

ASX/MEDIA RELEASE

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BMDI TUTA REPORTS RECORD QUARTERLY SALES

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- **Reported record quarterly sales of \$2.39 million.**
 - **Strengthened product offering to maximise sales opportunities.**
 - **Asia/Sub-Continent/Middle Eastern joint venture experiencing strong growth.**
 - **Expanded presence in local and international markets.**
 - **On track to deliver profit in 08/09 financial year.**
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Sydney, 31 October, 2008: Medical technology company, BMDi TUTA Limited (ASX:BMI) today reported record sales of \$2.39 million for the quarter ended 30 September 2008, which was in line with the expected budget. The Company continued to expand in domestic and international markets, experiencing growth across all product categories. The Company remains on track to deliver its maiden profit in the current financial year.

BMI's core medical systems business continued to gain visibility, expanding its global customer base and increasing tendering activity during the quarter. The Company has expanded its overall product range, adding auto disposable (AD) safety injection devices and manual retractable syringes for the Developing Countries Aid Projections (DCAP) market, in addition to new products within its IV/Medical Systems portfolio.

BMI has established a joint venture with Sri-Lankan based, Ceylinco Consolidated, to supply medical devices to markets in Southern Asia. The Ceylinco BMDi TUTA joint venture is the exclusive distributor of BMI's products, and the roll out into new markets in Asia, the Indian Sub-continent and the Middle East is experiencing strong year-on-year growth, adding new distributors during the current quarter.

BMI's Managing Director, Gary Lewis said that the company is cementing its position in growth markets worldwide, and is strengthening its product offering to maximise sales opportunities.

"Following the acquisition of TUTA Healthcare, BMI adopted a new strategic direction, which is progressing well. The new senior executive team remains focused on building the Company's revenue streams and consolidating on our earlier gains," Mr. Lewis said.



TOWARD A SAFER WAY.

“In the last quarter, we completed key quality assurance and regulatory audits, including the Therapeutic Goods Administration (TGA) and CE Mark quality system audits, which further reinforces the attraction of our products amongst key customers, particularly in Asia, and strengthens our tendering capabilities,” Mr. Lewis added.

“We are diversifying our revenue base with the development of new branding strategies to complement our entry in to key markets. We are on track to launch a new medical systems brand in conjunction with the Company’s Swiss Partner Arcomed AG, as well as a standalone veterinary brand. These are due to be launched in Germany in November.

“The Company is on track to deliver profit in the current financial year, and will continue to focus on tendering activities in Australia and offshore. We will update the market regarding our activities in the coming weeks,” Mr. Lewis concluded.

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BMDI TUTA Limited (ASX:BMI) is a medical technology company engaged in the manufacture, marketing and sale of a broad range of medical devices used by healthcare facilities and critical care services in global markets. BMI’s strategy is to provide products that improve clinical and community safety, by delivering a range of safety-engineered medical devices with a focus on five clinical therapy areas: Intravenous and medical systems, safety injection and collection products, blood banking, surgical products and Anesthesia. Through BMI’s established global supply chain, the company services customers include public and private hospitals, defence sector organisations, government and non-government organisations (NGO) and other critical care providers.

