



Advanced Medical Solutions Group plc

# Annual General Meeting

Chris Meredith  
Chief Executive Officer

5<sup>th</sup> June 2019

## FY 2018 Highlights (incl. post period end)

- Group revenues up 7% at constant currency to £102.6m and up 6% at reported currency
- Adjusted operating margin improvement of 180 basis points to 28.0% (2017 FY: 26.2%)
- Branded performing well, marginally offset by slight decline in OEM sales
- Strong performance from LiquiBand® topical adhesives with sales up 24% at constant currency to £31.7m (2017: £26.0m) and up 22% at reported currency
- Strong growth in Internal Adhesives following the relaunch of LiquiBand® Fix8™ Laparoscopic in Q2 and the soft launch of the open device in Q4
- Acquisition of Sealantis for \$25m (approx. £19m) in cash with royalties due on product sales until 2027

# Acquisition of Sealantis



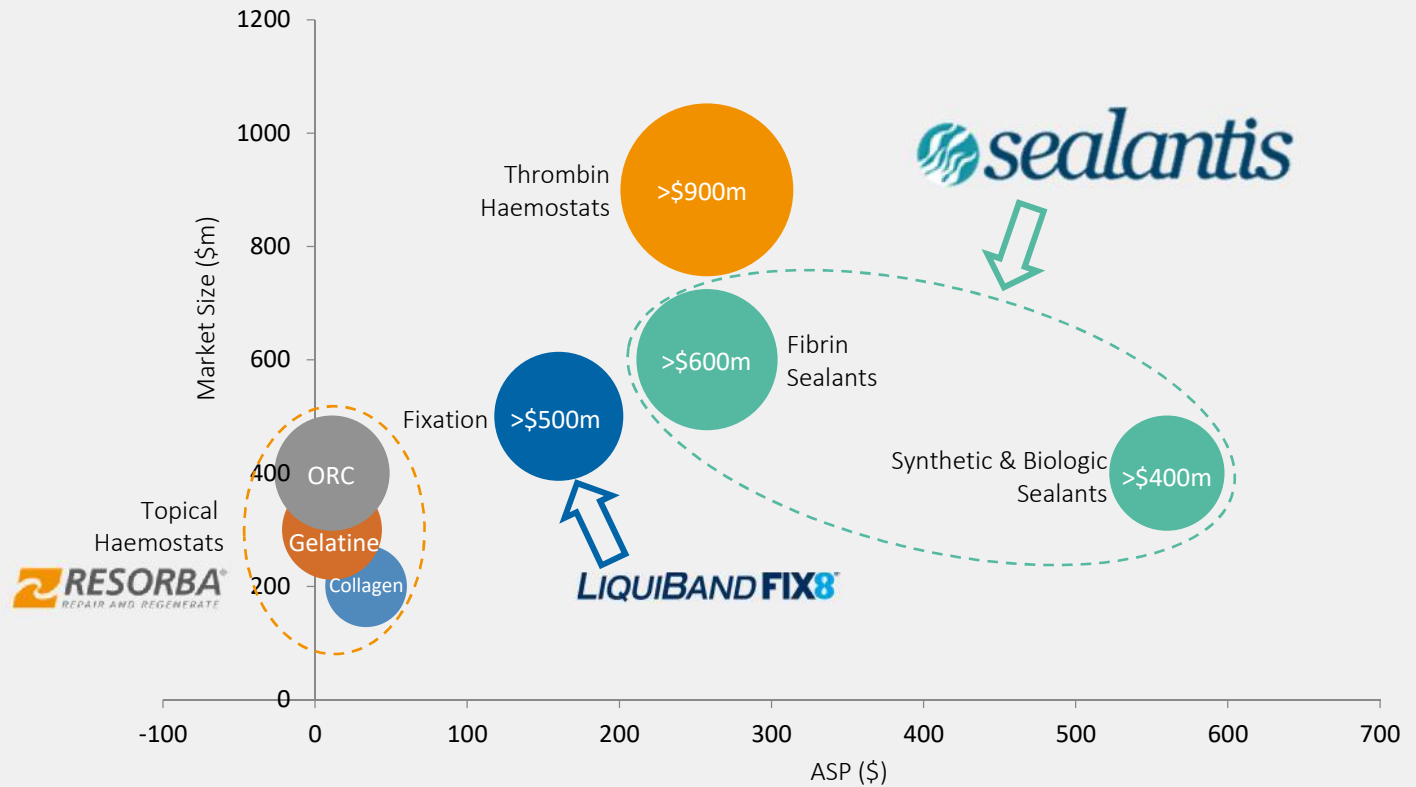
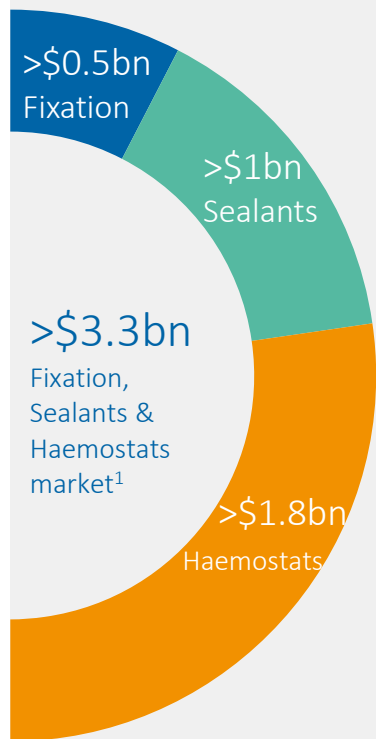
- Acquisition in January 2019 for \$25m (c. £19m), plus royalty agreement
- Internal sealants market over \$1.0 billion and growing
- Brings a significant pipeline of products, intellectual property, and an outstanding R&D team
  - The most advanced surgical sealant products are Seal-G for GI, and Seal-G MIST (Minimally Invasive Spray Technology) the equivalent laparoscopic device for the same indication
  - Clinical trials to start in H2 2019 with first product launches for gastrointestinal surgery planned for H1 2021
  - Potential opportunities in Neuro, Orthopaedic, and Cardiovascular surgery indications

