Penthrox® in Europe

Our Progress in 2021

November 2021

Medical Developments International

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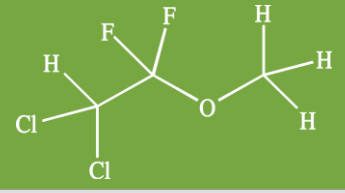
Penthrox – our lead product

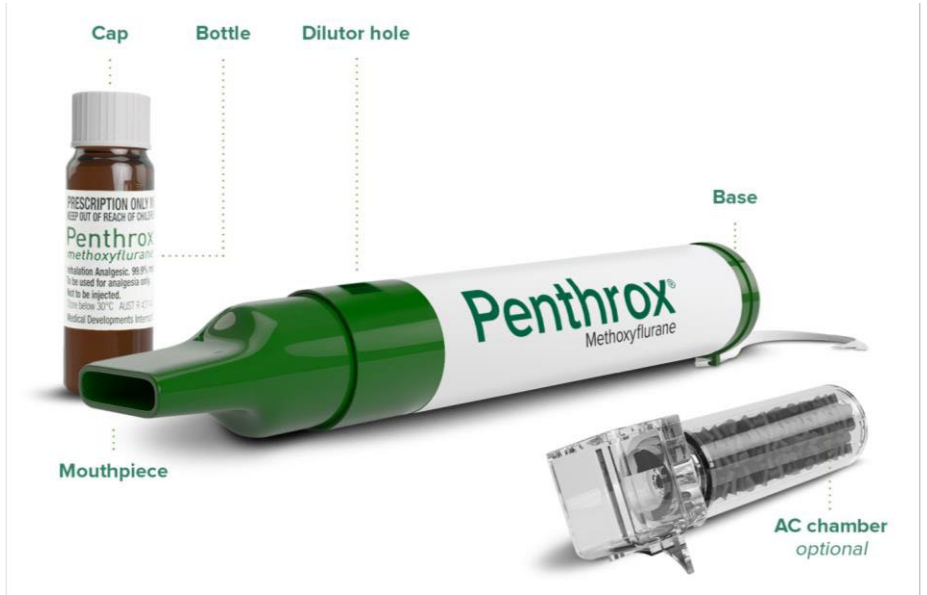
A fast-acting inhaled analgesic for acute pain

Our active ingredient is Methoxyflurane which belongs to the fluorinated hydrocarbon group of anaesthetics



Methoxyflurane structural formula[1] – a colourless mobile liquid with a fruity odour[2,5]

Methoxyflurane vapour provides analgesia when inhaled at low concentrations.[5]



1. Coffey F, *et al. Emerg Med J* 2014;31:613-618. **2.** Grindlay J, Babl FE. *Emerg Med Australasia* 2009;21:4-11. **3.** Kharasch ED, Thummel KE. Anesthesiology 1993;79:795-807. **4.** Dayan AD. *Hum Exp Toxicol* 2016;35:91-100. **5.** Penthrox (methoxyflurane) Approved Product Information 13 December 2019.

Penthrox has many benefits

Inhaled **needle-free** analgesic[1]

Non-opioid[1]

Portable, self administered device[1]

Effective pain relief within **6–10 breaths** [1-4] **and rapid offset**

Established safety profile with over 8 million uses over **>40 years**[5]

Well tolerated, with the majority of adverse events mild and transient[1,2]

Approved for use in **children** in Australia[1]

