

SciBase expands to Austria by partnering with distributor Intramed

SciBase, a Swedish medical technology company that has developed a unique point-of-care device for the accurate detection of malignant melanoma, has signed an exclusive distribution contract with Austrian distributor Intramed Handels Ges.m.b.H. Initial sales effort of SciBase's product Nevisense will focus on the private dermatologists in Austria.

"We specialize in finding new innovative technologies that improve health care for both patients and physicians. Skin cancer is a growing global health problem and during our evaluation of Nevisense we received excellent feedback about the instrument from the dermatologists we talked to. Nevisense is a perfect fit for us and is complementary to our existing product range", says Manfred Schartner, CEO at Intramed.

Approximately 40 percent of Austria's dermatologists are active in the private health sector, which is the primary target group in the first phase of marketing Nevisense.¹

"This agreement takes us one step further in our global expansion and commercialization. In Austria we are focusing on establishing our method among private dermatologists first as the public sector usually takes longer to adopt new technologies. We see good potential and interest for Nevisense in Austria", says Simon Grant, CEO at SciBase.

Skin cancer is one of the most common cancers in the world, accounting for nearly half of all cancers. It has been estimated that nearly half of all Americans who live to age 65 will develop skin cancer at least once. Malignant melanoma is the most fatal form of skin cancer causing the majority [75%] of deaths related to skin cancer. Worldwide, doctors diagnose about 230,000 new cases of melanoma yearly. The key to management is early detection, which is a challenge due to lack of objective tools for diagnosis, a problem that Nevisense addresses.

Intramed is based in Vienna but covers all of Austria. They are one of Austria's leading distributors of innovative health care equipment.

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About SciBase and Nevisense

SciBase AB is a Swedish medical technology company, headquartered in Stockholm, that has developed a unique point-of-care device for the accurate detection of malignant melanoma. Its product, Nevisense, helps doctors to detect malignant melanoma, the most dangerous type of skin cancer. SciBase was founded by Stig Ollmar, Associate Professor at The Karolinska Institute in Stockholm, Sweden. Nevisense is based on substantial research and has achieved excellent results in the largest clinical study ever conducted on the detection of malignant melanoma. Nevisense is CE marked in Europe, has TGA approval in Australia, and is awaiting FDA clearance in the United States. Nevisense is based on a technology called Electrical Impedance Spectroscopy (EIS), which uses the varying electrical properties of human tissue to categorize cellular structures and thereby detect malignancies. Further is available on www.scibase.com.

¹ Statistics according to Business Sweden.