Medical Developments International

UK Road Show - 4th & 5th February 2016

Medical Developments International

Vision

Medical Developments International (MDI) is a leading Emergency Medicine Company.

Our aim is to:

1. Dominate the analgesic trauma and minor surgical procedures market domestically and internationally.
2. Dominate the Respiratory Medical Devices market domestically and internationally.
3. Provide unique and innovative products to assist our customers in the management of acute and procedural pain, delivery of respiratory medications, resuscitation and oxygen therapies for human and veterinary patients.

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Vision

MDI is working on and delivering two “company making” business opportunities.

The risk profile of these opportunities is relatively low and well understood.

Penthrox: Our regulatory initiatives, already successful, are transforming the company. Penthrox has the potential to be the market leader in emergency analgesic markets in Europe and elsewhere. Penthrox is opiate sparing, time and cost saving. It is the trauma analgesic solution.

Our Respiratory Medical Devices are amongst the world’s best and will generate significant growth for MDI.

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Penthrox
A world class opportunity

Penthrox®

- Market Leader for trauma pain
- Inhalational analgesic
- Demonstrated safety and efficacy profile
- Only manufacturer in the world
- Sold in Australia, N.Z, GCC, UK, Europe, South America, Eastern Europe & others
- Manufactured in GMP compliant plant

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Penthrox
A world class opportunity

- Significant competitive advantages to other analgesics.
- Fast, safe, rapid on-set, effective, cost-competitive, self administered.
- No needles, non-opiate, non addictive, easy to store & transport.
- Built world class regulatory dossier and using it to achieve regulatory approvals around the world (*work commenced in USA*).
- Major distribution deals signed in Europe and elsewhere and $15 million in upfronts and milestones already received.
- Sales commenced in UK.
- Sales commencing in Europe during 2016.
- Patents covering new Penthrox delivery devices.
- Significant Intellectual Property relating to manufacturing process.

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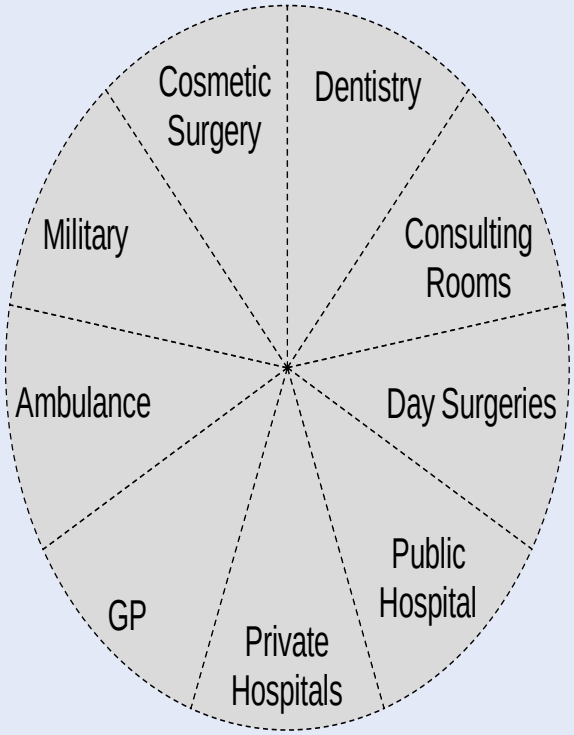
Penthrox
Clinical application

- Burn injuries
- Breaks, fractures and dislocations
- Abdomen pain
- Chest pain
- Other acute pain



Painful procedures

- Cutaneous excisions
- Liquid nitrogen removals of skin-cancers, warts, etc
- Invasive angiographies
- Dental procedures
- Colonoscopy
- Imaging
- Other non-general anaesthetic painful procedures

Either as an adjunct to or replacement of current forms of pain relief

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Penthrox
Benefits to medical professionals

Rapid onset of action	Minimal waiting time before a painful procedure can be performed (3 minutes) and rapid pain relief when a patient is treated for burns, trauma, etc.
Inhaled self-administration	Medical professionals can perform a procedure/attend to an injury whilst the patient is self-administering with minimal supervision needed.
Improve patient compliance	Effective at calming patients before procedures; makes patients more compliant and cooperative during treatments/procedures.
Portable, easy to use	Easy to store in a range of clinical settings (doctor's bag, ambulance, GP/specialist consulting rooms, hospital departments, military unit, etc.)
Narcotic sparing	Addiction and the use of narcotics is increasingly problematic. Penthrox is non narcotic and non addictive, making it the better solution for medical professionals.

