



ABN 30 096 048 912

Level 8
261 George Street
Sydney NSW 2000
Australia
Tel: 61 2 9247 5087
Fax: 61 2 9247 7273

30 October 2007

The Manager Companies
Australian Stock Exchange Limited
20 Bridge Street
SYDNEY NSW 2000

(22 pages by email)

Dear Madam,

RE: PRESENTATION TO ANNUAL GENERAL MEETING

I attach a PowerPoint presentation which is to be delivered to the shareholders present at today's Annual General Meeting which is convened to be held at 11.00 am.

Yours faithfully

A handwritten signature in black ink, appearing to read "P. Nightingale", with a stylized, cursive script.

Peter J. Nightingale
Company Secretary

pjn4115

Annual General Meeting

2007

Tuesday 30 October 2007

Overview

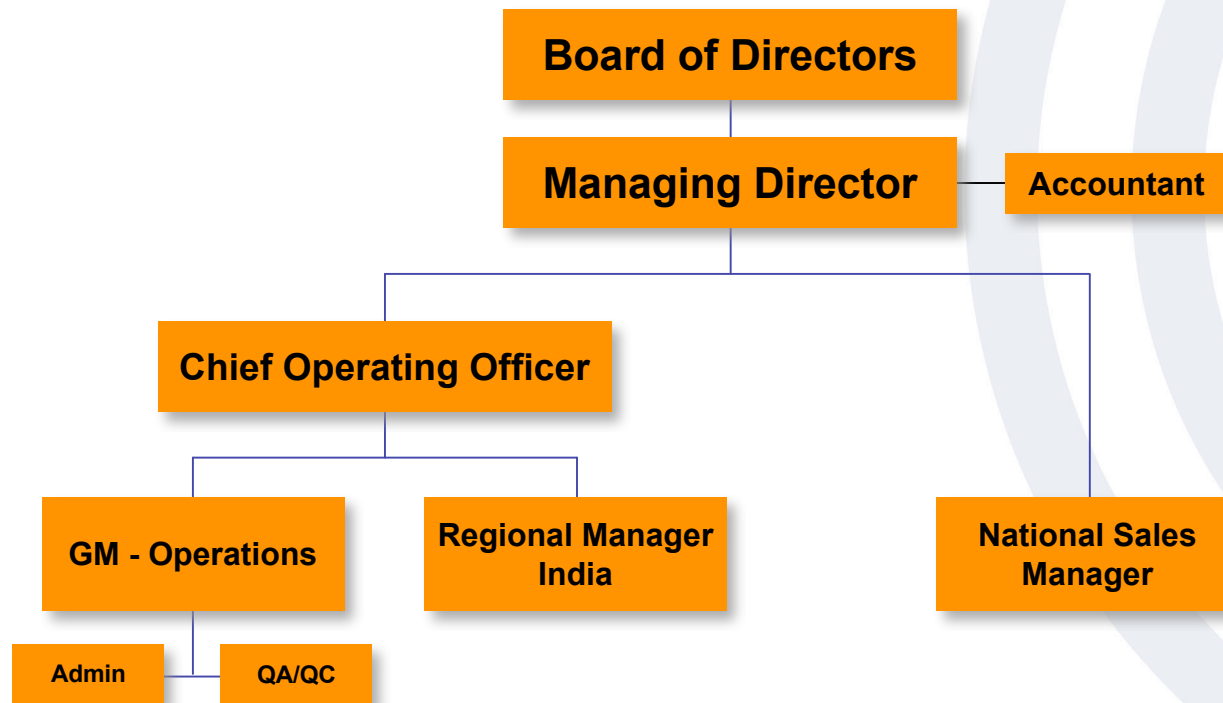
- Background
 - Brief history
 - Organisation chart
 - Primary focus
- Key achievements 2007
 - Revenue performance
 - Peer review
- Product portfolio and competitive framework
- Regional coverage and key customers
- Future directions
 - Product-market grid
 - International marketing campaign
 - Domestic marketing campaign
 - Website



Brief history

- **December 2004** embarks on an ambitious manufacturing, distribution and NPD programme focused on delivering safety medical solutions to the global healthcare industry.
 - Result: exposed company to competitive and financial pressures and challenges which were unsustainable.
- **May 2005** appointment of new CEO heralds a new direction designed to rebuild the business and redefine priorities.
 - Result: key customers acquired, core revenues established, organisation restructured - positioned company for future growth.
- **March 2007** appointment of MD to oversee implementation and management of new business strategies and activities.

