



COMPETITIVE TECHNOLOGIES

Unlocking the Potential of Innovation®

Annual Meeting
May 2, 2011

CTTC
LISTED
otcQX



Safe Harbor Statement

Statements made about our future expectations are forward-looking statements and subject to risks and uncertainties as described in our most recent Annual Report on Form 10-K for the year ended July 31, 2010, filed with the SEC on October 27, 2010, and other filings with the SEC, and are subject to change at any time. Our actual results could differ materially from these forward-looking statements. We undertake no obligation to update publicly any forward-looking statement.



Management Team

New Executive Management Team Effective September 2010

William Reali – Chairman of the Board
Johnnie D. Johnson – CEO/CFO

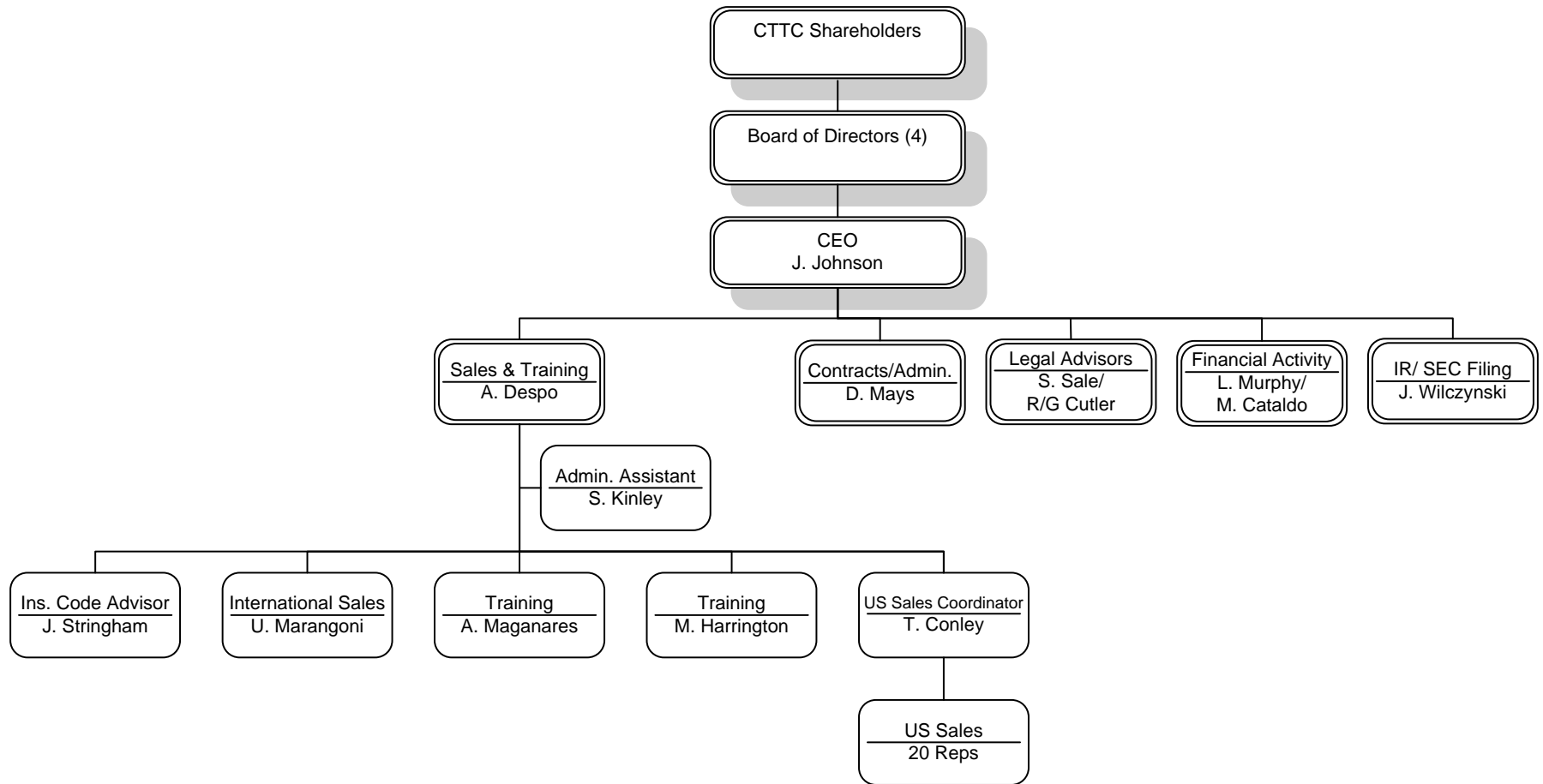


Previous Chairman/CEO

- ❑ Arbitration in Process
- ❑ Five days of testimony completed
 - expect 4-6 more days
- ❑ No further comments at this time



CTTC Organization





Restructuring

- ❑ Staff Changes
- ❑ Negotiated early termination of 7yr office lease
- ❑ Relocated from 11,000 sq. ft. to 2,700 sq. ft. in Fairfield, CT (Administrative/Executive)
- ❑ Transitioned to calendar year reporting
- ❑ Established sales and training office in North Carolina February 2011
- ❑ Company non-product cost per month less than \$300K



Other Technologies

- Homocysteine
- Bone Cement
- Radio Frequency Identification
- Specimen Cups
- Sexual Dysfunction

