



8 June 2017

## **ASX ANNOUNCEMENT**

### **Presentation at Jefferies 2017 Global Healthcare Conference – June 9, New York**

Medical Developments International Limited (ASX: MVP) is pleased to announce that it is presenting at the '2017 Jefferies Global Healthcare Conference' in New York from 6 to 9 June.

The conference is one of the largest in the US with over 350 companies presenting in 2016 and 2500 attendees. The conference for MVP encompasses a presentation and a number of 1 on 1 meetings.

The conference features an extensive range of public & private healthcare companies from across the Biopharmaceuticals, Life Sciences and Healthcare Services sectors. MVP was one of the few Australian companies chosen to present.

MVP Chairman, Mr. David Williams said "It is an honour and privilege to put MVP in front of some of the leading executives, institutional and private equity investors in North America and beyond."

Attached is the presentation being made by MVP Chief Executive Officer, Mr. John Sharman at the conference on Friday.

For more information:

John Sharman  
Chief Executive Officer  
03 9547 1888

David Williams  
Chairman  
0414 383 593



### **About Pentrox**

Penthrox is a fast onset, non-opioid analgesic indicated for pain relief by self-administration in patients with trauma and those requiring analgesia for surgical procedures. Penthrox has been used safely and effectively for more than 30 years in Australia with excess of 5.0 million units sold. There is growing interest in Penthrox being used in patients undergoing investigatory procedures, as well as operational procedures such as colonoscopy.

### **About Medical Developments International Ltd**

MVP is an Australian company delivering emergency medical solutions dedicated to improving patient outcomes. MVP is a leader in emergency pain relief and respiratory products. The Company manufactures Penthrox®, a fast acting trauma & emergency pain relief product. It is used in Australian Hospitals including Emergency Departments, Australian Ambulance Services, the Australian Defense Forces, Sports Medicine and for analgesia during short surgical procedures such as Dental and Cosmetic surgery as well as in other medical applications. MVP is expanding internationally and manufactures a range of world-leading Asthma respiratory devices.

### **About Jefferies 2017 Global Healthcare Conference**

<http://www.jefferies.com/OurFirm/Conferences/325/318>



# Disclaimer

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;
9. litigation;
10. loss of key executives or other employees; and
11. adverse publicity and news coverage.

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.

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.

Any statements regarding earnings is not a profit forecast and should not be interpreted to mean that Medical Developments International’s earnings for this year or any subsequent period will necessarily match or exceed the historical published earnings of Medical Developments International. Medical Developments International Limited, its directors, officers and employees do not accept any liability whatsoever for any damage or loss caused by anything contained in this document.

For marketed products discussed in this presentation, please see full prescribing information on our website at [www.medicaldev.com](http://www.medicaldev.com)

All mentioned trademarks are legally protected.

# Vision

Medical Developments International (MVP) 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 and to be the market leader in Medical Devices for Asthma and COPD markets globally.

# The Business

MVP 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 acute pain 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<sup>®</sup>

# Penthrox®

A world class opportunity

## Penthrox®

- Market Leader for trauma pain
- Opiate sparing, fast acting inhalational analgesic
- 85% of patients reach clinical analgesia within 6-10 breaths<sup>1</sup>
- 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



<sup>1</sup> Coffey (2014)- STOP!: A Randomised, Double-blind, Placebo-controlled Study Of The Efficacy & Safety Of Methoxyflurane For The Treatment Of Acute Pain

# Penthrox®

A world class opportunity

## Penthrox®

- Sold in 17 countries around the world including Australia, UK, France, Belgium, Ireland, South Africa, Singapore, New Zealand, UAE, Qatar and elsewhere.
- Major distribution deals signed in Europe and elsewhere since 2015.
- \$18.5 million in upfronts and milestones received.
- Sales commenced in UK, Ireland, France, Belgium and Singapore.
- Six patent applications lodged covering new Penthrox delivery devices.
- Patent application lodged covering new Penthrox manufacturing technology.



# Penthrox®

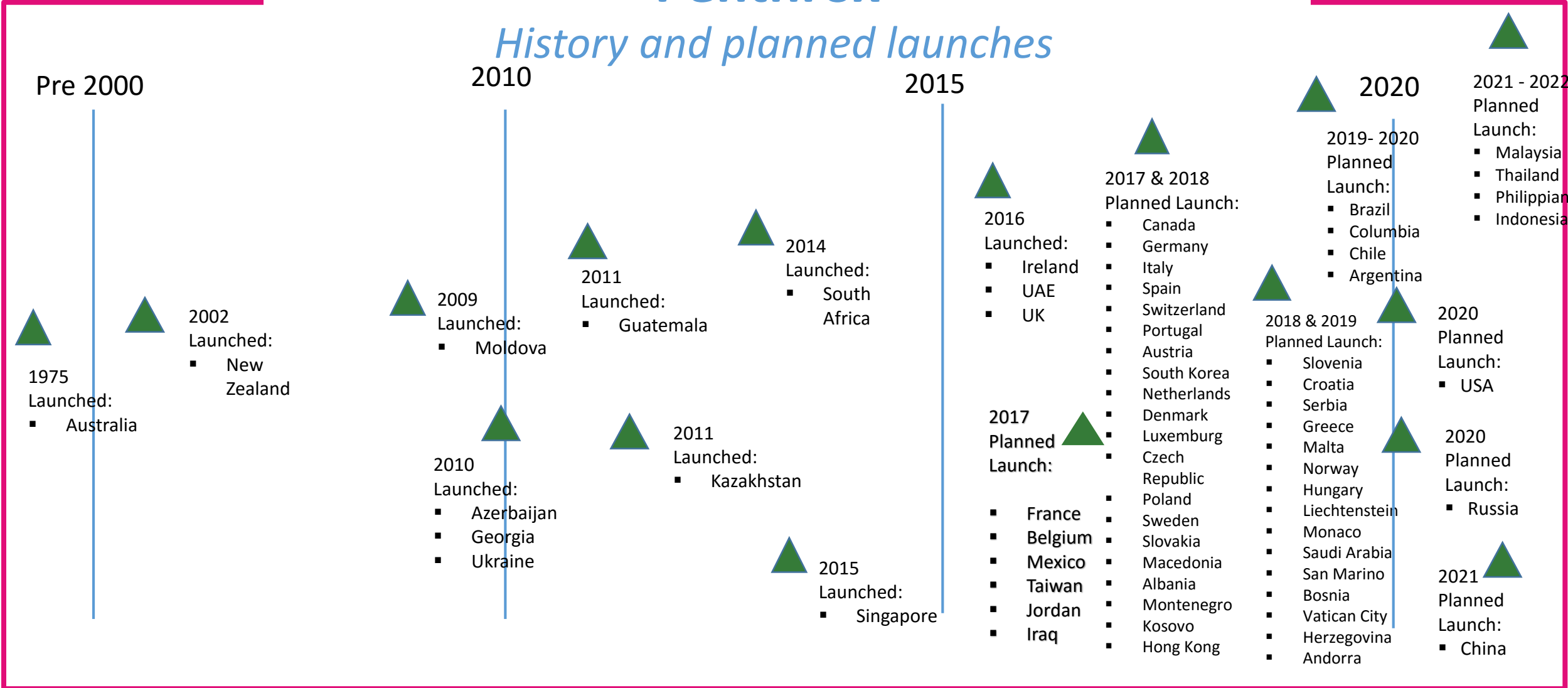
## Planned launches

MVP expect to achieve Regulatory approval to sell Penthrox in approximately 37 additional countries in the next 18 months including:-



