Medical Developments International

August 2017

Medical Developments International

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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.

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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 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.

Penthrox®

Penthrox®

UK and Ireland update

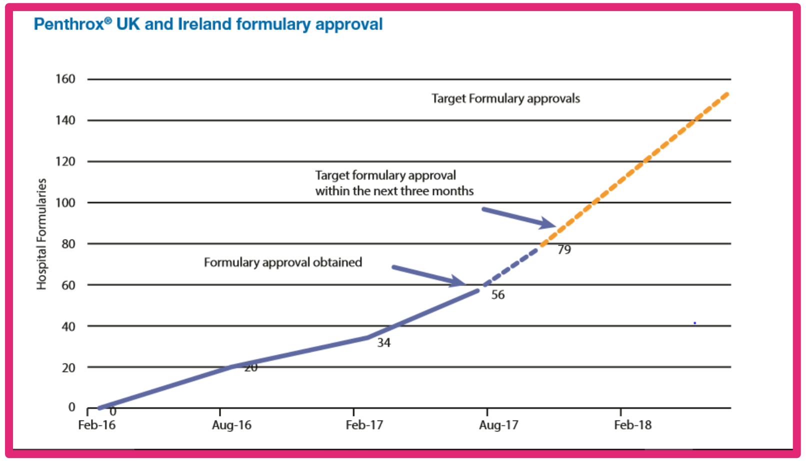
In market sales in the UK and Ireland grew 167% in H2FY17.

There are 56 hospital formulary approvals.

All 56 hospitals are ordering on a regular basis.

Penthrox has been sold into 122 Hospitals, clinics and ambulance services in the UK and Ireland so far.

Many of these first sales are “pre formulary” approvals.



20+ additional formulary approvals are expected in the next few months, including Kings College.

In market sales into hospitals are growing at a rate of 20+% a month for the last 6 months.

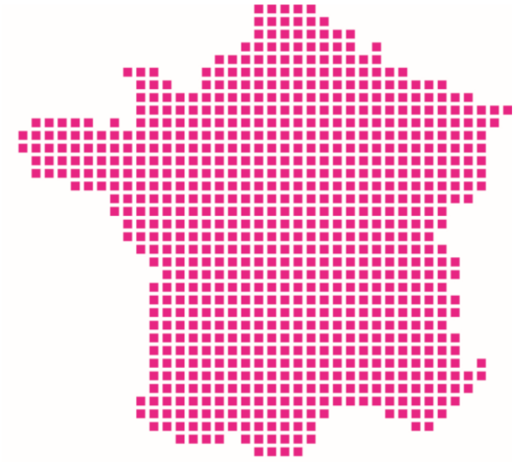
Penthrox®

France update

We are delighted by our partner's progress in France.

In market sales in France are growing quickly. In summary:

- The target is 350 hospitals to approve Penthrox in France.
- 250 formulary applications have already been submitted.
- 99 formularies have approved Penthrox in France.
- 21 formularies have rejected the formulary applications.
- 143 hospitals have ordered Penthrox in France.
- About 50% of customers who have ordered Penthrox have already re-ordered.



Penthrox®

Regulatory approval for Penthrox in the rest of Europe

We are ahead of our timeline for Penthrox to be approved in another 22 European countries.

Sales are expected during H2FY18.

We expect Regulatory Approvals for an additional 15 countries during 2018.

Expected approvals for Penthrox® over the next 12 to 18 months

Czech Republic	Portugal
Poland	Spain
Slovakia	Saudi Arabia
Macedonia	Hong Kong
Albania	Jordan
Montenegro	Iraq
Kosovo	Canada
Slovenia	Austria
Croatia	South Korea
Serbia	Netherlands
Greece	Denmark
Malta	Luxemburg
Norway	Liechtenstein
Andorra	Monaco
Italy	San Marino
Germany	Bosnia
Sweden	Vatican City
Switzerland	Herzegovina
Mexico	