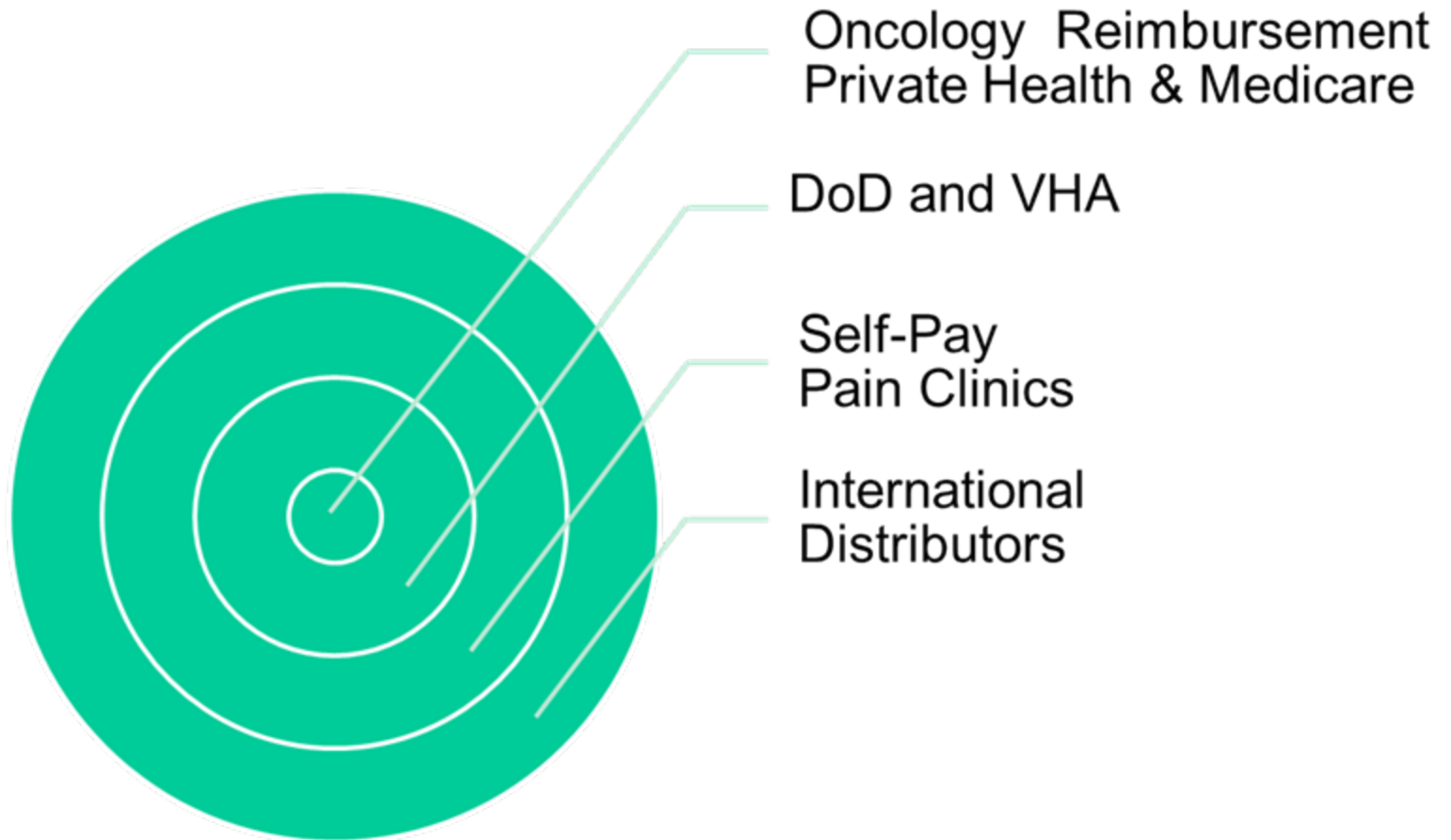


Accomplishments

- ❑ FDA Clearance February 2009
- ❑ Key Opinion Leaders - Thomas Smith, MD; Charles Loprinzi, MD; others
- ❑ Published + ongoing clinical studies
- ❑ Reimbursement Strategy
- ❑ Early Adopters
- ❑ Professional medical trainers + program



Our Market Focus Today





Keys to Success

- ❑ **CPT Code** for Scrambler Therapy™
- ❑ Device Financing Programs
- ❑ Harmonized Global Training
- ❑ Reimbursement
 - Private Health Insurance
 - CMS (Medicare/Medicaid)
 - EU DRG (France, Germany, UK)



Insurance Reimbursement

- ❑ American Medical Association controls procedure codes known as **CPT** (current procedure terminology).
- ❑ **Category I** codes are for established national procedures with an assigned relative value. **Category III** codes are for new and emerging technologies and are temporary for 5 years.
- ❑ February 2011 meeting AMA Executive Panel for CPT Codes – **Category III** code for Scrambler Therapy™ for cancer related pain.
- ❑ Decision to be published online about July 1, 2011.



Clinical Studies In Progress

<u>Facility:</u>	<u>Study of:</u>
