

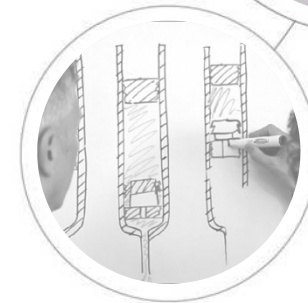


Jefferies 2013 Global Healthcare Conference

Jon Glenn
Chief Executive

*Sustained
Growth through*
**INNOVATION &
DIVERSIFICATION**

20-21 November 2013



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Consort Medical – a strong & growing medical device specialist

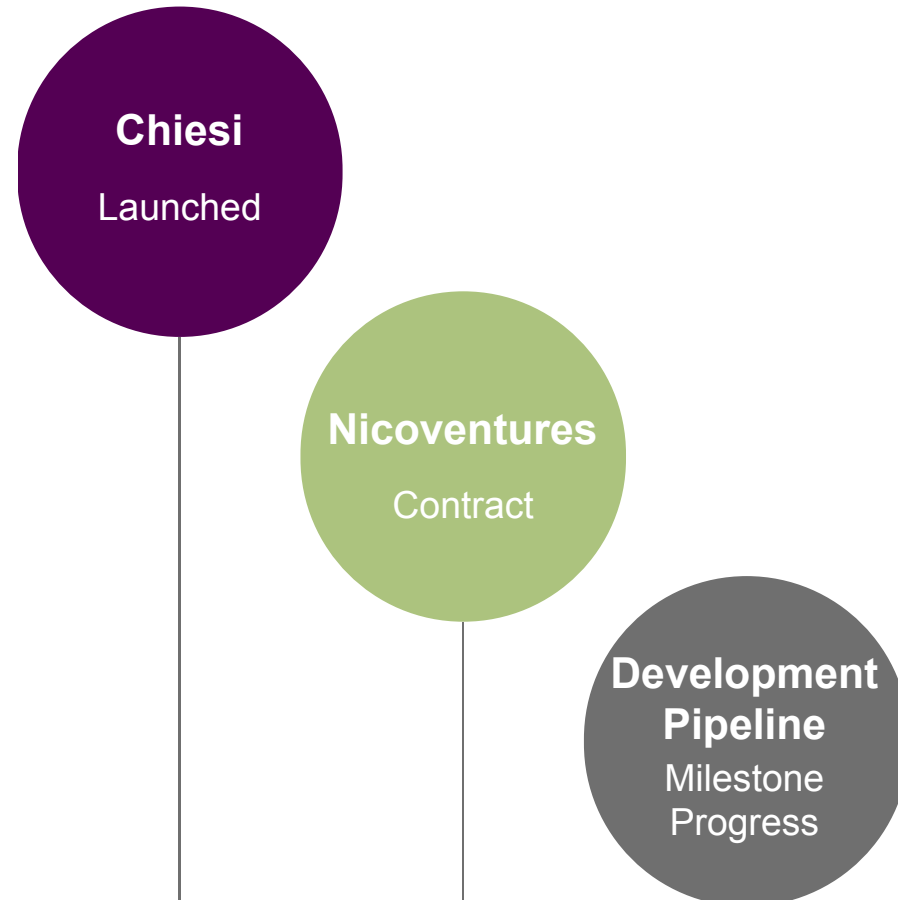
- World-class developer and manufacturer of high volume disposable medical devices for drug delivery
- Market leading position: Bespak - global market leader in the manufacture of inhaled drug delivery devices for pharma partners
- Unique capabilities in manufacture of 500m devices p.a. in regulated markets
- High barriers to entry: IP, know-how, FDA regulatory approvals and economies of scale
- Strong innovator: dedicated Innovation team generating strong interest in newly-developed drug delivery solutions from commercial partners
- Robust finances: profitable, cash generative, low gearing and high dividend
- Active business development programme delivering diversification strategy

Consort Medical – a rich history

- 1959 Founded as “Bespak” supplying valves for cosmetics and consumer markets
- 1968 Gained contract with GSK for Ventolin thus entering the Pharmaceutical market
- 1975 Moved to King’s Lynn where Bespak remains today
- 1981 Listed on the London Stock Exchange (Symbol: CSRT)
- 1992 Awarded Diskus manufacture by GSK
- 1999 Launched HFA valve to replace CFC variant
- 2005 Acquired King Systems – start of diversification strategy
- 2007 Changed name of Bespak plc to Consort Medical plc
- 2009 Announced acquisition of The Medical House, a specialist in auto-injectors
- 2010 500 millionth Diskus device manufactured
- 2011 Entered point of care diagnostics market in partnership with Atlas Genetics
- 2011 1 billionth HFA valve manufactured
- 2012 1 millionth Flex circuit extruded at King Systems
- 2012 Sale of King Systems

