



33rd Annual J.P. Morgan Healthcare Conference

January 2015



Because people depend on us

Forward-looking statements



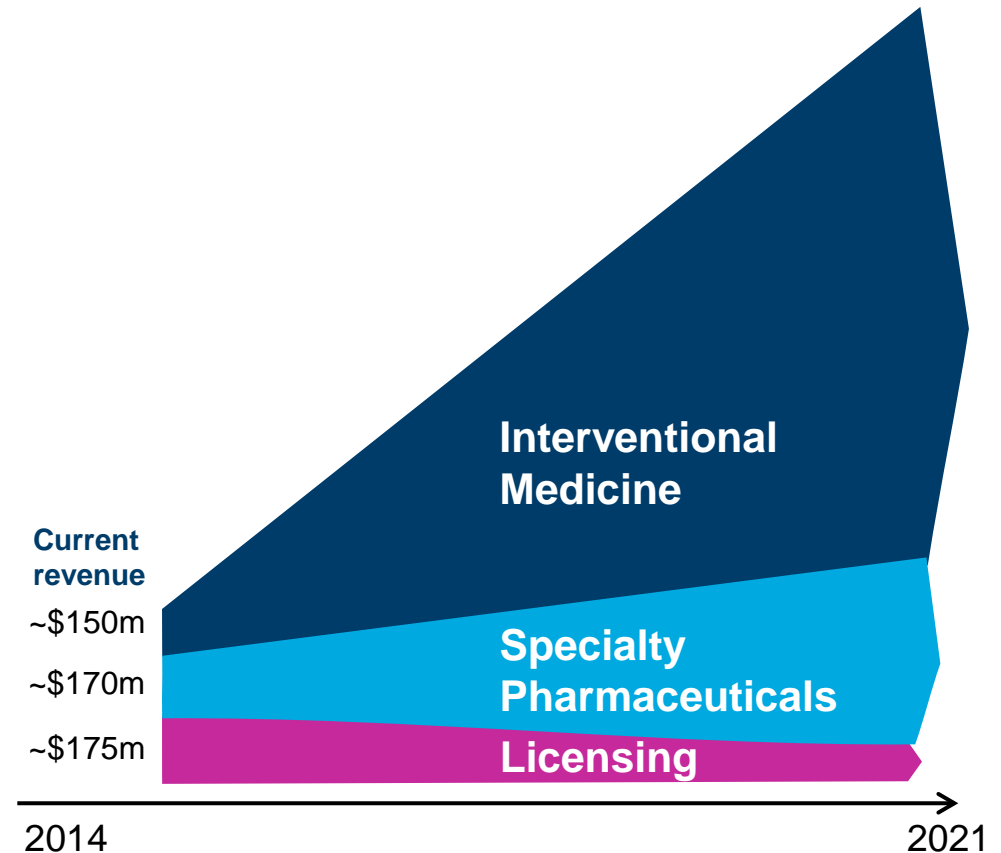
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Building a world leading specialist healthcare business



- Focused on Interventional Medicine and Specialty Pharmaceuticals
- Organic growth strategy targeting **\$1.25bn+ revenues by 2021** in Interventional Medicine through
 - Geographic expansion
 - Indication expansion
 - Product innovation
- Strong financial underpin from Specialty Pharmaceuticals and Licensing
- Successful track record of creating value from acquisitions



Leading products in specialist markets

High-growth IM portfolio underpinned by high-margin antidote products and licensing royalties



Interventional Medicine

Interventional Vascular

Varithena®	Moderate to severe varicose veins
EKOS	Severe blood clots

Interventional Oncology

Beads	Liver tumours
TheraSphere®	Liver tumours

Interventional Pulmonology

RePneu® Coil System	Emphysema
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Specialty Pharmaceuticals

CroFab®	Crotalid snakebites
DigiFab®	Digoxin toxicity
Voraxaze®	High-dose methotrexate toxicity

Licensed technologies

Zytiga® (abiraterone acetate)	Advanced prostate cancer
Two-Part Hip Cup	Hip implants
Lemtrada® (alemtuzumab)	Multiple sclerosis

