

MLA secures exclusive distribution agreement with Swiss medical manufacturer Ardo

- **MLA to market and distribute Ardo's Swiss designed and manufactured breast pumps in Australia and New Zealand**
- **Distribution agreement will broaden and diversify revenue base of Healthcare business**
- **MLA scaling up suite of product offerings to grow market presence in Healthcare sector**

Sydney, 17th May 2016: Healthcare company **Medical Australia Limited (ASX: MLA)**, ("**Medical Australia**", the "**Company**") is pleased to announce that the Company has secured an agreement with Ardo medical AG ("**Ardo**") for the exclusive distribution of the Swiss manufacturer's market leading range of breast pumps.

Under the terms of the agreement, which will initially be for a three year period, Medical Australia Limited will have exclusive distribution rights for the product range in Australia and New Zealand. The range will be distributed by the Company's Clements Medical Equipment division and will be promoted under the name "Ardo by Clements."

Headquartered in Switzerland where it was founded in 1995, Ardo designs and manufactures a wide range of medical devices, specialising in neonatal care and breastfeeding aids. The manufacturer now has subsidiaries in Germany, the UK, the Netherlands and China. Ardo's breast pumps, which are engineered and manufactured to the highest standards in Switzerland, are used in homes, clinics and hospitals around the world.

This agreement is a direct reflection of MLA's strategy to grow its market presence in the Healthcare sector by scaling up its product suite across all business divisions, a key focus for the Company since divesting its MediVet interest.

Medical Australia's Chief Executive Officer, Mr Darryl Ellis, commented: "This is a pleasing new partnership for MLA, and is a part of the Company's strategy to further strengthen its Healthcare business by significantly enhancing and broadening our product range, which will also serve to grow and diversify revenue streams. The Ardo range ([Ardo Breast Pumps](#)) encompasses both consumer and hospital models as well as the associated consumables."

"Ardo is a well-respected designer and manufacturer of medical equipment, and this agreement is a solid endorsement of MLA as a trusted partner with well established distribution networks across Australia and New Zealand."

"Devices such as Ardo's which utilise the preferred closed system already have a market share of approximately 80% of a circa US\$1 Billion global market*, with this demand primarily being driven by the healthcare sector, so this is a significant opportunity for MLA."

"This range of Ardo products will also be a highly complementary addition to the Clements range, and will certainly strengthen the reputation of the brand which is already highly regarded in the healthcare sector in Australia."

"The Company continues to look at products that are complimentary to our existing range that will further enhance and build our product suite. I look forward to updating shareholders on our progress in this regard, along with news on a number of further product developments and additions to our healthcare product range in the weeks and months ahead."

– ENDS –

*Source: <http://www.grandviewresearch.com/industry-analysis/breast-pumps-market>



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ABOUT MEDICAL AUSTRALIA LIMITED

Medical Australia Limited (ASX: MLA) is a medical company engaged in the manufacture, distribution and sale of a broad range of medical devices used by healthcare facilities and critical care services in global markets. The Company is a leader in Intravenous (IV) Medication Delivery Systems, Surgical Irrigation, Suction & Laboratory equipment and, Infection Control.

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