



J.P. Morgan 34th Annual Healthcare Conference

January 2016

Imagine where we can go.

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A fast growing specialist healthcare business



Scalable platform

- Building leading positions in selected markets that offer high growth potential

Balanced portfolio

- Unique products that address high unmet patient needs

Focus on Interventional Medicine therapies

- Minimally invasive, image guided, locoregional therapies used by specialist physicians

Unlocking growth opportunities

- Investing in geographic expansion, product innovation and indication expansion
- Accelerating growth through acquisitions

Scalable platform for long-term sustained growth



2010/11 – 2014/15: transformation

Secured strong financial underpin

Creation of unique portfolio of high-value Interventional Medicine therapies

Growth through well executed acquisitions

2015/16 – 2021/22: scalable platform for high growth

Forecast to achieve >\$600m annual revenue

Investing to maximize portfolio potential:

- Geographic expansion
- Product innovation
- Indication expansion

M&A opportunities to accelerate growth

2021/22 onwards: sustained profitable earnings growth

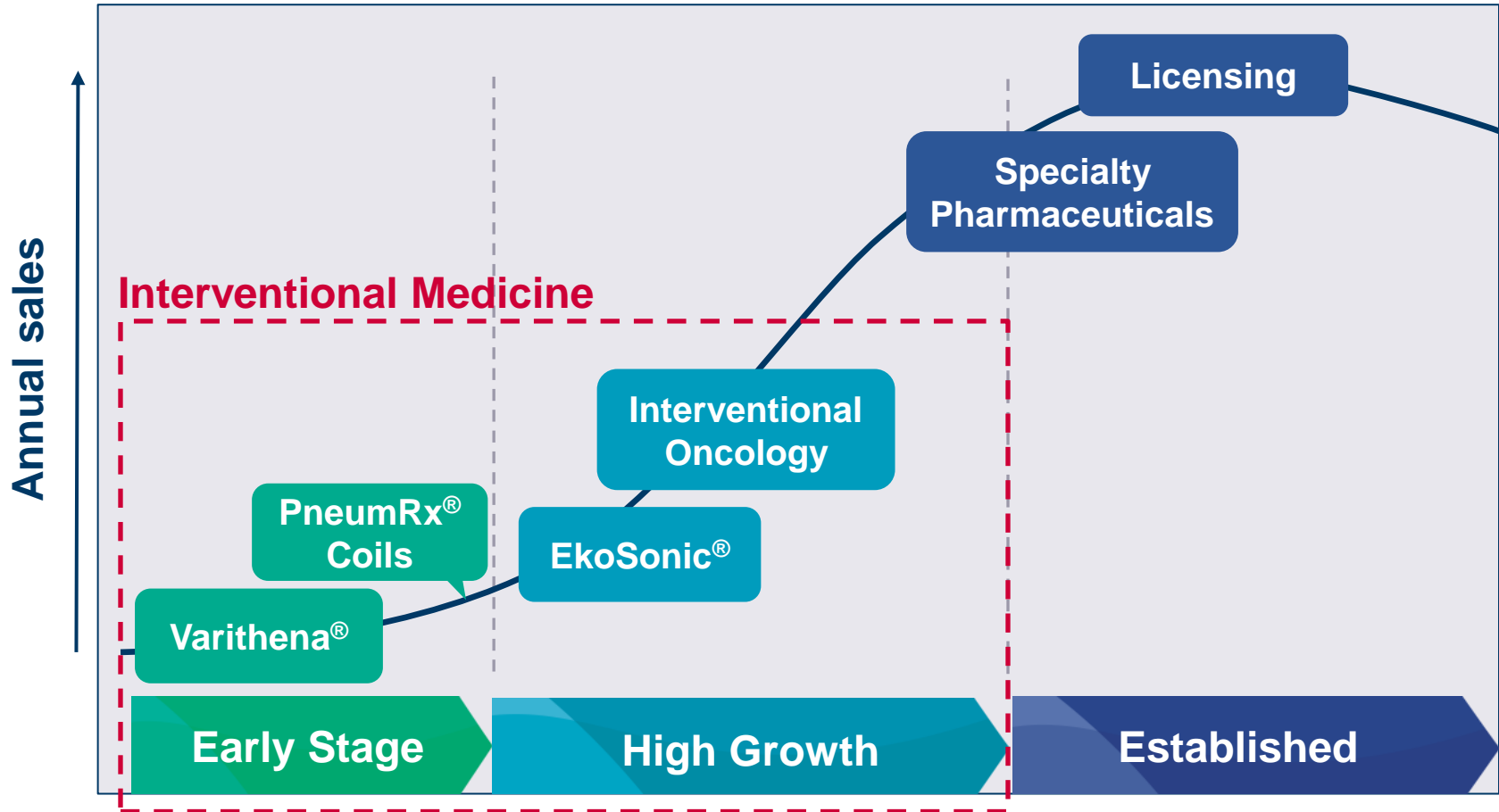
Targeting >\$1.5bn annual revenue

Leadership in Interventional Medicine therapies

Platform/pipeline for organic growth

Ongoing M&A to enhance leadership positions and accelerate growth

Balanced portfolio of growth assets



Unique products addressing underserved patient populations



Interventional Medicine	Products	Use	FY14/15 sales	Average annual growth guidance
Early stage	• Varithena®	Varicose veins	~\$1.6m	High growth potential
	• PneumRx® Coils	Advanced emphysema	~\$4m*	
High growth	• Beads, TheraSphere®	Tumors in the liver (Interventional Oncology)	~\$120m	~15%
