



Advanced Medical Solutions Group plc



ANNUAL GENERAL MEETING
2 JUNE, 2016

Chris Meredith, Chief Executive Officer

2015 Financial Highlights

Adjusted operating profit and margin is shown before amortisation of acquired intangibles

	2015	2014	Reported growth	Growth at constant currency
Group revenue (£ m)	68.6	63.0	9%	11%
Adjusted operating margin (%)	25.4	24.7	70 bps	-
Adjusted profit before tax (£ m)	17.4	15.6	12%	-
Profit before tax (£ m)	17.0	15.2	12%	-
Adjusted diluted earnings per share (p)	6.86	6.26	10%	-
Diluted earnings per share (p)	6.68	6.08	10%	-
Net operating cash flow (£ m)	22.5	18.4	22%	-
Net cash (£ m)	34.2	17.3	98%	-

- Proposed final dividend 0.55p, making a total dividend for the year of 0.8p, up 14% (2014: 0.7p)

2015 Business Highlights

- Good sales progress across all Business Units on a constant currency basis
- Strong performance in the US with LiquiBand® tissue adhesive range – revenue up 79%
 - Market share by volume increased to 17%
- ActivHeal® continues to make good progress in the NHS – revenue up 8%
- Silver alginate continues to perform well – revenue up 10%
- Hernia mesh fixation device, LiquiBand® Fix8™, delivered £1.0m of sales in the first full year and launched in 20 countries
- CE approval of antimicrobial foam including polyhexamethylene biguanide (PHMB) in August
- FDA approval for extended product claims for LiquiBand® Exceed™ in November
- FDA approval to market sutures in the US received in November

All results are shown at constant currency

Branded Distributed: 2015

Revenue up 38% to £14.6m (2014 : £10.6m)

LiquiBand®

- US sales up 79% to £8.0m
 - Market share now 16% in hospital sector and 22% in non-hospital sector – 17% market share overall
 - Multiple formulations and differentiated devices contributing to sales growth
 - Extended claims for LiquiBand® Exceed™ (octyl formulation)
- EU & ROW sales up 12%
- Regulatory approval restarted in China with more recent formulations
- LiquiBand® Fix8™
 - Positive response from surgeons
 - £0.7m of sales from launches in 18 countries with Distributors
 - Successful expansion of use to include peritoneal closure



RESORBA®
REPAIR AND REGENERATE



RESORBA®

- Sales up 4%, despite weak performance in China
- Approval from FDA in November 2015 to market the majority of suture range in the US – first sales expected in 2016

Branded Direct: 2015

Revenue up 3% to £22.3m (2014: £23.2m)

A year of investment with a number of senior management hires

ActivHeal®

- Sales up 8% to £6.4m
- Antimicrobial and atraumatic foam dressings extending product range



RESORBA®

- Sales flat
- Targeting smaller accounts – enabling easier hospital conversion



LIQUIBAND®

- UK A&E sales down 13%
- UK OR sales up 17%
- LiquiBand® in Germany up 27%
 - LiquiBand® Fix8™ contributed £0.3m (2014: nil)



OEM: 2015

Revenue up 8% to £27.7m (2014: £25.3m)

- Silver alginate up 10% to £15.5m, good progress being made by multiple partners in EU and US
- CE approval September 2015 for non-adhesive antimicrobial foam dressings containing Polyhexamethylene Biguanide (PHMB) - launches planned for 2016
- Base foam business flat, growth expected with expanded product portfolio
- Other woundcare and skin protectant products up 6%



Summary & Outlook

- Revenue growth of 11% with good profitability and cash generation
- Strong performance from LiquiBand® in the US and market share by volume now 17%
- LiquiBand® Fix8™ performing well, launched in 20 countries and delivered £1.0m of sales
- Continued investment in management team and people
- New product approvals and planned launches will help drive future sales
- Well placed to deliver growth both organically and through acquisition and remain optimistic about our long term prospects