Current sales and growth expectations



	Products	Current sales*	Current growth guidance	2021 sales potential
Interventional Medicine				
Interventional Oncology	LC Bead®, DC Bead®, TheraSphere®	~ \$110m	Annual ~15%	\$300m - \$400m
Interventional Vascular	EkoSonic® Varithena®	~ \$40m	Annual ~20% Single \$m year 1; 2-3x in year 2; strong growth year 3 on	\$100m - \$200m \$500m+
Interventional Pulmonology	RePneu® Coil System	~ \$25m†	Annual >30%	\$250m+
Specialty Pharmaceuticals				
Acute Care	CroFab®, DigiFab®, Voraxaze®	~ \$170m	Mid to high single digit Further growth potential from pipeline and M&A	
Licensing				
Royalties	Zytiga®, Hip Cup, others	~ \$175m	Not under BTG's control Analysts est. \$2.6bn Zytiga® peak sales potential	

*12 months to 31 March 2014 (annualized for TheraSphere® and EKOS)

† Approximate annual sales to December 2014

Financial highlights

25% growth in reported revenues for H1 14/15

	H1 14/15 (£m)	H1 13/14 (£m)	% change
Revenue	191.2	153.0	25%
Contribution	80.1	66.7	20%
Operating profit			
Underlying [†]	56.8	46.7	22%
Reported	42.8	25.0	71%
Profit before tax	37.6	32.7	15%
Basic EPS	10.8p	6.8p	59%
Closing cash	78.0	39.8	-

[†]Operating profit excluding acquisition adjustments and reorganization costs of £14.0m (H1 13/14: £21.7m)

Strong underlying growth across the business



		H1 14/15 reported (£m)	H1 13/14 reported (£m)	Change (%)	Underlying change at constant FX† (%)
Interventional Medicine					
Interventional Vascular	Varithena®	0.4	-	-	-
	EkoSonic®	<u>14.6</u>	<u>6.3</u>	132%	28%*
	Total Interventional Vascular	15.0	6.3	138%	31%*
Interventional Oncology	Beads	16.8	15.8	6%	15%
	TheraSphere®	<u>20.0</u>	<u>7.0</u>	186%	25%*
	Total Interventional Oncology	36.8	22.8	61%	21%*
Total Interventional Medicine		51.8	29.1	78%	24%*
Specialty Pharmaceuticals					
	CroFab®	49.1	49.7	(1%)	8%
	DigiFab®	21.9	15.3	43%	54%
	Voraxaze® / Other	<u>6.8</u>	<u>4.8</u>	42%	52%
	Total Spec Pharma	77.8	69.8	11%	21%
Licensing					
	Zytiga®	50.6	41.7	21%	31%
	Two-Part Hip Cup	5.8	6.3	(8%)	-
	Others	5.2	5.4	(4%)	(2%)
	Total Licensing	<u>61.6</u>	<u>53.4</u>	15%	24%
Total		191.2	152.3	26%	23%*
Non-recurring (Brachytherapy)		-	0.7	-	-
Total		<u>191.2</u>	<u>153.0</u>	<u>25%</u>	<u>23%*</u>

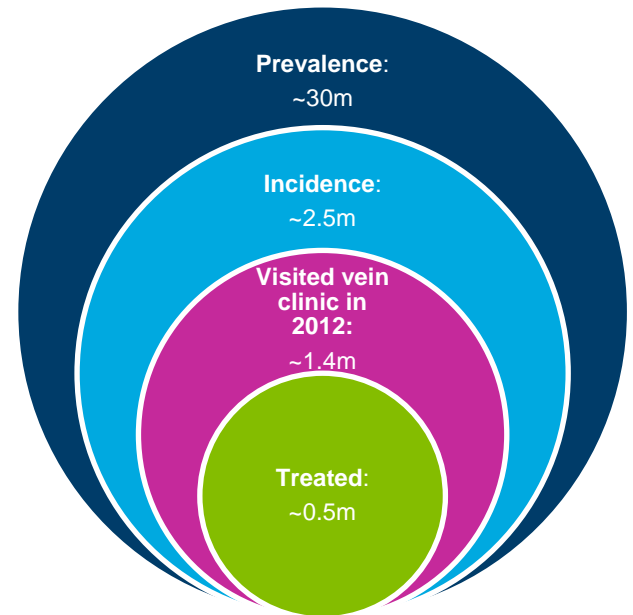
†Constant FX USD vs GBP (\$1.68 vs \$1.54 in prior year) ; *Based on pro-forma 6 month revenues for EKOS and TheraSphere®
FY revenue guidance now expected around upper end of £330m-£345m range despite currency headwinds

