



TOWARD A SAFER WAY.

Annual General Meeting

28 November 2008





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Company overview

- BMI is a medical technology company engaged in the manufacture, marketing and sale of a broad range of medical devices.
- Our core strategy is to provide products that improve clinical and community safety.
- We have an international customer base encompassing public and private hospitals, critical care services, government and non-government aid agencies and OEM customers.
- Our international supply chain delivers high quality, low cost products that meet stringent international compliance standards.



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Mission

“Improving clinical and community safety,
worldwide”.





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Vision

Build a profitable \$50m business by 2012, establishing BMI as a leading safety medical technology company in global markets.





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The BMDi business

- Source, develop and manufacture safety medical collection and injection devices targeted at reducing the incidence of sharps injuries within global healthcare industry.
- Expertise in medical device sourcing and outsourced manufacture for distribution by major international medical companies (OEM).





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The TUTA business

- Developer, manufacturer and distributor of sterile and non-sterile medical plastics for the global healthcare market.
- Core business intravenous components for the gravity fed infusion market (\$800m global market).
 - Leader in blood pump, extension and arthroscopy sets (Australia).
 - Range of electronic pumps to offer active and passive intravenous care.



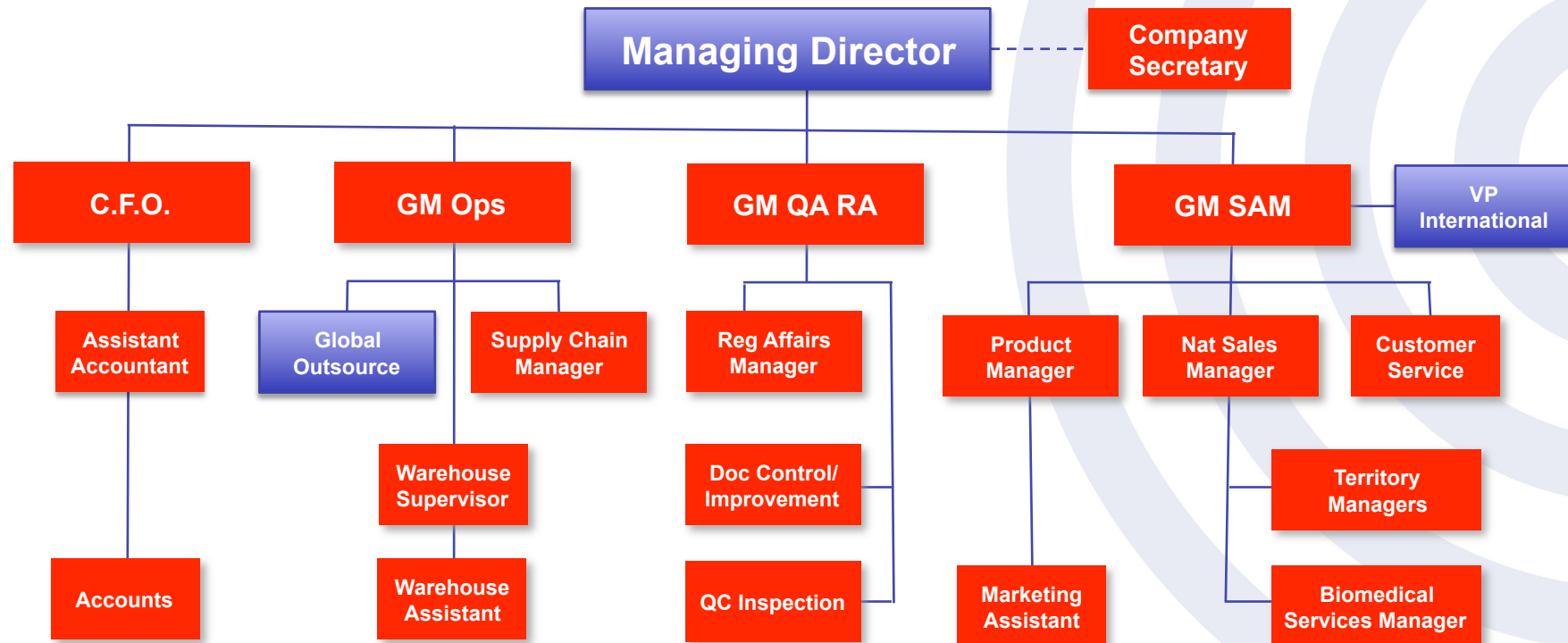


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Strategic and financial synergies