	• EkoSonic®	Severe blood clots	~\$55m	~20%+
Established	• Niche antidote products	ER and cancer therapy	~\$195m	Mid to high single digit %
	• Legacy royalty streams	Prostate cancer, MS, Hip replacements	~\$215m	Not under BTG's control

*BTG sales from acquisition on 7 January 2015 to 31 March 2015

Unlocking the value in Interventional Medicine therapies



Enabling technologies

- Advances in imaging and device technology enabling increased locoregional treatments

Improving patient outcomes

- Increased efficacy and reduced side effects driving physician interest and market adoption

BTG's strategy

- Develop or acquire leading therapies that meet patient/physician needs

Building leadership in Interventional Medicine therapies

- Capability in referral pathways, reimbursement, clinical expertise, product development and commercial expansion

Interventional Medicine portfolio



TheraSphere®

LCBead® DCBead®

BeadBlock®

LCBeadLUMI™



EKOIS®



Varithena®
(polidocanol injectable foam) 1%



PneumRx



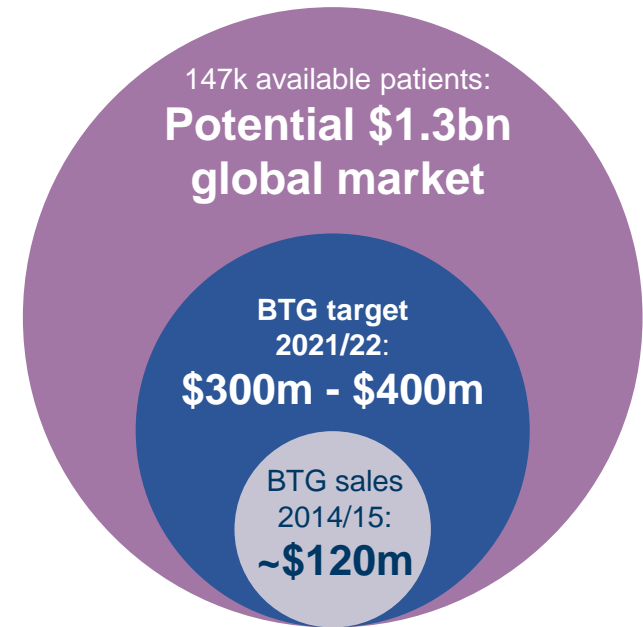
Interventional Oncology

Pioneering the locoregional treatment of tumors in the liver



A history of firsts

- 1999:** TheraSphere® becomes first ⁹⁰Y treatment approved by the FDA
- 2005:** Invented DC Bead®, first drug-eluting bead technology
- 2010:** First randomized control clinical trial with drug-eluting beads
- 2012:** First Phase II data showing benefits of drug-eluting beads vs. systemic therapy in mCRC
- 2013:** BTG becomes the first company to offer both drug-eluting beads and ⁹⁰Y technology
- 2015:** First commercial treatment with embolising beads in China
- 2015:** First commercially available radiopaque embolic bead in the US



Liver cancer is a high unmet need:

- Second lowest five-year survival rates of only 14%¹
- Liver cancer mortality one of two cancers predicted to rise²

