



# Annual General Meeting

15 July 2015

Imagine where we can go.

# Forward-looking statements



This presentation and information communicated verbally to you may contain certain projections and other forward-looking statements with respect to the financial condition, results of operations, businesses and prospects of BTG plc (“BTG”). These statements are based on current expectations and involve risk and uncertainty because they relate to events and depend upon circumstances that may or may not occur in the future. There are a number of factors which could cause actual results or developments to differ materially from those expressed or implied by these forward-looking statements. Any of the assumptions underlying these forward-looking statements could prove inaccurate or incorrect and therefore any results contemplated in the forward-looking statements may not actually be achieved. Nothing contained in this presentation or communicated verbally should be construed as a profit forecast or profit estimate. Investors or other recipients are cautioned not to place undue reliance on any forward-looking statements contained herein. BTG undertakes no obligation to update or revise (publicly or otherwise) any forward-looking statement, whether as a result of new information, future events or other circumstances. Neither this presentation nor any verbal communication shall constitute an invitation or inducement to any person to subscribe for or otherwise acquire securities in BTG.

# Building a leading healthcare business



## 2008 – 2014: Building the foundations

- Acquisitions
  - Protherics (2008)
  - Biocompatibles (2011)
  - EKOS/TheraSphere® (2013)
  - PneumRx (2015)
- Varithena® approval
- Financial growth
  - 25% revenue CAGR, underpinned by Spec Pharma & Licensing
  - Increasing cash generation for reinvestment

## The present: Investing for growth

- Portfolio of differentiated interventional products
  - TheraSphere®, Beads EkoSonic®, Varithena®, RePneu®
- Aligned with today's healthcare trends
- Investing in multiple growth drivers
  - Indication expansion
  - Geographic expansion
  - Product innovation

## The future: Delivering the vision

- Cement leadership in selected interventional fields
- Deliver \$1.25bn+ in Interventional Medicine revenues by 2021
- Deliver sustainable, profitable growth

**Establishing leadership in Interventional Medicine therapies**

# A portfolio of high value products



	Commercial sales	Current sales	Average annual growth guidance
<b>Interventional Oncology</b>	<ul style="list-style-type: none"> <li>• LC Bead<sup>®</sup>, DC Bead<sup>®</sup> and Bead Block<sup>®</sup></li> <li>• TheraSphere<sup>®</sup></li> </ul>	~\$120m	~15% for the franchise
<b>Interventional Vascular</b>	<ul style="list-style-type: none"> <li>• EkoSonic<sup>®</sup></li> <li>• Varithena<sup>®</sup></li> </ul>	~\$55m In launch phase	20%+ \$15-\$25m in 2015/16; strong growth from 2016/17
<b>Interventional Pulmonology</b>	<ul style="list-style-type: none"> <li>• RePneu<sup>®</sup></li> </ul>	~\$25m <sup>†</sup>	First full year of ownership; high growth potential
<b>Specialty Pharmaceuticals</b>	<ul style="list-style-type: none"> <li>• CroFab<sup>®</sup></li> <li>• DigiFab<sup>®</sup></li> <li>• Voraxaze<sup>®</sup></li> </ul>	~\$195m	Mid-to-high single digit % Further growth potential from pipeline
<b>Licensing</b>	<ul style="list-style-type: none"> <li>• Royalty streams, e.g. Zytiga<sup>®</sup>, Lemtrada<sup>™</sup>, Two-Part Hip-Cup</li> </ul>	~\$215m	Not under BTG's control

† Approximate annual sales to December 2014

# Financial highlights



	2014/15 (£m)	2013/14 (£m)	Change
<b>Revenue</b>	<b>367.8</b>	290.5	27%
<b>Underlying operating profit<sup>1</sup></b>	<b>67.9</b>	62.3	9%
<b>Profit before Tax</b>	<b>26.7</b>	33.3	-20%
<b>Adjusted<sup>1</sup> EPS</b>	<b>15.7p</b>	14.5p	8%
<b>Closing cash</b>	<b>£73.8m</b>	£38.2m	93%

<sup>1</sup>Operating profit excluding acquisition adjustments and reorganisation costs