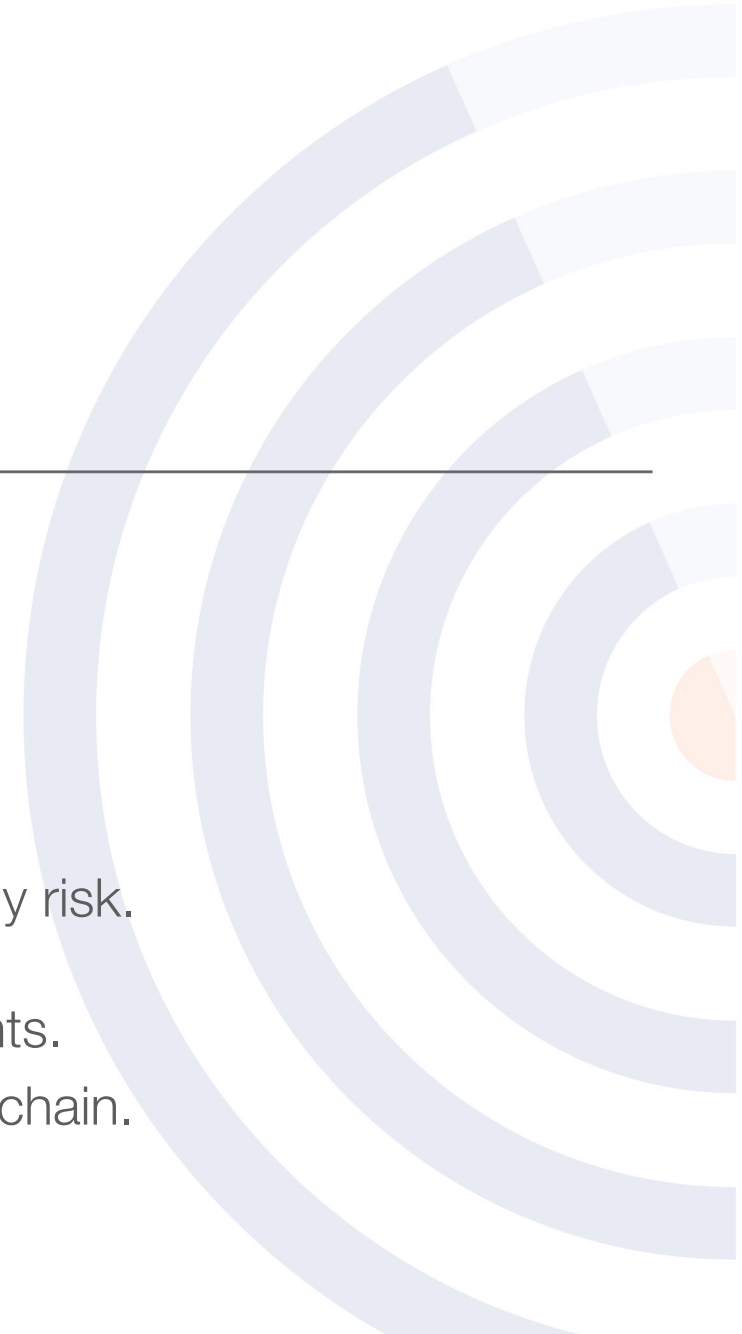
- Improved financial scale and profitability.
- Broadened, lower cost manufacturing capability.
- Two strong brands linking BMDi's global supply chain with TUTA's established brand, diversified portfolio and customer base.
- Complementary R&D.
- Improved management of financial, operational and technical processes.
- Acquisition of business/technical skills.

