



MEDIGARD LIMITED

Office 14A, Tedder Terraces, 26-30 Tedder Avenue, Main Beach QLD 4217

Telephone +61 7 5528 0370; Fax +61 7 5528 0275

E-mail [office@medigard.com.au](mailto:office@medigard.com.au) [www.medigard.com.au](http://www.medigard.com.au)

ABN 49 090 003 044

12 August, 2010

Manager of Company Announcements  
Australian Stock Exchange Limited  
Level 6, 20 Bridge Street  
SYDNEY NSW 2000

**By e-lodgement**

**No of pages: 28 inclusive**

#### **INVESTOR PRESENTATIONS**

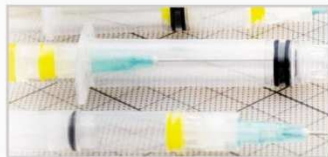
The following is a slide presentation to be made by the Chief Executive Officer to investors at meetings in Cairns on 13 August, 2010 and in Brisbane on 17 August, 2010.

**Peter Emery**  
**Chief Executive Officer**

**For further information contact:**  
**Peter Emery, Telephone (07) 5528 0370**

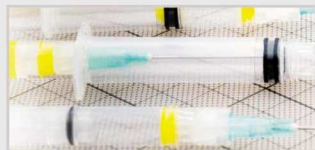
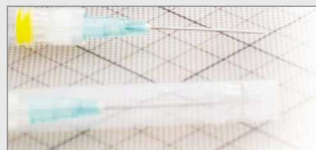


## INVESTOR PRESENTATION | AUGUST 2010



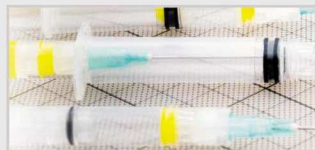
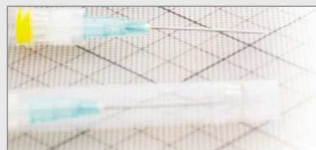
## MEDIGARD BACKGROUND

- 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 capital.



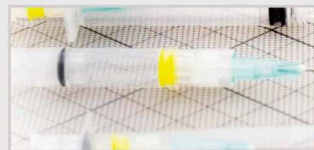
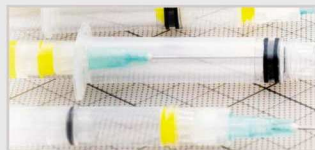
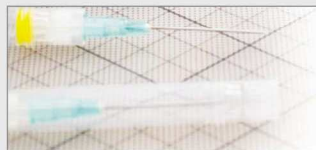
## MEDIGARD TODAY

- 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 poised to enter international markets and become the industry standard.



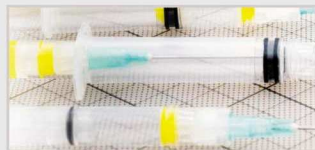
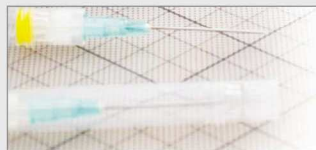
## MEDIGARD ACHIEVEMENTS

- 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.



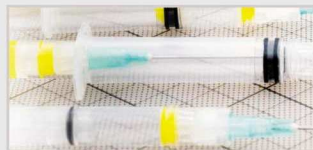
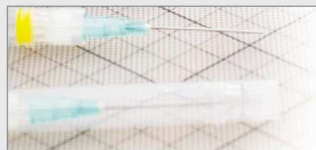
## INGREDIENTS FOR SUCCESS

- Very large markets with significant growth rates
- Robust US healthcare sector underpinned by safety legislation
- Strong IP with positive US patent attorney opinions
- FDA approval Blood Collection Device, US granted patent
- Superior products in differentiated market segments
- Manufacturing and distribution partners supported by US hospital and pathology trials



## MEDIGARD – THE NEXT PHASE

Transition Medigard from an R&D company to a market driven operating company offering innovative products that address critical safety needs of healthcare workers and their patients.



## OVERVIEW

### - Syringes:

Auto-retractable safety – 1mL, 3mL, 5mL, 10mL

Manual retractable safety – 3mL, 5mL, 10mL

### - Blood Collection Device

### - Intravenous Valve

### - Flash Back Needle

## BLOOD COLLECTION DEVICE

- Features inventive vacuum technology
- Prevents needle-stick injury with complete needle capture after use
- Unique design means a lower cost of production and competitive price
- Interchangeable needles and single-handed retraction



Extensive product testing has found that healthcare workers in the US and Australia unequivocally prefer Medigard's BCD to others.

