

Medical Developments International

Asian Road Show

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This presentation contains certain forward-looking statements. These forward-looking statements may be identified by words such as 'believes', 'expects', 'anticipates', 'projects', 'intends', 'should', 'seeks', 'estimates', 'future' or similar expressions or by discussion of, among other things, strategy, goals, plans or intentions. Various factors may cause actual results to differ materially in the future from those reflected in forward-looking statements contained in this presentation, among others:

1. pricing and product initiatives of competitors;
2. legislative and regulatory developments and economic conditions;
3. delay or inability in obtaining regulatory approvals or bringing products to market;
4. fluctuations in currency exchange rates and general financial market conditions;
5. uncertainties in the discovery, development or marketing of new products or new uses of existing products, including without limitation negative results of clinical trials or research projects, unexpected side-effects of pipeline or marketed products;
6. increased government pricing pressures;
7. interruptions in production;
8. loss or inability to obtain adequate protection for intellectual property rights;
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10. loss of key executives or other employees; and
11. adverse publicity and news coverage.

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For marketed products discussed in this presentation, please see full prescribing information on our website at www.medicaldev.com

All mentioned trademarks are legally protected.

Vision

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

Our aim is to:

1. Provide unique and innovative products to assist our customers in the management of acute pain, trauma and procedural pain and to be the market leader in these markets globally.
2. Provide unique and innovative products to assist our customers in the management of delivery of respiratory medications, resuscitation and oxygen therapies to customers and to be the market leader in Medical Devices for Asthma and COPD markets globally.

The Business

MDI is delivering two world class “company making” business opportunities.

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

Penthrox: Penthrox has the potential to be the market leader in analgesic markets around the world. Penthrox is not an opiate and delivers time and cost savings. It is the pain solution for acute pain, trauma and minor surgical procedures.

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



Introducing Pentrox

Penthrox

A world class opportunity

Penthrox®

- Market Leader for trauma pain
- Opiate sparing, fast acting inhalational analgesic
- 85% of patients reach clinical analgesia within 10 breaths¹
- Is a solution to a significant unmet clinical need
- Demonstrated safety and efficacy profile for 30+ years
- World class regulatory dossier completed and being used to generate regulatory approvals around the world (*work commenced in USA*)
- Manufactured in Australia



Penthrox

A world class opportunity

Penthrox®

- Sold in 15 countries around the world including Australia, UK, France, Ireland, South Africa, Singapore, Belgium, New Zealand, UAE, Qatar and elsewhere
- Major distribution deals signed in Europe and elsewhere in 2015.
- \$15 million in upfronts and milestones received.
- Sales commenced in UK, Ireland, Singapore, France and Belgium.
- Patent applications lodged covering new Penthrox delivery devices.
- Significant Intellectual Property relating to manufacturing process.

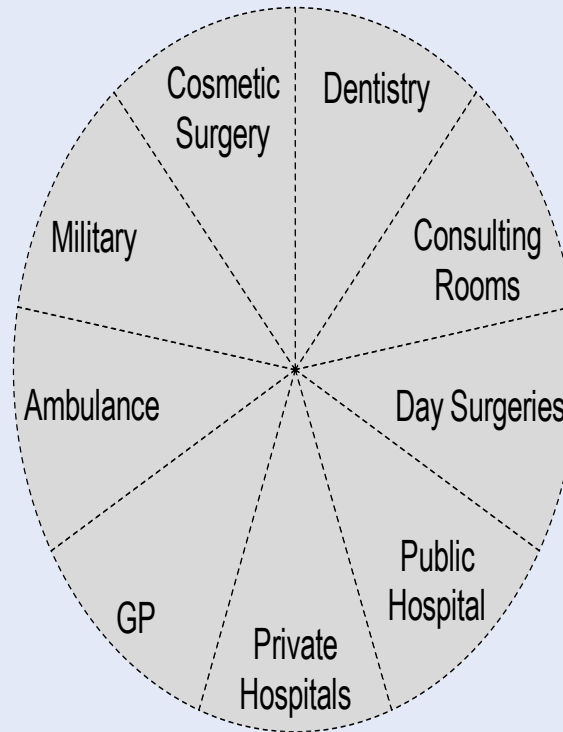


Penthrox

Clinical application

Painful procedures

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



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

Painful procedures

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

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 acute pain, trauma, and minor surgical procedures.

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

Fastest time to analgesia and effective at calming patients before procedures; makes patients more compliant and cooperative during treatments/procedures. No known drug to drug interaction. Patients can drive themselves home and go back to work after 30 minutes.

