



ANNUAL GENERAL MEETING 2017

John Seaberg Chairman

www.admedus.com

Follow us @Admedus | [in](#) [twitter](#) [facebook](#)

ADMEDUS

Mathew Ratty



- Global fund mgmt
 - Venture capital
 - Healthcare
 - real estate
 - M&A
 - BD
- Major AHZ shareholder
- NED on 2 ASX boards
- Skiing, Fitness



Simon Buckingham



- 25 yrs Pharma/Biotech
 - Roche, Pfizer, Actelion
- Exec experience:
 - S&M, BD, M&A, Strategy
 - Europe, US, Aus
- NED on 2 ASX boards
- Skiing, open water swimming, golf



John Seaberg



- 40 yrs Cardiac Med-Tech
- Chair Synovis Inc, (Nasdaq listed)
- Founder/CEO NeoChord
- Founder/CEO ACIST
- Mayo Clinic Advisory Grp.
- EVP of Cedar Point Capital
- Private boards
- Hiking, fishing, golf



Wayne Paterson



- Global Sr. Pharma Exec (25 years)
 - Merck, Roche
 - S&M, Ops, Strategy, M&A
 - Asia, Europe, US, Emerging Markets
- Cepheid Board (Nasdaq listed)
- ProCom Rx NED (Switzerland)
- Bikes, cars, fitness



Past-Present-Future



2014: Paterson
& Seaberg join
BOD

2015:
BOD/MGMT
restructured

2017: WP
accepts role as
“permanent
CEO”

2017: Code-
Red completed

With Governance and Management revamped... AHZ is positioned for innovation and growth!

Follow us on    

www.admedus.com

Past-**Present**-Future 2017 milestones



Innovation!!
VascuCel, CardioCel
Neo,
CardioCel 3D

Growth !!
Revenue: 58% ↑
Gross Profit : 110% ↑
SG&A: 25% ↓

Bankable business !!
*Recent captial
injection carries us to
profit*

Innovation leads to growth and non-dilutive capital !!

Follow us on



www.admedus.com

Future



- Edwards pioneers TAVR via purchase of PVT in 2003
- TAVR revolutionizes Structural Heart industry
- Corevalve \$700ml M&A
- TMVR \$200-\$400ml M&A
- TAVR space > \$5 BN (USD) by 2020

2003
EW SP
\$4

2017
EW SP
\$120

***ADAPT is our entre into TAVR,
TMVR***



ANNUAL GENERAL MEETING 2017

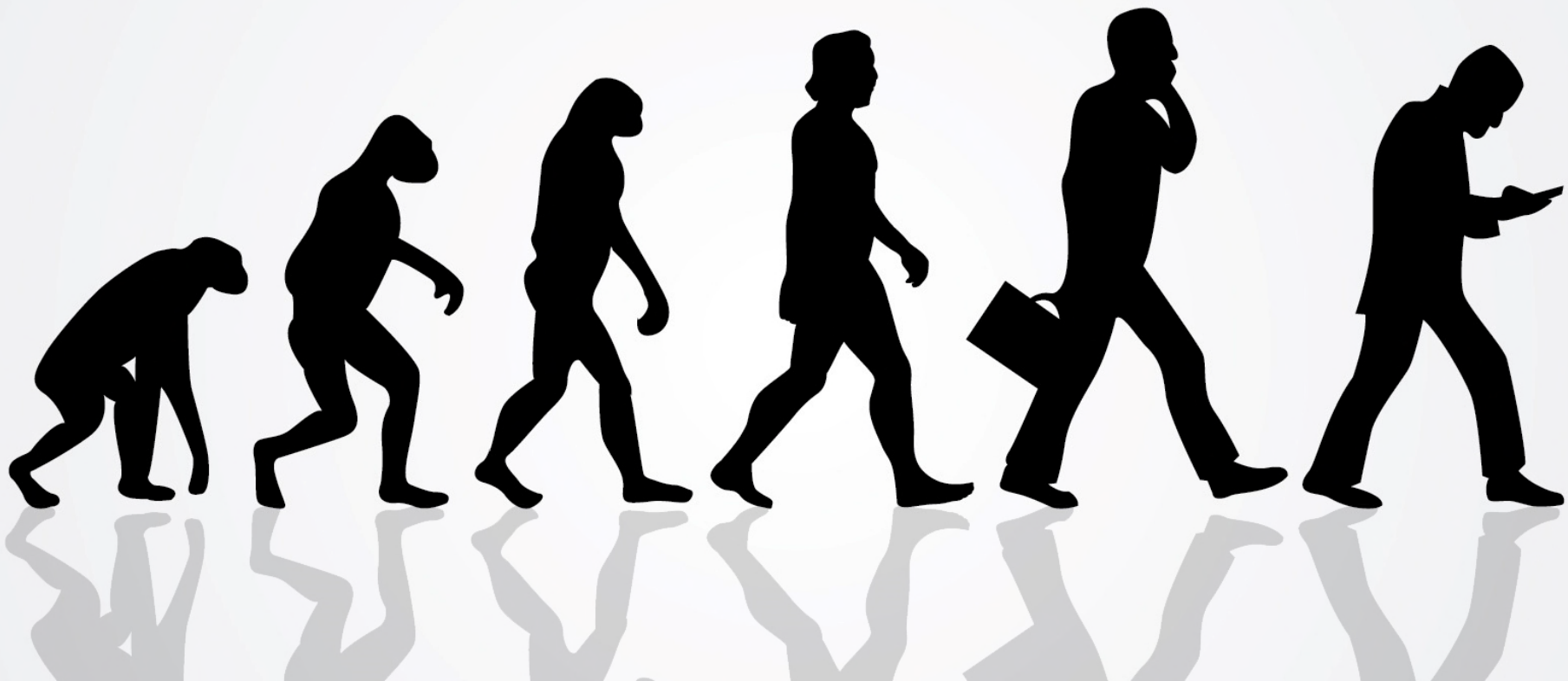
Wayne Paterson, CEO

www.admedus.com

Follow us @Admedus | [in](#) [twitter](#) [facebook](#)

