



## MLA secures over \$1.5 million in new supply agreements

- **Multiple new supply agreements worth \$1.5 million in annualised revenue**
- **All new agreements with new and existing customers – organic growth continues**
- **Second order for UNICEF already shipped**
- **Pursuing additional supply contract opportunities**

**Sydney: 22<sup>nd</sup> November 2011:** Medical products and distribution company Medical Australia Limited (ASX: MLA) is pleased to announce that it has secured new product supply contracts that will add a further \$1.5 million in annualised revenue in FY2012 and beyond. All contracts are new supply agreements and range from one to three years in length. They include:

- A new product supply agreement with one of Australia's largest private hospital operators, Healthscope, initially for period of one year (in addition to contract announced April 2011);
- A contract to supply IV consumables and surgical irrigation products to Epworth Private Hospital on a rolling basis;
- A supply agreement with Vic Ambulance to provide life saving IV consumables;
- A contract to supply new innovative burette technology to Concord Repatriation and General Hospital.
- Product supply arrangements with Melbourne Health (17 hospitals); Austin and Repatriation Hospitals (2 hospitals); Eastern Health (3 hospitals); Saint Vincent's and Mercy Private Group (3 hospitals), and Cabrini Health Group Network (6 hospitals).

MLA has also secured smaller supply agreements with Mater South Brisbane, Princess Margaret Hospital in Western Australia, Mater North Sydney, Macquarie University Teaching Hospital, North Middlesex NHS Trust in the UK, and NSW Ambulance.

MLA's Chief Executive Officer Mark Donnison commented: "Building our domestic supply contracts is an important growth driver for MLA and these new agreements reflect the strong organic revenue growth we are experiencing across the business. MLA's reputation in the domestic healthcare market continues to strengthen and our reputation as a trusted product supply partner is growing.

"Customers now have the confidence in MLA's global supply chain and know that we can supply product in a timely and cost effective manner. All new contracts have been secured on terms that are acceptable to our customers and deliver sufficient margin to MLA."

Mr. Donnison added that MLA has also recently shipped a \$120,000 second order from UNICEF for specially designed needle cutters as reported to shareholders on 11 May 2011.

"We are very encouraged by our relationship with UNICEF and the brand recognition this will create for MLA. Internationally, UNICEF is currently utilising our needle cutter product and the feedback has been very positive.

"MLA has significant organic growth prospects through new product developments, supply agreements, international expansion, new and Original Equipment Manufacturer (OEM) agreements. The organic growth prospects place MLA on a solid growth footing for FY2012 and beyond."

**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.*