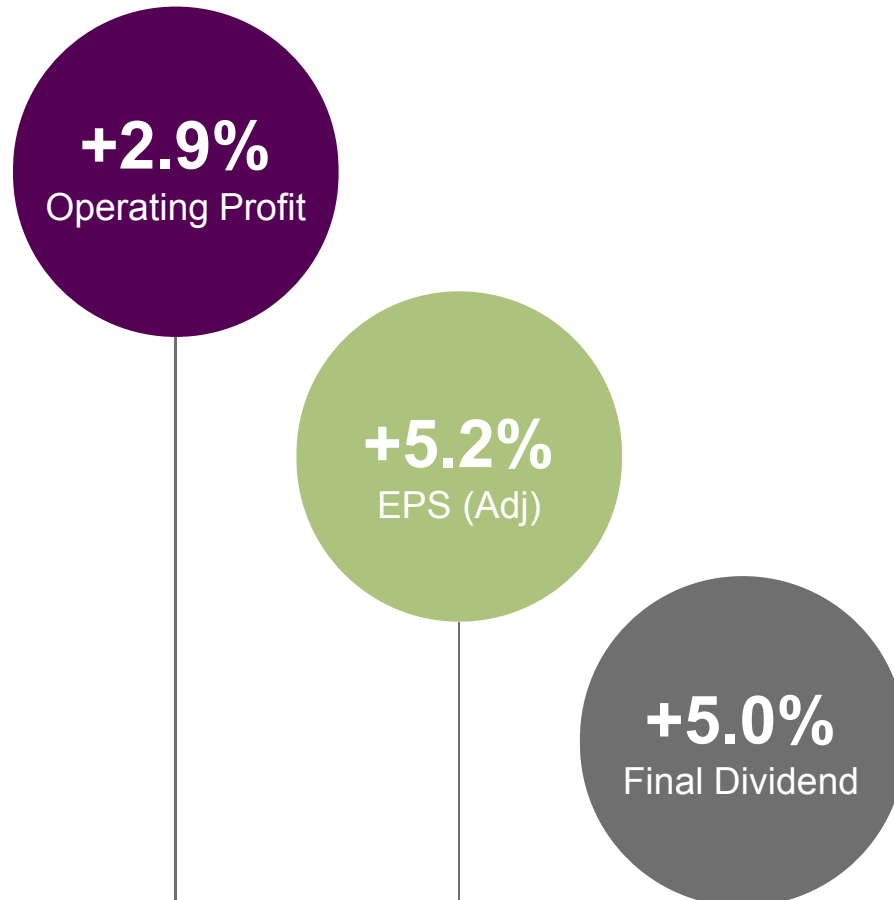
Recent Operational Highlights

- Chiesi NEXThaler launched March 2013 in Germany
- Awarded multi-year exclusive supply contract for Nicoventures' nicotine inhaler
- Secured MHRA commercial drug handling license
- Good progress on the Development Pipeline
- Innovations team filing IP, generating service revenue, discussing live opportunities
- Disposal of King Systems, realising significant value
- Further equity investment in Atlas Genetics