ADMEDUS

The Evolution of a company



Follow us on    

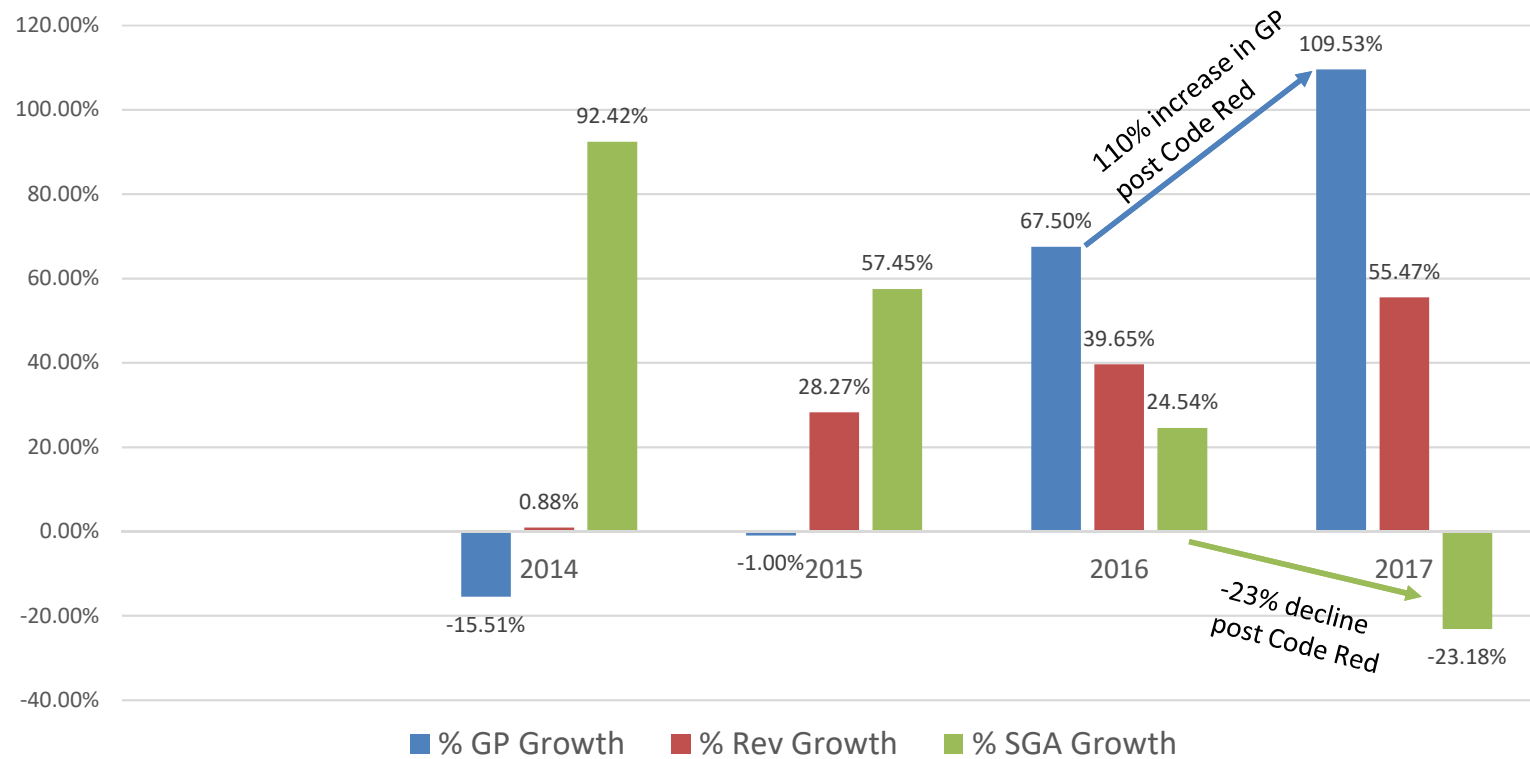
www.admedus.com

The Year in Numbers

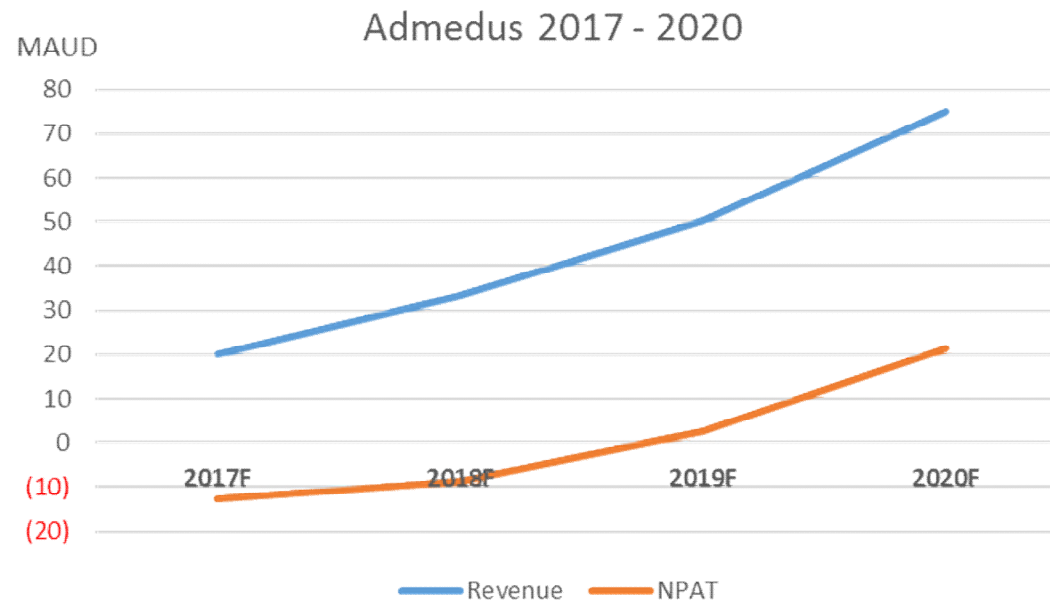


\$ millions	FY17	FY16		Change
Group revenue	22.3	14.2	↑	58%
Gross profit	10.7	5.1	↑	110%
GM%	48.1%	36.2%	↑	12%pts
Selling, general and administration costs	(25.0)	(33.4)	↓	25%
Other income	3.4	4.7	↓	(28)%
EBITDA loss	(10.8)	(23.6)	↓	54%
Depreciation and amortisation	(1.9)	(1.5)	↑	(20)%
Operating income / (loss) after income tax	(12.7)	(25.1)	↓	50%
Net working capital	6.0	4.1	↑	(46)%
Net working capital % sales	27.0%	29.2%	↓	(2)%pts
Net operating cash outflows	(12.5)	(21.9)	↓	43%