¹Cancer Facts & Figures 2012, American Cancer Society - US report

²Cancer Research UK, Percentage Change in European Age-Standardised Mortality Rates, Male & Female

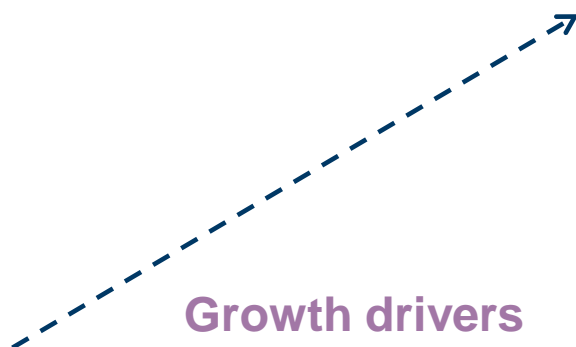
Interventional Oncology

On track to create a \$300m - \$400m opportunity



Achievements to date

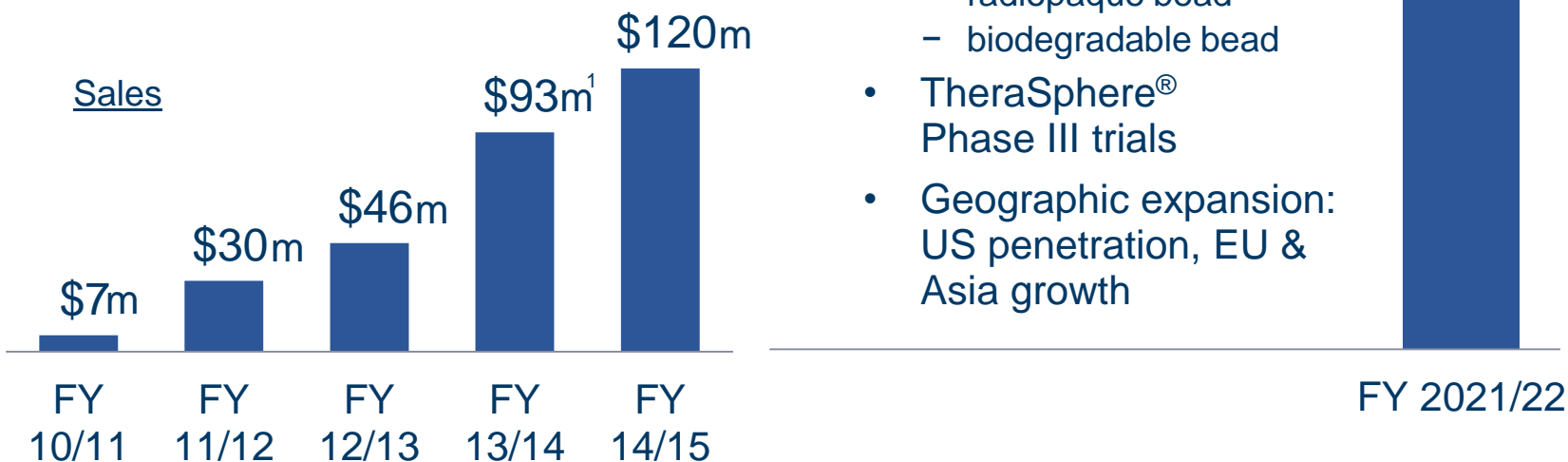
- Direct sales established in US and EU
- TheraSphere® acquired
- M1 Bead launched
- First steps in Asia



\$300m - \$400m

Growth drivers

- Product innovation:
 - radiopaque bead
 - biodegradable bead
- TheraSphere® Phase III trials
- Geographic expansion: US penetration, EU & Asia growth



¹Includes BTG TheraSphere® sales from acquisition in July 2013 to 31 March 2014

Interventional Oncology

Product innovation



New embolisation devices

1. CT Imageable microspheres
 - LC Bead LUMI™ 510K cleared
 - Seeking clearance in other territories
2. Biodegradable microspheres
 - OCL-503 First Patients Treated under IDE

Exploring procedures outside the liver

1. Uterine Fibroids
2. Benign Prostate Hyperplasia

Interventional Oncology

Indication expansion



- Beads are standard of care in intermediate stage HCC, as per BCLC
- Three randomised controlled trials for TheraSphere® targeting >1,000 patients