Manufactured in Melbourne, Australia

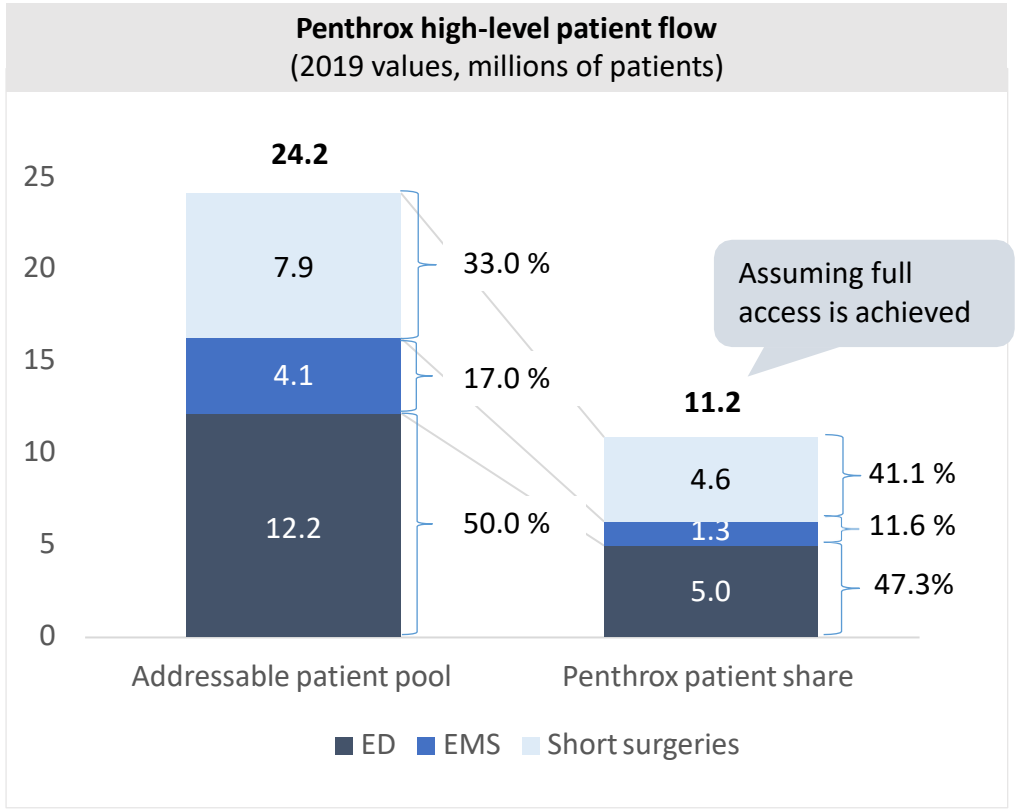
1. Penthrox® (methoxyflurane) Approved Product Information 13 December 2019. **2.** Coffey F, *et al.* Emerg Med J 2014;31:613-618. **3.** Grindlay J, Babl FE. Emerg Med Australasia 2009;21:4-11. **4.** Penthrox® (methoxyflurane) Consumer Medicine Information February 2020. **5.** Therapeutic Goods Administration. Database of Adverse Event Notifications – medicines. Accessed from: https://apps.tga.gov.au/Prod/daen/daen-entry.aspx. Accessed on 5 December 2019. **6.** Dayan AD. Human and experimental toxicology, 2015

How do we optimize Penthrox use across Europe

Key Actions we have taken during 2021

- Commissioned European research to fully understand potential and access pathways
- Built competencies needed for success, in Europe and at HQ
- Revised our commercial model based on needs of respective market
- Begun to establish processes and mindset to elevate our business

The current addressable patient pool is up to 24 M, 50% of which is in the hospital ED



