

22 October 2024

## ASX ANNOUNCEMENT

### QUARTERLY ACTIVITY REPORT AND APPENDIX 4C FOR Q1 FY25<sup>1</sup>

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- Further pricing initiatives implemented; \$2.5 million annualised benefits expected.
  - Queensland List of Approved Medicines amended to include Pentrox use in all public hospital emergency departments.
  - MAGPIE paediatric dossier submitted to the European regulatory agency, provides potential to expand addressable market for Pentrox.
  - New Pentrox distribution agreement signed with Swiss partner, Labatec.
  - Cash balance at 30 September 2024 of \$15.8 million.
  - Positive operating cashflow expected by the end of FY25.

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<sup>1</sup> Financial information in the Quarterly Activity Report and Appendix 4C is unaudited.

Medical Developments International (ASX: MVP) today released its Appendix 4C and Quarterly Activity Report for the quarter ended 30 September 2024 (Q1 FY25).

### FINANCIAL UPDATE

Revenue for Q1 FY25 was \$9.1 million, \$1.5 million higher than the prior corresponding period (pcp) of Q1 FY24. Pain Management revenue was \$5.9 million for the quarter, \$0.8 million higher than the pcp, driven by higher pricing and volume. Respiratory revenue was \$3.1 million for the quarter, \$0.6 million ahead of the pcp driven by improved demand conditions in Australia and share growth in the US.

The Group used \$2.7 million cash in operating activities during Q1 FY25, an increase of \$2.3 million on Q4 FY24. Operating cash used in the period included a net investment in working capital of \$2.2 million and payment of annual employee incentives of \$0.5 million. Excluding these outflows the Group was operating cashflow neutral. Underlying operating cashflows have been trending positively, driven by improved margins and business efficiency initiatives.

Receipts from customers in the quarter were \$9.2 million, \$0.9 million higher than Q4 FY24 due to higher working capital inflows.

Payments to suppliers and employees in the quarter were \$11.8 million, \$3.1 million higher than Q4 FY24. This included a reduction in underlying cash operating costs of ~\$0.5 million, payments for annual employee incentives of \$0.5 million, and higher working capital outflows in line with seasonal requirements.

Cash used in investing activities during the quarter was \$0.1 million.

Cash flows from financing activities were \$8.9 million, including \$9.3 million net proceeds from the capital raise completed in August 2024, offset partly by \$0.3 million payment for shares acquired under the employee incentive scheme.

Cash at 30 September 2024 was \$15.8 million.

## **FY25 OUTLOOK**

The Group expects positive momentum in margins and earnings to continue in FY25, with underlying EBIT to be strongly improved on FY24, driven by higher average Pentrox prices and operational efficiencies of \$3-4 million.

CEO Brent MacGregor said, *“Excluding working capital movements in the quarter, which are in line with expectations for this time of the year, our underlying cashflows continue to improve. We remain on track to deliver positive operating cashflows by the end of FY25.”*

## **UPDATE ON FY25 STRATEGIC PRIORITIES**

### **Improve margins through pricing and efficiency**

The Group implemented further Pentrox pricing initiatives in the quarter that will deliver annualised margin improvements of \$2.5 million in FY25. Average selling prices increased in Australia, aligned with improved pricing for Pentrox on the Pharmaceutical Benefits Scheme (PBS) from August 2024, while pricing in the UK and Ireland was improved, associated with the extension of the existing partner agreement in July.

Operating costs continued to trend lower, reflecting efficiency activities in FY24. Operating costs in Q1 FY25 were ~\$2.0 million lower than the pcp.

### **Accelerate penetration of Pentrox in Australia**

The Group made further progress in its strategy to grow Pentrox in hospital emergency departments. Demand from the hospital segment in Q1 FY25 was 44% improved on the pcp. Demand from the ambulance segment remained strong.

During the quarter the Queensland List of Approved Medicines (LAM) amended the listing of Pentrox to include use in all public hospital emergency departments. The LAM is the official statewide formulary for medicines approved for use in all Queensland Health public hospitals and institutions.