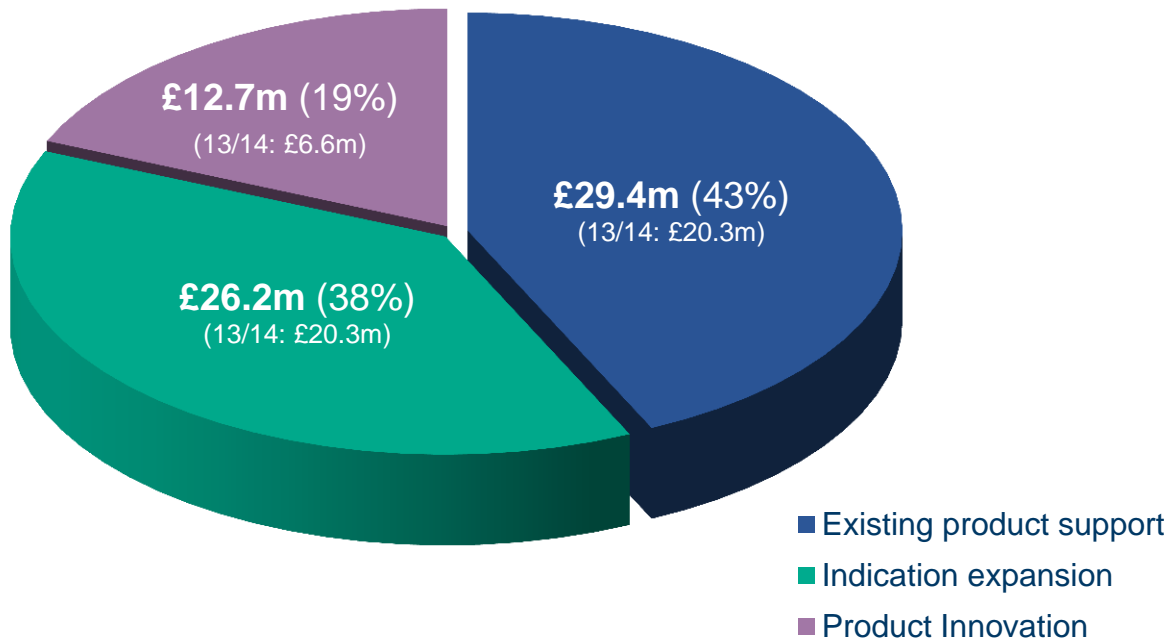
# 20%+ growth in all business segments



		2014/15 (£m)	2013/14 (£m)	Change (%)	Change at CC <sup>1</sup>
<b>Interventional Medicine</b>					
<b>Interventional Oncology</b>	TheraSphere®	44.9	24.7	82%	31%*
	Beads	<u>30.6</u>	<u>33.4</u>	-8%	-7%
	<b>Total Interventional Oncology</b>	<b>75.5</b>	<b>58.1</b>	<b>30%</b>	<b>13%*</b>
<b>Interventional Vascular</b>	EkoSonic®	33.9	20.3	67%	32%*
	Varithena®	<u>1.0</u>	-	-	-
	<b>Total Interventional Vascular</b>	<b>34.9</b>	<b>20.3</b>	<b>72%</b>	<b>35%*</b>
<b>Interventional Pulmonology</b>	RePneu® Coil	2.3	-	-	-
	<b>Total Interventional Medicine</b>	<b>112.7</b>	<b>78.4</b>	<b>44%</b>	<b>21%*</b>
<b>Specialty Pharmaceuticals</b>					
	CroFab®	61.8	62.7	-1%	4%
	DigiFab®	44.7	27.3	64%	65%
	Voraxaze® / Other	<u>14.6</u>	<u>12.3</u>	19%	20%
	<b>Total Specialty Pharmaceuticals</b>	<b>121.1</b>	<b>102.3</b>	<b>18%</b>	<b>22%</b>
<b>Licensing</b>					
	Zytiga®	105.2	83.8	26%	24%
	Two-Part Hip Cup	13.8	13.0	6%	3%
	Lemtrada™	4.9	0.4	1125%	1093%
	Others	10.1	11.9	-15%	-15%
	<b>Total Licensing</b>	<b>134.0</b>	<b>109.1</b>	<b>23%</b>	<b>21%</b>
<b>Total</b>		<b>367.8</b>	<b>289.8</b>	<b>27%</b>	<b>22%*</b>
<b>Non-recurring (Brachytherapy)</b>		-	0.7	-	-
<b>Total</b>		<b>367.8</b>	<b>290.5</b>	<b>27%</b>	<b>21%*</b>

