

## **Vitrolife to take over the distribution of Swemed instruments in North America**

**Vitrolife and Scan-Med, Inc. have signed an agreement whereby Vitrolife fully assumes the marketing and distribution of Swemed products in North America.**

Since 1985, Scan-Med, Inc. has been responsible for marketing and distribution of Swemed instruments in North America. With the acquisition of Swemed by Vitrolife in January 2006, Scan-Med and Vitrolife entered into a transitional distribution agreement to allow for full integration of the instrument products into Vitrolife's U.S. market and distribution organization in Denver, Colorado.

"Vitrolife would like to thank Scan-Med for their more than 20 years of successful and dedicated service in sales and customer support of Swemed products in North America. Starting immediately we will now market and distribute the full product line from Vitrolife's U.S. sales and marketing office. We can therefore from now on offer our customers a wider range of products and services in terms of both culture media and instruments, using our own marketing team, which covers the whole of North America", says Jonas Falk, Regional Manager Americas at Vitrolife, Inc.

The consolidation of the sales activities of the former Swemed and Vitrolife product portfolios, thereby achieving market synergies, is a process Vitrolife has been driving worldwide since the acquisition of Swemed, with the aim of using its own market organization in key markets.

July 26, 2007  
Kungäbacka, Sweden

Magnus Nilsson  
CEO

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Vitrolife is a global biotechnology/medical device Group that works with developing, manufacturing and selling advanced products and systems for the preparation, cultivation and storage of human cells, tissue and organs. The company has business activities within three product areas: Fertility, Transplantation and Stem Cell Cultivation. The Fertility product area works with nutrient solutions (media) and advanced consumable instruments such as needles and pipettes, for the treatment of human infertility. The Transplantation product area works with solutions and systems to maintain tissue in optimal condition outside the body for the required time while waiting for transplantation. The Stem Cell Cultivation product area works with media and instruments to enable the use and handling of stem cells for therapeutic purposes.

Vitrolife today has approximately 130 employees and the company's products are sold in more than 80 markets. The head office is in Kungäbacka, Sweden, and there are subsidiaries outside Gothenburg, Sweden and in Denver, USA. The Vitrolife share is listed on the OMX Nordic Exchange's Nordic Small Cap list.