



Advanced Medical Solutions Group plc

Annual General Meeting

22nd May 2013

2012 financial highlights



- Group revenue up 53% to £52.6 million (2011: £34.4 million)
- Adjusted² profit before tax up 85% to £12.1 million (2011: £6.6 million)
- Adjusted² fully diluted earnings per share up 24% to 5.30p (2011: 4.28p)
- Net debt³ reduced to £5.5 million (2011: £13.4 million)
- Proposed final DPS of 0.35p, making a full year DPS of 0.52p (2011: 0.45p), up by 16%

² All items are shown before exceptional items which were charged and, in 2012, were £0.8 million (2011: £1.8 million) and before amortisation of acquired intangible assets which, in 2012, were £0.5 million (2011: £0.2 million) as defined in the financial review

³ Net debt is defined as financial liabilities and bank loans less cash and cash equivalents plus short term investments

Business unit organisation



Unit	Direct	Distributed	OEM	Bulk Materials
Route-to-market	Direct sales teams in Germany, UK & Czech Republic	Global network of >100 distribution partners (including Russia)	Global advanced woundcare customer base	Convertors, packers, advanced woundcare partners
R & D	Collagen and sutures	Tissue adhesives and sealants	Advanced woundcare dressings	Bulk foam
Brands	ActivHeal® / LiquiBand® / RESORBA®		Multiple Partner Brands	
2012 revenue	£20.1m	£6.8m	£22.0m	£3.8m
Growth	+255%	+89%	+18%	-43%

Branded Direct: 2012 progress

£20.1m (2011: £5.7m)



- ActivHeal® (revenue up 29%)
 - Cost savings without compromise on clinical effectiveness
 - Continued good progress supported by clinical education programme
- RESORBA® (revenue up 5%)
 - UK tender awards for sutures and haemostats
- LiquiBand® UK (revenue up 5%)
 - Early success for UK surgical sales team
 - Initial contract with leading hospital group gained
 - Further investment being made
- LiquiBand® Germany (revenue up 15%)



Branded Distributed: 2012 progress £6.8m (2011: £3.6m)



- LiquiBand® US
 - Excellent progress in Alternate Site sector
 - Market share by volume increased to 13%
 - Distribution channels being extended in Acute (hospital) sector resulting from partner not meeting minima
 - Market share by volume fell to 4%
- LiquiBand® EU (excluding UK & Germany) and ROW
 - Europe up 13%
 - Approvals are progressing in Russia and China
- RESORBA®
 - Regulatory process underway for US market entry for sutures
- Hernia mesh fixation device on track for 2013 launch

LIQUIBAND®



RESORBA®
REPAIR AND REGENERATE



OEM: 2012 Progress

£22.0m (2011: £18.5m)



- Continued progress with silver alginate
 - Revenues up 22%
 - Progress across EU and UK as well as US
 - Upgrade launched in Q4 2012 - reinforced dressings
- Trilaminate foam launched
 - Orders in place for 2013 sales

Bulk Materials: 2012 progress

£3.8m (2011: £6.6m)



- Difficult year for bulk foam as flagged a year ago
 - Pipeline filling from customers' product launches impacted revenue
- Revenue growth in 2013 already visible
- Solid new customer pipeline activity for both bulk foam and alginates

Organisation



- Business Unit Heads appointed and in place
- General Manager appointed and in place for German and Czech plants
- Strengthened Group Quality and Regulatory function with new head who started on 1 May 2013
- Board to be strengthened with appointment of new Non-Executive Director with relevant commercial experience
- Don Evans to step down as Chairman later in the year when successor appointed

Summary & Outlook



- Enlarged Group has been restructured to exploit future growth opportunities and deliver on RESORBA[®] acquisition synergies
- Distribution routes for LiquiBand[®] in the US to be expanded with new partners and products in the pipeline
- ActivHeal[®], silver alginate and US LiquiBand[®] Alternate Site continue to gain market share
- Approvals to extend into new markets for existing products are advanced
- Bulk materials are returning to growth
- New products are emerging from R & D pipeline
- We will continue to look at appropriate M & A activity in line with our strategy
- We remain positive about the prospects for the Group