



# HOW BEST TO NAVIGATE WITHIN AUSTRALIA'S MEDICAL EQUIPMENT MARKET

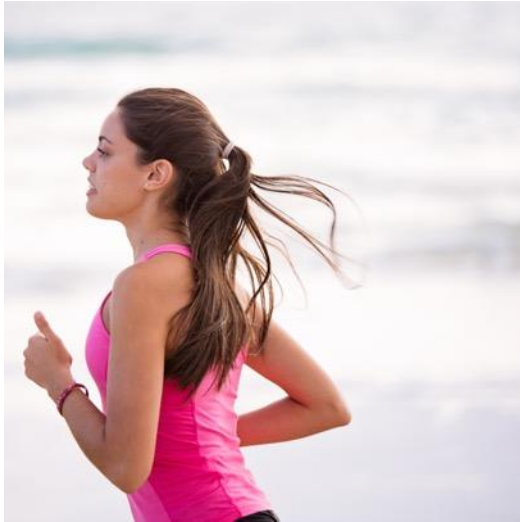
FINDING AND PARTNERING WITH AN AUSTRALIAN PARTNER



# DISTRIBUTION PARTNERS PROVIDE ACCESS TO THE GROWING MEDICAL TECHNOLOGY MARKET IN AUSTRALIA

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# AUSTRALIAN MARKET

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- Valued at US \$4.6b\*
- Represents 1.42% of the world market.
- Compared favourably worldwide given:
  - Our uptake of innovation
  - Health expenditure per capita
  - Highly skilled, English-speaking clinicians



# AUSTRALIA MEDICAL DEVICES INDUSTRY

- ~55,000 medical devices registered on the Therapeutic Goods Administration (TGA)'s Australian Register of Therapeutic Goods (ARTG) by ~3,000 companies
- Majority of these companies are located in NSW (45%), followed by VIC (28%), and QLD (15%).