# Penthrox®

## History and planned launches



# Penthrox<sup>®</sup>

## Penthrox<sup>®</sup> clinical program for USA



# Penthrox®

## Penthrox® clinical program for USA

MVP had it's second meeting with the FDA in May 2017

The pre-clinical program was agreed

The IND enabling study was agreed

MVP expect to open its IND during FY2018

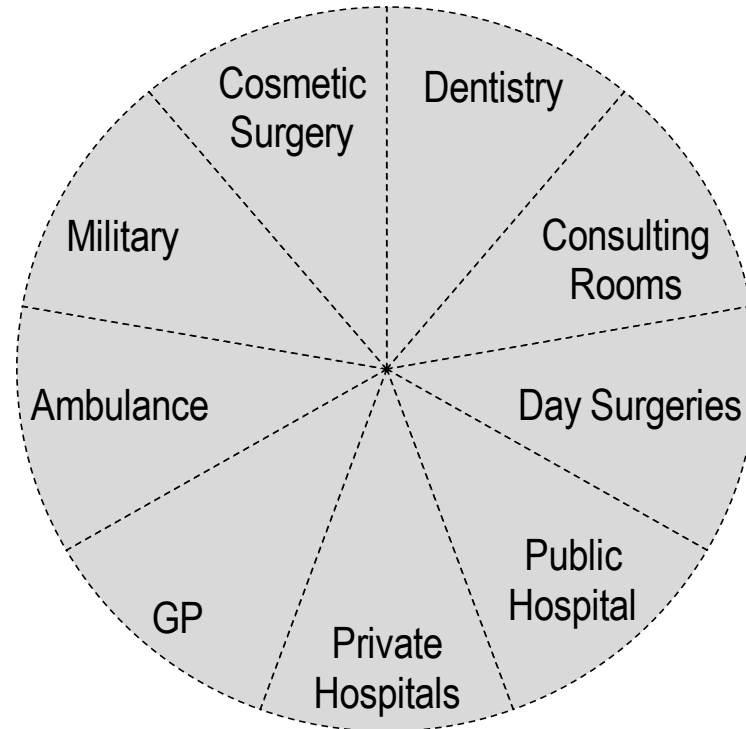
MVP is working towards Penthrox being approved for sale in the USA during 2020

# Penthrox®

## Clinical application

### Painful procedures

- 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
- Cosmetic procedures

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

# Penthrox<sup>®</sup>

## 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<sup>®</sup>

## Benefits over Opiates

### **The benefits of using Penthrox<sup>®</sup> 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 complicated storage and use protocols (is not a controlled medicine).
- Penthrox can be disposed of easily and safely.

# Penthrox<sup>®</sup>

## Benefits over Nitrous Oxide

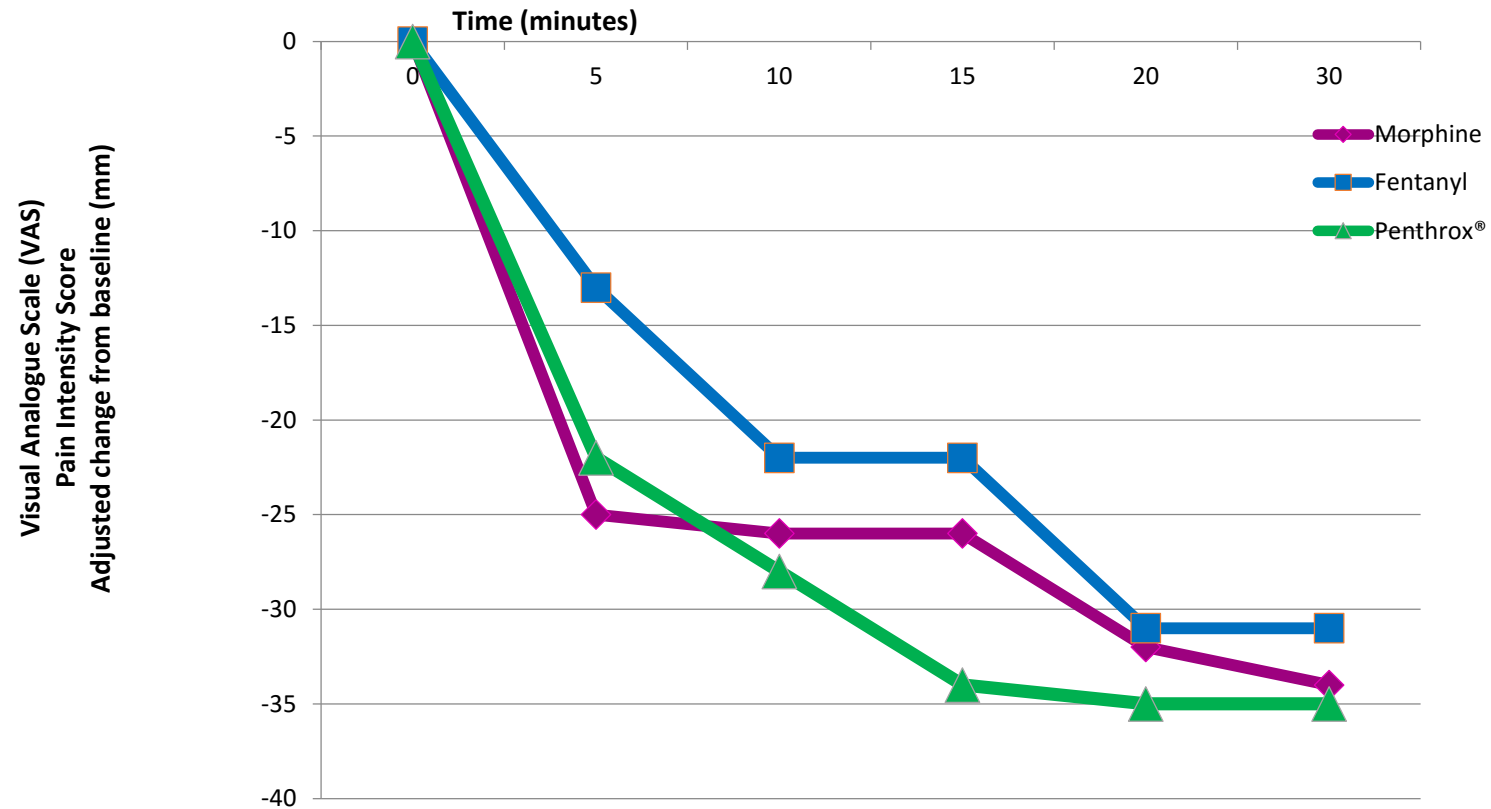
### The benefits of using Penthrox<sup>®</sup> over Nitrous Oxide include:

- 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, as patients can drive themselves home and go back to work after 30 minutes

# Penthrox<sup>®</sup>

Provides rapid pain relief

Average pain reduction from point of administration<sup>1-2</sup>



<sup>1</sup> COFFEY, Frank, et al., 2014. STOP!: A Randomised, Double-Blind, Placebo-Controlled Study Of The Efficacy And Safety Of Methoxyflurane For The Treatment Of Acute Pain; Emergency Medicine Journal.

