



2 August 2017

ASX ANNOUNCEMENT

MVP signs Respiratory Device supply deal with Sam's Club

Medical Developments International Limited (ASX: MVP) is delighted to announce that it has finalised a "Core Ranging" deal with Sam's Club, part of the Walmart Group in the United States of America (USA). At the same time as concluding the agreement, Sam's Club placed its first orders for stock and is distributing MVP product onto pharmacy shelves.

Sam's Club owns and operates 626 pharmacies in the USA. MVP will supply three SKU's from its Compact Anti-Static Space Chamber range to be supplied via AmerisourceBergen to all of Sam's Club stores as the preferred respiratory device. MVP understand this is the first time Sam's Club has allocated "preferred" status to a range of respiratory devices. In addition, one further SKU from MVP's Compact Anti-Static Space Chamber range may be supplied on request from individual Sam's Club pharmacies.

MVP CEO, Mr. John Sharman said: "MVP has been working towards securing Core Ranging deals from a number of large USA pharmacy retail chains for some time. We are gaining acceptance for the quality of our product and our product pricing in the USA. There are 67,000 pharmacies across the USA and our focus remains on getting deals done with the other large retail pharmacy chains. We now have the ability to sell or are selling our respiratory devices into almost 11,000 USA pharmacies and we expect more deals to be completed over the next twelve months."

Mr. Sharman said: "We have a world class respiratory device 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 FY18 and beyond."

Enquiries:

John Sharman
Chief Executive Officer
03 9547 1888

David Williams
Chairman
0414 383 593



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.

About Walmart

Walmart is an American multinational retailing corporation that operates a chain of hypermarkets, department stores and grocery stores and also owns and operates more than 4,600 pharmacies across the USA. Walmart is the largest grocery retailer in the USA, is listed on the New York Stock Exchange and operates 11,695 stores and clubs in 28 countries, under a total of 63 banners.