



Redsense receives follow-up order from its distributor in the Netherlands after successful evaluation

Redsense Medical has received a second order from Dirinco, the company's distributor in the Netherlands, valued ca 200 KSEK, with the possibility to scale up. As announced in October 2018, the evaluation of the company's blood leakage alarm at a reference clinic is now extended to also include nighttime dialysis treatments.

The order of 200 KSEK consists only of the Redsense alarm unit. Because each treatment session also requires a sensor patch, there is potential for resale to Dirinco. Therefore, the initial order value may be scaled up. The margin for the sale of sensor patches is better relative to the margin of the Redsense alarm unit.

"The initial evaluation at Dirinco's reference clinic was successful and created a strong interest in broadening the evaluation of our blood leakage alarm. We are now starting to see the effect of that decision with this order, and we are positive to reach substantial sales volumes in the Netherlands over time," says Redsense Medicals CEO Patrik Byhmer.

The Netherlands is the largest hemodialysis market in the Benelux region with nearly 5 500 patients, of which nearly 300 are treated using home dialysis. Home dialysis can imply several patient benefits, and in order to grow from about 300 patients on home hemodialysis today, advanced technology is required, such as Redsense's blood leakage alarm; which makes for a more secure dialysis.

Dirinco has over 30 years of experience in offering products to customers on the dialysis market in the Netherlands. The company sells products developed inhouse as well as products from other manufacturers.

For more information, please contact

Patrik Byhmer, CEO Redsense Medical AB (publ)

Telephone: +46 (0) 35 - 10 60 30

Email: patrik.byhmer@redsensemecial.com

Website: www.redsensemedical.com

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About Redsense Medical

Redsense Medical is a corporate group with operations mainly in Europe and the United States. The company has developed the Redsense system, a medical technology product used for monitoring and alarm in the case of blood leakage in connection with hemodialysis. Redsense solves one of the most serious remaining safety problems within hemodialysis – to quickly detect venous needle dislodgement and catheter leakage and minimizing blood leakage. The system consists of a patented fiber optic sensor, designed for either venous needle or central venous catheter, which is connected to an alarm unit. The company has also developed an internationally standardized direct connection enabling compatible dialysis machines to stop the blood flow automatically when blood leakage occurs. From the very start, the development of the company's technology has been based on the demands and safety requirements of healthcare providers in the dialysis sector.

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