



ASX/MEDIA RELEASE

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MLA SECURES MULTI-MILLION DOLLAR GLOBAL SUPPLY AND MANUFACTURING AGREEMENT WITH MEDIVET

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- **MLA to act as preferred sourcing and Original Equipment Manufacturer (OEM) for Medivet**
 - **MLA gains access to North American pet care market – valued at over \$45 billion annually*** *(By North American Pet Health Insurance Association)*
 - **Medivet to act as global distributor of MLA's veterinary products range**
 - **MLA pursuing additional growth opportunities and Care Essentials acquisition remains on track**
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Sydney, Australia: Medical products manufacturer and distributor Medical Australia Limited (ASX: MLA) today announced a significant organic growth development with Medivet Pty Ltd (Medivet). Medivet is an animal health company, headquartered in Sydney, Australia, but with a global reach.

MLA has been appointed as the preferred sourcing and OEM partner for Medivet's products, and in turn, MLA has appointed Medivet as its global distributor for all of its animal healthcare products. Based on current opportunities and Medivet's projections this agreement could generate in excess of an **additional \$3 million of annual revenue** for MLA.

MLA has already been contracted to supply hardware and disposables for Medivet's recently launched Adipose Animal Stem Cell Procedure Kit, which allows veterinary surgeons to treat animals for a number of degenerative diseases on site.

MLA believes this agreement with Medivet offers significant upside, and will be a catalyst to grow its presence in the pet care market - currently valued at \$68 billion per annum in the United States and Canada, into which Medivet have recently launched. Medivet is also now expanding into the United Kingdom, parts of Asia, and South Africa, and this offers additional growth potential for MLA.

MLA's Chief Executive Officer Mark Donnison said, "This is a major opportunity for MLA, and while we are already generating some sales resulting from this agreement, we are confident that the revenue upside will be significant for the Company.

"We also see a great deal of potential from Medivet acting as a global distributor of MLA's veterinary product range and this gives us an additional growth channel into what is a very large market through a well recognised and proven industry leader.

“We already have in place the manufacturing capabilities and the scale to manufacture and supply hardware and disposables for Medivet, and will therefore not require any capital expenditure to generate this additional revenue.

The Chief Executive Officer of Medivet Shaneel Khan commented, “We are delighted to be partnering with MLA as we roll out our Adipose Animal Stem Cell Procedure Kit. Regenerative veterinary medicine is a very large market in the US and Canada, and having MLA as a manufacturing partner will help us to fast track our growth and become the industry leader in our space.”

Mark Donnison said MLA was trading well and pursuing a number of additional growth opportunities. “In the human health market we are expanding aggressively internationally, and have recently signed up 11 new distributors including in Kuwait, Iran, Bahrain, Hong Kong, Indonesia, India and Sri Lanka.

“We are also pursuing additional global OEM opportunities that will drive organic growth, and in the immediate term, our key priority is to complete the acquisition of the Care Essentials business. This transaction is progressing well.”

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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.