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Medclair AB (publ)

Medclair accelerates its expansion in Germany

Medclair's initiative in the German market has reached an important milestone. Together with its partner Nippon Gases, the company has in a short time established its solutions at 10 hospitals within maternity care – a clear result of determined marketing efforts. The growing demand has now prompted Nippon Gases to build up inventory capacity through a new order of 12 mobile destruction units. The German maternity market comprises just over 500 hospitals and around 650,000 deliveries per year. Based on the current sales model, Medclair estimates the market potential at approximately SEK 1 billion.

Germany is one of Medclair's most important growth markets, and the development alongside Nippon Gases shows that demand is now increasing. In a short period of time, Medclair has established itself in 10 hospitals within maternity care, while interest from new hospitals continues to grow.

The new order comprises 12 mobile destruction units, which Nippon Gases intends to keep in stock in order to meet the growing interest from German hospitals. In total, Nippon has thereby ordered 24 units from Medclair in a short period.

The German market represents a significant growth opportunity. Each year, around 650,000 deliveries take place at just over 500 hospitals with maternity wards. Medclair's solutions are currently installed in 10 of these hospitals, which means that the market is still in an early stage with significant remaining potential.

"The fact that we have established ourselves in 10 German hospitals in a short time is clear proof that our collaboration with Nippon Gases is working and that the demand for our solutions is increasing. When our partner chooses to build up inventory to meet demand, we see it as a strong sign that the rollout is entering a new phase. Germany is a strategically important market with very large long-term potential for Medclair", says Jonas Lundh, CEO of Medclair.

Medclair assesses that awareness regarding the climate impact of nitrous oxide and the need for safe destruction solutions will continue to increase in the German market. The growing installed base simultaneously creates the conditions for continued expansion as more hospitals choose to implement sustainable solutions for nitrous oxide management.

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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.