YOY growth: GP, revenue, SG&A

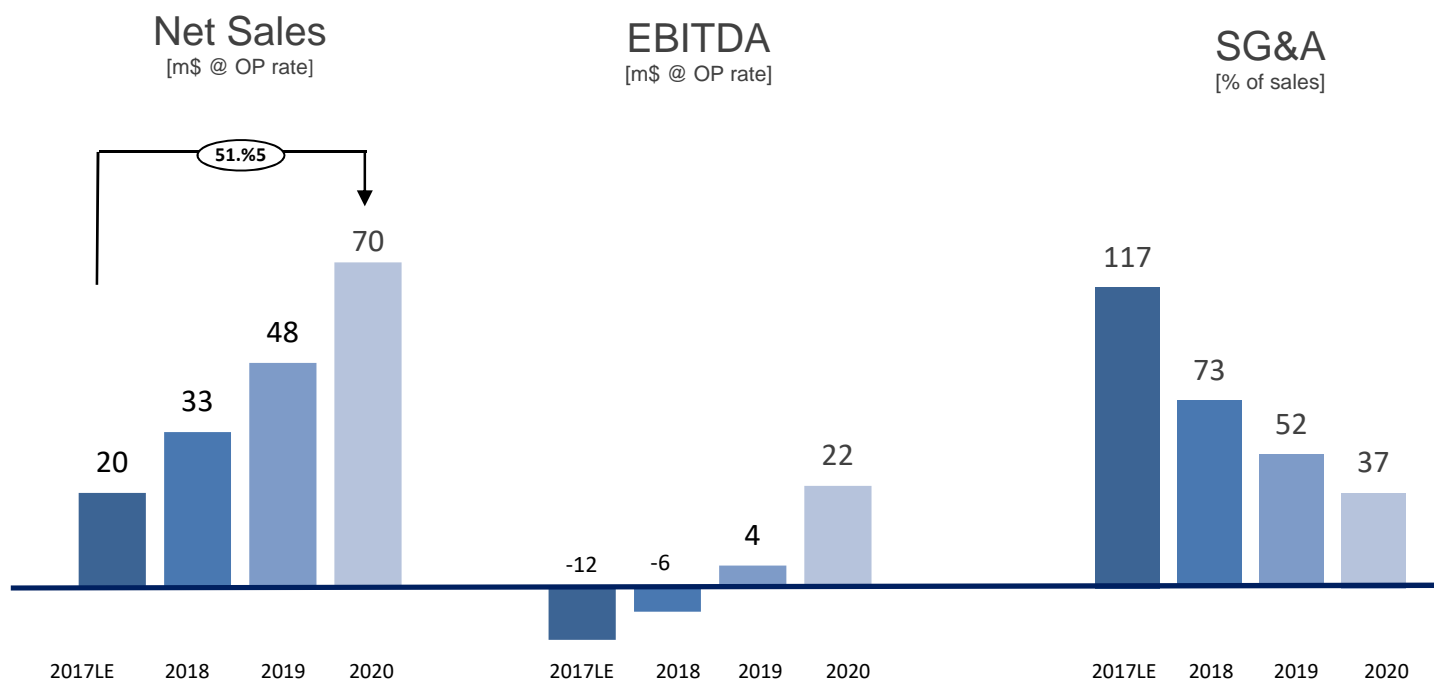


3 year outlook



- Group still on track to reach financial break even in last quarter of calendar year 2018 leading to profitability in the full calendar year 2019.
- Targeting >\$20M in earnings for 2020.

The road to profit and the 2020 Aspiration



Company highlights 2017

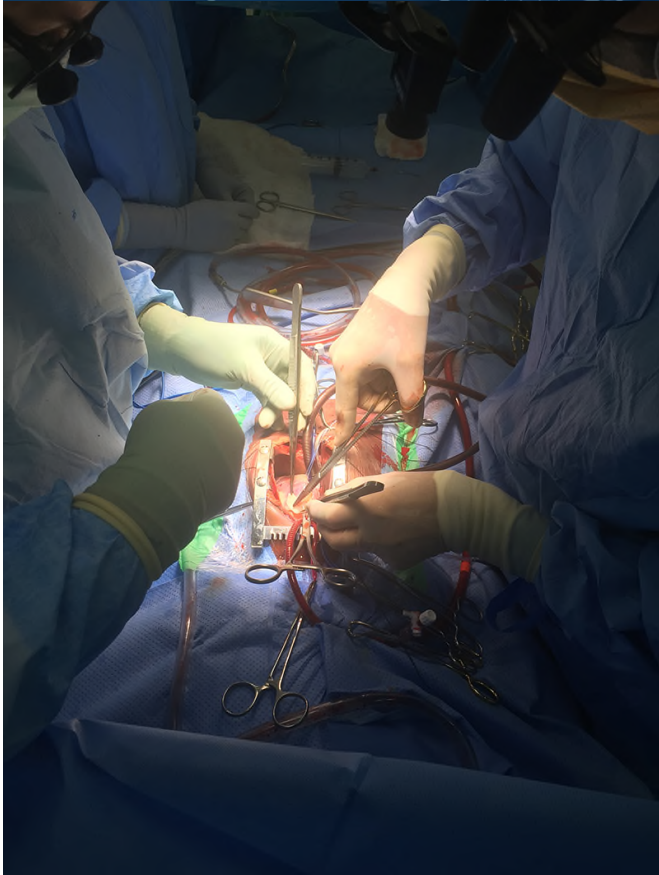


- Record year for ADAPT sales which continue to accelerate
- A new funding facility was arranged for up to \$10.0M in secured debt from Partners for Growth
- Two separate patent applications for TAVR technologies were filed
- Entered into an exclusive supply agreement for TMVR with 4C Medical
- CardioCel® 3D moved from a pre-market programme to an expanded access programme
- The new Royal Adelaide Hospital (nRAH) officially opened on 5 September 2017



Fiji mission

ADMEDUS
INNOVATIVE HEALTH SOLUTIONS



Follow us on    

www.admedus.com

The Good, the Bad... and the Challenges



The Good

- Credible financial results post Code Red
- Publication of explant data demonstrating **clinical superiority** of ADAPT in **human** trials
- Release of NATA report certifying **100%** DNA successfully **removed** from the bovine collagen scaffold by the ADAPT TE process
- Major **progress** on a number of applications for shaped and molded **ADAPT** products
- Infusion business ready to move to the next level with RAH officially opened in Sept
- 4C Medical exclusive supply agreement signed – validation of the uniqueness of our ADAPT technology.