Interventional Vascular: Varithena®

Controlled launch in US reimbursed sector



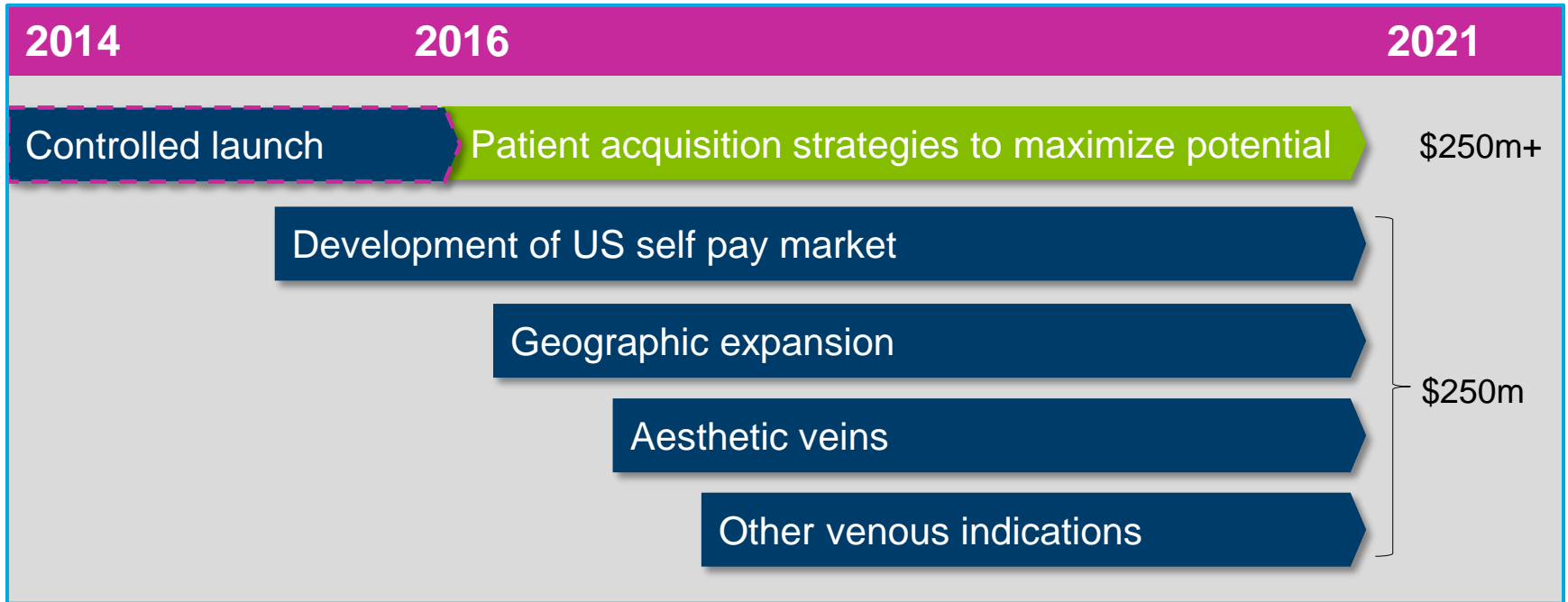
- 24 reps initially prioritising high-volume clinicians, comprehensive use
- First commercial treatments August 2014
- Great feedback: on track for 200 qualified physicians by March 2015
- Controlled launch to build long-term value
 - To ensure a great customer and patient experience every time
 - Reimbursement support provided - new product and procedure with interim codes
 - Modest sales expectations for first two years, strong growth anticipated thereafter



Before and 1 yr. after treatment with Varithena®

Interventional Vascular

Building a \$500m+ Varithena® franchise



Controlled US launch creates the platform to maximize growth opportunities in other market segments