<sup>1</sup>At constant currency GBP vs USD (\$1.61 vs \$1.59 in prior year); \*Based on pro forma 12 month revenues

# Investing in Innovation and Development



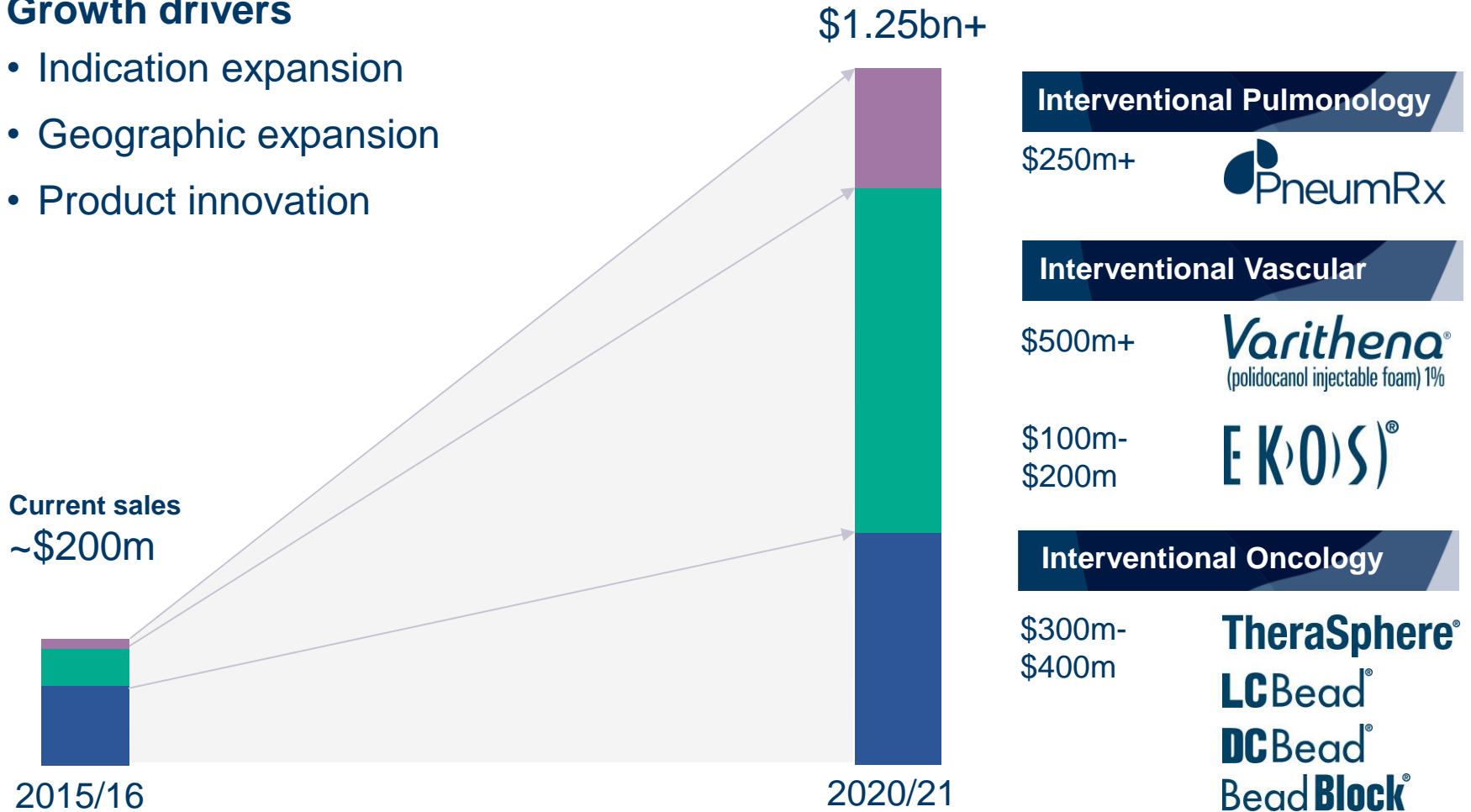
- Increase in total R&D to £68.3m (13/14: £47.2m) to expand our pipeline potential