The Bad

- Share price trajectory

The Challenges

- Sales force turn over
- European business structure
- Scale
- Conspiracy theories

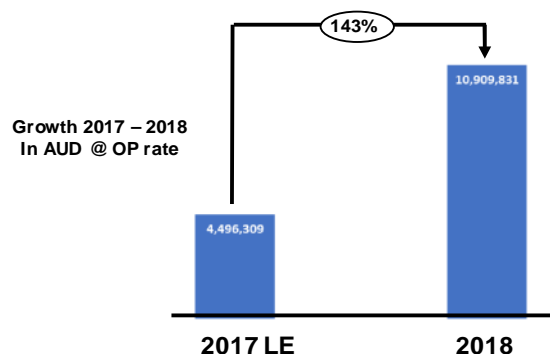


Follow us on



www.admedus.com

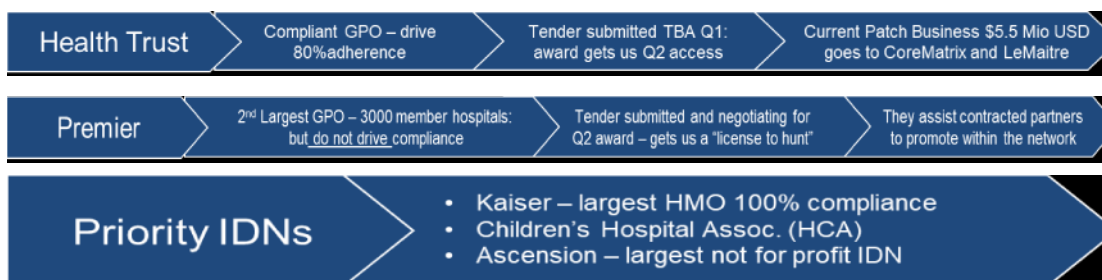
US



US will grow 1.5x

- Increased access via GPO/IDN contracts
- Re-organized territories
 - New Area Manager structure for increased performance
 - Refreshed Field Force with new Rep profiles
 - Geographic expansion & penetration via 3rd party partnerships
- 3D launch expected to deliver significant revenue – and Halo effect
- Pivot in VasculCel to higher value indications

Demystifying the GPO/IDN Market



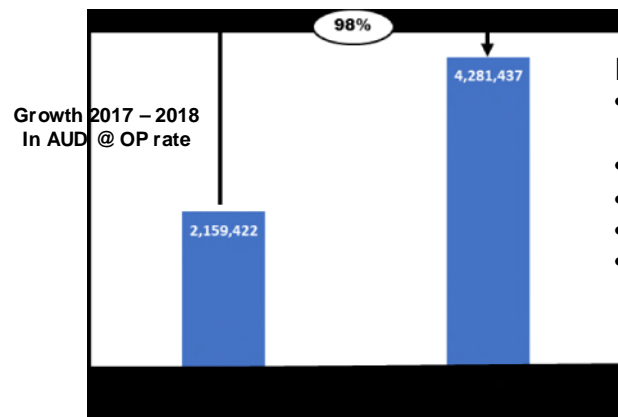
2018 Revenue Contribution	2019 Revenue Contribution
\$482k	\$3.2m
\$264	\$3.7m
\$754	\$845k
\$1.5mio	\$7.7mio

Follow us on



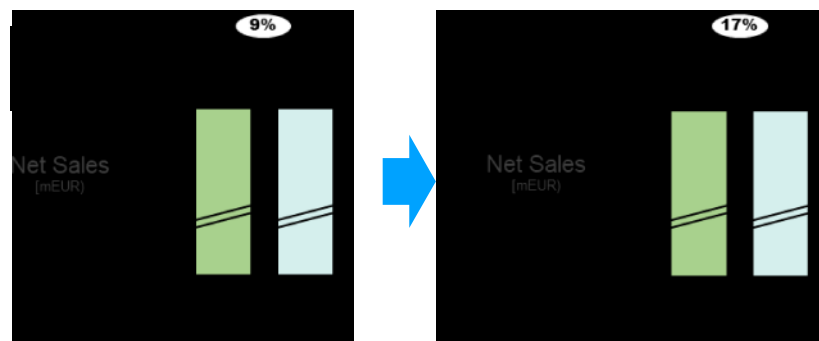
www.admedus.com

EUROPE



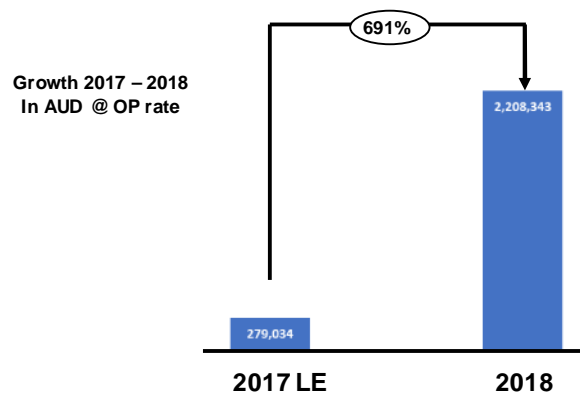
Europe to double in 2018

- Harmonized dossier in Q2 allows for **active promotion** in expanded indications
- New RVP to galvanize team and build Operations
- 3D launch expected to deliver significant revenue – and Halo effect
- Increased interest in tri-leaflet repair using biologic tissue
- New markets opened – i.e. Spain, Turkey



Germany is key to success in Europe... despite challenges in Berlin & Essen, new accounts are being opened to fill the gap

Emerging Markets



Geographic Expansion

- India Q1 launch - \$1.2mio
- Turkey Q1 - \$100k
- Southeast Asia Q3 - \$200k

Organic Growth

- MENA - \$222k
- 3D Australia - \$81k
- Southeast Asia Q3 - \$200k

Expansion Upsides not in Forecast

- TGA approval Q3 - \$500k
- Mexico Q2 - \$200k
- South Africa Q3 - \$100k
- MENA 3D Q1 - \$158k

