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Companies Announcement Office Australian Stock Exchange Limited

## APPOINTMENT OF DISTRIBUTORS IN KOREA AND TAIWAN

Aeris Technologies is pleased to announce a significant commercial milestone in the company's international rollout. As previously advised, Aeris has been in negotiations with potential partners in both Korea and Taiwan. The company has now concluded and signed agreements with two new distributors in these important markets.

In Korea, Aeris will be represented by Savon Drugs Inc., a privately held company with an established position in the Korean healthcare sector. Mr S.K. Yoon, the owner of Savon Drugs, is the Managing Director of Ilsung Pharmaceuticals, a large publicly listed pharmaceuticals manufacturer based in Seoul. Under the leadership of Mr Yoon, Savon Drugs has established an equity joint venture with several strategic partners to capitalise on the Aeris opportunity. The Joint Venture partners include the largest pest control service business in Korea along with a large consumer product business. The company is well resourced and ideally placed to develop the market for both the Aeris Guard Indoor Air Quality technologies and for the more recently acquired range of Environmental Hygiene products for consumer use.

Aeris Technologies has awarded exclusive distribution rights for Taiwan to the Super Fortune Group based in Taipei. The group is a leading importer and distributor of pharmaceutical, cosmetic and consumer healthcare products across Taiwan, with exclusive distribution agreements with a number of prominent global healthcare product suppliers. The recent outbreak of SARS in Taiwan has significantly heightened public awareness of the need for environmental hygiene and effective infection control procedures. The Super Fortune Group's strength in the hospital and consumer healthcare markets position it well to cater to this growing demand.

As with all Aeris distributors, our Korean and Taiwanese partners have committed to upfront purchases along with minimum annual purchases going forward. We are confident that both will develop outstanding businesses in their respective markets. Aeris Technologies' international distribution network continues to grow, with distributors now in place for Malaysia, Canada, France, the Philippines, Hong Kong, China, Korea and Taiwan.

Yours faithfully

**Aeris Technologies Ltd** 

**Howard Leibman** 

Director