICE

LINDSAY SHEARER
UK/IRELAND SALES MANAGER, BELMONT UK

IAN NIBLOCK
EUROPEAN SALES AND SERVICE DIRECTOR,
BELMONT MEDICAL TECHNOLOGIES, LTD

THE UK/IRELAND STORY

Context

- Distributor for Belmont 2006 - 2018
- Acquired by Belmont in 2018
- Targeted Key sites for routine acute bleeds first to establish core reference site base in country and Military

Our Success

- Demonstrate and Clinically trial with key opinion leaders in Critical Cases to show Clinical Advantage prior to any commercial discussions
- Emphasize safety features in addition to clinical benefits
- Build a business case to justify cost differentials with Clinical Lead support
- Offer flexible financial deals to suit customer commitment to the next seven years of partnership

ISSUES WE FACED

- Who were Belmont
- Level 1 was the rapid infuser of choice
- Belmont was more expensive
- Hospital Procurement Departments
- Customers happy with what they had
- Capital Funding
 - Placement Deals
 - Buy Back
 - Rental Options
- Long purchasing process
 - 2 + Years for Hospital
 - 3 Years for Military



THE COMPETITION



LEVEL 1



LEVEL 1

Positives

- Cheap consumables

Negatives

- Pressure Bags/Cell Salvage
- No control over delivery
- Heater Tank
- Difficulty of set up
- Labor intensive
- Air in line issue/Reprime
- Fluid Temperature Output
- Poor service backup
- Issues: MHRA, MAUD Reports
- Aluminum/CE Suspension



THE COMPETITION



FLUIDO



FLUIDO

Positives

- Cheap consumables

Negatives

- Pressure Bags/Cell Salvage
- No control over delivery
- Halogen Bulbs
- Difficulty of set up
- Manual air removal
- Labor intensive
- Temperature Output
- Reliability



THE COMPETITION



HIGH FLOW RANGER



HIGH FLOW RANGER

Positives

- Cheap consumables

Negatives

- Pressure Bags/Cell Salvage
- No control over delivery
- Standard Flow Device
- Temperature Output
- Labor intensive
- Air removal
- Not Fit For Purpose





THE SOLUTION



THE BELMONT[®]
RAPID INFUSER RI-2



KEY BENEFITS – THE BELMONT® RAPID INFUSER RI-2

- Peristaltic Pump
- Fluid Temperature
- Air in line detection: Bag and Patient
- Automatic Air Removal
- Cell Salvage
- Pressure Monitoring
- Adjustable Pressure Limits of 100 mmHg, 200 mmHg, and 300 mmHg
- Control of delivery speed
- Delivered Volume
- Bolus function
- 3-Spikes
- Dual Patient Line
- Intuitive and easy to use
- Best in class product
- Backed by the military
- Gold standard
- Safest Rapid Infuser on the market
- Saves lives
- Has the WOW factor

100% ALUMINIUM-
FREE FLUID DELIVERY

KEY PROJECTS – NHS Lothian



THE PROCESS

- Lunch Time Demo
- Promote key benefits
- Discover the Key Clinician
- Find a Champion
- Secure a trial
 - The more difficult the case, the better
- Discover a need
 - Air Embolism
 - Use of Cell Salvage
 - Wasted Blood Products
- Medical Engineering
 - Temperature Comparison
 - Flow Rates

- Tender Process
 - Influence Tender Spec
 - Lock out competition
- Decision

THE OUTCOME

- Order Placed for 21 Belmont Rapid Infusers
- UK's first Liver Transplant Centre

KEY PROJECTS – KING'S COLLEGE LONDON

Background

- Smith Level 1 Stronghold
- Part of the London Trauma Network
- First responders London Terrorist Attacks March 2017
- Military presence



Red Flags

- NO STANDARDISATION OF CARE / EQUIPMENT
- UNDER EQUIPPED TO MANAGE POTENTIAL MAJOR INCIDENT



THE PROCESS

- Lunch Time Demo
- Promote key benefits
- Discover the Key Clinician
- Find a Champion
- Secure a trial
 - The more difficult the case, the better
- Discover a need
 - Air Embolism
 - Use of Cell Salvage
 - Wasted Blood Products
- Medical Engineering
 - Temperature Comparison
 - Flow Rates

THE OUTCOME

- Purchase of six RI-2 Belmont Rapid Infusers
- Clinical use across all major surgical cases /trauma/ ED / Obstetrics /Liver
- Increased consumable usage year on year
- Recruited two train the trainer users to support user and Dr's training

*ALL SMITHS MEDICAL
DEVICES REMOVED*



KEY TARGET AREAS

- Military
- Vascular
- Liver Transplant
- Cardiac
- Orthopedics
- Major Trauma Units (Emergency Depts)
- Air Ambulance/Ambulance Service
 - buddy lite
- Obstetrics
- Burns Units
- University & Large Teaching Hospitals



THE MILITARY EFFECT



NEVER GIVE UP

- Liverpool Cardio Thoracic Centre
 - Not Interested, Used Level 1, Massive Bleed
- Darlington
 - Used High Flow Rangers, Incident in Day Surgery
- Stoke
 - Bought Fluidio based on Price, 5 years of unreliability
- Bradford
 - Procurement Choice Fluidio, After 2 years Clinicians deemed not fit for purpose
- Gateshead
 - Happy with Level 1, Consultant moved From Newcastle RVI
- Sunderland
 - Looked at Belmont 12 years ago discounted on price bought Fluidio

ALL BOUGHT BELMONT



OUR EXPERIENCE

IT'S NOT IF THEY
BUY A BELMONT...

...IT'S WHEN





MILITARY OPPORTUNITY DISCUSSION



UK MILITARY

IAN NIBLOCK
EUROPEAN SALES AND SERVICE DIRECTOR
BELMONT MEDICAL TECHNOLOGIES, LTD

NATO OPERATIONS

- ISAF deployed to Afghanistan 2001
- NATO led the United Nations mandated ISAF operations from 2003 to 2014
- 130,000 service personnel from 50 NATO and partner countries
- On entering the Afghanistan operations, the medical outcome went from 80% of severe casualties didn't survive to 86% of severe casualties did survive over 10 years



NATO OPERATIONS

- As a result of these dramatic improvements in outcome many of the participating nations transformed their trauma and pre-ER care in their public health systems to learn the lessons of this conflict and as a result many lives have and will be saved since and in the future.
- The UK military operation from 2003 to 27th October 2014 was called Operation Herrick



NATO OPERATION HERRICK 03-14

- 2006 UK deployed 3200 personnel to Helmand and set up Camp Bastion Hospital NATO Role III
- The Belmont Story
- The MERT (medical emergency response team)
- The MTP (massive transfusion protocol)
- The stats/the quiz
- The prize
- And so it continues
- The read