## RETRACTABLE SYRINGES

- Features complete needle retraction after use (auto and manual)
- Products include 1mL, 3mL, 5mL and 10mL
- No spring, Luer connection, interchangeable needles
- Minimises aerosoling



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

## INTRAVENOUS VALVE

- Operates as an essential component of the cannula and as a stand-alone device
- Gives needle-less access and reduces the risk of needle-stick injury
- Two-way valve, clear visibility of fluids
- Design prevents backward flow and possibility of blood clotting



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

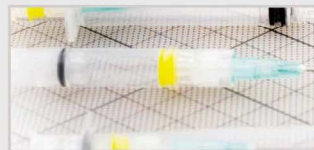
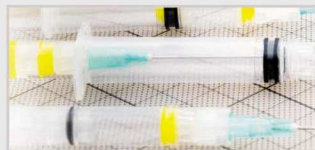
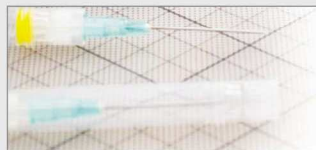
## FLASH BACK NEEDLE

- Complementary product and attaches to the Blood Collection Device
- Observes immediate blood flash-back
- Allows healthcare workers immediate visual confirmation of a successful venipuncture



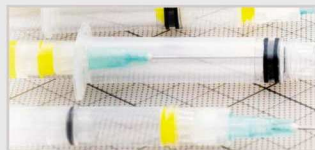
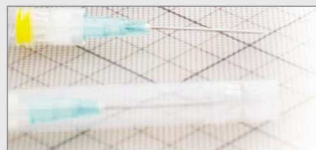
## ABOUT THE MARKET

- Safety medical devices are key to reducing the incidence of needle-stick injuries and the subsequent spread of up to 20 blood-borne diseases including hepatitis B, hepatitis C and HIV/AIDS.
- The incidence of needle-stick 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.



## ABOUT THE MARKET continued

- The US has introduced specific needle-stick prevention legislation.
- President Obama's healthcare bill adds 32 million people to the US healthcare system; increasing demand for such devices.



ABOUT

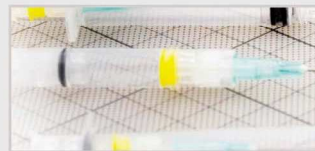
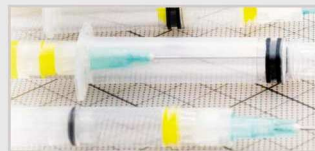
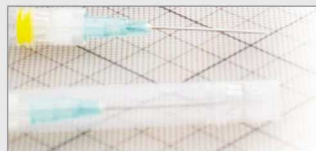
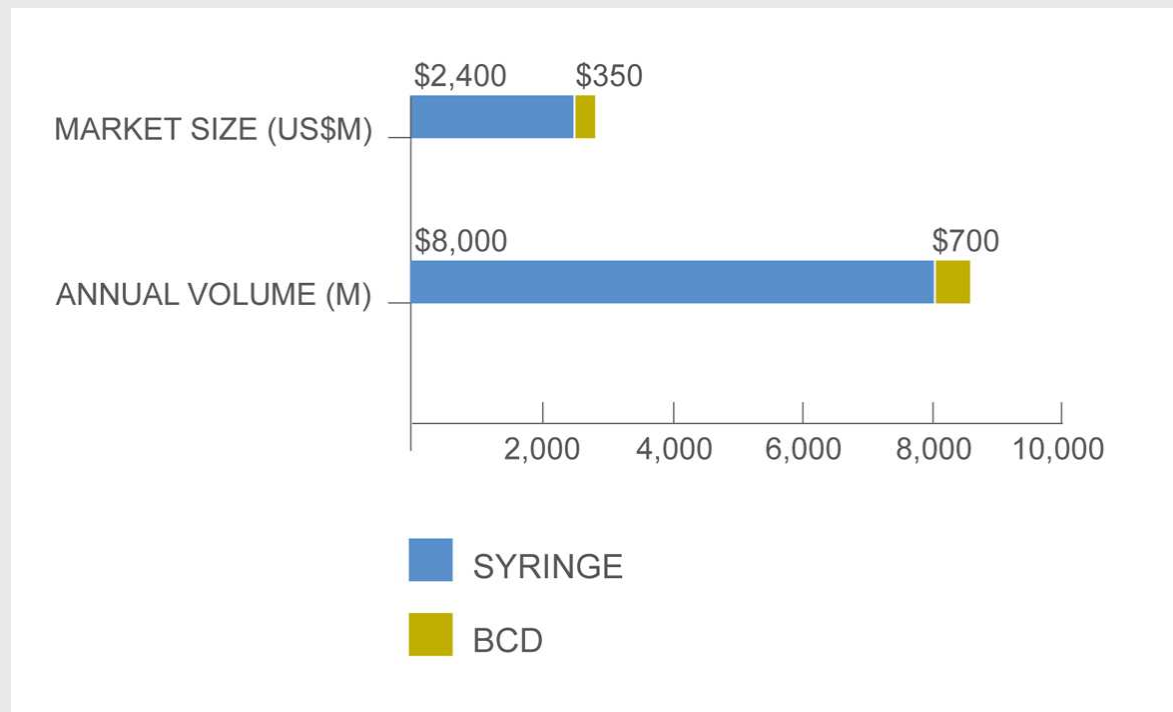
PRODUCTS

