

MEDI|GARD

MEDIA KIT
2010

ABOUT

MEDIGARD BACKGROUND

- Established as Medisafe Instruments Pty Ltd in 1999.
- The company was established to bring innovative, world-leading medical devices to the market via extensive research and development, with a focus on leading the way in safety equipment.
- Listed on ASX in 2004 as Medigard Limited (MGZ), raising \$3.4 million in capital.

MEDIGARD TODAY

- Since 2004 Medigard has been designing and developing a suite of safety medical devices and associated products.
- Medigard's products transform the safety of disposable medical devices and associated equipment.
- Medigard is the designer and manufacturer of the following products:
 - > Retractable Syringe (auto-retractable and manual retractable)
 - > Blood Collection Device
 - > Intravenous Value
 - > Flash Back Needle

MEDIGARD ACHIEVEMENTS

- FDA approval/US and Australian patent for the Blood Collection Device (BCD).
- US IP opinion on the BCD and Syringe validates design.
- Positive US product evaluations, 100% success.
- FDA application for Syringe imminent.
- US distribution and manufacturing agreements for BCD.





BLOOD COLLECTION DEVICE

The Medigard Blood Collection Device (BCD) features inventive vacuum technology to capture the needle after blood has been collected. This prevents needle stick injury by eliminating human contact with used needles. It avoids potential aerosoling, a dangerous spray of fluid getting into the air when the needle is retracted.

Medigard's unique BCD is easy to use and technically superior to other safety blood collection devices and has a shelf life of five years.

Extensive product testing has found health care workers in the US and Australia unequivocally prefer Medigard's BCD to other products on the market.

Medigard's BCD vacuum design and minimal parts means a lower cost of production and a competitive price.

The Medigard BCD is:

- ADAPTABLE – Medigard products use the international standard Luer connection enabling the interchange of needles.
- SAFE – Medigard products protect healthcare workers from needle stick injuries. More than 20 different blood borne disease, including HIV-AIDS, Hepatitis B and C can be transmitted by needle stick injury. More than 1 million cases of needle stick injury to healthcare workers are reported worldwide each year.
- UNIQUE – Medigard developed the vacuum retraction technology in-house.
- EFFECTIVE – Medigard products avoid dangerous aerosoling (blood spatter) during needle retraction.
- AFFORDABLE – Medigard products contain fewer parts, are easier to manufacture and price competitive.

PRODUCTS



Extensive product testing has found healthcare workers in the US and Australia unequivocally prefer Medigard's Blood Collection Device to other products on the market.

THE BCD MARKET

There are as many as 700 million BCDs used in the US each year.

The US market for safety BCD sets is about USD\$350 million a year.

The worldwide market for BCDs is about 1400 million units per year.

The market is growing at an annualised rate of about 10 percent. In many developed countries such as the UK, Europe, Australia and Canada, safety blood collection devices are replacing traditional devices.



AUTO-RETRACTABLE SYRINGE

The Medigard vacuum Retractable Syringe uses cutting-edge design and aims to be the best and most economical on the market. It operates as a normal syringe, but automatically retracts the needle from the person's body using the vacuum in the plunger to draw the needle back. The needle is locked away safely ready for disposal.

The Medigard Auto-retractable Syringe is available in 1mL, 3mL, 5mL and 10mL sizes.

It has no spring and no fixed needle or needle cover which means reduced costs as well as manufacturing and packaging advantages.

The Medigard Auto-retractable Syringe is:

- ADAPTABLE – Medigard products use the international standard Luer connection enabling the interchange of needles (except for the 1mL syringe).
- SAFE – Medigard products protect healthcare workers from needle stick injuries. More than 20 different blood borne disease, including HIV-AIDS, Hepatitis B and C can be transmitted by needle stick injury. More than 1 million cases of needle stick injury to healthcare workers are reported worldwide each year.
- UNIQUE – Medigard developed the vacuum retraction technology in-house.
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PRODUCTS



The Medigard Auto-retractable Syringe's vacuum mechanism is far less cumbersome than competitor's spring and sheath methods.

THE MARKET

The Medigard Auto-retractable Syringe has been specifically designed for the US safety syringe market. Its vacuum mechanism is far less cumbersome than competitor's spring and sheath methods.

About 18 billion syringe units are sold worldwide each year, with almost half sold in the US. The safety syringe market is about 8-10 billion units, valued at up to USD\$5 billion.

PRODUCTS



MANUAL RETRACTABLE SYRINGE

Medigard has also designed a safety Manual Retractable Syringe. At the end of the injection stage, the plunger connects with the Luer and pulls the needle back inside the barrel of the syringe. The plunger can then be snapped off while the Luer and needle are firmly locked inside the barrel. The safe device can then be easily disposed of.