Organisation Chart



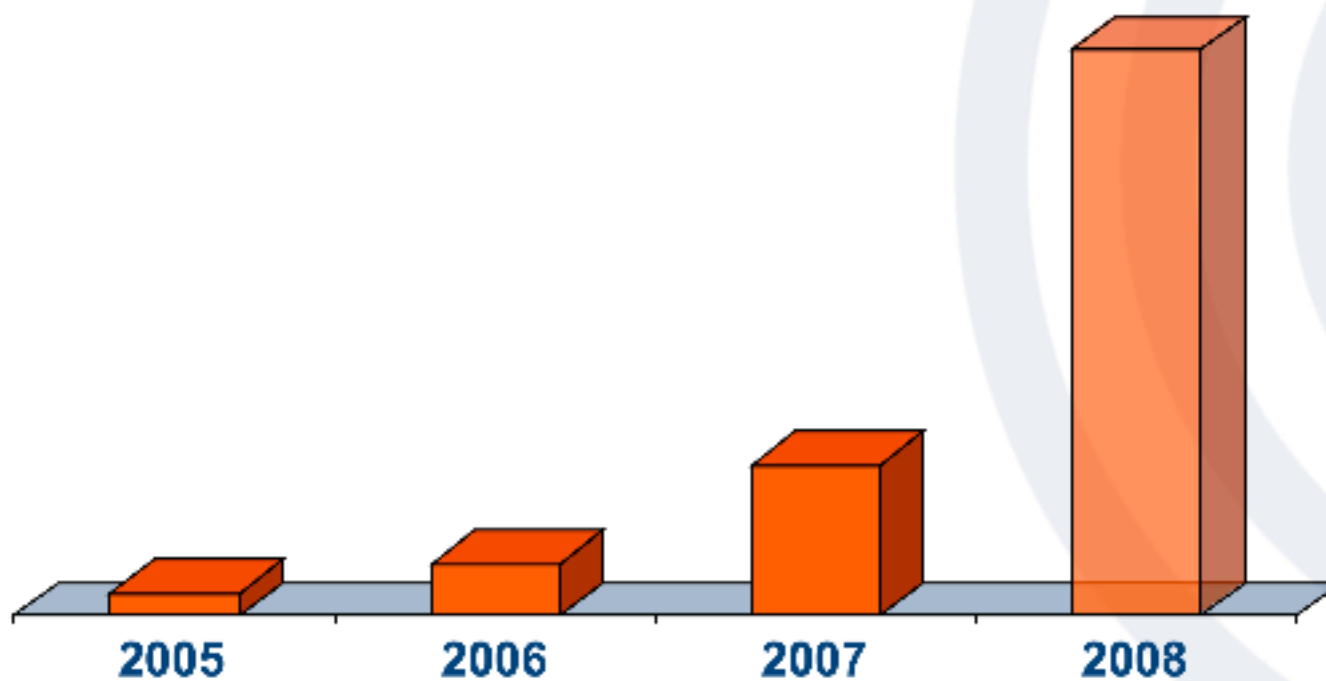
Primary focus

- The sourcing, development and manufacture of a range of medical collection and injection devices targeted at reducing the incidence of sharps injuries within the global healthcare industry.
 - BMDi and Nomoresharps™ brands.
 - Expertise in medical device sourcing and outsourced manufacture for distribution by major international medical companies (OEM).