# Vision to deliver significant organic growth



## Growth drivers

- Indication expansion
- Geographic expansion
- Product innovation



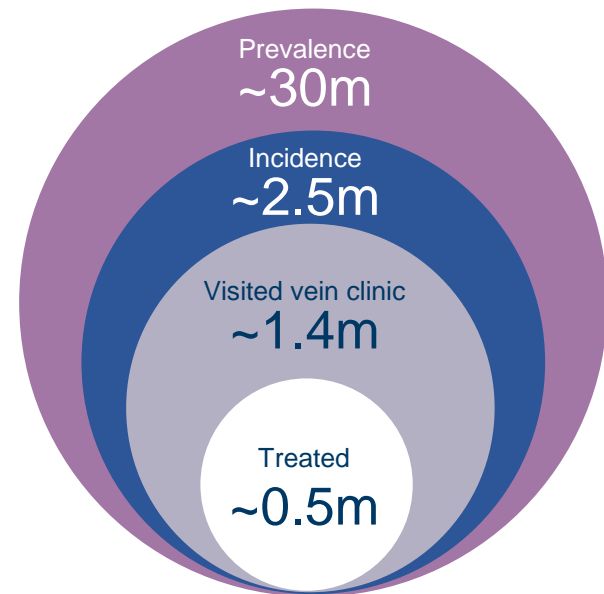


# Interventional Vascular: Varithena®

## US market overview



- ~1,000 private vein clinics carrying out ~80% of all varicose vein procedures
- 24 reps, rising to 30+ this year, prioritising high-volume clinicians, comprehensive use
- First commercial treatments August 2014
- Controlled launch to build long-term value
  - Ensure a great customer and patient experience every time
  - Providing reimbursement support (new product and procedure)
  - Modest sales expectations for first two years, strong growth anticipated thereafter



A patient before and after treatment in the VANISH-2 trial

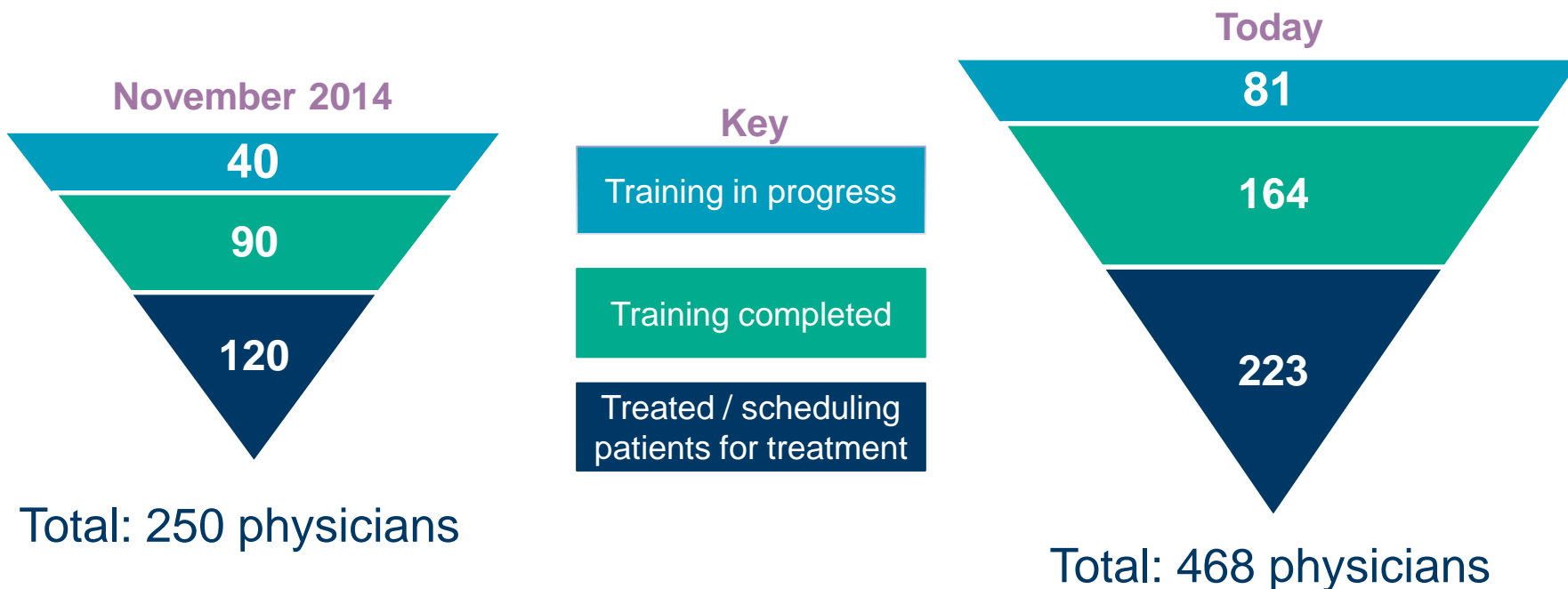


# Interventional Vascular: Varithena®

Positive physician and patient response



- Positive physician feedback on clinical performance and patient acceptability
- Being evaluated across the treatment spectrum
- Expanding the base of qualified customers