### **Grow Pentrox in Europe**

Demand in Europe has remained strong. In-market demand in the quarter was up 24% versus the pcp, with growth in all markets.

In August 2024 the Group submitted the MAGPIE paediatric dossier to the European regulatory agency. A successful outcome would broaden the age indication of Pentrox to children, thereby expanding the addressable market (select markets only). A broader age indication could also address a barrier to Pentrox entry into some ambulance trusts in the UK. A decision from the regulatory authority is expected by August 2025.

The Group finalised a new Pentrox distribution agreement for Switzerland with Labatec in October 2024. Labatec is a privately owned Swiss-based pharmaceutical company that has



extensive experience in the hospital segment. Transition planning is well advanced, with transition anticipated in Q3 FY25.

Partner negotiations continued to advance for Pentrox distribution in France.

Mr MacGregor said, *“Our transition to a partner-supported operating model in Switzerland and in France is expected to accelerate product adoption in these markets. Our partners bring greater market access and deeper customer relationships. We are excited to welcome Labatec as a new partner.”*

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**Authorised for release by the Board of Directors.**

Enquiries

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### **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 non-opioid trauma & emergency pain relief product. It is used in Australian Hospitals including Emergency Departments, Australian Ambulance Services, the Australian Defence Forces, Sports Medicine and for analgesia during short surgical procedures such as change of burns dressings, biopsies, and dental procedures as well as in other medical applications.

### **Forward looking statements**

This announcement contains certain 'forward looking statements' within the meaning of the securities law of applicable jurisdictions. Forward looking statements can generally be identified by the use of forward-looking words such as 'may', 'should', 'expect', 'anticipate', 'estimate', 'scheduled' or 'continue' or the negative version of them or comparable terminology. Any forecasts or other forward-looking statements contained in this announcement are subject to known and unknown risks and uncertainties and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. There are usually differences between forecast and actual results because events and actual circumstances frequently do not occur as forecast and these differences may be material. The Company does not give any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements in this announcement will actually occur and you are cautioned not to place undue reliance on forward looking statements.

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Medical Developments International Limited

**ABN**

14 106 340 667

**Quarter ended ("current quarter")**

30 September 2024

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	9,186	9,186
1.2 Payments for		
(a) research and development	(88)	(88)
(b) product manufacturing and operating costs	(5,854)	(5,854)
(c) advertising and marketing	(621)	(621)
(d) leased assets	-	-
(e) staff costs	(3,780)	(3,780)
(f) administration and corporate costs	(1,540)	(1,540)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	44	44
1.5 Interest and other costs of finance paid	(20)	(20)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(2,673)</b>	<b>(2,673)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(32)	(32)
(d) investments	-	-
(e) intellectual property	(38)	(38)

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
(f) other non-current assets	(77)	(77)
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(147)</b>	<b>(147)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	10,014	10,014
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issues of equity securities or convertible debt securities	(736)	(736)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings (lease liabilities)	(71)	(71)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (payment of shares acquired by Employee Trust)	(304)	(304)
<b>3.10 Net cash from / (used in) financing activities</b>	<b>8,903</b>	<b>8,903</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of period	9,735	9,735
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(2,673)	(2,673)

**Appendix 4C**  
**Quarterly cash flow report for entities subject to Listing Rule 4.7B**

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(147)	(147)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	8,903	8,903
4.5	Effect of movement in exchange rates on cash held	(3)	(3)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>15,815</b>	<b>15,815</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	15,815	9,735
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>15,815</b>	<b>9,735</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	-
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

<b>7. Financing facilities</b>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
<b>7.4 Total financing facilities</b>	-	-
<b>7.5 Unused financing facilities available at quarter end</b>		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(2,673)
8.2 Cash and cash equivalents at quarter end (item 4.6)	15,815
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	15,815
<b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	5.92
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer: N/A	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer: N/A	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer: N/A	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	



## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 21 October 2024.....

Authorised by: Board of Directors.....  
(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.