



Advanced Medical Solutions Group plc

ADVANCED MEDICAL SOLUTIONS GROUP PLC

# Annual General Meeting

8th June 2011



## Financial highlights 2010

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- > Revenue increased by 32% to £31.9 million (2009: £24.1 million)
- > Operating profit (pre-exceptional items) up 31% to £5.3 million (2009: £4.1 million)
- > Basic earnings per share (pre-exceptional items) up 24% to 3.83p (2009: 3.09p)
- > Strong cash generation in second half of year - net funds of £3.9 million at 31 December 2010 (2009: £1.7 million)
- > Maiden final dividend proposed at 0.38p per share

## Advanced woundcare - progress in 2010 & future focus

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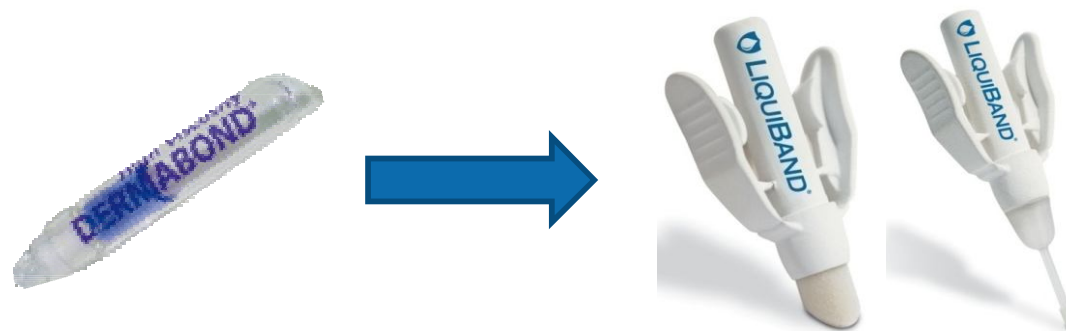
- > Silver alginate (revenue up 19%)
  - > AMS support helps partners capture 20% market share in just five years
  - > #2 market position globally, behind single dominant leader
  - > Continue to support partner growth with clinical papers
  
- > Foam (revenue up 270%)
  - > First full year from the Corpura business
  - > New product launches with key partners
  - > Expand converting capability and introduce product upgrades, innovation & differentiation
  
- > NHS - ActivHeal<sup>®</sup> (revenue up 21%)
  - > Continues to deliver real savings without compromise on clinical effectiveness
  - > Rebranded product range to aid awareness and recognition
  - > Continue to strengthen the brand, improve awareness and aid compliance
  
- > Successful move into new site without any major disruption

## Wound closure and sealants - progress in 2010 & future focus

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### > LiquiBand® - USA

- > 2010 saw the first 12 months of activity in the key US market
- > Level of interest, clinical evaluations and subsequent product uptake ahead of year one expectations
- > Annualised quarter-four end user sales equate to 250,000 units
- > Latest LiquiBand® product approval will mean 100% coverage of the market by year end
- > Focus on capturing Dermabond HV market share (est. \$150 million)



- > Completing US based clinical studies to support LiquiBand® marketing claims

## Wound closure and sealants - continued

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- > LiquiBand® - other markets
  - > Successfully maintained market leading position in Emergency Rooms
  - > LiquiBand® products approved and launched in both Japan and Canada
  - > Other regulatory approvals being progressed
  
- > InteguSeal®
  - > Disappointed in 2010 but remains a quality product with significant potential
  - > Route-to-market strategy under review as part of wider product range targeting the Operating Room
  
- > R&D
  - > Pipeline includes new internal adhesive applications

# Strategy - Licensing and acquisition

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## Accelerating healing and managing wounds

- Brands for UK sales & distribution
- 'Actives' for inclusion in existing woundcare dressings
- New product platforms to expand technology range

## Minimising adverse surgical outcomes

- Distribution opportunities with strong surgeon relationships to help access Operating Room
- Device companies that help broaden our surgical partner network

## Sealing and closing tissue

- New adhesive technologies to accelerate internal applications
- Distribution opportunities to broaden direct sales presence

# Summary

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- > LiquiBand® successfully launched in the US
- > ActivHeal® is winning NHS business following a re-branding and re-launch
- > Range of silver alginate products continuing to gain market share
- > Foam business doing well, with new products and a base technology to drive further woundcare growth
- > Winsford new site is fully operational

# Outlook 2011

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- > 2011 has started well with all key areas performing strongly and in line with current market expectations for the full year 2011
  
- > Strong balance sheet provides options to support future growth
  - > Investments in sales and marketing to drive brands and support partners
  - > Maintaining a healthy R&D pipeline
  - > Evaluation of selective licensing and acquisition opportunities
  
- > Board remains confident about the long term prospects for the business