

# Occupational & Medical Innovations Limited



**ANNOUNCEMENT TO MARKET / MEDIA RELEASE**  
Brisbane, Australia: 6 April 2009

## **OMI signs new 5 year agreement with global healthcare company Cardinal Health**

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- Extension of exclusive Distribution Agreement with **Cardinal Health** to market and distribute a Cardinal branded Auto-Retractable Safety Syringe in North America
- Agreement **over a 5 year term**
- Increased marketing push as part of agreement

Australian listed medical device company **Occupational and Medical Innovations Limited (ASX code: OMI)** is pleased to advise that it has entered into a new exclusive Distribution Agreement with **Cardinal Health** until 31<sup>st</sup> December 2013.

The agreement provides for the continued utilisation of Cardinal Health's unrivalled distribution network to exclusively deliver a Cardinal branded version of OMI's Auto-Retractable Safety Syringe into the North American market. A new term date to 31 December 2013 (the now superseded original 3 year contract was executed in September 2007) and the identification of specific sales opportunities with rolling sales forecasts are features of the new agreement.

OMI CEO Mr. Matthew Austin commented that "maintaining a partnership with a global healthcare company such as Cardinal Health is crucial to the long term success of OMI. This new 5 year commitment between the parties illustrates the strength of the relationship and highlights OMI's ability to develop and manufacture world class safety medical devices".

As part of the collaborative partnership discussions between OMI and Cardinal Health, an increase in the marketing push for the Auto-Retractable Safety Syringe was agreed to. Based on known opportunities the new agreement and term was negotiated to support the long term objectives of both organisations in achieving sustainable sales success for the Auto-Retractable Safety Syringe.

Production to fulfil orders for Cardinal Health is continuing and will see OMI significantly increase its production rate over previous periods particularly in the current April – June quarter. "This will assist in our long-term aim to entrench OMI's Auto-Retractable Safety Syringe technology as the preferred safety syringe in the North American market" remarked Mr. Glenn Smith (Director of Operations and Strategic Business Development) at OMI.  
End

### **CONTACT INFORMATION**

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# Occupational & Medical Innovations Limited



## **About Occupational & Medical Innovations Limited**

Occupational & Medical Innovations Limited ('OMI') was listed on the Australian Stock Exchange (ASX) in August 2000. OMI's vision is to shape the future of safety engineered medical devices. To date, the company has successfully commercialised the OMI Auto Retractable Safety Syringe and OMI Safety Scalpel. As part of the company's ongoing commitment to the safety engineered medical device sector, OMI continues to develop its Research and Development program with the aim of becoming a sustainable participant and leader in the development of intellectual property for the sector.

## **About Cardinal Health**

Cardinal Health is an \$87 billion global manufacturer and distributor of medical and surgical supplies and technologies dedicated to making healthcare safer and more productive. Cardinal's customers are located on five continents and include hospitals, medical centers, retail and mail-order pharmacies, clinics, physicians, pharmacists and other healthcare providers.

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