Penthrox®

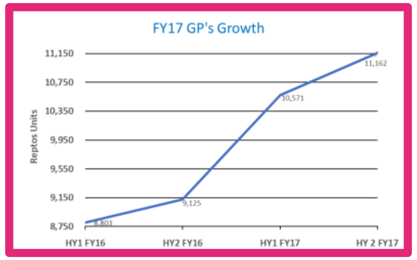
Australia and New Zealand

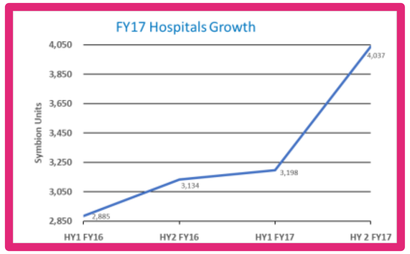
Sales of Penthrox to Ambulance in Australia remain strong.

Sales of Penthrox to Hospitals grew 20%.

Sales of Penthrox to GP's grew 21%.

Sales of Penthrox to NZ Ambulance grew 593% as a result of all NZ Ambulances adopting Penthrox as first line sole analgesia in all ambulances.





Penthrox®

USA

Work on getting Penthrox approved in the USA is progressing well.

We are on track to submit our IND in the next six months.

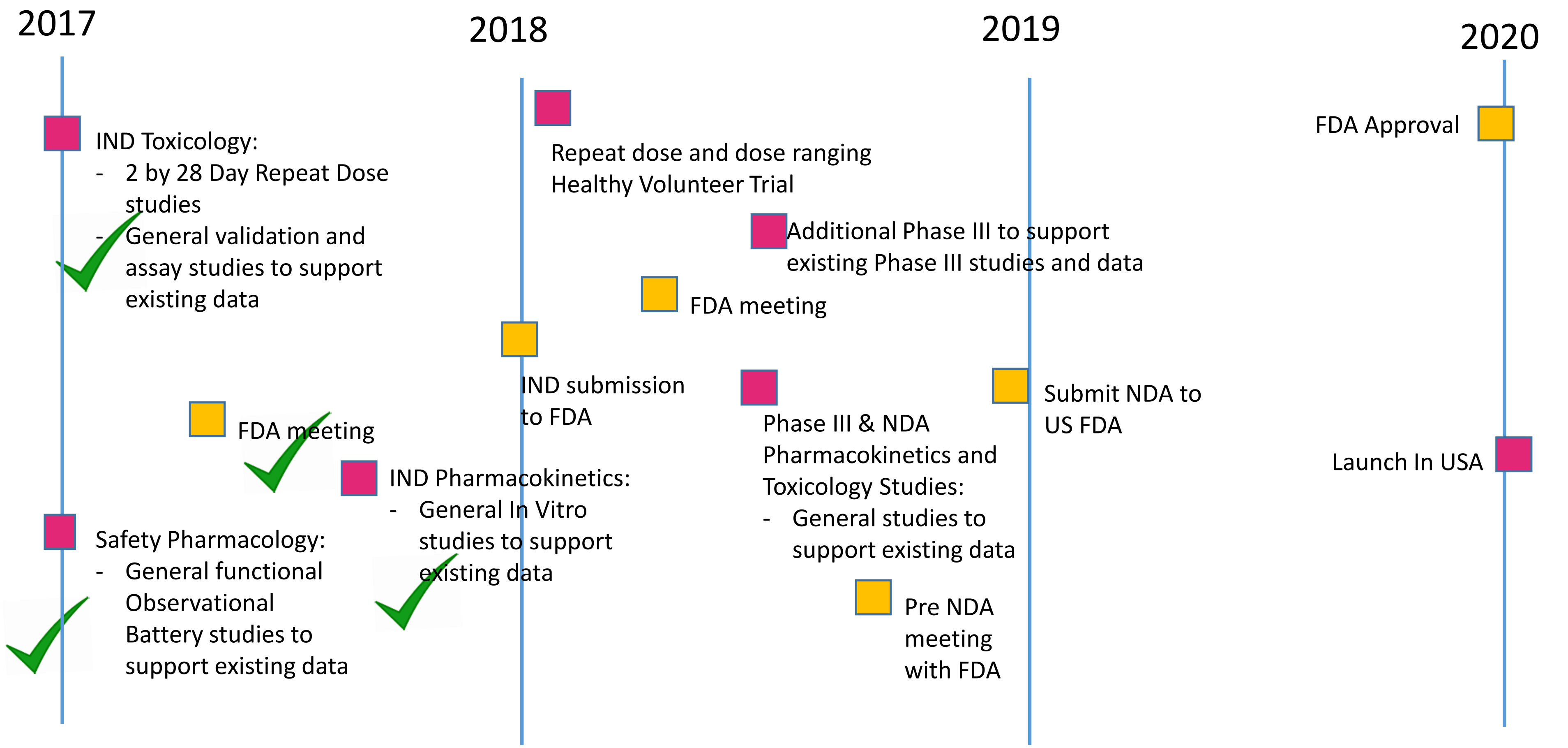
After discussions with the FDA we will request Penthrox be granted “fast track” status by the FDA.

