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## ASX/MEDIA RELEASE

### **MEDICAL AUSTRALIA AND ANALYTICA SIGN LICENSING AND DISTRIBUTION HEADS OF AGREEMENT FOR AUSTRALIA, NEW ZEALAND, UK, EU, ASIA & MIDDLE EAST.**

- Multifaceted agreement including the manufacture, regulatory sponsorship and marketing of the Analytica AutoStart® Burette device and AutoFlush feature.
- Exclusive distribution opportunity encompassing Australia, New Zealand and UK, with springboard into Asia, Middle East and EU.
- Long-term strategic alliance to form product development, commercialisation and distribution partnership.

Sydney, 26 November 2009: Medical products manufacturer and distributor Medical Australia Limited (ASX: MLA), formerly BMDI TUTA Limited, today announced that it has signed a significant Heads of Agreement with Analytica Limited (ASX: ALT), a leading Australian medical technology company focussing on the development and commercialisation of a range of medical devices and pharmaceutical implants.

The Heads of Agreement sets out the terms upon which a formal, exclusive distribution agreement and strategic partnership between the two companies will be based.

Under the terms of the agreement, Medical Australia will exclusively distribute Analytica's flagship AutoStart® Burette and AutoFlush products, initially into the Australian, New Zealand and UK markets, with a view to expanding into key Asian, Middle Eastern and European markets. Medical Australia will also act as manufacturer and regulatory sponsor of the Analytica products.

Additionally, Medical Australia and Analytica have agreed to partner on the development of new medical devices, where Analytica will act as product developer and IP owner, with Medical Australia providing regulatory, manufacturing, marketing and distribution support.

The AutoStart® Burette is a unique infusion device that automatically restarts the delivery of intravenous fluid once the burette has dispensed its predetermined amount of liquid or drug. Automatic restart of the IV fluid, once the drug is dispensed, can provide enormous savings in nursing time during and following a medication event.

Medical Australia's Managing Director Mr. Gary Lewis said, "We are delighted to be working with Analytica on this agreement and to be combining our resources to bring new products to market. What attracted us to this partnership is Analytica's excellent reputation and the fact that they are a medical products innovator. Their products are highly synergistic with our TUTA range of products that has been a leader in medical plastics for more than 60 years"

"This partnership is again further evidence that the investment we have made in our Supply Chain is starting to deliver results. Analytica has recognised that Medical Australia has the manufacturing and distribution capability to successfully deliver their product to customers in local and global markets".

Analytica's Chairman Dr. Michael Monsour said that the agreement with Medical Australia gives Analytica an immediate and comprehensive distribution platform for its AutoStart® and AutoFlush technologies. "Our decision to partner with Medical Australia is based on the strength of their supply chain and the fact that it gives us an immediate go-to-market solution for our flagship products. This deal will deliver real value to Analytica shareholders and offers significant upside to our ongoing product development and commercialisation initiatives.

"It is a great opportunity to combine our respective skills to develop leading products for the global medical market."

# ANALYTICA



Medical Australia and Analytica expect to finalise a formal distribution agreement in the near future, with the AutoStart® Burette and AutoFlush products entering Medical Australia's supply chain immediately thereafter.

ENDS

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