2013 Financial Highlights¹

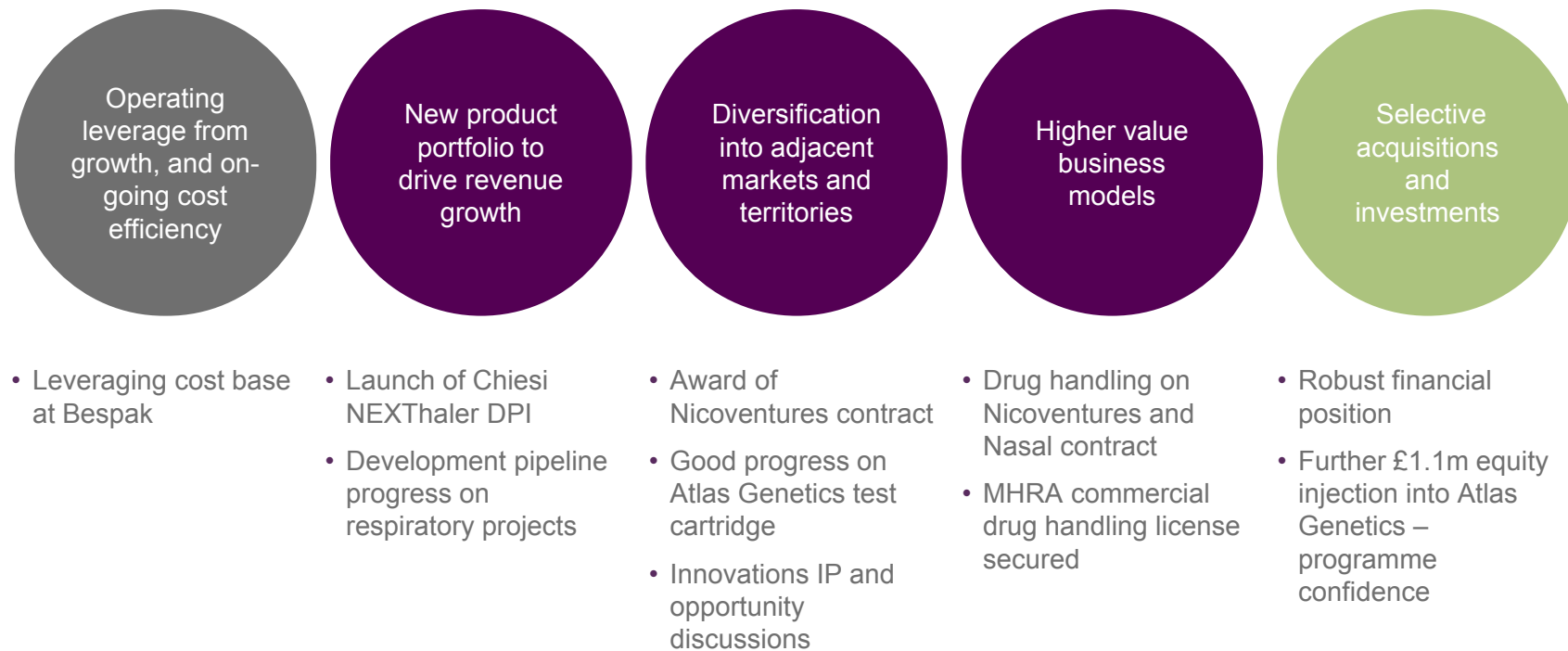
- Revenue from Products & Services +1.3% to £129.5m
- Operating Profit +2.9% to £21.5m
- PBT (before specials) +4.4% to £19.6m
- EPS (Adjusted) +5.2% to 54.9p
- Cashflow from Operating Activities +13.9% to £20.0m
- Final Dividend +5% to 12.71p; Full Year Dividend +3.2% to 19.71p
- Net Cash of £35.2m (31 July 2013)



¹ Year ended 30 April 2013. Based on restated FY2012 Actuals to reflect the disposal of King Systems on 15 February 2013, enabling like for like comparatives.

Strategy For Sustainable Growth: Recent Achievements

FIT FOR PURPOSE → SUSTAINED ORGANIC REVENUE GROWTH → ENHANCEMENT



Bespak

- Leading manufacturer of drug delivery devices
- High volume, high quality manufacturer, producing over 500m devices per annum
- World class regulatory expertise and track record of FDA inspections and regulatory filings
- Balanced portfolio – proprietary and contract manufacturing, multiple market segments



Respiratory



- Global market leader
- MDI valves, actuators, dose counters, dry powder inhalers, medical check valves

