

# Rockwell Medical Expands Global Distribution in the Dominican Republic and Bermuda

4/4/2024

**New and expanded distribution agreements expected to generate approximately \$1 million in annual revenues for Rockwell Medical**

WIXOM, Mich.--(BUSINESS WIRE)-- Rockwell Medical, Inc. (the "Company") (Nasdaq: RMTI), a healthcare company that develops, manufactures, commercializes, and distributes a portfolio of hemodialysis products to dialysis providers worldwide, today announced that it entered into a new and expanded distribution agreement with BioNuclear and Atlantic Medical International ("AMI"), respectively. In the aggregate, these agreements are expected to generate approximately \$1 million in annual revenues for the Company.

BioNuclear specializes in the marketing of reagents, equipment and furniture for clinical laboratories, medical equipment and devices, vaccines for human consumption and supplies for hemodialysis and peritoneal dialysis. Rockwell Medical signed a five-year distributor agreement with BioNuclear through which BioNuclear may import, sell, promote and distribute Rockwell Medical's hemodialysis concentrates products within the Dominican Republic. The agreement will remain in effect for five years and BioNuclear has the option to extend the agreement for an additional five years beyond the original term.

AMI is Bermuda's leading supplier of medical products and equipment for the acute and continuing care markets. AMI has been a distributor of Rockwell Medical products since 2022 at which time the Company signed a five-year distribution agreement with AMI with the option to extend the agreement. The amended distribution agreement between Rockwell Medical and AMI expands the list of hemodialysis products that AMI is purchasing from the Company, includes purchasing commitments, and generates a profit margin consistent with Rockwell Medical's gross margin guidance for 2024.

"We are excited to build upon our relationship with Rockwell Medical by expanding our supply agreement," said Chris Merritt, General Manager at AMI. "This updated distribution agreement with Rockwell Medical affords us the ability to serve and deliver more high-quality, life-sustaining products to the fragile dialysis population in Bermuda."

"The global reach of our hemodialysis concentrates products continues to grow," said **Tim Chole**, Senior Vice President, Sales and Marketing at Rockwell Medical. "Through distribution arrangements such as these with BioNuclear and AMI, we continue to execute against our strategy and vision to become the leading supplier of hemodialysis concentrates worldwide."

## About Rockwell Medical

Rockwell Medical, Inc. (Nasdaq: RMTI) is a healthcare company that develops, manufactures, commercializes, and distributes a portfolio of hemodialysis products for dialysis providers worldwide. Rockwell Medical's mission is to provide dialysis clinics and the patients they serve with the highest quality products supported by the best customer service in the industry. Rockwell Medical is focused on innovative, long-term growth strategies that enhance its products, its processes, and its people, enabling the Company to deliver exceptional value to the healthcare system and provide a positive impact on the lives of hemodialysis patients. Hemodialysis is the most common form of end-stage kidney disease treatment and is typically performed at freestanding outpatient dialysis centers, hospital-based outpatient centers, skilled nursing facilities, or in a patient's home. Rockwell Medical's products are vital to vulnerable patients with end-stage kidney disease, and the Company is relentless in providing unmatched reliability and customer service. Rockwell Medical is the second largest supplier of acid and bicarbonate concentrates for dialysis patients in the United States and has the vision of becoming the leading global supplier of hemodialysis concentrates. Certified as a Great Place to Work® in 2023 and 2024, Rockwell Medical is Driven to Deliver Life-Sustaining Dialysis Solutions™. For more information, visit [www.RockwellMed.com](http://www.RockwellMed.com).

## Forward-Looking Statements

Certain statements in this press release may constitute "forward-looking statements" within the meaning of the federal securities laws. Words such as, "may," "might," "will," "should," "believe," "expect," "anticipate," "estimate," "continue," "could," "can," "would," "develop," "plan," "potential," "predict," "forecast," "project," "intend," "look forward to," "remain confident," "are determined," "are on track," "are resolute in our vision," or the negative of these terms, and similar expressions, or statements regarding intent, belief, or current expectations, are forward looking statements. There can be no assurance that Rockwell Medical will generate the expected annual revenues from its contracts, that the profit margins will be consistent with gross margin guidance, that Rockwell Medical will become the leading global supplier of hemodialysis concentrates or maintain its customer relationships going forward. While Rockwell Medical believes these forward-looking statements are reasonable, undue reliance should

not be placed on any such forward-looking statements, which are based on information available to us on the date of this release. These forward-looking statements are based upon current estimates and assumptions and are subject to various risks and uncertainties (including, without limitation, those set forth in Rockwell Medical's SEC filings), many of which are beyond our control and subject to change. Actual results could be materially different. Risks and uncertainties include, but are not limited to those risks more fully discussed in the "Risk Factors" section of our Annual Report on Form 10-K for the year ended December 31, 2021, as such description may be amended or updated in any future reports we file with the SEC. Rockwell Medical expressly disclaims any obligation to update our forward-looking statements, except as may be required by law.

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