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Penthrox
Benefits over Nitrous Oxide

The benefits of using Penthrox® over Nitrous Oxide include:

- Penthrox does not effect vital signs; no clinical depression of respiration or circulation.
- Penthrox is self-administered and easy to use.
- Penthrox is compact and can be used in any location or situation.
- Penthrox does not carry any risk of overdose.
- Single use device ensures no cleaning or cross contamination.
- Medical professionals can perform a procedure / attend to an injury almost immediately whilst the patient is self-administering with minimal supervision.
- Penthrox offset ranges from 3-5 minutes up to 20 minutes.
- Penthrox is easy and stable to store.
- After using Penthrox there is no long observation period needed before patients can go home (possibly drive themselves).

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Penthrox
Benefits over Morphine

The benefits of using Penthrox® over Morphine are the same as detailed for Nitrous. In addition there are a number of specific benefits Penthrox has over Morphine which include:

- Penthrox does not effect vital signs; no clinical depression of respiration or circulation.
- Penthrox can be used on children, Morphine often cannot.
- Penthrox is not a narcotic; opioid or drug of addiction.
- Penthrox has less severe side effects.
- Penthrox is non invasive – no needles.
- Penthrox has a quicker onset to pain relief.
- Penthrox can be used by a wider community of health professionals including first aiders and volunteers.
- Morphine has considerable, expensive and complex administration and monitoring protocols during its use and for a significant time during recovery.
- Penthrox does not require specific storage and use protocols.

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Penthrox
Manufacturing

MDI has signed a deal with CSIRO and developed a new manufacturing technique for Penthrox.

MDI now has:

1. World leading intellectual property.
2. Very significant increased production capacity.
3. Very significant reduction in cost to manufacture.
4. Very significant competitive advantage.

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Penthrox
Future

MDI has spent more than $10 million on developing a regulatory dossier capable of getting Penthrox approved for sale in other countries.

We have achieved significant regulatory approvals in Europe and elsewhere during 2015.

MDI is working on regulatory approvals to expand into new countries in Europe, North America, Central America, Asia, Africa, Russia, Israel, Saudi Arabia and elsewhere.

We expect to have other European and rest of world approvals during 2016.

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Penthrox
Future

Indication of the size of the Penthrox sales opportunity in the global trauma market

Penthrox potential sales AUD million		
Europe	Sales in excess of	$300
North America	Sales in excess of	$800
Latin America	Sales in excess of	$250
Asia	Sales in excess of	$500

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Penthrox
Future

Our plan is to use the Regulatory dossier to improve the positioning and obtain approvals to sell Penthrox around the world.

We are developing new Penthrox products and have registered patent applications which will deliver IP protection.

We have developed a new manufacturing methodology to make Penthrox which has delivered significant Intellectual Property.

We are investing in a new manufacturing facility with capacity to make 25 million units per annum.

Sales have already begun in the UK and we expect the rest of Europe to follow.

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Penthrox
Future

In addition to the global trauma market, MDI has plans to develop applications for its products in the following markets:

- Minor Surgical Procedure
- Military
- Home Use trauma
- World Aid (*no needles, opioid's or infection*)

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MDI Medical
Respiratory division

MDI has a long history of investing R&D resources to design and improve respiratory devices used to deliver Asthma and COPD medication.

In 2011 MDI launched a new range of products using MDI's Cross Valve Technology™, a patented system of drug delivery which ensures very low resistance during inhalation and exhalation, while maximising the dose of medication available.

In 2015 MDI invested in developing its own particle testing and design laboratory.

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MDI Medical
Respiratory division

MDI offers a range of devices that can be used to help patients manage and take control of their asthma and COPD.