Trial name	Trial description	Trial design	End-points	Primary endpoint timing
STOP HCC Advanced HCC PMA	Patients randomised (1:1) to TheraSphere® followed by sorafenib vs. sorafenib	<ul style="list-style-type: none">– Open label– Prospective– Randomised– Multi-centre	<ul style="list-style-type: none">– Primary: OS– Secondary: TTP, TTUP, TTSP, Tumor Response, QoL, Safety	FY2018/19
YES-P Advanced HCC with PVT	Patients randomised (1:1) to TheraSphere® vs. sorafenib	<ul style="list-style-type: none">– Open label– Prospective– Randomised– Multi-centre	<ul style="list-style-type: none">– Primary: OS– Secondary: TTP, Time to worsening of PVT, TTSP, Tumor response, PRO, Safety	FY2019/20
EPOCH mCRC 2 nd line PMA	Patients randomised (1:1) to TheraSphere® + 2nd line chemo vs. 2nd line chemo	<ul style="list-style-type: none">– Open label– Prospective– Randomised– Multi-centre	<ul style="list-style-type: none">– Primary: PFS– Secondary: OS, HPFS, TTSP, Disease Control Rate, QoL, Safety	FY2018/19

Interventional Oncology

Geographic expansion



- Asia has the highest incidence of liver cancer per head of population accounting for nearly 50% of the world's total HCC population¹
 - Infection via Hepatitis B and Hepatitis C, increasing Western lifestyle

Laying the foundations for long term success

- Hong Kong hub established for commercial, regulatory & market access
- Raise product awareness of DC Bead[®] and TheraSphere[®]
- Build relationships with KOLs
- Understand our customer needs



'Small Asia'

(HK, Japan, Singapore, S.Korea, Taiwan)

China

- ✓ DC Bead[®] approved
- ✓ First treatment
- ✓ First provincial tender won

¹El-Serag HB, *Epidemiology of Viral Hepatitis and Hepatocellular Carcinoma Gastroenterology*, Vol143, Issue 1, July 2012, Page 269