THE MEDICAL  
DEVICE MARKET

STRATEGY

OPPORTUNITIES

CAPITAL  
RAISING



## STRATEGIC PHASES

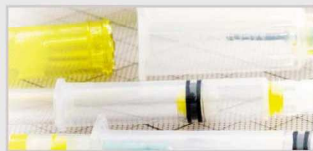
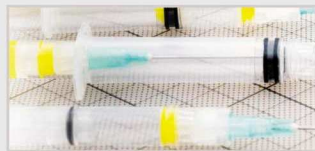
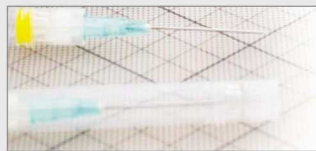
PHASE ONE → PHASE TWO → PHASE THREE → PHASE FOUR

R&D  
Prototyping  
Stages

Successful  
Licensing  
Product Sales  
Agreements

Capital  
Raising

Expansion and  
more rapid  
growth



## PHASE ONE: R&D AND PROTOTYPING

### COMPLETED

Safety (Auto-retractable) Syringes

Safety (Auto-retractable) BCD

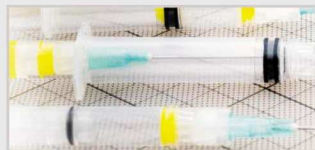
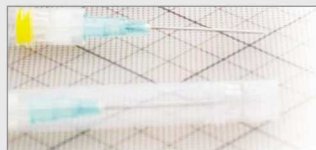
Safety (Manual retractable) Syringes  
(Prototypes successful)

### R&D PHASE

Safety (Auto-retractable)  
Pre-filled Syringes

Intravenous Valve

Flash Back Needle



## PHASE TWO: SUCCESSFUL LICENSING/PRODUCT SALES AGREEMENTS

### MARKETS

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US, EU, UK, JAPAN, ASIA, OTHER

### MANUFACTURING

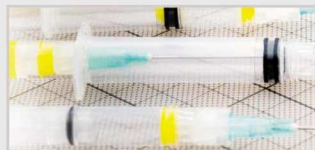
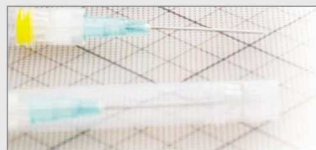
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Outsourced or OEM

### STRATEGIC PARTNERS

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Distribution and marketing  
eg. agreements with US partners



ABOUT

PRODUCTS

THE MEDICAL  
DEVICE MARKET

STRATEGY

OPPORTUNITIES

CAPITAL  
RAISING

## PHASE THREE: CAPITAL RAISING

### AUSTRALIAN CAPITAL MARKET

### US CAPITAL MARKET

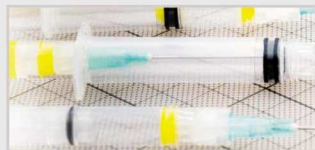
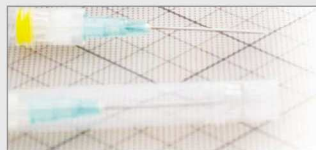
ALTERNATIVES