Interventional Vascular: EKOS

Leading product in an underpenetrated market



Geographic expansion

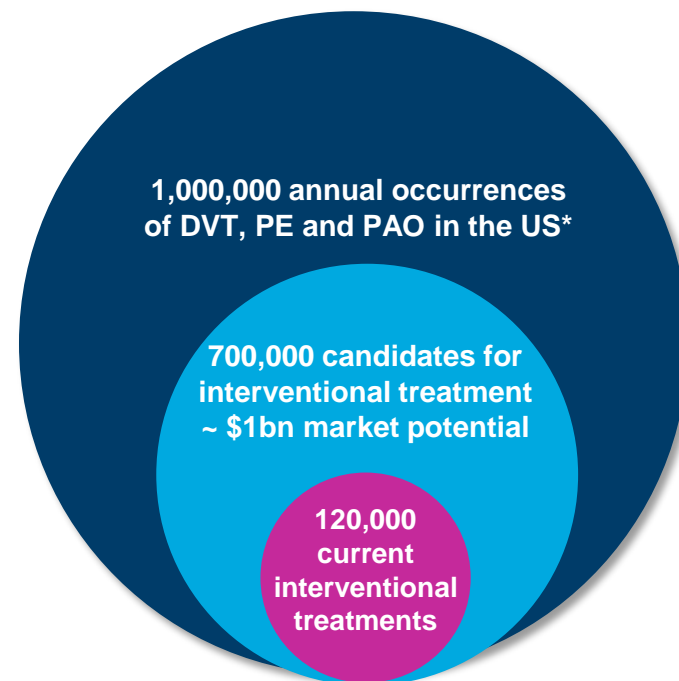
- EKOS installed in less than ½ of potential US Institutions
- Europe: adding small sales force in UK and France; expanding distribution networks in other EU territories

Indication expansion

- Cleared for use in pulmonary embolism by the FDA in May 2014
- Ongoing clinical trial to investigate treatment of chronic DVT and PTS

Product innovation

- New hardware to address bilateral cases and ease of use
- New device technology to increase speed and reduce lytic doses
- Improving power, functionality while reducing size



Interventional Oncology

A patient-centric approach to treating liver cancer



- Uniquely able to provide both embolizing/chemo-embolizing beads and radiation beads
- Near-medium term growth drivers:
 - Continued US commercial expansion
 - Expanded EU sales force
 - Initial Asia growth
 - Product innovation (imageable bead, bioresorbable bead)
- Medium-long term growth drivers:
 - Phase III trial results / indication expansion
 - China (DC Bead® approved August 2014)
 - Product innovation (proprietary drug-loaded bead)



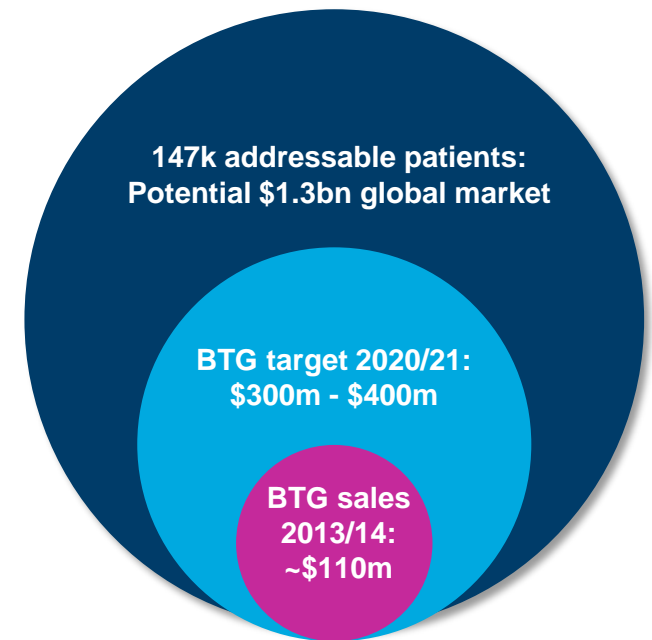
TheraSphere®



Interventional Oncology

Investing in geographic and indication expansion, product innovation

- US sales force (>30 reps) detailing both TheraSphere[®] and LC Bead[®] since October 2013
- Expanded TheraSphere[®] EU sales force (>25 reps) will also sell DC Bead[®] from April 2015
- Hong Kong hub established to support clinical, regulatory and commercial activities in Asia