Portable, easy to use

Easy to store in a range of clinical settings (hospital ER, ambulance, GP/specialist consulting rooms, hospital departments, military unit, etc.)

Opiate 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.

Penthrox

Benefits over Opiates

The benefits of using Penthrox® over Morphine 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, nor is it an 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, improves time to analgesia.
- 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.
- After using Penthrox there is no long observation period needed before patients can go home (possibly drive themselves home after 30 minutes).
- Penthrox does not require specific storage and use protocols (is not a restricted medicine).
- Penthrox can be disposed of easily and safely.

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).

Penthrox

Non- narcotic and clinically proven efficacy

VAS scores compared, IV morphine vs IN fentanyl vs Penthrox

| Summary of mean VAS Pain Scores | | | | | | |
|--|----|-----------|------------|------------|------------|------------|
| Time | 0 | 5 minutes | 10 minutes | 15 minutes | 20 minutes | 30 minutes |
| Morphine | 67 | 42 | 41 | - | 35 | 33 |
| Fentanyl | 68 | 55 | 46 | - | 37 | 37 |
| Penthrox® | 65 | 43 | 37 | 31 | 30 | - |
| Summary of mean reduction in VAS Pain Scores | | | | | | |
| Time | 0 | 5 minutes | 10 minutes | 15 minutes | 20 minutes | 30 minutes |
| Morphine | 0 | 25 | 26 | - | 32 | 34 |
| Fentanyl | 0 | 13 | 22 | - | 31 | 31 |
| Penthrox® | 0 | 22 | 28 | 34 | 35 | - |

The criteria for the cross study comparison were a similar study design and endpoint as the Penthrox® study, MEOF-001. Borland et al (2007) has a similar study design and endpoints as those of MEOF-001 (Table 2). Borland et al (2007) compared two active drugs, IV morphine against IN fentanyl. The VAS scores observed for the three drugs at Baseline, 5, 10, 20 and 30 minutes are compared in Table 1 . The results demonstrate that Penthrox® is as effective as the alternate opioid analgesic agents that are currently used in A&E but has a significantly better safety profile. Treatment with Penthrox® does not result in respiratory depression as demonstrated in clinical trials of the development programme – MEOF-001, 06/61, MEOF-003. The retrospective observational study Vital Signs Report (see Vital Signs Report) showed no deleterious effects on pulse rate, systolic BP, or respiratory rate. Methoxyflurane has negligible effects on the cardiovascular system and can be safely administered to patients in shock. In fact, a stabilising action of methoxyflurane on cardiorespiratory function has been reported ([Virenque et al. 1975](#))

Penthrox value proposition

Non-narcotic trauma relief,
non-addictive, safe.¹

Not a restricted medicine

Penthrox can materially improve the
throughput of patients^{7,8} in the ER. It enables
better time to analgesia and less medical
care and observation compared with opioids.

In 2008 the average cost for
an ER bed for a category 4
trauma in the USA was
USD\$1298⁴ (without medical
care or medication costs).
Penthrox could materially
reduce the cost of treatment.

