



Advanced Medical Solutions Group plc

AGM Presentation

June 6th 2018

Christopher Meredith
Chief Executive Officer

2017 Business Highlights

- Group revenues up 16% to £96.9m and by 12% at constant currency
- Branded and OEM both performing well:
 - Branded revenues up 22% to £55.2m (2016: £45.4m) and by 16% at constant currency
 - OEM revenues up 10% to £41.7m (2016: £37.8m) and by 8% at constant currency
- Continued strong performance from LiquiBand® topical tissue adhesives:
 - Sales up 35% to £26.0m (2016: £19.3m) and by 30% at constant currency
 - As at 31 December 2017, market share by volume increased to 26% (June 2017: 24%)
- RESORBA® branded products up 15% to £20.8m (2016: £18.1m) and by 6% at constant currency
- Antimicrobial dressings up 11% to £19.4m (2016: £17.5m) and by 9% at constant currency
- Out-licensing deal with Organogenesis leading to royalties of £2.5m
- Net cash of £62.5m, an increase of 22%

Multiple product growth drivers



Our Business Units

Branded

- Selling, marketing and innovation of all AMS branded products
- Sold directly and through distributors
- 2017 revenues up 16% to **£55.2 million**



 **LIQUIBAND®**

LIQUIBAND *FIX8*

 **RESORBA®**
REPAIR AND REGENERATE


activheal

OEM

- Distribution, marketing and innovation of products that are supplied to medical device partners under their own brands
- 2017 revenues up 8% to **£41.7 million**



Foams



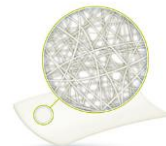
Hydrocolloids



Hydrogels



Film



Alginates



Antimicrobial
Dressings

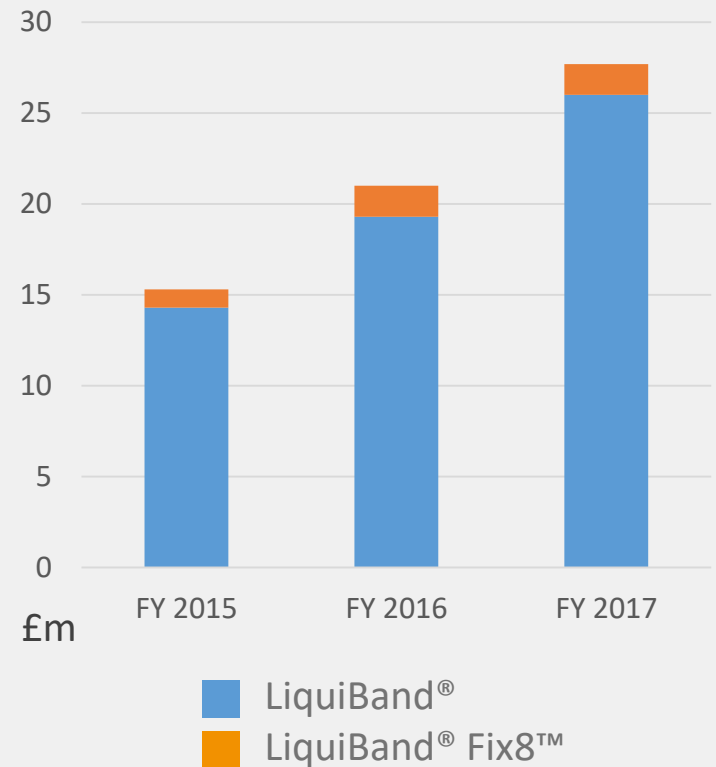
Growth rates shown at constant currency

Branded: 2017 Progress

Revenue up 16% to £55.2 million (2016: £45.4 million)

- LiquiBand®
Revenue up 30% to £26.0m (2016: £19.3m)
 - US sales up 40% to £18.2m (2016: £12.4m)
 - US market share up to 26% (2016: 23%)
 - UK and Germany up 10% to £5.3m (2016: £4.7m)
 - EU and ROW increased 18% to £2.5m (2016: £2.1m)
- LiquiBand® Fix8™ (Hernia mesh fixation device)
Revenue up 1% to £1.7m (2016: £1.7m)
 - Sales restricted due to design enhancements
 - Modifications now complete
 - Sales growth expected in 2018

LiquiBand® Revenue



Growth rates shown at constant currency

Branded: 2017 Progress (continued)

- RESORBA®

Revenue up 6% to £20.8m (2016: £18.1m)

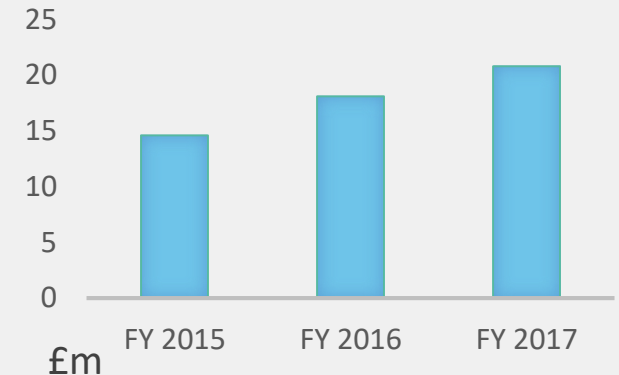
- Sutures up 6% to £13m (2016: £11.3m)
- Bio-surgical products up 8% to £7.9m (2016: £6.8m)

- ActivHeal®

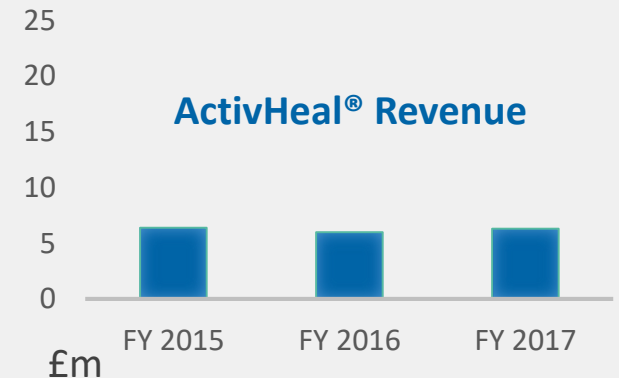
Revenue up 4% to £6.3m (2016: £6.0m)

- Back to growth; sales increase in competitive market
- Broadened product range with antimicrobial and atraumatic foam dressings

RESORBA® Revenue



ActivHeal® Revenue



Growth rates shown at constant currency

OEM: 2017 Progress

Revenue up 8% at £41.7m (2016: £37.8m)

- Antimicrobial dressings up 9% to £19.4m (2016: £17.5m)
 - Silver alginate products up 9% to £18m (2016: £16.2m)
- Non-antimicrobial foams down 20% to £7.4m (2016: £8.8m) impacted by pipeline fill in 2016 and a now-resolved supply chain issue
- Sales of other technologies, including alginates and gels, up 5% to £11.8m (2016: £11.0m)
- Our partners have reported a slowdown in the European advanced wound care market
 - We continue to believe in our medium and long term prospects in this market
- Out-licensing deal with Organogenesis leading to royalties of £2.5m

Outlook

- Well positioned to deliver continued growth
- Highly cash generative, good profitability with resources to execute M&A strategy
- Board remains optimistic about long-term prospects