PneumRx acquisition: expanding our leadership in Interventional Medicine



Interventional
Oncology

BeadBlock[®]

DCBead[®]

LCBead[®]

TheraSphere[®]

Interventional
Vascular

EKOS[®]

Varithena[®]
(polidocanol injectable foam) 1%

Interventional
Pulmonology

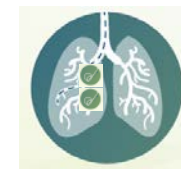
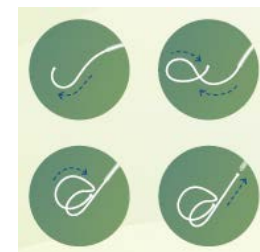
 **PneumRx**

Interventional Pulmonology

PneumRX: a fast-growing specialist business



- Accesses Interventional Pulmonology, a developing medical discipline
 - Approximately 1,000 Interventional Pulmonologists in the US
- A fast-growing business that enhances BTG's European commercial platform and provides a significant US opportunity
 - CE mark approval received October 2010: FY 2013 revenue \$15.9m¹; estimated FY 2014 revenue of \$25m²
 - FDA approved pivotal clinical trial fully recruited in the US
- Market opportunity addressable by specialist sales forces
 - Currently 10 EU reps, potentially rising to ca. 30
 - Following US approval, sales force would build to 30-40 reps



¹PneumRx audited financial statements with December 2013 year end

²Estimated FY 2014 revenue based on December 2014 year end

Interventional Pulmonology: RePneu[®]