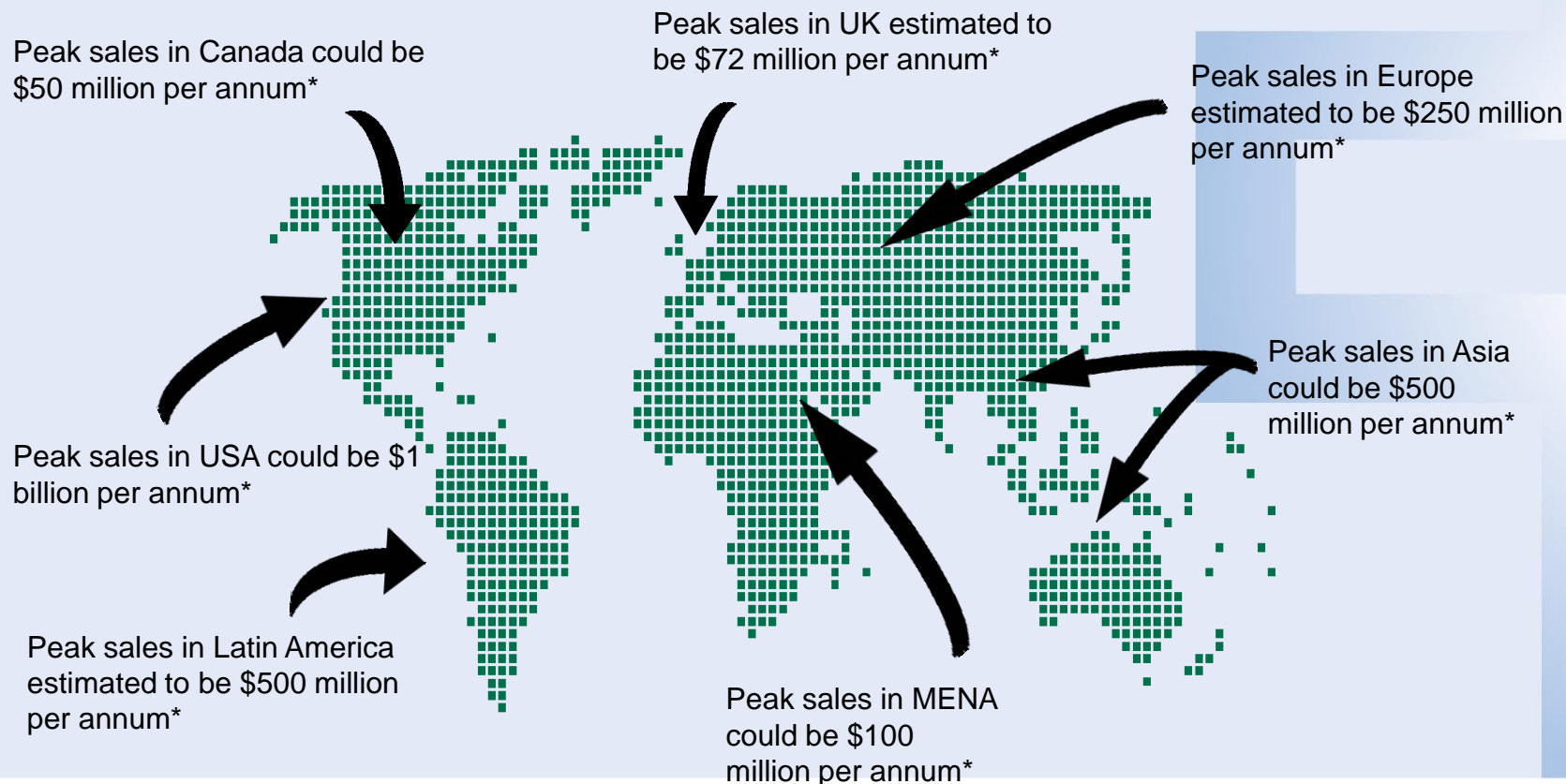
The average time spent in the
ER if you have a narcotic is
approximately 6 hours.
Penthrox could reduce that
by more than 50%.³

Penthrox
improves time
to nalgesia.^{5,6}

You can drive home and go
back to work after Penthrox.²

Penthrox

Potential global sales for Acute Trauma pain \$2 billion+



Penthrox USA

MVP submitted a detailed regulatory package to the FDA in January 2016. We received a written response from the FDA detailing its opinion on the strengths of our regulatory package and by inference the work required to get Penthrox approved for sale in the United States of America.

Amongst those requirements is the need to perform a Pivotal Phase III Clinical Trial (in addition to the STOP study and Bone Marrow Biopsy Phase III studies which MVP has successfully completed).

MVP has commenced the clinical work required and estimate it will take 2+ years and circa \$15 million to complete.

MVP has a track record of successfully completing clinical programs, including Phase III studies on time and budget.

Penthrox

Clinical development program

Additional clinical trials and studies are planned for FY17 (and beyond) which will broaden the indications for use of Penthrox® including:

We are developing a program of work to support additional indications for Penthrox worldwide. Our longer term ambition is to extend the use of Penthrox into:

- Minor Surgical Procedures;
- Breakthrough Pain / Repeat Use; and ultimately
- Home Use.

Penthrox

Clinical development program

Minor Surgical Procedures

Penthrox is already approved for use in Minor Surgical Procedures in Australia and elsewhere.

MVP is working with its partners to develop a clinical program to extend the indication of use in markets around the world. We hope to achieve this extension in Europe within the next 2+ years.

We estimate the market for Minor Surgical Procedures could be \$3 billion.

