

Bactiguard enters new partnership in India

Bactiguard has entered a partnership with Neon Laboratories Limited (“Neon”) for the north, west and east zones of India, covering a majority of the Indian population.

The Neon Group is a family-owned, manufacturer and distributor of pharmaceuticals and medical devices, with a turnover of more than 85 MUSD. The company started operations in 1982 and is based in Mumbai, with a pan-Indian presence and reach. Neon is leading in providing anesthesia drugs in India and also caters to critical and oncology care. More recently, disposable medical devices have been added to the portfolio.

“Neon has a strong position in anesthesia, oncology and intensive care drugs throughout India and medical devices that cater to the needs of the same patient groups have been added to the portfolio. With their focus and more than 80 sales reps for medical devices across the country, we are confident that they have the competence and resources needed to offer advanced infection prevention solutions and strengthen Bactiguard’s position in India”, says Cecilia Edström, CFO.

“Hospital acquired infections are frequent in India and antimicrobial resistance is a growing concern, particularly for critically ill patients. We want to offer top of the range products and are certain that the Bactiguard technology will change the market dynamics of infection control in intensive care settings. Therefore, we are very enthusiastic about the future prospects of this collaboration,” says Abhay Jain, Director of Neon Laboratories Ltd.

Bactiguard's urinary catheter (BIP Foley catheter) for infection prevention was launched in India in early 2016 and in August this year, the Ministry of Health & Family Welfare approved Bactiguard's central venous catheter (BIP CVC). This opens new opportunities for Bactiguard to offer effective infection prevention in one of the largest and fastest growing markets in the world.

Bactiguard already has a distributor for southern India and will thus cover a majority of the country's population through the partnership with Neon.

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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 60 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