

6 November 2014

Company Announcements Office  
Australian Securities Exchange

## **Nanosonics expanding European presence with addition of five new countries to Miele agreement**

Nanosonics (ASX:NAN), is pleased to announce expansion of its European presence into the Netherlands, Belgium, Luxembourg, Austria and Italy through an expanded agreement with its German distribution partner Miele Professional.

Nanosonics and Miele have been working closely on the introduction of *trophon*<sup>®</sup> EPR in Germany. Recognising the compelling benefits of *trophon* EPR and encouraged by early market feedback, Miele proposed an expansion to the current agreement to include these five new countries where they hold a leadership position in disinfection and sterilisation.

"The requirements for stricter controls and more efficacious solutions for ultrasound probe decontamination are growing in Europe", said Michael Kavanagh, Nanosonics Chief Executive Officer and President. This expanded agreement enables us to enter five new markets where Miele is a leader in medical disinfection and sterilisation. Market development activities will begin shortly in these markets commencing with training of the Miele sales and service force in each of the countries. Miele will also showcase *trophon* EPR at MEDICA, the world's largest medical trade fair in Dusseldorf in November".

"Our experience to date with *trophon* EPR in Germany has been positive and we are excited to be able to introduce the technology into these new countries" said Andreas Barduna, Division Director, Miele Professional International.

Nanosonics recently announced the results of a pivotal clinical trial conducted in Germany which highlighted a threefold higher risk of cross contamination using quaternary ammonium wipes (the current standard practice in much of Europe) versus *trophon* EPR. The outcomes of this study along with other planned market development activities will support the adoption of *trophon* EPR throughout Europe.

**Michael Kavanagh**  
**CEO / President**

**For more information please contact:**

Michael Kavanagh, CEO / President or McGregor Grant, CFO, on (02) 8063 1600

Kyahn Williamson, Investor Relations, Buchan Consulting on (03) 9866 4722

Ben Oliver, Media Relations, Buchan Consulting on (03) 9866 4722.

**About Nanosonics**

Nanosonics Limited is developing a portfolio of decontamination products designed to reduce the spread of infection. The Company owns intellectual property relating to a unique disinfection and sterilisation technology which can be suited to a variety of markets. Initial market applications are designed for the reprocessing of reusable medical instruments. The Company's first product is designed to disinfect Ultrasound Transducers. In parallel with the commercialisation of this product, Nanosonics is also developing other medical applications and exploring opportunities for its proprietary technology in other industries. For more information about Nanosonics please visit [www.nanosonics.com.au](http://www.nanosonics.com.au)

**About Miele Professional**

Miele is the world's leading manufacturer of premium domestic appliances including cooking, baking and steam-cooking appliances, refrigeration products, coffee makers, dishwashers and laundry and floor care products. This line-up is augmented by dishwashers, washer-extractors and tumble dryers for commercial use as well as washer-disinfectors and sterilisers for use in medical and laboratory applications (Miele Professional).

The Miele company, founded in 1899, has 8 production plants in Germany. The company headquarters are located in Gütersloh/Westphalia. 2012/13 turnover amounted to approx. EUR 3.15 bn with sales outside Germany accounting for 70%. Miele Professional turnover now stands at € 402 m and contributes 13% to total company sales. Miele is represented with its own sales subsidiaries and via importers in almost 100 countries. Throughout the world, the company, now in fourth-generation ownership, employs a workforce of 17,250, including around two-thirds in Germany.

For more information about Miele Professional visit [www.miele-professional.com](http://www.miele-professional.com)