



Bactiguard expands market presence to four countries in Latin America

Bactiguard has signed an exclusive distribution agreement with Promedon, which allows the company to sell Bactiguard's complete portfolio of medical devices in Argentina, Brazil, Chile and Mexico. Through this partnership, Bactiguard expands its market presence to 41 countries worldwide.

Swedish medtech company Bactiguard has entered into an exclusive agreement with Promedon, an international company present in more than 50 countries and a leader in research, development and production of innovative medical technology. It is also a leading distributor of medical solutions in the Latin American market. Promedon will be marketing and selling Bactiguard's complete portfolio for infection control, including urinary, intravenous and respiratory catheters in Argentina, Brazil, Chile and Mexico.

Bactiguard now expands its market presence from 37 to 41 countries worldwide. The agreement with Promedon will significantly increase the market presence in some of the most populated countries in the world.

Bactiguard has already secured regulatory approvals for key parts of its product portfolio in Brazil, Chile and Mexico. In these three markets, sales can start within the next few months. Approvals for Argentina are still pending, but the application process has been initiated.

Johan Rugfelt, CEO of Bactiguard: "We are very proud and excited about the partnership with Promedon, as we are expanding our market presence significantly by entering a partnership with a leading innovator and distributor in the largest Latin American markets. Together we will improve patient safety, save lives and money for the healthcare system.

Lucas Olmedo, CFO and Vice President of Promedon: "We see great potential in offering Bactiguard's infection protection portfolio of products to hospitals and patients in Latin America. Healthcare acquired infections are a huge problem globally as well as in our markets and the presence of multi-resistant bacteria is increasing. By offering the Bactiguard product portfolio to hospitals and patients, we will be able to reduce the use of antibiotics, improve patient safety and reduce health care costs in four major Latin American countries.

We are entering an attractive market of above U\$ 100 Million for Foley catheters, endotracheal tubes & central venous catheters. We are optimistic as we foresee a high unmet need for this cost-effective technology in the main Latin America countries."



From left: Christian Kinch, Founder & Chairman Bactiguard, Lucas Olmedo, Vice President & CFO Promedon, Johan Rugfelt, CEO Bactiguard.

*The company **Bactiguard** has the vision of becoming the world leader in reducing all device related health care associated infections. Through innovative technology and techniques, we are providing a clinically proven, practical and cost effective solution. The proof of Bactiguard® – over 100.000 patients in clinical studies, 125 million end users.*

*Since 1985, **Promedon** contribute to the progress of Medicine through research, manufacturing and commercialization of quality medical products that provide a better quality of life for people all around the world.*

Over the years, at Promedon we have worked hard to take this message to the market. Today, we can proudly state that we are one of the world's most renowned companies in the market of urogynecological products, as well as a leader in the distribution of products for other medical specialties in Latin America.

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