

13 November 2012

## **COMVITA'S MEDIHONEY™ WOUND CARE SALES REACHES MILESTONE Triggers USD\$1.0 million Payment to Comvita**

Global natural health and beauty products company Comvita has announced its global licensee for Medihone specialist wound care products, Derma Sciences Inc., has achieved a key sales milestone of USD\$10.0 million in annualized sales of Medihone products.

Under the terms of its exclusive worldwide licensing agreement with Comvita New Zealand Limited, Derma Sciences will make a capital payment to Comvita of USD\$1.0 million on 30 November 2012.

This capital payment is the second milestone payment (the first was on 30 August, 2011) of USD\$1.0 million under the licensing agreement entered into in February 2010.

As well as having an equity stake (and warrants) in Derma Sciences (NASDAQ: DSCI), which is now valued by the market at approximately USD\$11 million, under the licensing agreement with Derma Sciences Comvita receives ongoing monthly royalty payments.

Comvita supplies medical grade Manuka honey for use in a range of advanced wound care dressings which are sold to the professional and hospital markets worldwide.

The license agreement also provides for Comvita to sell Derma Sciences manufactured Medihone products to the Over-the-Counter (OTC) and pharmacy markets worldwide.

# Ends #

For further information:

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### **Background information**

#### **About Comvita ([www.comvita.co.nz](http://www.comvita.co.nz))**

Comvita is an international natural health and beauty products company with a strong New Zealand heritage. We are committed to the development of innovative natural health and wellbeing products, backed by credible scientific research. We develop and manufacture products in the categories of Health Care, Personal Care (Skincare and Wound Care) and Functional Foods (Health Foods). Manuka (*leptospermum*) honey is at the core of the Comvita product range and we are the largest manufacturer and marketer of this uniquely New Zealand resource. We sell into more than 18 countries through a network of wholesale and third-party outlets, more than 470 branded retail outlets throughout Asia – including 400 stores in 40 cities in mainland China and online. We have offices in New Zealand, Australia, Hong Kong, Japan, Taiwan, South Korea and the United Kingdom

### About Derma Sciences Inc. ([www.dermasciences.com](http://www.dermasciences.com))

Derma Sciences is a medical technology company focused on three segments of the wound care marketplace: pharmaceutical wound care products, advanced wound care dressings and traditional dressings. Derma Sciences has successfully completed a Phase 2 clinical trial in diabetic foot ulcer healing with DSC127, an investigational pharmaceutical drug under development for the healing of diabetic foot ulcers, and is preparing to begin Phase 3 clinical trials. Its MEDIHONEY® product is the leading brand of honey-based dressings for the management of wounds and burns. The product has been shown to be effective in a variety of indications, and was the focus of a positive large-scale, randomized controlled trial involving 108 subjects with leg ulcers. Other novel products introduced into the \$14 billion global wound care market include XTRASORB® for better management of wound exudate, BIOGUARD® for infection prevention and TCC-EZ™, a gold-standard treatment for diabetic foot ulcers.

