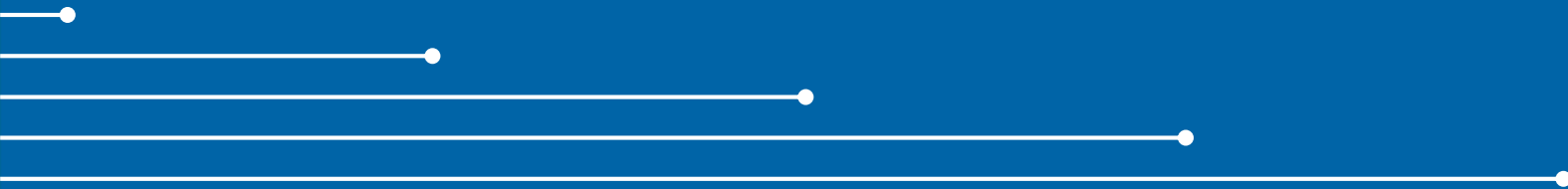


A world-leading company in surgical and woundcare innovation



Corporate presentation

November 2020



Advanced Medical Solutions Group plc

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A world-leading developer and manufacturer of high quality, innovative and technologically advanced products for the global surgical and woundcare markets

£102m
Group sales

£65m
Net cash

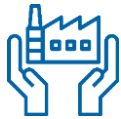
26%
Operating margin

75
Countries

>700
Employees

8
Manufacturing and
R&D locations

History of Growth



— Founded in 1991 as a contract manufacturer for wound care; listed on AIM in 2002



→ — Organic growth through proprietary products and acquisitions



→ — Transformation into global, integrated surgical and wound care business

Licensing & Acquisitions

Acquired Medlogix (UK): tissue adhesive technology

2002

Licensed silver alginate to J&J wound care

2005

Acquired Corpura (Netherlands): medical foam technology

2009

Acquired RESORBA (Germany): suture & collagen technologies

2011

Licensed PHMB collagen patent to Organogenesis

2017

Acquired Sealantis (Israel): sealant technology

2019
Q1

Acquired Biomatlante technologies

2019
Q4



Addressable Market

Surgical
£7.6bn



Woundcare
£3.3bn

Surgical

- Selling, marketing and innovation of surgical devices
- Sold directly and through distributors
- R&D centres in UK, France, Germany & Israel

LiquiBand®

Sutures

Collagens

LiquiBand®
Fix8™

Internal
sealants

Bone
substitutes



Woundcare

- Selling, marketing and innovation of woundcare devices
- Sold directly in the UK and through partners ROW
- R&D centre in UK

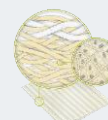
ActivHeal

Anti-
microbials

Post-Operative
dressings

Foams

Fibres



Global Operations



The Group operates in the UK, Germany, the Netherlands, the Czech Republic, with sales offices in Russia and a sales presence in the USA.



Winsford, UK: HQ



Plymouth, UK



Nuremberg, Germany



Nantes, France



Etten Leur, Netherlands



Neustadt, Germany



Domazlice, Czech Republic



Haifa, Israel



Moscow, Russia

International sales and distribution

AMS sells directly through its own salesforce in Europe and through a global network of distribution partners in the US and ROW

AMS has product development and innovation centres in UK, France, Germany & Israel



Our Strategy for Growth



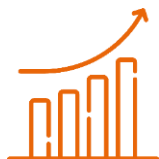
Product Innovation

- Developing or acquiring high quality products and technologies to expand portfolio
- Driving share gains in high value segments
- UK, France, Germany and Israel Innovation hubs



Operational excellence

- Quality of manufacturing and security of supply
- Extensive regulatory experience bringing products to market and post market surveillance
- Lowering operational costs; improving margins



Commercial flexibility

- Continue global expansion through direct sales and engagement of new distributors
- Increased investment in major R&D and regulatory projects
- LiquiBand® return to growth with new product approvals
- MDR opportunity



Leverage acquisitions

- Acquire complementary technologies to our portfolio that allow us to leverage our global routes to market



- Quality outcomes for patients
- Value for payors
- Solid financial position
- Long-term shareholder value creation

Multiple Product Growth Drivers



- Strong portfolio of high margin surgical and advanced woundcare devices
- Track record of commercial success with hybrid strategy in-house sales expertise supported by key partners
- Potential for further market share growth in all key categories
- Commitment to continuous product development
- Leveraging surgical and woundcare R&D and regulatory capabilities

