



AHZ AGM 2019

Chairman and CEO 2018 company review

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ADMEDUS



2018 Financial Overview

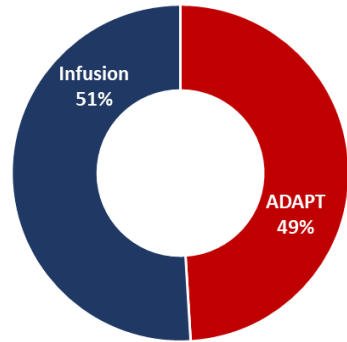
CY18 Financials

\$ millions	CY2018
Group revenue	25.6
Gross profit	12.4
Gross profit margin %	49%
Selling, general and administration costs	(34.3)
Other net income	1.2
EBITDA	(20.7)

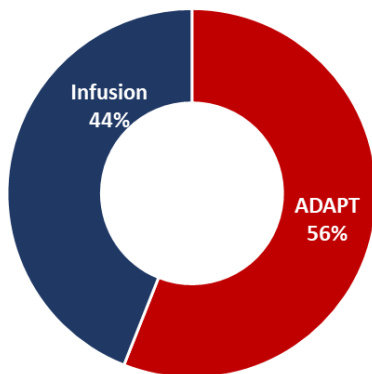
- Group revenue up 20% on prior year. ADAPT[®] revenue \$11.1m and Infusion revenue \$14.5m
- Gross profit for the group was \$12.4m representing a gross margin percentage of 49%.
- Selling, general and administrative (SG&A) costs includes research and development of \$6.7m
- SG&A costs for ADAPT[®] have declined as a percentage of revenue from 144% in prior year to 122%

Revenue and profit split across the business units

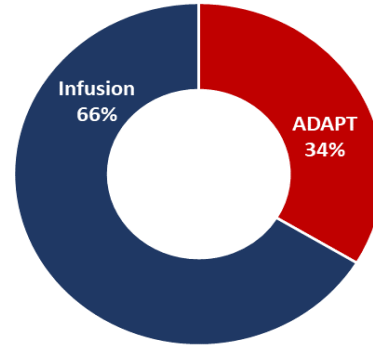
Gross Profit 2017



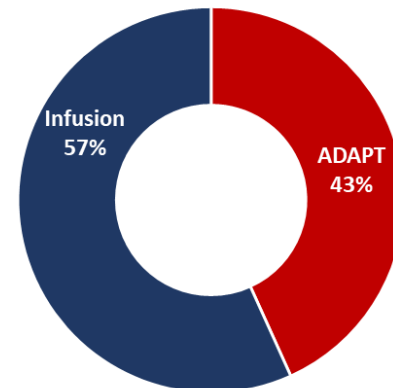
Gross Profit 2018



Revenue 2017

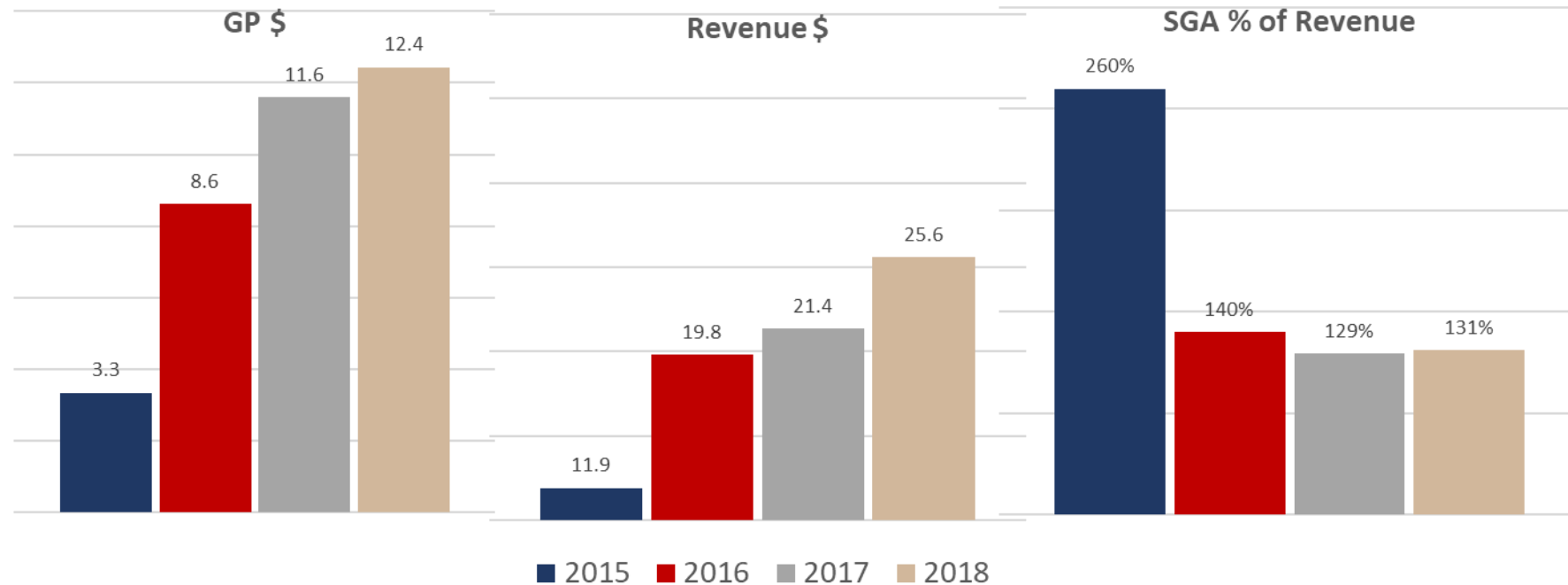


Revenue 2018

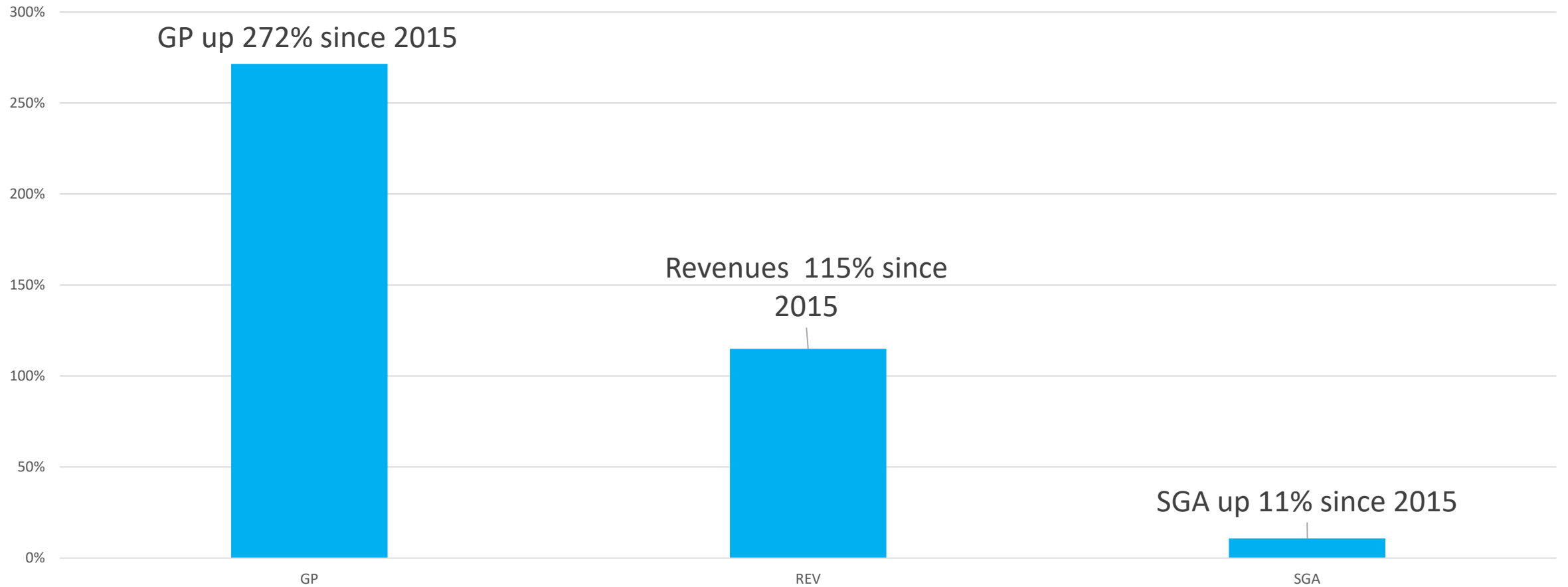


ADAPT® has grown from 34% of the portfolio to almost 43% in 1 year

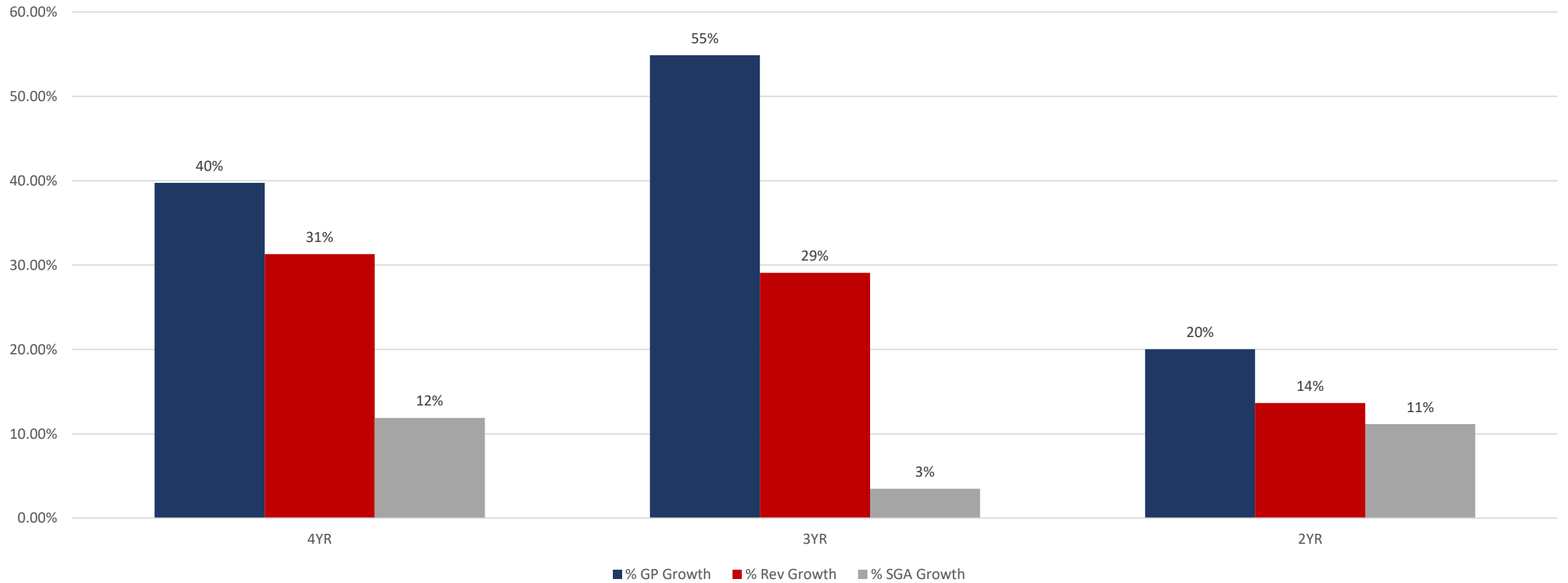
Profit growing faster than costs 2015 to 2018



