

Press release from Biolight International AB  
Danderyd, January 28, 2002

## **Biolight prepares distribution in the Far East**

**The company has reached a distribution agreement regarding Dental Care with C&N Med-Dent CO., Ltd in Taiwan. The company has also signed a "Letter of Intent" with Denics International Co., Ltd. in Japan, regarding registration and distribution for Dental Care.**

### ***C&N Med-Dent CO., Ltd., Taiwan***

C&N Med-Dent has existed for 8 years in the Taiwan market, has 38 employees and current annual sales of about USD 5,5 million. C&N is organised into two divisions, Dental and Medical. C&N meets Biolight's requirements for distributors in every aspect. However, before being able to enter the market, Biolight® must undergo the customary registration process, which is expected to take 6-12 months.

Taiwan has 22 million inhabitants and about 8,500 dentists.

### ***Denics International Co., Ltd., Japan***

Denics has existed in the Japanese market since 1994. Denics is a technology-oriented company, and its strategy is to sell new and innovative products. Biolight® must be registered in Japan, a process that takes from 12 to 18 months.

Japan has 126 million inhabitants and about 85,000 dentists and 56,500 dental hygienists.

"This is a first step into the Asian market, which is very open to treatment with energy and light. In Japan it is very important to have the right partner with the ability to guide the product through the complicated regulatory system. We consider Denics to be a competent partner with the right profile. Denics has a good track record in registering foreign products. We have already started the regulatory work. If Denics proves successful in registering Biolight® in Japan, the company will get exclusive rights to market and sell Biolight's dental products in the Japanese market," says **Christer Wallin, President of Biolight International AB.**

"Gaining a foothold in Japan is of great value. Japan is a great power in the dental area, with significant domestic production and sales. It is also a very big market with considerable purchasing power. Taiwan is one of few markets in Asia, besides Japan, with a well established and structured market. Taiwan may also provide access into China," says **Thomas Ericsson, responsible for the business area Dental Care.**

### **Facts about Biolight:**

Biolight is a Swedish medical technology company that has developed a unique product for the treatment of damaged cells. The patented product is based on a method that introduces light of a specific wavelength (monochromatic light), pulse frequency and time. The light provides energy to the cell, increases its activities and initiates healing. A cell without sufficient energy is not strong enough to contribute properly to healing. The method speeds the healing processes and supplements traditional treatment. It contributes to an improved quality of life and reduces treatment expenses. The treatment is non-pharmaceutical (not a drug) and applied externally. It is easy to administer, painless and does not involve any side effects. Today, Biolight is active in treatment of ulcerations, dental care and rehabilitation.

**For further information, please visit Biolight's homepage [www.biolight.se](http://www.biolight.se) or contact Christer Wallin, President of Biolight International AB, on +46-(0)8-622 52 70.**