NATO OPERATION HERRICK 03-14

- The UK military entered the conflict with Level 1 units and had 2 per trauma bay and a dedicated technician to operate
- Each Level 1 unit each day was pre-set up with a new set (30 per day)
- In 2006 we entered the UK market with The Belmont FMS2000 and in 1st year contacted the military.
- Contacted Tri-Services Anaesthesia Committee and sought out equipment lead
- Attended shows



NATO OPERATION HERRICK 03-14

- Over 3 years we firstly won clinical preference for Belmont with the specification being revised to include generic feature advantages of our device over Level 1 in acute trauma
- We then produced a business case to fund and justify early replacement of Level 1 based on:
 - No dedicated technician required
 - No use of 30 sets per day due to ease/speed of set up and use



NATO OPERATION HERRICK 03-14

- The MOD ordered 36 FMS2000 units and a further 25 additional units over the course of the conflict
- On the first day of go live with Belmont in Helmand the unit saved the life of a DOA service member who arrived in with no vital signs
- LT Col Rhys Thomas received a congratulatory email from the surgeon general over this and the casualty was in the UK 2 days later in ICU in Birmingham



BUDDY LITE FOR THE FIRST 30 MINUTES OF THE GOLDEN HOUR

- The UK MOD ordered buddy lite portable fluid warmers to replace their existing portable blood/fluid warmers for the Special Forces first and then the full Tri-Services.







SELLING TO THE AUSTRALIAN DEFENCE FORCE (ADF)

MIKE HOLLIS
CLINICAL SPECIALIST, GETZ HEALTHCARE AUSTRALIA

KIMBERLY HILL
MANAGING DIRECTOR, GETZ HEALTHCARE ANZ

SELLING TO THE ADF

A photograph of Australian Defence Force (ADF) soldiers in a field. One soldier is lying on the ground, while others are kneeling around him, providing medical aid. The soldiers are wearing camouflage uniforms and tactical gear. A large military vehicle is visible in the background.

- History
- Requirements
- Contractors
- Supply



CANADA: SELLING TO THE DEPARTMENT OF NATIONAL DEFENCE (DND)

JEAN-FRANÇOIS GRANGER
PRESIDENT, GALEN MEDICAL

MILITARY

THE CANADIAN MILITARY IS, AS IN MOST COUNTRIES, AN IMPORTANT PURCHASER OF MEDICAL DEVICES

OPPORTUNITIES ARE TYPICALLY LISTED ON A PUBLIC WEBSITE

ALTHOUGH OUR FOCUS IS ON HOSPITAL SALES, WE ENTERTAIN COURTEOUS RELATIONSHIPS WITH CANADIAN MILITARY

THEY ARE USERS OF BOTH THE RI2 AND BUDDY LITE AND RECURRING SALES ARE YEARLY

THEY HAVE PURCHASED OVER \$750k IN THE LAST TWO YEARS



BEST PRACTICES: CANADA

JEAN-FRANCOIS GRANGER
PRESIDENT, GALEN MEDICAL



BELMONT MEDICAL SALES MEETING

JUNE 2, 2023

AGENDA

A LITTLE ABOUT GALEN MEDICAL

LEAD GENERATION CAMPAIGN

FACE TO FACE ENGAGEMENT

A LITTLE ABOUT GALEN MEDICAL



GALEN IS A PACIFIC SURGICAL COMPANY
 OLDEST PACIFIC SURGICAL COMPANY IS KEIR
 SURGICAL - INCORPORATED IN 1923
 OFFICES IN MONTREAL AND VANCOUVER
 HOSPITALS IN CANADA ARE 100%
 GOVERNMENT FUNDED + FOUNDATION
 HOW DOES CANADA RANK IN THE WORLD
 FOR SIZE OF TERRITORY?
 2ND
 WHERE DOES CANADA RANK IN TERMS OF
 POPULATION?
 39TH – 37 MILLION
 KNOWN AS THE GREAT WHITE NORTH!

LEAD GENERATION CAMPAIGN

HOW TO REACH THE DECISION MAKERS IN A LARGE COUNTRY WITH A SMALL POPULATION IN A GOVERNMENT FUNDED HEALTH CARE SYSTEM

ANESTHESIOLOGISTS, RESPIRATORY THERAPISTS, NURSES, ICU TEAM, BIOMED, PERFUSION TEAM, ETC...

SALES TEAM

IT MAY BE ENOUGH BUT PERHAPS NOT FAST ENOUGH

CONFERENCES

NOT EVERYONE ATTENDS AND THEY ARE ONCE PER YEAR

LEAD GENERATION CAMPAIGN

EMAIL CAMPAIGNS

BUILT A DATABASE OF OVER 8,000 EMAIL ADRESSES (AND GROWING)

VERY VALUABLE – TAKES TIME TO BUILD

AND THEN TO KEEP CURRENT

I DON'T BUY LISTS

TWO REASONS TO PROMOTE BY EMAIL – BUILD AWARENESS AND CALL TO ACTIONS (TRIAL, DEMO, REQUEST A QUOTE OR A REP CALL)

LEAD GENERATION CAMPAIGN

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LEAD GENERATION CAMPAIGN

BUILDING AWARENESS

CUSTOMERS READS SUBJECT LINE, OPENS EMAILS, SCANS CONTENT AND RETAINS

CALL TO ACTION MUCH MORE DIFFICULT

PEOPLE ARE SCARED TO CLICK

ALL THIS ACTIVITY SUPPORTS YOUR SALES TEAM IN THE FIELD

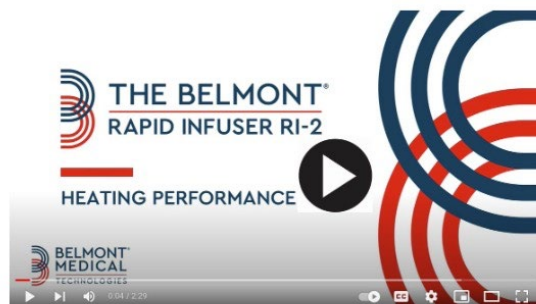
LEAD GENERATION CAMPAIGN



The Belmont Rapid Infuser® - the fastest fluid warming device on the market
Le Belmont Rapid Infuser® - le réchauffe soluté le plus rapide sur le marché



Watch this video to see just how quickly it warms ice cold water!
Visionner ce video afin de voir à quelle rapidité il réchauffe l'eau glacé!



Contact us to schedule your demonstration!
Contactez-nous pour cédule une démonstration!
Customerservice@galenmed.ca

Stay Connected | Rester Connecté



IS IT TIME TO REPLACE YOUR **LEVEL 1®** ?
EST-IL TEMPS DE REMPLACER VOTRE **LEVEL 1®** ?



Belmont® Rapid Infuser RI-2
BUBBLE-FREE, RELIABLE, FAST | SANS BULLES, FIABLE, RAPIDE

The Belmont® Rapid Infuser delivers life-saving, warmed blood and fluid at the touch of a button!
Superior to any other fluid warming system on the market!