Growth Driver: LiquiBand®

Opportunity

- AMS has multiple formulations & designs tailored to surgeon need and meaningful benefits to patients
- Successful market position established in US and other markets globally with scope for further market share
- LiquiBand® XL will allow AMS to better compete in larger wounds market

Growth Drivers

- Growth in 2020/21 to be supported by strong product pipeline:
 - Accelerated drying device, LiquiBand® Rapid™
 - LiquiBand® XL expected to open new \$50 million market in 2021
- Targeting larger accounts and Health Providers (US), engaging new distributors (EU) and developing APAC and LATAM
- With continued formulation and claim expansions, AMS is well positioned to continue to innovate and gain global market share



LiquiBand® topical skin adhesives provide the patient with an enhanced experience over conventional wound closure methods

5 year CAGR of 21%

LiquiBand® Rapid™ approved in early 2020

Growth Driver: LiquiBand® Fix8™



Opportunity

- Designed, developed and commercialised by AMS creating organic value from in house innovation
- Combined EU and US market size of £200m
- High clinical evidence base and patient benefits demonstrated
- Replacing existing methods with reduced post operative pain and other complications

Growth Drivers

- Product features driving wider adoption in the EU
- Strong surgeon support including high profile Key Opinion Leaders
- Expected to file for FDA approval in 2021; approval and adoption in the US will open new market
- Reduced pain and recovery time attractive to patients and payors
- Off-label use demonstrating opportunities for other potential areas for use

LiquiBand® Fix8™ device is used to hold hernia meshes within the body using cyanoacrylate technology

Devices for laparoscopic and open hernia mesh fixation

5 year CAGR of 29%



Growth Driver: Antibiotic Loaded Collagens

Opportunity

- Established growing business in surgical application of antibiotic loaded collagen dressings
- Antibiotic loaded collagens providing local drug delivery is a key product development focus for AMS
- >\$500m market opportunity

Growth Drivers

- Targeting EU approval for Vancomycin-containing collagen
- Development and regulation of alternative antibiotics for orthopaedic and cardiac applications



Providing local drug delivery to wounds to accelerate healing process

5 year CAGR of 19%

Growth Driver: Antimicrobial dressings

Opportunity

- Increasing partner demand for antimicrobial dressings
- Continued global registrations and opening new markets including LATAM, Asia and EU
- Post-surgical wounds is a +\$100m market growing at 6% YOY
- High Performance Dressing with Silver – next-generation antimicrobial gelling fibre technology with excellent performance and patent-protected construction

Growth Drivers

- New atraumatic silicone PHMB dressing obtained US approval in 2019; EU approval expected at around the end of 2020
- US approval for Silver High Performance Dressing launched with a number of partners
- Moisture Wicking Fabric with silver a \$25m US market and growing EU market
- Developing next-gen high-gelling products with antibiofilm claims



Antimicrobials such as Silver and Polyhexamethylene Biguanide (PHMB)

5 year CAGR of 7%

Growth Driver: Sealantis



Opportunity

- Unique product platform to access the \$1bn internal sealants market
- Development of multiple sealant technologies in combination with our applicator design expertise
- Strengthening AMS's internal sealants R&D pipeline
- Offers multiple synergies within sales, marketing, regulatory and operations

Growth Drivers

- Product soft launch to key opinion leaders at around the end of 2020; product launch planned for 2021
- 150 patient study across three major markets starting at the end of 2020; larger pivotal study to support FDA approval to start in 2021/2022.
- Technology has potential beyond gastrointestinal surgery, e.g. neuro, orthopaedic, and cardiovascular applications



Acquisition in January 2019 for \$25m (c. £19m)

Sealantis is a medical device company which has developed a range of products that reduce leakage of blood or fluid following gastrointestinal surgery

Growth Driver: Biomatlante



Opportunity

- Significant growth potential in additional surgical markets valued at c. \$0.5bn
- Anticipated synthetic procedures growth expected to be +10.8% by 2025
- Broadening the Group's biosurgical technologies
- Multiple synergies across sales, marketing, regulation, operations and R&D

Growth Drivers

- Expanding global sales of Biomatlante products
- Enhancing AMS's sales team product offering into orthopaedic, spinal, dental and sports surgery
- Strong pipeline complementary to AMS's surgical portfolio, strengthening R&D pipeline and market access
- Leveraging presence in France for AMS's surgical product portfolio



Biomatlante
Biologics Solutions

Acquisition in December 2019
for €8m (c. £7m)