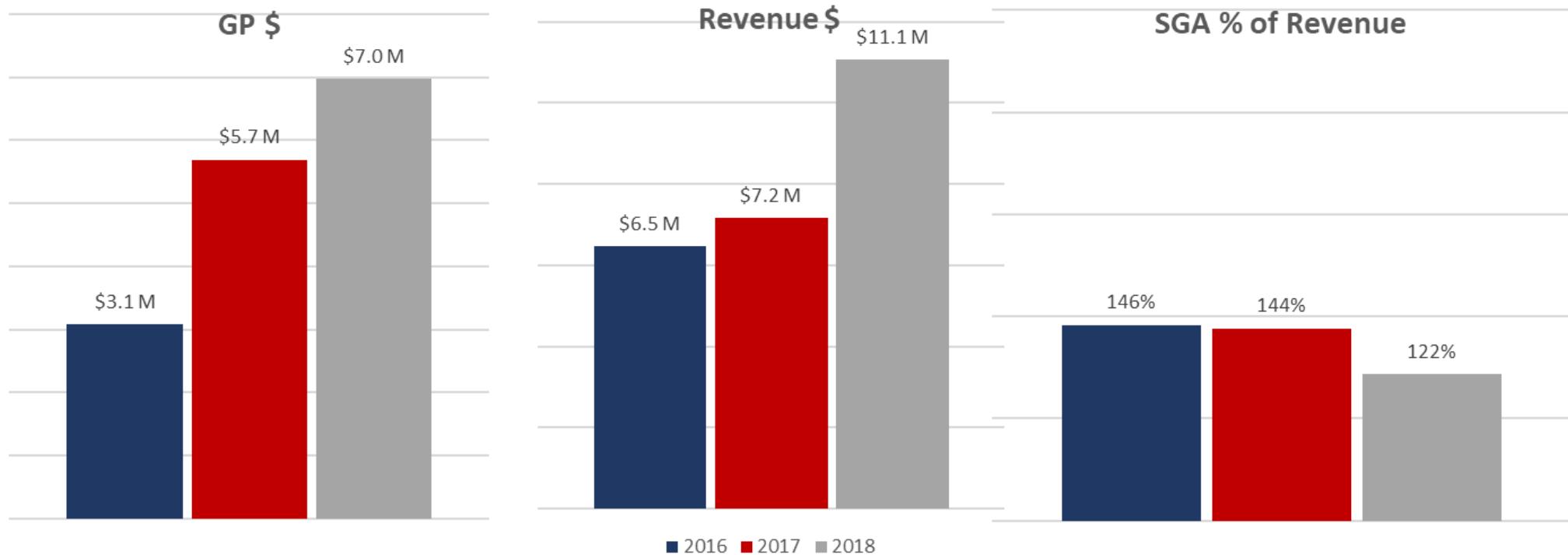
Gross profit and revenues growing significantly faster than costs 2015-2018



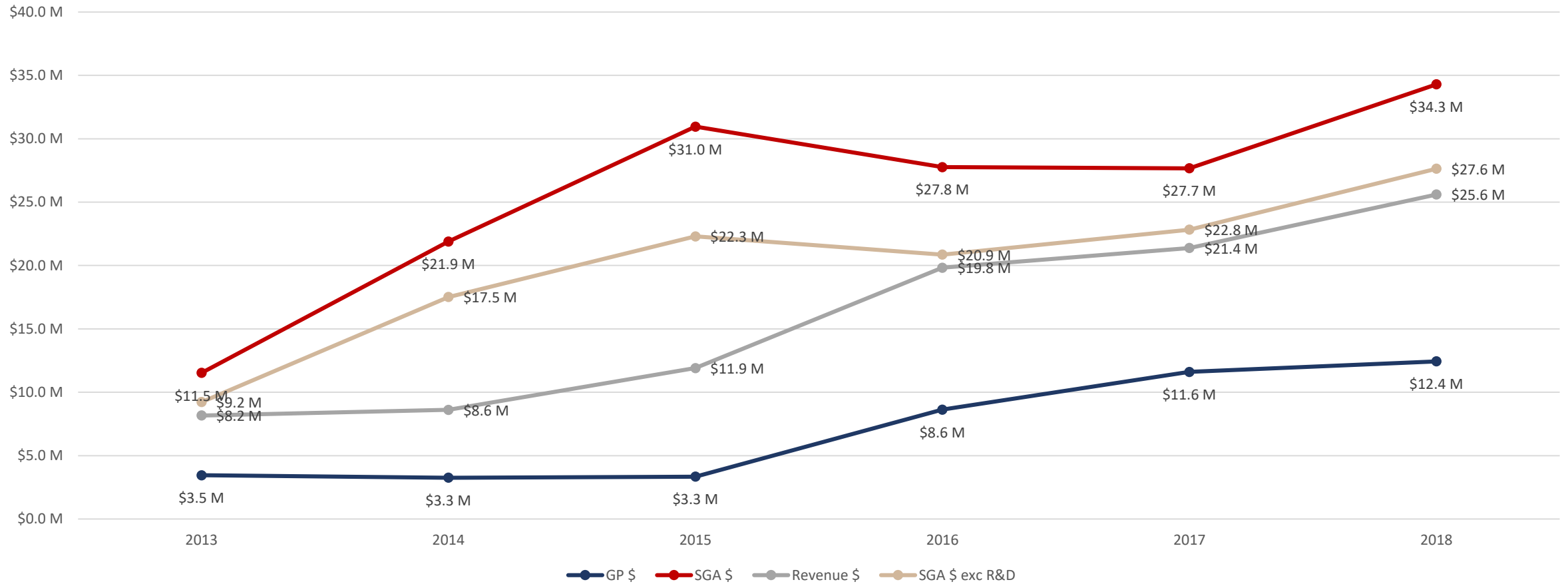
CAGR Revenue and GP growing quicker than costs



