



## ASX/MEDIA RELEASE

ASX: MLA 28<sup>th</sup> March 2011

### **MLA secures new distribution agreement with blood processing company Haemonetics**

- **Haemonetics is a global leader in blood management solutions**
- **Immediate revenue from initial agreement supplying blood bag sealers**
- **Opportunity to distribute broader range of blood processing products**
- **MLA also pursuing new distribution and OEM agreements**

Sydney: 28<sup>th</sup> March 2011: Medical products manufacturer and distributor Medical Australia Limited (ASX: MLA) is pleased to report that it has signed a new distribution agreement with global blood processing technology company, Haemonetics, headquartered in Massachusetts, USA.

For over 35 years, Haemonetics has been a global leader in blood processing technology. The company markets automated blood and plasma collection systems, surgical blood salvage systems, as well as supplying a broad range of complementary devices and consumables. Haemonetics also provides information management platforms and consulting services around blood management.

MLA has signed a formal agreement with Haemonetics to initially distribute blood bag sealers and its business development team will be attending training seminars next month in Singapore to up-skill on Haemonetics' product range. This is a precursor to securing additional products for distribution.

MLA's Chief Executive Officer Mark Donnison said: "This is a pleasing development for MLA. While we have previously distributed blood bag sealers under an ad-hoc arrangement with Sebra, which was acquired by Haemonetics in 2010, this new agreement will result in MLA distributing a much wider range of products.

"Haemonetics are encouraged by MLA's existing Australian customer base and supply arrangements. They also recognise that we have the knowledge and skill to promote, market, sell, service and distribute their products. This presents a solid revenue growth opportunity for the company."

Mr. Donnison also said MLA's recently secured Original Equipment Manufacturing (OEM) agreements with MediVet, Terumo and Fresenius Kabi are performing well with revenue

growing month on month. The company is also in discussions with a number of healthcare companies regarding new OEM and distribution agreements.

“Our relatively new OEM agreements are performing well, and we are building stable and predictable revenue streams. We are particularly encouraged by the growth and prospects that the partnership with MediVet is presenting, and there are a number of new initiatives we are pursuing here. We are also progressing new OEM agreements which offer MLA further upside.”

**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.*