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Medclair AB (publ)

## The first order for mobile systems in Denmark demonstrates the strength of Medclair's growth model

**Medclair has received an order for three mobile systems from Region Hovedstaden in Denmark. The customer already uses the company's central system, making the deal a clear example of Medclair's ability to generate growth through upselling and expansion with existing customers. With solutions installed or ordered at seven hospitals in Denmark, Medclair has established a strong foothold in a market where more than 20 hospitals use nitrous oxide, while significant growth opportunities exist within both healthcare and dentistry.**

Medclair's business model is based on initially establishing the company's solutions within a specific department at a hospital, and subsequently expanding to further clinical environments where nitrous oxide is used, such as maternity, pediatrics, emergency departments, and dentistry. For Medclair, a hospital does not represent a single business opportunity, but rather a platform for long-term growth. An initial installation can thus evolve into multiple orders within the same hospital, extend to the region's other hospitals and operations, and create the conditions for continued expansion.

The expansion in Region Hovedstaden, where the customer complements its existing installation of Medclair's central system in maternity care with three mobile systems, illustrates the strategy in practice.

"The deal demonstrates the strength of our growth model. Once we have established ourselves within a hospital, opportunities are created to grow through additional departments, additional solutions, and further orders. Region Hovedstaden is a clear example of how we build long-term value by developing existing customer relationships", says Jonas Lundh, CEO of Medclair.

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### **About Us**

Medclair is a Swedish cleantech company and a leader in safe and sustainable nitrous oxide management. With operations in twenty countries, Medclair provides innovative solutions that significantly reduce the climate impact of nitrous oxide while improving workplace safety.

The company is listed on NGM Nordic SME. For more information, please visit [www.medclair.com](http://www.medclair.com).