

## PRESS RELEASE - ENGLISH TRANSLATION

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Exclusivity agreement for the Chinese market

**Nanologica AB (publ) has today entered into a five-year distribution agreement with Yunbo Technology (Beijing) Co. for the Chinese market. The agreement gives Yunbo exclusivity according to predetermined sales volumes, which increase yearly. In connection with the signing of the agreement Yunbo also made an order of products to a value of 2 MSEK for delivery during the fourth quarter of 2018.**

Through the agreement Yunbo will market and resell Nanologica's chromatographical products in China. The exclusivity is subject to conditions and will be revised yearly starting in 2019.

*"We have explored several options during the past year and concluded that an exclusivity agreement with one distributor is the way forward for Nanologica in China. The agreement gives us good control at the same time as it gives the distributor the possibility to make the necessary investments in marketing and sales force needed to succeed, without disturbance from competition.*

*In Yunbo we feel we have found a qualified partner for the mission. The choice was made based on their experience from both the Chinese and the Japanese markets, their deep knowledge of the products and their experience of successfully running businesses",* states Andreas Bhagwani, CEO of Nanologica.

Yunbo Technology (Beijing) Co. is a newly formed company started by the people behind Alltech – a company that has operated in the chromatography business in the Southwest of China for more than 20 years – to enable expansion to the whole of China. The management team has solid expertise and a wealth of experience of selling chromatographical columns. In addition to marketing and sales of Nanologica's columns, Yunbo will provide application data from their newly started application lab, data that is valuable in the sales process and that Nanologica has the right to use also in other markets.

*"During the last year Alltech has been looking for a complement to our distribution of HPLC instruments from Agilent. In Nanologica's products we have found what we have been looking for – an agile player with products that stand out from the competition. We see great potential for these products in China why we have formed a new company as well as invested in an application lab already up-and-running",* says Xin Liu, CEO of Yunbo.

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**ABOUT NANOLOGICA AB (publ)**

Nanologica develops nanoporous silica for applications in life science. The company focuses on two business areas: drug delivery and chromatography, a technology used for the separation and purification of products on the market and in development. Nanologica's core competence is to apply its unique know-how in the field of material science for developing nanoporous silica particles with

unique characteristics. Based in Södertälje, Sweden, Nanologica has 16 employees from eight nationalities of which eight are PhDs. For more information, please visit [www.nanologica.com](http://www.nanologica.com).