Penthrox

Potential global sales for Minor Surgical Procedures \$2.3 billion+

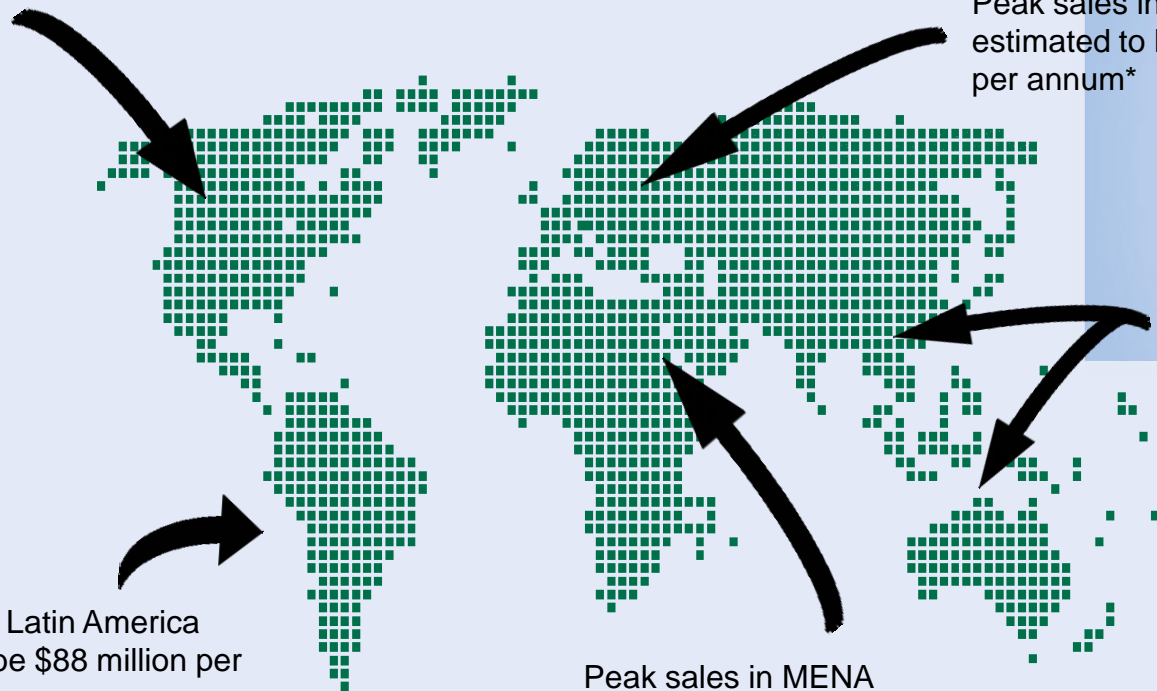
Peak sales in USA could be
\$1.3billion per annum*

Peak sales in Europe
estimated to be \$814 million
per annum*

Peak sales in Asia
could be \$147
million per annum*

Peak sales in Latin America
estimated to be \$88 million per
annum*

Peak sales in MENA
could be \$63 million
per annum*



Penthrox

Clinical development program

Breakthrough Pain / Repeat Use

MVP has begun the clinical program to get Penthrox approved for sale in the USA. As part of that program, several pre-clinical trials will be concluded. These trials will also be used towards the work program required to have the indication for Penthrox extended to Repeat Use and Breakthrough Pain where Penthrox could be the ideal alternative to high potency and dangerous opioids currently used in the vast majority of cases.

We estimate the market for Breakthrough Pain could be \$6 billion.

Penthrox

Potential global sales for Breakthrough pain \$6 billion+

Peak sales in USA could be \$2 billion per annum*

Peak sales in Europe could be \$2 billion per annum*

Peak sales in Asia could be \$1.5 billion per annum*

Peak sales in Latin America could be \$500 million per annum*

Peak sales in MENA could be \$300 million per annum*



Penthrox

Clinical development program

Home Use

Ultimately, we hope the clinical programs we undertake will allow Penthrox to be approved for home use via prescription.

Our vision is that households all over the world will have a Penthrox device for use during those rare occasions when trauma grade, non-opioid analgesia is required.