The 3mL Manual Retractable Syringe is suitable for the US market, but is designed with much wider market appeal. Its features and cheaper price are expected to have large market acceptance in developing countries such as China and India, regions of Africa, and in nations where specific needle stick injury prevention legislation has not yet been enacted.

The Medigard Manual Retractable Syringe is:

- ADAPTABLE – Medigard products use the international standard Luer connection enabling the interchange of needles (except for the 1mL syringe).
- SAFE – Medigard products protect healthcare workers from needle stick injuries. More than 20 different blood borne disease, including HIV-AIDS, Hepatitis B and C can be transmitted by needle stick injury. More than 1 million cases of needle stick injury to healthcare workers are reported worldwide each year.
- UNIQUE – Medigard developed the vacuum retraction technology in-house.
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The Medigard Manual Retractable Syringe's features and cheaper price are expected to have large market appeal in Third World and developing countries.

THE MARKET

The market for the Manual Retractable Syringe is worth up to USD\$120 million.

PRODUCTS



INTRAVENOUS VALVE

The Medigard Intravenous Valve operates both as an essential component of the cannula and as a stand-alone device.

IV access valves are used extensively where catheters are inserted into the body for an extended period of time. The valves are used as access points in the catheters in preference to a syringe for delivering fluid, administering drugs and taking blood samples. The valve gives needleless access and reduces the risk of needle stick injury.

The Medigard IV valve is a two-way valve allowing the introduction of liquids and the withdrawal of blood. It provides clear visibility of fluids. A syringe can be inserted with or without a Luer lock.

The Medigard IV valve design eliminates technology design faults that are common with other IV valve devices. The Medigard device incorporates positive flow that prevents backward flow and the possibility of blood clotting.

The Medigard Intravenous Valve is:

- ADAPTABLE – Medigard products use the international standard Luer connection enabling the interchange of needles (except for the 1mL syringe).
- SAFE – Medigard products protect healthcare workers from needle stick injuries. More than 20 different blood borne disease, including HIV-AIDS, Hepatitis B and C can be transmitted by needle stick injury. More than 1 million cases of needle stick injury to healthcare workers are reported worldwide each year.
- UNIQUE – Medigard developed the vacuum retraction technology in-house.
- EFFECTIVE – Medigard products avoid dangerous aerosoling.
- AFFORDABLE – Medigard products contain fewer parts, are easier to manufacture and price competitive.



The Medigard IV Valve design eliminates technology design faults that are common with other IV valve devices.

THE MARKET

The worldwide market for IV access valves, ports and connectors is about USD\$200 million.

PRODUCTS



FLASH BACK NEEDLE

Medigard's Flash Back Needle has been designed as a complimentary product for the Blood Collection Device.

Medigard has designed a Flash Back Needle as a complementary product for the BCD.

The Flash Back Needle is expected to be bundled with the BCD from 2012. It is expected about 50 percent of BCDs will be bundled with our flash back needle.

Flash back needles allow health care workers immediate visual confirmation of a successful venipuncture and are expected to become standard attachment for BCDs.

THE MARKET

The Flash Back Needle market is potentially worth USD\$100 million.

THE MEDICAL DEVICE MARKET

ABOUT THE MARKET

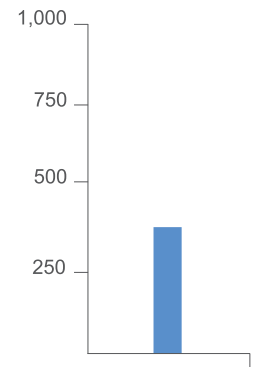
Safety medical devices are key to reducing the incidence of needlestick injuries and the subsequent spread of up to twenty blood-borne diseases including Hepatitis B, Hepatitis C and HIV/AIDS.

The incidence of needlestick injuries is on the rise, with a 2005 study estimating the rate of injuries on a global level to affect about 3.5 million individuals.

Medigard has focused its efforts on launching its products in the US where specific needlestick prevention legislation was introduced in 2005.

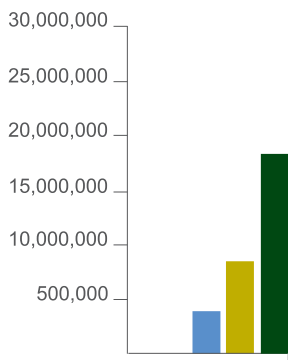
In addition to specific legislation, President Obama's recent healthcare bills add 32 million people to the US healthcare system, increasing demand for such devices.