ADAPT[®] GP and revenue growth 2016 to 2018

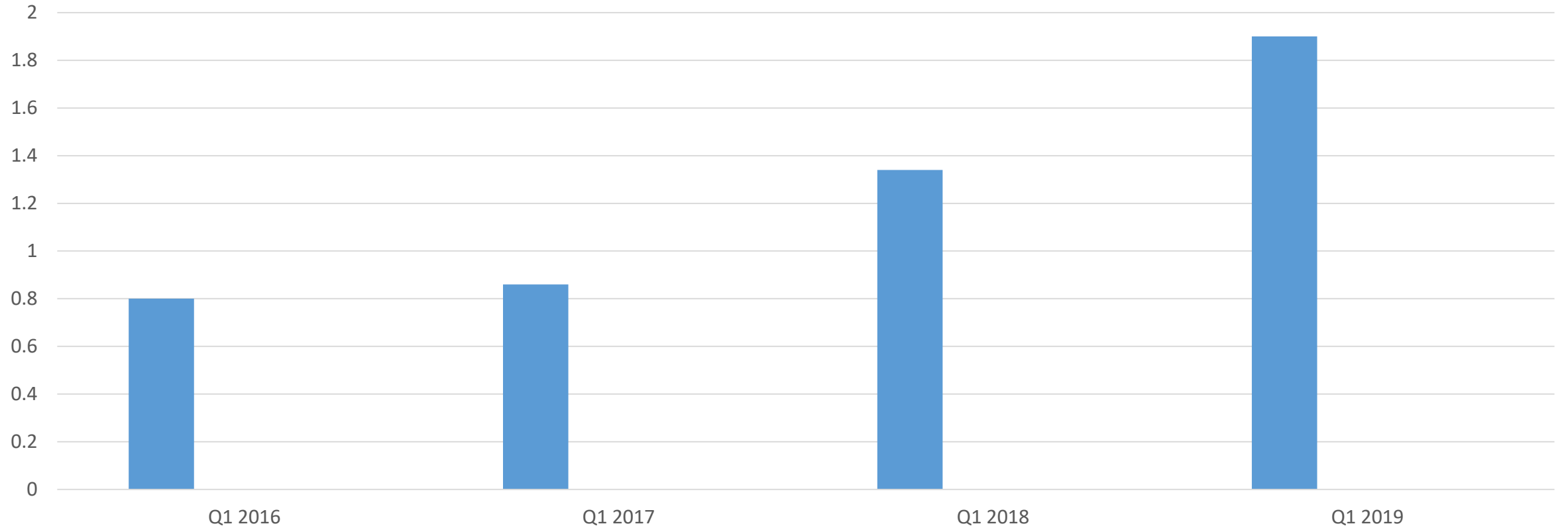


Investments driving growth in Revenues and Profit

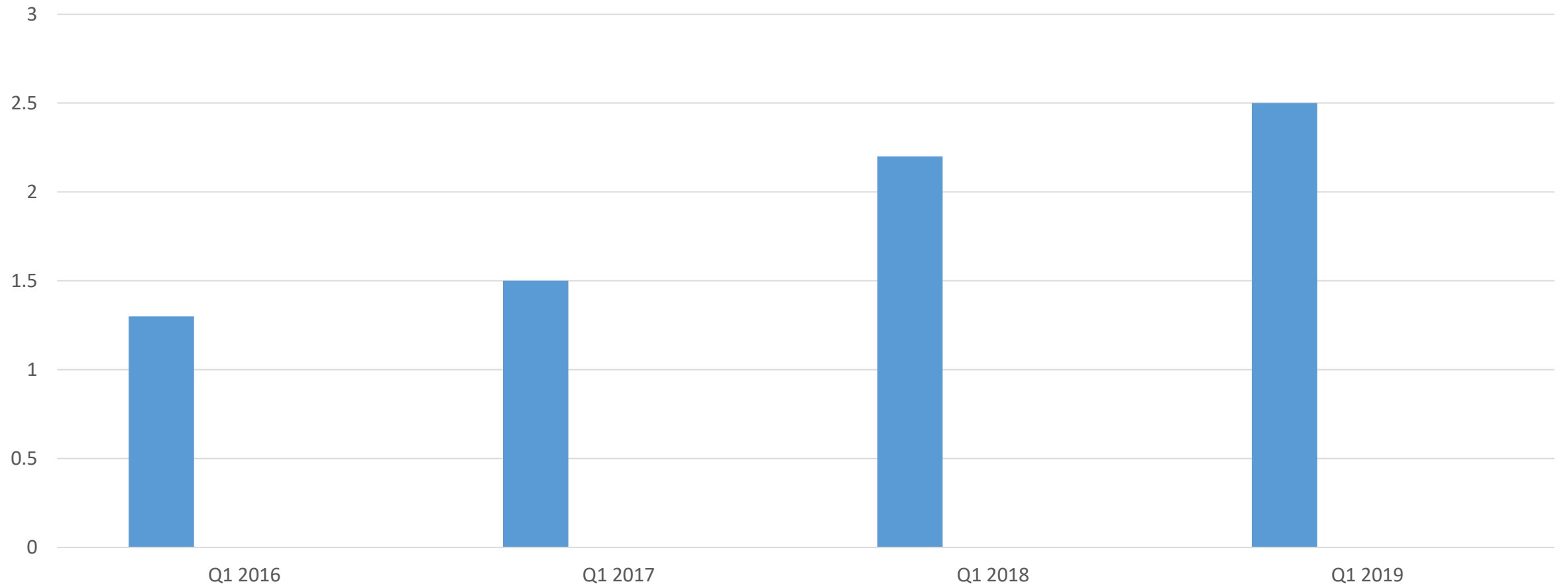


Q1 US ADAPT[®] sales 2016 - 2019

Chart Title

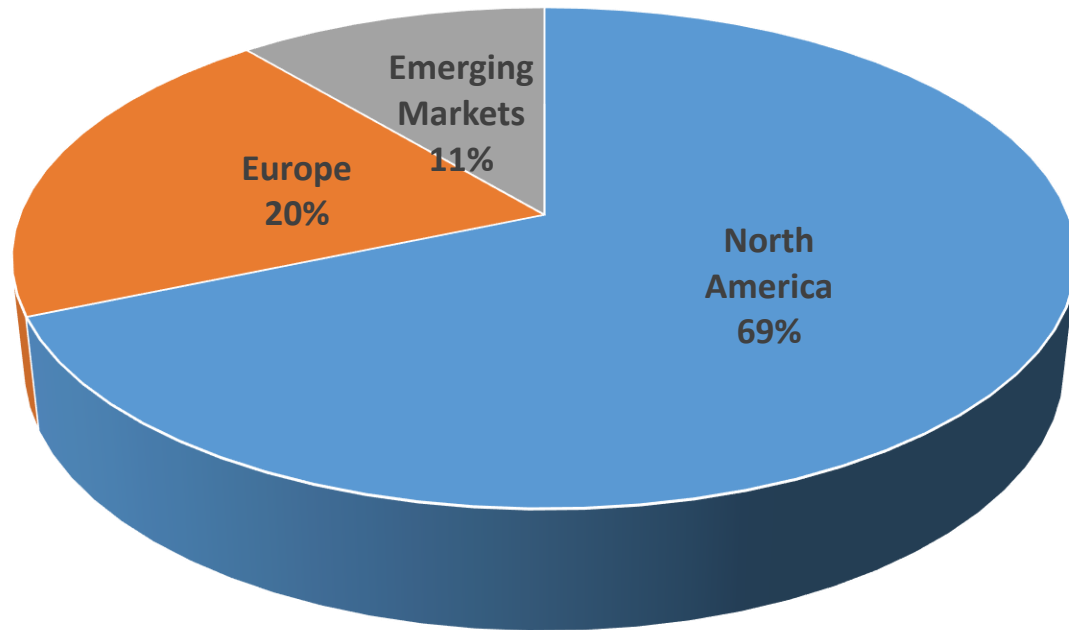


Q1 Global ADAPT[®] sales 2016 - 2019



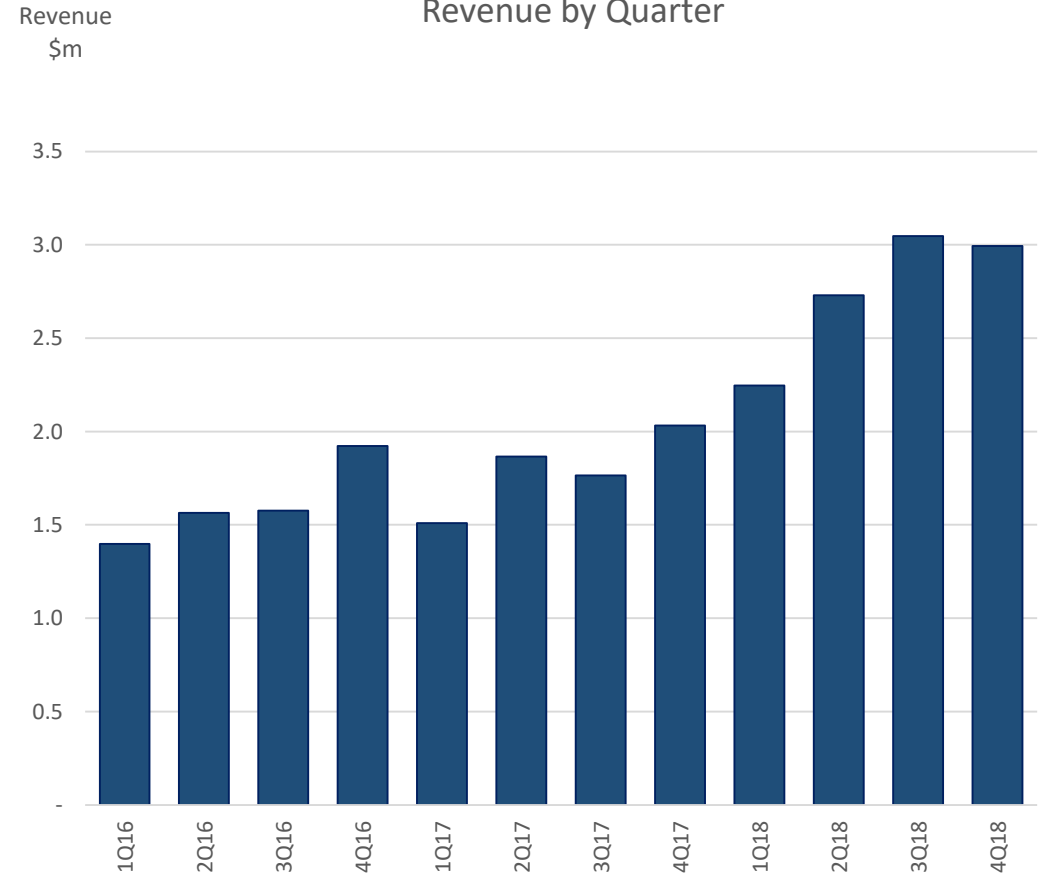
ADAPT[®] Revenue by QTR

Sales by region

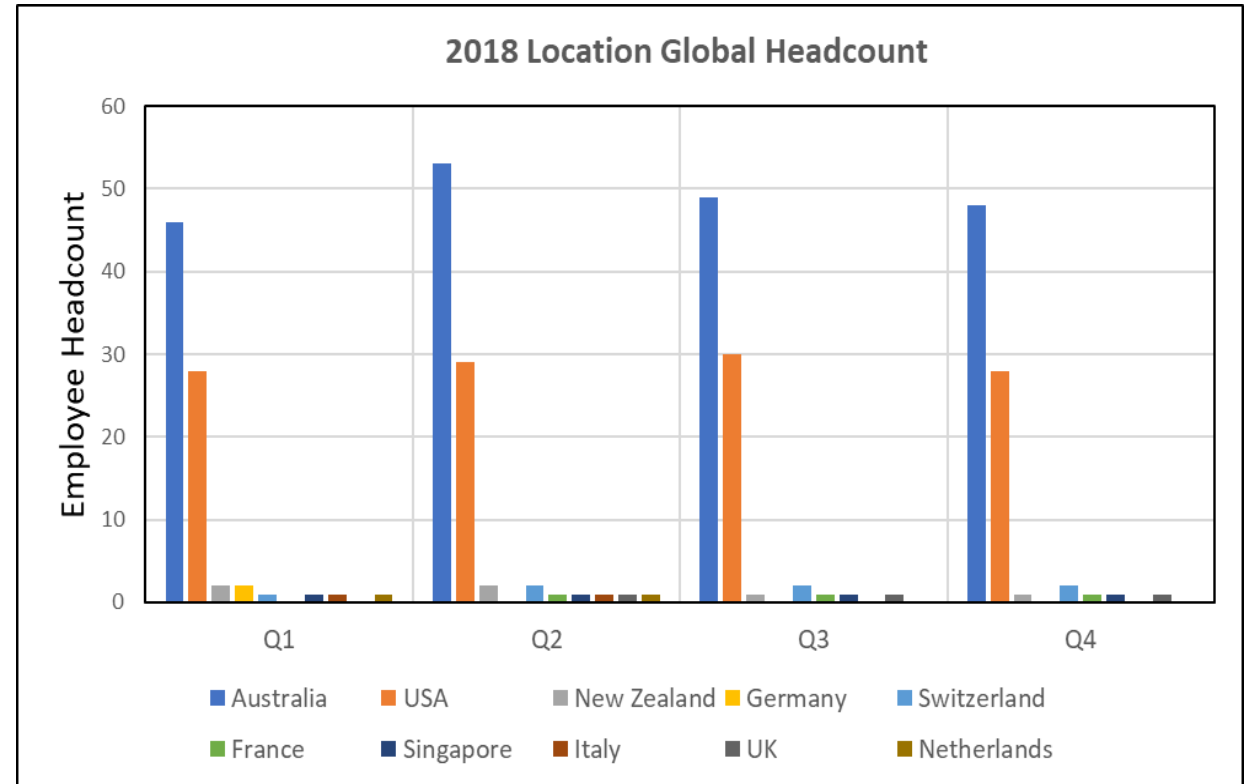
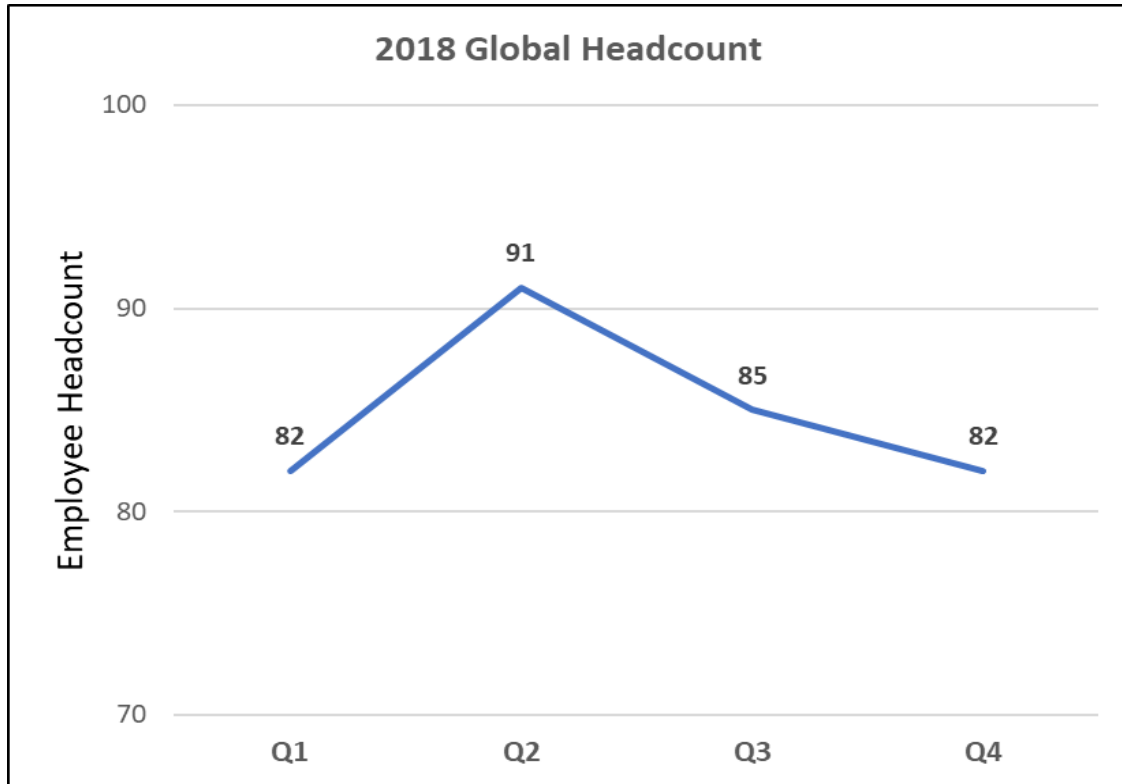