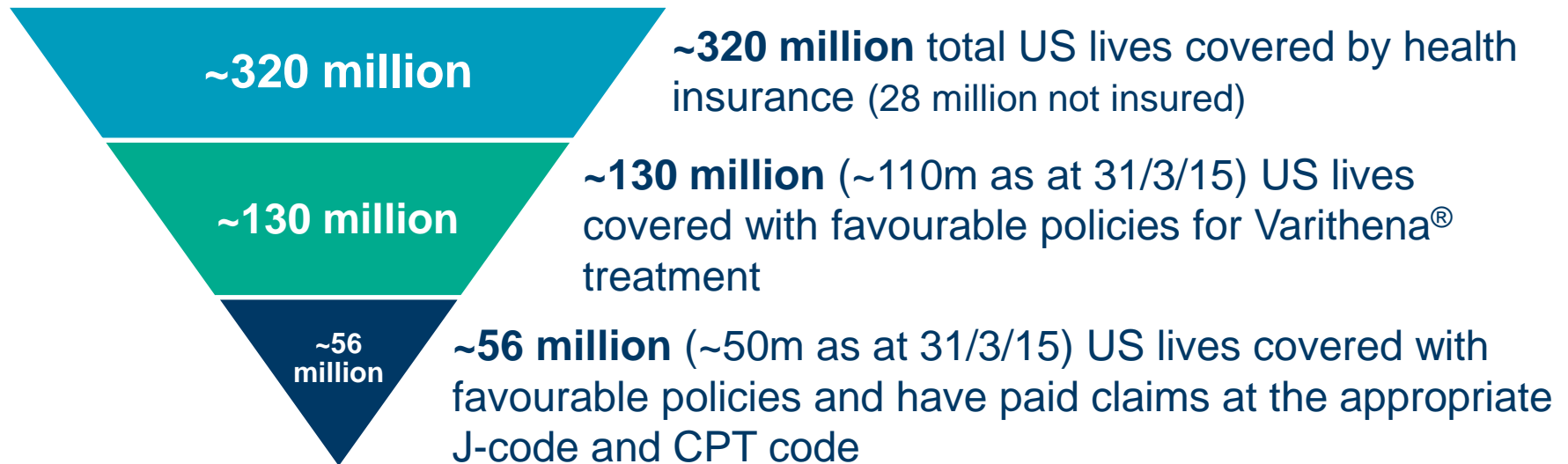


# Interventional Vascular: Varithena®

## Steady progress on reimbursement coverage



- Support through the entire claims process from BTG reimbursement specialists
- Claim settlement times expected to improve with increasing familiarity by clinics and payers
- Tracking progress of payers with favorable policy coverage and appropriate reimbursement payments

