



General Manager  
The Company Announcements Office  
Australian Securities Exchange Limited  
Australia Square  
Sydney NSW 1215

August 14<sup>th</sup>, 2008

## SALES UPDATE

Dear Sir/Madam,

### Highlights:

- **Strong start to sales through National Diabetes Services Scheme (NDSS)**
- **Significant scope for additional growth in market share**

### SALES

On 18 February 2008, Safety Medical Products Limited ('SFP' or 'the **Company**') announced that it had received approval from the Federal Department of Health and Ageing to supply SecureTouch Retractable Syringes into the National Diabetes Services Scheme (**NDSS**). On 31 March 2008 the Company announced that it had received approval to expand its product offering through the NDSS to include Insulin Pen Needles and Standard Syringes.

Supply of the SecureTouch Retractable Syringes into the NDSS program began in March 2008, with supply of Insulin Pen Needles and Standard Syringes commencing in July 2008.

The Company is pleased to announce that it has so far sold over **285,000** units through the NDSS.

Promotional material only began appearing in the various Nationwide Diabetes Issues and Newsletters in late June, so such a quick take-up is extremely pleasing and bodes well for further growth in SafetyMed's market share. With over 70million syringes and pen needles supplied through the NDSS last financial year, there is a significant scope for SafetyMed to generate substantial revenues.

The Company will seek to leverage off of this initial strong take-up with promotional material in the next round of NDSS publications, coupled with some innovative marketing strategies to promote the use of its products by diabetes patients through the NDSS.

Feedback about the products from both diabetes educators and diabetes patients has been excellent as well as a strong showing of support for SafetyMed as the only Australian Company supplying into the NDSS program.



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**ASX Code: SFP**  
SafetyMed® is a registered trademark of Safety Medical Products Ltd

The NDSS is a Federal Government Initiative supported by the respective State Governments and is administered by Diabetes Australia where Syringes and Pen Needles are provided to registered diabetes patients in Australia.

Yours faithfully,

A handwritten signature in black ink, appearing to read 'John Riemelmoser', with a long horizontal flourish extending to the right.

John Riemelmoser  
Managing Director

For further information please contact:

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