Penthrox

Potential global sales for Home Use \$3 billion+

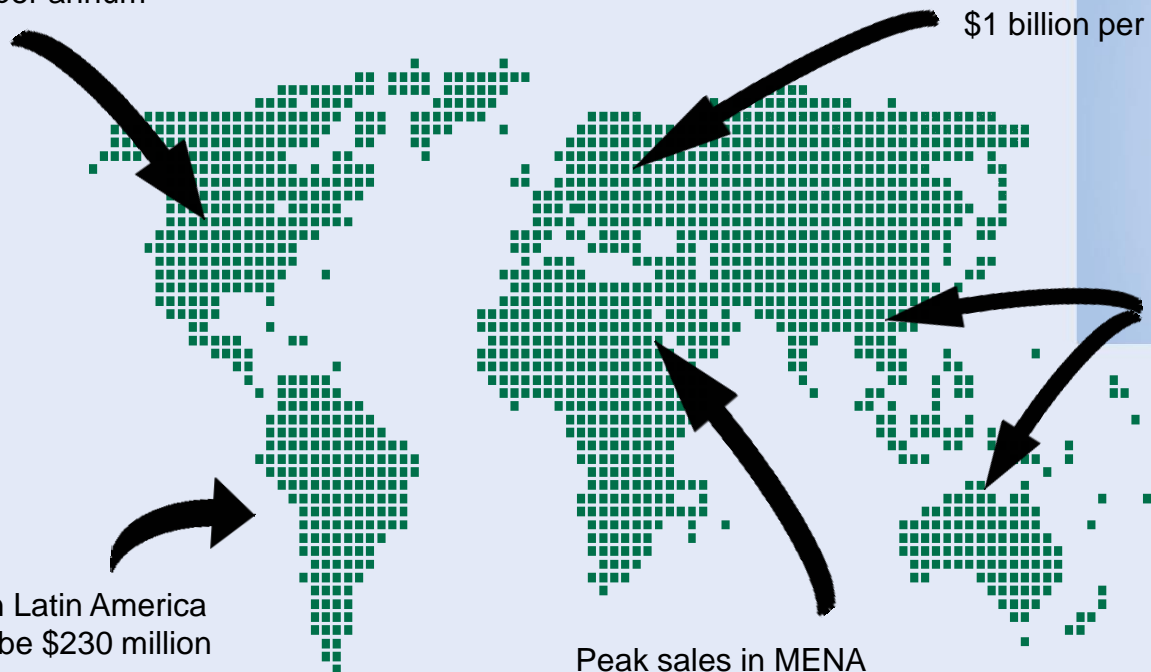
Peak sales in USA could be
\$900 million per annum*

Peak sales in Europe could be
\$1 billion per annum*

Peak sales in Asia
could be \$620
million per annum*

Peak sales in Latin America
estimated to be \$230 million
per annum*

Peak sales in MENA
could be \$140
million per annum*



Pentrox

New Markets and Regulatory Submissions in FY17 and beyond



Penthrox

Intellectual Property

MDI is protecting its future by generating intellectual property from its manufacturing technology and delivery devices.

In the last 12 months MDI has filed and is managing the following patents and trademarks:

- 4 Penthrox Inhaler patents;
- 1 manufacturing patent; and
- Numerous trademark filings to mirror global growth.

MDI is also generating significant “Data Exclusivity” rights from its successful regulatory approvals around the world.

Note: “Data Exclusivity” works like a patent and protects the product in market from competition but usually for a shorter period of time.

Penthrox

Manufacturing

MDI has invested millions of dollars developing new manufacturing technology, techniques and methods.

MDI has:

1. Intellectual property.
2. Global production capacity.
3. Lowest cost to manufacture.
4. Significant competitive advantage.

Penthrox

Outlook

MVP's ambition is to globalise Penthrox and in doing so make it the main stream analgesic of choice around the world. That process has begun. Over the next 12 months we expect to:

1. Obtain approval to sell Penthrox in more than 20 countries throughout Europe and in a number of countries outside the EU;
2. Conclude additional distribution partnership for new countries;
3. Commence and progress work on gathering the clinical data needed to submit a "New Drug Application" to the Food & Drug Administration in the USA, and extend the 'indications for use' for Penthrox;
4. Commence work on producing other Analgesic and Anaesthetic products using the intellectual property that is our new manufacturing process; and
5. Complete our manufacturing facility which will have special purpose Research and Development laboratories dedicated to improving the way we manufacture Penthrox.

Introducing Respiratory Devices

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 size distribution testing and design laboratory.

2016 MDI received FDA approval to sell its range of Anti Static Space Chamber devices in the USA and elsewhere.

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-A-Tech™ spacer range
- Breath-Alert® peak flow meter
- EZ-fit face masks
- KDK oxygen regulators



MDI Medical

Respiratory division

Recently approved by the FDA for sale in the USA.

