



TOWARD A SAFER WAY.

ASX/MEDIA RELEASE

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BMDI TUTA ENTERS UK MARKET WITH 5 YEAR SUPPLY AGREEMENT

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- **Multifaceted agreement encompassing distribution throughout UK, warehousing and logistics and product sourcing.**
 - **In discussion with a number of UK National Health Scheme (NHS) hospital trusts with a view to trial and supply of BMDI TUTA products.**
 - **Establishes footprint for European expansion.**
 - **Builds on recent distribution gains in Australian and Asian markets.**
 - **Further evidence of successful execution of strategic plan.**
 - **Continuing to benefit from significant investment in global supply chain.**
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Sydney, Australia: Medical products manufacturer and distributor **BMDI TUTA (ASX: BMI)** has further expanded into international markets with a five-year supply agreement with Unisurge International Limited (“Unisurge”), a leading manufacturer and supplier of procedure packs, medical disposables and theatre products to the UK healthcare market. Unisurge was established in 1988 and is based in Cambridge, United Kingdom.

The agreement with Unisurge is multifaceted and encompasses four main areas for opportunity, i.e.:

- Supply of BMDI TUTA products for inclusion in Unisurge procedure packs;
- Supply of BMDI TUTA products for direct distribution and sale to Unisurge’s extensive UK customer base of public and private hospitals and other healthcare practitioners;
- Product sourcing and contract manufacturing of certain other products and components for inclusion in Unisurge procedure packs; and
- Provision of warehousing and logistics services by Unisurge for BMDI TUTA for products sold by Unisurge and / or BMDI TUTA (UK) representatives.

BMDI TUTA’s Managing Director Gary Lewis said the agreement with Unisurge is further evidence that BMDI TUTA continues to benefit from the significant investment it has made in its global supply chain.

“This agreement is a significant development for the Company and marks a major step in our international expansion. The UK healthcare market is over four times larger than the Australian market, with expenditure of £164 billion annually. We have a real opportunity to deliver strong organic sales growth with Unisurge, and we are delighted to be partnering with such an established, well-regarded company.

“The substantial investment we have made in our global supply chain is starting to pay off. Unisurge has recognised that BMDI TUTA has a world-class supply chain and we can deliver quality products to market quickly and efficiently.

“We also have the opportunity to supply more of our products into the UK market through Unisurge given they have agreed to warehouse and distribute our products. Unisurge has a dedicated fleet of delivery vehicles in the UK, which provides access to a significant new distribution channel.

Mr. Lewis said BMDI will employ its own sales team in the UK. “Our immediate focus will be on establishing a presence in the greater London area. We will then look to expand outside of this market once we have established a firm foundation for future growth.

BDMI TUTA will start shipping product to the UK next month”.

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BMDI TUTA Limited (ASX : BMI) 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.