<sup>2</sup> BOLAND, Meredith, et al., 2007. A Randomized Controlled Trial Comparing Intranasal Fentanyl to Intravenous Morphine For Managing Acute Pain In Children In The Emergency Department; Emergency Medicine Journal.

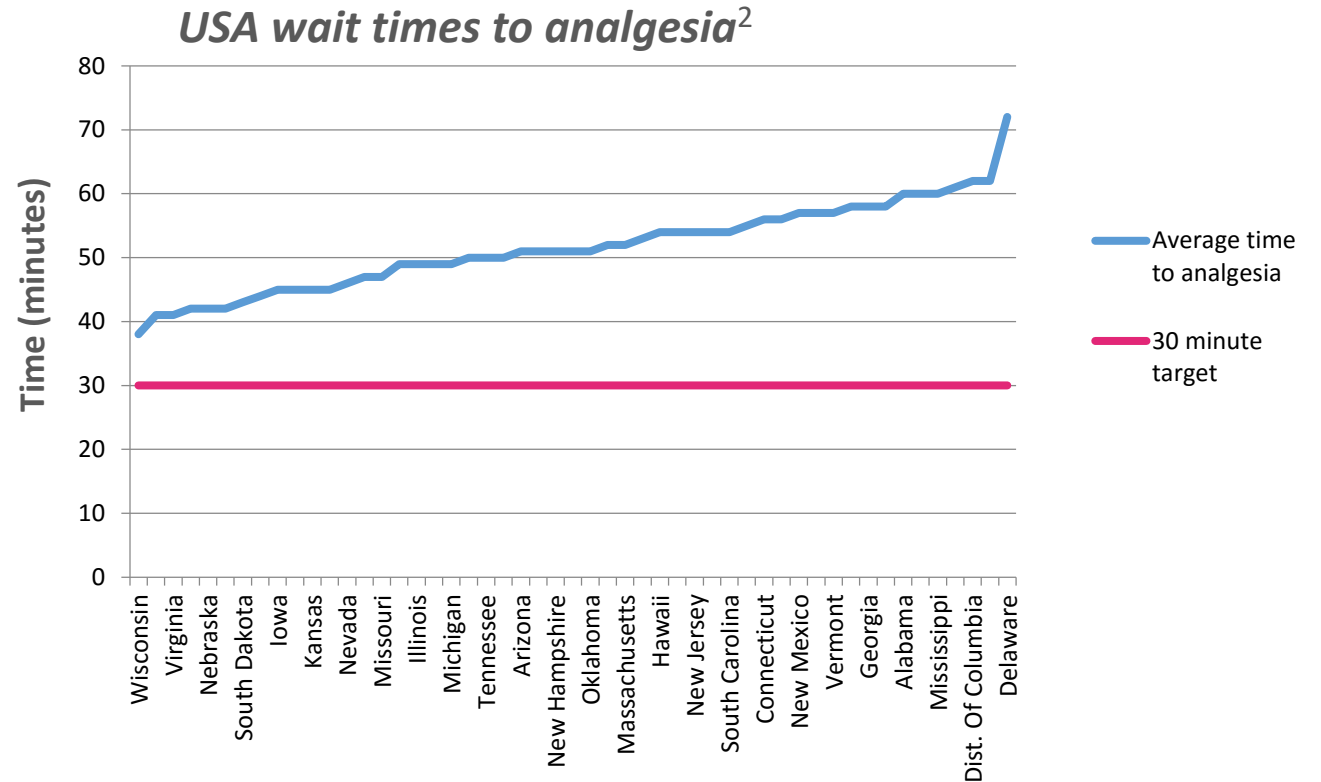
# Penthrox<sup>®</sup>

Can reduce patient waiting times to analgesia



Penthrox<sup>®</sup> assists by being:

- ✓ Self administered
- ✓ Easy to use
- ✓ Not a restricted drug (in Australia)
- ✓ Providing rapid non-opioid pain relief
- ✓ Able to drive home after treatment<sup>1</sup>
- ✓ Less observation time
- ✓ Earlier discharge

