



## **Pre-Close Trading Update 2016**

January 2017

# Strong Revenue Growth

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## Headline Sales

- **£37.8 million 12 month revenue to December 31 2016, compared to pro forma aesthetic sales in 2015 of £25 million, 51% growth.**
- **Silhouette Soft®** sales £13.6 million (£9.3 million 2105)
- **Silhouette Instalift™** US sales £1.4 million
- **Ellansé** sales £8.2 million (£4.4 million 2015)
- **Perfectha®** sales £8.2 million (£5.7 million 2015)
- **Sculptra** sales £6.4 million (£5.7 million 2015)
  
- **Like for like growth, excluding Silhouette Instalift™ sales, excluding Brazil sales and excluding currency tailwinds was 37%**

# Strong Performance across territories

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## Product highlights

- **Silhouette soft**® showed strong growth (+46%) in South Korea, the Middle East, Spain, UK and Australia. Brazil sales particularly pleasing at £2.3 million following the successful launch of our own affiliate in July.
- **Ellansé** (+86%). Grew in almost every territory , most especially South Korea and Spain.
- **Perfectha**® (+43%). Strong growth following a recovery in South Korea and all main European markets.
- **Sculpra** (+12%) Held onto market share despite strong competition.

## Regional Highlights

- Spain +55%
- Intercontinental +40% excluding Brazil
- APAC +366% notable strength from Taiwan, Hong Kong and South Korea

# Successful US Launch of Silhouette Instalft™

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- US **instalft™** sales to Sinclair £1.4 million after successful launch of joint venture in September 2016
- ThermiGen proving to be excellent partner. Highly motivated salesforce, complimentary products, identical customer base, highly professional.
- Doctor training ahead of our schedule. Feedback excellent, seeing benefits from unique lifting claim.

# 2016 – a busy year

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## Highlights

- Major restructuring of French business and supply chain
- Successful launch of own affiliate in Brazil
- Launch of distribution agreement with ThermiGen in US for Silhouette Instalift™
- Transitional services of medical dermatology and speciality pharmaceutical products to Alliance Pharma nearly completed. Underlying Group cost base significantly reduced
- Strategic focus on a centralised and empowered marketing structure. Creation and investment in digital marketing
- Careful cash control. Cash at 31 December £16.8 million despite US marketing costs and milestone payments