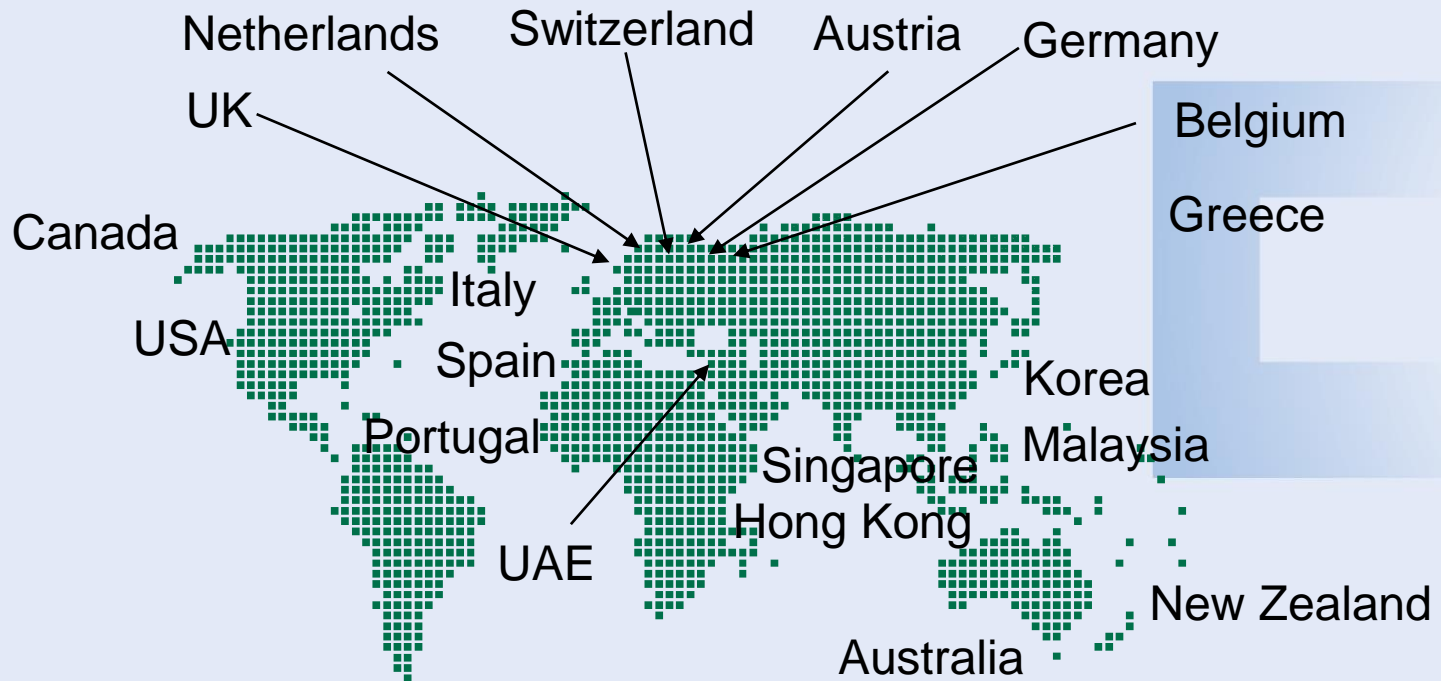
Recently approved for full reimbursement in the UK.

New distribution partners in the USA, Portugal, Spain and first sales.

Growing business internationally.

Respiratory Devices

Existing distribution network



Respiratory division

Future

MDI is investing heavily in developing new and innovative products

- Anti static spacers
- Anti static mask – (1st of its kind)
- Collapsible spacer
- Additional patentable devices and technology

Respiratory Devices

Intellectual Property

MDI is protecting its future by generating intellectual property from its new range of respiratory devices.

MDI has filed a number of global patents.

MDI has filed more than 20 international Trade Marks and Registered Designs.

