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Medclair AB (publ)

## **Medclair Lowers Barriers to Global Billion-Scale Market – New Technology Accelerates Expansion and Strengthens Market Position**

**Medclair is approaching the launch of its next-generation system for the safe and sustainable use of nitrous oxide. The new platform is expected to become a central driver of the company's growth through increased scalability, a business model with a higher share of recurring revenue, and a greater competitive advantage. The total market for the company's solutions is estimated at SEK 17 billion, and Medclair's upcoming system is instrumental in increasing the addressable market.**

The new core technology for the company's mobile units represents a clear technological generation shift, where the size is significantly reduced. The compact design enables installation in space-constrained environments, which substantially broadens the addressable market and opens doors to new customer segments.

The new system is developed to lower barriers for new customers, creating the conditions for increased sales in existing core markets as well as expansion into new customer groups and applications. By offering a new concept for mobile units focusing on size, short startup times, and minimal energy consumption, the system is expected to contribute to shorter sales cycles and higher conversion rates.

As regulatory requirements tighten and global focus on the work environment increases, the new solution meets both current and future needs for nitrous oxide management within the healthcare and dental sectors.

The new technology supports Medclair's strategic move toward a more subscription-based business model. By combining service, data-driven monitoring, and smart add-on services, the company is creating the conditions for stable recurring revenue and a higher customer lifetime value. The platform is a central part of Medclair's strategy to drive volume growth, increase market share, and strengthen the company's international presence.

"I am pleased and proud that we can now present the next generation of systems for safe and sustainable nitrous oxide. A key factor in this development has been recognizing our success in increasing our customers' investments in Medclair's technology over time. Even during the development phase, we prioritized a scalable system with better opportunities for recurring revenue.

Medclair's existing mobile systems have been successful in establishing the brand, but reaching full access to key segments like dentistry requires a new product. With a more compact design and simplified installation, we are removing critical barriers for our customers, creating the

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conditions to scale the business globally.

This upcoming solution represents a fundamental technological leap. The development can be compared to jumping straight from the steam engine to the electric vehicle, without ever passing the internal combustion engine." 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).