

3 June 2019

ASX ANNOUNCEMENT

Licensing deal for Pentrox in Australia

Medical Developments International Limited (ASX: MVP) is delighted to announce it has reached agreement with Mundipharma Pty Ltd (Mundipharma) for the exclusive distribution rights of Pentrox® in Australia.

Mr. John Sharman, Chief Executive Officer of MVP, said: “This is an exciting deal for MVP because Mundipharma has a respected presence in the pain market with broad sales force coverage across Australia. This presence in the field is expected to lead to impressive sales growth in the short to medium term, particularly within General Practitioner and Hospital channels.”

Mundipharma will provide their sales force and marketing experience and MVP will continue to maintain relationships within the key ambulance channel and support Mundipharma with their marketing endeavours. The agreement contains minimum volumes which guarantee current turnover in Australia but with significant forecast upside.

Jane Orr, Managing Director of Mundipharma Australia and New Zealand, said: “Options for pain relief are limited in many clinical settings, particularly GP procedure rooms, so we welcome the opportunity to help address this important clinical need. Mundipharma has provided medicines for the management of pain and worked collaboratively with healthcare professionals to provide education on pain management for more than 20 years in Australia, so Pentrox® is an ideal fit for our business.”

Mr. David Williams, Chairman of MVP, said: “Mundipharma Australia has valuable expertise in pain management products, an established local presence and will invest further in the marketing of Pentrox in Australia. This partnership with Mundipharma to increase access for clinicians and patients across Australia is important for obvious reasons, but also to show international distributors the upside that is possible with a strong sales force.”

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. PENTHROX® provides rapid, effective pain relief in 5 minutes, with no need for needles and is not classified as an opioid. PENTHROX® allows patients to control their own pain relief by moderating the amount of PENTHROX® inhaled.

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. Pentrox is now approved in over 40 countries including 27 in the EU, Canada, New Zealand, South Africa and the Company expects to be selling into the majority of those countries in FY19. Locally, Pentrox continues its long-established use in Australian Hospitals including Emergency Departments, Australian Ambulance Services, the Australian Defence Force, 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 Mundipharma Australia

Mundipharma is a member of a global network of independent associated companies which are engaged in research, development, production and marketing of prescription medicines and consumer healthcare products. Established as a leader in the development and provision of medicines for pain, we have expanded our portfolio to include treatments for cancer, glaucoma, asthma, burns, wounds, skin irritations and the common cold. Mundipharma has ambitious growth targets and will continue to grow and diversify through licensing agreements and the acquisition of profitable brands and businesses.