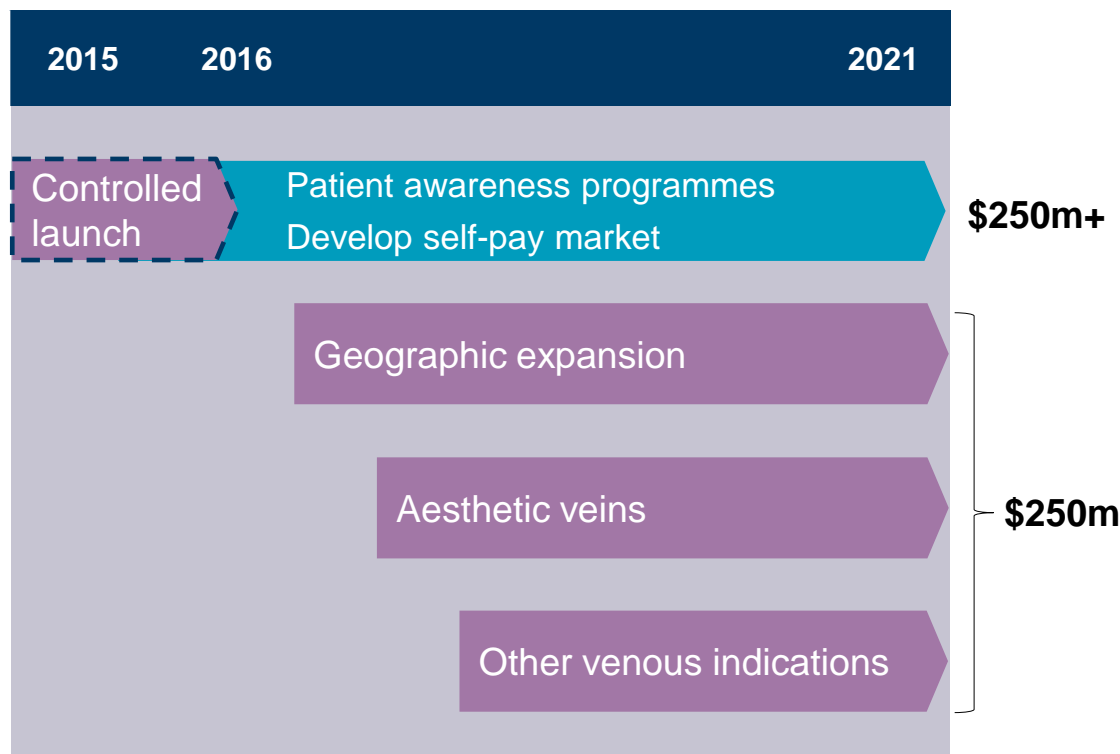


# Interventional Vascular: Varithena®

Building value for the future



- 468 physicians engaged
- ~56m lives covered
- Increasing US sales force to expand physician outreach
- Health Canada file accepted
- Validation study on novel endpoints underway for aesthetic vein market
- Progress with regulators on pathway for other venous indications



Creating the platform to maximise growth opportunities in other market segments and reach \$500m+ sales target by 2021

# Interventional Oncology

## Significant market potential



- Unique patient-centric franchise
- Products backed by high level clinical data
- Close relationships with customers
- Direct sales forces in the US and major EU territories
- Building on early steps in Asia
- Continued investment in indication expansion and product innovation



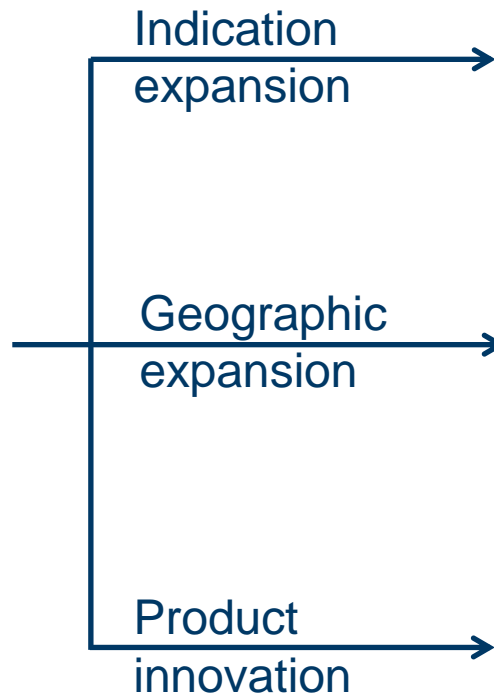
# Interventional Oncology

Platform for future growth



## 2011/12

- Beads revenue: ~\$30m
- US & EU distributor agreements
- Embolic and chemo-embolising beads
- Intermediate stage HCC



## Today

- **IO revenue:** ~\$120m
- TheraSphere® acquired
- Trials in HCC and mCRC
- **US:** direct sales of Beads since 2012, TheraSphere® added in 2013
- **EU:** expanded direct sales of TheraSphere® in 2014, Beads added in 2015
- **Asia:** DC Bead® launched in Japan, approved in China, direct sales in Taiwan; hub established to support growth
- Bead innovation programmes

# Interventional Vascular: EkoSonic®

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



## Indication expansion

- Cleared for use in pulmonary embolism by the FDA in May 2014
- Ongoing enrollment in ACCESS PTS trial
  - Expanding focus into chronic DVT usage

## Geographic expansion

- Now installed in ~60% of potential US Institutions
- Europe: adding small sales force in UK and France; expanding distribution networks in other EU territories

