

OxySure signs distribution deal for Australia, NZ

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OxySure signs distribution deal with Aero for Australia, NZ



Singapore: OxySure Systems, a medical device innovator of life-saving, easy-to-use emergency oxygen solutions with its 'oxygen from powder' technology has entered into exclusive distribution agreements with Aero Health Holdings in Australia and the UK to distribute its products in Australia and New Zealand, and the UK.

Aero is a manufacturer and distributor of first aid and healthcare products, including automated external defibrillators (AEDs), with locations in Australia, New Zealand, the UK, Germany and the US. The agreements provide Aero the exclusivity to market and sell OxySure in Australia, New Zealand and UK markets. In return, the agreements provide that Aero apply for and obtain CE Marking for OxySure's Model 615 and related disposable cartridges, as well as approval from the Therapeutic Goods Administration (TGA), a division of the Australian Department of Health and Aging.

The agreements also provide that Aero purchase a minimum combined quantity of 4,500 units of OxySure Model 615 during the first two years subsequent to CE Marking and TGA approval.

"Aero has been fortunate to have become one of the most significant sellers of AEDs in our markets, and the addition of OxySure to our portfolio of products is very exciting and compelling for us," said Mr Tim Ovenden, managing director of Aero Australia. "We are rather selective of the products we take on because we put significant resources behind our go-to-market activities, and OxySure was a no-brainer for us in that regard."

Mr Mark Gilmore, managing director for Aero UK, said: "Our UK regulatory team is delighted to be able to move forward with the CE Marking approval process for the OxySure products. By teaming up with OxySure, we believe we are able to serve our customers better, be more competitive and enhance our market leadership in the UK."

"We are pleased to be partnering with Aero, and we look forward to working with Tim, Mark and their very capable teams in serving the key Australia, New Zealand and UK markets," said Mr Julian Ross, CEO of OxySure. "We are especially pleased to partner with Aero regarding the obtainment of CE Marking and TGA Approval for OxySure."