

ConvaTec is a developer, manufacturer and marketer of innovative medical products focused on therapies for the management of chronic conditions. Its four franchises provide products used for advanced chronic and acute wound care, ostomy care, continence and critical care and infusion devices used in the treatment of diabetes and other conditions.

Total revenues of over \$1.68m 2016  
Overall market growth rate 4-6%  
Leading positions across key markets



### Advanced Wound Care

Advanced wound care solutions for patients with hard to heal wounds caused by diabetes and other conditions



### Ostomy Care

Chronic care products serving patients with ostomies arising from colorectal malignancies and inflammatory bowel disease



### Continence & Critical Care

Products serving patients with chronic urinary or fecal continence conditions



### Infusion Devices

Serves diabetes patients dependent on insulin delivery

## Growth strategy: 3 key pillars

### Growth

Optimising revenue growth from our strong portfolio of differentiated products.

### Innovation

Developing new innovative technologies for the benefit of patients and healthcare providers.

### Efficiency

Simplifying the way we operate to reduce complexity and costs, increasing efficiency and freeing up resources for investment.

## 2016 financial highlights

Fixed currency revenue growth: **+4.0%**

Adj. EBIT margin of **28.0%**

**80% cash conversion ratio**



**Sir Christopher Gent**  
Chairman

Sir Christopher is a hugely respected and successful British business leader. He has a wealth of UK-listed company and healthcare experience, in particular through his prior roles as CEO of Vodafone and Chairman of GSK.



**Paul Moraviec**  
CEO

Paul has been CEO of ConvaTec since 2014. He joined in 2009 as President of EMEA, where he was responsible for developing commercial strategy and operations across these markets. Prior to this, Paul held international leadership roles with Johnson & Johnson, Abbott Laboratories and Bausch and Lomb.



**Frank Schulkes**  
CFO

Frank was previously CFO of Wittur Group, a privately-held industrial company based in Germany. Prior to his career at Wittur, he spent 27 years with GE Healthcare, a global medical technology, life sciences and services company, in a variety of increasingly senior financial leadership roles.

8 manufacturing sites in 6 countries (post-MIP)

Business in over 100 countries

Over 8,500 employees globally, including around 1,000 in the UK



Across the globe, there is a growing incidence of chronic conditions with patients living longer...

	Macro drivers		Industry drivers	Market size	Market growth
Ageing population <small>Global 60yr+</small>	962m	2.1bn	Shift from traditional to advanced wound care	\$5.0b	5-6%
	2017	2050			
Increasing prevalence of chronic conditions <small>Global diabetes</small>	392m	489m	Expanding access to surgery	\$2.4b	4-6%
	2015	2025	Prevention of hospital acquired infections	\$1.8b	3-5%
Patients live longer with chronic conditions <small>Life expectancy of type 1 diabetics</small>	53yr	69yr	Increasing use of insulin pump devices	\$0.5b	5-6%
	1950-64	1965-80			