

Q-linea changes ASTar distribution

Q-linea AB (publ) (OMX: QLINEA) today announces that the company has reached an agreement with Thermo Fisher Scientific to end the exclusive global distribution agreement for ASTar instruments and consumables. Q-linea will now have the right to market and distribute ASTar on the US and European markets. Q-linea will strengthen the internal capacity to best approach the market.

As ASTar gets closer to approval and launch on the US market, Q-linea will take control of marketing and distribution on the important US market. Q-linea intends to approach the markets in Europe and USA with both an extended internal commercial team as well as with partners.

After a detailed internal assessment, Thermo Fisher has decided to refocus its Culture Media strategy on its core product portfolio. Therefore, the companies have jointly agreed to end the current global distribution agreement for ASTar instruments and consumables.

Q-linea and Thermo Fisher will continue to work together to support a seamless transition of existing customers, ongoing evaluations, and the transfer of pipeline opportunities for ASTar instruments. The co-operation regarding reference testing for clinical studies will continue.

“We have a clear picture of what is needed to create strong commercial development in the coming years. I look forward to building a company with a clear focus on sales, which will create great value in the long term and at the same time being fully in control of our path to market. This also enables Q-linea to consolidate the market approach for both ASTar and upcoming products in development. At the same time, we have also seen continued interest in our products from other potential strategic partners and we will now be able to fully pursue those discussions in the best interest of the company and its shareholders,” said Jonas Jarvius, CEO of Q-linea.

“We look forward to a smooth transition for our customers and Q-linea’s continued success,” said Claire Wallace, President Microbiology, Thermo Fisher Scientific.

For more information, please contact:

Jonas Jarvius, CEO, Q-linea AB
Jonas.Jarvius@qlinea.com
+46 (0) 70-323 77 60

Anders Lundin, CFO, Q-linea AB
Anders.Lundin@qlinea.com
+46 (0) 70-600 15 20

About Q-linea

Q-linea is an innovative infection diagnostics company that primarily develops instruments and disposables for rapid and reliable infection diagnostics. Our vision is to help save lives by ensuring antibiotics continue to be an effective treatment for future generations. Q-linea develops and delivers preferred solutions for healthcare providers, enabling them to accurately diagnose and treat infectious disease in the shortest possible time. The company's lead product ASTar® is a fully automated instrument for antibiotic susceptibility testing (AST), giving a susceptibility profile within six hours directly from a positive blood culture. For more information, please visit www.qlinea.com.

This information is information that Q-linea is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out above, at 2022-10-26 21:22 CEST.

Attachments

[Q-linea changes ASTar distribution](#)