Key achievements

- FDA approval on 22 safety injection products.
- Inviro Medical (US) Heads of Agreement.
- Launch of 'turnkey' distribution model in Australia.
- Frontier Medical (UK) Heads of Agreement.
- Expansion of distribution in Europe, Africa & Middle East.
- Growth of DCAP product range and customer base.
 - New markets in Africa, Asia, Sub Continent and Middle East.
 - Launch of 7 collection and 12 injection products.
 - Exclusive supply agreement for Liquid Crystal Polymer (LCP) needle.
- NRS Auto moves to user trials.

Revenue Performance

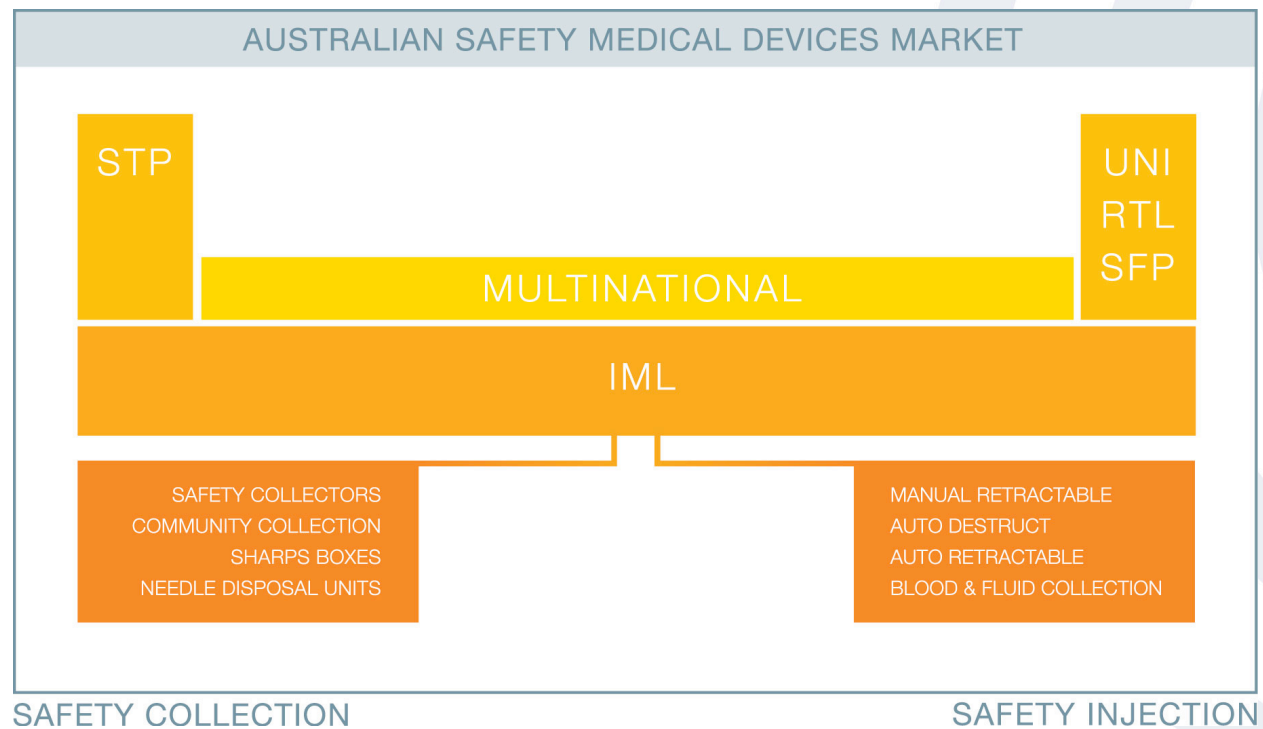


Peer review - price to sales

	Share Price [†]	Sales [‡]	P/S Ratio	Market Cap [†]
SFP	\$0.34	\$855,000	28.20	\$24.1 million
UNI	\$0.26	\$2,292,389	20.67	\$47.4 million
RTL	\$0.04	\$23,624	199.50	\$4.7 million
IML	\$0.063	\$1,610,000	3.83	\$6.2 million