Interventional Oncology

On track to create a \$300m - \$400m opportunity



FY2015/16

FY2021/22

Increasing penetration in US and EU using direct sales force

LC Bead LUMI™ / DC Bead LUMI™

Biodegradable bead: UFE, BPH

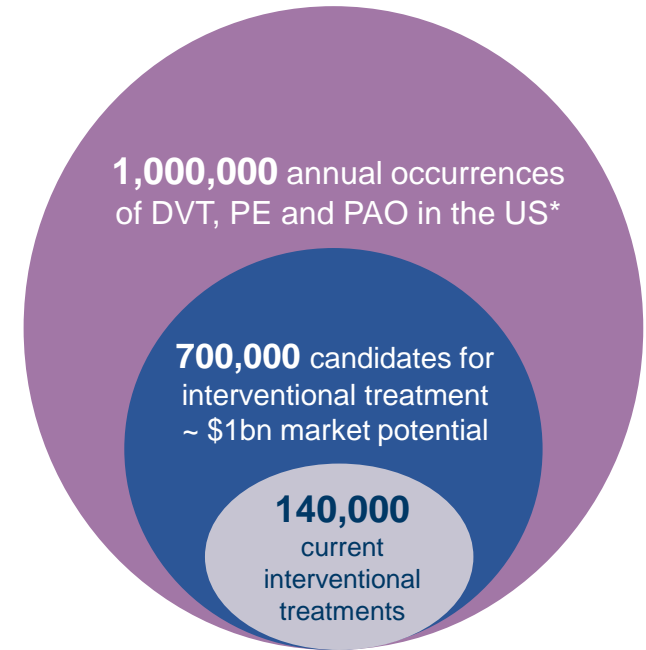
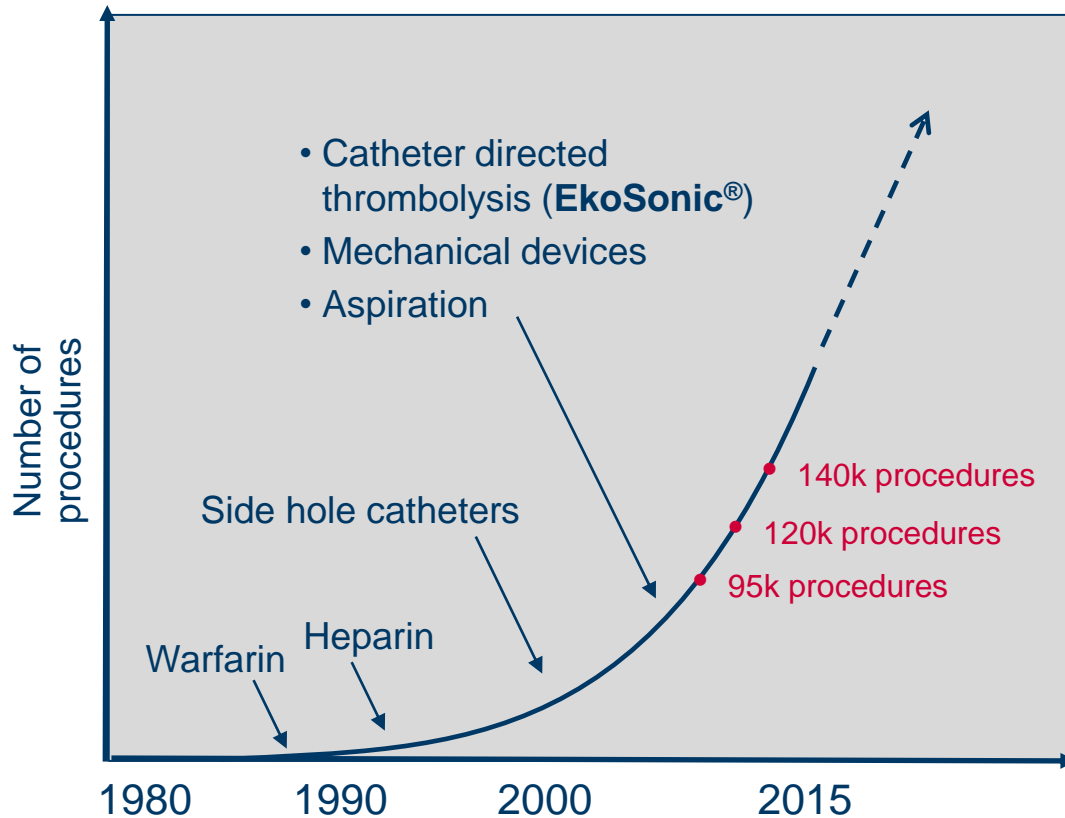
Clinical trials: EPOCH, STOP-HCC

TheraSphere® in China

Proprietary
bead

Interventional Vascular: EkoSonic®

Increasing recognition of interventional treatments for blood clots



DVT = deep vein thrombosis
PE = pulmonary embolism
PAO = peripheral arterial occlusion

*Incidence source: American Heart Association

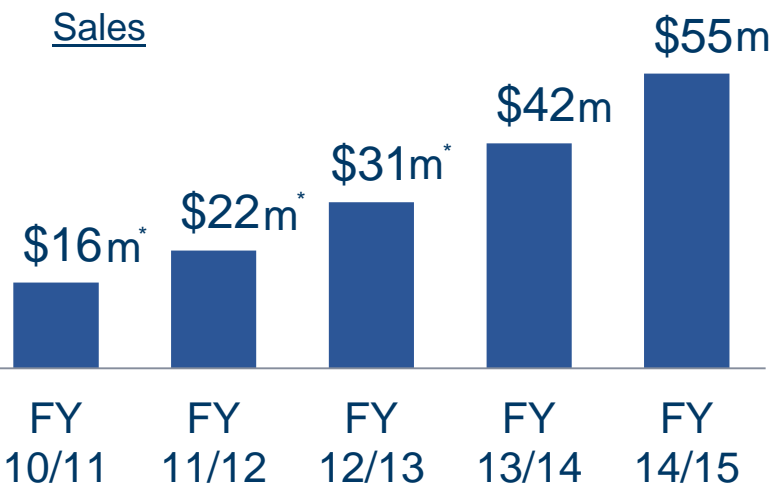
Interventional Vascular: EkoSonic®

Building a \$100m - \$200m business



Achievements to date

- US commercial expansion
- PE indication
- Early EU expansion



Growth drivers

- New control unit and devices
- Build clinical data
 - ACCESS PTS,
 - OPTALYSE
- Maximise PE potential
- Geographic expansion