Respiratory Devices Outlook

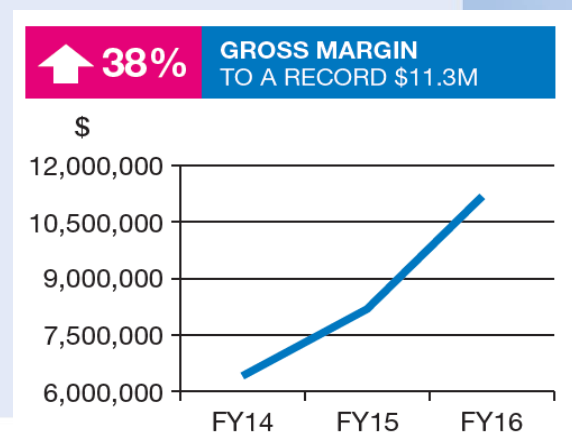
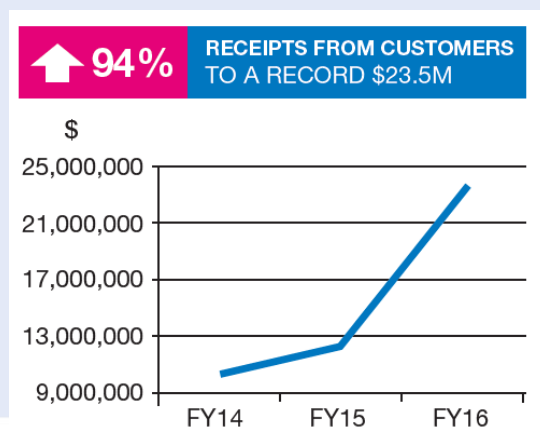
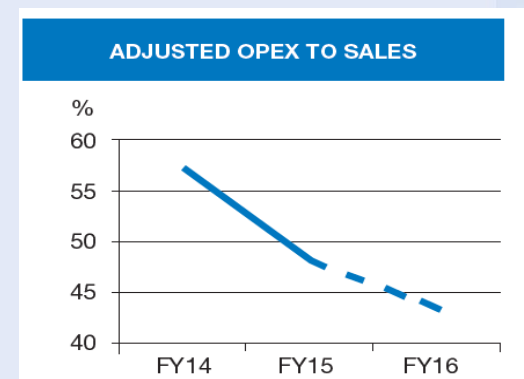
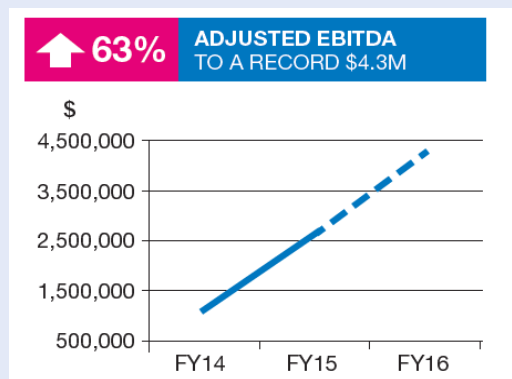
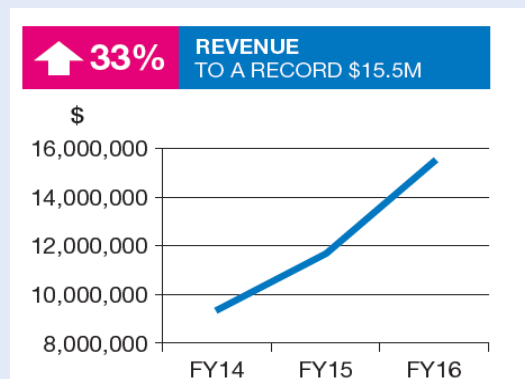
MVP's ambition is to globalise the sales of its Respiratory Devices. That process has begun. We already have partners and make sales in more than 18 countries.

Over the next 12 months we expect to:

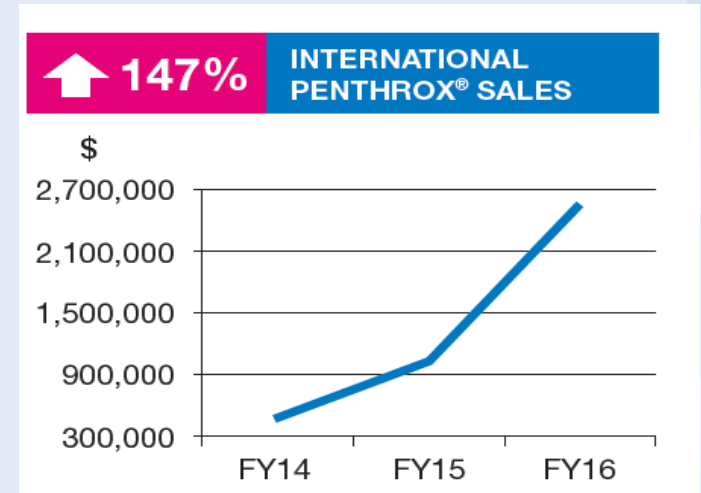
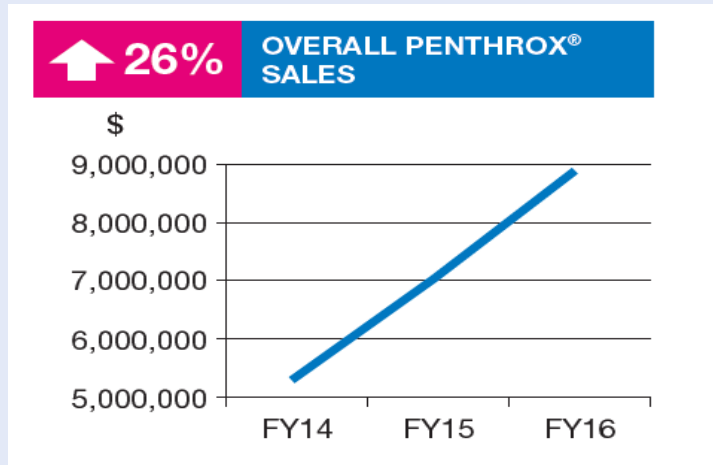
1. Obtain additional partnership deals in the USA and deliver sales growth;
2. Obtain additional partnership deals in other countries around the world;
3. Consolidate our position as the largest supplier of Respiratory Devices in Australia;
4. Introduce new products;
5. Continue to drive down costs and increase the range and quality of our products;