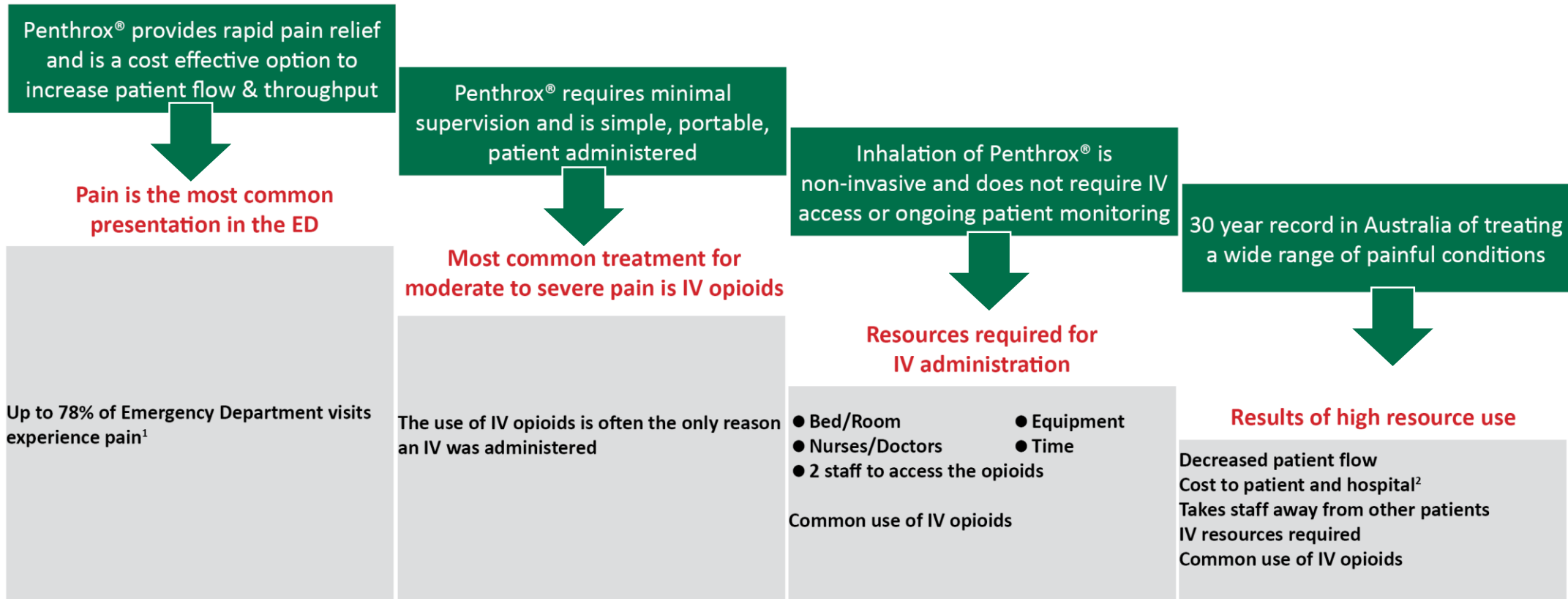


<sup>1</sup> NGUYEN, Nam, 2016. Psychomotor And Cognitive Effects Of 15-Minute Inhalation Of Methoxyflurane In Healthy Volunteers: Implication For Post-Colonoscopy Care; <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5110336/>

<sup>2</sup> GROEGER, Lena, et al., 2017. ER Wait Watcher- State-by-state Waiting Times; ProPublica. <https://projects.propublica.org/emergency/>

# Penthrox®

## Can reduce resources used in pain management



<sup>1</sup>TODD, Knox, 2010. Chronic Or Recurrent Pain In The Emergency Department: National Telephone Survey Of Patient Experience; Western Journal of Emergency Medicine. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3027428/>

<sup>2</sup> PALMER, Pamela et al., 2016. Cost Of Delivering Intravenous Opioid Analgesia In Emergency Departments In The United States; AcelRx

# Penthrox®

Can reduce overcrowding in EDs

## PENTHROX® IN THE ED

Penthrox® has the ability to improve an ED's medical care as it can:

### Leads to:

- Treatment of patients outside designated zones
- Decreased patient satisfaction
- Longer delays in evaluation and treatment
- Increased cost to the hospital
- Increased ambulance diversion time
- A lower quality of medical care and compromising patient safety

- Reduce the time to analgesia
- Increase patient satisfaction levels
- Reduce the costs to hospitals
- Administered anywhere without the additional risk to patients
- Reduce observation time and accelerate time to discharge

## OVERCROWDING IN THE ED

Overcrowding impact is recognized by the American College of Emergency Physicians (ACEP)

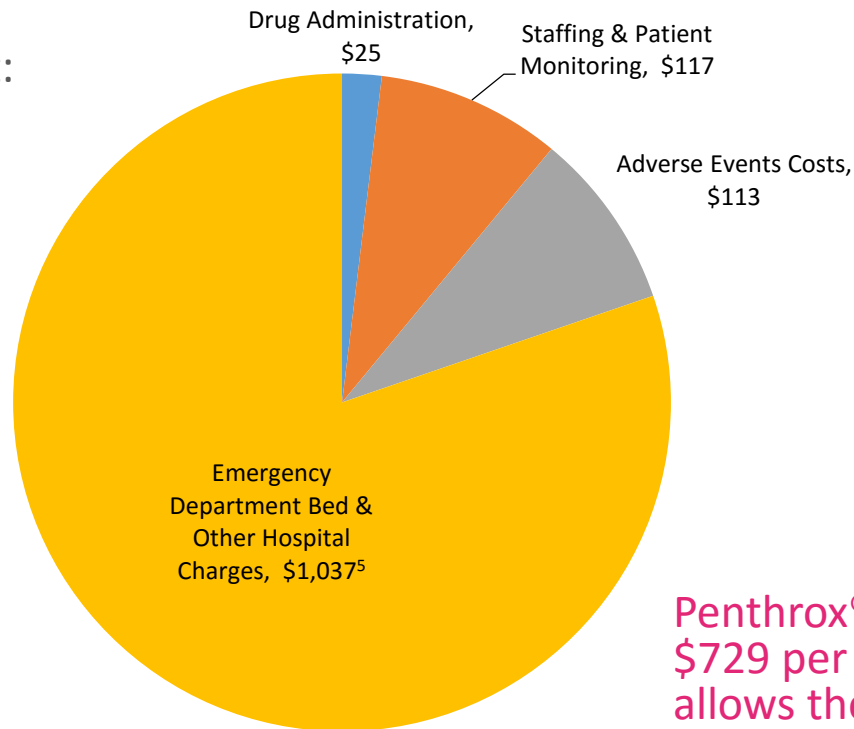
American College of Emergency Physicians (ACEP), 2016. Clinical & Practice Guidelines - Crowding; ACEP. <https://www.acep.org/clinical---practice-management/crowding/>

# Pentrox®

## Can reduce the cost of analgesia

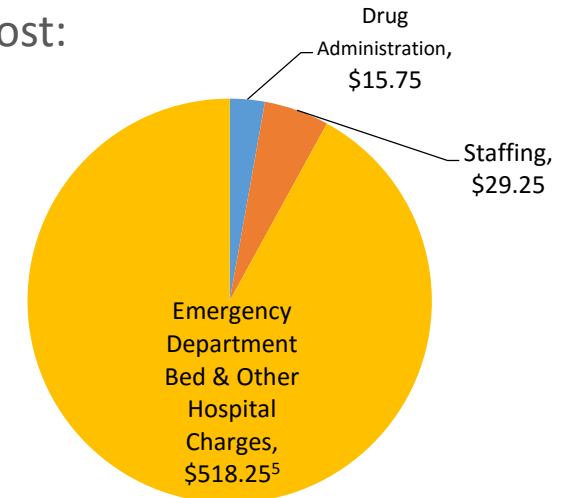
### Average costs of an IV Opioid treatment

Total Cost:  
\$1,298



### Average costs of a Pentrox® treatment\*

Total Cost:  
\$563\*



Pentrox® could help to reduce the cost of analgesia by approximately \$729 per patient, as it is non-invasive, requires less observation time and allows the patient to receive medical attention and be discharged earlier.