\$100m - \$200m

FY 2021/22

* Based on pro-forma annual sales prior to BTG acquisition in July 2013

Interventional Vascular: EkoSonic®

Cementing leadership in pulmonary embolism (PE)

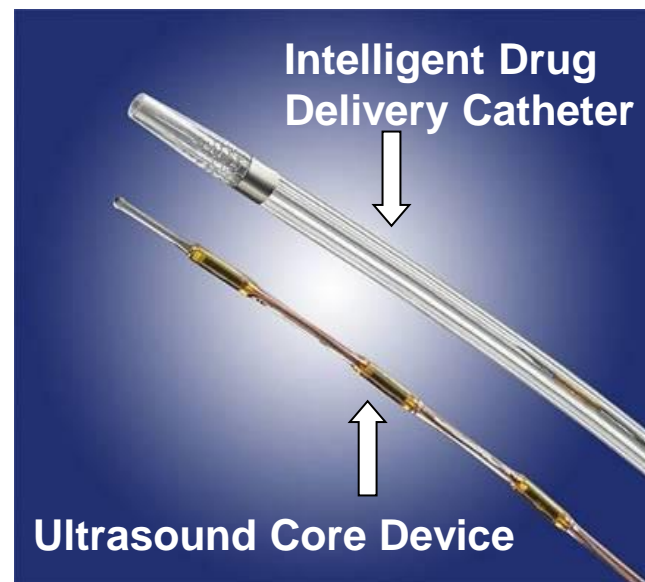


Why is the PE market growing?

- Increasing recognition of severity; Surgeon General estimates ~180,000 PE deaths in the US p.a
- Third leading cause of death among cardiovascular diseases, behind heart attack and stroke
- Conservative anti-coagulation therapy not effective in reducing clots

Why EkoSonic®?

- Only device cleared by the FDA to treat PE
- Superiority over anticoagulation without increase in bleeding complications (ICH)
- Clinical data demonstrating favourable risk profile
- Uses up to 70% less thrombolytic
- Faster infusion time
- Complete clot dissolution