Introducing MVP corporate

Financial summary of FY16



Financial summary of FY16 Penthrox

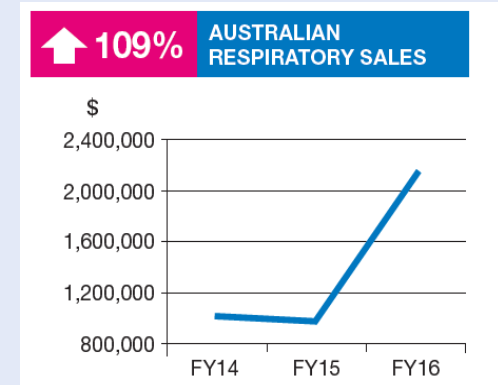
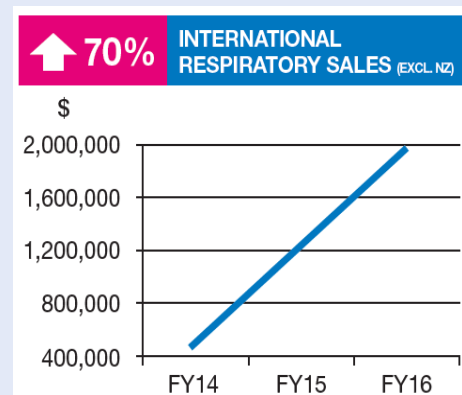
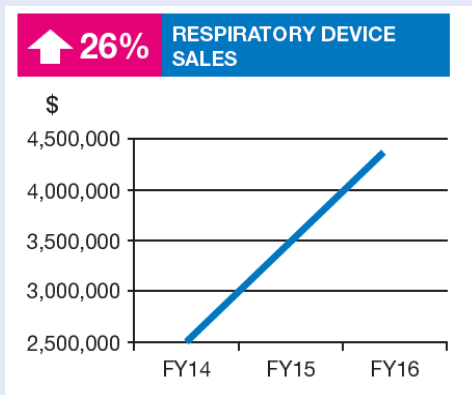


Other key highlights

- Australian hospitals grew 30%
- Australian ambulance business continues to grow
- Middle East sales growth of 31%

Financial summary of FY16

Respiratory



Other key highlights

- Strong result given New Zealand government contract was not renewed
- Sales into Asia grew by more than 70%
- New distribution partners in the USA

Financial Summary

MDI has been profitable every year since listing on the ASX in 2003 and used those profits for registration and additional clinical studies and:

- has generated a positive cash flow every year;
- pays tax and has paid fully franked dividends;
- has received almost \$15 million in upfronts and milestones in the last 15 months; and
- expects a further \$13 million in milestone payments to be received over the next 18 months.

MDI Investor Dashboard (ASX: MVP)

Historical Stock Chart (3yr)



Current stock Price

5.290

▲ 0.010 (0.19%)
19 Oct, 2:10pm

| | |
|-------------|--------|
| Day High | 5.310 |
| Day Low | 5.230 |
| Open | 5.280 |
| Prev. Close | 5.300 |
| Volume | 21,084 |

| | |
|-------------|---------------------|
| 52 Wk. High | 6.850 (3 May 2016) |
| 52 Wk. Low | 2.850 (18 Jan 2016) |
| Mkt. Cap | 309.06 (Mil) |

MDI Corporate Overview

David Williams



Non-Executive Chairman

The Managing Director of Kidder Williams Ltd, with 32 years experience in investment banking.

Dr Harry Oxer



Non-Executive Director

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

Leon Hoare



Non-Executive Director

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

Max Johnston



Non-Executive Director

Recent MD of J&J Asia Pacific. 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

MDI Global strategy

New and revised
materials and process

(lowest cost producer and
significant IP)

Product innovation

(worlds best delivery
devices and significant IP)

New Business
Partners

Clinical trials

(Commercial clinical studies
to support marketing and
product development)

Regulatory
Approval and new
markets

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