■ North America ■ Europe ■ Emerging Markets

Revenue by Quarter



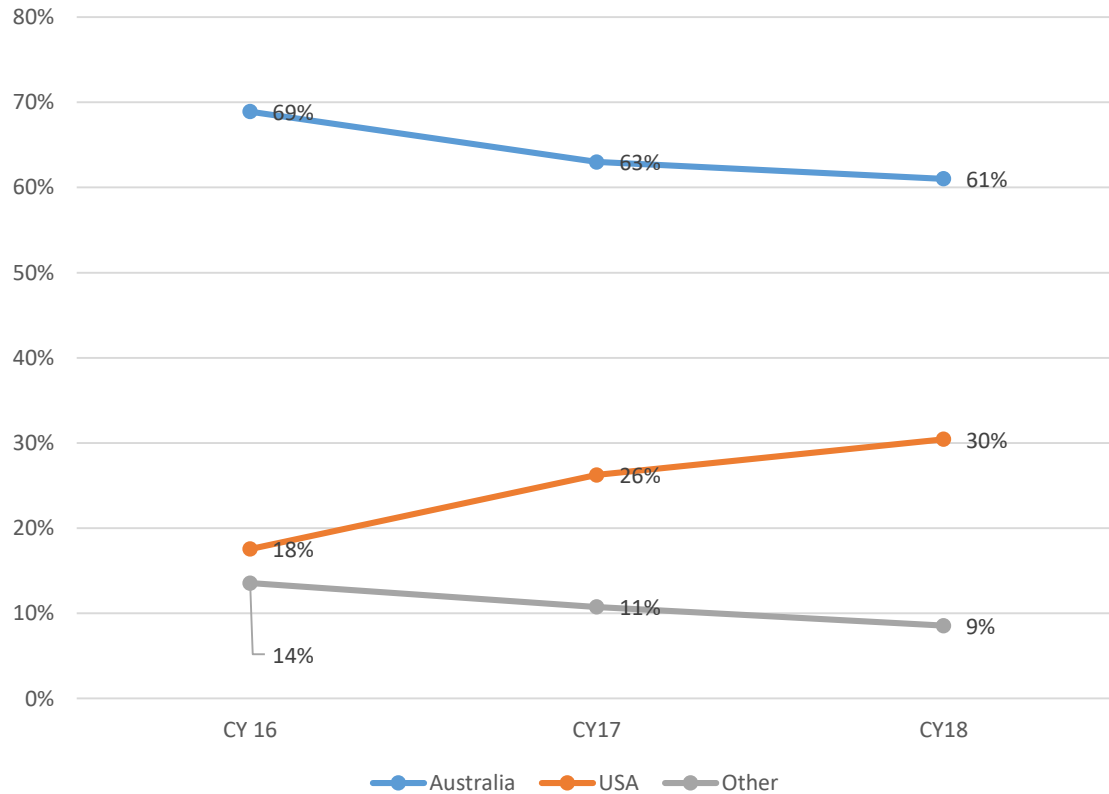
Headcount & Employee Location



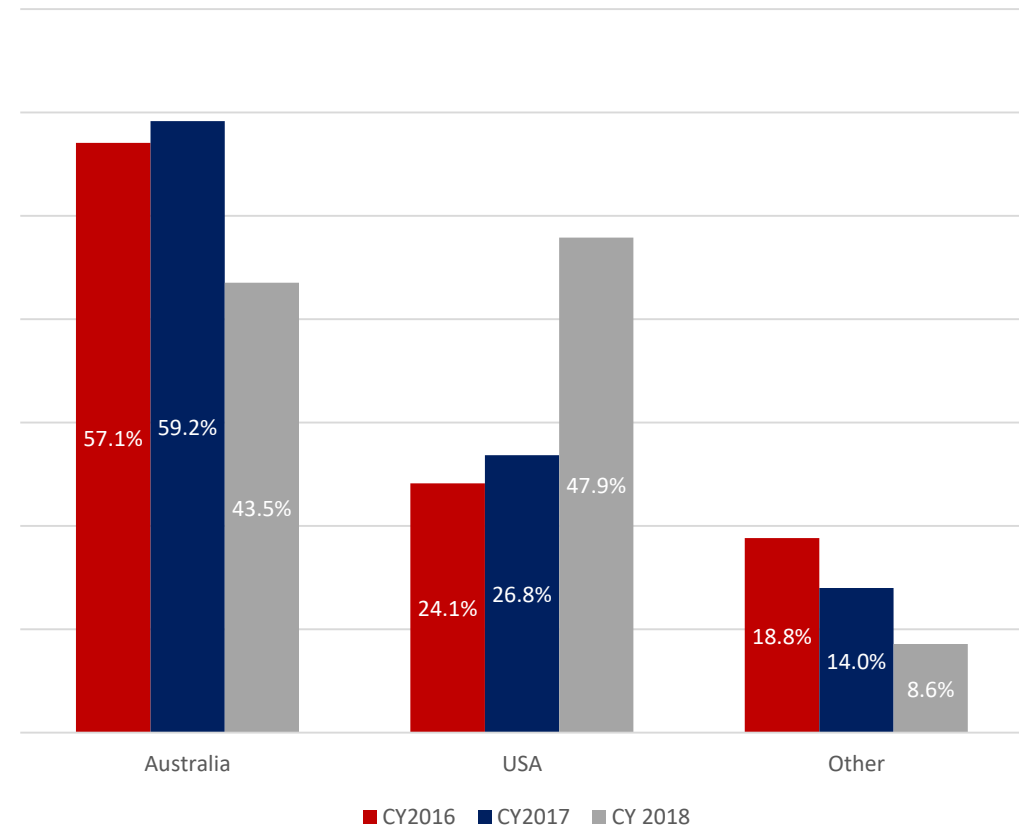
- Global headcount remained relatively flat in FY2018
- As overall revenue grew in Q3 & Q4, global headcount went down leading to greater effectiveness & efficiencies