1 DIDONATO, K, et al, 2016. Intravenous Administration of Morphine In The Emergency Room Inflicts A Substantial Economic Burden In The EU5. Available from: [http://www.ancelrx.com/technology/publications/arx-04/Poster%20PSY45\\_06OCT2016.pdf](http://www.ancelrx.com/technology/publications/arx-04/Poster%20PSY45_06OCT2016.pdf)  
2 PALMER, Pamela et al., 2016. Cost Of Delivering Intravenous Opioid Analgesia In Emergency Departments In The United States; AcelRx <http://www.ancelrx.com/technology/publications/arx-04/ISPOR%202016%20ER%20IV%20MS%20Poster%205%209%2016.pdf>  
3 FOLEY, Mathew, et al., 2008. Financial Impact of Emergency Department Crowding. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3099606/>  
4 Cleveland Clinic, 2016. Patient Price Information List; <http://my.clevelandclinic.org/ccf/media/files/Patients/cleveland-clinic-main-charges.pdf>  
5 Based on company estimates of 4-6 hours observation post IV administration compared with 2 hours of observation pre discharge when using Pentrox

\*Based on company estimates

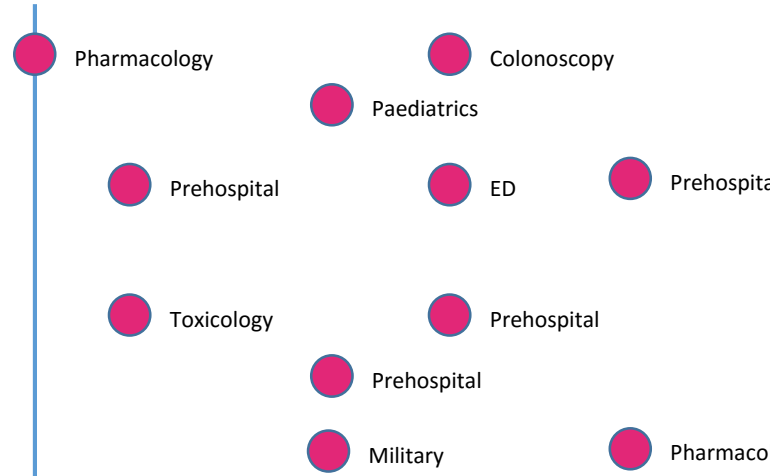
# History of Pentrox®

## Clinical studies & publications to present

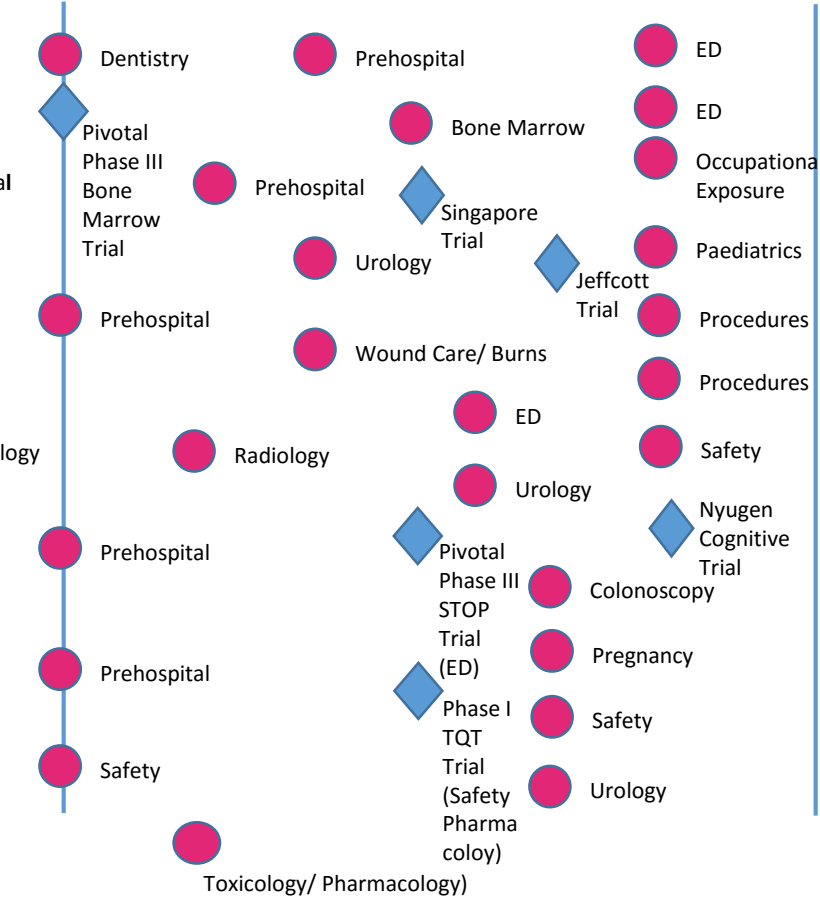
### Pre-2005 Studies

- |              |               |
|--------------|---------------|
| ● Obstetrics | ● Burns       |
| ● Obstetrics | ● Burns       |
| ● Dental     | ● Burns       |
| ● Analgesia  | ● Post-Op     |
| ● Obstetrics | ● Obstetrics  |
| ● Obstetrics | ● Obstetrics  |
| ● Obstetrics | ● Obstetrics  |
| ● Obstetrics | ● Obstetrics  |
| ● Obstetrics | ● Dental      |
| ● Obstetrics | ● Dental      |
| ● Obstetrics | ● Burns       |
| ● Obstetrics | ● Obstetrics  |
| ● Obstetrics | ● Procedural  |
| ● Post-Op    | ● Obstetrics  |
| ● Obstetrics | ● Analgesia   |
| ● Obstetrics | ● Prehospital |
| ● Burns      | ● ED          |
|              | ● Prehospital |
|              | ● Analgesia   |

