

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 \$1,827m in 2019
Market growth rate 2.3%
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

Our Strategic Pillars

Focus

On "must win" markets and categories

Innovate

in our work and trusted solutions

Simplify

our operations

Build

"mission-critical" capabilities

Execute

with excellence



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 Down 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.



2019 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%