Le Belmont® Rapid Infuser sauve des vies en administrant sang et solutés à des températures normothermiques – et simple d'utilisation!
Il est supérieur à tout autre système de réchauffement des fluides sur le marché!



THE BELMONT® RAPID INFUSER
100% ALUMINUM-FREE FLUID DELIVERY
LE BELMONT® RAPID INFUSER
ADMINISTRATION DE SOLUTÉ 100% SANS ALUMINIUM



ALUMINUM TOXICITY
Does your fluid warmer leach aluminum?

TOXICITÉ D'ALUMINIUM
Est-ce que des résidus d'aluminium s'échappent de votre réchauffe-soluté?

Studies have shown many blood and fluid warmers leach aluminum into

Des études démontrent que de nombreux réchauffes solutés

LEAD GENERATION CAMPAIGN

WE AVERAGE 28% OPEN RATES ON ALL OUR EMAIL CAMPAIGNS

CLICK RATE ARE LOWER AT 2%

PEOPLE DO NOT LIKE TO CLICK (VIDEOS, BROCHURES, CONTACT US, ETC...)

WE FOCUS ON CREATING AWARENESS

THE MORE YOU PROMOTE, THE BETTER THE OPEN RATES

WHAT IS THE BEST TIME TO SEND EMAILS – SUNDAY MORNINGS FOR SURGEON

USE THE INFORMATION FOR PROSPECTING

SENDER SHOULD BE RECOGNISABLE

FACE TO FACE ENGAGEMENT

THE SALE PERSON VISITING THE HOSPITAL – COLD CALLING, SCHEDULED MEETING AND WE GET SOME HELP WITH THE EMAIL CAMPAIGNS WITH THOSE WHO SHOW INTEREST

CONFERENCES HAVE BEEN MORE SUCCESSFUL POST COVID THAN PRE COVID – MUCH MORE ENTHUSIASM

GALEN PARTICIPATES IN CONFERENCES – ANESTHESIA, EMERGENCY MEDICINE, ICU, NURSING, ETC...

COLLECT LEADS, FOLLOW-UP, ADD THEM TO OUR EMAIL DATABASE AND PROMOTE AGAIN

FACE TO FACE ENGAGEMENT





BEST PRACTICES: AUSTRALIA

MIKE HOLLIS
CLINICAL SPECIALIST, GETZ HEALTHCARE

KIMBERLY HILL
MANAGING DIRECTOR, GETZ HEALTHCARE



Best Practice Sharing: ANZ

Accelerating utilisation of RI-2 disposables

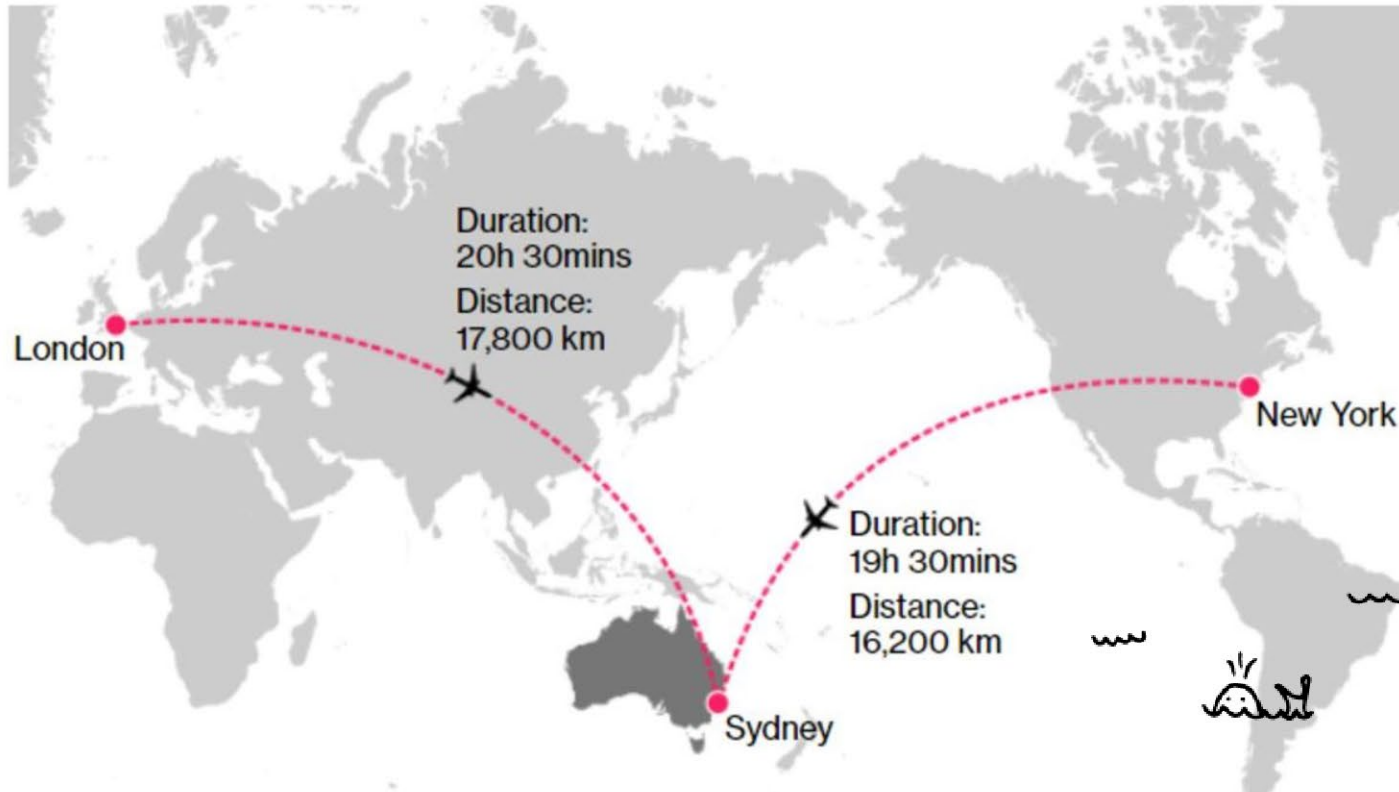
Kimberly Hill - Managing Director
Mike Hollis - Clinical Specialist

Glasgow - June 2023

*Bringing meaningful healthcare
solutions to the people of Asia Pacific*



AUSTRALIA

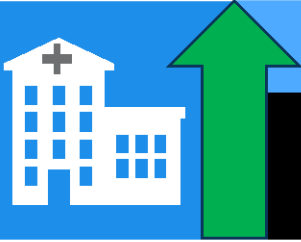



Australians

	Beach goes paradise	4 out of 5 Aussies live less than 50km from the coastline - now that's living the dream!
	No one wants to leave	Each week there are an estimated 70 tourists that overstay their visas (who can blame them)?
	Very diverse culture	21% of Australians don't speak English at home. 33% of Australians were born in another country
	Don't mind a drink	Former Prime Minister Bob Hawke set a world record for sculling 2.5 pints of beer in 11 seconds. Hawke later suggested that this was the reason for his great political success.



