

## **MEDIA STATEMENT**

Friday 22 June 2012

FOR IMMEDIATE RELEASE

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### **MINISTER OF HEALTH, TONY RYALL OPENS NEW EBOS AUCKLAND FACILITY**

New Zealand's largest medical and pharmaceutical supplies and healthcare logistics provider, EBOS Group, yesterday had its new EBOS Healthcare facility in Albany opened by Health Minister Tony Ryall.

The purpose-built, 3,700m<sup>2</sup> office and distribution centre is the newest of five large Auckland-based facilities.

With turnover of \$1.5 billion and a total staff of over 1,000, EBOS and its subsidiaries handle over half of the Healthcare supplies for the country. Customers include public and private hospitals, primary care practitioners, aged care facilities and retail pharmacy.

EBOS Group CEO Mark Waller said that rising healthcare costs in developed economies provide exciting opportunities for companies that can provide better-quality, lower-cost, healthcare products, and systems that allow those products to be used more efficiently.

"All around the world, cash-strapped governments with ageing populations are facing the same healthcare problem: how to get more for less," he said. "We've been providing innovative solutions to this problem for years now."

"We're currently talking with the Government about how the logistics systems we've established for DHBs in the upper North Island and Otago/Southland can be rolled out nationally," Mr Waller said. "From that base, we see opportunities to create an exportable business model."

EBOS has aspirations to become a \$1 billion market capitalisation business, up from \$390 million today, providing a direct investment opportunity in healthcare for all New Zealanders.

Having been listed since 1960, the company is confident it has the right track record, technology, people and access to capital to achieve this goal. Growth will come from Australia and beyond in both healthcare and complimentary markets.

As part of its expansion plans, EBOS recently acquired the leading animal healthcare business, Masterpet, for \$105m plus debt.

Mr Waller stressed that a greater international focus will not affect EBOS' presence in the New Zealand market.

“Since 1922, we’ve built up a special, interdependent relationship with the New Zealand healthcare sector. In New Zealand, healthcare multinationals tend to come and go based on market trends – EBOS is here to stay.”

ENDS

For enquiries please contact:

A handwritten signature in black ink, appearing to read 'Mark Waller', written in a cursive style.

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