



# ASX Announcement

16 September 2021



## AnteoTech Secures EuGeni Distribution Agreement for Greece and Cyprus

### Highlights

- ❖ **Ramma Dental to become the exclusive EuGeni distributor in Greece and Cyprus**
- ❖ **Distributor Agreements for EuGeni now in place in 12 countries; several more agreements pending**
- ❖ **Global distributors being supported with additional AnteoTech sales, marketing and regulatory personnel**

AnteoTech Ltd (ASX: ADO) ("AnteoTech" or "the Company") is pleased to advise that it has signed a Distribution Agreement (Agreement) with Ramma Dental SA (Ramma Dental) for the distribution of the EuGeni Reader platform and SARS-CoV-2 Antigen Rapid Diagnostic Test (RDT)<sup>1</sup> for Greece and Cyprus.

Established in 1992 as a distributor of dental products in Greece and Cyprus, Ramma Dental has since grown to be a supplier of a wide range of medical devices (consumables & healthcare) in various medical fields. Ramma Dental have a strong network of customers across public and private sectors.

### Key terms of the Agreement:

- The Agreement commences effective 1 October 2021. There are no conditions precedent to the Agreement.
- The Agreement is for exclusive sales into Greece and Cyprus.
- The initial term of the distribution agreement is for three years, renewable for a further two years after the initial term on mutual agreement.
- Government or large enterprise tender opportunities: AnteoTech and Ramma Dental will work together to assess each tender opportunity on a case-by-case basis.
- In addition to the terms outlined in this announcement, the Agreement is subject to the standard terms, conditions, and warranties typical of a contract of this type. AnteoTech has

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<sup>1</sup> The AnteoTech Antigen Rapid Diagnostic Test detects the SARS-CoV-2 active virus that causes the disease called COVID-19

the right to terminate the Agreement with immediate effect upon the breach or non-observance of any of the terms and conditions contained in the Agreement.

AnteoTech has now secured Distribution Agreements for EuGeni in the following markets: UK, Australia, New Zealand, Thailand, Malaysia, Indonesia, Vietnam, Singapore, Myanmar, Philippines, Turkey, Greece and Cyprus. The Company can confirm that it is in advanced negotiations with several more distributors for new markets. These will be reported when terms have been agreed.

### **Strengthening team to enhance effectiveness of Distributor Agreements**

With the growing distributor base and increased regulatory activities across multiple jurisdictions, AnteoTech is now actively recruiting experienced candidates based in Australia and internationally to strengthen and support the sales and marketing activities being led by our distributors and to provide the necessary regulatory guidance.

### **International Regulatory Approval Processes**

Since the recent signing of the Distributor Agreements with Biomed Global (Thailand, Malaysia, Indonesia, Vietnam, Singapore, Myanmar), Apacor (UK), Unison (Philippines), and Pera Medikal (Turkey), AnteoTech, together with the distributors, is now completing the regulatory requirements to register the EuGeni reader and test in their respective territories. Regulatory requirements are becoming more rigorous in many jurisdictions so that tests that are unable to meet the standards set are restricted from these markets.

Regulatory approvals often require independent clinical assessments for each of the multiple regulatory bodies. Once this process has been completed our distributors can commence selling the EuGeni platform in their markets and each approval will be announced as it is secured.

**AnteoTech CEO Derek Thomson said,** *“AnteoTech is aggressively growing the sales pipeline for the EuGeni reader by locking in distribution agreements that allow us to rapidly scale-up the platform's roll-out. Similar agreements to the one we have announced today with Ramma Dental are pending which will further expand our geographical footprint and we look forward to reporting these.*

*“Concurrently, we are advancing regulatory approvals as quickly as possible in multiple markets. This is a critical pillar in establishing a sustainable business over the longer-term, and ensures that the EuGeni platform is recognised as the preferred and most dependable rapid test in these markets. In Australia, we expect to update shareholders shortly on the regulatory approvals process.”*

This announcement has been authorised for release by the Board.

### **For more information, please contact:**

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### **ABOUT RAMMA DENTAL**

Established in 1992 as a distributor of dental products in Greece and Cyprus, Ramma Dental has since grown to be supplier of a wide range of medical devices (consumables & healthcare) in various medical fields. Ramma Dental have a strong network of customers across public and private sectors.

**ABOUT ANTEO GROUP – AnteoTech Ltd (ASX:ADO)**

AnteoTech is a surface chemistry company with Intellectual Property ("IP") in its core technology product groups AnteoCoat™, AnteoBind™ and AnteoRelease™. The Company's purpose is to create shareholder value by identifying and solving important global industry problems by providing unique value-add solutions for its customers. Customers operate in the life sciences, diagnostics, energy and medical devices markets.

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