~ \$1mio

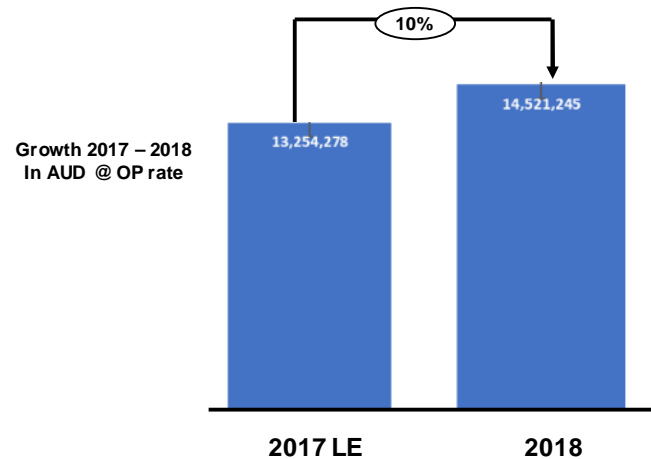
China Entry

- Validation process underway
- Clinical Registration Trial – Q2
- First Patient In – Q1 2019
- Market Entry Q1 2021

~ (\$250k) in 2018

INFUSION

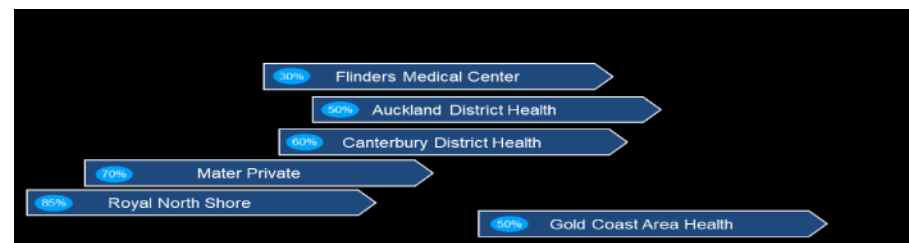
ADMEDUS
INNOVATIVE HEALTH SOLUTIONS



Organic Growth

- Ambit growing at 24%
- Arcomed slight decline (-5%) in overall revenue – consumable revenue offsets \$4mio in capital sales
- Other consumables (established products) modest 6% growth

Tender based Business in Forecast



Expected
value - \$3.9
mio

Follow us on



www.admedus.com

Immunotherapies



- **Work has commenced on RNA HPV (head and neck ca study) with ethics committee approval for safety and dosing study**
- **Ongoing work on HSV-2 DNA vaccine with regards to delivery site**
- **Board has entered negotiations with a 3rd party investor to fund continuing operations**



3D Update

ADMEDUS
INNOVATIVE HEALTH SOLUTIONS



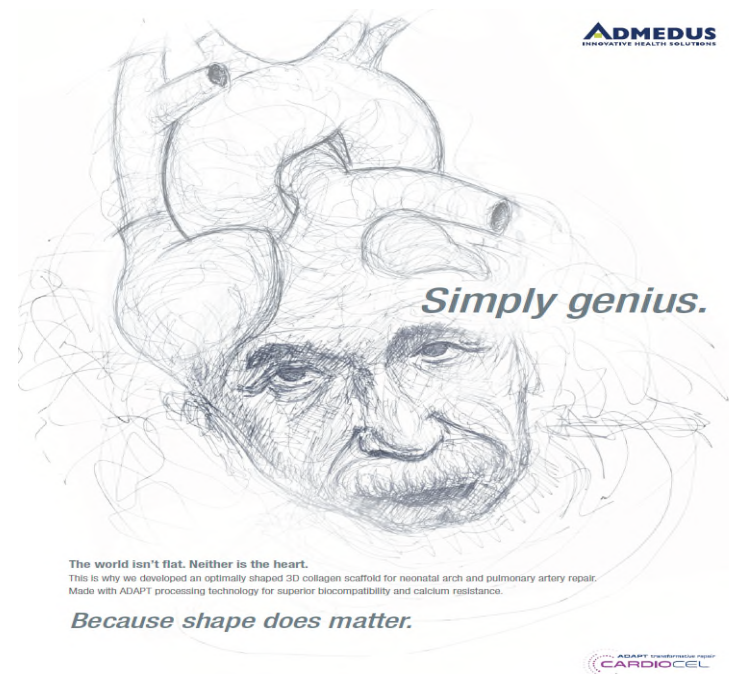
Follow us on    

www.admedus.com

3D Update



- User evaluation period complete
- Learnings being correlated
- Support materials being compiled with user feedback to guide new users
- Commercial launch in the US from Feb 1st
- Other markets (EU, EM) to follow during 2018
- Further development projects being reviewed (note to file for 3D vascular repair)



Follow us on



www.admedus.com

Investment thesis



**“INVESTING SHOULD BE MORE LIKE WATCHING
PAINT DRY OR WATCHING GRASS GROW. IF YOU
WANT EXCITEMENT, TAKE \$800 AND GO TO
LAS VEGAS.”**