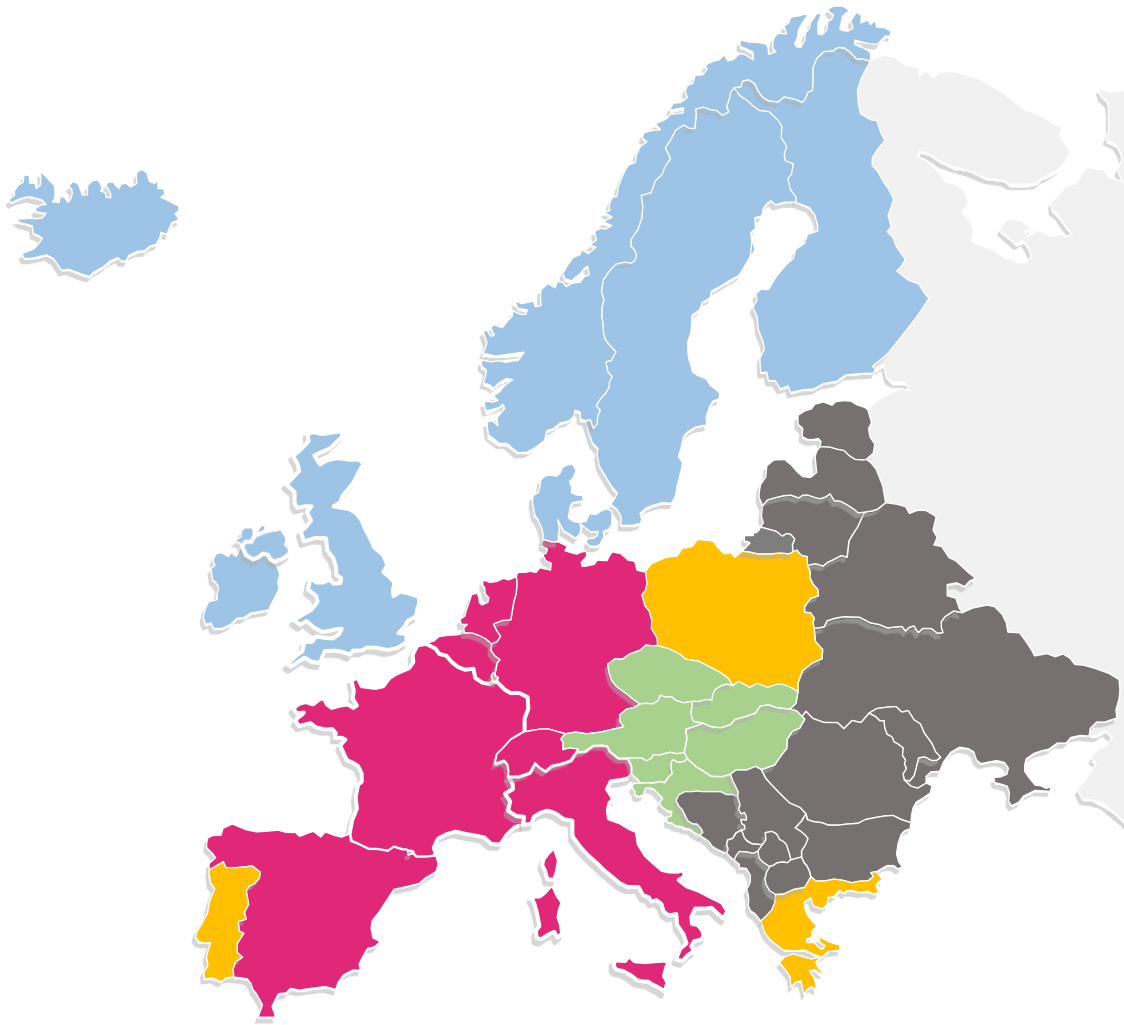
We replaced the prior pan-European agreement with a 'hybrid' model

MVP direct

- EU4: France, Germany, Italy and Spain
- Benelux
- Switzerland

Dormant

- Romania
- Bulgaria
- Baltic States
- Bosnia
- Serbia, …



GALEN

- UK and Ireland
- Nordic region:
  - Sweden, Norway, Finland, Denmark and Iceland