Injectables



- Emerging market segment to meet needs of the biologics market
- Auto-injectors

Innovations



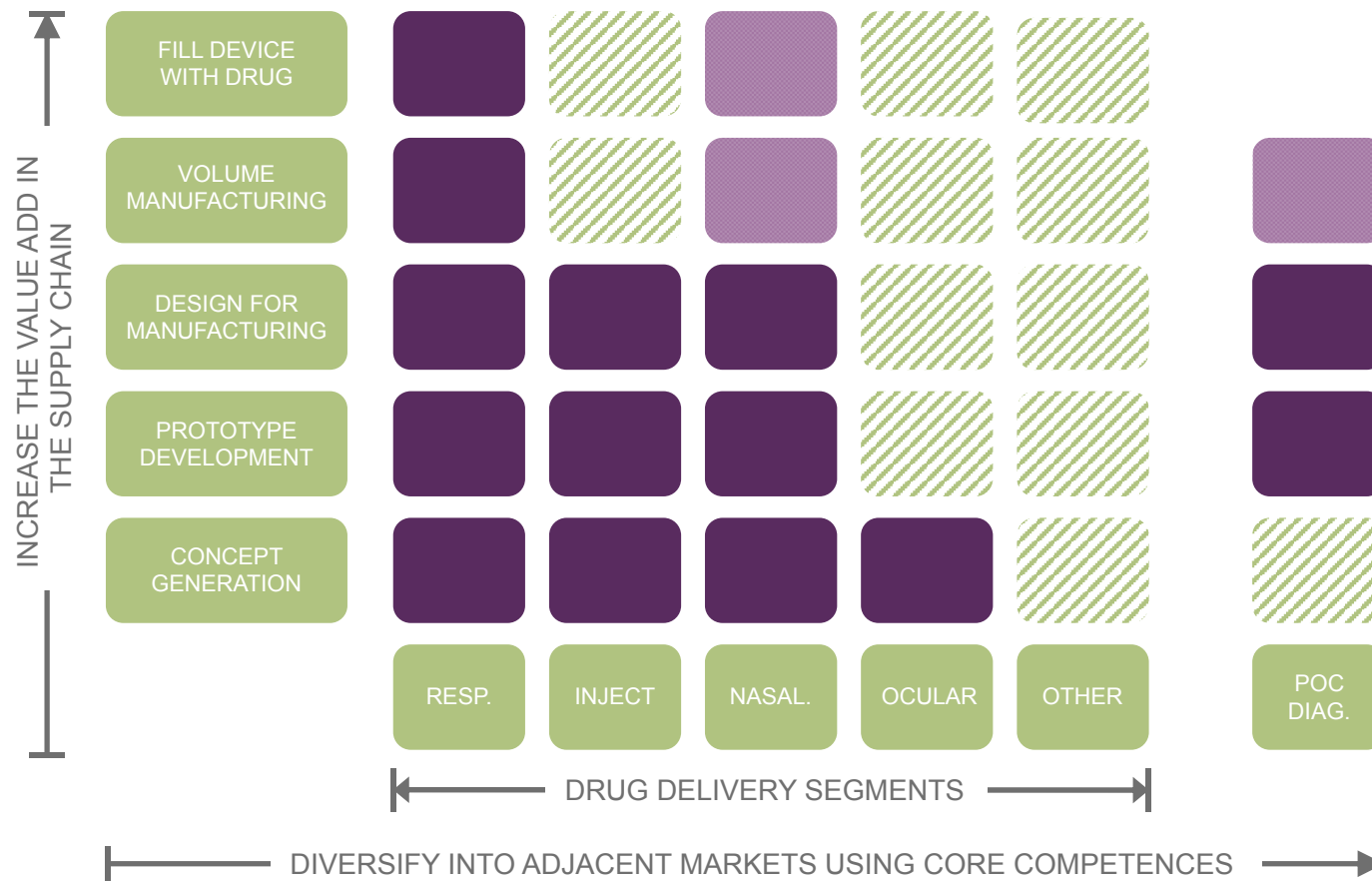
- Broadening the range of markets served
- POC diagnostics components, nasal drug delivery devices

Quality & Regulatory

- Major customer feedback on our quality: 0.2 ppm
 - Life Sciences industry targets circa 3.4 ppm (6-sigma)
- >500m devices / 2.5 billion components p.a.
- Definitions in Device master file provide barriers to entry, and make switching expensive
- Analytical laboratory is a core competence, as well as generating external revenue
- High standards of Regulatory compliance, including ISO 13485
- Secured MHRA commercial drug handling license



Delivering Our Diversification Strategy



Development Portfolio - 1

DEV750 Chiesi NEXThaler DPI

- Launched in March 2013
- Initially Germany – then 13 other European countries
- Successful Foster® drug
- Alternative Dry Powder Inhaler (DPI) format for Asthma / COPD sufferers
- Bespak already supply valve for Metered Dose Inhaler (MDI) spray version



Development Portfolio – 2

INJ300 DRL – Auto-injector

- On track with current schedule
- Launch still expected H2 2013

VAL310 US Pharma - Easifill Primeless Valve

- Following re-filing, a further response letter received
- Final FDA approval now delayed 6 months.

