ELIMINATING NEEDLESTICK INJURIES
They inflict anxiety, infections and fatalities on a huge number of healthcare workers.

> 1,000,000 needlestick injuries occur every single year – in Europe alone.

They are the most common occupational hazard in healthcare.

They inflict anxiety, infections and fatalities on a huge number of healthcare workers.

80,000 get infected world-wide.
Our Story

• The Need
  2 million reported needlestick injuries per year in EU and US, plus more than 1 million unreported injuries

• The Legislation
  - Within USA, Needlestick Safety and Prevention Act (NSPA), Passed by the Congress in year 2000

• The Market
  Total EU infusion catheter market of 300 million I.V. catheters, with a safety penetration of 60%. EU safety market value of SEK 1.000 million, growing at 10% p.a.
  The European injection market is estimated to be 8 billion procedures, with a low safety penetration rate

• Our Competencies
  Knowledge and experience from the R&D, production and sales & marketing departments of Viggo AB and the closed Becton Dickinson operations in Helsingborg, Sweden

• Our Patents
  A pipeline of cost-effective and safe solutions “Eliminating needlestick injuries” in healthcare

• Our Partners
  - MBH International A/S is our supply chain, quality assurance and customer service partner
  - Hindustan Syringes & Medical Devices Ltd. is our first Contract Manufacturer (CM)
  - AB Euroform is our CM for the SWiNG line
  - AMB Industri AB is our CM for our 3rd line
Our Main Business Areas

**Infusion**

- CLiP® Ven
- CLiP® Neo

**Injection**

- SWiNG
Despite the adoption of safety mechanisms, their impact has been limited

Case: State of Massachusetts
Rate of Sharps Injury with Hypodermic Needles & Syringes & Proportion of Injuries with SESIPs v. non-SESIPs

Data source: Massachusetts Sharps Injury Surveillance System, 2002-2010
47% get hurt because they are not automatically protected

When needlestick injuries occur:

- While giving an injection: 28%
- Before activating the safety feature: 19%
- During disposal of non-safety device: 19%
- After sharp was left on surface by co-worker: 10%
- In response to action of co-worker: 9%
- Other: 9%
- While activating the safety feature: 6%

Source: ANA (American nurses association) study 2008
Categories of Safety

1. Automatic / Passive
2. Semi-automatic / Activated
I.V. Catheter - CLiP®

1. Automatic/Passive safety solution
   - The user will not have to change procedures
   - The user do not need to do activate the safety clip

2. True to existing designs and habits
   - Grip and handling is unchanged compared to existing designs
   - User friendly

3. Pure polymer – injection moulded in one piece
   - Offering low friction between the “Clip” and the needle, no metal-on-metal friction
   - Offering excellent manufacturing cost competitiveness

4. Clip design and polymer construction is patent protected
Injection Safety Cover - SWiNG

1. Activated safety solution for injection needles
   – The user and patient is fully protected after activation
   – Works with any luer-lock and luer-slip syringe
2. Users are protected during and after injection
   – Circa 50% better protection compared to manual products
3. Pure polymer – injection moulded in one piece
   – Offering excellent manufacturing cost competitiveness
4. “Elbow” or swing construction is patent protected

Source: The Need for Safety Devices: A Health Care Perspective, Mary Hotaling, M.S., MT(ASCP)DLM
Pipeline Attractiveness
15 patent families, 7 product groups, 8 patents & 50 patent appl.
Europe$^3$ - as our main sales focus

The Focus of Vigmed is to succeed in Europe with our 3 brands, covering several product lines:

- CLiP®
- SWiNG
- 3rd product line

Distributors being eager to work with Vigmed, to get back into this lucrative business area
Scandinavian Partnerships

Apart from our Indian partner, we are having an increasing focus of partnering with local Scandinavian companies like:

- Tingverken AB, Tingsryd
- AutomationsPartner AB, Helsingborg
- AB Euroform, Motala
- AMB Industri AB, Emmaboda
- MBH-International A/S, Allerød
- Hindustan Syringes & Medical Devices
The Winning Team

Board
Chairman: Lennart Holm
CEO: Finn Ketler
R&D: Per Knutsson
Legal: Mikael Karlsson
Patents: Rikard Roos
Manufact.: Ulf Mossberg
Asia: Lennart Dreyer

CEO
Finn Ketler

Finance
Mette Gross
Charlotte Holm

QA & RA
Ola Lindau
Maria Nilsson

IT
Robert Domonkos

Research & Dev.
Fredrik Thörne
Per Knutsson
Magnus Hivert
Anders Nordqvist
Nils Larsson

Global Operations
Henrik Olsen (interim)
MBH-International A/S
HMD Ltd.
AB Euroform
AMB Industri AB

