



Positive outcome from evaluation of Epiprotect in Saudi Arabia

The National Unified Procurement Company (NUPCO) in Saudi Arabia has completed its evaluation of Epiprotect at 5 major hospitals. The evaluation, which is part of the process of procuring Epiprotect in the country, gave a very positive outcome and is now reported to NUPCO, which is expected to provide a purchase code for the product. The purchase code that is expected to be registered within 2 months will allow orders through the national purchasing unit that supplies most of the Saudi healthcare market consisting of over 500 hospitals with medical supplies.

The 5 hospitals that participated in the evaluation estimate their initial needs to about 1500 pcs of Epiprotect per month, which corresponds to about SEK 12.6 million per year. This consumption mainly relates to the treatment of superficial burns and is expected to increase gradually as more and more hospitals will start to use the product. The healthcare facilities that evaluated Epiprotect are very positive about the product and have expressed their intention to start purchases as soon as the purchase code is generated.

"Lately, we have enhanced our cooperation with our Saudi distributor, amongst other things, through strengthening activities with our salesforce and trainers from our Middle East office. This ensured the positive outcome of the evaluation and at the same time has provided an increased product knowledge among our customers. We have seen that the results of the training sessions is higher order volumes and increased usage. The levels of orders that customers express a need for short term is a good start, but the potential for the Saudi market is a lot higher." Says Mårten Skog, COO of the company.

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About S2Medical

S2Medical AB (publ) is a medical technology company that develops and sells innovative wound healing products for the entire wound healing process, with a focus

on burns and chronic wounds. The company has developed eiratex®, a new cellulose-based material for healing severe burns and chronic wounds. The material heals wounds effectively and thereby reduces both suffering for patients and costs for health care.

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