We are very encouraged by our recent FDA meeting.

We believe the aggressive negative bias against opioids for analgesia in the USA make Penthrox a compelling alternative.

Future of Penthrox®

Penthrox® clinical program for USA



Future of Penthrox®

Global growth plans

Pre 2000

1975 Launched:
- Australia

2002 Launched:
- New Zealand

2010

2009 Launched:
- Moldova

2010 Launched:
- Azerbaijan
- Georgia
- Ukraine

2011 Launched:
- Guatemala

2011 Launched:
- Kazakhstan

2014 Launched:
- South Africa

2015

2015 Launched:
- Singapore

2016 Launched:
- Ireland
- UAE
- UK

2017 Planned Launch:
- France
- Belgium
- Mexico
- Taiwan
- Jordan
- Iraq

2017 & 2018 Planned Launch:
- Canada
- Germany
- Italy
- Spain
- Switzerland
- Portugal
- Austria
- South Korea
- Netherlands
- Denmark
- Luxemburg
- Czech Republic
- Poland
- Sweden
- Slovakia
- Macedonia
- Albania
- Montenegro
- Kosovo
- Hong Kong

2018 & 2019 Planned Launch:
- Slovenia
- Croatia
- Serbia
- Greece
- Malta
- Norway
- Hungary
- Liechtenstein
- Monaco
- Saudi Arabia
- San Marino
- Bosnia
- Vatican City
- Herzegovina
- Andorra

2020

2019- 2020 Planned Launch:
- Brazil
- Columbia
- Chile
- Argentina

2020 Planned Launch:
- USA

2020 Planned Launch:
- Russia

2021 Planned Launch:
- China

2021 - 2022 Planned Launch:
- Malaysia
- Thailand
- Philippians
- Indonesia

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Future of Penthrox®

Clinical development program

Additional clinical trials and studies are planned for FY18 (and beyond) which will broaden the indications for use of Penthrox®. Our longer term ambition is to extend the use of Penthrox® into:

- Acute Pain / Minor Surgical Procedures (market size estimate $2billion);
- Acute Anxiety – replacement therapy for SSRI's or Benzo's;
- Breakthrough Pain / Repeat Use (market size estimate $6billion); and ultimately
- Home Use / First aid box.

Future of Penthrox®

Clinical development program

A summary of clinical trials and studies underway (including in planning stage) which are designed to gain regulatory approvals around the world and extend the approved “indications of use” for Penthrox:

- Paediatric study for Penthrox in Europe. This will be used to gather additional approvals around the world.
- Head to head study Penthrox v Standard of care in the ER (including opioids-Italy). Global application.
- Head to head study Penthrox v Standard of care in the ER (including opioids-Spain). Global application.
- Nurse Initiated Pain Protocol with Self-Administered Inhaled Analgesia in the Emergency Department (Sing Health).
- A Post Authorisation Safety Study for the users of Penthrox in Europe. Global application – particularly USA.
- Animal studies covering toxicity, repeat use and pharmacokinetics (USA).
- 2 x Healthy Volunteer studies (USA and Europe). Designed for USA approval and global indication extensions.
- Truss Biopsy in Australia (to promote use of Penthrox in minor surgical procedures).
- Penthrox in Acute Pain – colonoscopy (Europe). To extend the indication in Europe and elsewhere to Acute Pain Procedures.

Future of Penthrox ®

New manufacturing technology

Our new manufacturing facility has been completed on time and on budget.