- Space Chamber Plus® anti-static range
- Space Chamber Plus® aerosol spacer
- Space Chamber® re-usable
- Compact Spacer Chamber Plus®
- Breath-Alert® peak flow meter
- EZ-fit face masks
- KDK oxygen regulators

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MDI Medical
Respiratory division

Recently approved by the FDA for sale in the USA.

Recently registered by MHRA for full reimbursement.

New distribution partners.

Growing business internationally.

MDI now has business and is making sales in:

Australia, UK, Singapore, Hong Kong, Canada, Malaysia, Belgium, Germany, Netherlands, Greece, Italy, Spain, USA, Denmark, New Zealand, UAE, Austria, Switzerland.

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Respiratory division
Future

MDI is investing heavily in developing new and innovative products

- Anti static spacers
- Anti static mask – (1st of its kind)
- Electronic peak flow
- Smart phone asthma & COPD applications

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MDI Corporate Overview

MDI has three business divisions.

- Pharmaceutical
- Medical devices
- Veterinary

MDI has been profitable every year since listing on the ASX in 2003 and:

- has generated a positive cash flow every year;
- pays tax and has paid fully franked dividends;
- has received almost $12 million in upfronts and milestones in the last 15 months;
- has $10 million in the bank today;
- expects a further $15 million in milestone payments to be received during 2016;
- expects to finalise additional distribution deals in FY16 and beyond.

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MDI Corporate Overview

David Williams

Non-Executive Chairman

The Managing Director of Kidder Williams Ltd, with over 30 years experience in the investment banking sector.

Dr Harry Oxer

Non-Executive Director

A Medical Consultant to MVP and St John Ambulance in Western Australia.

Leon Hoare

Non-Executive Director

The Managing Director of Smith & Nephew in Australia and New Zealand.

Max Johnston

Non-Executive Director

A Non-Executive Director of Enero Group Ltd, Polynovo Limited and Chairman of Probiotec Limited.

Allan McCallum

Non-Executive Director

Over 15 years public companies experience including an ASX 50 company.

Phillip Powell

Non-Executive Director

A Chartered Accountant and has an extensive finance background.

Management Team

John Sharman

Chief Executive Officer

Mark Edwards

Group Financial Controller & Company Secretary

Glenn Gilbert

Associate Director, Commercial

Scott Courtney

Director of Operations & Research

Maggie Oh

Director of Scientific Affairs

Keith Jeffs

General Manager, Sales & Marketing

Jake Golding

Quality Assurance & Validation Manager

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MDI Global strategy

Our aim is to:

1. Dominate the analgesic trauma and minor surgical procedures market domestically and internationally.
2. Dominate the Respiratory Medical Devices market domestically and internationally.

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MDI Global strategy

New and revised materials and process
(lowest cost producer and significant IP)

New Business Partners

Product innovation
(worlds best delivery devices and significant IP)

Clinical trials
(Commercial clinical studies to support marketing and product development)

Regulatory Approval and new markets

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Forward looking statements

This document contains certain forward looking statements relating to Medical Development International's business, which can be identified by the use of forward looking terminology such as "promising", "plans", "anticipated", "will", "project", "believe", "forecast", "expected", "estimated"," targeting", "aiming", "set to", "potential"," seeking to", "goal", "could provide", "intends", "is being developed", "could be", "on track" or similar expressions or by express or implied discussion regarding potential filings or marketing approvals, or potential future sales of product. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such statements. There can be no assurance that any existing or future regulatory filings will satisfy any health authorities' requirements regarding any one or more product candidates nor can there be any assurance that such product candidates will be approved by any health authorities for sale in any market or that they will reach any particular level of sales. In particular, management's expectations regarding the approval and commercialization of the product candidates could be affected by, among other things, unexpected clinical trial results, including additional analysis of existing clinical data, and new clinical data; unexpected regulatory actions or delays, or government regulation generally; our ability to obtain or maintain patent or other proprietary intellectual property protection; competition in general; government, industry, and general public pricing pressures; and additional factors that involve significant risks and uncertainties about our products, product candidates, financial results and business prospects. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected. Medical Development International Limited is providing this information as of the date of this document and does not assume any obligation to update any forward-looking statements contained in this document as a result of new information, future events or developments or otherwise.

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