Biomatlante is a developer
and manufacturer of
innovative biomaterial
products that closely
resembles the architecture
of human bone

Financial Summary to YE 2019



Group revenue

£102.4m

2018: £102.6m

Surgical

£56.5m

2018: £57.1m

Woundcare

£45.8m

2018: £45.5m

Adjusted profit
before tax

£26.6m

2018: £28.8m

Adjusted operating
margin

26.4%

2018: 28.2%

Net operating
cash flow

£21.7m

2018: £21.7m

Net cash

£64.8m

2018: £76.4m

Adjusted diluted
earnings per share

9.83p

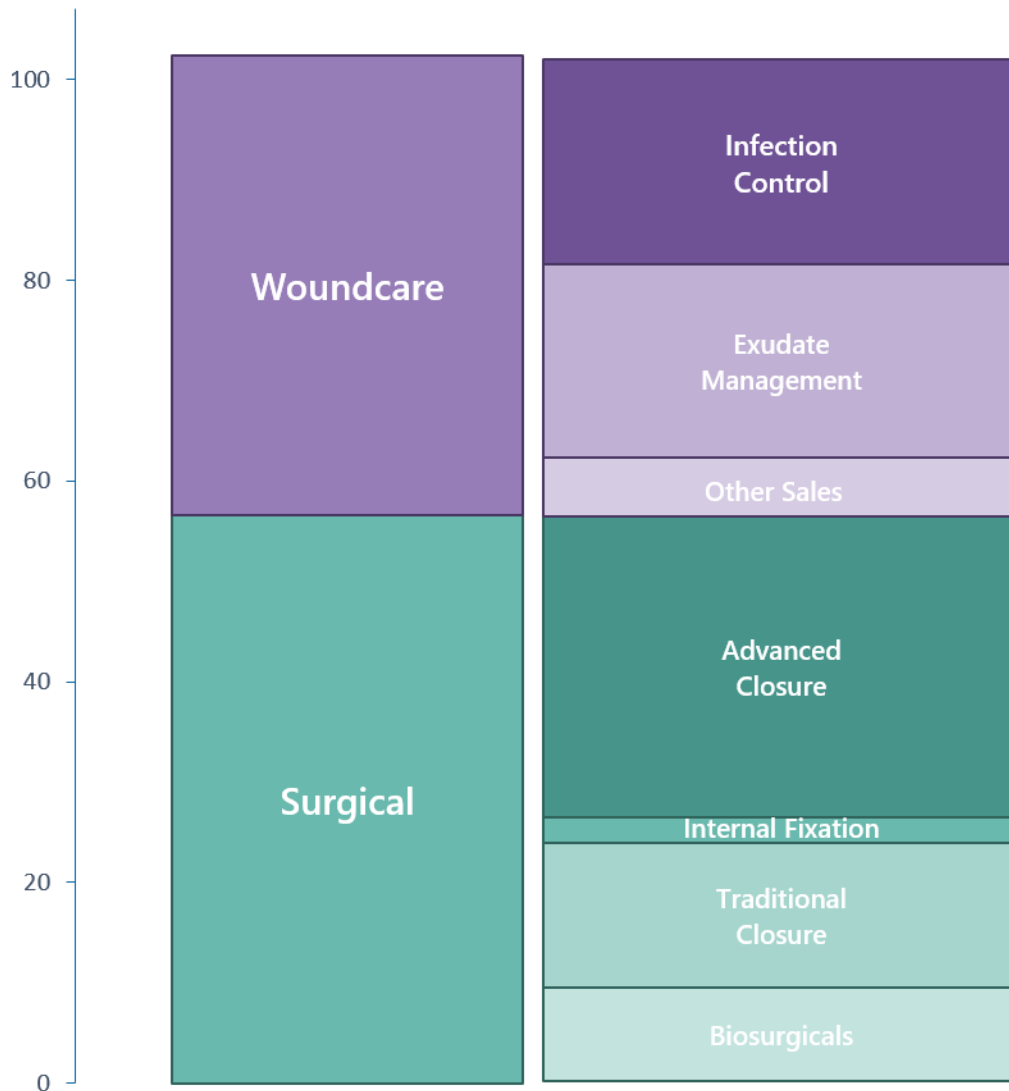
2018: 10.63p

Balance Sheet to YE 2019

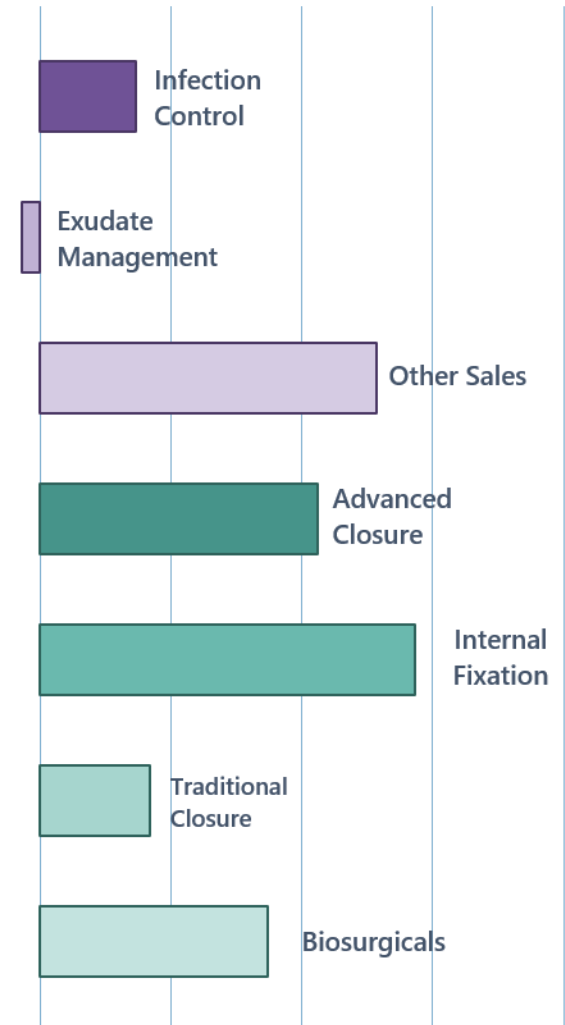


£ million	Dec 2018	Dec 2019	
Property, Plant and Equipment	27.8	27.7	Annual capex of £6M - £10M
Goodwill and Acquired IPR	51.8	79.0	
Other Fixed Assets	6.4	8.5	R&D and Software Intangibles
Fixed Assets	86.0	115.2	
Stock	14.8	17.7	Inventories increased for Brexit and recertification
Debtors	28.0	29.3	Average debtor days: 49 days
Cash	76.4	64.8	Plus £80M undrawn credit facility
Current Assets	119.2	111.8	
Creditors	(12.9)	(16.9)	
Lease liabilities	(10.0)	(9.7)	
Borrowings	-	(0.7)	Existing debt at Biomatlante on acquisition
Losses on FX contracts	(2.4)	(0.3)	Hedging of 80% of next 18 months net cash flows
Tax	(7.2)	(8.2)	
Liabilities	(32.5)	(35.8)	
Net Assets	172.7	191.2	

Revenue by Product



Five Year CAGR %



Investment in Major Projects



2018

2019

2020

2021

2022

2023

2024

2025

LiquiBand Fix8 US PMA

£100m US laparoscopic mesh fixation market

