

# Occupational & Medical Innovations Limited



## ANNOUNCEMENT TO MARKET / MEDIA RELEASE

Brisbane, Australia: 3 September 2008

# OMI Signs South African partner for distribution of safety syringe

- Exclusive distribution agreement with **Endomed Medical and Surgical Supplies c.c.** of South Africa to market and distribute OMI branded Auto-Retractable Safety Syringe
- **USD\$3.12M** minimum in revenue over first 3 years of agreement
- Minimum volumes agreement on a **“take and pay”** basis over a **3 year (+2 year extension) term**
- Initial stocking order (i.e. first order) received from Endomed and is in production

Australian listed medical device company **Occupational & Medical Innovations Limited (ASX code: OMI)** is pleased to advise that it has entered into an exclusive contractual Distribution Agreement with **Endomed Medical and Surgical Supplies c.c. (Endomed)**.

Under the terms of the agreement Endomed has been granted the right to market and distribute OMI's branded Auto-Retractable Safety Syringe in **South Africa and Namibia**. As highlighted, the agreement extends over an initial 3 year period with minimum volumes and subject to achievement of performance targets a 2 year extension with minimums to be re-negotiated at that time.

OMI CEO Mr. Matthew Austin remarked “that in nations such as South Africa, the prevalence of HIV amongst adults aged  $\geq 15$  years is a staggering 1 in every 5 and rising<sup>1</sup>. With 2.5% of the HIV infections among Health Care workers due to needle stick injury exposure at work<sup>2</sup> OMI's Auto-Retractable Safety Syringe can play a significant role in the reduction of such needle stick injuries and consequently the transmission of diseases. We are extremely pleased to have engaged a professional, experienced and market knowledgeable partner such as Endomed”.

Endomed Managing Director Naveen Naidu commented that “the technical advantages of the OMI Auto-Retractable Safety Syringe combined with OMI's superior manufacturing and marketing support capacity made the decision to market OMI's safety syringe over other competing syringes an easy one”.

Mr. Naidu added that “to date significant market interest led to the confident establishment of minimum volumes within the agreement and the placing of our initial stocking order (ISO). However, we are confident that OMI's Auto-Retractable Safety Syringe will become the preferred choice of safety syringe within the African healthcare system allowing for the expansion of these minimum volumes”.

Adding significant potential to this agreement are the ongoing government tenders specifically directed towards the establishment and legislated use of safety engineered medical devices such as OMI's Auto-Retractable Safety Syringe. The introduction of such devices is to directly combat the significant communicable disease issue African countries encounter. Endomed, in conjunction with OMI, is actively pursuing such tenders to ensure OMI's Auto-Retractable Safety Syringe becomes the safety syringe of choice.

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<sup>1</sup> World Health Organization (WHO) ([http://www.who.int/whosis/database/core/core\\_select\\_process.cfm?countries=zaf&indicators=HIVPrevAdults](http://www.who.int/whosis/database/core/core_select_process.cfm?countries=zaf&indicators=HIVPrevAdults))

<sup>2</sup> World Health Organization (WHO) ([http://www.who.int/occupational\\_health/activities/5prevent.pdf](http://www.who.int/occupational_health/activities/5prevent.pdf))

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# Occupational & Medical Innovations Limited



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### **About Occupational & Medical Innovations Limited –**

Occupational & Medical Innovations Limited ('OMI') was listed on the Australian Stock Exchange (ASX) in August 2000. OMI's vision is to shape the future of safety engineered medical devices. To date, the company has successfully commercialised the OMI Auto Retractable Safety Syringe and OMI Safety Scalpel. As part of the company's ongoing commitment to the safety engineered medical device sector, OMI continues to develop its Research and Development program with the aim of becoming a sustainable participant and leader in the development of intellectual property for the sector.

### **About OMI's Auto Retractable Safety Syringe**

The OMI Auto Retractable Safety Syringe offers simple, one-handed activation that is part of the natural action of using a standard syringe. After all fluid is expelled, the needle automatically retracts into the syringe plunger, in the process destroying itself by breaking the needle hub and the piston seal. The needle tip lodges inside the plunger rod once activated, keeping the contaminated sharp out of reach. This provides a second level of safety for users. The OMI Auto Retractable Safety Syringe is available in a range of sizes and gauge combinations.

### **About Endomed Medical and Surgical Supplies c.c.**

Endomed is a privately owned South African company which was established in September 1997 after South Africa achieved democracy. The managing owners have a total of over 25 years combined experience in the surgical and healthcare industry. Endomed is an equal opportunity company providing quality products that promote safe conditions for healthcare professionals and patients. Directly and together with alliance partners around South Africa and neighbouring countries, Endomed's focus is patient safety and comfort, and customer satisfaction.

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