PAUL SAMUELSON

© Lifehack Quotes

Follow us on



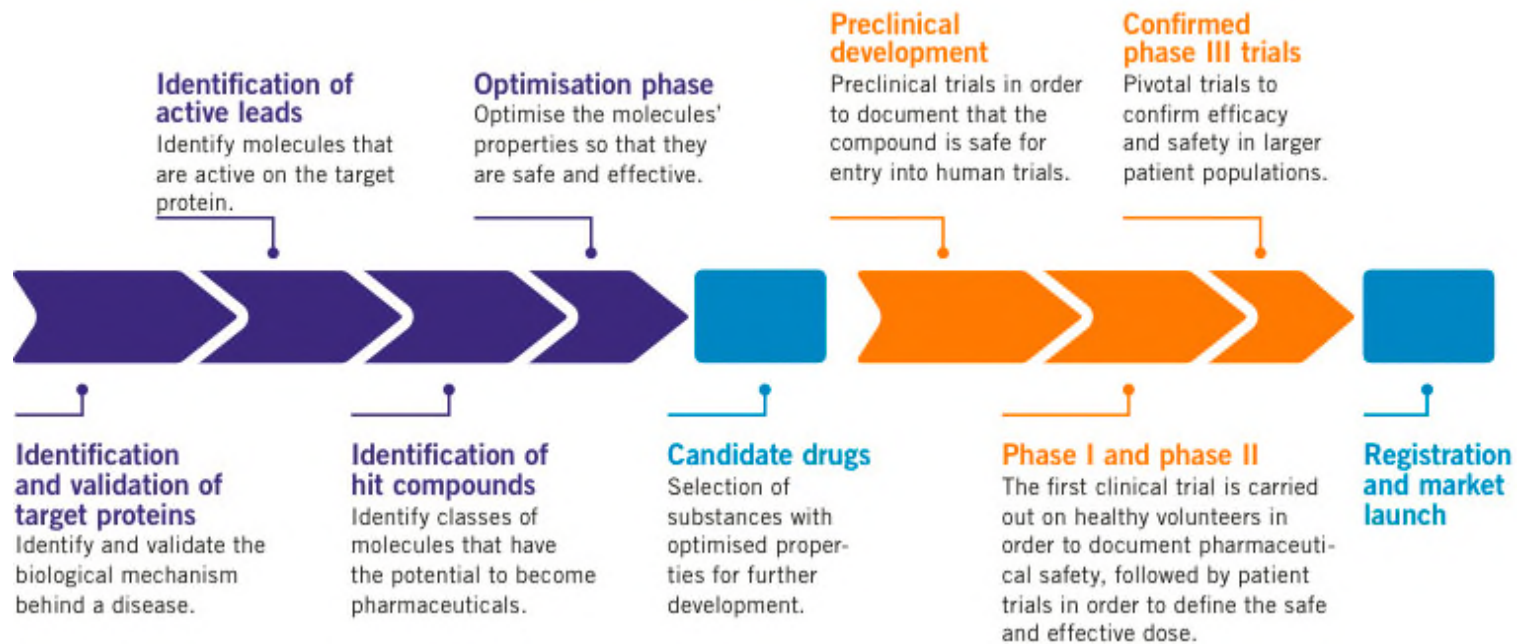
www.admedus.com

Value creation lifecycle

Brand Value Chain



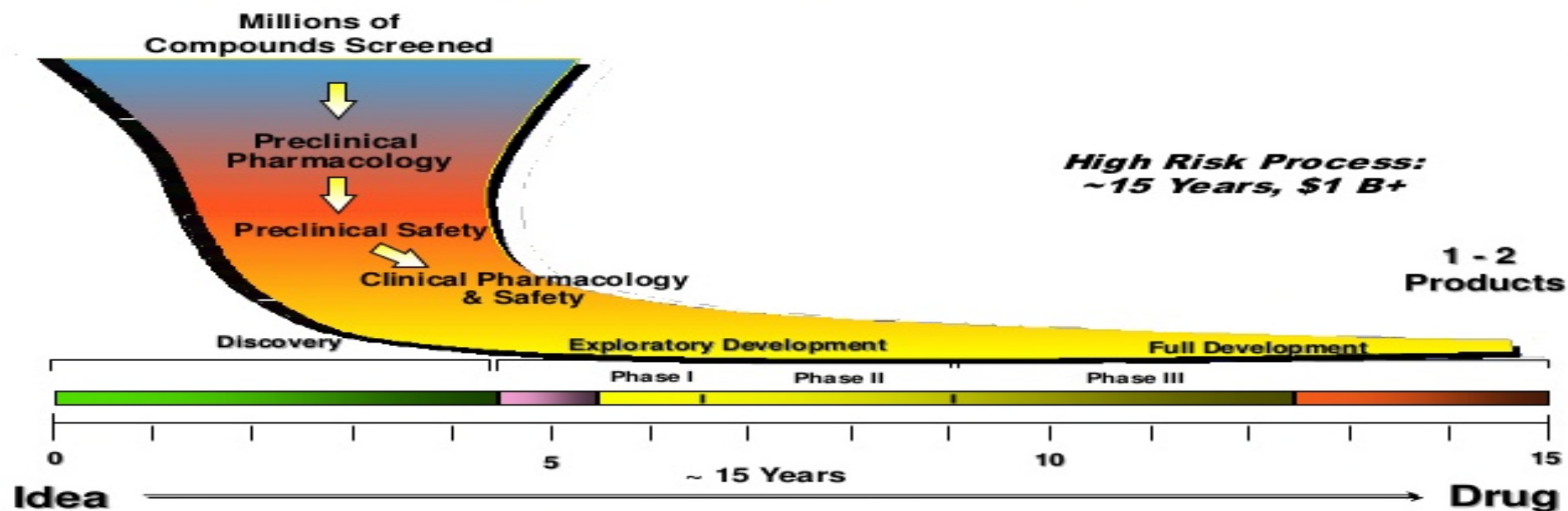
Company A : Drug development Costs , No Revenue



