

## **SciBase continues to expand in Germany and Sweden**

**SciBase, a Swedish medtech company that develops and markets a new technology for early detection of malignant melanoma, continues to expand. The Company has contracted an additional selling agent and recruited a further Sales Representative in Germany, the Companies main market, bringing the total number of local representatives to five. The Company is also expanding in Sweden and has recruited Maria Näslund as Product Manager.**

- We grow at a faster rate than expected in the German market. We see both an increased demand for Nevisense and an increased test usage. To be able to manage this demand we have expanded our presence from three to five persons covering the German market, says Simon Grant, CEO SciBase.

SciBase has signed an agreement with a new agent with long experience working with Dermatologists, who will focus on building the Nevisense customer base in South-West Germany. This is in addition to SciBase's existing agent and employees and means that a larger part of Germany now can be covered.

A further new recruitment in Germany will focus on supporting customers as they incorporate Nevisense into the daily workflow of their clinics - thus increasing the usage of Nevisense. In practice this means introducing and helping implement processes that integrate Nevisense into routine clinical care for patients.

- With our business model the bulk of our income comes from the daily use of our instrument - and that is from the single patient use of electrodes. Therefore it is important that clinics integrate Nevisense into their daily way of working and that is something our new sales representatives can support them with, says Simon Grant

The increased sales resources in Germany are expected to have a positive impact on the third quarter 2015 and onwards.

SciBase also expands on the home front and has recently recruited Maria Näslund as the Nevisense Product Manager. Maria will focus on product management and market support for Nevisense, but will also help drive the development of the next generation of Nevisense. Maria worked previously at St Jude Medical in Uppsala.

### **For more information, please contact:**

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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 method called Electrical Impedance Spectroscopy (EIS), which uses the varying electrical properties of human tissue to categorize cellular structures and thereby detect malignancies. SciBase is listed on Nasdaq First North ("SCIB"). Avanza is Certified Adviser. Further information is available on [www.scibase.com](http://www.scibase.com).