



## **MLA reports first quarter revenue of \$3 million**

- **Includes \$250,000 worth of sales booked to MediVet UK distributor**
- **Sales growth driven by new OEM revenue and domestic supply contracts**
- **First UK sales for MediVet UK secured during quarter**
- **Pipeline of new contracts growing**

**Sydney, Australia:** Medical products manufacturer and distributor Medical Australia Limited (ASX: MLA) today reported record revenue of \$3 million for the first quarter of Financial Year 2012. Revenue performance was pleasing and includes \$250,000 worth of sales also booked to MLA's MediVet distributor in the United Kingdom.

MLA's cash position continues to strengthen, and this gives the company the capacity to continue to invest in its growth both domestically and in international markets.

MLA said the improved first quarter performance was driven by revenue contributions from Original Equipment Manufacturing (OEM) agreements which were secured last financial year, and new domestic supply agreements that have been awarded to MLA from large public and private healthcare groups in Australia.

MLA also said that its entry into the United Kingdom through the distribution rights it has for MediVet's range of products has also been successfully executed under the TUTAVet brand. First sales to a number of veterinary practices have been secured, the pipeline of sales inquiries in the UK market is growing, and the company has commenced construction of a laboratory so it can better showcase MediVet to the veterinary and equine sectors, as well as cryogenically freezing stem cells for later use. TUTAVet Laboratory Services is expected to be operational from December.

Managing Director and CEO Mark Donnison said MLA has had an encouraging start to FY2012. "This has been a pleasing start to the year. Sales continue to grow and we are witnessing improved margin performance on our supply contracts in the domestic market. Our customers now have the confidence in MLA's global supply chain, and this is leading to us securing new and repeat orders.

"The increase in sales for the first quarter of FY2012 is due primarily to the contribution from OEM sales which are now starting to make a more meaningful contribution to the company's revenue."

Mr Donnison added that MLA's cash position continues to strengthen and the pipeline of new OEM and supply contracts is continuing to grow. MLA is also assessing additional organic growth opportunities in the United Kingdom and Europe.

-ENDS-

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*Medical Australia Limited (ASX : MLA) is a medical company engaged in the manufacture, distribution and sale of a broad range of medical devices used by healthcare facilities and critical care services in global markets. The Company is a leader in Intravenous (IV) Medication Delivery Systems, Surgical Irrigation, Suction and Oxygen Therapy, Safety Sharps Collection and Reuse Prevention and specialised Diagnostic and Laboratory Equipment. Our products are used in three broad areas of healthcare, Human Health; Biological Collection, Processing and Laboratory; and Animal Health.*