

Bactiguard enters Germany

Bactiguard has entered into partnership with Roeser Medical GmbH (“Roeser”) and signed an exclusive distribution agreement for Germany and Switzerland. At the same time, an order for products worth some EUR 400 000 has been placed and will be delivered throughout 2017.

Bactiguard’s central European coverage has expanded significantly in 2016, with market presence in Austria, Germany, Poland and Switzerland. In the same period, a new clinical trial was initiated at the leading prostate cancer center, the Martini-Klinik of the University Medical Center Hamburg-Eppendorf.

“Entering Germany with an experienced and well connected partner has been a top priority for us. We are confident that Roeser has the competence needed to tailor our offer to the needs of the German healthcare sector and can provide access to both public and private hospitals. Earlier this year, we entered Austria and Poland. With the addition of Germany, one of the biggest markets in the region, we have increased our European footprint significantly”, says Christian Kinch, CEO

“Roeser focuses on helping our customers deal with increasingly limited resources, by providing products and services that add value and increase their efficiency. Bactiguard’s innovative solution for infection prevention shortens hospital stay for patients and fulfills a clear need in the market. We are therefore very enthusiastic about this partnership,” says Jens Egert CEO of Roeser Medical GmbH.

Roeser is one of Germany's leading providers to the healthcare sector. The company is privately owned, has a nationwide coverage and some 300 employees, whereof 60 in direct sales Roeser has great access to the intensive care units and also caters to rehabilitation centers and the homecare segment.

Infection rates are significantly higher in the ICUs and patients are more exposed, which increases the need for prevention. For rehabilitation and homecare purposes, the Bactiguard infection protection portfolio can significantly improve the quality for life for long term users.

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About Bactiguard

Bactiguard is a Swedish medtech company with a global presence, offering a solution that prevents healthcare associated infections caused by medical devices. By preventing infections, we contribute to a reduced use of antibiotics and the spread of multi-resistant bacteria, which is a growing problem worldwide. We save lives, increase patient safety and significantly reduce the cost for the healthcare and society. Our technology is well-proven, safe and tissue friendly and consist of a thin layer of noble metals that prevents bacterial growth. The coating can be applied on almost all medical devices. Bactiguard-coated urinary catheters are market leading in the US and Japan and the company has also its own product portfolio consisting of Foley catheters, central venous catheters and endotracheal tubes. Bactiguard is a growth company, focused on markets in Europe, Middle East, Asia and Latin America. The company has about 60 employees worldwide, mainly at the headquarters in Stockholm and the production facility in Malaysia and is listed on Nasdaq Stockholm. Read more about Bactiguard at www.bactiguard.com