Massey Cancer Center	Electrical Stimulation Pain Therapy in Treating Chronic Pain and Numbness Caused By Chemotherapy in Patients With Cancer (additional studies planned)
University of Wisconsin	MC-5A for Chemotherapy Induced Peripheral Neuropathy
Mayo Clinic	MC-5A Scrambler Therapy™ in Reducing Peripheral Neuropathy Caused by Chemotherapy (additional studies planned for this year with expansion into non-cancer segments)



Calmare[®] International

- ❑ Umberto Marangoni – Managing Director International Business
- ❑ Italy and Malta
- ❑ Greece
- ❑ Bangladesh
- ❑ Korea/Japan



Calmare[®] Sales Reps

- ❑ US Sales Reps - 20
- ❑ International Sales Reps - 3



Calmare[®] Outlook

- ❑ **“Push”** marketing to doctors
- ❑ **“Pull”** marketing to energize demand from patients
- ❑ Hospitals + Medical centers
- ❑ VHA + DoD
- ❑ International
- ❑ Summer 2011 convergence with 2nd half ramp up



Calmare[®] Sales

<u>Q1 2011 Sales</u>	<u>Units</u>	<u>\$000</u>
International	63	\$1,360,000
Domestic	9	501,783
Total	72	\$1,861,783



THANK YOU!

Competitive Technologies, Inc.

www.competitivetech.net

www.calmarett.com