# Internal sealants and fixation devices portfolio strengthened by acquisition of Sealantis



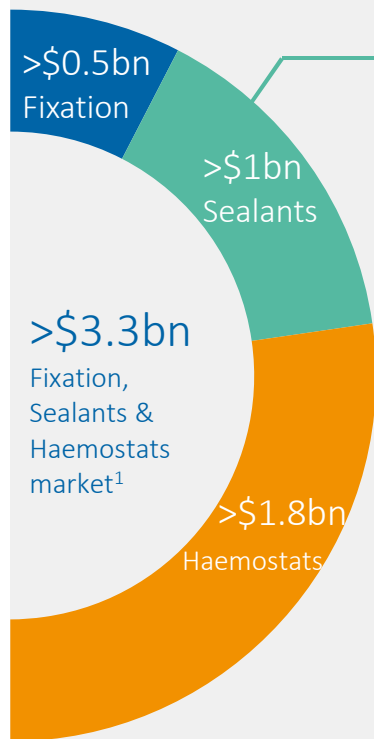
1) Internal knowledge, SmartTRAK Hemostats & Sealants, BioMedGPS LLC, Allied Market Research, IMS, GHX.

# AMS broadens its opportunities in the combined >\$3.3bn Fixation, Sealants & Haemostats market



1) Internal knowledge, SmartTRAK Hemostats & Sealants (BioMedGPS LLC), Data Bridge Market Research, Bryan Garnier & Co.

# Significant clinical need and platform technology advantages strengthen the Sealantis proposition



## Significant Clinical Need

Gastrointestinal leakage is associated with high rates of post-op complications, cost, re-operation & mortality<sup>2</sup>

9%	>2x	9 day	>\$25k
Mortality	30 day readmission rate	Increased post-op stay	Increased post-op cost

## Sealantis Platform Advantages

Multiple advantages to the Sealantis Technology	Sealantis Seal-G	Other Sealants		
		Fibrin	Biologic	Synthetic
Protein Free	✓	✗	✗	✓
Easy Preparation	✓	✗	partial	partial
Room Temperature Storage	✓	✗	partial	partial

1) Internal knowledge, SmartTRAK Hemostats & Sealants, BioMedGPS LLC, Allied Market Research, IMS, GHX, 2)Source: [Hammond et al. J Gastrointest Surg, 2014](#), DOI 10.1007/s11605-014-2506-4 (n= 6,174)