TGA is scheduled to return and audit the facility during September.

We expect to be fully GMP compliant by the end of 2017.

The new facility will deliver a quantum shift in the manufacturing of Penthrox in terms of cost, quality, consistence and capacity.

Future of MVP

New manufacturing technology


Our Process Development Project (PDP) with the CSIRO is progressing very well. Our ambition is to develop new manufacturing technologies that will deliver cost saving, improved quality, consistency and safety standards for existing and new small molecule pharmaceuticals.

We have successfully completed 'desk top' scientific due diligence on 3 molecules which relate to the following markets:-

- A non steroidal anti-inflammatory drug: Est. $5 billion market size
- A bronchodilator/chronic respiratory drug: Est. $100 million market size
- A non-opiate analgesic for localised pain relief: Est. $3 billion market size

Work continues.

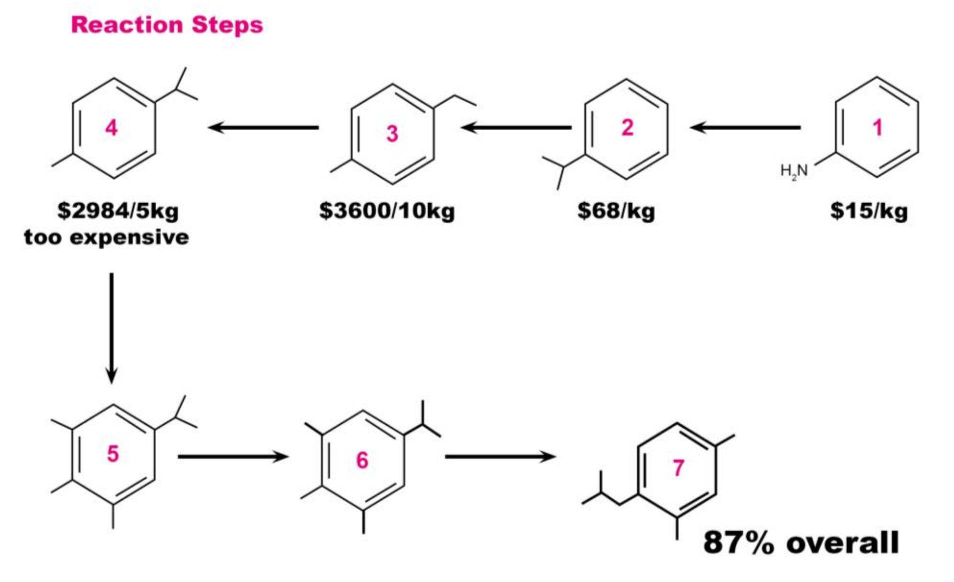

Future of MVP

New manufacturing technology

We have successfully invented a process to manufacture a small molecule pharmaceutical where the raw material is usually purchased at Reaction Step 4.

We are investigating ways we can make the raw material at Reaction Step 4 using our technology (i.e. Reaction Step 1 to 4).

If so, the result could be that this small molecule will be manufactured at a faction of the price the world currently makes it at.



Future of MVP

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®

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 37 countries throughout Europe and in a number of countries outside the EU. We expect to make first sales during H2FY18 into many of these new countries. However we expect more material sales growth to commence during FY19 and beyond as the various approvals at hospital level are obtained and the use of Penthrox becomes "main stream".
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; and
4. continue work to develop a new manufacturing process for small molecule pharmaceuticals and create significant intellectual property.

Respiratory and Medical Devices

MVP Medical

Respiratory Division

Sales of Respiratory Devices across the world grew 50%

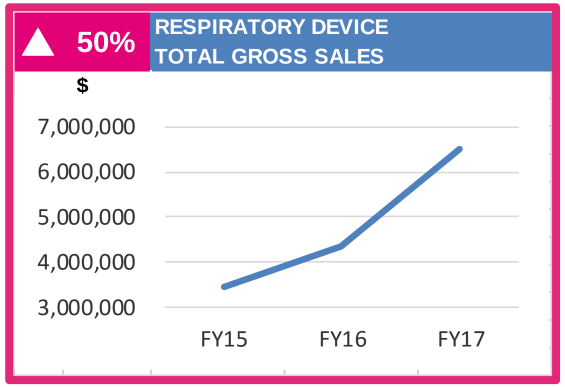
Sales of Respiratory Devices in the USA grew 353%