Rights Issue Prospectus

SPP

Private Placements

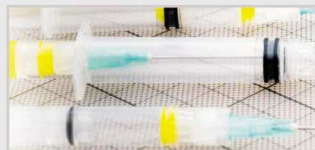
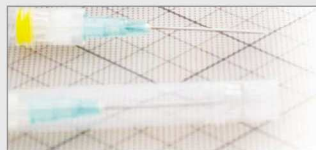
Private Placements



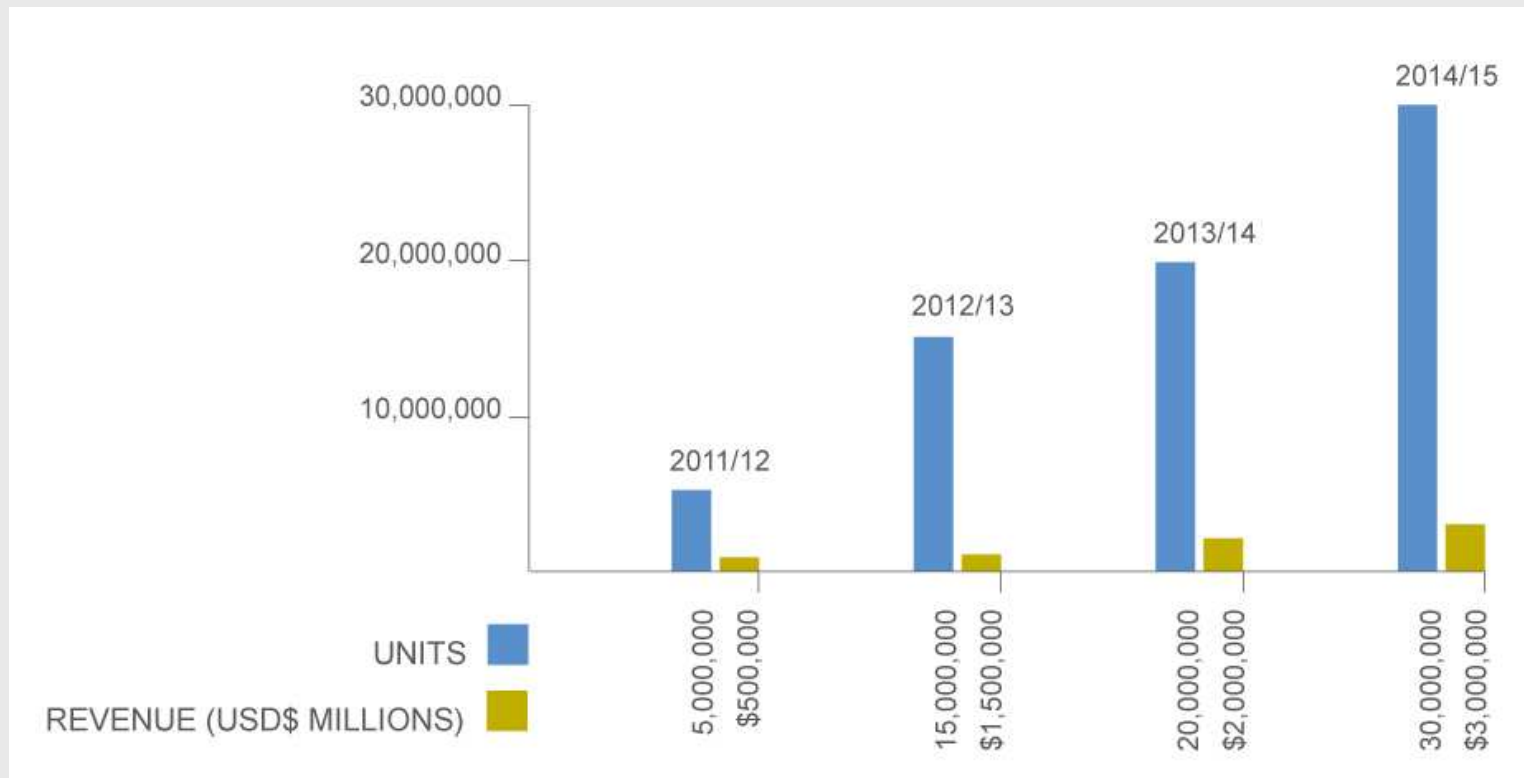
## PHASE FOUR: EXPANSION AND GROWTH

Medigard - exclusive agreements with US manufacturer and distributor for its Blood Collection Device and has an estimated minimum income from these agreements.