Australian Hospital System Infrastructure

PUBLIC HOSPITALS	
 <p>There are 701 public hospitals across Australia providing about 61,000 beds</p>	
Financed by Federal and State Administered by the State governments	Free treatment
No choice of doctor (salaried)	Waiting lists for some procedures
Availability of procedures using particular medical devices may vary from state to state.	Some therapies are capped due to budgets

PRIVATE HOSPITALS	
 <p>There are 630 private hospitals across Australia providing about 33,100 beds</p>	
Owned and managed by private organisations.	Patients must pay for their treatment / have private health insurance
Patients can choose their doctor	Generally low waiting lists
Doctor is self employed, mobile and owns patient flow	Very few EDs & acute patients steered towards public

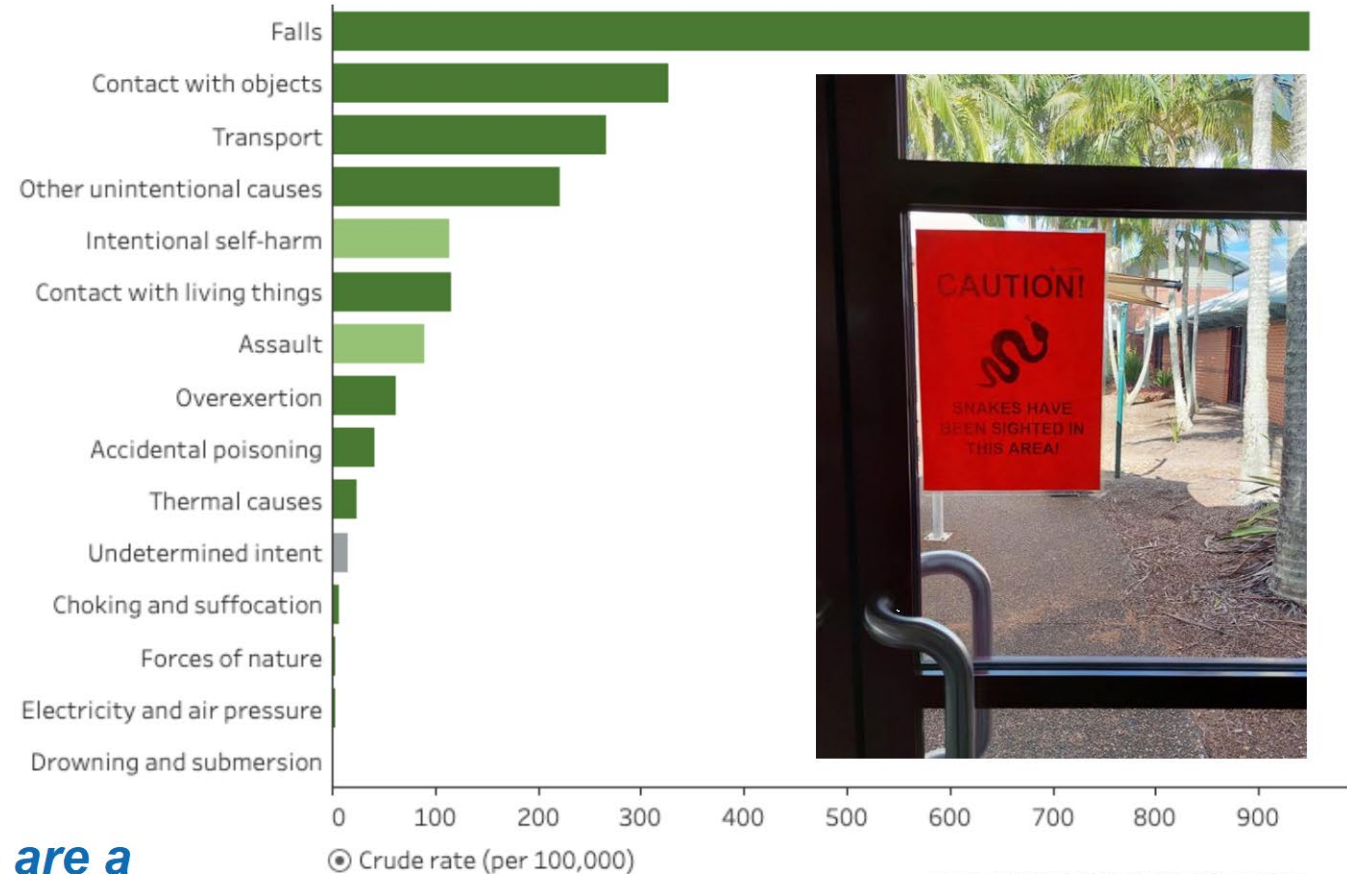
Trauma Rates in Australia

Most common presentations to ED in Australia:

- abdominal pain
- chest pain
- headache
- injury
- lower back pain...

The highest trauma presentations to ED are:

- falls
- contact with objects
- transport...



Source: AIHW National Hospital Morbidity Database.
<http://www.aihw.gov.au/>

So while we can't influence trauma rates, there are a number of activities helping us drive compliance to increase utilisation of the Belmont.

Strategy to Increase Utilisation of the Belmont RI-2



Current utilisation of 3-spike sets = 1.31
(per device per month on average)



- High volume centres using >4 sets (high trauma hospitals)
- Mid volume centres using >2 sets
- Low volume centres using <1 set



Education is Key

MAJOR BLOOD LOSS MANAGEMENT GUIDE AND RECORD									
STAGE	TIME	ESTIMATED BLOOD LOSS		CRYSTALLOID	ARBC'S	FFP	PLATELETS	Hb LEVEL	COAG PROFILE DONE
		SPONGES	SUCKER						
ONE		ONE LITRE		CRYSTALLOID					
TWO		TWO LITRES		MAINTENANCE CRYSTALLOID	4 UNITS				
					TP X MATCHED				
THREE		THREE LITRES		MAINTENANCE CRYSTALLOID	4 UNITS	6 FFP			
FOUR		FOUR LITRES		MAINTENANCE CRYSTALLOID	4 UNITS	6 FFP	PLATELETS		
FIVE		FIVE LITRES		MAINTENANCE CRYSTALLOID	4 UNITS	6 FFP	PLATELETS		
SIX		SIX LITRES		MAINTENANCE CRYSTALLOID	4 UNITS	6 FFP	PLATELETS		

Plan - RBC : platelet: FFP : Cryop. 18g (2) 14g (K) 18g (2) 14g (K) Bel. mon. QML 167 for FFP + Cryo. (30 mins)

Consider: Cryoprecipitate---Calcium---Factor V11a TP-Trauma Pack-O neg not X Matched Blood

Patients Name _____

prothrombinex - x4 push stat 300ml/hr. syringe driver
RiaStop - x4

- Relationships with key stakeholders including nurse educator (super users)

Ask plenty of questions

- Do all departments who could use the RI-2 know its available?
- What is the hospital protocol for MTP, or planned surgery with high risk of blood loss i.e. AAA?
- Are all staff involved with MTP events trained and confident to use the RI-2 During a MTP Event?