IV VALVE MARKET SIZE AND VALUE (USD\$ MILLION)



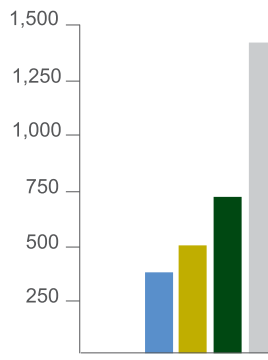
ANNUAL VALUE (USD\$M)

SYRINGE MARKET SIZE AND VALUE (USD\$ MILLION)



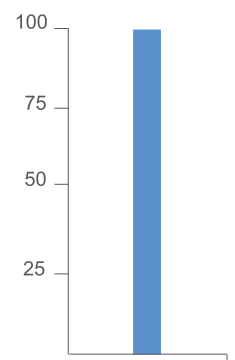
ANNUAL VALUE (USD\$M) ■
 US MARKET (MILLION) ■
 TOTAL MARKET (MILLION) ■

BCD MARKET SIZE AND VALUE (USD\$ MILLION)



ANNUAL VALUE (USD\$M) ■
 ANNUAL US MARKET (MILLION) ■
 TOTAL US MARKET (MILLION) ■
 TOTAL GLOBAL MARKET (MILLION) ■

FLASH BACK NEEDLE MARKET SIZE AND VALUE (USD\$ MILLION)



ANNUAL VALUE (USD\$M) ■

THE MEDICAL DEVICE MARKET



GLOBAL SYRINGE MARKET

About 18 billion syringe units are sold worldwide each year, with almost half sold in the US.

The safety syringe market is about 8-10 billion units, valued at up to USD\$5 billion.

THE BCD MARKET

There are as many as 700 million BCDs used in the US each year. The US market for safety BCD sets is about USD\$350 million a year.

The worldwide market for BCDs is about 1,400 million units per year. The market is growing at an annualised rate of about 10 percent.

In many developed countries such as the UK, Europe, Australia and Canada, safety blood collection devices are replacing traditional devices.

THE MEDIGARD FLASH BACK NEEDLE MARKET

Medigard has designed the Flash Back Needle as a complementary product for the BCD.

The Flash Back Needle is expected to be bundled with the BCD from 2012. It is expected about 50 percent of BCDs will be bundled with the Medigard Flash Back Needle.

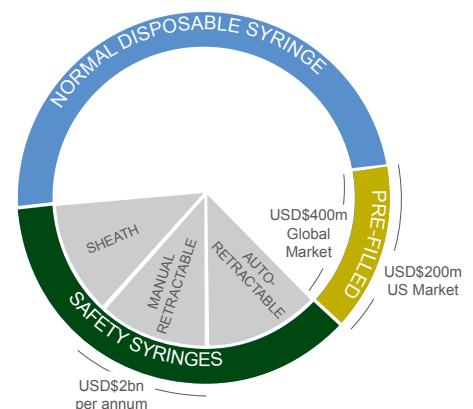
Flash back needles allow health care workers immediate visual confirmation of a successful venipuncture and are expected to become standard attachment for BCDs.

The Flash Back Needle market is potentially worth USD\$100 million.

THE SAFETY SYRINGE MARKET

The Medigard Auto-retractable Syringe has been specifically designed for the US safety syringe market. Its vacuum mechanism is far less cumbersome than competitor's spring and sheath methods.

About 18 billion syringe units are sold worldwide each year, with about 47% sold in the US. The safety syringe market is about 8-10 billion units, valued at up to USD\$5 billion.



SYRINGES SEGMENTATION

Normal disposable syringe

Safety syringes (three types)

- sheath protection
- manual retractable
- auto-retractable

Pre-filled syringes.

THE MANUAL RETRACTABLE SYRINGE MARKET

The market for the Manual Retractable Syringe is worth up to USD\$120 million.

THE IV MARKET

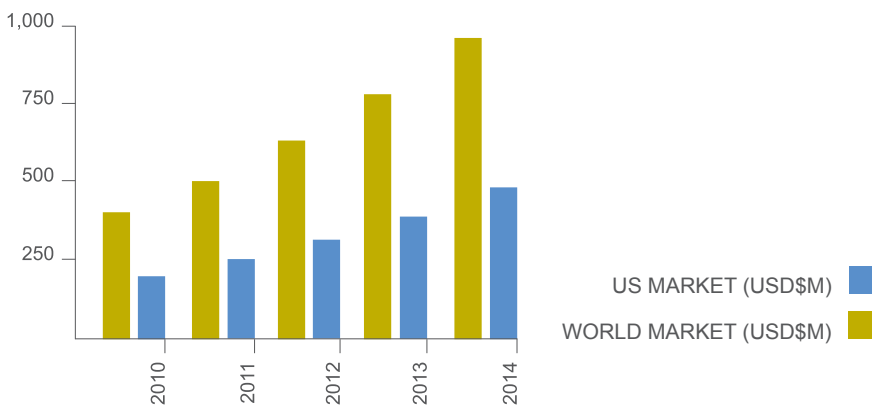
The worldwide market for IV access valves, ports and connectors is about USD\$200 million.