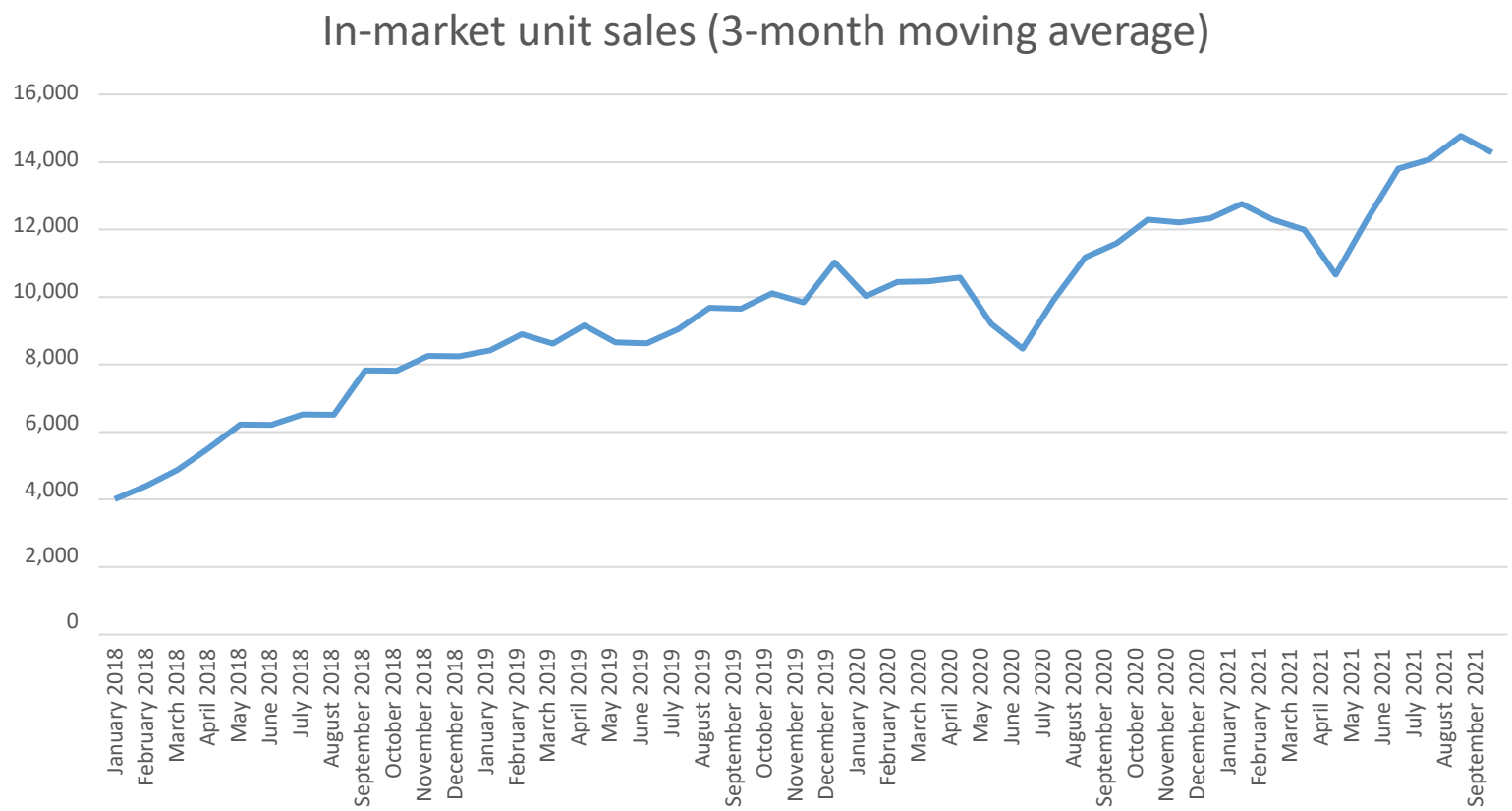
MEDIS

- Austria; Hungary Slovenia and Croatia
- Czech; Slovakia

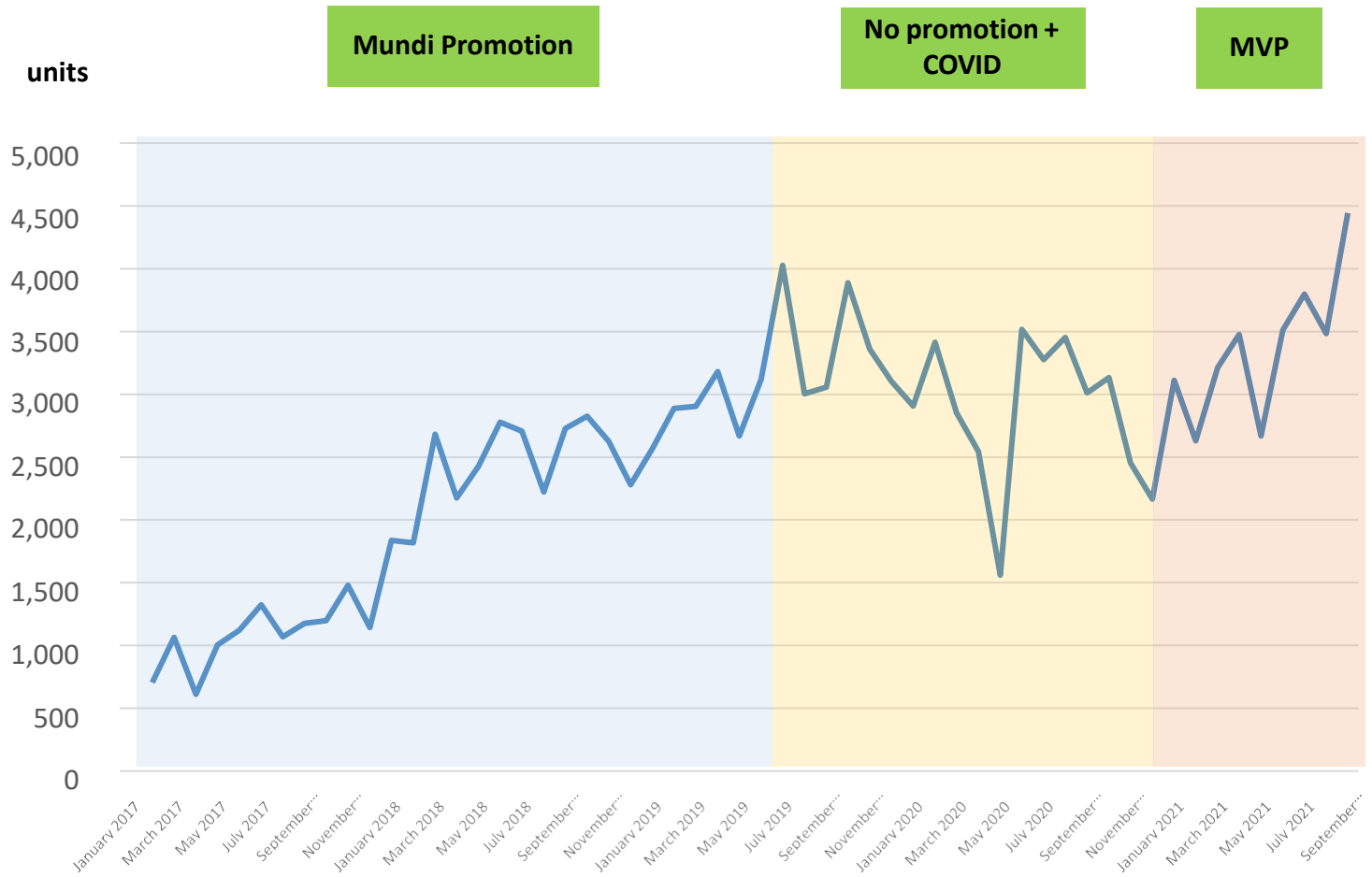
In Negotiation

- Poland
- Portugal
- Greece

The sales trajectory has been encouraging to date



The current trend in France is encouraging



We are building a global company

2021 progress to-date

Commercial Operations overhaul in Australia, and in Europe

Medical Affairs focus to support commercial execution

Renewed Human Resources capability

Clinical Development accountability and clarity

Identify Key decision-making processes and platforms to support global aspiration

Further Enhancements ahead

Further changes in AU; augmentation of Europe team, based on Germany and Italy outcomes

Further expansion of Medical Affairs resources in Europe and here in Melbourne

Overhaul of talent management processes

Hire of Head of Clinical Development

Revamp S&OP, new product development, strategic planning, capital project review, ERP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