Nurse Simulation Training (internally run)



While the RI-2 is intuitive to set up and use, encourage the Clinical Nurse Educator to run Simulation Training at least monthly.

Practice turning on the device, loading the 3-Spike set as if it were a real life scenario.

This will help build the team's familiarity and confidence with the RI-2 and disposables.

Ease of Access to Device and Disposables



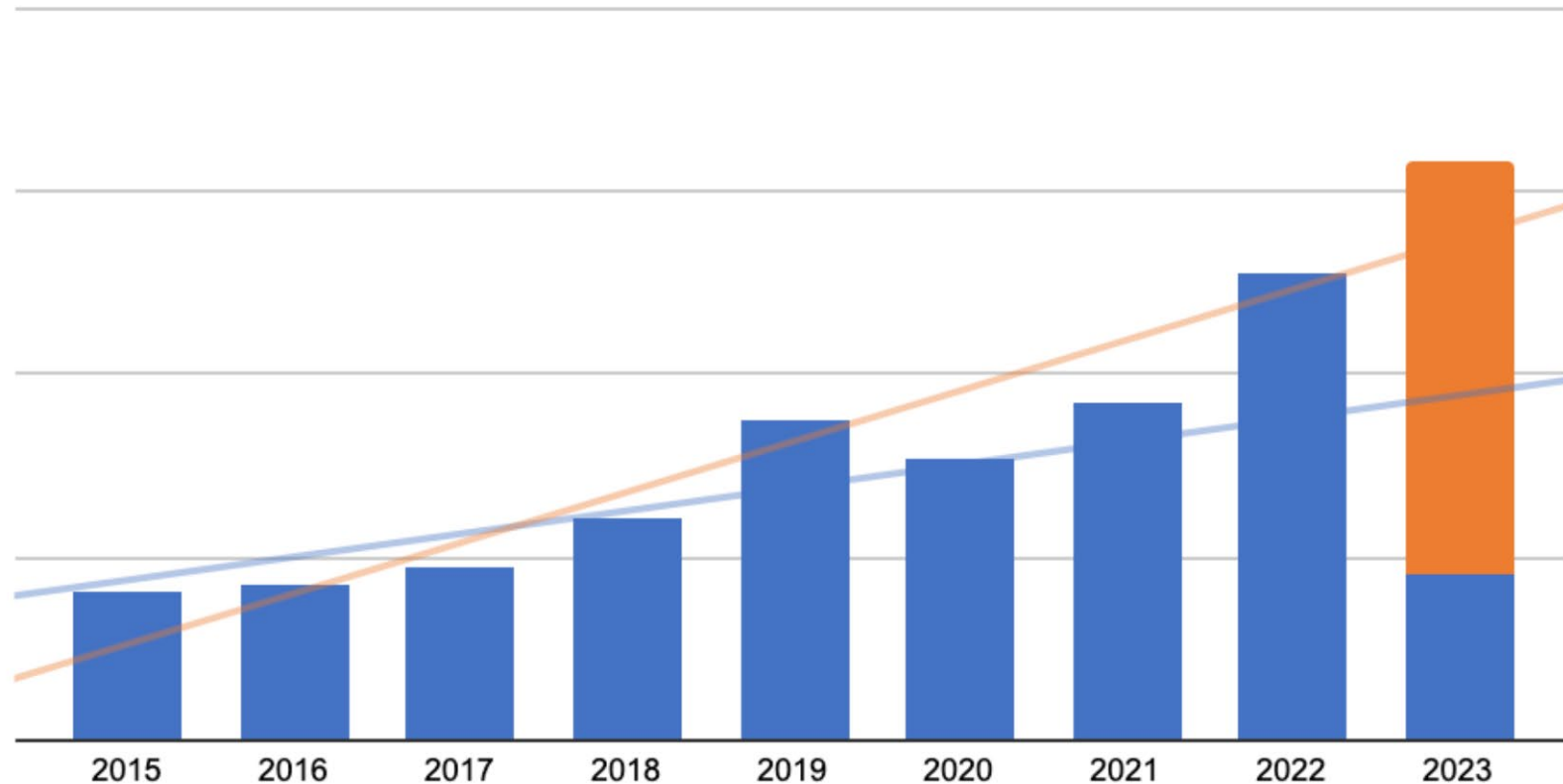
We know it's often a chaotic environment when the RI-2 is used for a major bleeding event.

Ensure disposables are easy to find or live with the RI-2 i.e. attach a bag to the top of the IV pole with all disposables needed.

Our Goal for 2023/24

Our objective for the next 12 months is to increase utilisation of the 3-Spike disposable from 1.3 to 2.0 sets used per device, per month (on average)

Belmont Consumables





THE US EXPERIENCE

WINNING AGAINST LEVEL 1/RANGER

ALEX LUPU
GLOBAL FM PRODUCT MANAGER, BELMONT MEDICAL TECHNOLOGIES

DOMENIC TUTELA
MARKETING MANAGER, BELMONT MEDICAL TECHNOLOGIES

RI-2 KEY FEATURES

- Dual air detectors enables automatic air detection and removal
- Dry electromagnetic induction heating provides near instant fluid warming in a single pass
- Peristaltic pump delivers precise flow rates from 2.5 mL/min-1000 mL/min
- Pressure monitoring allow for automatic pressure regulation
- Large touchscreen display provides simple and easy access to all infusion parameters and controls
- 100% aluminum-free fluid warming
- Color-coded disposable for fast set up



LEVEL 1 FEATURES

- Optional air detector
 - Does not have automatic re-priming
 - Does not have active automatic air removal
- Water bath heating with **aluminum** heat exchanger
 - Requires time to heat up
 - Potential infection risk due to water reservoir
- Dual chamber pressure bag infusion to provide flow rates up to 1100 mL/min
 - **Pressure bags do not provide precise flow rate control**
- Upper pressure limit of 300 mmHg
 - Does not display when flow rate is limited due to high pressure
- Display for water bath temperature
 - Does not show actual infusate temperature
- No battery back up
- Can only infuse up to 2 bags of fluid at once
 - Usually only infusing one at a time
- Multiple disposable options for different flow rate needs



THE BELMONT IS CLEARLY A BETTER INFUSER THAN LEVEL 1!

Top RI-2 Features and Benefits

1. 100% aluminum-free disposable – eliminates risk of aluminum exposure from the infusion device
2. Dry, electromagnetic induction heating – reduces the risk of infection and requires no warm-up time, leading to faster initiation of infusion
3. Automatic air detection and removal – reduces the risk of air embolism, and never need to disconnect from the patient to re-prime

Level 1 Features and Weaknesses

1. Aluminum heat exchanger – leaches aluminum into the infusate
2. Water bath heating method – outdated technology; increases risk of infection due risk of water contamination and requires 8–12 minute warm-up time
3. Optional air detector – requires disconnecting from the patient to re-prime the system if air is detected

NOT ALL RAPID INFUSERS ARE CREATED EQUAL

The Belmont® Rapid Infuser RI-2 is the **ONLY** rapid infuser to offer **100% aluminum-free** fluid delivery along with high-flow performance* and comprehensive safety features designed to reduce transfusion related complications.