INJ570 Global Pharma – Auto- injector

- Industrialisation scale-up continues



Development Portfolio – 3

VAL020 Global Pharma – MDI Valve

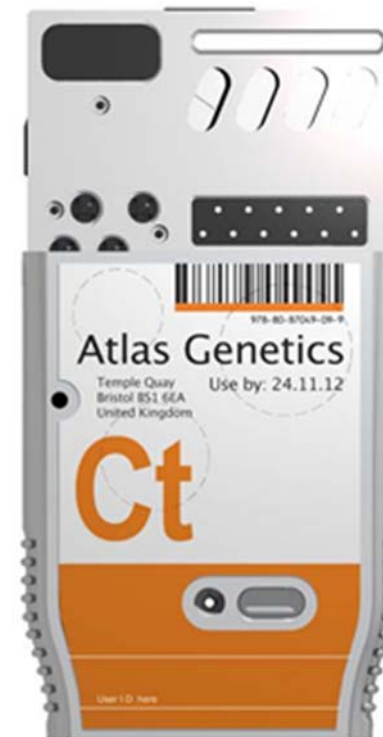
- Good programme progress
- Launch still expected 2014

DEV200 Nicoventures – Nicotine Delivery

- Multi year exclusive supply contract awarded December 2012
- Product filed for approval with MHRA

POC010 Atlas Genetics – POC Test Cartridge

- Significant programme progress
- Further equity investment April 2013
- Launch expected H2 2014



Development Portfolio - 4

NAS010 Global Pharma – Nasal Device

- Programme under review by Customer

NAS020 Global Generic – Nasal Device

- Good programme progress
- Launch expected H1 2015

DEV610 Global Pharma – DPI

- Device design frozen
- Launch expected 2015

NAS030 – Nasal Device

- Contract awarded Jul 2013
- May include drug handling



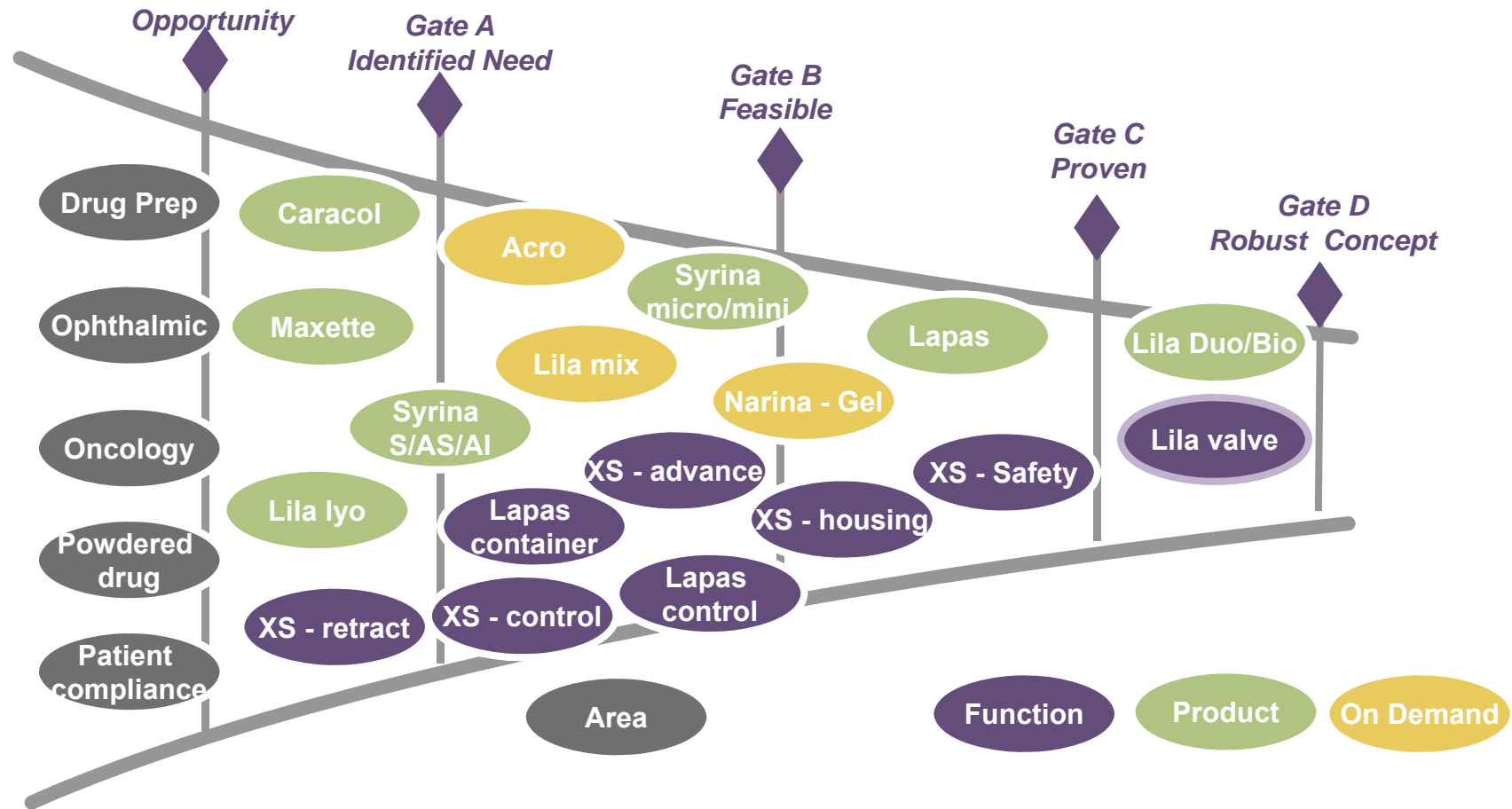
Bespak Development Portfolio – Achievement of Milestones