Sales & Marketing
Europe & Asia Pacific
Mike Dooley

Sales & Business Dev.
Americas & MEA
Henrik Olsen

China Ltd.
NN

Mikael Jespersen
Milestones

Past
04-11: VigClip® patent granted - 1 hook
05-12: VigClip® patent - two polymer
09-12: Supply Chain Agreement w. MBH
10-12: CMA signed w. HMD Ltd.
01-13: VigClip® utility model - 1 hook, CN
02-13: Listed on NASDAQ OMX First North
03-13: Manual Assembly of CLiP®Ven
03-13: SWiNG main patent
04-13: SWiNG utility model – China
06-13: CE-mark received for I.V. Catheters
06-13: CMA w. SWiNG manufacturer
08-13: Directed placement offering BURE Equity AB c. 9.5% of Vigmed shares
09-13: CMA with manufacturer for 3rd product line
10-13: Vigclip® patent granted in the US

Future
02-14: First Distribution Contract: CODAN
2014: Further Distribution Contracts
2014: ISO 9001/EN 13485 Certification
2014: Full-Automatic Assembly of CLiP®Ven
2014: Semi-Automatic Assembly of CLiP®Ven
2014: FIRST SALE - CLiP®Ven Ported
2014: Manufacturing of SWiNG
2014: LAUNCH of SWiNG
2014: Full-Automatic Assembly of CLiP®Neo
2014: LAUNCH of CLiP®Neo
2015: LAUNCH of CLiP®Ven Straight
2015: 3rd Product line launched
2016: 4th Product line launched
### Key figures from Q4 and annual report

#### Income statement (Group) SEK

<table>
<thead>
<tr>
<th></th>
<th>Q4 2013</th>
<th>Q4 2012</th>
<th>FY 2013</th>
<th>FY 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Sales</strong></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Manufacturing</strong></td>
<td>-393,356</td>
<td>-100,000</td>
<td>-5,298,797</td>
<td>-122,411</td>
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<tr>
<td><strong>Administration &amp; sales</strong></td>
<td>-3,981,708</td>
<td>-782,770</td>
<td>-12,824,094</td>
<td>-3,724,027</td>
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<tr>
<td><strong>Research &amp; development</strong></td>
<td>-1,081,725</td>
<td>-476,982</td>
<td>-4,120,708</td>
<td>-760,375</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td>-5,456,789</td>
<td>-1,359,751</td>
<td>-22,243,599</td>
<td>-4,606,813</td>
</tr>
<tr>
<td><strong>Operating profit/loss</strong></td>
<td>-5,456,789</td>
<td>-1,359,751</td>
<td>-22,243,599</td>
<td>-4,606,813</td>
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<tr>
<td><strong>Net financial income/expense</strong></td>
<td>133,766</td>
<td>-1,823</td>
<td>464,468</td>
<td>-28,526</td>
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<tr>
<td><strong>Profit/loss after financial items</strong></td>
<td>-5,323,023</td>
<td>-1,361,574</td>
<td>-21,779,131</td>
<td>-4,635,339</td>
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<tr>
<td><strong>Number of shares</strong></td>
<td>37,571,428</td>
<td>6,179</td>
<td>37,571,428</td>
<td>6,179</td>
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<tr>
<td><strong>Profit/loss per share</strong></td>
<td>-0,14</td>
<td>-220,36</td>
<td>-0,58</td>
<td>-750,18</td>
</tr>
</tbody>
</table>
## Key figures from Q4 and annual report

### Balance sheet (Group) SEK

<table>
<thead>
<tr>
<th></th>
<th>2013-12-31</th>
<th>2012-12-31</th>
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<tbody>
<tr>
<td><strong>Fixed assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible fixed assets</td>
<td>5 643 117</td>
<td>2 805 216</td>
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<tr>
<td>Tangible fixed assets</td>
<td>9 721 061</td>
<td>1 739 726</td>
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<tr>
<td>Financial assets</td>
<td>5 884</td>
<td>5 884</td>
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<tr>
<td><strong>Total fixed assets</strong></td>
<td><strong>15 370 062</strong></td>
<td><strong>4 550 826</strong></td>
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<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Short-term receivables</td>
<td>1 031 878</td>
<td>1 579 675</td>
</tr>
<tr>
<td>Cash and bank balances</td>
<td><strong>41 839 716</strong></td>
<td><strong>52 721 417</strong></td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>42 871 594</strong></td>
<td><strong>54 301 092</strong></td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>58 241 656</td>
<td>58 851 918</td>
</tr>
<tr>
<td>Equity capital</td>
<td>55 019 978</td>
<td>52 046 113</td>
</tr>
<tr>
<td>Short-term liabilities</td>
<td>3 221 679</td>
<td>6 805 805</td>
</tr>
<tr>
<td><strong>Total equity capital &amp; liabilities</strong></td>
<td><strong>58 241 656</strong></td>
<td><strong>58 851 918</strong></td>
</tr>
</tbody>
</table>
Thank you