FX impact as cost base moves to the US

FTE headcount

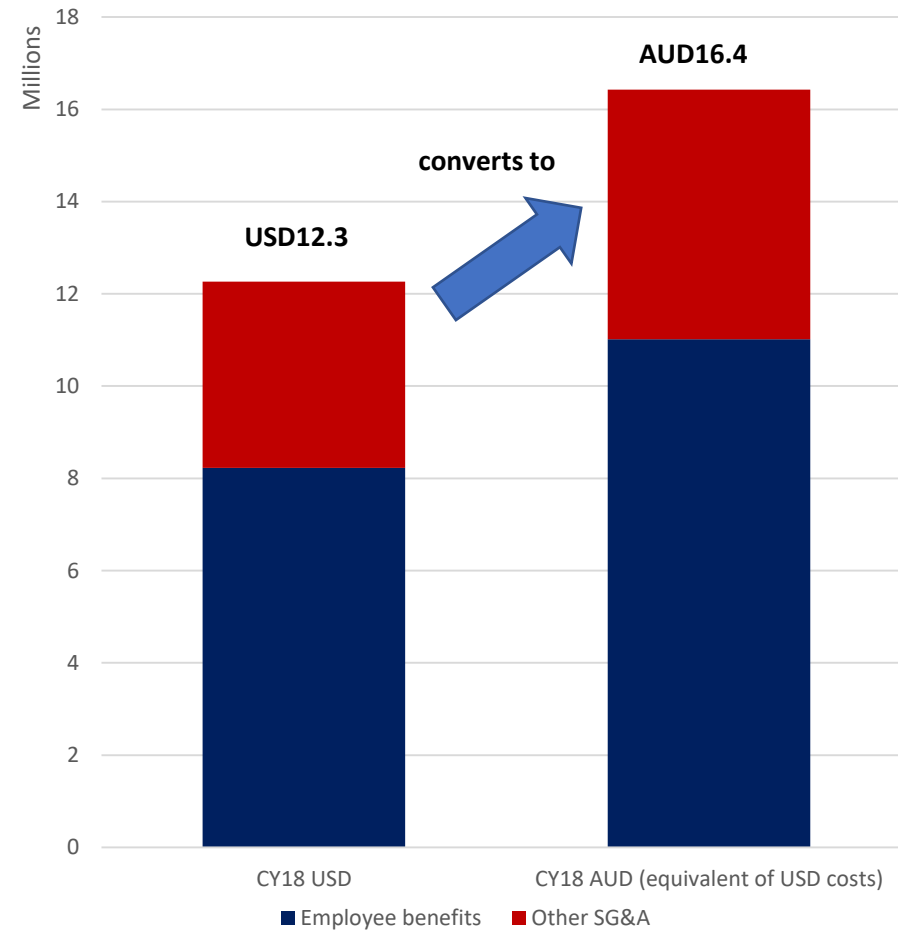


SGA (incl. R&D) split by region



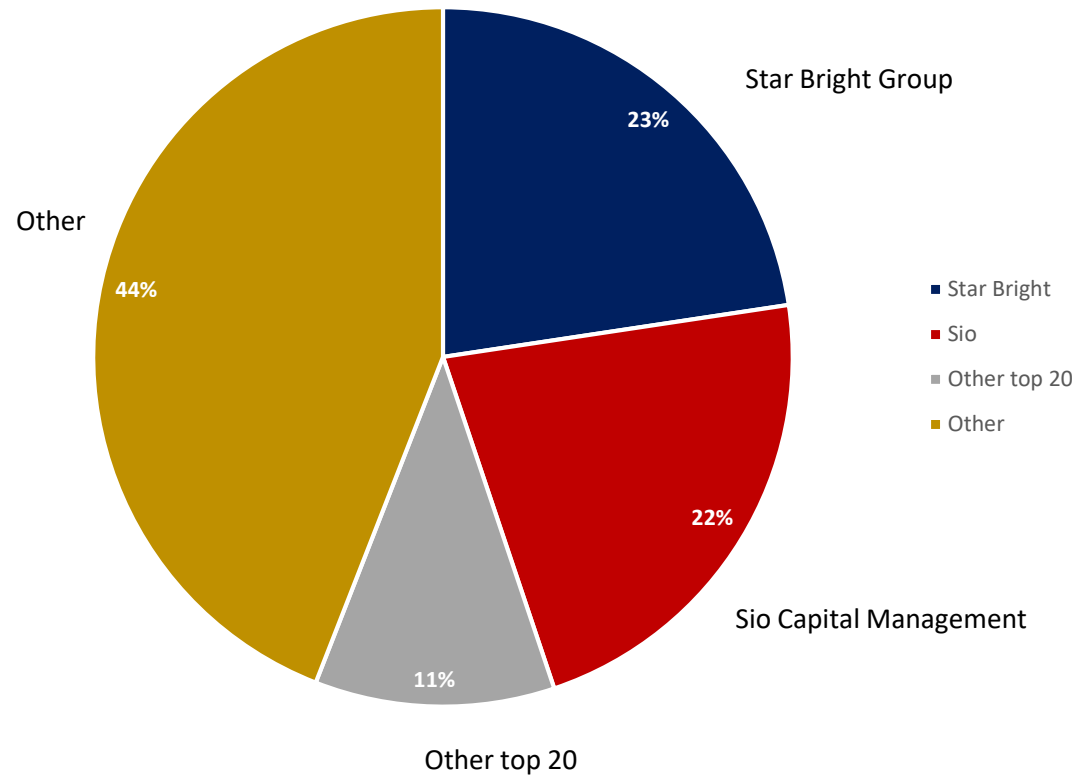
FX IMPACT 2018

Impact of weak AUD on US costs

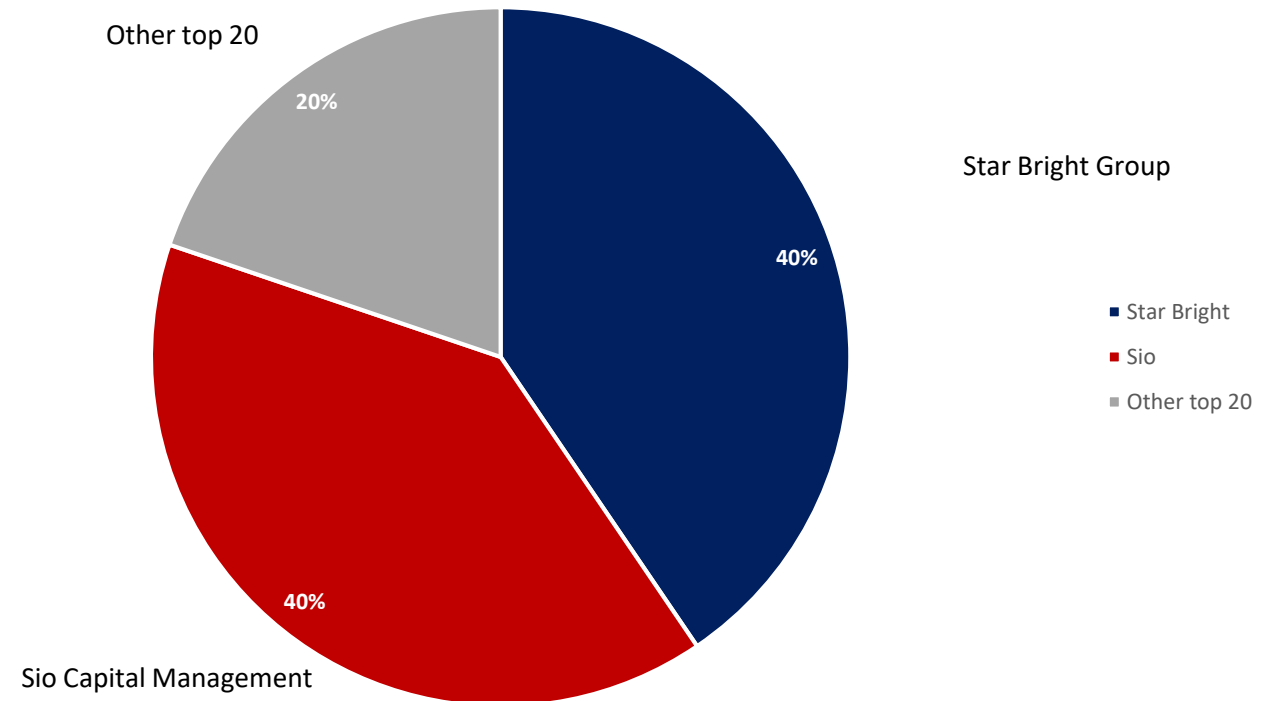


Shareholder mix as at 7 May 2019

Split of all shareholders at 7 May 2019



Split of top 20 shareholders at 7 May 2019



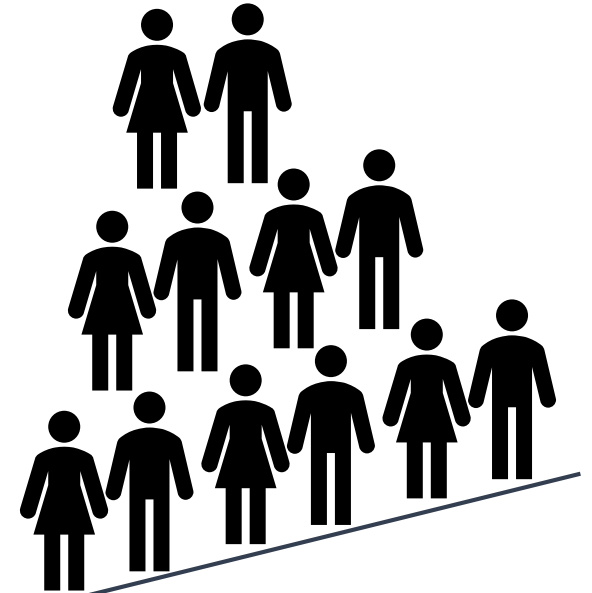
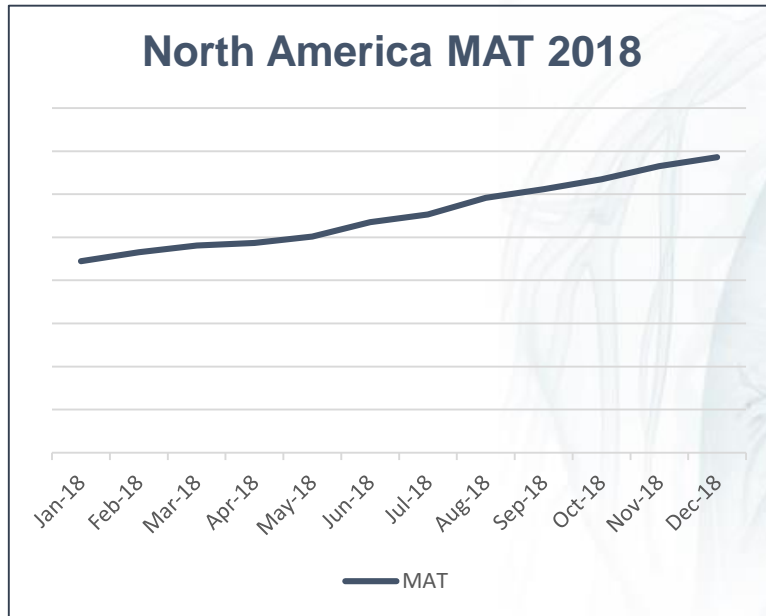
Infusion Division

- Binding sale agreement signed between Admedus and BTC
- AUD \$ 6.3 million for Summit range of pumps.
- Transaction will close 31st May. Full transition of the business will be complete by June 1st.
- Headcount reduction of 19%
- Admedus will retain the Arcomed range of pumps and associated business



ADAPT[®] Commercial Update

Taking Market Share From Larger Competitors



Despite being outnumbered **6 to 1** by our major competitors, our highly specialized field force drove awareness and adoption of the ADAPT® platform...