For advanced emphysema, a high unmet need



RePneu[®] Coil



Delivery system

1) Delivery Catheter



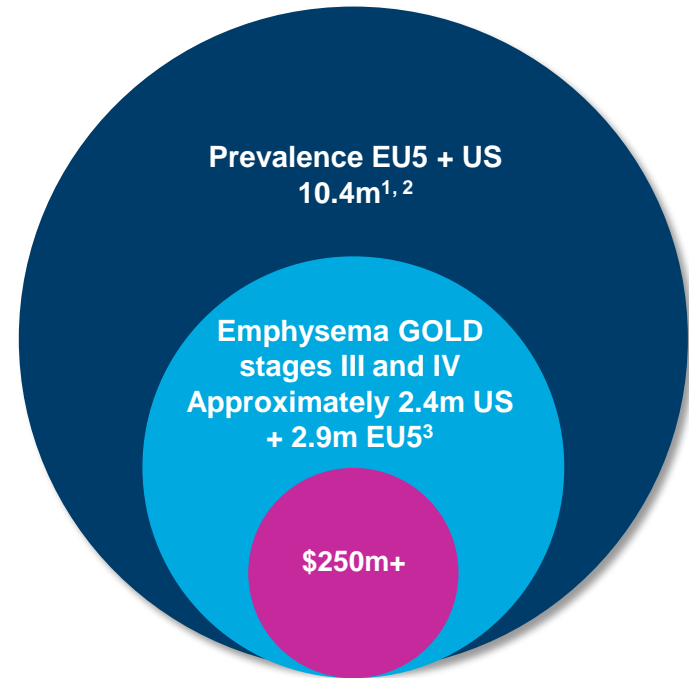
2) Guidewire



3) Cartridge



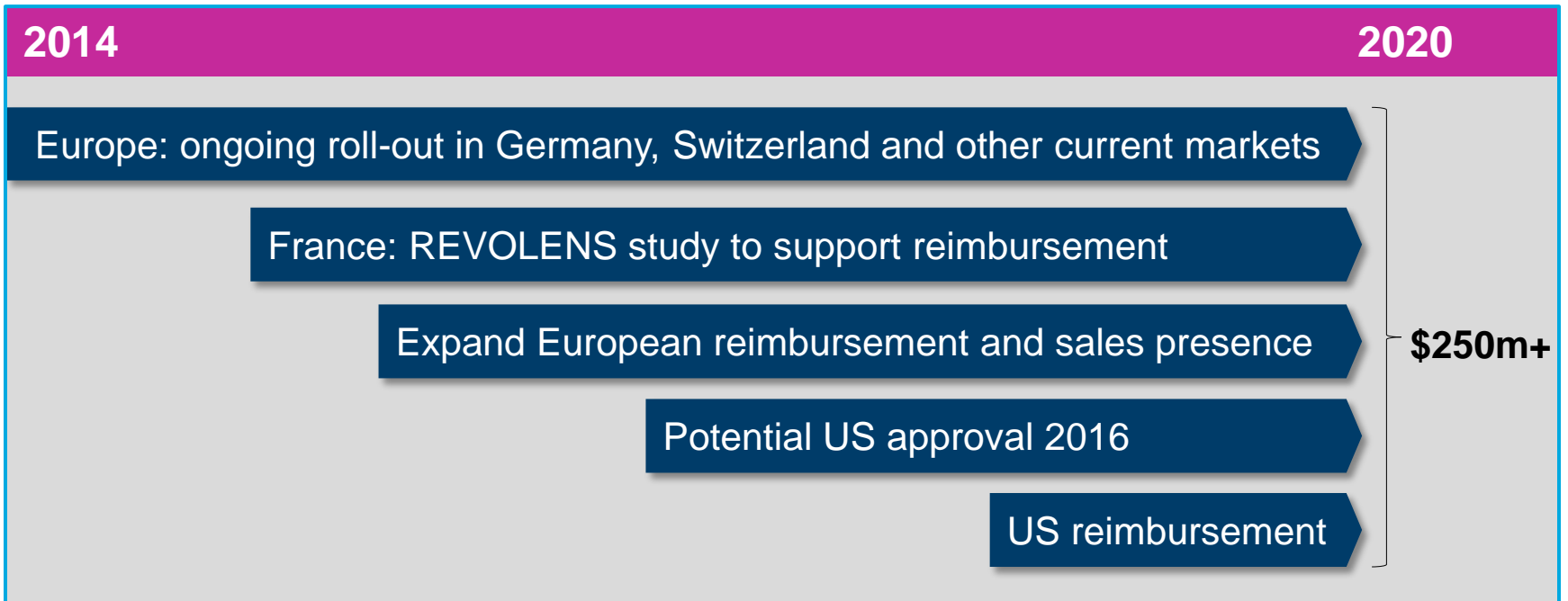
4) Forceps



- 10.4m emphysema patients in EU5 and US
- Approximately 5.3m emphysema GOLD stages III and IV patients in EU5 and US
- BTG is targeting \$250m+ sales of RePneu[®] by 2020
 - Assumes <1% penetration of GOLD stages III and IV patients

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. Resp. Res. 2010, 11:122)

PneumRx commercial roll-out



Specialty Pharmaceuticals

High-margin, cash-generative antidote portfolio



CroFab[®]

- Launched in the US in 2001
- ca 5,000 treatable crotalid bites p.a. in the US

DigiFab[®]

- Launched in the US in 2002
- ca 16 million digoxin prescriptions globally
- Toxicity occurs in 1%-4% of patients

Voraxaze[®]

- Launched in the US in 2012
- ca 200 to 300 cases of life-threatening toxicity in the US p.a.

**All sold in the US through 19 Acute Care representatives
Seeking additional opportunities to build on ER presence**

Licensing

Solid financial underpin

Zytiga[®] (abiraterone acetate)

- Strong growth, now tracking to ~\$2bn annual sales
- Geographical split approximately 55% RoW : 45% US sales

Lemtrada[™] (alemtuzumab)

- sBLA approved by US FDA November 2014
- Approved in the EU September 2013

Summary



- Fast-growing specialist healthcare business
- Investing in multiple organic growth drivers across portfolio
 - Geographic expansion, indication expansion, product innovation
- PneumRx enhances our EU commercial platform and provides a significant US opportunity in the developing medical field of Interventional Pulmonology
- Now targeting £1.25bn+ in Interventional Medicine revenues by 2020/21
 - Plus continued financial underpin from Specialty Pharmaceuticals and Licensing
- Continuing to seek M&A opportunities

On track with vision to be world leader in Interventional Medicine