



Maelor plc

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Maelor signs significant contract for Volplex® in China

Maelor plc, the specialist healthcare products company, announces that it has signed a major contract for the distribution of its plasma substitute product, Volplex, in China. The agreement will see Maelor's product enter the Asian market for the first time, once regulatory approval has been obtained.

The agreement with Helicon Group Pty Ltd will lead to Volplex being marketed and distributed in China through a network of sales offices. Helicon is also charged with the regulatory submission, which should be completed in 2004.

China is the ninth largest and fastest growing pharmaceutical market in the world, worth US\$7 billion in 2001 while growing at an average rate of 10-12% [source: US Commercial Service report]. The Chinese health system has more than 60,000 hospitals, the largest of which will be targeted by Helicon and its local partners following launch.

Volplex (succinylated gelatin) is given as an intravenous infusion to substitute for blood volume lost by patients suffering from the effects of trauma, surgery or certain medical conditions which result in hypovolaemia (lower than normal blood volume).

Since launch last year, the product has established itself by winning major contracts in the £7m UK market through its distributor Cambridge Laboratories. Volplex has expanded its international franchise over the last few months, gaining regulatory approval in Argentina in December 2003 where it will shortly be launched. Maelor has established partners in South Africa and Bangladesh (where regulatory applications have already been submitted) and also in Australia in preparation for future launches in those markets.

Stephen Appelbee, Chief Executive of Maelor, said:

"We have been extremely pleased with the rapid expansion of Volplex. It has quickly gained market share in the UK and we now have partners in place in six territories. China represents the biggest market opportunity to date."

Dr Saliba Sassine, Chairman of Helicon, said he was very excited about the prospects for Volplex:

"We believe that Volplex is a very good product that will be positioned as a high quality blood plasma substitute. Our research indicates there is a good market for Volplex with exciting growth prospects."

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Notes to editors:

Maelor plc

Maelor is an AIM listed specialist healthcare products company. Maelor operates on a virtual basis, outsourcing both product development and manufacturing, and outlicensing the sale of its products to distribution partners.

The company has several products on the market including OptiFlo®, ContiSol™ and Volplex. OptiFlo, a urethral catheter maintenance range, launched in the UK in June 1999 and distributed through Bard Limited, has gained a 39% share of the UK community prescription market.

ContiSol, Maelor's own brand urethral catheter maintenance range, has already been launched in Spain and Greece. The product has also gained approval in Argentina where launch is expected shortly.

Volplex, the company's blood plasma substitute, is used for patients suffering from the effects of trauma, surgery or certain medical conditions which result in hypovolaemia (lower than normal blood volume).

Maelor has various products in its pipeline including micelle propofol, a reformulation of the world's biggest selling general anaesthetic.

Volplex® and ContiSol™ are trademarks of Maelor Pharmaceuticals Limited

OptiFlo® is a Trademark of Bard Limited