



Ortho Group Pty Ltd  
ABN: 5111 993 59 65

## **Media Statement – Friday 4 March**

### **Australian Companies Join Forces to Advance Integrated Health Care in the Australian Orthopaedic Market**

Ortho Group Pty Ltd, the largest provider of private orthopaedic surgery and sports medicine services in Australia, has today furthered its goal of providing Australians with not only the best clinical care but with access to a broad range of innovative and Australian orthopaedic products.

Ortho Group has established a joint venture with Global Orthopaedic Technology Pty Ltd, the largest Australian-owned orthopaedic implant designer and manufacturer. Under the title of Australian Orthopaedic Supplies Pty Ltd, the 50/50 joint venture is seen as advancing integrated health care across orthopaedic services. The JV will also;

- Improve Australian access to leading technology in prostheses,
- Encourage Australian innovation in prostheses development, and
- Help contain rising costs to government, patients and health funds.

To improve access to the best of Australian design and manufacture, Ortho Group has also entered into commercial arrangements with the Austofix Group and Advanced Surgical Design and Manufacture Limited (ASDM).

Austofix specialises in the design and development of orthopaedic solutions for the aging population and has manufacturing facilities in South Australia and a design team based in New South Wales.

ASDM has manufacturing facilities in New South Wales and designs, engineers and manufactures medical devices, bone screws and prosthetic implant tools.

According to Ian Burgess, the CEO of Ortho Group *“This is an exciting extension not just for us but for integrated health care generally, demonstrating what we believe to be the future for the orthopaedic profession.”*

*“Together with a new Ortho Group subsidiary (Surgical Supplies) dedicated to sourcing leading quality supplies, the joint venture with Global and the commercial arrangements with Austofix and ASDM will underpin the delivery of quality orthopaedic services by Ortho Group in Sydney, Canberra, Melbourne, Adelaide, Perth and Albury.”*

*“With overseas experience indicating that the direct involvement of doctors has the potential to drive new efficiencies in healthcare, as well as a more equitable allocation of resources, we see Ortho Group helping contain costs for government, patients and health funds.”*

Under the JV agreement, Global will be responsible for product sourcing and supply and for sales and clinical support, while Ortho Group will provide clinical input and advice, including product selection and product development. The new venture will also see continued investment in clinical research, and creation of a database tracking the outcomes for each patient.

The arrangements with Global, Austofix and ASDM will allow Ortho Group surgeons to have improved access to a range of world-class prostheses.

With doctors providing clinical input into the design and development of prostheses, a Surgeons Advisory Committee will be established to advise the JV and oversee the selection of orthopaedic products. However, the doctors will be under no obligation to use product sourced by Ortho Group or provided by the JV company. The doctors will continue to rely on their professional judgment in choosing the best product for individual patients.

*“Committed to the concept of centres of excellence in orthopaedics, we believe the JV and other commercial arrangements will further support the benefits of integrated health care with transparency and efficiency”, Mr Burgess said.*

*“While modest, the anticipated additional revenues generated by these new businesses will enable further focus on Ortho Group’s fundamental aim of supporting Australia’s best orthopaedic doctors in their delivery of the best orthopaedic services right around the country.”*

...

For More Information, please contact:

Ian Burgess, CEO  
+61 2 8436 2400  
iburgess@ogl.net.au

## **Media Backgrounder**

### **Ortho Group Pty Ltd (Ortho Group)**

Established with the aim of partnering with leading Orthopaedic Surgeons around Australia, Ortho Group Pty Ltd has been operating since October 2006.

With 66 doctors now part of OGL – it is now the largest provider of private Orthopaedic Surgery and Sports Medicine services in the country.

With doctor sovereignty embedded at its core, the group is committed to:

- Providing patients with the highest level of orthopaedic care;
- Providing orthopaedic surgeons with industry experienced managers to facilitate the development of their businesses;
- Providing orthopaedic surgeons with an investment in their own business;
- Providing an assistance program for young surgeons;
- Investing in and supporting orthopaedic research.

Through long-term investment in research and with a commitment to the education of new surgeons, Ortho Group looks to a future business built on a foundation of excellence in clinical care, supported by the attraction and retention of Australia's premier Orthopaedic and Sports Medicine doctors.

Capitalised with the support of AMP Private Equity and Quadrant Private Equity, OGL's intention has always been to become a publicly listed company. In keeping with its ethos of medical sovereignty, its model is purposefully designed to maintain doctors as the largest percentage group of shareholders.

The Board of Directors comprises Jayne Shaw Chairman, Dr Kevin Woods Medical Director, Ian Burgess Chief Executive Officer, Dr Neil Bergman Director, Marcus Darville Quadrant Private Equity Director, Greg Smith AMP Private Equity Director, and Alternate Directors Dr Greg Janes and Dr Bruce Caldwell.

[www.ogl.net.au](http://www.ogl.net.au)

### **Global Orthopaedic Technology Pty Ltd (Global)**

Global Orthopaedic Technology was formed in 1999, responding to growing concerns over the lack of local design and manufacturing input into orthopaedics in Australia.

With 40 years combined experience in healthcare, directors Steve Banks and Mike Ribot set out to use their accumulated knowledge to develop an innovative and vibrant local industry. They remain focused on providing Australian orthopaedic professionals with a vehicle to commercialise designs that otherwise risk being "shelved" by multi-national companies.

From the outset, Global has recognised that Australian surgeons, scientists, engineers and manufacturers have long led the world in their respective fields in terms of innovation and excellence. Global remains committed to harnessing these talents to build an orthopaedic industry to support their endeavours.

Global's aim remains to ensure that patients requiring joint replacement or other orthopaedic intervention will have access to world-class products, including those domestically designed and engineered for the benefit of the international orthopaedic community.

## **Austofix Group**

Austofix Group was established in 1993 and listed on the Australian Stock Exchange in February 2008. It has manufactured and sold over 100,000 products since its inception.

Austofix specialises in the design and development of orthopaedic trauma fixation devices. It has a particular focus on public health care issues and trauma predisposed by osteoporosis. Austofix recently developed a portfolio of hip replacement products and has recently received approval from the Therapeutic Goods Association to market these products in Australia.

Austofix has manufacturing facilities in Adelaide and a design team based in Sydney.

[www.austofix.com.au](http://www.austofix.com.au)

## **Advanced Surgical Design & Manufacture Limited (ASDM)**

ASDM was established in 1994 and is listed on the Australian Securities Exchange. Since its establishment, ASDM has shown a strong commitment to research, product development and engineering excellence, which is evident in its extensive product portfolio and a large number of awards.

ASDM designs, engineers and manufacturers medical devices including total knee replacements, bone screws and prosthetic implant tools. It has manufacturing facilities in Sydney and its focus is to provide the best possible health care solutions to patients world-wide through harnessing the innovative potential of Australian inventors, engineers, precision tradespeople and clinicians.

<http://www.asdm.com.au/>

:: ends ::