



# Investor Presentation

OTCBB:CONX.OB

February 2012

## Forward Looking Statements

This presentation is being provided for informational and discussion purposes. This presentation is not intended to provide and should not be relied upon as investment advice or an opinion regarding the appropriateness or suitability of any investment. Nothing herein should be construed to be an offer to sell, or a solicitation of an offer to buy, any securities.

This presentation contains forward-looking statements regarding future events. These statements are just predictions and are subject to risks and uncertainties that could cause the actual events or results to differ materially. These risks and uncertainties include failure to get regulatory approval for our product candidates, market acceptance for approved products, management of rapid growth, risks of regulatory review and clinical trials, intellectual property risks, and the need to acquire additional products. The reader is referred to the documents that Corgenix Medical Corporation files from time to time with the Securities and Exchange Commission.

# Corporate Investment Highlights

- **Corgenix Market Status**
  - Forecasting annual sales growth of over 20% to over \$9.5 million in Fiscal 2012
  - Product offerings, expanding global distribution network and strategic alliances expected to fuel growth in future years
  - Recognized worldwide as a leader in important clinical areas
- **Key Technologies and Programs**
  - Unique proprietary biomarkers seeing broad clinical acceptance
  - Pipeline of new products and technologies in vascular and hepatic disease
  - Strengthened distribution network and expanded delivery platforms opening new market opportunities
  - Collaborative developed systems and programs aligned with US government focus in bio-defense
  - Contract services expected to fuel additional growth long term
- **Investment Potential**
  - Significantly undervalued with market cap far less than one-times sales

## Corporate Profile

- Medical diagnostic product company founded in 1990
- Headquarters in Broomfield, Colorado
- Publicly traded since 1998, OTCBB: CONX
- Long-tenured and experienced management team
- Regulatory compliance: US (FDA QSR), International Standards (ISO 9001, ISO 46001, EN 13485), Europe (IVDD - CE), Canada (CMDCAS) and Japan (MHW)
- Strong IP portfolio in key growth products and technologies
- New larger-market products with significant upside
- Expanding distribution network and strategic alliances



## Corporate Leadership

- **Douglass T. Simpson, President and CEO**

Joined Corgenix in 1992

Prior experience includes senior management positions at Sanofi Diagnostics Pasteur, Kallestad Diagnostics and Helena Laboratories. BS and MS degrees in Biology and Chemistry from Lamar University

- **William H. Critchfield, Senior VP Operations and Finance, and CFO**

Joined Corgenix in 2000

Prior experience includes senior management positions at Nuclear Pharmacy, U.S. Medical, BioStar Medical Products, Air Methods Corp and Cell Technology. BS degree (magna cum laude) in Accounting from California State University at Northridge; Certified Public Accountant

- **Luis R. Lopez, M.D., Chief Medical Officer**

Founded Corgenix in 1990

Prior experience includes academic and clinical research positions at BioStar Medical Products, the University of Colorado Health Sciences Center, and Cayetano Heredia University. M.D. degree from Cayetano Heredia University School of Medicine

## Key Revenue Growth Strategies

- Capture premier position in growing markets for *clinical diagnostic tests to assess risk of cardiovascular disease*
- Expand global presence *in non-invasive liver biomarker* products
- Utilize external funding for expansion of *infectious disease development* program
- Build on history of successful strategic alliances by adding new *contract development and manufacturing capabilities* and partners
- Strengthen global footprint through the *ELITech strategic alliance*

## Cardiovascular Disease - Background

- Cardiovascular disease (CVD) is a significant global healthcare problem
  - Over 25 million Americans have Heart Disease
  - 1.7% of population diagnosed with atherosclerosis and 22% with hypertension
  - 80% of healthcare dollars are spent on chronic diseases such as vascular disease
  
- Corgenix CVD products are used to determine a patient's risk of developing cardiovascular disease and also to aid in diagnosis of certain bleeding or clotting events
  - AspirinWorks, a unique marker used to assess the effectiveness of taking aspirin to reduce the risk of having a heart attack
  - Full line of antiphospholipid products for diagnosing the antiphospholipid syndrome, an autoimmune condition causing blood clots to form with particular problem in some pregnancies
  - Products to measure clotting proteins in von Willebrand's Disease

# Cardiovascular Disease - Corgenix Strategic Position

Capture premier position in growing markets for clinical diagnostic tests to assess risk of cardiovascular disease.

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- Broaden product offering by modifying current products to alternate delivery technologies
- Expand market presence for AspirinWorks product
  - Secure guidelines from key organizations to help fuel interest overall
  - Add new clinical applications beyond just aspirin effectiveness testing
  - Strengthen intellectual property position to maintain leadership position
  - Institute new strategic alliances providing access to additional market segments
- Build on existing portfolio with new proprietary tests
  - Position AtherOx as highly specific cardiac risk biomarker
  - Bring new products to market which align with ELITech distribution strategies

## Non-Invasive Liver Biomarkers - Background

- Fibrosis is a condition of the liver caused by certain diseases and conditions which can progress through several stages culminating in cirrhosis where it becomes non-reversible
- Fibrosis is typically diagnosed by an invasive liver biopsy. Staging the increasing severity of the fibrosis is important for a physician to monitor so treatment changes can be implemented
- Fibrosis staging can be made through repeated biopsies which can be dangerous and very expensive
- Of all the non-invasive laboratory tests which assess liver health or liver function, Hyaluronic Acid (HA) is now considered the most sensitive marker to assess liver fibrosis
- There is a direct correlation between HA levels and the severity of the fibrosis. Higher levels of HA are seen in fibrosis with the HA levels increasing as the disease progresses to cirrhosis
- Therefore, monitoring the HA levels enable a physician to assess disease progression without resorting to repeated biopsies

# Non-Invasive Liver Biomarkers

## Corgenix Strategic Position

Expand global presence in non-invasive liver biomarker products with new products and technologies providing long term revenue growth and strong margins.