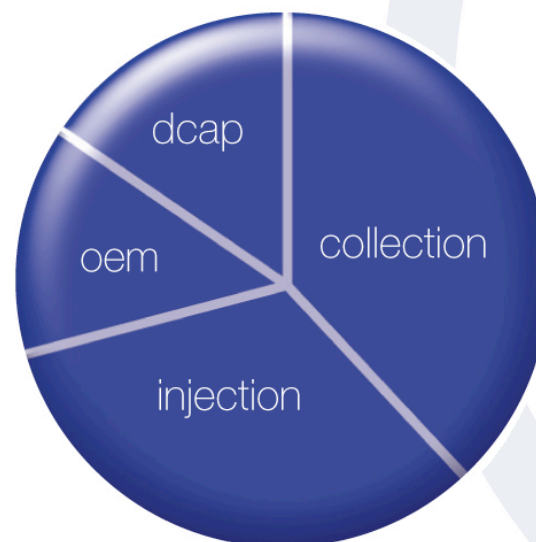
[†] As at 30 September 2007. [‡] As at 30 June 2007.

Competitive framework



Product portfolio

- Sharps collectors
- Injection solutions
 - AD syringes
 - Retractable syringes
 - Fluid collection
- DCAP
 - Needle disposal units
 - Injection and collection
- OEM
 - Injection and collection



BMDi collection range

Comprehensive Range of Premium Quality Sharps Disposal Containers



Community

A range of ultra compact portable units for easy disposal of syringes. Designed for both personal and clinical use. Fit neatly into your pocket, handbag or car glove box.

Benefits:

- Flip-top Lid.
- Sizes range between 250ml–600ml.
- Portable/pocket design.
- Manufactured to Australian, USA and British standards.



One-piece (Vertical Drop)

These collectors are non-assembly. Available in both clip and screw lids. The containers may be situated either on bench tops or in baskets that are suited for IV/dressing trolleys.

Benefits:

- Locking lids attached.
- Sizes range between 500ml to 19 litres.
- Needle notch clip.
- Large entry aperture in 19L for bulky items.
- Finger guards to reduce risk.
- Vertical drop for single-handed use.
- Manufactured to Australian, USA and British standards.



'Next Generation' Two Piece (Horizontal Drop)

These two-piece containers have been designed "for easy self-assembly". Functional interchangeable lids. Unique in style with inherent safety features. Containers can be strategically placed in patients rooms and at point of use for safe sharps disposal.

Benefits:

- Unique "universal bracket" for secure mounting on walls, cupboards, IV/anaesthetic trolleys and mobile trolleys for true "point of use".
- Three sizes available: 8, 11 and 17 litres.
- Interchangeable safety lids – roll top and screw lid available
- Manufactured to Australian, USA and British standards
- Nestable units reduce storage space requirements prior to use.



Cytotoxic

These collectors are a rigid one-piece non-assembly collector. Available with screw lids and wide aperture opening. Include a 'Lid Insert' for secure closure, which provides safe transport while still "in use". The purple colour allows for safe segregation of instruments and contaminated sharps.

Benefits:

- Large 225mm entry aperture in 19L for bulky items.
- Sizes range between 1.4 litres to 19 litres.
- Lid Insert for temporary closure
- Ideal for Oncology and home healthcare.



High Volume (Theatre)

Meeting the needs of operating theatres, ICU and thoracic wards. These containers are for the disposal of large sharp single use items eliminating the risk of long sharps protruding from sharps containers.

Benefits:

- Dual Lid System.
- 3 Sizes available – 30, 50 & 60 Litres.
- Includes separate clip-on/screw on lid.
- Used on mobile trolleys.
- Foot pedal to open the lid for hands free disposal.



Accessories

Universal Bracket - suits Next Generation Two-Piece 8, 11, 17 litre.

Benefit:

- Easily mounted over existing bracket systems, leaving no visible holes for repair.
- Mounted on walls, cupboards and trolleys.

Solid Base Brackets - designed for smaller one-piece range up to 8 litre.

Benefit:

- Fixed and situated on bench tops.

Mounting Frames - designed for One-Piece 1.4L to 19L one-piece.

Benefit:

- Provide dual purpose for wall mounting and hook over trolley.
- Sturdy white frame with protective polyester powder bake finish.



