

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 \$1,832m in 2018**  
**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: 4 key pillars

#### Simplify

Simplify our business in a number of areas including product range, packaging and supply chain (as well as corporate structure)

#### Innovate

Build on our R&D capabilities to be the leading product and service developer in our chosen markets

#### Segment

Focus on products and geographies with the best potential for sustainable profitable growth

#### Invest

To drive our key areas for growth



**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 Group 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 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.

9 manufacturing sites in 7 countries

Business in over 110 countries

Over 9,400+ employees

### 2018 financial highlights

Constant currency revenue growth 2.7%

Adj. EBIT margin of 23.4%

81% cash conversion ratio

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	2.1bn	Pressure on healthcare costs	\$5.3b	4-5%
	2017	2050			
Increasing prevalence of chronic conditions Global diabetes	392m	489m	Expanding access to healthcare	\$2.6b	c.4%
	2015	2025			
Patients live longer with chronic conditions Life expectancy of type 1 diabetes	53yr	69yr	Consumer engagement in healthcare	\$1.9b	3-5%
	1950-64	1965-80	Increasing use of insulin pump devices	\$0.5b	5-6%