2005



2010



2017

● = Published paper  
◆ = Clinical trial

# History of Pentrox<sup>®</sup>

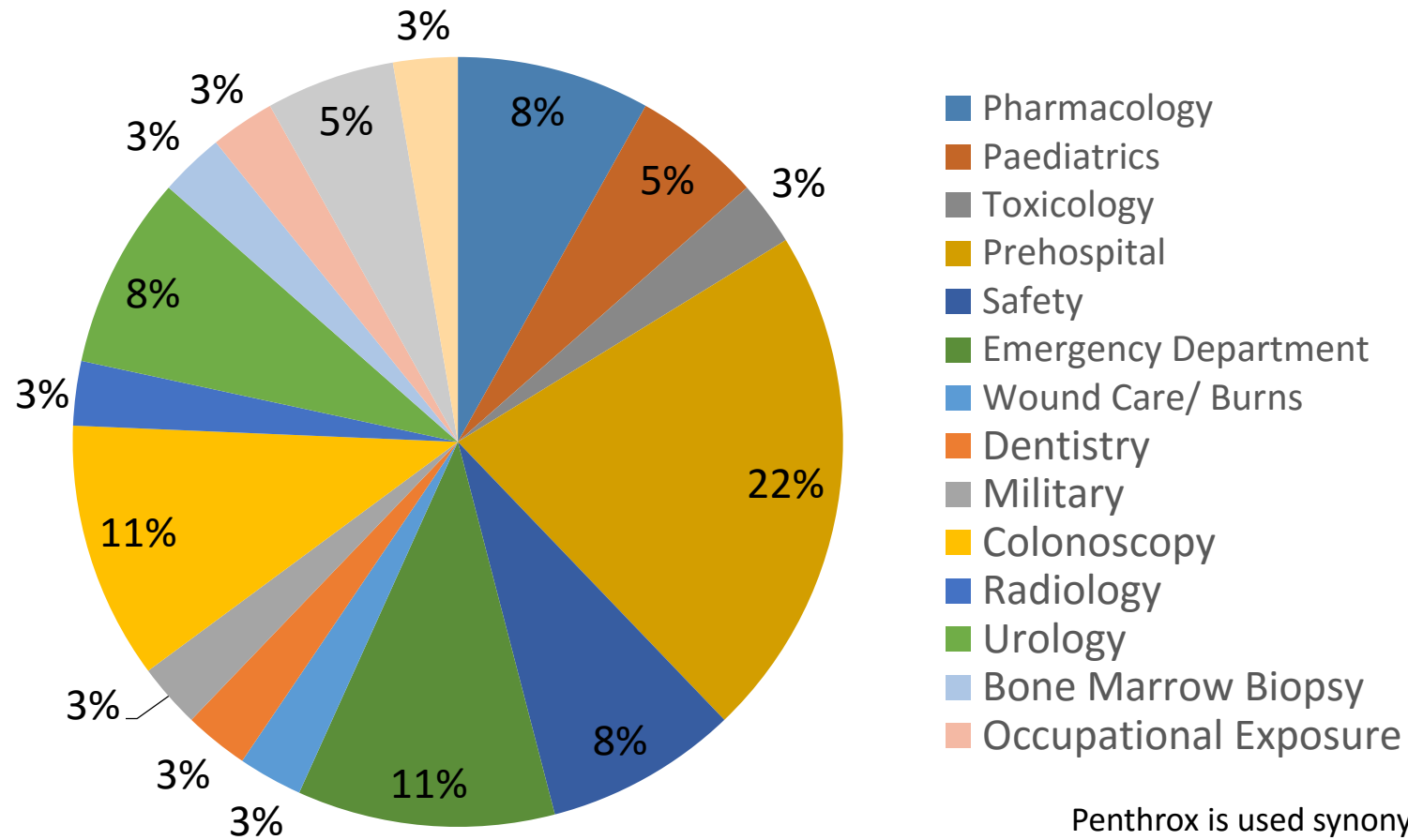
Clinical studies & publications to present

**235,861** *patients have been studied in  
more than 75 clinical trials  
over 30 years*

Pentrox is used synonymously with methoxyflurane

# History of Pentrox<sup>®</sup>

Clinical studies & publications to present  
*235,861 patients*



Pentrox is used synonymously with methoxyflurane

# Future of Pentrox®

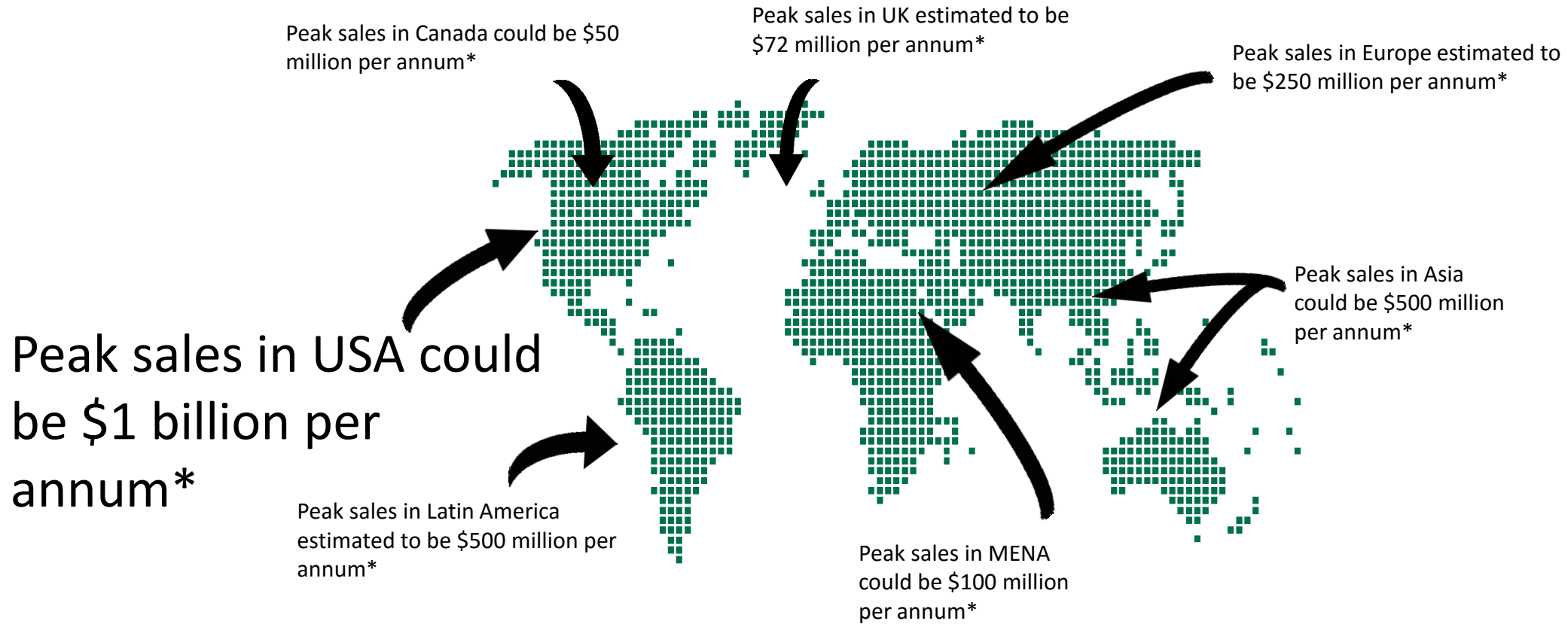
## Clinical development program

Additional clinical trials and studies are planned for FY17 (and beyond) which will broaden the indications for use of Pentrox®. Our longer term ambition is to extend the use of Pentrox® into:

- Acute Pain / Minor Surgical Procedures;
- Acute Anxiety – replacement therapy for SSRI's or Benzo's;
- Breakthrough Pain / Repeat Use; and ultimately
- Home Use / First aid box.

