

ConvaTec is a developer, manufacturer and marketer of innovative medical products focused on therapies for 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 over \$1.765m 2017
Market growth rate 4-5%
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 diseases



Continence & Critical Care

Products serving patients with chronic urinary or fecal continence conditions



Infusion Care

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.



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.



Rick Anderson
CEO

Rick has 25 years of senior executive leadership experience in the medical device industry. He served as a Group Chairman of Johnson & Johnson and Worldwide Franchise Chairman of Cordis Corporation. Prior to that, he was spent 10 years with Boehringer Mannheim Pharmaceuticals and Allergan Pharmaceuticals in various US and global sales and marketing management roles.



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.

2017 financial highlights

Constant currency revenue growth +4.1%

Adj. EBIT margin of 25.9%

77% cash conversion ratio

9 manufacturing sites in 7 countries

Business in over 110 countries

Over 9,500 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
	Actual	Predicted			
Aging population Global 60yr+	962m 2017	2.1bn 2050	Pressure on healthcare costs	\$5.0b	4-5%
Increasing prevalence of chronic conditions Global diabetes	392m 2015	489m 2025	Expanding access to healthcare	\$2-4b	4-5%
Patients live longer with chronic conditions Life expectancy of type 1 diabetes	53yr 1950-64	69yr 1965-80	Consumer engagement in healthcare	\$1.8b	3-5%
			Increasing use of insulin pump devices	\$0.5B	5-6%