Mobile Trolley - designed to suit Next Generation Two-Piece and Theatre containers.



www.bmdi.net Distributed by Terumo 1800 837 868

BMDi DCAP range



Needle cutters (3)



Sharps boxes & medical waste collectors (7)



AD & retractable syringes (11)

BMDi OEM



InviroSNAP



InviroSTRIDE



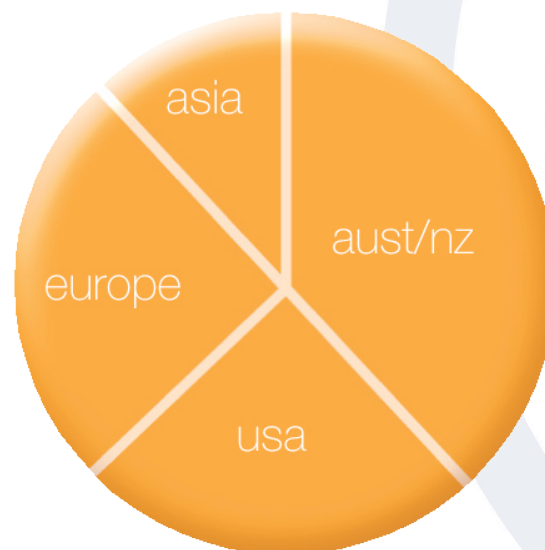
Frontier (UN)
containers

BMDi auto retractable syringe



Regional coverage

- Australia/NZ
 - Terumo Corporation
 - Daniels
- USA
 - Inviro Medical
 - PATH
- Europe
 - Frontier Medical
 - D.Analytical
- DCAP
 - UNICEF/PATH
 - Indian liaison office



Product-market grid

	INJECTION	Inviro Manual retractable	Inviro STRIPE	Inviro LINK	Hypodermic needles	Irrigation syringe	BMDi Manual retractable	BMDi Auto Destruct	BMDi Auto retractable	BMDi standard syringes	BMDi Scalp Vein Sets	BMDi Blood Collection	COLLECTION	BMDi Sharps Containers	Community Products	BMDi Sharps Boxes	OTHER	Needle Disposal Units	Infection Control	Long-term Care
Australia-NZ <i>Terumo Corporation, Daniels, Pro Opt</i>																				
USA <i>Inviro Medical</i> <i>Smiths Medical</i>																				
Europe <i>D Analytical (Greece/Baltic)</i> <i>Frontier Medical (UK/Europe)</i> <i>Smiths Medical (UK/Europe)</i> <i>One Med (Finland)</i>																				
DCAP <i>PATH (India, Vietnam), WHO/UNICEF</i>																				
Asia <i>Terumo Corporation (HK/China)</i> <i>Primary Horizon (Malaysia)</i>																				
Africa/Middle East <i>Lechoba Medicals (RSA)</i> <i>Al Sumow (Kuwait)</i>																				



Current products/distribution



New products/distribution

International “globe” campaign



**We're here to help make
the world a safer place.**

BMDi is the company that specialises in reducing needle stick injuries in those countries where healthcare professionals and patients are most at risk.

Which is why our safety collection and injection systems are used by UNICEF, WHO and leading medical companies.

We're an Australian company providing world class innovation to developing and first world countries.

