

Press release

## **First homecare customer in Germany**

**(Tromsø, 24 October 2016) Biotec Pharmacon ASA ("Biotec", OSE: BIOTEC) continue to gain commercial traction in Germany by signing a supply agreement for Woulgan® with the first homecare provider.**

In Germany, many patients' wounds are treated by homecare providers offering walk-in wound care clinics and treatment in the patients' home. The top homecare companies are large organizations with central purchasing functions which make them an efficient segment for Biotec to manage directly while the Company's distributor Rogg Verbandstoffe GmbH & Co.KG. are responsible for sales to physician offices and their connected pharmacies.

Biotec has recently agreed its first supply agreement with a homecare provider and has scheduled to train the clinical staff at a launch meeting in November.

- "To get our first homecare customer is really an exciting step forward in the process to commercialize Woulgan® in Germany. It presents an attractive sales opportunity and furthermore, the account provides Biotec with good access to a group of clinicians capable of generating compelling case studies. Their experiences and publications will provide a strong reference for peers, encouraging others to adopt Woulgan® and drive sales elsewhere in Germany", says Vice-President of Marketing, Stuart Devine at Biotec BetaGlucans AS.

The initial term of the agreement is towards end of 2017 with options to extend. There are no exclusivity or minimum sales covenants in the contract. This agreement will be an important reference for other homecare companies.

- "We are very pleased with the progress we see in Germany. Things are moving faster than we expected in the beginning of the year. The next steps are to gain commercial sales, new agreements and to expand the reimbursement of Woulgan® to additional insurance companies and regions", says CEO Svein Lien.

### **For additional information,**

Svein Lien, CEO, +47 922 89 323, [svein.lien@biotec.no](mailto:svein.lien@biotec.no)

### **About Biotec Pharmacon ASA:**

*Biotec Pharmacon ASA is the parent company of Biotec BetaGlucans AS and ArcticZymes AS. Biotec BetaGlucans develops, manufactures and markets novel immunomodulating products, including Woulgan®, a premium priced product in the advanced wound care market. ArcticZymes develops, produces and markets enzymes of marine origin used in molecular DNA technologies and diagnostics, representing growth markets where rapid technological developments are creating a strong demand for new and improved enzymes.*