## Product innovation

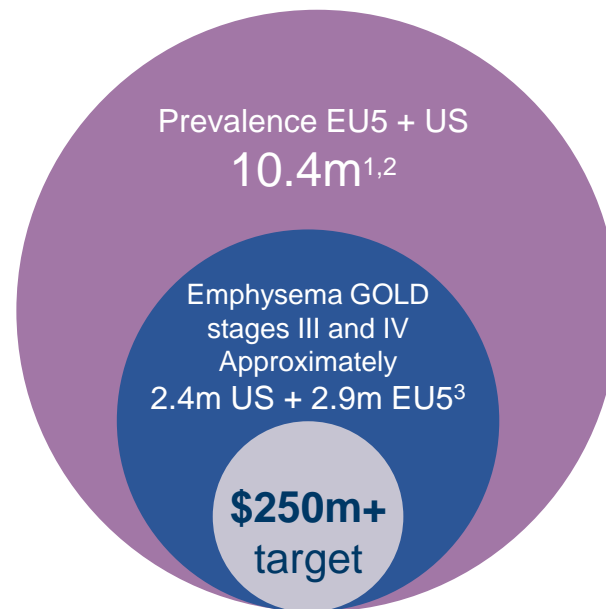
- New hardware and device technology launching in H2:
  - Addresses bilateral cases of pulmonary embolism
  - Increased speed, functionality and reduce lytic doses

# Interventional Pulmonology: RePneu<sup>®</sup> Coil

A leading technology in an emerging medical discipline



- RePneu<sup>®</sup> Coil is a leading interventional treatment with EU approval since late 2010
- Addresses high unmet need in advanced emphysema by improving lung function and quality of life
- Nascent EU business with significant US opportunity
- Medical community forming: ~1,000 Interventional Pulmonologists in the US of whom ~100 qualified in 2014
- US PMA trial underway: potential PMA submission in H1'16, potential approval in late 2016



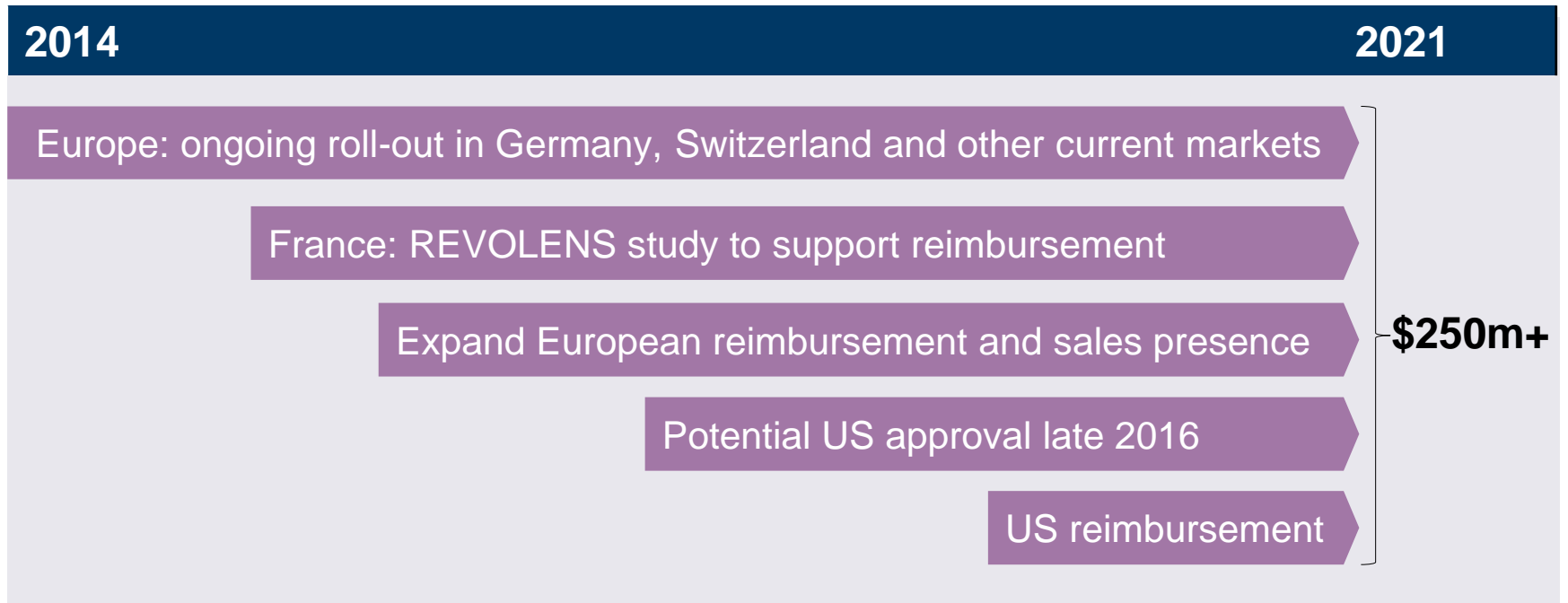
Target assumes 10k – 15k of GOLD stages III and IV patients

