



Advanced Medical Solutions Group plc

# *Annual General Meeting*

*2<sup>nd</sup> June 2010*

advanced woundcare



wound closure and sealants



## *Building for success*

# Welcome to AMS (AIM: AMS.L)

- ✈ A global medical device company currently focused on the woundcare, wound closure and sealant markets
- ✈ 241 employees across three locations: Winsford, Plymouth and Etten Leur (Holland)
- ✈ Multi-product portfolio backed by strong IP, know-how and regulatory approvals
- ✈ Multiple routes to large and growing markets
- ✈ Blue chip customers, partners and distributors
- ✈ Clear organic macro drivers in each market segment
- ✈ Strong R&D platform with further products in the pipeline
- ✈ Profitable, cash generative, with a strong balance sheet

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# 2009 Operational Highlights

- New world class facility within budget and on schedule to open by end 2010.
- First US sales of LiquiBand™.
- Cardinal Health signed as part of multi-partner distribution strategy for penetration of US tissue adhesives market.
- SilverCel™ Non-Adherent launched by Systagenix.
- ActivHeal® offering receives strong endorsement from UCLH.
- Acquisition of Corpura BV completed.

SilverCel™ is a registered Trademark of Systagenix Wound Management

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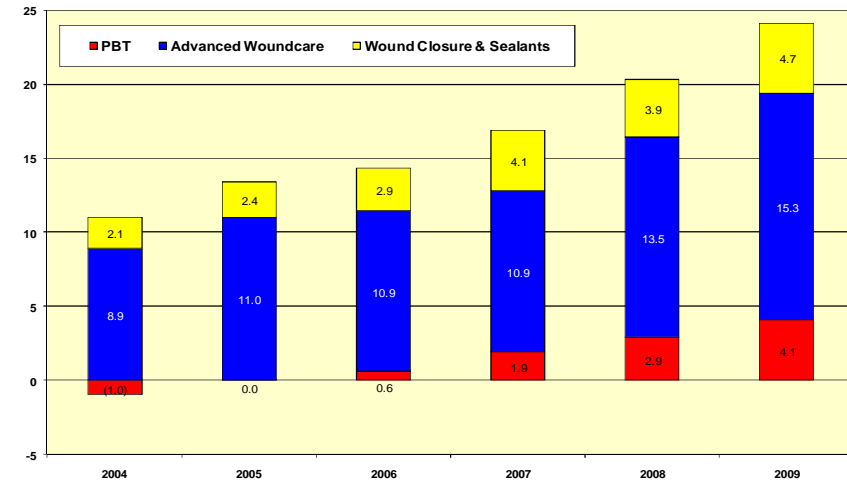


# 2009 Financial Results - Summary

- ⚙ Revenue up 19% to £24.1 million
- ⚙ Gross profit up 19% to £11.6 million
- ⚙ Operating profit\* up 51% to £4.1 million
- ⚙ Pre-tax profit\* up 39% to £4.1 million

- ⚙ Operating cash inflow\* up 32% to £3.7 million
- ⚙ Net funds at year end of £1.7 million after significant facility investments and acquisition
- ⚙ Board states intention to pay maiden dividend for full year 2010

Group revenue & profit 2004 – 2009 (£m)



\* before exceptional items

- Continue to broaden product range
  - Higher performance dressings
  - Technologies to accelerate wound healing
- Support global blue chip partner base
  - Product development assistance
  - Technical, regulatory and clinical support
- Review licensing and acquisition opportunities
  - Access new material technologies
  - Leverage existing routes to market



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# Strategy

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- Increase penetration of US tissue adhesive market
- Maintain a leadership position
  - Tissue adhesives
  - Applicator design
- Broaden global reach
- Enter internal adhesives market
- Evaluate licensing and acquisition opportunities
  - Access new material technologies
  - Broaden direct sales presence



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# Summary

- ✦ **Building blocks continue to be put in place to achieve strategic growth objectives**
  - ✦ New facility on time and on budget for year-end.
    - ✦ One of existing facilities vacated and all processes now transferred and operational
  - ✦ Positive progress on LiquiBand® US introduction
    - ✦ Three more distributors added to Cardinal Health providing good coverage of both Alternate Care and Acute Care market channels
  - ✦ Regulatory approvals for LiquiBand® for Japan and Canada
  - ✦ Silver alginate and ActivHeal® continuing to make good progress
    - ✦ Products positioned to address budgetary pressures in NHS Trusts
  - ✦ Stronger position in polyurethane foam
    - ✦ Corpura fully integrated and advanced foam products coming through R&D

# Outlook

- The strong start to the year has continued during the first half
- Trading substantially ahead of last year and in line with current market expectations for the full year 2010
- Details of the dividend policy to be confirmed at the Interims in September
- The outlook remains very positive

***AMS is a successful, innovative company with significant potential for growth***