Interventional Vascular: EkoSonic®

On track to deliver \$100m - \$200m annual sales



FY2015/16

FY2021/22

Ongoing US hospital penetration >60%

Expand European sales presence

New control unit – treat bi-lateral cases of PE & DVT

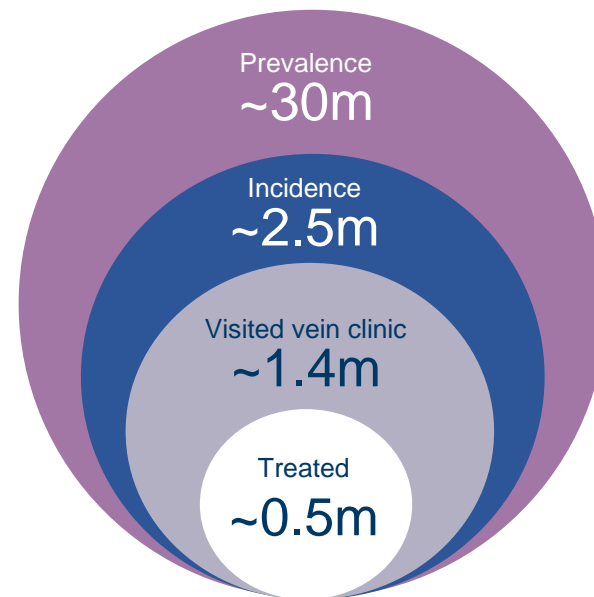
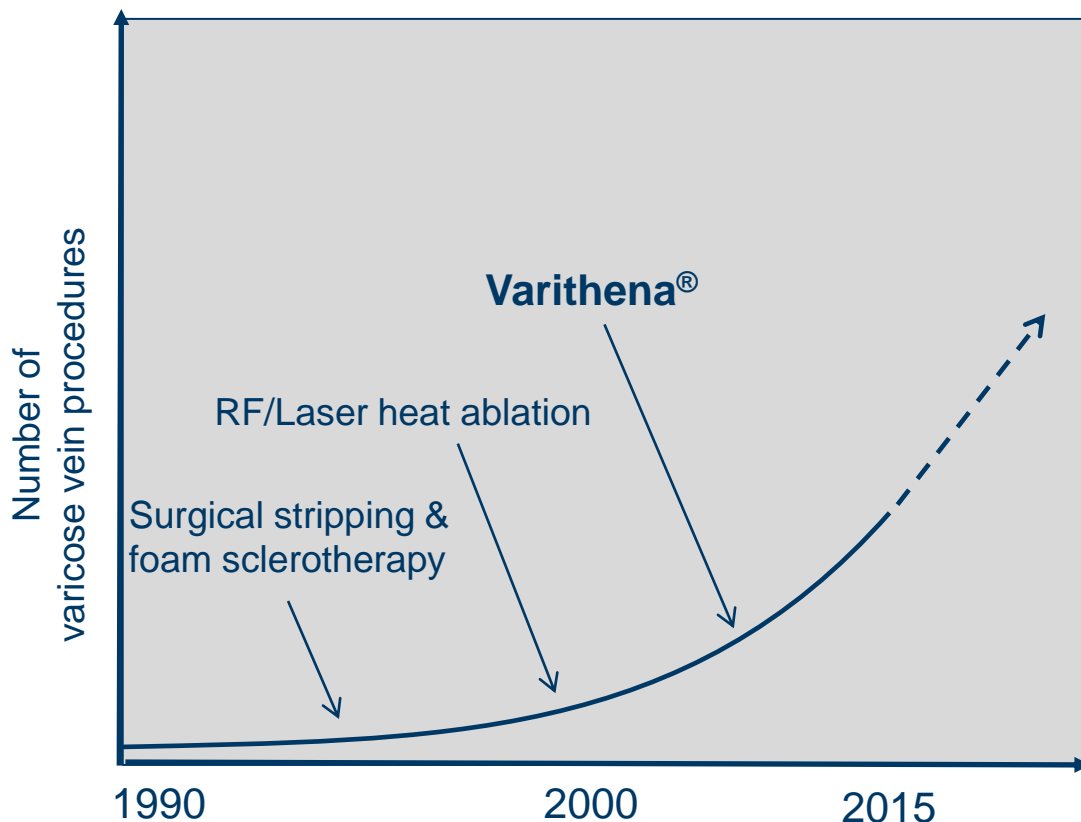
OPTALYSE study in PE & DVT

ACCESS PTS study

Developing product leadership in a growing market

Interventional Vascular: Varithena®

Large market potential



Only ~750k legs treated out of a possible 5m

Reasons for dropping out include:

- not liking treatment options
- vein anatomy
- not wanting to underwrite treatment cost

Interventional Vascular: Varithena®

A comprehensive treatment for varicose veins



- ~1,000 private vein clinics, doing ~80% of procedures
- Varithena® is the only comprehensive treatment for GSV incompetence
- Advantages over heat ablation:
 - Treats a wide range of vein anatomies, diameters and severity
 - Efficacy endpoint in clinical trials include patient symptoms and appearance
- Launched in US reimbursed sector
- Positive clinical performance and growing physician interest
- Establishing insurance coverage and appropriate reimbursement
- Supporting claims process and assisting in appeals



A patient in the VANISH-2 trial who obtained the median improvement in appearance as measured by IPR-V³

Interventional Vascular: Varithena®

Building value for the future



FY2015/16

FY2021/22

2-year launch phase

- Patient awareness programs
- Develop self-pay market

Geographic expansion – Canada in 2016

Aesthetic veins

Other venous indications

Anticipate inflection to growth in 2016/17; targeting \$500m a global franchise by 2021/22

Interventional Pulmonology: PneumRx[®]

Shaping a new market



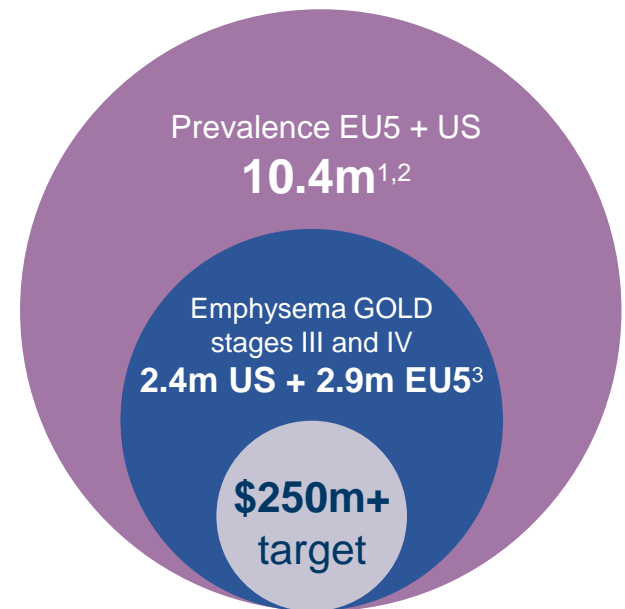
- **Emphysema: a large unmet medical need**