Company A : Drug development



Long & Expensive Drug Development

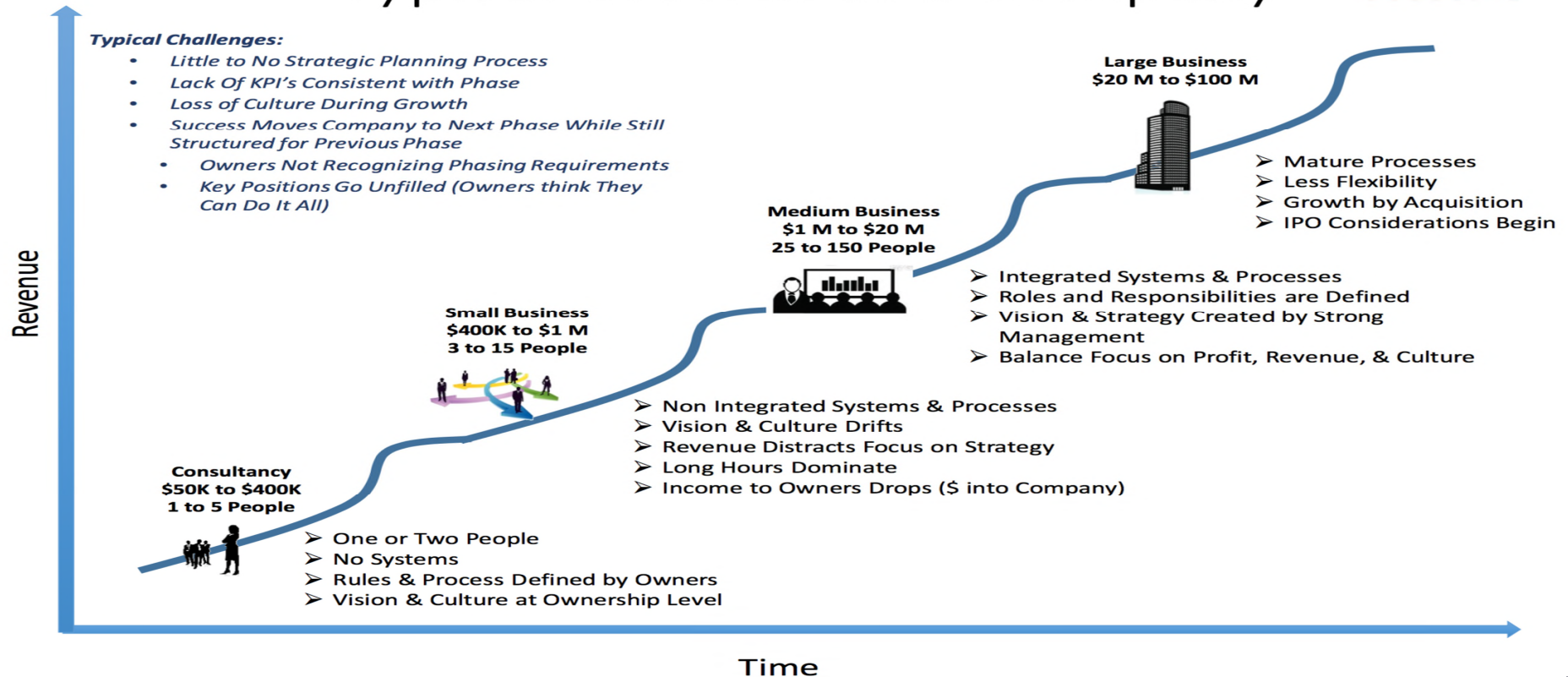


Company B : Revenues + Building a bankable business

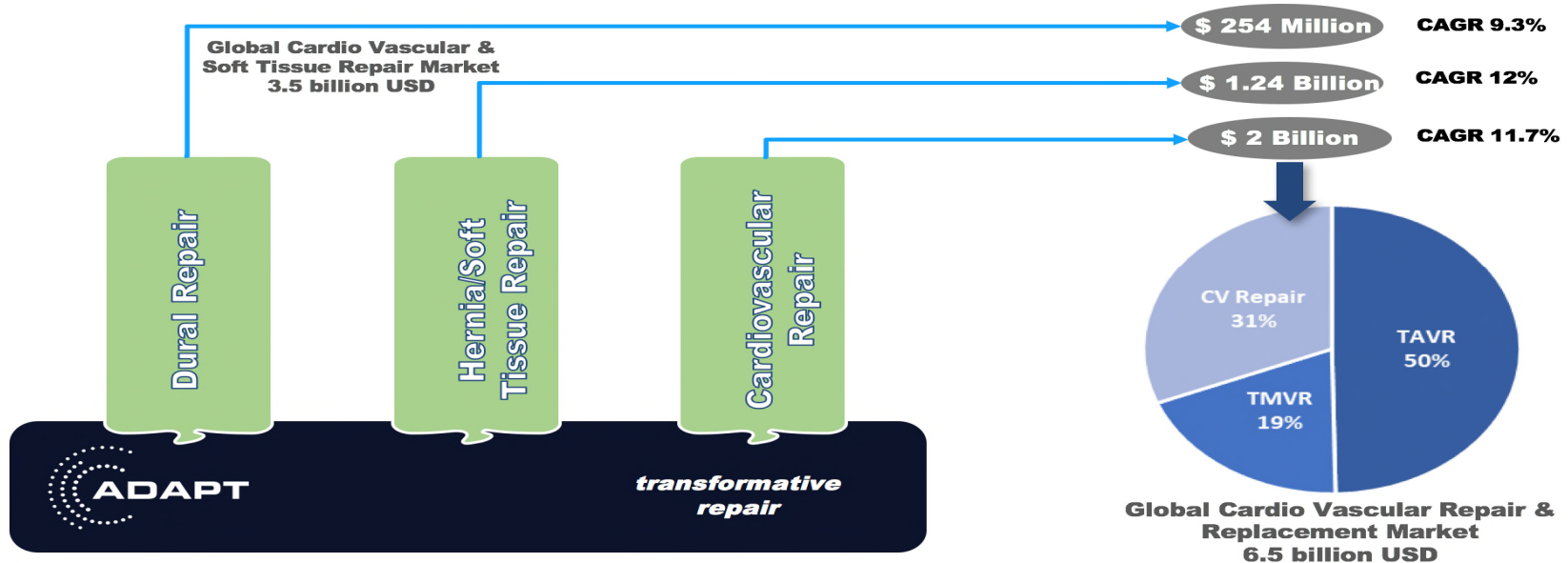


Typical Growth of a Company

BBES



What's the Opportunity ?



Moving up the value chain



THE ADMEDUS STRATEGIC PILLARS

Vision

Strategic Execution

Enterprise value



Infusion



TAVR



ADAPT Flat
patches



ADAPT 3D
Products



Partnerships



Device
engineering
projects



Immunotherapies

Follow us on



www.admedus.com

VISION 20/20 ASPIRATIONS



Vision 20/20 is the broad strategic framework outlining our ambitions for FY 2020 :

- > 50% market share in our key segments
- Going beyond tissue in our product portfolio and into broader Med Tech segment
- Medtech engineers engaged in the TAVR/TAVI space.
- Multiple partnerships
- >10 Med tech products in market
- Balanced revenue between the EU (30%) US (45%) and EM (25%) regions
- Targeting >\$20 million in earnings
- PH II Immuneoncology clinical trials underway.



Follow us on



www.admedus.com

Investment thesis



“

The true investor scarcely ever *is forced to sell* his shares, and at all other times he is free to disregard the current price quotation.

