

2 March 2017

## **ASX ANNOUNCEMENT**

# Penthrox: Second order for UK and Ireland

Medical Developments International Limited (ASX: MVP) advises it received a large second order for Penthrox from its partner Galen Pharmaceuticals Ltd (Galen) for the United Kingdom (UK) and Republic of Ireland (Ireland).

MVP CEO, Mr. John Sharman, said: "We are buoyed by the size of the order and its timing, but more so by the momentum building in the UK and Ireland."

The UK and Ireland entry strategy and the prospects that are building are best summarized as follows:

- Record Penthrox sales were achieved in the UK during January 2017.
- 38 hospitals have now ordered and are using Penthrox.
- 5 of the 11 major trauma centers in the UK have approved Penthrox for use.
- 17 United Kingdom hospitals have formulary decisions pending.
- 115 United Kingdom hospitals are "in process" where Penthrox has been detailed and is waiting submission for formulary approval.
- Over 50% of target hospitals in the UK are expected to achieve formulary approval during 2017.
- Five Ambulance Trusts in the UK (servicing 30 million people) are separately evaluating Penthrox.
- The UK ambulance services "Guidelines on pain relief" should be published in May.
- 5 hospitals in Ireland have formulary decisions pending.
- 75% of hospitals in Ireland are expected to have formularly approval within the next 6 months.
- The Irish Ambulance Services guideline for using Penthrox is expected to be published by April.
- A number of ambulance services in the UK and Ireland are already using Penthrox.

MVP CEO, Mr. John Sharman, said "The roll out of Penthrox in the UK and Ireland is progressing well and is ahead of our initial expectations and forecasts. The recent adoption of Penthrox in the major trauma centers and across emergency departments in the UK and Ireland is very encouraging. The reaction to Penthrox by Ambulance Services is reported as excellent. We expect a number of additional Hospitals and Ambulance Trusts to approve Penthrox in the coming months."

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#### **About Penthrox**

Penthrox is a fast onset, non-opioid analgesic which is indicated in Australia for pain relief by self-administration in patients with trauma and those requiring analgesia for surgical procedures. Penthrox has been used safely and effectively for more than 30 years in Australia with excess of 5 million units sold. Mundipharma International has exclusive product rights in 39 European markets (including France, Germany, Italy and Spain, but excluding Hungary, Republic of Ireland and the United Kingdom).

# **About Medical Developments International Ltd**

MVP is an Australian company delivering emergency medical solutions dedicated to improving patient outcomes. MVP is a leader in emergency pain relief and respiratory products. The Company manufactures Penthrox®, a fast acting trauma & emergency pain relief product. It is used in Australian Hospitals including Emergency Departments, Australian Ambulance Services, the Australian Defence Forces, Sports Medicine and for analgesia during short surgical procedures such as Dental and Cosmetic surgery as well as in other medical applications. MVP is expanding internationally and manufactures a range of world-leading Asthma respiratory devices.

### **About Galen Ltd**

Galen is a leading UK specialty pharmaceutical sales and marketing company, which has a significant presence in the UK and Irish markets. Galen is part of the Almac group which has in excess of 3,300 employees worldwide and is headquartered in Belfast, Ireland. Galen's intimate knowledge of the target markets in the UK and Ireland will allow it to establish Penthrox as the leading product in self-administered trauma pain relief in the hospital and pre hospital environments.