THE PREFILLED SYRINGE MARKET

The existing Prefilled Syringe market in the US is worth around USD\$200 million. The world market is estimated at US\$400 million.

The US market is expected to grow at a rate of 20 percent annually.

PRE-FILLED SYRINGE MARKET EXPECTED GROWTH



MEDIGARD PEOPLE

DON CHANNER

B. ENG.

Don Channer has over 30 years of experience as a director and advisor to numerous private and public companies, both nationally and internationally, distinguishing himself in recognizing opportunities and delivering successful outcomes.

A graduate in Civil Engineering, Mr Channer opened his own consulting engineering practice in the 1960's later investing private capital and skills in major national and international contracting, property development and tourism with personal holdings in a diverse range of properties and businesses.



DR PETER CLARK

B. SC., PH. D., M.B.A

Dr Clark's qualifications include a Doctorate majoring in Chemistry from the University of Indiana and a Master of Business Administration from the University of Queensland.

Dr Clark's career within the medical and scientific industries has focused on commercialization and business planning - particularly for innovative products. He has developed strong contacts and networks encompassing not only the Government but also Universities and Corporate Australia.

His studies and practical experience in business administration provides a strong base for our strategic planning.



DR CHRIS BISHOP

B.SC (U.AUK); PH.D (UQ)

Dr Chris Bishop is the co-founder and managing director of IntelliDesign Pty Ltd, an electronic design and manufacturing company based in Brisbane. Established in 1997, IntelliDesign specialises in the development and manufacture of sophisticated electronic products, from precision medical instruments to compact mobile wireless communication devices, across a range of markets both national and international.

Originally trained in cell biology, Dr Bishop went on to undertaking medical research at the Queensland Institute of Medical Research.

His former positions include Medical Device Manufacturer at Cook Australia where he established and managed a research and development group involved in IVF procedures.



MEDIGARD PEOPLE

PETER EMERY

B.A.; LLB.; GRAD DIP MGT.

Peter Emery has over twenty five years experience in the management of businesses as a lawyer, investment banker, consultant and company director.

Mr Emery's career includes senior and general management positions with the NatWest group. More recently he was a director of NatWest Markets Australia Limited and its various subsidiaries. He is currently a member of several boards and committees in a variety of Australian locations.

In addition, he is a presenter for the Australian Institute of Company Directors, specialising in the fields of governance and director responsibilities.

He is also a former convenor for the Mentoring for Growth program and has been actively involved in innovation and commercialisation for several years.



PATRICIA BOERO

B.BUS. FCA

Patricia Boero is the former Principal of a successful accounting practice.

Mrs Boero has a variety of interests and continues to work with clientele comprising a range of companies and industries. Mrs Boero is a member and advisor to several Not for Profit organisations.



MEDIGARD PEOPLE

ROSS CALI

Ross Cali is well skilled and awarded in product development and is a business owner with a background in manufacturing management and mechanics.

Having carried on his own successful transport and advisory business, Mr Cali has considerable experience in operations, financial management, commercialisation and international supply and manufacturing.

Mr Cali brings practical, solutions driven technical expertise to the Medigard team and is actively involved in product design and development.

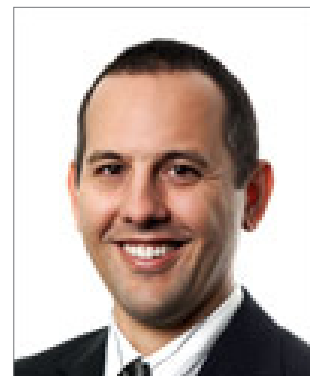


AARON RODD

Dip. Civil Eng., Dip. Mech Eng. Aaron Rodd is the company's design technical consultant. He holds Diplomas in both Civil and Mechanical Engineering with expertise in 'Computer Aided Design' software.

Mr Rodd has over 14 years experience in the Engineering Industry including international experience in Florida, USA, designing and fabricating complex injection moulded devices.

Mr Rodd has been instrumental not only in Medigard's design process, but in assisting in all aspects of product development.



FOR MORE INFORMATION CONTACT

Simone Holzapfel

shac Communications

0417 656 668

simone@shaccommunications.com