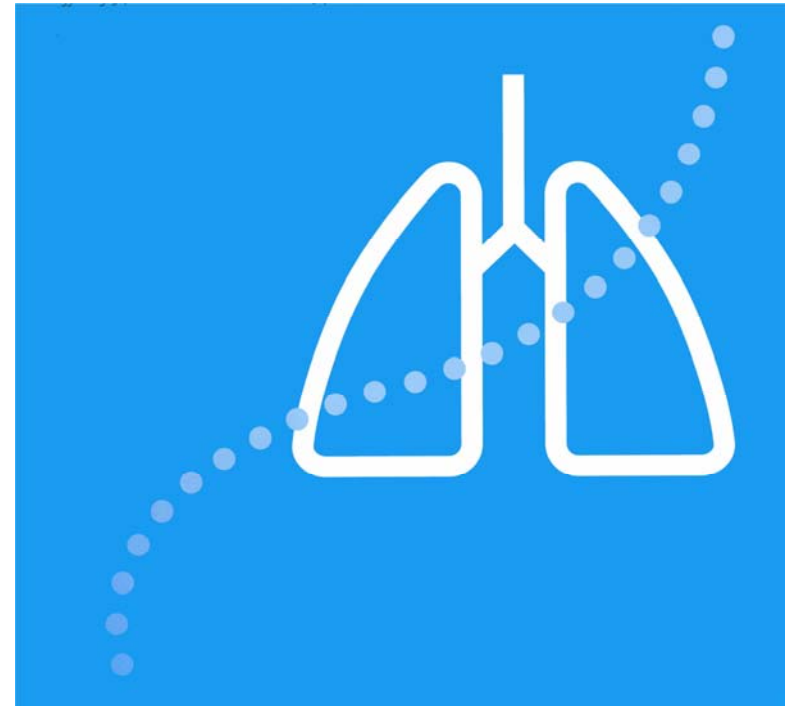


# Medical Developments International Limited (“MDI”)

Presentation

March 2004





- Introduction
- Methoxyflurane
- Medical and Veterinary Equipment
- Resources
- Next steps

The following slides should be read in conjunction with Medical Developments International Limited Financial Report for the Half-Year Ended 31 December 2003, lodged with ASX on 26 February 2004.



# Introduction - Products

## Analgesic for emergency pain relief (Penthrox Inhaler)

- Only manufacturer
- Drug is TGA and Medsafe (NZ) approved
- Plant is GMP Certified
- 48% of MDI sales
- Current Customers:
  - Australian Ambulance Services
  - Australian Defence Forces
  - Research Laboratories worldwide
- Primary advantages
  - Portability
  - Ease of use
  - Use en masse
  - Minimal training required





# Introduction - Products

## Medical Equipment

- Key Products
  - Space Chambers (22% of sales)
  - Face masks (8% of sales)
  - Peak Flow meters (4% of sales)
  - Oxygen Equipment (4% of sales)
- 30 devices registered with the TGA
  - Space Chambers and Peak Flow Meters have CE Marks and registered in USA and Canada
- Current Customers
  - PHARMAC (NZ)
  - Hospitals and Pharmacies
  - Ambulances and Rescue Services





# *Introduction - Products*

## Veterinary Equipment

- Key Products
  - anaesthetic machines (6% of sales)
  
- 66% of revenue from exports



# *Introduction*

Business Performance is meeting expectations

## Financial Performance

- Underlying business is profitable with upside
- On track to meet or exceed the MDA proforma earnings pro-rata for FY2003 disclosed in the Prospectus

## Operations

- Smooth transition to a public company
- Increased production capacity in Methoxyflurane
- Introduction of new financial reporting system on track
- Recruitment efforts (marketing and operations) well progressed

## Growth

- Australian, NZ and Research Laboratories sales improving
- International growth opportunities look promising
- CEO completed 5 week international marketing trip



# *Methoxyflurane*

The timing of registration will determine growth

- Registered in Australia and N.Z.
- Registration requirements in other countries vary considerably:
  - Trial based
    - 2 years
    - Potential to introduce during trials in some jurisdictions
  - Paper based
    - Recognition of registration in Australia and New Zealand
    - Shorter timeframe
  - Approval -v- Registration is available in some countries
- Review of completeness of Registration dossier underway
- Cost of Registration varies considerably



# *Methoxyflurane*

In Australia and New Zealand, our goal is to generate sales this year

## Australia

- Used in:
  - All ambulance services
  - Defence forces
  - Extreme sports
- Use in hospitals is being trialled
- Trials of alternatives not indicating any risk

## New Zealand

- Ambulance Service (discussions underway)
- Military (discussions underway)



# *Methoxyflurane International Opportunities*

North American registration will likely take 2 years, although there is potential for interim sales

## USA

- USA Military application potential
  - FDA exemption possible
  - Registration support – trial based – significant cost benefit
- Ambulance services

## Canada

- Ambulance Services
  - Potential for limited use in parallel with registration process
  - Entonox pollution issues similar to Australia

# *Methoxyflurane International Opportunities*



Registration in UK/Europe will likely take 2 years with limited/no scope for interim sales

## United Kingdom

- Registration generally required before use; however exploring scope for non-registered distribution
- Exploring interest in Ambulance and Military

## European Union

- Considering initial registration in Sweden



# *Methoxyflurane International Opportunities*

South Africa and the Middle East will be priority markets given likely registration time frames

South Africa, UAE, Singapore

- Meetings with numerous parties: distributors, ambulance, hospitals and military
- Strong interest in product
- Various registration options available:
  - approval -v- registration in some jurisdictions
  - paper-based application

International and National Aid Agencies

- Ideal for use in disasters/mass disasters
- Exploring opportunity



# *Medical and Veterinary Equipment*

We expect “double digit” growth in many market segments

## New Zealand

- PHARMAC
  - Only subsidised Peak Flow Meter
  - Expect “knock-on” sales for Spacers

## Europe

- Growth opportunities in anaesthetic machines and Breath Alert monitors

## Australia

- Improve distribution to Australian hospitals and pharmacies
- Finalise commercialisation of 2 medical equipment products

## Singapore

- Increase sales of Spacers



# *Resources*

Key resources are being added to build marketing and production capabilities

## Marketing

- Marketing documents on Methoxyflurane and Medical Equipment completed
- Appointments to be made shortly
- Need to follow up on all opportunities

## Distributor arrangements

- Several MOU's executed, others under consideration
- Decision based on registration and ability to distribute

## Manufacturing

- New appointment to assist in expanding skill base and production capabilities



## *Next steps*

- Pursue Methoxyflurane sales in NZ (Ambulance and Defence)
- Pursue registration in Asia and UAE/Middle East
- Prioritise USA, Europe, UK and Canada based on ability to use/trial in parallel with registration
- Pursue Aid Agencies
- Pursue non-registered channel distribution
- Finalise new distributor arrangements:
  - Australian Hospitals and Pharmacies
  - Medical equipment internationally
  - Methoxyflurane internationally
- Finalise commercialisation of new products
- Complete current recruitment efforts