

Corporate Profile



BTG's growing portfolio of Interventional Medicine products is designed to advance the treatment of cancer, vascular conditions and severe emphysema. Our innovative medical technology helps physicians treat their patients through minimally invasive procedures. BTG's Pharmaceuticals business provides products that help patients overexposed to certain medications or toxins.

Healthcare is constantly evolving – so BTG never stands still. Inspired by a deep understanding of our customers' needs, we're working to meaningfully improve the lives of patients and their healthcare experience.

Our competitive advantage is our dedication to finding smart, often unconventional solutions to complex medical problems. Many of our products combine medicines, device technology and new techniques in order to deliver more targeted treatments.

We also invest in the clinical evidence that helps demonstrate the value of our products to doctors, patients, and healthcare systems.

Doing what's right for patients is what gets us to work in the morning. It's part of our DNA. By staying true to this principle and our values, we've earned a strong reputation for the quality of our products and our commitment to innovation.

Whether developed in our own labs or in partnership with clinicians, academics, and other companies, we believe passionately that medical innovation has the power to improve human health.

At a Glance

Key Facts

- Leading specialist healthcare business
- 1600+ employees in North America, Europe, Asia and Australia
- Listed on London Stock Exchange (BTG.L)

Financial Highlights

For the year ended 31 March 2018

Revenue	£620.5m
Adjusted operating profit	£152.7m

Major Contributors to Revenue

Interventional Medicine	£242.9m
Pharmaceuticals	£180.9m
Licensing	£196.7m

Interventional Medicine

As medicine moves from major surgery to minor procedure, from the systemic to the local, no company endeavours to do more than BTG to help doctors in their quest to see more, reach further and treat smarter. Interventional Medicine aims to pinpoint the problem inside the body and deliver ingenious treatments exactly where they're needed most. This is a fast-growing area of medicine driven by demand for better treatments and outcomes, by advances in imaging techniques and by product innovation.

Interventional Oncology

Our products are used in minimally invasive procedures to treat or provide symptomatic relief for patients with cancer and benign tumours, targeting diseased cells while decreasing the impact on healthy tissue.

Our bead products block arteries (embolisation), depriving tumours of blood and nutrients. Our radiotherapy product consists of millions of small glass microspheres that deliver radiation directly to liver tumours. Our cryoablation solutions destroy diseased tissue using ultra-low temperature technology.

Interventional Pulmonology

Emphysema is characterised by damage to the air sacs (alveoli) of the lungs and increased lung volume, which make breathing difficult. There is no cure.

Our product, CE Mark certified in Europe and being studied in US clinical trials, is a minimally invasive device intended to improve quality of life, lung function and exercise capacity in patients with heterogeneous and/or homogeneous emphysema.

Interventional Vascular

We help interventional vascular teams to solve problems with patients' veins and arteries.

Our ultrasonic devices help to dissolve blood clots and restore blood flow in patients with pulmonary emboli, deep vein thrombosis, and peripheral arterial occlusions. Our anchoring catheters and microcatheters are used to cross complex lesions and arterial blockages.

Our injectable microfoam is for patients with varicose veins.

Pharmaceuticals

Our antidote products are used in hospital emergency rooms and intensive care units. They typically address conditions with small patient populations for which there are limited or no existing treatment options.

Product Innovation

Innovation is a continuous process at BTG. We start with the needs of patients and an in-depth knowledge of our customers; we build or acquire the requisite technology solutions, and then we deliver products that make a real difference to specialist physicians and their patients.

Imageable bead

We have developed the first radiopaque embolic bead and treated the first patient. Cleared in the US, the beads are intended to be used for the embolisation of hypervascular tumours and arteriovenous malformations.

MRI compatible cryoablation system

The only MRI-compatible cryoablation system, designed to address the increasing interest in MRI-guided procedures, which enables detailed imaging around vital organs and more precise treatment.

Advanced endovascular system

The next generation of our EKOS® control unit will be smaller and more portable, with a touch screen user interface, and increased power to control two catheters.

