



# Advanced Medical Solutions

AGM Presentation – 8<sup>th</sup> June 2022

Unless stated otherwise, the contents of this presentation have been extracted from the preliminary results presentation of 16 March 2022



Advanced Medical Solutions Group plc



## Financial Highlights

Strong recovery in 2021 as product demand returns towards pre-pandemic levels



- AMS' core businesses continued to recover as elective surgery and woundcare treatment volumes return towards pre-pandemic levels driving **29%\*** increase in **Group revenues**
- Higher volumes and increased operational leverage drove significant increase in adjusted operating margins driving **92% increase in adjusted pre-tax profit**
- Strong trading and good operational cash flow increases **net cash** from £53.8 million to £73.0 million
- **R&D investment up to £9.3 million** (8.6% of sales). Investment required for **MDR** continues to increase
- Some disruption due to **global supply chain issues and inflationary pressure** experienced in 2021 and 2022
- Reviewing the activities of the sales office in Moscow that has historically contributed approximately 1% of operating profit

*\*Growth rate shown at constant currency*

## Operational Highlights

Regulatory and clinical progress as investment continues in next-generation products



- **LiquiBand® XL** 510(k) approval received (May 2022). US launch planned for Q3 2022
- **SEAL-G®** and **SEAL-G® MIST** clinical study continues to progress well. Clinical results on track to be released in H2 2022 to support full commercial launch
- US clinical trial for **LiquiBand Fix8®** 12-month follow-up and PMA filing remains on track for 2022
- 510(k) filing for **high gelling woundcare dressing with anti-biofilm activity** has been submitted and approval is expected late 2022
- Acquisition of **AFS Medical GmbH** strengthens the Group's direct surgical sales footprint and capabilities
- Additional £2-3 million investment planned at Plymouth facility to accommodate extra capacity for SEAL-G®, Fix8® and LiquiBand® volumes and additional R&D lab space

## Summary and Outlook

Positioned for further growth with a promising pipeline of next-generation products



- AMS' core businesses recovered strongly in 2021 as markets recovered from the impact of COVID-19
- Good progress has been made in expanding our geographic footprint with new distributors appointed and the acquisition of AFS Medical
- The Group continues to invest heavily in its R&D pipeline with significant clinical and regulatory progress having been made by both Business Units in 2021
- COVID-19 and supply chain issues continue to present challenges in the market, but trading has started well in the new financial year and I remain confident that our commitment to innovation, investment in R&D and the expansion of our distribution network will deliver significant and robust long-term growth