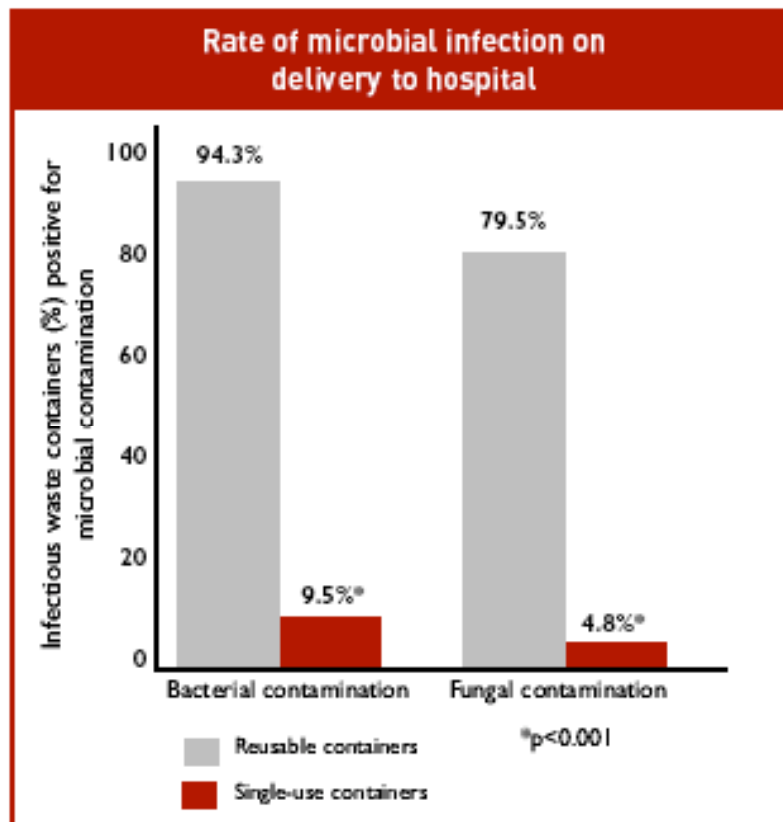
• NonmoneSharps® medical sharps collectors and needle disposal units • Manual retractable safety syringes • AutoDisable safety syringes • Auto retractable safety syringes •

www.bdmi.net

BMDi Pty Ltd, 3 Spring Street Sydney NSW 2001. Phone 61 2 9249 4381 Fax 61 2 9249 4933.
BMDi Pty Ltd is a wholly owned subsidiary of PPD Group Ltd.

BMDi 

How to take
share from an
80% market
leader?



Australian “collection” campaign

The smallest
risk can quickly
become a large
threat

* Even the smallest risk of contamination isn't worth taking.

nomoreharps® Single use containers don't return, so infection won't either. www.bmdi.net

nomoreharps® Single use containers don't return, so infection won't either. www.bmdi.net Distributed by Terumo 1800 837 866

Australian “collection” sales aids

Investigation of single-use versus reusable infectious waste containers as potential sources of microbial contamination

Alice N. Neely, PhD, RNAM
Matthew P. Maki, MS
Gary L. Taylor, CHESP
Cincinnati, Ohio

Background: Laws require that infectious waste be segregated from noninfectious waste. Companies certified to dispose of infectious waste offer both reusable and single-use containers. The focus of this study was to determine if there would be a microbiologic advantage to the use of one type of container over another in a burn hospital.

Methods: Monthly swab cultures were taken from the tops of >250 infectious waste containers during 2 years. Bacteria and fungi were identified. In a substudy swab cultures were taken from an area of reusable tops before and after cleaning to evaluate the efficacy of cleaning on both the number and type of microbes present. Infection rates for acute patients were compared before and after control measures were instituted to decrease microbial transfer from infectious waste containers to patients.

Results: Cultures taken from reusable boxes when received from the container company showed that > 99% were contaminated with bacteria or fungi; most were normal environmental or skin flora, but some cultures showed microorganisms that can be potentially harmful to patients with compromised immunity. Wiping the lids with a phenolic disinfectant decreased both the total microbial load ($P < .001$) and the variety of microbes present ($P < .001$). In contrast, only 10% of the incoming single-use boxes showed any contamination. Infection rates dropped from 5.8 to 3.2 per 100 burn patients ($P < .05$) after the institution of cleaning and other changes made to decrease the possibility of microbial transfer from the infectious waste boxes to the patients.