2018 North America – becoming the company to beat

Our Science

ADAPT[®] DATA

Meta-Analysis demonstrating superiority over alternatives

+67%

GROWING

USA, Canada, 4C

Our Value

Health Systems

4 IDNs and 1 Major GPO Signed

In Congenital Heart Disease

SHAPE MATTERS

CardioCel 3D[®] expanded Portfolio (60&30)

Admedus is well positioned for

Market Leadership

Durability, Consistency, and Regeneration are key attributes sought in Tissue Technology

Becoming the Standard

POSITIONING

Competition on the Defensive: “we’re just as good”

2018 Europe – revitalized team and return to revenue growth... hampered by regulatory change driven delays

Our Science

ADAPT[®] DATA

Repositioning to Emphasize clinical superiority

Halted Decline

Recovery

Returned to Growth

Our Value

Health Econ

Publication in Health Economics Journal demonstrating benefit of ADAPT

Launch Preparation 3D-60°

SHAPE MATTERS

Built market anticipation, positioning, and pilot centers

Anticipation of MDR

Regulatory Delay

New Indications and Line Extensions requiring more data, Notified Bodies unprepared for changes

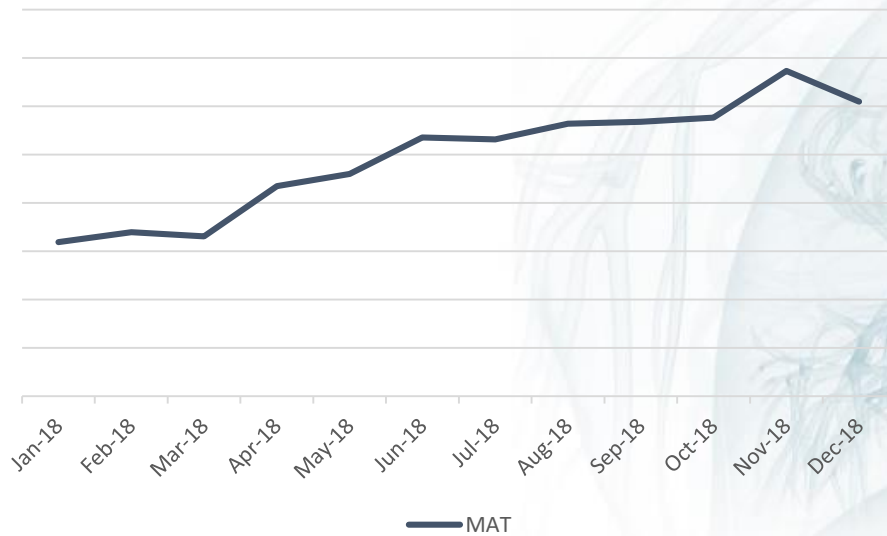
Revitalization

TEAM

New RVP, Reps, Distributors

2018 Emerging Markets – continued growth despite some challenges

EMERGING MARKETS MAT 2018



+127%

GROWING

MENA largest contributor and continued growth YoY

Regulatory Delay

TGA

Grew Business by 100% via Special Access which demonstrates strong demand pre-approval

Lessons Learned

INDIA

Key Success Factors and Market Specificities

New Approvals

MARKET ACCESS

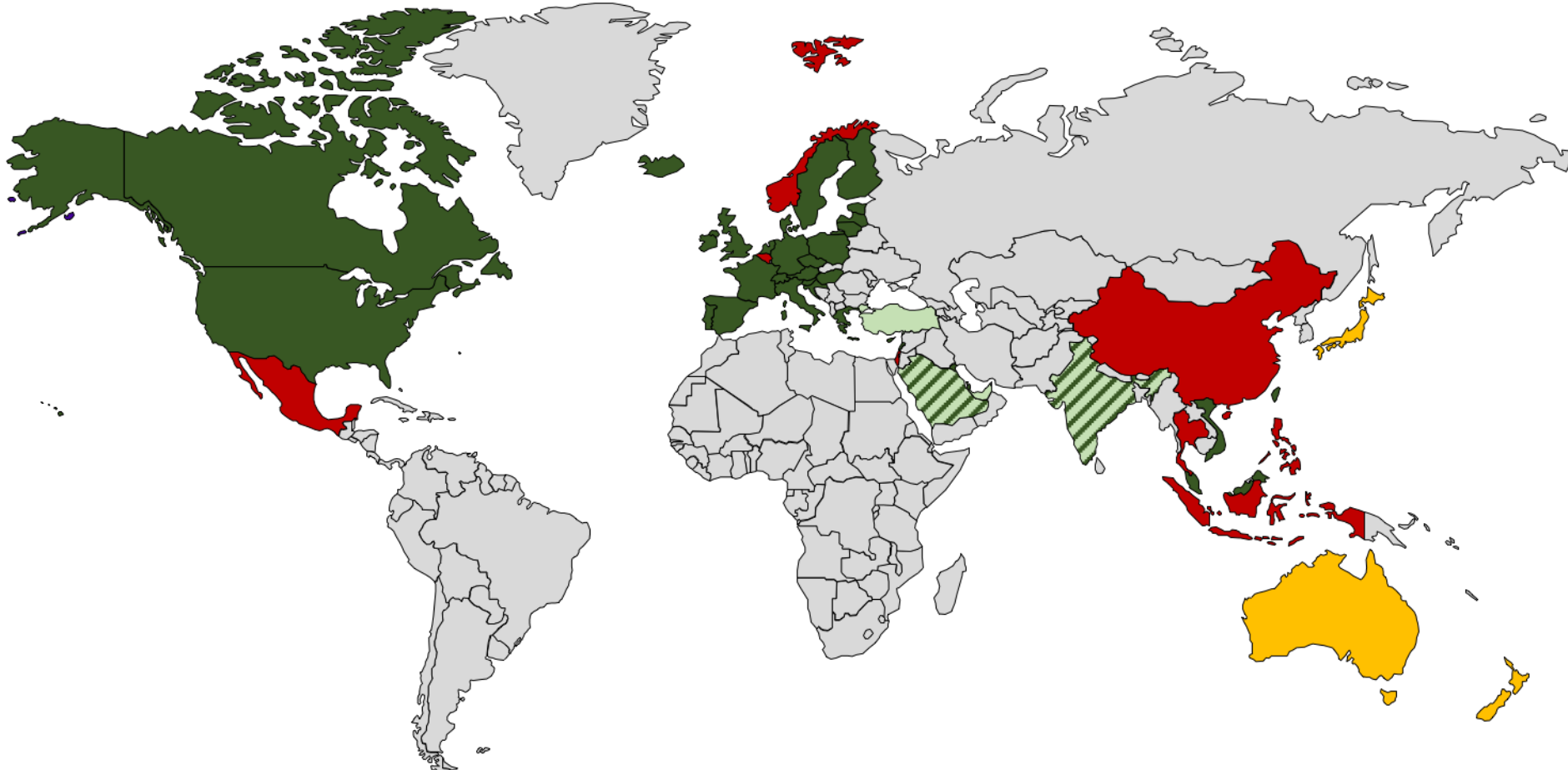
Vietnam, Kuwait 3D, etc.

ADAPT® becoming recognized as innovative platform – strongly differentiated from alternatives



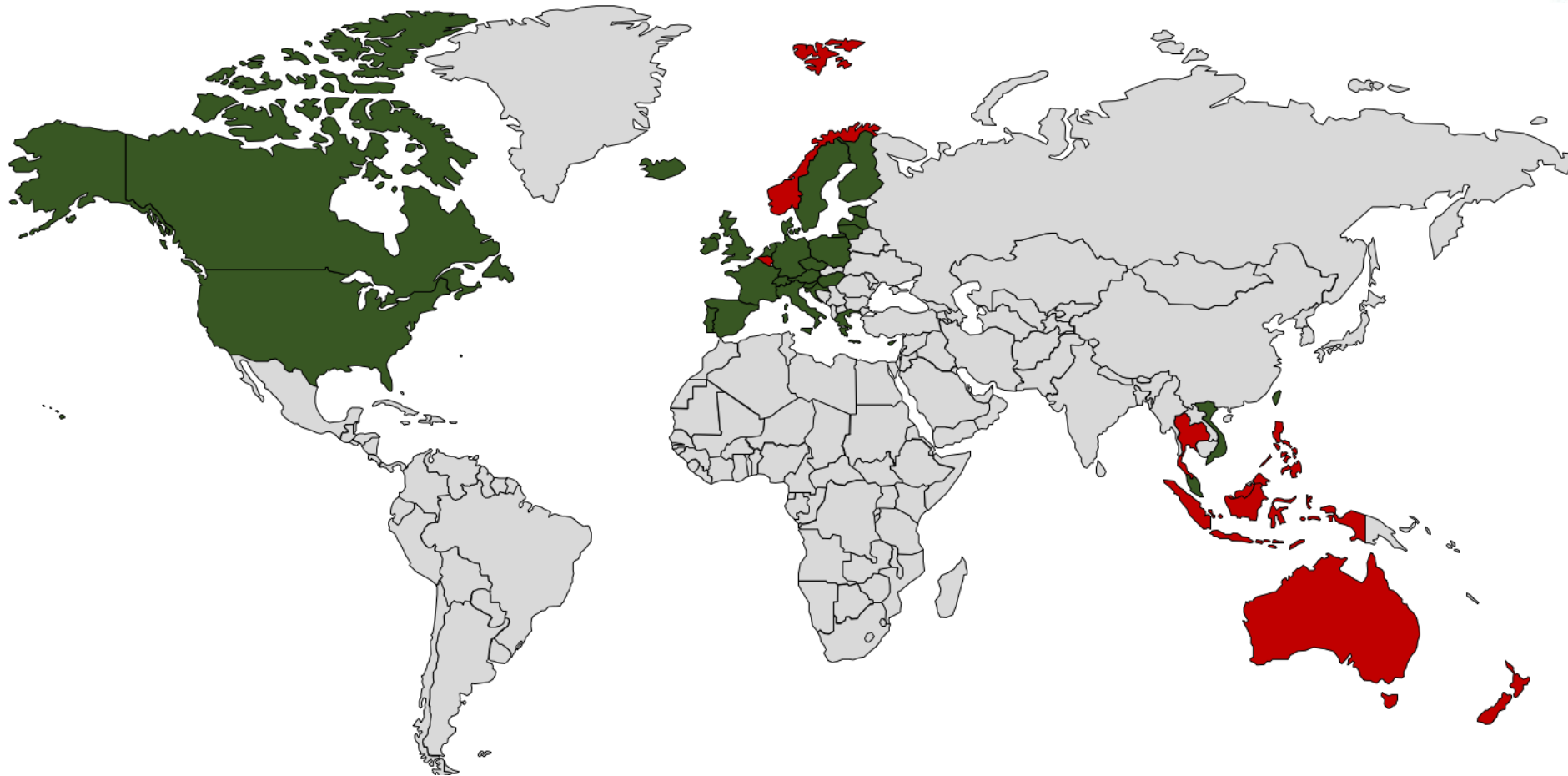
Medical & Reg Affairs

CardioCel[®] Approval Status



Legend	
	CC & CC3D Approved
	CC Approved CC3D In Process
	CC Approved
	CC In Process (SAP)
	CC In Process
	Future Registrations