Organisation Chart

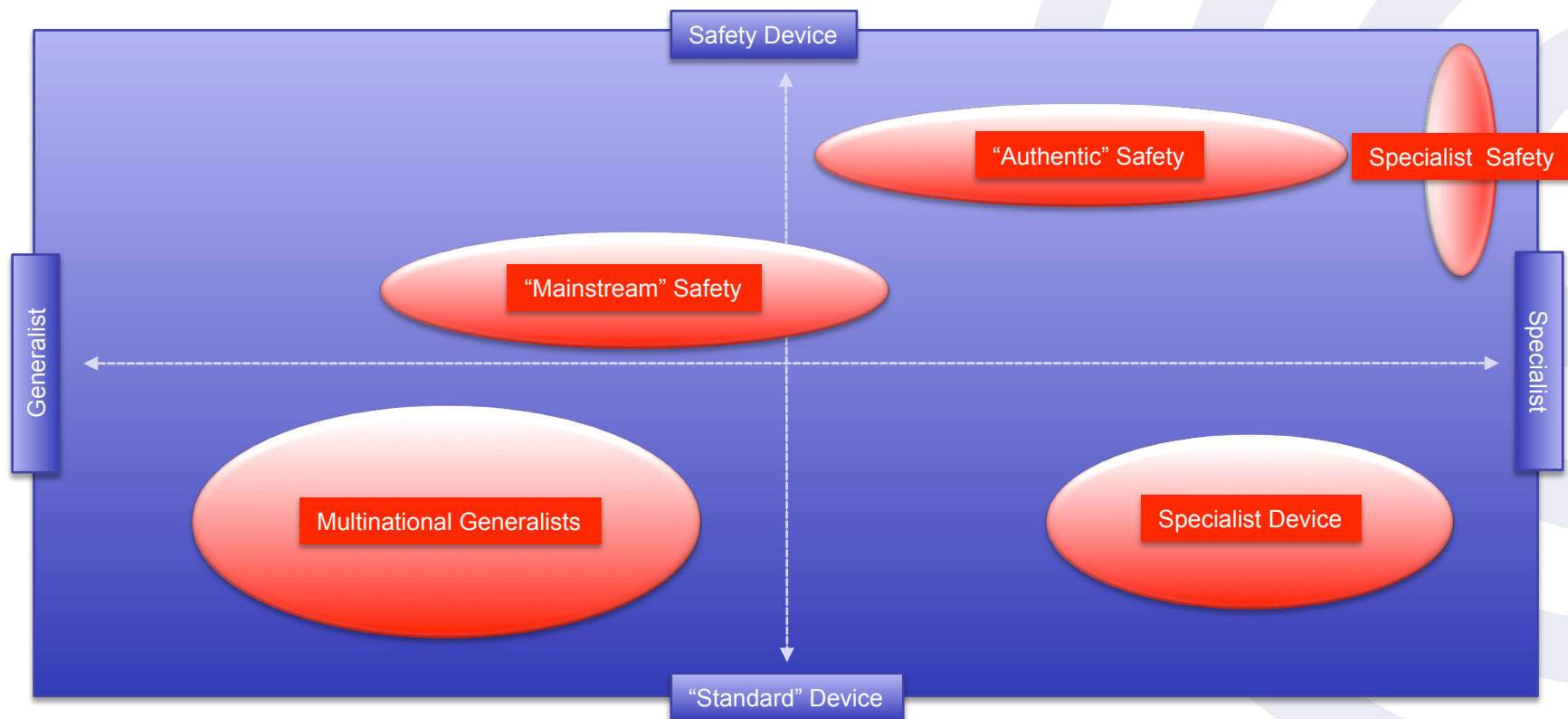


Strategic overview

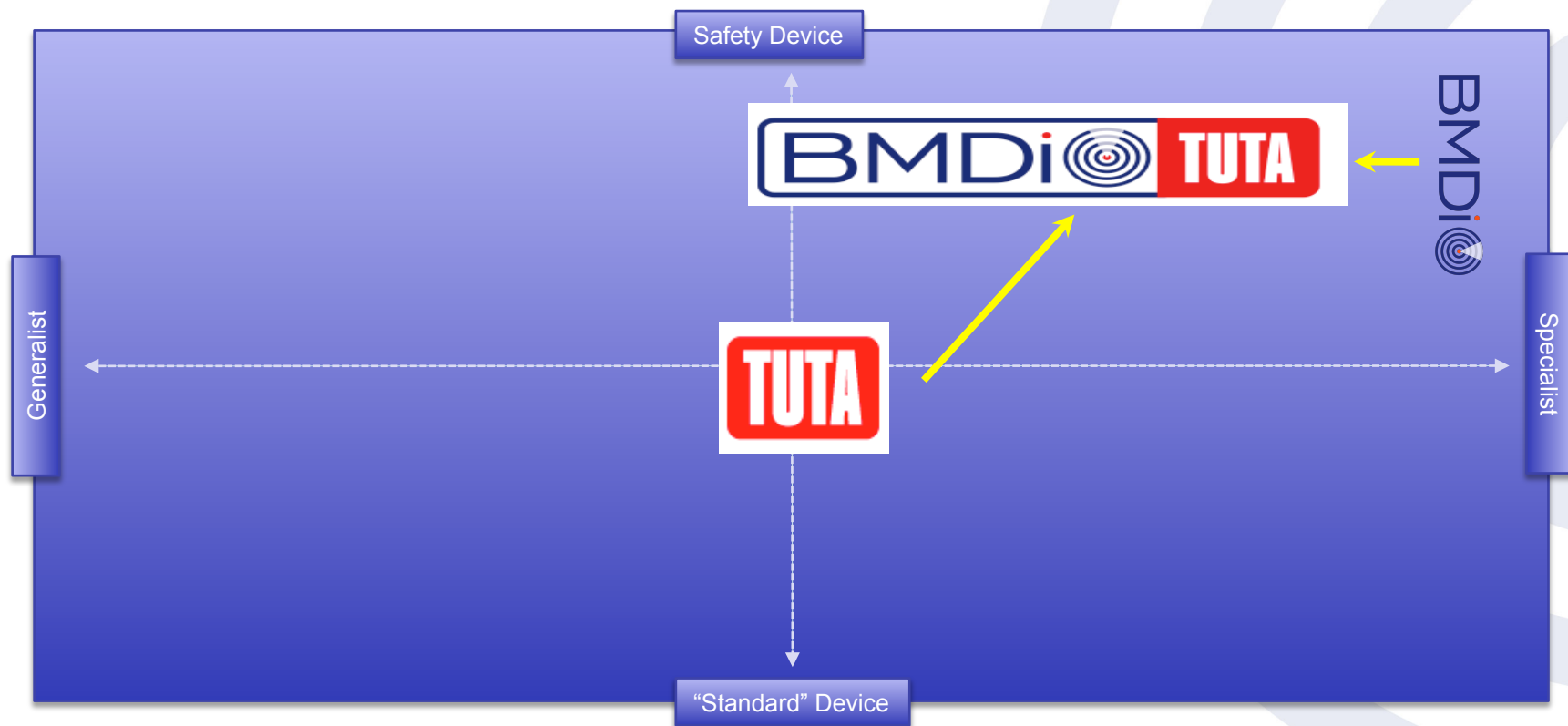
- Focus on five core clinical areas:
 - IV and medical system.
 - Safety collection and injection.
 - Blood banking.
 - Surgical products.
 - Anaesthesia.
- Expand portfolio with avoidance of technology risk.
 - Niche markets, differential branding.
- National and international distribution footprints.
- Transition and consolidation of global supply chain.
 - Export our quality system.
- Acquisition strategy EPS accretive.



Strategic mapping – medical devices



Strategic mapping – medical devices



Where medical devices and
safety cross paths.



BMDi TUTA Ltd is strongly committed to providing medical devices that offer a safer way to deliver medical care, benefiting both healthcare professionals and communities worldwide.

100% Australian owned, BMDi TUTA Ltd have global manufacturing capabilities with facilities in Australia, Thailand, China and India that have quality certification to the following standards: ISO 13485, ISO 9000, TUV and CE mark.

As well as supporting an international customer base, BMDi TUTA Ltd manufactures for direct sale to Public and Private Hospitals, in addition to the manufacture of OEM products to other medical suppliers of medical devices.

