



Advanced Medical Solutions Group plc

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## Title: Annual General Meeting

Date: 20<sup>th</sup> May 2014



# Branded Direct: 2013 progress

## £22.9m (2012: £20.1m)

- ActivHeal®
  - Revenue up 32% to £5.5m
  - Increasing value from clinical education programme
- RESORBA®
  - German revenue up 3% to £13.8m
  - Dental products and haemostats performed well
  - Haemostats and sutures now being sold into the NHS
- LiquiBand®
  - A&E revenue up 5% to £2.5m
  - Success of UK surgical sales team with revenue up 175% to £0.4m
  - LiquiBand® Germany revenue up 3%



# Branded Distributed: 2013 progress

## £8.8m (2012: £6.8m)



- LiquiBand®
  - US revenue up 78% to £3.0m
    - More distributors in hospital sector and extended product range
  - France and Italy performing well
  - Geographic expansion plans continue
    - First sales in South Korea
    - Initial sales in Russia following approval in September 2013
    - Approval in China on track for H2 2014
  - Hernia mesh fixation device to launch in the EU in H1 2014
- RESORBA®
  - ROW revenue up 18%
  - Good progress, particularly in France and China
  - US regulatory approval process for sutures continuing

 **LIQUIBAND®**



 **RESORBA®**  
REPAIR AND REGENERATE



## OEM: 2013 progress

£23.6m (2012: £22.0m)

- Silver alginate
  - Revenue up 15% to £12.1m
  - Partners continue to access new markets and gain market share
  - Continue to support partners with regulatory approval assistance
- Foam-based finished dressings
  - Revenue doubled
  - New trilaminate dressings a key driver for growth
  - New partners increasingly taking foam dressings to compete in EU
- Collagen
  - OEM sales remained flat, as expected
- Older products declined as customers and markets moved to more modern dressings

## Bulk Materials: 2013 progress

£4.2m (2012: £3.8m)

- Foam rollstock
  - Revenue down slightly to £3.3m
  - Good progress with a number of new accounts
  - Progress undermined by below expectation ordering from an existing customer due to de-stocking
  - Only just starting to see follow-on orders from 2011 pipeline filling



# Research & Development Focus



- Inclusion of antibiotics to collagen to prevent infection following surgery
- LiquiBand® Applicator improvements and extending range of sizes for topical adhesives
- Next generation internal fixation and sealant device
- New anti-microbial and atraumatic foam dressings
- Post-operative surgical dressings



# Organisation



- Reorganisation into four Business Units delivering results
- Group Quality and Regulatory function strengthened
- Business systems improved
- Board strengthened
  - Peter Steinmann appointed as Non Executive Director on 1 July 2013
  - Peter Allen appointed as Non Executive Director on 5 December 2013 and then became Chairman on 1 January 2014 following retirement of Don Evans
- Group well positioned for continued growth, both organic and through targeted acquisition opportunities



# Summary & Outlook



- 2013 was another strong year with progress across all our Business Units
- Our Board, organisation and business systems have been strengthened
- Significant organic growth opportunities remain
- Investment will continue into each of our brands and to support our partners
- Our R&D pipeline is exciting
- With no debt and strong cash flows, we continue to look at acquisition opportunities that fit our criteria
- We are confident that 2014 will see further growth