VascuCel[®] Approval Status

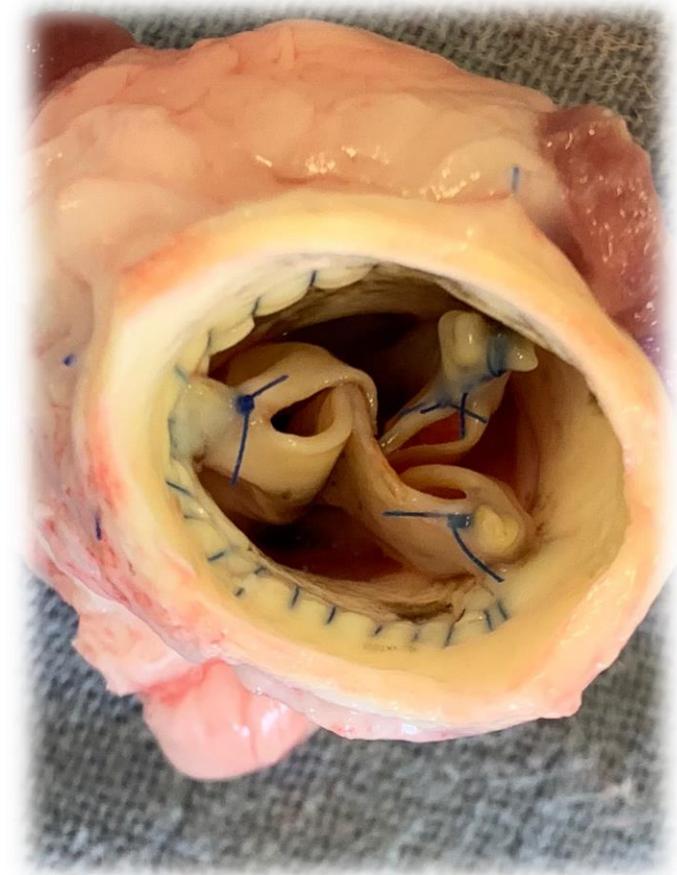


Legend	
	Approved
	Approval In Process
	Not Yet Pursued

Preclinical update

Early Animal data suggests

- Normal valve function after aortic valve replacement with Admedus 3D aortic prosthesis
- Easily implanted
- No surgical failure
- Low gradients and no regurgitation were observed.
- Good overall clinical status of the animals





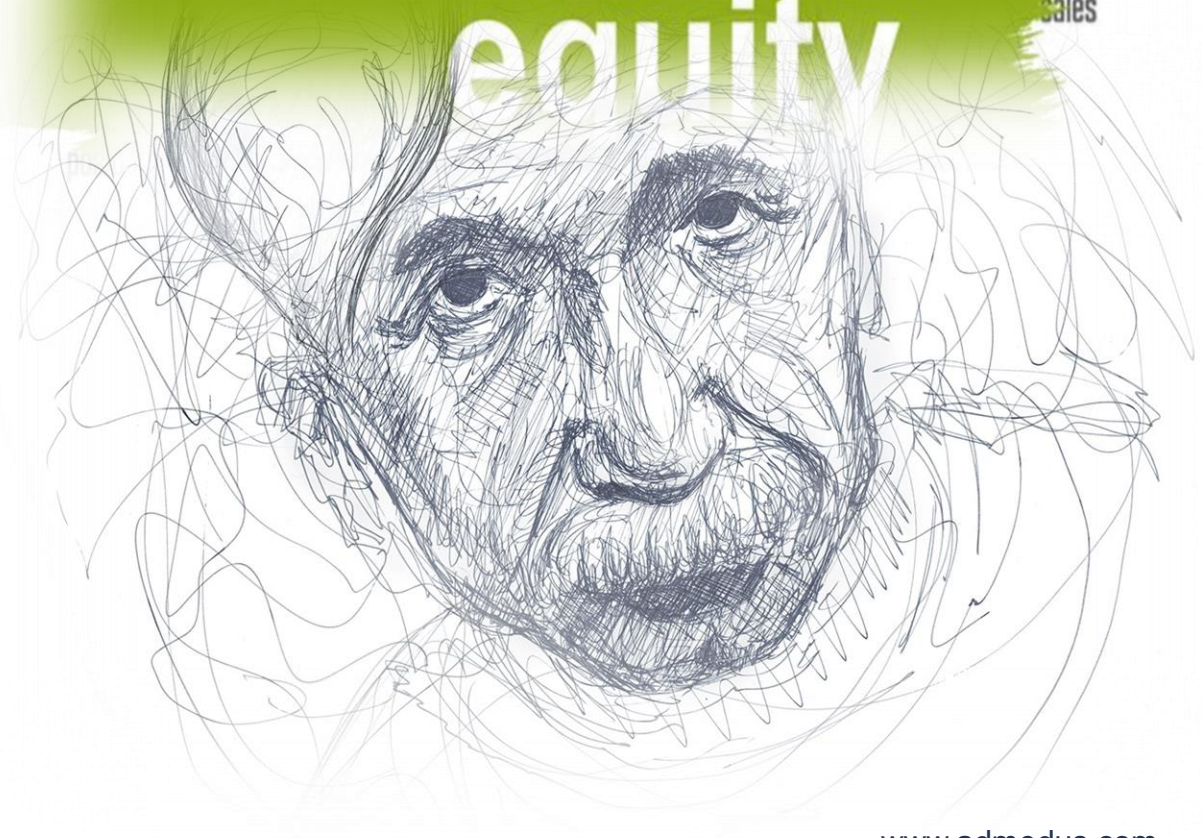
2019 Strategy Update

Creating ADAPT® brand equity since 2016

First and only

- ✓ Bio scaffold with true anti-calcification treatment
- ✓ Bio scaffold with 10 years of data in man
- ✓ Bio scaffold with ZERO DNA
- ✓ Bio scaffold to be moulded into a 3D valve
- ✓ Product now far more widely known by Dr's , competitors and major strategics

brand equity



2019 ADAPT[®] set for further growth

Our Science

ADAPT[®] DATA

“First and only data “ Being
Published & Presented at major
congresses

Portfolio expansion and new
launches

GROWTH

USA, Europe

In US & EU

PRICING STABLE

In Congenital Heart Disease

SHAPE MATTERS

& CardioCel 3D[®] now approved
both US & EU

Admedus is well positioned

ADMEDUS TAVR

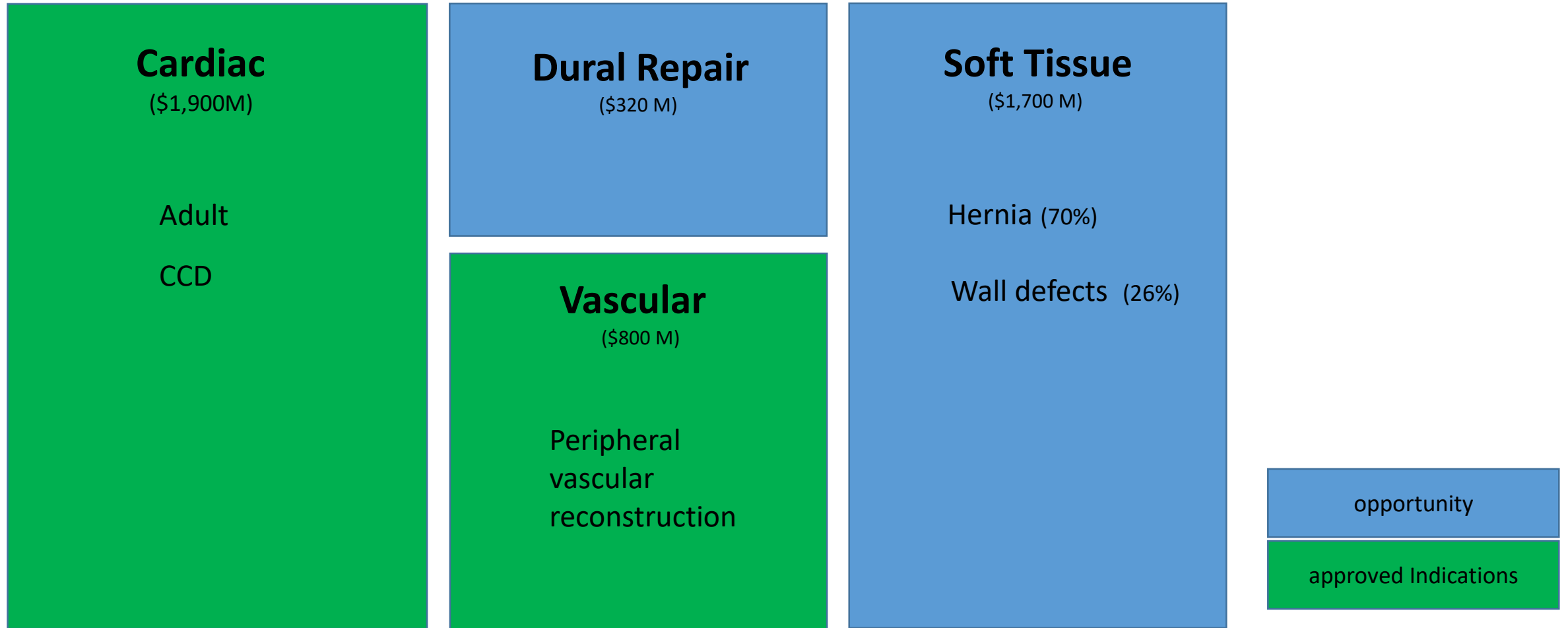
Durability is becoming a key driver
for Cardiologists treating low risk
(younger patients)

Precision Tissue Technology

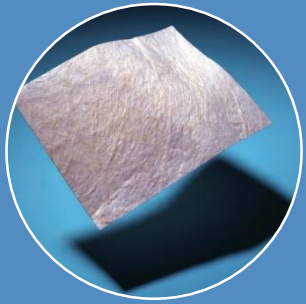
Q4 LAUNCH READY

Starting USA
(followed by Europe)

Patches landscape (global sales)