- Ambulatory infusion products
- Anaesthetic products
- Blood banking products
- Burettes
- Cannulae

- Chest drainage products
- Extension sets
- Infusion pumps
- Infusion sets
- Irrigation products

- IV specialty products
- Sharp collection products
- Safety syringes
- Transfusion pump sets
- Transfusion sets

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Year in review



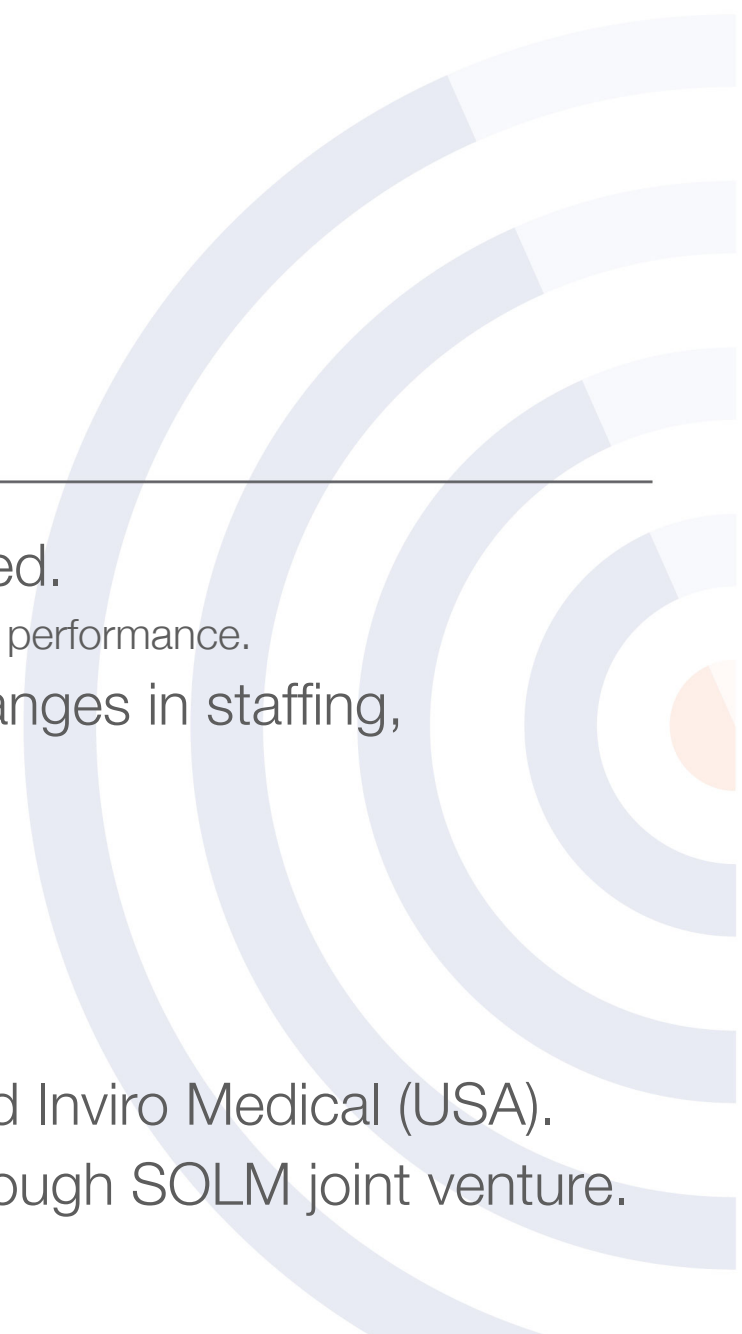
*“It is not the strongest of the species that survive,
nor the most intelligent, but the ones most
responsive to change”.*

CHARLES DARWIN

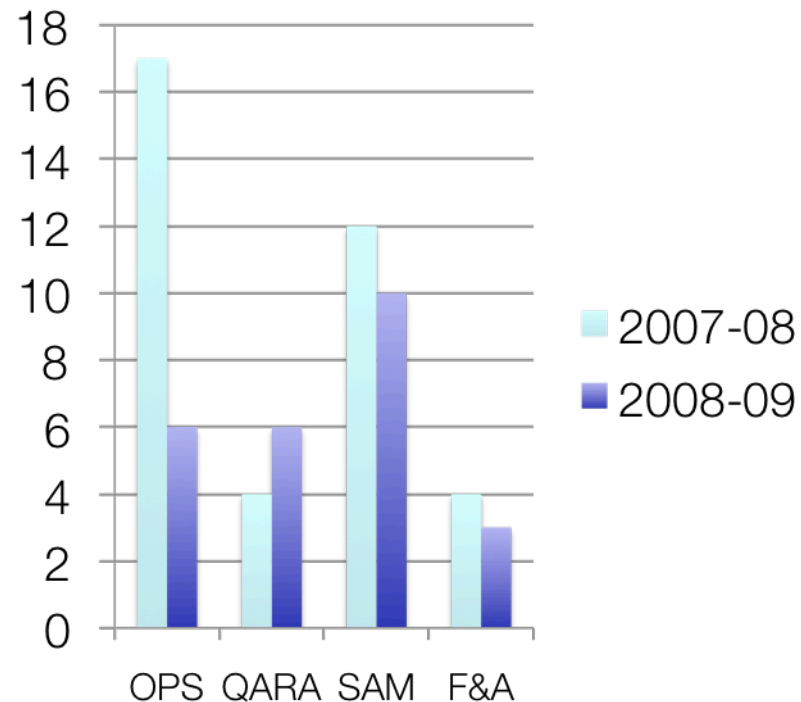
The background features a series of concentric, semi-circular arcs in light blue and white on the right side. At the bottom, there are two solid horizontal bars, one dark blue and one white.