Device Technologies have offices in the major cities of Aus, NZ, and Singapore

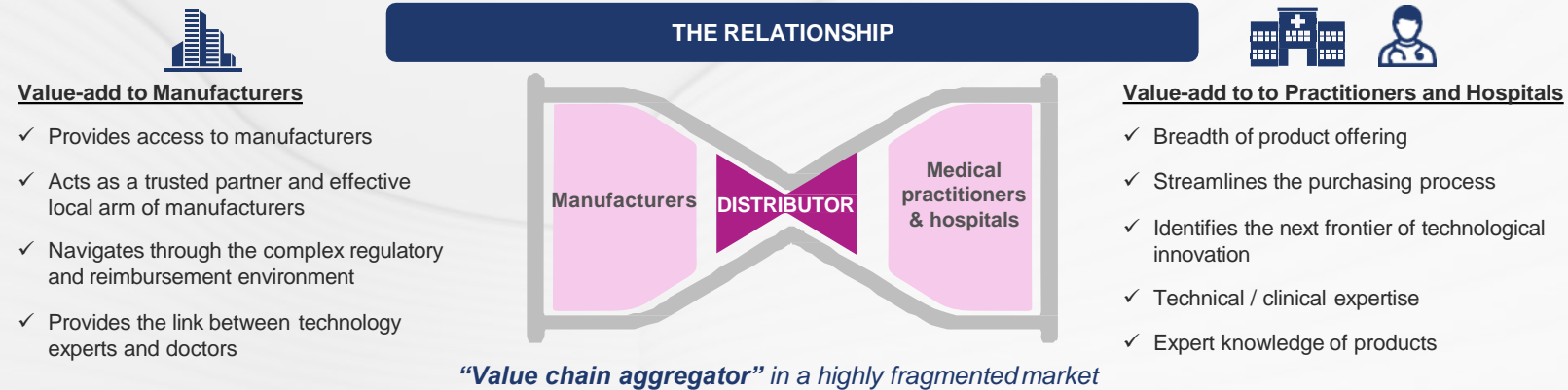
# DISTRIBUTION CAPABILITIES

What to look for in a partner





# AN EFFECTIVE ANZ DISTRIBUTION BUSINESS MODEL

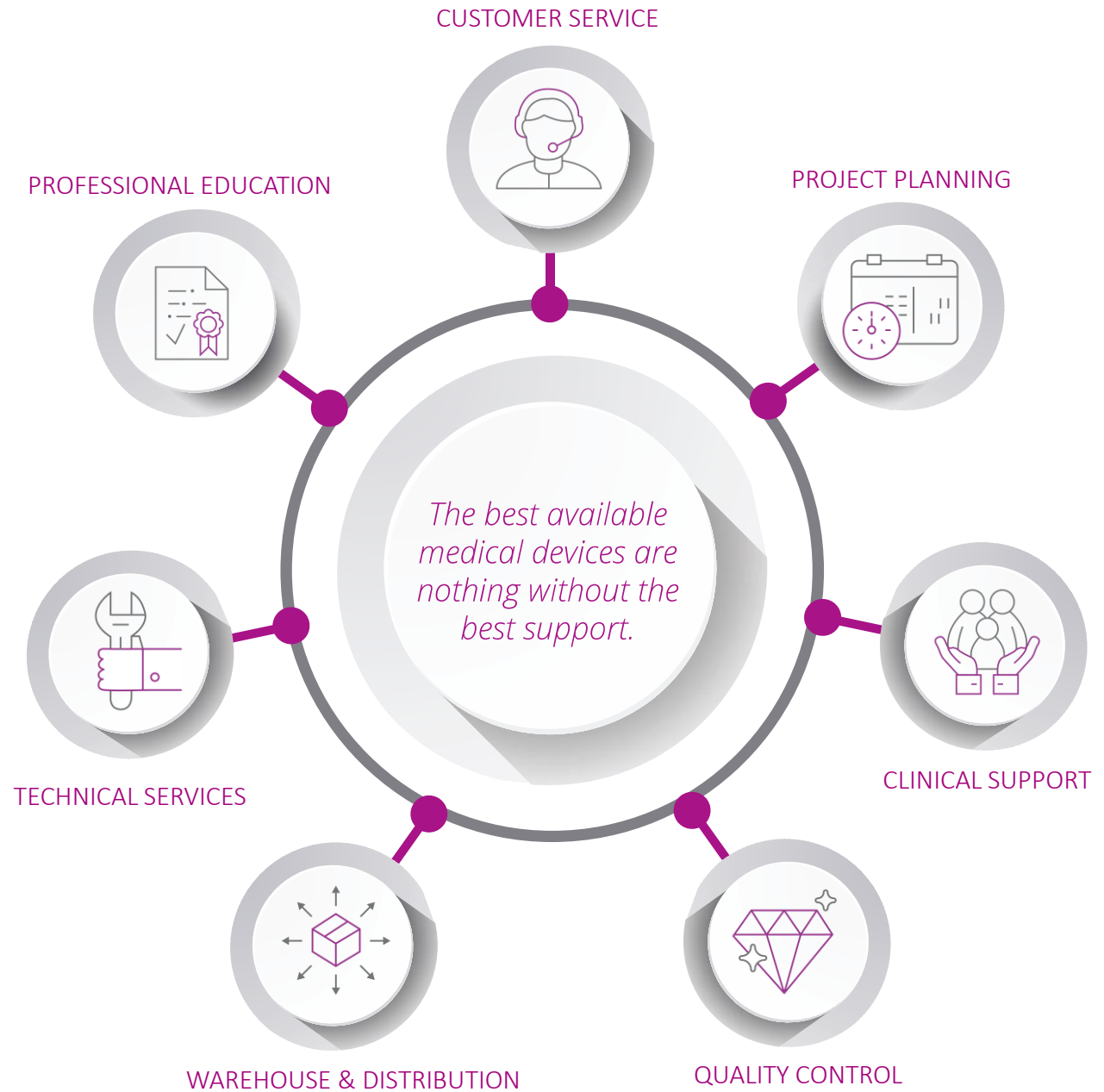


# OUR BUSINESS MODEL



# CRITICAL SERVICES

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THANK YOU

