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.

**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 your 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.

---

**Dr. John McAdam**
Chairman

John is a hugely respected and successful business leader. From 2018 to early 2019 he was Chairman of Rentokil Initial plc; he brings a wealth of experience from his current positions as Chairman of United Utilities and as Sr Independent Director of Cobham plc. With 20 years’ service as a board director, including Chair and CEO in companies undertaking transformation.

**Karim Bitar**
CEO

Karim was previously CEO of Genus plc, a leading global agricultural biotechnology company. Prior to his career at Genus, he spent over 15 years with Eli Lilly & Company. An ex McKinsey & Company consultant who has worked across Asia and Europe holding Management roles at Johnson & Johnson and the Dow Chemical Company.

**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.

---

**2018 financial highlights**

- Constant currency revenue growth 2.7%
- Adj. EBIT margin of 23.4%
- 81% cash conversion ratio
- 9 manufacturing sites in 7 countries
- Business in over 110 countries
- Over 9,400 employees

---

**Macro drivers**

- Aging population
  - Global 60yr+
  - 962m in 2017, 2.1bn in 2050

- Increasing prevalence of chronic conditions
  - Global diabetes
  - 392m in 2015, 489m in 2025

- Patients live longer with chronic conditions
  - Life expectancy of type 1 diabetes
  - 53yr in 1950-64, 69yr in 1985-89

**Industry drivers**

- Pressure on healthcare costs
- Expanding access to healthcare
- Consumer engagement in healthcare
- Increasing use of insulin pump devices

**Market size**

- Pressure on healthcare costs: $5.3bn, 4.5%
- Expanding access to healthcare: $2.6bn, 4.4%
- Consumer engagement in healthcare: $1.9bn, 3.5%
- Increasing use of insulin pump devices: $0.5bn, 5.6%

---

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