- 5.3m patients in US and EU5 with GOLD stages III & IV¹

- **Treatment options**

- Standard of care: bronchodilators, inhaled steroids, pulmonary rehabilitation
 - Endobronchial valves: suitable only for a small subset of patients with no collateral ventilation
 - PneumRx[®] Coils: suitable for patients with heterogeneous and homogenous disease, with/without collateral ventilation

- **PneumRx[®] Coils approved in the EU; US PMA submission anticipated mid-2016**



¹Applying pooled prevalence figure of 1.8% for emphysema (Halbert, R, Natoli, J, et al. Global burden of COPD: systematic review and meta-analysis. Eur Respir J 2006; 28(3): 523-532) and applying to EU 5 population; ²Trends in COPD (Chronic Bronchitis and Emphysema): Morbidity and Mortality (Page 12). Centers for Disease Control and Prevention. National Health Interview Survey Raw Data, 1997-2011. Analysis performed by American Lung Association Research and Health Education using SPSS and SUDAAN software; ³Assumes ~50% of emphysema patients are GOLD stages III and IV (Agusti et al. Characterization of COPD heterogeneity in the ECLIPSE cohort. Res. Res. 2010, 11:122)

Interventional Pulmonology: PneumRx[®]

RENEW study – positive top line data



- Pivotal, multicenter, randomized controlled clinical trial of the safety and effectiveness of the PneumRx[®] Endobronchial Coil System
 - 315 subjects, 12 month primary endpoint, 5 year follow up
- **All Primary and Secondary endpoints met**
 - **Primary Endpoint**
 - Absolute change from baseline to 12 months in 6-minute walk test: Difference between treatment and control groups of 10.2 meters (p=0.0153)
 - **Secondary Endpoints**
 - Percent change from baseline to 12 months in lung function (forced expiratory volume- 1 second): Difference between treatment and control groups of 8.8% (p<0.0001)
 - Absolute change from baseline to 12 months in Quality of Life (St. George's Respiratory Questionnaire): Difference between treatment and control groups of 8.9 points (p<0.0001)



Interventional Pulmonology: PneumRx[®]

Commercial roll out plans



FY2015/16

FY2021/22

Europe: ongoing roll out in Germany, Switzerland and other current markets

Expand European reimbursement and sales presence

FRANCE: decision on national reimbursement

Potential US approval late 2016

GERMANY: reimbursement

US reimbursement

Targeting \$250m annual sales by 2021/22

Specialty Pharmaceuticals & Licensing

Providing a strong financial underpin



Specialty Pharmaceuticals

- Product leadership in niche antidote markets
 - ER focus team selling CroFab[®] and DigiFab[®]
 - Cancer therapy team selling Voraxaze[®] and Vistogard[®]
- Vistogard[®] current peak annual sales estimate of \$25m - \$35m

Licensing

- Zytiga[®] (abiraterone acetate)
 - Combination use patent granted
- Lemtrada[™] (alemtuzumab)
 - Strong growth following US and EU approvals

Cash generation supporting investment in future growth drivers

Anticipated news flow



- US PMA submission – H1 2016
- Potential US approval – end of 2016
- Securing full reimbursement (France) – H2 2016



- Commercial launch in Canada – H1 2016
- US reimbursement expansion – ongoing



- New control unit – H2 2016
- OPTALYSE study completes patient enrolment – end 2016



- EU approval DC Bead LUMI – H1 2016
- Studies commence for bioresorbable bead – H1 2016



- Approved Dec 2015
- Launch H1 2016

Summary



- High growth Interventional Medicine portfolio supported by strong cash generation in Specialty Pharmaceuticals and Licensing
- Investing to build leadership positions in fast growing areas of Interventional Medicine therapies
- Continued focus on business development activity to further enhance portfolio

**Executing on strategy to become a leader in
Interventional Medicine therapies**

Questions

Appendix

Strong financial underpin enabling reinvestment for growth