THE BELMONT®
RAPID INFUSER RI-2



Smiths Medical
Level 1® Fast Flow

FUNCTIONALITY	Dry, electromagnetic induction heating	✓	✗
	Warms fluid to normothermic temperatures	✓	✓
	Flow rates up to 1000 mL/min*	✓	✓
	Precise control of all flow rates ranging from 2.5 up to 1000 mL/min using a high-speed peristaltic pump	✓	✗
	Near instantaneous fluid warming to 37°C within seconds from powering on	✓	✗
	Automatic priming in under 1 minute and easy repriming without patient disconnection	✓	✗
	Option to provide a bolus of fluid at specific volumes and flow rates	✓	✗
PATIENT SAFETY	Automatic air detection and removal	✓	✗
	Automatically regulates flow rate to maintain a safe line pressure under 300 mmHg	✓	✗
	Battery backup in the event of accidental power loss or patient transport between departments	✓	✗
DISPOSABLES	100% Aluminum-free disposable and optional consumables	✓	✗
	Single, color-coded disposable compatible with all flow rates	✓	✗
DISPLAYS AND CONTROLS	Displays actual flow rate	✓	✗
	Simple, easy-to-use touchscreen display and controls	✓	✗
	Displays infusate output temperature	✓	✗
	Provides on-screen instructions for alarm conditions	✓	✗
	Operated by single user	✓	✗

For more information or to schedule a demonstration email ALUFREE@belmontmedtech.com or visit belmontmedtech.com/ALUFREE
701-00447 Rev. B

RANGER FEATURES

- No air detection
- Dual chamber pressure bag infusion to provide flow rates up to 500 mL/min
 - Pressure bags do not provide precise flow rate control
 - Addition to the standard ranger device
- Upper pressure limit of 300 mmHg
 - Does not display when flow rate is limited due to high pressure
- Dry hot plate heating method
 - Plate must get very hot to heat blood at the highest flow rates
 - Takes up to 2 minutes to heat to set temperature
- Can only infuse up to 2 bags of fluid at once
 - Usually only infusing one at a time
- No battery back up
- Multiple disposable options for different flow rate needs and fluid types



THE RANGER™ IS NOT A RAPID INFUSER

Superior Belmont features compared to the 3M™ Ranger™

1. Dry, electromagnetic induction heating with peristaltic pump control – near instantaneous heating with precise control of all flow rates from 2.5 ml/min-1000 ml/min
2. Automatic air detection and removal – reduces the risk of air embolism, and there is no need to disconnect from the patient to re-prime
3. Single, color-coded, 100% aluminum-free, disposable for all flow rates – No risk of aluminum exposure and only required to stock one disposable for all flow rates

3M™ Ranger™ Features and Weaknesses

1. Pressure bag infusion and hot plate heating – maximum flow rate of 500ml/min, and there is no method to precisely control the flow rate
2. Bubble trap only – No automatic air detection, requires multiple people to administer and monitor infusion to ensure air does not enter the patient line, need to disconnect from the patient to re-prime
3. Different disposables for different flow rates* – requires the need to stock multiple disposables for different use cases, only one disposable can provide the 500ml/min flow rate

NOT ALL RAPID INFUSERS ARE CREATED EQUAL

The Belmont® Rapid Infuser RI-2 is the **ONLY** rapid infuser to offer **100% aluminum-free** fluid delivery along with high-flow performance* and comprehensive safety features designed to reduce transfusion related complications.



		THE BELMONT® RAPID INFUSER RI-2	3M™ Ranger™ (Model 245)
FUNCTIONALITY	Dry, electromagnetic induction heating	✓	✗
	Warms fluid to normothermic temperatures	✓	✓
	Flow rates up to 1000 mL/min*	✓	✗
	Precise control of all flow rates ranging from 2.5 up to 1000 mL/min using a high-speed peristaltic pump	✓	✗
	Near instantaneous fluid warming to 37°C within seconds from powering on	✓	✗
	Automatic priming in under 1 minute and easy repriming without patient disconnection	✓	✗
	Option to provide a bolus of fluid at specific volumes and flow rates	✓	✗
PATIENT SAFETY	Automatic air detection and removal	✓	✗
	Automatically regulates flow rate to maintain a safe line pressure under 300 mmHg	✓	✗
	Battery backup in the event of accidental power loss or patient transport between departments	✓	✗
DISPOSABLES	100% Aluminum-free disposable and optional consumables	✓	✓
	Single, color-coded disposable compatible with all flow rates	✓	✗
DISPLAYS AND CONTROLS	Displays actual flow rate	✓	✗
	Simple, easy-to-use touchscreen display and controls	✓	✗
	Displays infusate output temperature	✓	✗
	Provides on-screen instructions for alarm conditions	✓	✗
	Operated by single user	✓	✓

Source: 3M™ Ranger™ Operator's Manual 202457B
701-00467 Rev. A




KEY SELLING STEPS FOR THE US MARKET

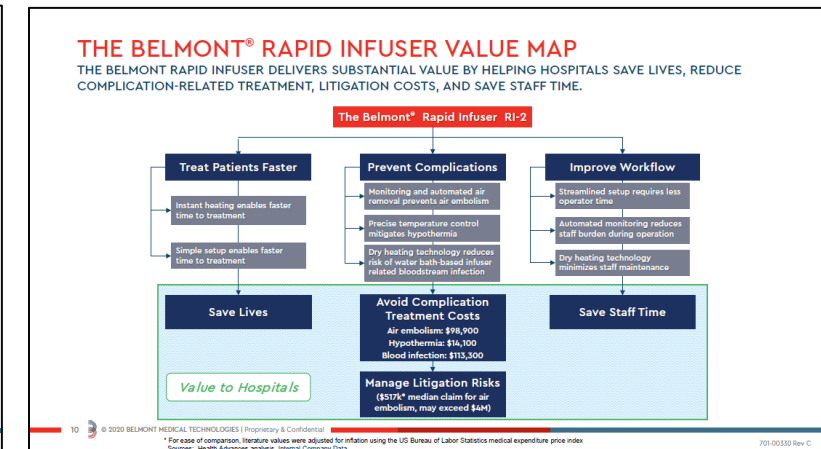
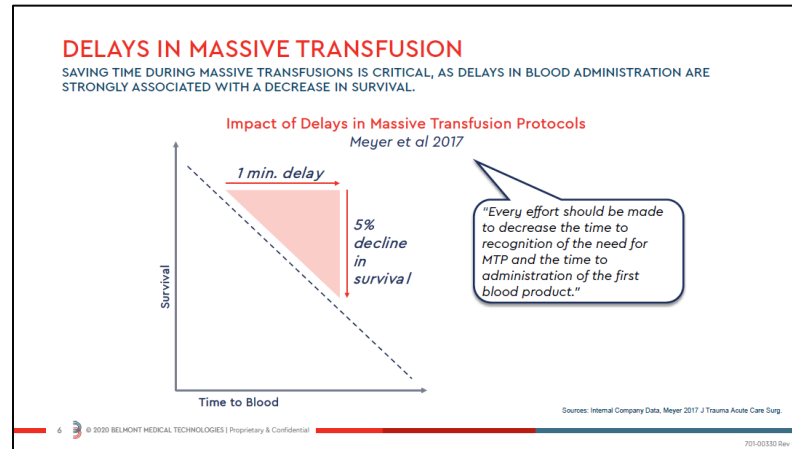
- Use the Sales Challenger model to demonstrate a need for the RI-2
 - Easy to use
 - Automatic air detection and removal
 - Pressure regulation
 - Flow rate control,
 - Precise temperature control at rapid flow rates with cold fluid
 - 100% aluminum free disposable
- In-person demonstration of the RI-2
- Educate about the economic benefit of these features in addition to the clinical impact