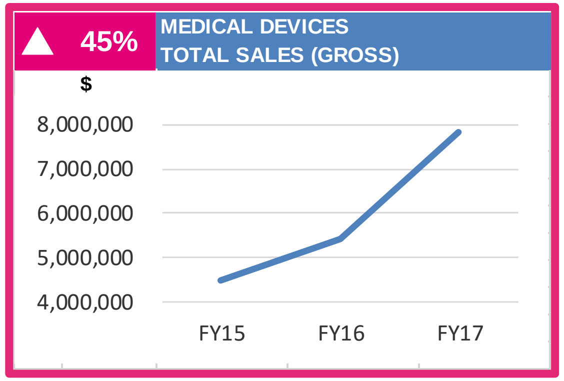
We now have almost 11,000 pharmacies available to sell our product across the USA

Sales of Respiratory Devices in Europe grew 32%

Sales of Breath-A-Tech in Australia grew 182%

Sales of Medical Devices globally (including VET) grew 45%





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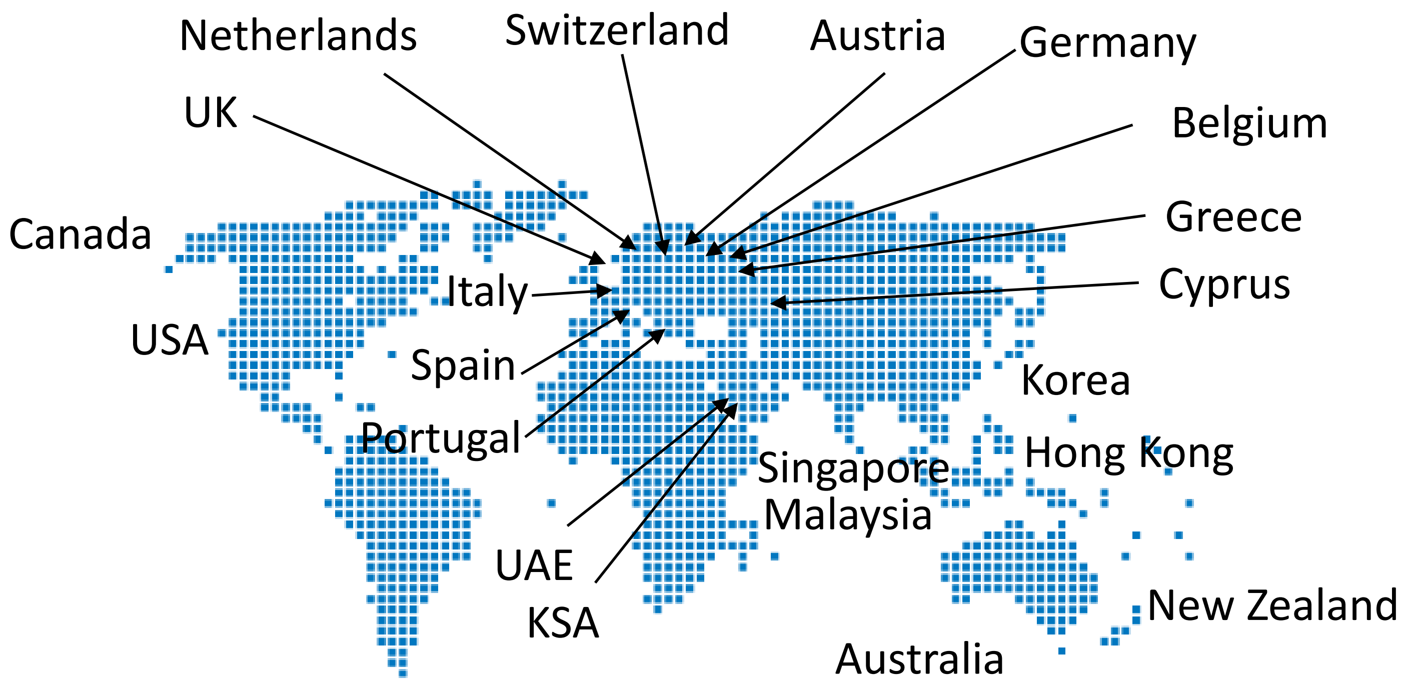
Respiratory Devices

