



14 November 2016

## **ASX ANNOUNCEMENT**

# **POST TRUMP: Business as usual - MVP signs a Respiratory deal and receives first order**

Medical Developments International Limited (ASX: MVP) is delighted to announce that it has finalised a distribution deal with McKesson Corp. for the distribution of its range of "Space Chamber" anti-static Respiratory Devices in the United States of America (USA). At the same time as concluding the agreement, McKesson placed its first order for stock which will be delivered by the end of December.

McKesson is the largest healthcare supply chain in North America and is headquartered in San Francisco, California. McKesson Corp. (NYSE: MCK) has revenues of \$190 billion and is ranked in the top 20 Forbes 500 companies in the USA.

MVP CEO, Mr. John Sharman said: "Our agreement with McKesson complements our agreements with AmerisourceBergen and Cardinal Health. Through these three companies we now have the relationships to wholesale into virtually every pharmacy and hospital in the USA. We expect to deliver our first shipment of our products to McKesson during the next few weeks."

Mr. Sharman said: "Having established an excellent wholesale infrastructure for our respiratory products, our focus is now firmly on getting deals done with the large retail pharmacy chains across the USA."

Mr. Sharman said: "We have a world class respiratory product range and we have a significant price advantage over competitor products in the USA. We are confident our USA business will deliver the expected sales growth in the months to come."

MVP Chairman, Mr. David Williams said: "We expect 'business as usual' for MVP in the USA post the election. We do not expect Trump's election will have any negative impact for MVP and like US equity analysts, we expect the new Congress will focus less on drug pricing which will be good for biotech companies. In this environment we are excited about the prospects for our respiratory devices and our pain drug, Pentrox".

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### **About McKesson Corp.**

McKesson Corp. is one of the largest providers of medicines, pharmaceutical supplies and health information technology (IT) products and services in the United States. The company was founded in 1833 by John McKesson and Charles Olcott in New York with a focus on importing and wholesaling pharmaceutical products. McKesson is now based in San Francisco, with more than 76,000 employees worldwide and ranked 11th on the Fortune 500 list. McKesson Distribution Solutions is the largest pharmaceutical distributor in North America, delivering pharmaceuticals to retail pharmacies and hospitals, while bringing healthcare products, technology, equipment and related services to medical facilities across the U.S. The company's customer base includes physicians, retail pharmacies, long-term care sites, hospitals, medical-surgical manufacturers, home care agencies, healthcare payers and pharmaceutical manufacturers.

### **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 Pentrox®, a fast acting trauma & emergency pain relief product. It is used in Australian Hospitals including Emergency Departments, Australian Ambulance Services, the Australian Defense 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.