**ECONOMIC BENEFITS
OF THE BELMONT®
RAPID INFUSER RI-2**

A REFERENCE FOR VALUE ANALYSIS

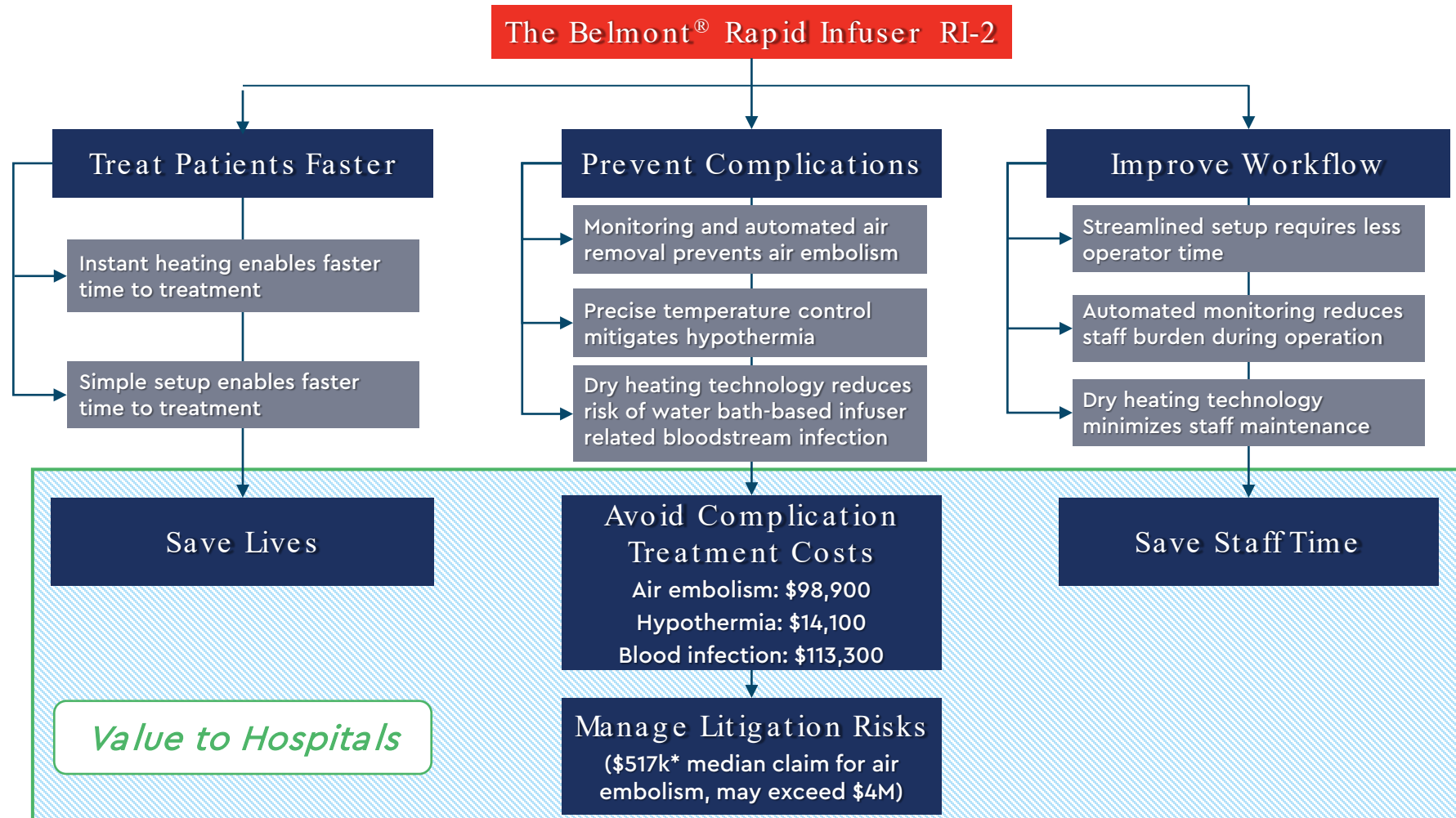


701-00330 Rev C



THE BELMONT[®] RAPID INFUSER VALUE MAP

THE BELMONT RAPID INFUSER DELIVERS SUBSTANTIAL VALUE BY HELPING HOSPITALS SAVE LIVES, REDUCE COMPLICATION-RELATED TREATMENT, LITIGATION COSTS, AND SAVE STAFF TIME.



Case reports

CASE STUDY: USE OF THE BELMONT® RAPID INFUSER IN HEMORRHAGE SHOCK DUE TO GUNSHOT WOUNDS

FLUID THERAPY IN THE TRAUMA CARE SETTING

Severe injury due to firearms remains a common problem in the United States. The standard of care in treating patients with hemorrhage following any injury is respiration, the control of bleeding, a "balanced resuscitation" strategy, which consists of 1:1:3 transfusion of packed red blood cells (PRBC), plasma and platelets. However, recently, some centers are using whole blood in addition to a balanced resuscitation strategy (1). Plasma and platelets are costly and accurately providing a 1 ratio of PRBC : Plasma can be challenging due to the logistics of spiking bags of blood and plasma. In addition, the products are stored in a cold unit and need to be warmed to prevent hypothermia, especially when they are administered rapidly and in large amounts.