£100m US open surgery mesh fixation market

Investment £3m

Market opportunity £200m

Sealantis

\$1bn market for internal sealants

Investment £10m

Market opportunity \$1bn

MDR

Maintain access to all EU markets

Further opportunities expected in future

Investment £7m inc. staff costs

Market retention £3bn; growth opportunities

Investment Summary



High quality, wide-range portfolio of surgical and advanced wound care products



Track record of commercial success with in-house sales expertise supported by international distribution partners



Commitment to continuous product development and clear growth strategy



Leveraging R&D and regulatory capabilities to deliver value to payors



Strategic investment and targeted acquisitions bolster market leading opportunity

Our Chairman and Executive Team



Peter Allen, Chairman

- Appointed Chairman in 2014
- Currently Non-Executive Chairman of Clinigen, Abcam, Oxford Nanopore Technologies and Istesso Limited



Chris Meredith, CEO

- Appointed CEO in 2011
- Joined AMS as Group Commercial Director in 2005



Eddie Johnson, CFO

- Appointed CFO in 2019
- Joined AMS in 2011, appointed Group Financial Controller in 2012

Contact Us

Advanced Medical Solutions Group plc

Premier Park, 33, Road One
Winsford Industrial Estate
Winsford, Cheshire
CW7 3RT, UK

Chris Meredith Chief Executive Officer

Eddie Johnson Chief Financial Officer

corporate@admedsol.com

+44 (0)1606 863 500

www.admedsol.com