# Future of Pentrox®

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



\*Bases on company estimates including assumptions around market penetration and reimbursement levels

# Future of Pentrox®

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\*

\*Bases on company estimates including assumptions around pricing, market penetration and reimbursement levels

# Future of Penthrox®

Potential global sales for selected 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\*

\*Based on company estimates including assumptions around pricing, market penetration and reimbursement levels

# Future of Pentrox®

Potential global sales for Home Use \$3 billion+

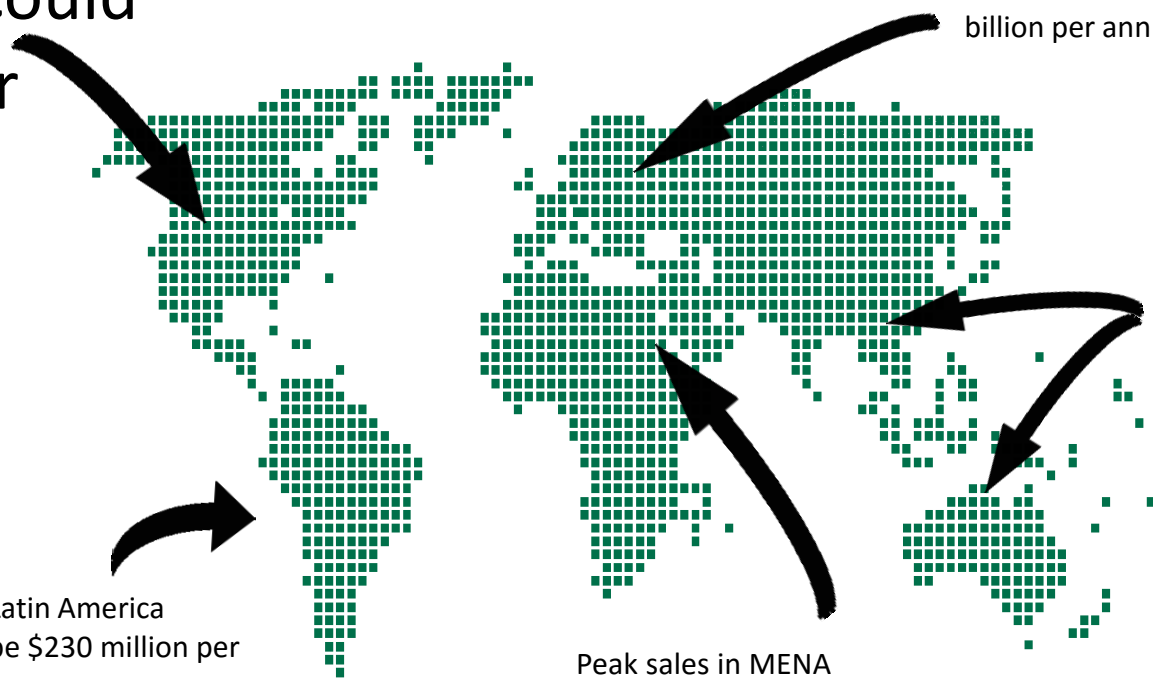
Peak sales in USA could be \$900 million per annum\*

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

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

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

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



\*Bases on company estimates including assumptions around pricing, market penetration and reimbursement levels

# Penthrox®

## Intellectual Property

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

MVP has filed and is managing the following patents and trademarks:

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

MVP 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

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

MVP 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 18 months we expect to:

1. Obtain approval to sell Penthrox in more than 30 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. Continue work to develop new manufacturing process for Analgesic and Anaesthetic products and create significant intellectual property; 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

# MVP Medical

## Respiratory division

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

In 2011 MVP launched a new range of products using MVP'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 MVP invested in developing its own particle size distribution testing and design laboratory.

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

# MVP Medical

## Respiratory division

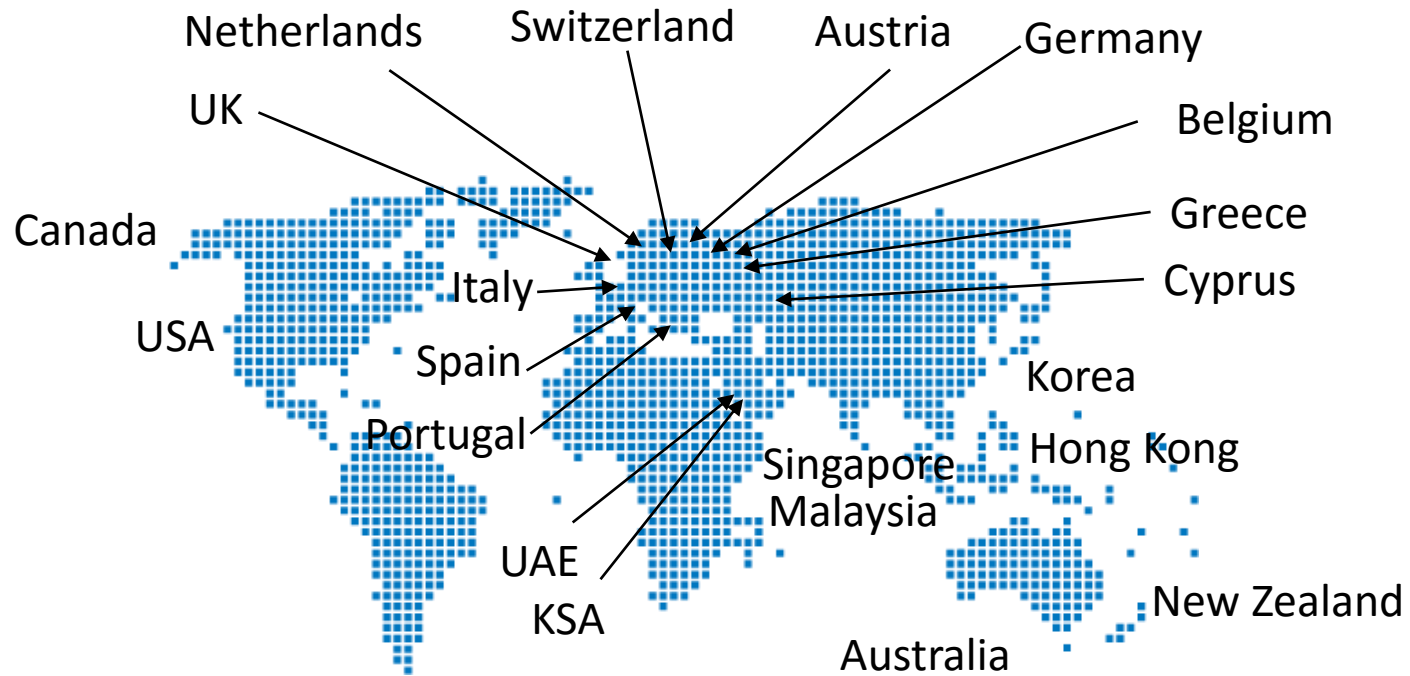
MVP offers a range of devices that can be used to help patients manage and take control of their asthma and COPD.

- Space Chamber Plus™ anti-static spacer range
- Space Chamber Plus™ spacer
- Space Chamber™ Autoclavable
- Compact Spacer Chamber Plus™
- Breath-A-Tech™ spacer range
- Breath-Alert® peak flow meter
- EZ-fit face masks
- KDK oxygen regulators
- Respiratory Functional Testing (RFT) Spacer
- Econo Spacer



# Respiratory Devices

## Existing distribution network



# Respiratory Division

## Future

MVP respiratory products:

- now sell in 20 countries;
- are ranged and/or available in 10,000 pharmacies across the USA;
- have achieved full reimbursement from healthcare funds in the USA;
- are Australia's leading brand with an estimated market share of 55%+; and
- are delivering strong growth around the world.