- *Benjamin Graham*

NOVELINVESTOR.COM

Follow us on



www.admedus.com

Admedus TAVR , A true Game Changer

ADMEDUS
INNOVATIVE HEALTH SOLUTIONS

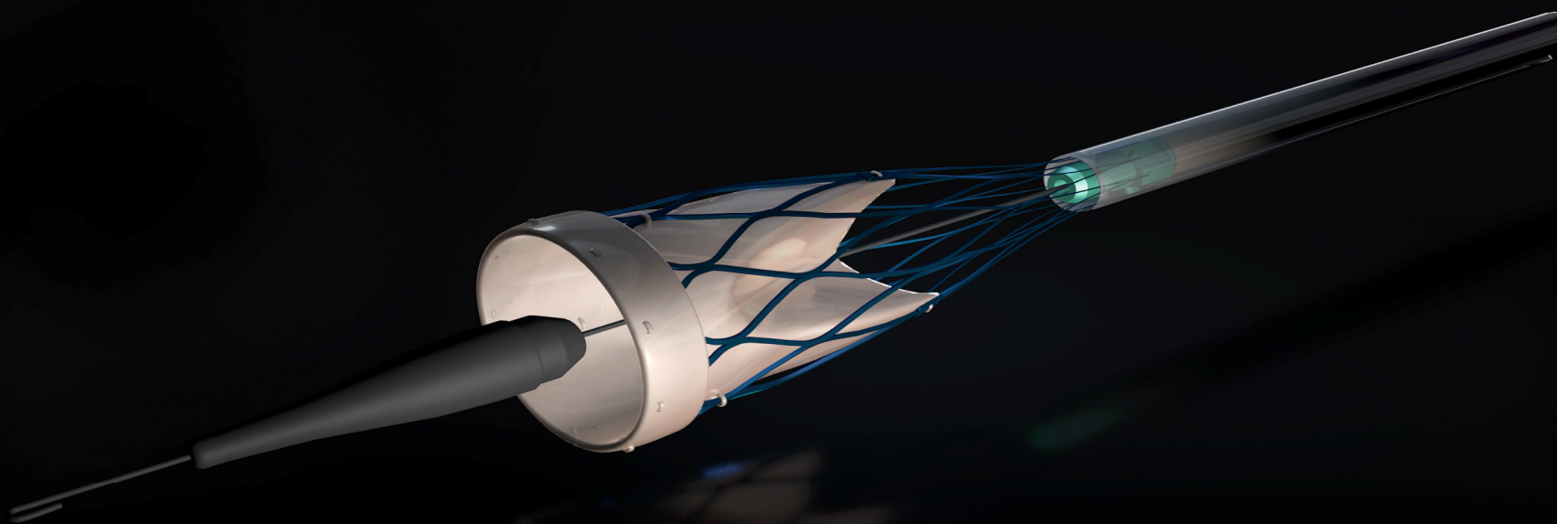


Follow us on    

www.admedus.com

Why it's a game changer

ADMEDUS
INNOVATIVE HEALTH SOLUTIONS



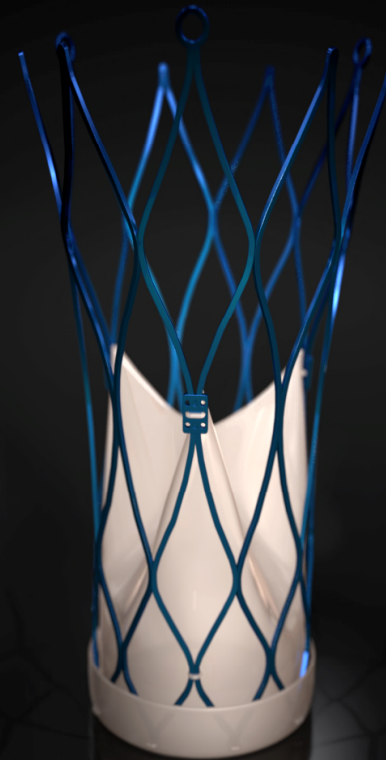
Follow us on



www.admedus.com

Why it's a game changer

ADMEDUS
INNOVATIVE HEALTH SOLUTIONS



Follow us on



www.admedus.com

What is an Admedus employee



- Must have professional intensity
- Must be a subject matter expert
- Must love the mission
- Must subscribe to the AORTIC values
- Must have Integrity, Honesty and High work ethic
- Must not be a DIVA



Executive Management Team



Follow us on



www.admedus.com

The AHZ snowball effect



SUCCESS IS LIKE A SNOWBALL...

**YOU HAVE TO GET IT GOING AND
THE MORE YOU ROLL IN THE RIGHT DIRECTION
THE GREATER IT GETS.**

Steve Ferrante

Follow us on

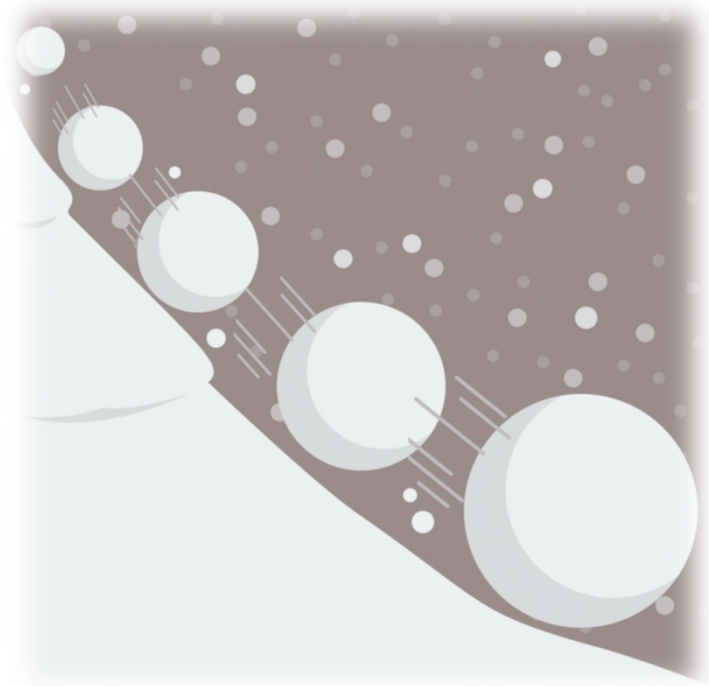


www.admedus.com

The AHZ snowball effect



when we get the snowball to the top, it will be much bigger, and then when it rolls over, all obstacles in its path will be destroyed!





ADMEDUS

*Innovation to support life's
journey is at the heart of our story...*

