

## **Bactiguard enters Canada**

**Bactiguard has partnered with HANSAméd Limited (HANSAméd) to enter the Canadian market. The process to obtain regulatory (MDSAP) approval and Canadian product registration for the BIP portfolio will be financed by HANSAméd and is expected to be completed within 2 years.**

Canada has a population of 37 million people and the health care system has many similarities with European countries, where most of the health care is publicly financed. Provincial and territorial health care insurance plans ensure that all Canadian residents have reasonable access to medically necessary hospital and physician services without paying out-of-pocket. Supplemental health insurance plans are provided by most employers to cover items that are not eligible for public funding.

"We have found a very good match in HANSAméd – a partner with significant regulatory competence and a desire to grow in the market by adding value in the form of infection control. HANSAméd and their strategic long-term perspective mean that we are well positioned to succeed in the Canadian market", says Jonas Östregård, SVP Sales & Marketing at Bactiguard.

"HANSAméd has a strong growth focus based on selecting the right strategic partners. We are happy about the cooperation with Bactiguard because we see an increasing need for infection control, in light of increasing antibiotic resistance. By combining our local expertise with Bactiguard's innovative solutions, I am convinced that we have a winning concept", says Maik Rehfeldt, CEO of HANSAméd.

The collaboration is based on an exclusive distribution agreement for the entire Bactiguard infection prevention BIP portfolio in Canada, with products for the urinary tract, blood stream and respiratory tract.

Bactiguard and HANSAméd will both invest in the cooperation, whereby HANSAméd will finance the product registration costs, which are estimated at some CAD 80,000. Following a successful registration process, Bactiguard will supply products at an equivalent value of approx. SEK 550,000 to HANSAméd.

Securing MDSAP approval will not only give access to the Canadian market, but also open up the possibility of entering countries such as Australia and Japan. MDSAP will also be in line with future regulatory requirements in Brazil.

**For further information, please contact:**

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### **About HANSAmEd Limited**

Established in 1996, HANSAmEd Limited is a specialty pharmaceutical and medical device distributor serving the needs of the Canadian dental professional community while focusing on meeting the specialized education and product-related needs of oral and maxillofacial surgeons, periodontists, general practitioners, and hygienists. Health Canada licences include DEL, MDEL, and NHP to import, wholesale and distribute drug and medical devices as well as the ability to package and re-label. In recent years, HANSAmEd has expanded its services to include medical practitioners and is investing in the growth of this channel with a portfolio of new specialty products.

For more information: [www.hansamed.net](http://www.hansamed.net)

### **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 BD, 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 at [www.bactiguard.com](http://www.bactiguard.com)