BTG Around the Globe

North America

- 1 Seattle, WA
- 2 Santa Clara, CA
Redwood City, CA
- 3 Salt Lake City, UT
- 4 Arden Hills, MN
- 5 Ottawa, ON
- 6 Philadelphia, PA

Europe

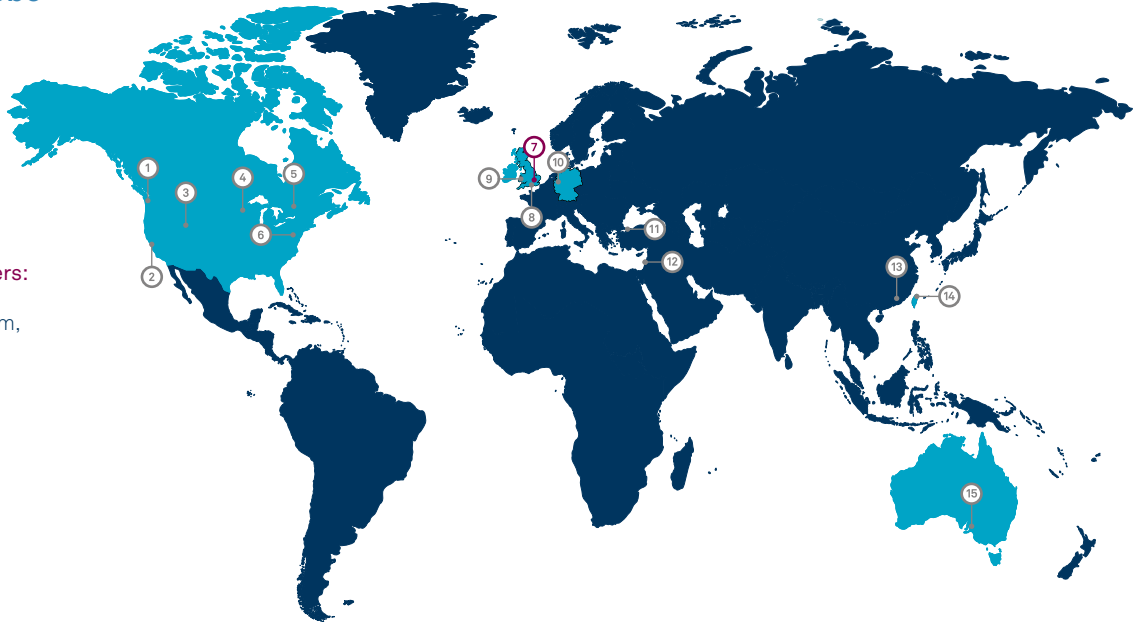
- 7 **Worldwide Headquarters:**
London, England
- 8 Camberley and Farnham,
England
- 9 Llandysul, Wales
- 10 Düsseldorf, Germany

Asia

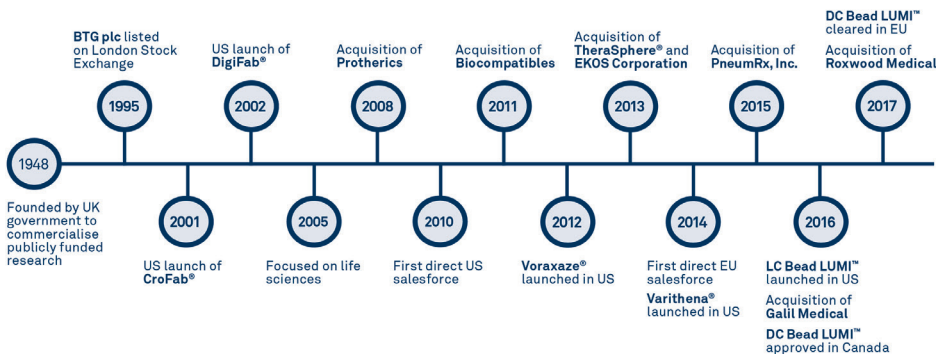
- 11 Istanbul, Turkey
- 12 Yokneam, Israel
- 13 Hong Kong
- 14 Taipei, Taiwan

Australia

- 15 Adelaide, SA



Our Journey



Contact Information

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Please refer to our website for other locations and more detailed contact information.

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Not all products and/or indications are available in all territories. For prescribing information, safety information, and/or product information, go to: bead-block.com | crofab.com | dcbead.com | dcbeadlumi.com | digifab.us | ekoscorp.com | galilmedical.com | lcbead.com | lcbeadlumi.com | pneumrx.com | therasphere.com | varithena.com | voraxaze.com

Our Products

Interventional Medicine

- Bead Block®
- BTG Crossing Devices
- DC Bead®
- DC Bead LUMI™
- EKOS® Endovascular System
- GALIL™ Cryoablation Solutions
- LC Bead®
- LC Bead LUMI™
- PneumRx® Endobronchial Coil
- TheraSphere®
- Varithena® (polidocanol injectable foam) 1%

Pharmaceuticals

- CroFab® (crotalidae polyvalent immune fab (ovine))
- DigiFab® (digoxin immune fab (ovine))
- Voraxaze® (glucarpidase)

BTG products mentioned may not be available in every region.

All information correct as of May 2018