

## **Bactiguard partners with Mediplast in Scandinavia**

**Bactiguard partners, a medical device company and healthcare supplier in the Nordic region, for sales and distribution in Sweden, Norway and Denmark. By using the Mediplast sales force, the Swedish healthcare providers can be covered more efficiently. At the same time, the collaboration provides a platform for launching the BIP portfolio in Norway and Denmark, markets where Bactiguard is not present today.**

"In the past couple of years, we have successfully established agreements with the largest Swedish county councils, and currently cover 70% of the Swedish population. This provides a great platform for penetrating the market more efficiently, by partnering with Mediplast and using their extensive sales force. Mediplast already has a strong market presence in our key customer segments; intensive care, surgery and urology and their products complement our product portfolio. We also get access to both Denmark and Norway, so this partnership will be very beneficial for both parties", says Christian Kinch, CEO at Bactiguard.

"We are very proud that Bactiguard has chosen us as their partner in Scandinavia and especially for the important home market. We believe that Bactiguard is in a very exciting phase, where a great deal of work has been done in recent years with the tender processes in Sweden, and we will continue to build on that platform. For us, sales of Bactiguard products will both strengthen our market position and contribute to our goal of providing effective and safe care," says Johan Bongstorp, CEO at Mediplast.

The partnership is based on an exclusive distribution agreement covering Sweden, Norway and Denmark for the entire Bactiguard infection prevention portfolio, which includes products for the urinary tract, blood stream and respiratory tract.

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### **About Bactiguard**

Bactiguard is a Swedish medical device company with a mission to save lives. To achieve this mission, we develop and supply infection prevention solutions which reduce the risk of healthcare associated infections and the use of antibiotics. This way, we save significant costs for healthcare and the society at large.

The Bactiguard technology prevents bacterial adhesion and biofilm formation on medical devices. Bactiguard offers the technology through licence agreements and our BIP (Bactiguard Infection Protection) portfolio of products. Through our licence partner CR Bard, urinary catheters with Bactiguard's coating are market leading in the USA and Japan. Bactiguard's own product portfolio of urinary catheters, endotracheal tubes and central venous catheters prevent some of the most common infections, which appear in the urinary tract, the blood stream and the respiratory tract.



Bactiguard is in a strong expansion phase in the European markets, China, India and the Middle East as well by establishing license agreements in new therapeutic areas. The company has about 70 employees around the world. Its headquarters and one of two production facilities are located in Stockholm, the other one in Malaysia. Bactiguard is listed on Nasdaq Stockholm.

Read more about how Bactiguard saves lives on [www.bactiguard.com](http://www.bactiguard.com)

#### **About Mediplast**

Mediplast is a medical device company with operations throughout the Nordic region. Mediplast provides products and services to healthcare in all Nordic markets. Mediplast has a turnover of approx. SEK 800 million and is owned by the publically listed company AddLife AB. The central warehouse is located in Malmö, which enables efficient handling and fast delivery to customers.

Mediplast's products are available in a wide range, from disposable products to capital equipment, within eight key areas; Surgery, Thorax/Neuro/Orthopedics, Radiology/Neuroradiology/Cardiology, Wound care, ICU, stoma and homecare.

For more information [www.mediplast.com](http://www.mediplast.com)