The potential opportunities are outlined in the following slides.



## BLOOD COLLECTION DEVICE FIVE-YEAR CASH FLOW



## PROPOSED USE OF FUNDS 2011-2012

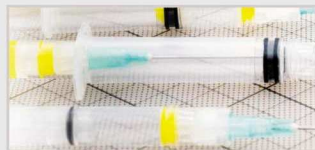
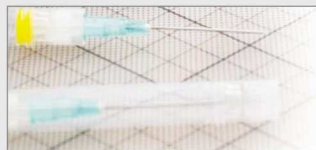
BCD Tooling for Production and Assembly	1,570,000
Syringe AR 3mL Tooling for Production and Assembly	1,750,000
Prototyping and R&D for the Company's suite of automatic retractable syringes, the Flash Back Needle and Intravenous Valve, product, testing and simulated clinical trials	330,000
Regulatory Compliance	100,000
Marketing Expenses	80,000

## PROPOSED USE OF FUNDS 2011-2012

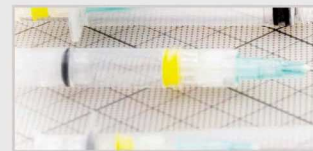
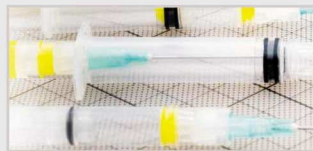
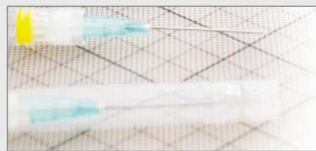
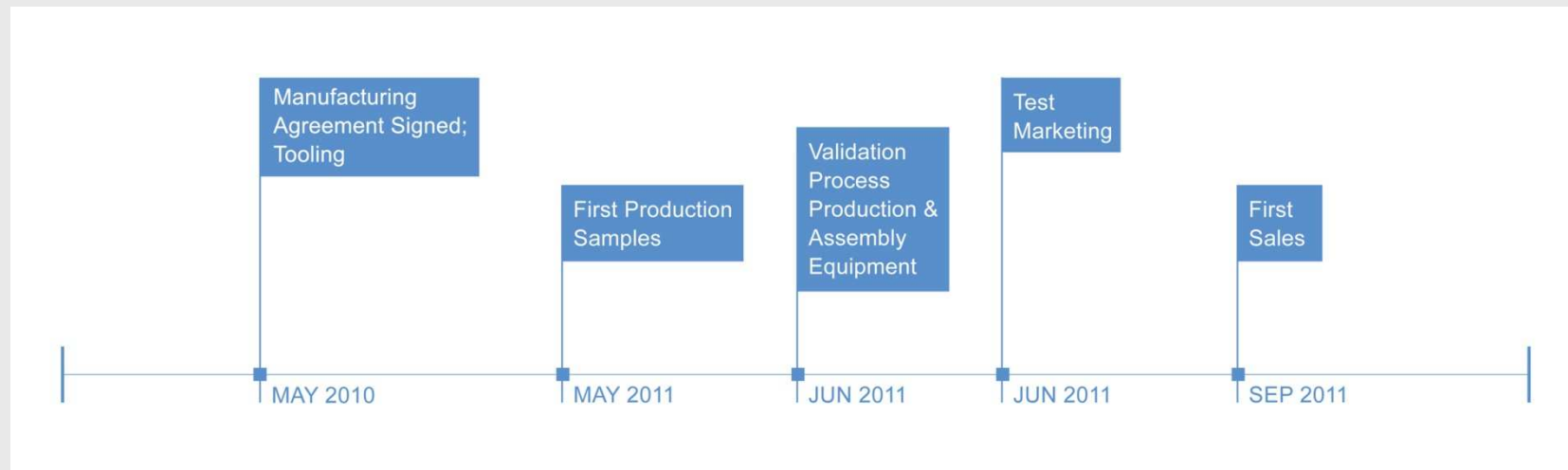
Patent Expenses	80,000
Working Capital	740,000
Capital Raising Expenses	150,000
TOTAL	\$4,800,000