Year in review

- Acquisition of TUTA Healthcare Pty Limited.
 - Resultant improvements in financial and operational performance.
- Strategic review leading to significant changes in staffing, infrastructure, resourcing and portfolio.
 - Redefined core competencies.
 - Launch of new TUTA brands.
 - NPD priorities redefined.
- Strategic alliance with Arcomed AG.
- Development of Frontier Medical (UK) and Inviro Medical (USA).
- Expansion of safety injection portfolio through SOLM joint venture.

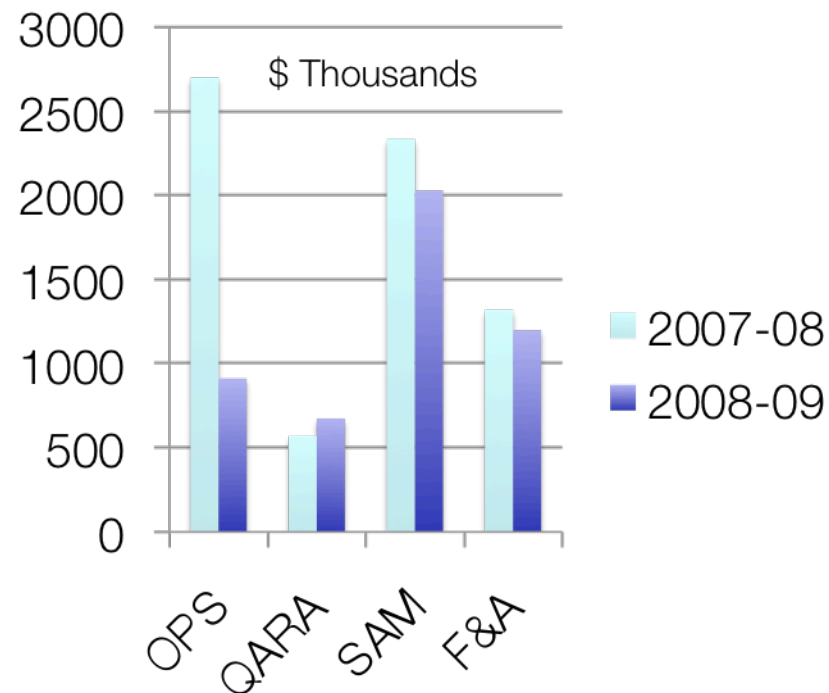


FY09 review – head count



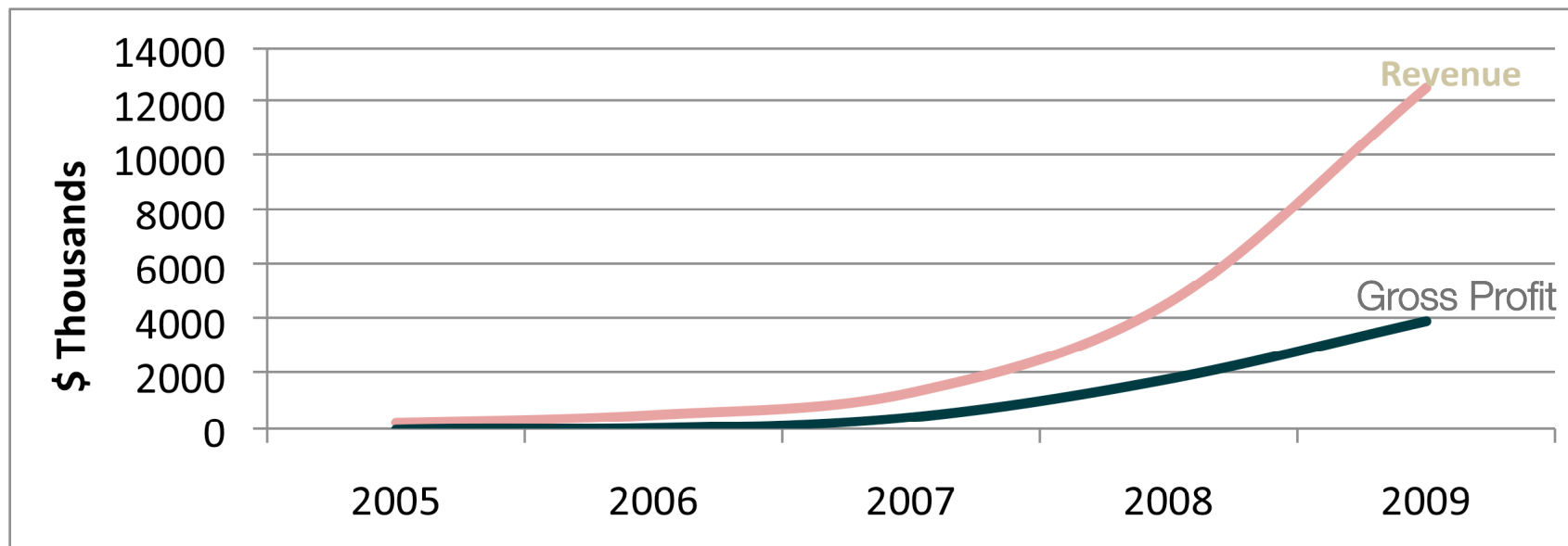
- YOY net reduction in head count -12 (27%).
- Total dollars saved - \$1.03m.
- Facilitated through outsource manufacture and operational/financial synergies.

FY09 review – overhead



- Net overhead reduction \$1.8m (25%).
 - Rent and outgoings down \$250k (43%).
- Driven mainly through operational savings and integration efficiencies.

Historical and forecast performance



Half-year comparatives

\$'000	FY 2007-08			FY 2008-09			
	1 st Quarter	2 nd Quarter	Dec 31 Half Year	1 st Quarter	2 nd Quarter [†]	Dec 31 Half Year	
Revenue	551.1	377.6	928.7	2389.3	2404.5	4793.8	+516%
Operating profit ^{††}	(201.0)	(443.5)	(644.5)	(96.4)	247.3	150.9	
EBITDA	(184.2)	(444.4)	(628.6)	(58.9)	303.9	245.0	+\$874k

[†] FY09 Plan ^{††} Excludes one-off restructure costs.

The year ahead

- Global financial crisis – market uncertainty and ASX volatility.
 - Fluctuations in AUD and potential impact on GPM.
 - Medical devices is a growth market relatively immune from economic turmoil.
- Expansion of TUTA portfolio in line with strategic plan.
 - Medical systems, blood banking, Vet.
- Export development.
 - UK and Europe (TUTA brand).
 - AsiaPac (Arcomed TUTA brand).
 - OEM (BMDi TUTA brand).
- Supply chain transition and consolidation.
- M&A activity.
 - 636 medical device companies in Australia (Source: Innovation Dynamics 2007).

Summary

- Operate in growth markets relatively immune from economic turmoil.
- Improved financial scale and profitability from TUTA acquisition.
 - FY09 forecast maiden profit.
- Leverage strategic and financial synergies.
 - Market access, customer base, brand, products, skills.
- Strategic growth opportunities through industry consolidation.



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Disclaimer

The information contained in this presentation provides only a general overview. To the extent that the presentation contains forward looking statements, BMDi TUTA considers that the expectations reflected in these statements are reasonable. The statements are subject to known and unknown risk factors associated with the healthcare industry which could cause actual results or trends to differ materially.

The information is not intended to be taken as advice regarding any individual situation and should not be relied upon as such. Investors should seek appropriate professional advice in relation to their own objectives, financial situation and needs.