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- Corgenix has developed several diagnostic products which measure Hyaluronic Acid : a manual version released in 1997 and an automated version released in 2011
- Corgenix is the world market leader in HA testing products
- In the US the HA products are sold for Research Use Only. In most other countries the products are sold for in vitro diagnostic (IVD) use
- Corgenix has extensive clinical collaboration for the HA technology
- Sales of this product are still in its infancy. The market opportunity worldwide exceeds \$200 million annually
- The automated version will provide Corgenix direct access to the ELITech installed base of over 10,000 instruments
- Corgenix has additional large growth opportunity products in development which will complement the HA products for liver disease. The first of these new products are expected to be completed late 2012.

# Infectious Diseases and Emerging Pathogens Background

- The market for infectious diseases and emerging pathogens is a rapidly growing market worldwide presenting clinical problems in endemic areas
- Many of these infectious organisms are classified as biothreat agents with high risk of use in bio-terrorism attacks on US and other countries
- Corgenix has a long-term collaboration with Tulane University and other members of the Viral Hemorrhagic Fever Consortium (VHFC) members to develop state-of-the-art diagnostics and immunotherapeutic products and technologies for many of these agents

# Infectious Diseases and Emerging Pathogens

## Corgenix Strategic Position

Utilize external funding for expansion of infectious disease development program.

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- Strengthen existing collaboration with Tulane University and other members of the Viral Hemorrhagic Fever Consortium (VHFC) to establish new programs and product lines
- Complete products in development pipeline; secure regulatory clearance as required and launch globally
- Expand program opportunities by securing funding to support new projects
- Develop instrument system providing rapid multiplexed testing; transfer all critical products and reagents from existing projects to new platform

## Contract Services - Background

- Corgenix has a long history of successfully managing strategic alliances with large and small medical companies, universities, research institutions and government agencies.
- Contract services have included product development, manufacturing, regulatory management, fulfillment and commercialization.



## Contract Services - Corgenix Strategic Position

Build on history of successful strategic alliances by adding new contract development and manufacturing partners.

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- Diversify operational capabilities with additional delivery platforms to support internal product development strategies and to facilitate new contract manufacturing agreements
- Transition current customers to new alternate delivery platforms as market needs change
- Expand lot size capacity to drive down costs and improve margins

# The ELITech Strategic Alliance

Strengthen global footprint through the ELITech strategic alliance.

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- **International distribution**
  - Continue expansion of the business through selective culling of country distributors and adding new outlets in additional in underserved regions
  - Improve coordination of clinical trials and studies
  - Coordinate marketing and promotional activities
  - Utilize extensive ELITech sales management network to ensure maximum distributor performance
  - Secure co-manufacturing partners in key markets
- **Product development**
  - Maintain pipeline of new products for application to ELITech global installed base
  - Coordinate projects to complement various other business segments for ELITech and Corgenix
  - Enhance Corgenix infrastructure to support future platform expansion
  - Collaborate in regulatory submissions

## Historical Financials

Condensed results of operations (000):

	Three Months Ended 12-31-11	Three Months Ended 12-31-10	Six Months Ended 12-31-11	Six Months Ended 12-31-1
Revenues	\$2,066	\$1,786	\$4,244	\$3,764
Gross Profit	938	882	1,985	1,943
Operating Income (loss)	(57)	(16)	(51)	(256)
Net Loss	(85)	(62)	(136)	(410)

## Historical Financials

Condensed results of operations (000):

	Fiscal Year Ended 6-30-11 (Audited)	Fiscal Year Ended 6-30-10 (Audited)
Revenues	\$7,941	\$8,258
Gross Profit	3,929	4,227
Operating income (loss)	(136)	328
Net income (loss)	(393)	2

## Balance Sheet Highlights

Numbers in thousands

	December 31, 2011	June 30, 2011 (audited)
Cash	\$812	\$1,095
Working Capital	3,942	3,317
Total Stockholders Equity	4,807	4,194

## Capitalization Table

As of 12/1/2011	
Common Stock	
Issued And Outstanding	45,172,218,23
Derivatives	
Options Granted And Outstanding	4,270,000
Warrants Outstanding	23,079,193
Shares Underlying Convert. Preferred	<u>146,724</u>
Total	73,218,740

## Key Corporate Advantages

### ▪ **Stability**

- Provider of quality diagnostic products and contract services since 1990
- Intellectual property protection in key programs
- Profitable strategic partnerships
- Global distribution network

### ▪ **Diversified Interests**

- Addressing large high growth markets
- Over 50 diagnostic products FDA cleared for various diseases/conditions
- Development pipeline of new products
- Tremendous growth potential in all business areas

### ▪ **Infrastructure**

- Management team with considerable years of relevant experience and solid record of commercial execution
- Underutilized manufacturing capabilities



The logo for Corgenix, featuring the word "corgenix" in a lowercase, sans-serif font. The letter "o" is replaced by a blue sphere with a white shadow underneath it, and a grey swoosh arches over the "c" and "o".

**Thank You!**