## WHY INVEST

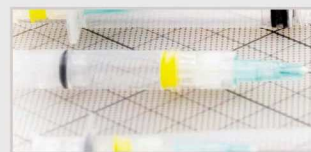
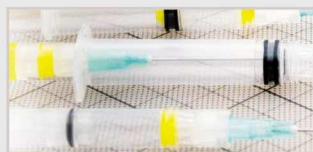
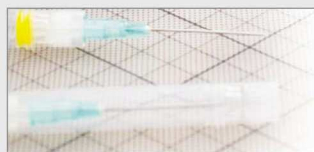
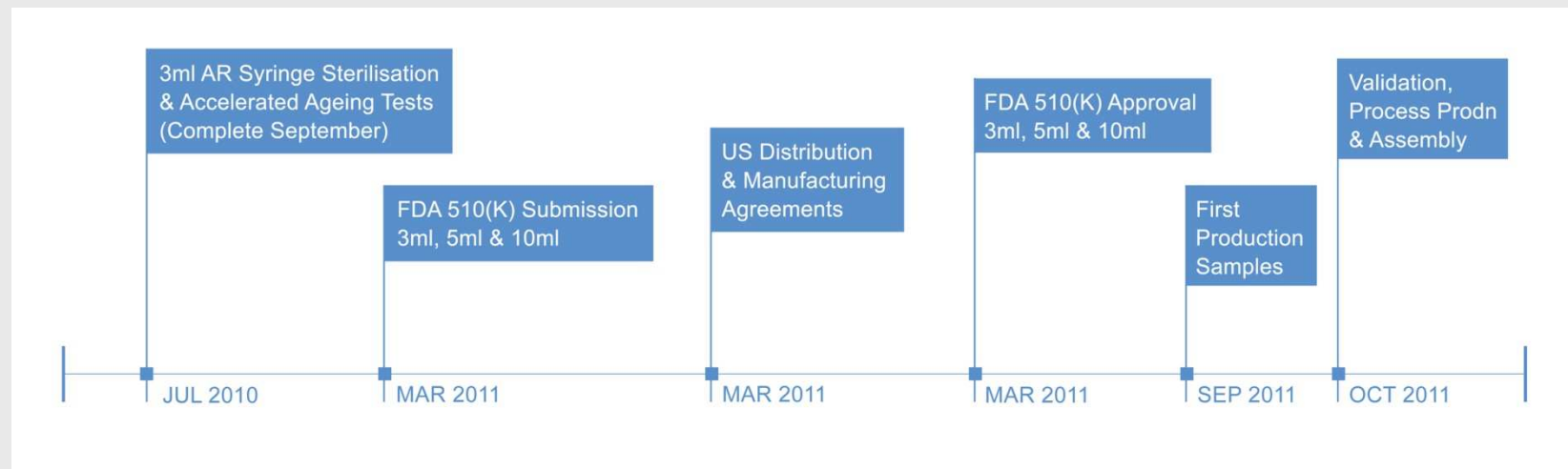
- Investment in a large growing market.
- Unique, cost-effective, leading-edge products which respond to market demand.
- Penetration into the largest medical device market.
- Predicted strong future cash flow position.
- Dedicated Medigard team.



## FUTURE MILESTONES – BCD



## FUTURE MILESTONES – AR SYRINGE



## MILESTONES AND COMMERCIALISATION

### PRODUCT

5mL and 10mL Safety Retractable Syringes

Prefilled Syringes

Flash Back Needle

1mL Safety Retractable Syringe

Manual Retractable Syringes

IV Valve

### EXPECTED COMMERCIALISATION DATE

August - September 2011

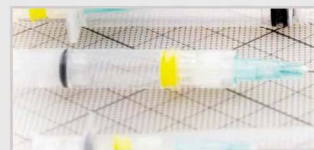
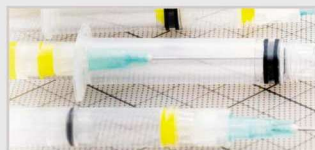
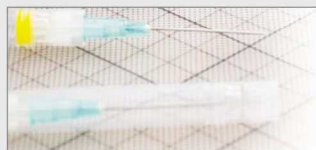
December 2011

December 2011

July 2012

December 2012

June 2013





## CONTACT

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Peter Emery | Chief Executive Officer

07 5528 0370 | 0412 258 027 | [pemery@medigard.com.au](mailto:pemery@medigard.com.au)

Peter Clark | Executive Director

07 5528 0370 | 0412 855 705 | [pclark@medigard.com.au](mailto:pclark@medigard.com.au)