Project	Description	Customer	Status
DEV750	DPI	Chiesi	Launched in Germany March 2013
INJ300	Auto-injector	Dr Reddy's	On schedule. Launch expected H2'13
VAL310	Easifill Primeless Valve	US Pharma	Further response letter post re-filing. Final FDA approval now delayed 6 months
INJ570	Auto-injector	Global Pharma	Industrialisation scale-up continuing
VAL020	MDI Valve	Global Pharma	Good progress. Launch still expected 2014
DEV200	Nicotine Delivery	Nicoventures	Awarded exclusive multi-year supply contract. Product filed for approval with MHRA
POC010	POC Test Cartridge	Atlas Genetics	Significant progress. Launch expected H2'14
NAS010	Nasal device	Global Pharma	Programme remains under review by customer
NAS020	Nasal device	Global Generic	Good progress. Launch expected H1 2015
DEV610	DPI	Global Pharma	Device design frozen. Launch expected 2015
NAS030	Nasal device	Global Pharma	New contract awarded July 2013

Innovation Team

- Team development – full time headcount now 16 and growing
- Annual investment in excess of £1m p.a.
- Evaluating Cambridge site expansion options
- Full pipeline of development projects
 - Simple functional elements through to full product developments
- Opportunity Discovery
 - IP filed for next generation Syrina auto-injectors
 - Positive response from customers to new range of products
- Innovation on Demand
 - Providing customers specific solutions based on our IP portfolio
 - A number of discussions on-going

Innovation Pipeline



Introducing the Syrina Injection Devices Platform

- Range of innovative injection devices that utilises Bepak's proven valve technology
- A truly versatile platform technology - ranging from simple assisted syringes to fully functioning auto-injectors
- Complete flexibility - the same physical device is easily configured to handle different viscosities, formulations, needle gauges, drugs and delivery volumes
- The range offers a real solution for large volumes & viscous drugs, including biologics



The VapourSoft Advantage

- A novel container of liquefied gas that when released provides sufficient energy in the form of a pressurised vapour to power drug delivery and ancillary functions
 - Based on Bepak's proven valve technology - over 1 billion produced
 - Damped nature of delivery mechanism prevents impacts - ideal for glass primary containers
 - A complete spectrum of performances available - simply alter the propellant within a single container format to tailor the performance
 - Space efficient energy source enables design of compact devices
 - Combination of Syrina and VapourSoft provides the ultimate flexibility
 - For the first time, changes in delivery volume and viscosity can be accepted with no physical changes to the device or delay in the program
 - High viscosities and high delivery volumes can be handled with ease
-

Summary and Outlook

- Good progress with our broad development portfolio, with a number of new product launches expected over the next 12 months
- Additionally, a number of exciting live early stage project enquiries under review, including new projects from our Innovations team
- Volume production at the Bespak business continues to meet our expectations for the current year
- Expecting the organic growth initiatives to continue to convert into increased revenue and operating leverage for Consort Medical over time
- Continue to evaluate suitable acquisition and investment opportunities which are consistent with our strategy



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