



# SSH.medical

**Release** 24 June 2003

## **GENERAL**

The focus of the Company over the past year has been to finalise the Workstation prototype, settle the Oxford acquisition, restructure and grow the manufacturing revenue base and to deliver a pipeline of future product. It is pleasing to see these objectives being achieved, products being released to market and the prospects for the Company being enhanced.

During the period in review the Board has initiated discussions with various parties in relation to increasing the available working capital of the Company, to fund the market release of the workstation. These ongoing discussions have canvassed a number of options available including a potential share capital raising up to the limit contained in Listing Rule 7.1.

## **CONSOLIDATED OPERATIONS**

The medical products operations of Easy Manufacturing in Sydney and Oxford Medical Products in Melbourne have been combined for sales purposes into a joint Oxford EME Products Catalogue. This move has been well received by the Industry and overall revenue growth in the current half has been 30% in Sydney compared to the corresponding period last year. However cost levels have resulted in a loss estimated at \$1.240m for the 5 months to end May. Rationalisation of manufacturing operations is continuing.

## **THE WS-XII PROTOTYPE RELEASED FOR MARKET PREVIEW**

The WS-XII (Workstation 12) prototype was successfully previewed at the General Practitioner Conference, held in Sydney in May 2003. Over 100 practitioners showed a keen interest in the product. The positive reception relates to the perception of value to GP practices on which the new product is based.

The WS-XII is a medical multi-function workstation which has its own computer, patient management software, LCD screen and colour printer, as well as utilising two miniature cameras. This workstation has the capability to be a part of a local area network (LAN) or wide area network (WAN) and the internet. As a result it has the potential to transmit data or monitoring results as between hospitals, emergency departments, medical centres or surgeries.

Inclusive of the patented Veda-Scope® the WS-XII incorporates twelve medical devices. These include 12 lead ECG, spirometer, colposcope, optoscope, throat scope, blood pressure monitor, ear scope, rectal scope, dermatoscope, nasal scope and JETOX™ (a wound management system).

The equipment has been designed as an open platform technology to provide maximum flexibility for incorporation of current and future medical devices. The workstation has commenced statutory testing which is required prior to release to the market.

The Company continues in discussions with various parties in relation to marketing and distribution of the product.

## **THE 'EASYBEAT' VITAL SIGNS MONITOR GOES TO MARKET**

The Company is also pleased to advise that it has released the first of its Biomedical products directed at the veterinary market. The 'Easybeat' vital signs monitor (a previous winner of an

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Australian Design Mark award) was officially released at the recent Australian Veterinary Association conference at which it attracted an enthusiastic reception.

The Company had been holding a number of advance orders for the product and since its release has received further orders. The Company is currently selling the product into the Australasian market and has received expressions of interest from potential US distributors. The Company is in discussions with those parties with a view to concluding a distribution arrangement.

This unique world class product is the first release from a product pipeline established over the past year. Other veterinary products are in development which cater to high value niche markets.

A handwritten signature in black ink, appearing to read "John E. Dunn". The signature is written in a cursive style with a large initial "J" and a long horizontal stroke at the end.

**John E Dunn**  
CHIEF EXECUTIVE OFFICER  
SSH MEDICAL LIMITED