Sold in 20 countries



Respiratory Devices

USA

We have access to 11,000 pharmacies in the USA

We are core range for Walmart, Sam's, Kmart and others

There are 67,000 pharmacies in the USA

The response to our product offering in the USA has been excellent

We are working on additional pharmacy chain deals

We are now adding focus to GPO Hospital contracts

We expect excellent sales growth to be generated from the USA

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:

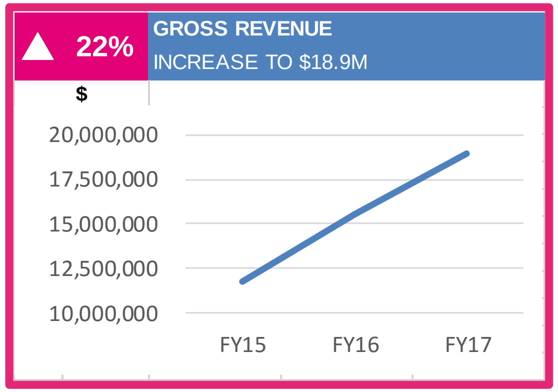
1. obtain additional partnership deals in the USA and deliver sales growth;
2. obtain additional partnership deals in other countries around the world;
3. consolidate our position as the largest supplier of Respiratory Devices in Australia;
4. introduce new products; and
5. continue to drive down costs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

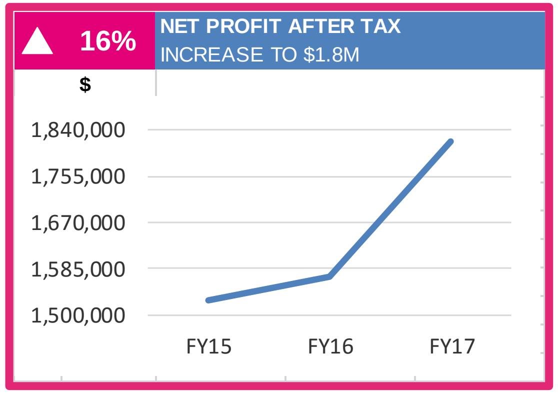
MVP Corporate

Financial Summary

During the year MVP:

- Delivered gross sales of $18.9m up 22%
- Delivered Net Profit after tax of $1.82million up 16%
- Incurred $550K of "one off" expenses
- Reinvested profits, upfronts and milestones back into the business to facilitate global growth
- Paid 4 cent fully franked dividends





Financial Summary

MVP:

- Recently secured a Debt Funding facility of $11m which will be used to fund future development projects
- Received $7.3m in upfront and milestone payments from partners
- Invested:
  - $4.3m into the new manufacturing facility,
  - $4.3m into clinical trials and Penthrox regulatory approvals
  - $1.2m in dividends

MDI Investor Dashboard (ASX: MVP)

Historical Stock Chart (3yr)

Current Stock Price

5.14 0.010 (0.19%)
16 Aug, 3:26pm

Day High	5.150	
Day Low	5.090	
Open	5.150	
Prev. Close	5.150	
Avg. Volume	13,332	
52 Wk. High	5.990	(16 Aug 2016)
52 Wk. Low	4.120	(6 Dec 2016)
Mkt. Cap	300.18 (Mil)	

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MVP 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

Former MD of J&J Pacific. Non-Executive Director of Polynovo Limited and Former Chairman of Probiotec Limited.

Allan McCallum

Non-Executive Director

Over 20 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

Head, Sales & Marketing

Scott Courtney

Director of Operations & Research

Maggie Oh

Director of Scientific Affairs

Jake Golding

Quality Assurance & Validation Manager

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MVP Global Strategy

New and revised materials and process

(lowest cost producer and significant IP)

New Business Partners

Product innovation

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

Clinical trials

(Commercial clinical studies to support marketing and product development)

Regulatory Approval and new markets

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