
AcouSort sells AcouTrap system to Japanese distributor

AcouSort has sold an AcouTrap system to its Japanese distributor Physio-Tech. During the autumn 2020, Physio-Tech worked intensively to introduce AcouSort's systems AcouTrap and AcouWash on the Japanese market. Physio-Tech has now purchased an AcouTrap system to meet their increased demand and to quickly be able to offer demos to customers.

During the autumn, AcouSort's distributor on the Japanese market has expanded its workforce with a resource dedicated especially to the marketing of AcouSort's systems to Japanese companies and research groups. The effort has been very successful and despite the current challenges with customer visits, Physio-Tech has generated great interest in the AcouTrap system and has several demos planned in the first half of 2021.

"The efforts made by Physio-Tech to establish contacts with Japanese research groups and life science companies during the autumn have been very positive. We look forward to having an AcouTrap system in place at Physio-Tech so that the commercialization of our bench top systems can continue in the most efficient way possible," says AcouSort's CEO Torsten Freltoft.

Since 1980, Physio-Tech is a well-established distributor, specializing in import, development, and sales of medical research equipment. An increased exposure of AcouSort's products and technology on the Japanese market is also expected to stimulate interest in OEM collaborations from Japanese life science companies.

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About AcouSort

AcouSort AB (corporate registration number 556824-1037) is an innovative technology company focusing on developing products and solutions for integrated preparation of biological samples. With the help of sound waves, the company's products can separate blood cells, concentrate, purify and stain cells, exosomes and bacteria from biological samples. The technology of the company's products is acoustofluidics, where sound waves and microfluidics enable automated handling of samples in a range of application areas, from research on new biomarkers to the development of new diagnostic systems for near-patient testing – so-called Point-of Care (POC) systems. The company's commercialization strategy is based on the already proven business model of providing separation modules to diagnostic system manufacturers for integrated sample preparation as well as to continue the commercialization of the company's research instruments. With the help of the company's products and development of point-of-care tests, new diagnostic systems and treatments are enabled, addressing some of the most challenging disease areas of our time: cancer, infectious diseases and cardiovascular diseases.