<sup>1</sup>Applying 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; <sup>2</sup>Trends 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;

<sup>3</sup>Assumes ~50% of emphysema patients are GOLD stages III and IV (Agusti et al. Characterization of COPD heterogeneity in the ECLIPSE cohort. Resp. Res. 2010, 11:122)



# PneumRx commercial roll-out



**BTG aiming to become a leader in Interventional Pulmonology**

# Specialty Pharmaceuticals

High-margin, cash-generative antidote portfolio



## Current Portfolio

**CROFab**<sup>®</sup>  
crotalidae polyvalent immune fab (ovine)

**DIGIFab**<sup>®</sup>  
digoxin immune fab (ovine)

**VORAXAZE**<sup>®</sup>  
(glucarpidase)  
1000 units/vial for intravenous injection

- Secured product leadership position
- Sales force with deep customer insight
- Expanding geographic reach

## Growth Potential

**Uridine triacetate**

- Partner Wellstat progressing the US NDA for uridine triacetate

# Licensing

Continued financial underpin



## Zytiga<sup>®</sup> (abiraterone acetate)

- Strong growth, now tracking to ~\$2.3bn annual sales
- Geographical split ~55% ROW: ~45% US sales
- US patent expires December 2016
- EU data exclusivity until 2021

## Other Licensing

- Lemtrada<sup>™</sup> (alemtuzumab) contributing to sales following US and EU approvals
- Modest contributions from legacy royalty streams

# Summary

## Executing on strategy to become a world leader in Interventional Medicine



- Strong results reinforce consistent delivery of growth strategy
  - Expanding product portfolio
  - Increasing commercial footprint
- Investing in multiple organic growth drivers across our portfolio
  - Indication expansion, geographic expansion, product innovation
- Building internal capabilities
  - Customer knowledge, payer experience, innovation and development
- Uniquely positioned in today's healthcare world to become a leader in Interventional Medicine therapies



# Q & A

Imagine where we can go.



# Proxy votes

Imagine where we can go.

# Proxy Votes\*



Resolution	Votes for*	% of vote	Votes against	% of vote	Votes Withheld
1. Receive and adopt the accounts together with the reports of the directors and auditor	319,021,030	99.95	171,956	0.05	722,917
2. Approve the annual statement and annual report on remuneration	317,569,382	99.47	1,702,441	0.53	644,080
3. Elect Susan Foden	319,027,455	99.92	267,568	0.08	620,880
4. Re-elect Garry Watts	316,846,315	99.28	2,303,207	0.72	766,381
5. Re-elect Louise Makin	318,919,704	99.88	395,718	0.12	600,481
6. Re-elect Rolf Soderstrom	318,950,808	99.89	359,080	0.11	606,015
7. Re-elect Giles Kerr	318,780,131	99.83	533,604	0.17	602,168
8. Re-elect Ian Much	318,949,968	99.89	360,424	0.11	605,511
9. Re-elect James O'Shea	319,073,774	99.93	236,150	0.07	605,979
10. Re-elect Richard Wohanka	318,948,516	99.89	366,706	0.11	600,681
11. Re-appoint Auditor	296,823,270	98.32	5,070,476	1.68	18,022,157
12. Fix Auditor remuneration	316,403,678	99.09	2,912,205	0.91	600,020
13. Political Donations	318,170,430	99.64	1,149,125	0.36	596,348
14. Authority to allot shares	315,188,916	98.72	4,080,024	1.28	646,963
15. Disapplication of pre-emption rights	289,563,798	98.65	3,962,611	1.35	26,389,494
16. Call a general meeting on not less than 14 days' notice	312,245,850	97.78	7,079,412	2.22	590,641

\* Including votes at the discretion of the Chairman. Percentages shown exclude withheld votes.



# Close of meeting

Imagine where we can go.