Conclusions: Upon delivery, significantly fewer single-use infectious waste boxes were contaminated than reusable ones ($P < .001$). Extra infection control measures were needed when reusable infectious waste boxes were used in acute housing patients with compromised immunity. Facilities need be aware of the possible contamination of reusable infectious waste containers with microorganisms capable of causing nosocomial infections in patients who are compromised. (Am J Infect Control 2003;31:13-7)

Nosocomial infections are a growing concern in medical facilities, in part because many of these infections tend to result from microorganisms that are resistant to antimicrobials and are therefore difficult to treat.^{1,2} An infection is the result of an interaction between a susceptible host and a pathogenic microbe. For an infection to occur, the microbe must first come in contact (aerosol, touch, etc) with the

host. One means of reducing nosocomial infections is to identify previously unrecognized fomites and then provide some measure of infection control for those contaminated objects, thereby reducing the opportunity for microbes to establish an initial contact with a susceptible individual. As a result of an observation of some solid incoming infectious waste boxes by a housekeeping technician, a systematic study of the microbiology of incoming infectious waste containers was undertaken.

To ensure public safety, federal laws require that infectious waste be segregated from noninfectious waste. Generally, companies certified to dispose of infectious waste offer both reusable and single-use containers. There are advantages and disadvantages to both types of boxes. For example, the single-use

From Shriners Burns Hospital.
Reprints requests: Alice N. Neely, PhD, Shriners Burns Hospital, 3229 Burnet Ave, Cincinnati, OH 45229.
Copyright © 2003 by the Association for Professionals in Infection Control and Epidemiology, Inc.
0196-6533/03/030130-08 + 0
doi:10.1067/mic.2003.17

Comprehensive Range of Premium Quality Sharps Disposal Containers



Community

A range of ultra compact portable units for easy disposal of syringes. Designed for both personal and clinical use. Fit neatly into your pocket, handbag or car glove box.

Benefits:

- Flip-top Lid,
- Sizes range between 250ml– 600ml,
- Portable/pocket design,
- Manufactured to Australian, USA and British standards.

One-piece (Vertical Drop)

These collectors are non-assembly. Available in both clip and screw lids. The containers may be situated either on bench tops or in baskets that are suited for M/dressing trolleys.

Benefits:

- Locking lids attached,
- Sizes range between 500ml to 19 litres,
- Needle notch clip,
- Large entry aperture in 19L for bulky items,
- Finger guards to reduce risk,
- Vertical drop for single-handed use.
- Manufactured to Australian, USA and British standards.



'Next Generation' Two Piece (Horizontal Drop)

These two-piece containers have been designed "for easy self-assembly". Functional interchangeable lids. Unique in style with inherent safety features. Containers can be strategically placed in patients rooms and at point of use for safe sharps disposal.

Benefits:

- Unique "universal bracket" for secure mounting on walls, cupboards, IV/anaesthetic trolleys and mobile trolleys for true "point of use",
- Three sizes available: 8, 11 and 17 litres,
- Interchangeable safety lids – roll top and screw lid available
- Manufactured to Australian, USA and British standards
- Nestable units reduce storage space requirements prior to use,





Collection



Injection



DCAP



Custom Manufacturing

Who are we?

The primary focus of BMDi is on the sourcing, Development and manufacture of a range of medical collection and injection devices targeted at reducing the incidence of sharps injuries within the global healthcare industry. IN Addition to amrketng its own BMDi and Nomoresharps tm brands, the company has developed a particular expertise in medical devicesourcing, including the outsourced manufacturing of medical devices and related rproducts for distribution by major international medical device companies (OEM).

BMDi aims to be one of the world's leading providers of safety-engineinnerd medical devices.

[Click for more info](#)

DCAP

Developing Countries & Aid Projects



BMDi has a range of products designated DCAP (Developing Countries Aid Projects), which have been specifically designed for use in developing countries where mass immunisation and curative care programs are undertaken. Companies such as UNICEF, PATH and leading medical companies all around the world all reply on our DCAP safety collection and injection systems.

Latest News

15 May 2005
[Shareholder Update](#)

15 May 2005
[Shareholder Update](#)

Email Alerts

Whether you're a shareholder or not you can subscribe to recieve all company announcements through our Email Alerts service.

[Click here](#) to join our free email alerts service now

ASX Share Price

\$0.06 -0.030

This price is delayed by at least 20 minutes and is sourced from the [ASX](#). Retrieving this share price indicates your acceptance of the [Conditions](#).