

30 October 2018

## ASX Announcement

### Trading and market update

Medical Developments International Limited (ASX: MVP), provides a trading and market update extending the information given at yesterday's Annual General Meeting.

#### Financial Update

- Q1FY19 compared with Q1FY18:
  - i. Sales up 56%;
  - ii. Pentrox revenue up 57%;
  - iii. Respiratory device revenue up 58%;
  - iv. Gross Margin up 32%

#### Trading Anecdotes

- In-market sales in the UK up 62% Q4 v Q3 (FY18).
- In-market sales in Ireland up 36% Q4 v Q3 (FY18).
- Pentrox sold into 436 UK & Ireland customers including 125 hospitals (191 customers a year ago)
- Pentrox sold into 272 French customers (166 customers a year ago).
- First Pentrox orders received for 12 countries in Europe including Germany.
- First Pentrox orders also expected during FY19 in Mexico, Saudi Arabia and Hong Kong.
- Q1FY19 Pentrox sales to Australian Ambulance services up 7% (cf. same period last year, "yoy").
- Q1FY19 in market sales of respiratory devices in North America up 98% (yoy).
- Q1FY19 sales of Breath-A-Tech respiratory devices in Australia up 24% (yoy).

#### Geographical Footprint

- Pentrox has been approved in 26 countries since the commencement of CY18.
- Product launches are underway in all 26 countries.
- Pentrox is now approved in 38 countries (up from 6 countries in FY16).
- By end CY20, MVP expect approvals in 77 countries including Russia, and possibly China.

Enquiries:

David Williams  
Chairman  
Medical Developments International Ltd  
+61 (0) 414 383 593

John Sharman  
Chief Executive Officer  
Medical Developments International Ltd  
+61 (3) 9547 1888



### **About Pentrox®**

PENTHROX® (methoxyflurane) is the only small, lightweight, handheld, fast-acting, inhaled analgesic that is self-administered under the supervision of the treating healthcare practitioner, indicated for the short-term relief of moderate to severe pain, associated with trauma or interventional medical procedures, in conscious adult patients. Pentrox® provides rapid, effective pain relief in 5 minutes, with no need for needles and is not classified as an opioid. Pentrox® allows patients to control their own pain relief by moderating the amount of Pentrox® inhaled<sup>1</sup>.

### **About Medical Developments International Ltd**

MDI is an Australian company delivering emergency medical solutions dedicated to improving patient outcomes. MDI is a leader in emergency pain relief and respiratory products. The Company manufactures Pentrox®, a fast-acting trauma & 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. MDI is expanding internationally and manufactures a range of world-leading Asthma respiratory devices.