"...the ability to precisely and quickly administer without the need for manual personnel is a game-changing evidence-based care." — Dr. Daniel Sasser, Director, Center for Trauma and Critical Care (CTCCC), Georgia Healthcare University

TREATMENT OF FIREARM RELATED INJURIES

A 35-year-old male sustained 6 gunshot wounds and arrived at extremities. He had a gunshot to the left wrist, right chest, mid back, and 3 gunshot to the left elbow. Massive transfusion protocol was activated, and the Belmont was used to rapidly administer 1 unit of whole blood prior to intubation. He was taken emergency to the operating room where he underwent thoracotomy with endfire resection of the right middle and lower lobes, laparotomy with left colectomy and ligation of bleeding small vessel in the retroperitoneum, and a left forearm amputation with ligation of the ulnar artery and reconstruction of the radial artery. He received 2 units of PRBC, 19 units of plasma, 10 units of platelets, and 10 units of cryoprecipitate in 10 liters total. The patient also received 3 units of platelets and three 16-unit units of cryoprecipitate (not administered via the rapid infuser) in the first 4 hours after arrival in the hospital. Upon arrival to the ICU, the patient was 73.8 and the lactate was 5.1. He then underwent several more operations including a left hip repair and was discharged to acute rehabilitation on hospital day 30.



THE BELMONT® RAPID INFUSER IN RESOURCE MANAGEMENT

• Use of The Belmont Rapid Infuser with the 3 Liter Reservoir allowed us to spike multiple units of blood products simultaneously in order to provide a 1:1 balanced resuscitation, which was delivered at body temperature, with no need to dedicate additional personnel solely to the task of ensuring ongoing transfusion.

• Hospital personnel are often limited in a massive transfusion setting, particularly after hours, and the ability to precisely and quickly transfuse without the need for additional personnel is key to providing evidence-based care.

BELMONT MEDICAL TECHNOLOGIES
Serving Units, Together.

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780-0545-5850, Rev. 001

Heating performance video and hand out

**THE BELMONT®
RAPID INFUSER R-I-2**

HEATING PERFORMANCE

TEST CONDITIONS

- Ice cold water was warmed through The Belmont® Rapid Infuser R-I-2 at a fixed rate of 500 mL/min to determine how quickly fluid reaches target temperatures.

RESULTS

30

12.59 SECONDS

TIME TO OUTPUT FLUID
TEMPERATURE TO REACH 30°C

37.2

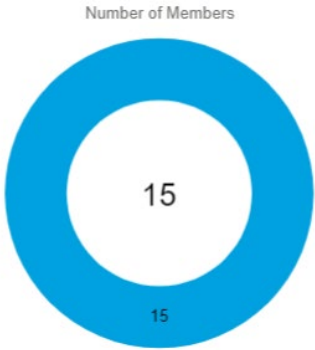
53.09 SECONDS

TIME TO OUTPUT FLUID
TEMPERATURE TO REACH 37.2°C

Time	Output Fluid Temperature (°C)	Original Fluid Temperature (°C)
0	19.0	19.0
1	20.0	19.0
2	21.0	19.0
3	22.0	19.0
4	23.0	19.0
5	24.0	19.0
6	25.0	19.0
7	26.0	19.0
8	27.0	19.0
9	28.0	19.0
10	29.0	19.0
11	30.0	19.0
12	31.0	19.0
13	32.0	19.0
14	33.0	19.0
15	34.0	19.0
16	35.0	19.0
17	36.0	19.0
18	37.0	19.0
19	38.0	19.0
20	39.0	19.0
21	40.0	19.0
22	41.0	19.0
23	42.0	19.0
24	43.0	19.0
25	44.0	19.0
26	45.0	19.0
27	46.0	19.0
28	47.0	19.0
29	48.0	19.0
30	49.0	19.0
31	50.0	19.0
32	51.0	19.0
33	52.0	19.0
34	53.0	19.0
35	54.0	19.0
36	55.0	19.0
37	56.0	19.0
38	57.0	19.0
39	58.0	19.0
40	59.0	19.0
41	60.0	19.0
42	61.0	19.0
43	62.0	19.0
44	63.0	19.0
45	64.0	19.0
46	65.0	19.0
47	66.0	19.0
48	67.0	19.0
49	68.0	19.0
50	69.0	19.0
51	70.0	19.0
52	71.0	19.0
53	72.0	19.0
54	73.0	19.0
55	74.0	19.0
56	75.0	19.0
57	76.0	19.0
58	77.0	19.0
59	78.0	19.0
60	79.0	19.0
61	80.0	19.0
62	81.0	19.0
63	82.0	19.0
64	83.0	19.0
65	84.0	19.0
66	85.0	19.0
67	86.0	19.0
68	87.0	19.0
69	88.0	19.0
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116	135.0	19.0
117	136.0	19.0
118	137.0	19.0
119	138.0	19.0
120	139.0	19.0
121	140.0	19.0

PAID SEARCH ADS SUCCESS – E.G. RANGER SUPPLY ISSUES

- Ranger Google Ad campaigns active since late October 2022
- Two campaigns were setup to directly target the Ranger recall
 - Ranger name (keywords specific to product name, recall, etc.)
 - Ranger application (keywords specific to product use)
- 15 direct leads captured as a direct result of clicking on the paid search ad and filling out a web lead form



ADGROUPS

RANGER RECALL/NAME

↓ Clicks	Impr.	CTR
3,264	27,305	11.95%
3,264	27,305	11.95%
3,264	27,305	11.95%

RANGER APPLICATION

↓ Clicks	Impr.	CTR
1,541	35,111	4.39%
1,541	35,111	4.39%
1,541	35,111	4.39%

Rapid Blood and Fluid Warming | IV Fluid Warmer Recall Notice | Alternative IV Blood Warmers +2 more

[belmontmedtech.com/rapidinfuser/alternative](#)

Blood and Fluid Warming Devices and Disposables Unaffected by Global Fluid Warmer Recalls. Overcome Supply Chain Issues Today With In-Stock Blood and Fluid Warming Disposable Sets. +1 more

[View assets details](#)



MEETING RECAP

VENCESLAO BENANZIO
INTERNATIONAL DISTRIBUTOR SALES DIRECTOR
BELMONT MEDICAL TECHNOLOGIES

RECAP

1. Name at least one take-away from today
2. Your sales team must be familiar with and have printed copies of:
 - a) Level 1 FDA Recall – August 2021
 - b) Level 1 CE-Mark Suspension & EU Distribution Hold – February 2022
 - c) Level 1 Pressure Chamber Safety Notification – July 2022
3. Let us know how we can help more regarding both civilian and military/NATO tenders.



KEY TAKEAWAYS RECORDED BY PARTICIPANTS

- Learning from others' success via best practice sharing was very insightful
- The Fluido system is very complex
- There is an opportunity to generate leads with digital marketing tools
- Belmont has brought significant quality improvements to its portfolio
- We have NO competition!
- Strong military opportunities exist
- Case studies featuring various clinical perspective are a great tool!
- Patient safety with The Belmont RI-2 is unsurpassed
- We want to stay connected via monthly calls
- The session with the Clinician's perspective on the use of the RI-2 in complex obstetric cases was inspirational
- Continuously training and educating customers on how to use the device is important



THANK YOU!