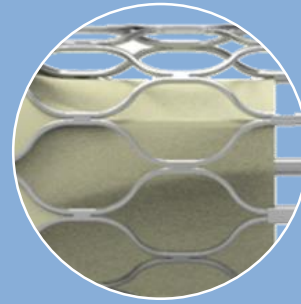
New technology enables new markets



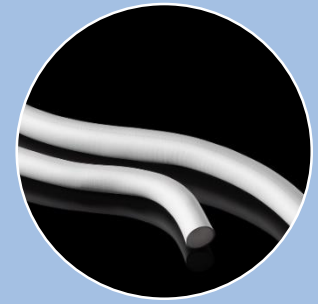
Patch



Valves



Catheter



Conduit

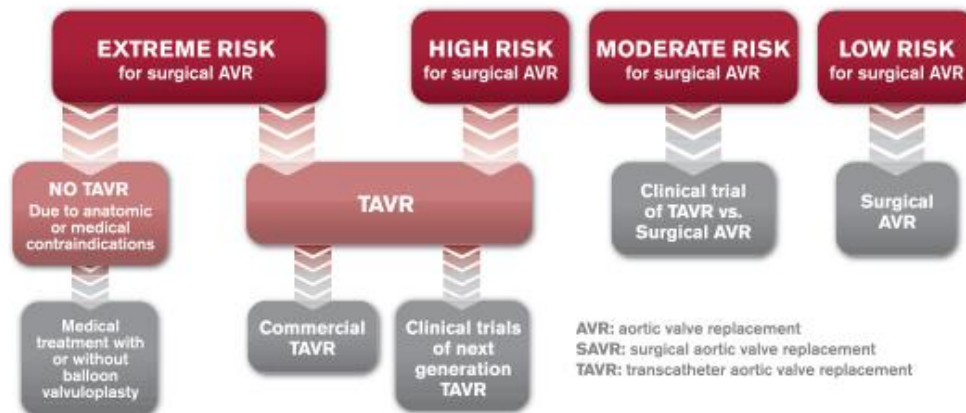
← ADAPT® - 3 Dimensional Shaping - PTT →



TAVR UPDATE

What's driving the growth in TAVR

TRANSCATHETER AORTIC VALVE REPLACEMENT (TAVR)
FOR SEVERE SYMPTOMATIC AORTIC STENOSIS



- CAGR reported to be 22% and approximately USD 12 bn by 2025
- Less invasive , quicker recovery period
- Quicker procedure times
- Recent data released by Medtronic and Edwards support the use of TAVR in “low risk” patients (i.e. younger)

Data released in March from two studies suggest TAVR is beneficial in “low risk” patients

	Study 1	Study 2
Objective	To assess the safety and efficacy of TAVR with SAVR in low-risk patients. (N,1403), 24 month follow up	To evaluate TAVR compared with SAVR among low-risk patients . (N1000), 1 year follow up
Primary Endpoint	All-cause mortality or disabling stroke (24 months)	All-cause mortality, stroke, or rehospitalization (1 year)
TAVR vs SAVR	5.3% vs. 6.7% (p < 0.05 for noninferiority, p > 0.05 for superiority).	8.5% vs 15.1% (p < 0.001 for noninferiority, p = 0.001 for superiority)
TAVR vs SAVR	Also at 2 years, all-cause mortality was 4.5% vs. 4.5% (p > 0.05). Disabling stroke was 1.1% vs.3.5% (p < 0.05).	

Structural Valve Deterioration happens in stages

The latest definition of structural valve deterioration can be categorised into three stages:

Stage 1: morphological abnormalities (**fibrocalcific remodeling and tear**) of bio prosthesis valve leaflets without hemodynamic valve deterioration;

Stage 2: morphological abnormalities and moderate hemodynamic deterioration (increase in gradient and/or new onset of transvalvular regurgitation); and

Stage 3: morphological abnormalities and severe hemodynamic deterioration.

“Calcification is the very first sign of Structural Valve Deterioration”

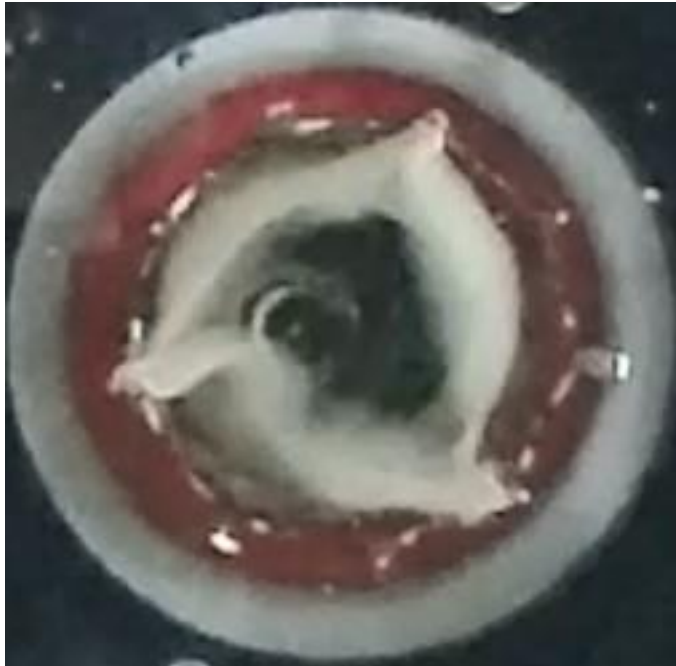
*AATS, May 6, 2019
(Philippe Pibarot,
Quebec, Canada)*

Durability is more than anti calcification

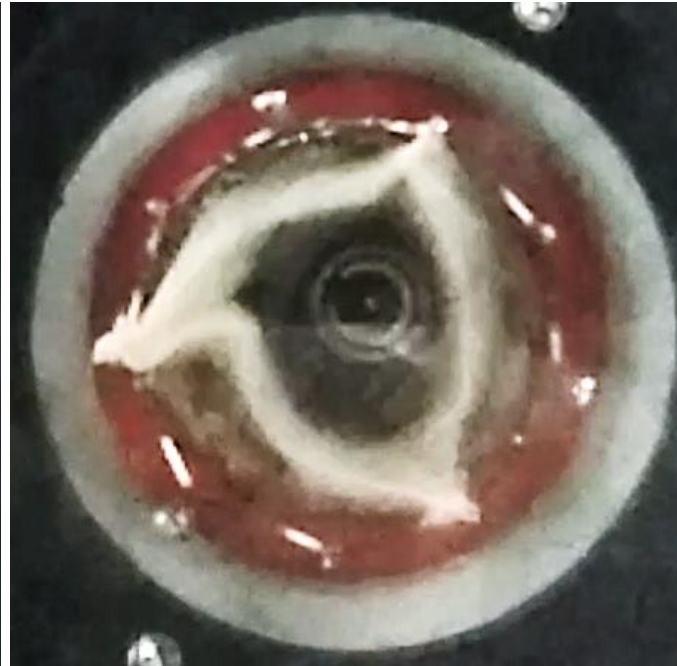
- Anti calcification is one key element effecting durability
- Structural elements play a role including :
 1. Valve design
 2. Manufacturing inputs such as sutures
 3. Leaflet structure
 4. Tissue properties



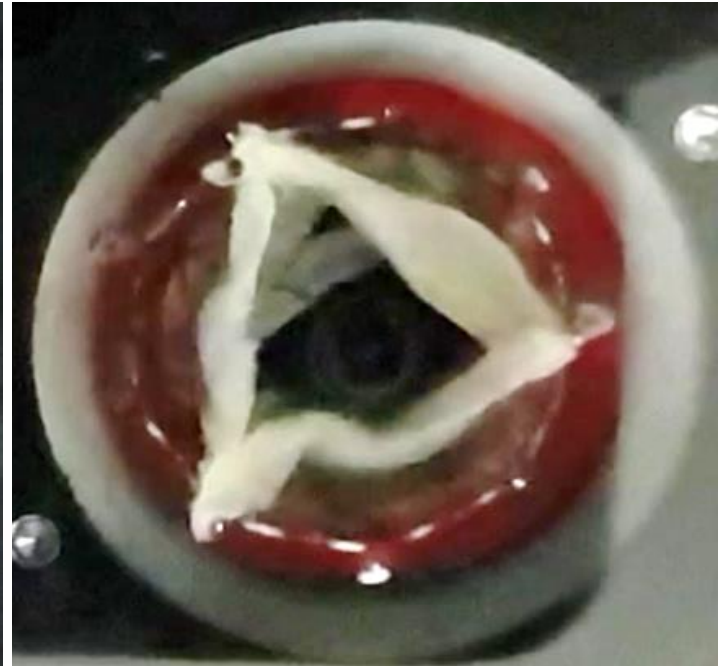
Successful Valve Leaflet Motion Over 100 Million Cycles



4 Million



40 Million



100 Million

Valve Tissue Conclusive Remarks

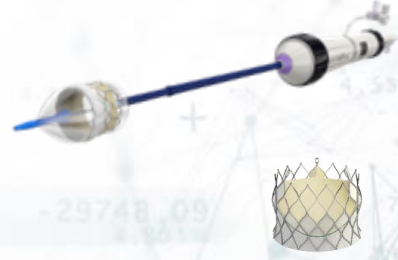
Durability Results

Zero suture tears up to 100 million cycles

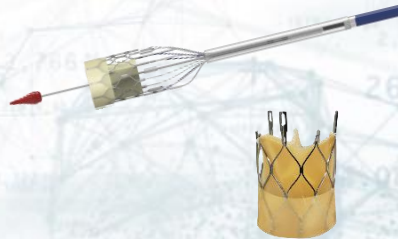
Zero visible tissue fatigue up to 100 million cycles

Zero visible change in GOA/EOA (0 to 100 million cycles)

Admedus will win the “Durability Race” in TAVR



1st Generation TAVR (Complications & Procedural Efficiency)



2nd Generation TAVR (Durability & Hemodynamics)



Value thru Durable TAVR technologies that will last longer than 10yrs



Data showing superiority in low risk (younger) TAVR patients



Admedus Leadership

Conclusion

- Admedus will be a single focused structural heart company post divestiture
- Commercial sales of ADAPT® continue to grow significantly in the US YOY
- Clinical data demonstrating superiority continues to be published. 10 year anti calcification data now complete
- Feasibility study concluding and first explants being examined
- Rapid progress on TAVR project. New data creates the perfect storm for valve durability.
- Planning FIH for 3D valve has commenced
- Company and brand profile now globally recognized within the industry