# Respiratory Division

## Future

MVP is investing heavily in developing new and innovative products

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

Two new products will be launched during 2017.

# Sales & Marketing

## USA respiratory devices update

### USA Asthma update

There are circa 67,000 pharmacies in the USA.

There are circa 18.4 million adults suffering from Asthma<sup>1</sup>

There are circa 6.2 million children suffering from Asthma<sup>1</sup>

There are circa 3,651 deaths each year in the USA from Asthma<sup>1</sup>

Valved Holding Chambers are a critical part in the wellbeing of asthma patients.

# Sales & Marketing

## USA respiratory devices update

### Key Pharmacy accounts update

#### Walmart – April 2017

- 4,624 US stores
- Ranging confirmed & orders placed with McKesson
  - 2 SKUs in all stores, 2 remaining SKUs with limited distribution

#### K-Mart – April 2017

- 1,000 US stores
- Ranging confirmed & orders placed with Cardinal Health
  - 2 SKUs in all stores, 2 remaining SKUs are optional

#### Costco – April 2017

- 500 US stores
- MVP SKUs confirmed as preferred spacer band



# Sales & Marketing

## USA respiratory devices update

### Key Pharmacy Buying Groups update

#### Independent Pharmacy Co-op – March 2017

- 3,000 independent US stores
- Ranging confirmed and first orders received



#### Price Choppers – April 2017

- 88 US stores
- Ranging confirmed and first orders received



# Respiratory Devices

## Intellectual Property

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

MVP has filed a number of global patents.

MVP has filed international Trade Marks and Registered Designs in more than 20 countries.

# 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 20 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; and
5. Continue to drive down costs and increase the range and quality of our products.

# Introducing MVP Corporate

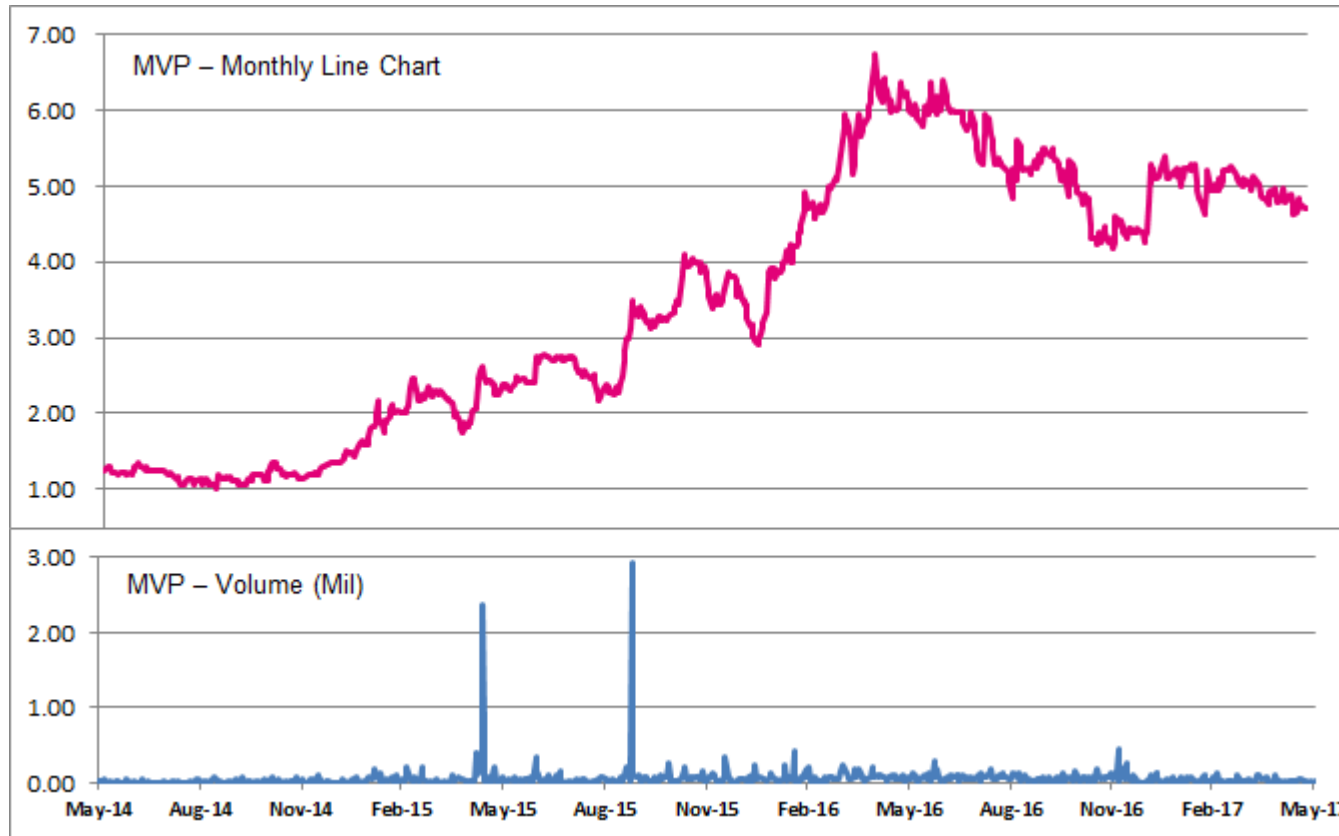
# Financial Summary

MVP 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 \$20 million in upfronts and milestones in the last 18 months;
- has reinvested profits and upfronts and milestones back into the business to facilitate global growth; and
- MVP expect additional upfronts to be collected in the coming 18 months.

# MDI Investor Dashboard (ASX: MVP)

## Historical Stock Chart (3yr)



## Current Stock Price

**4.71** — 0.000 (0.00%)  
1 Jun, 12:02pm

Day High 4.710

Day Low 4.690

Open 4.710

Prev. Close 4.710

Avg. Volume 35,826

52 Wk. High 6.440 (24 Jun 2016)

52 Wk. Low 4.120 (6 Dec 2016)

Mkt. Cap 276.59 (Mil)

# MVP Corporate Overview

David Williams



**Non-Executive Chairman**

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

Dr Harry Oxe



**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.

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**

# MVP Global Strategy

**New and revised materials and process**

(lowest cost producer and significant IP)

**Product innovation**

(world's best manufacturing processes and delivery devices resulting in significant IP)



**New Business Partners**

**Clinical trials**

(Commercial clinical studies to support marketing and product development)

**Regulatory Approval and new markets**

# Contact Details

## HEAD OFFICE

4 Caribbean Drive

Scoresby, Victoria, Australia, 3179

Tel: +61 3 9547 1888

Fax: +61 3 9547 0262

Web: [www.medicaldev.com](http://www.medicaldev.com)



Medical  
Developments  
International