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C-RAD and ScandiDos have decided to end the cooperation on the North American market

C-RAD and ScandiDos, two Uppsala-based companies both active in the field of radiation therapy, have decided to discontinue the sales cooperation on the North American market. With upcoming introduction of new products from both companies a partly competitive situation arises. Therefore the sales-cooperation was terminated.

In June 2013 C-RAD and ScandiDos launched the cooperation on the North American market. The companies entered into a mutual distribution agreement for the other company's products.

C-RAD offers products in the field of patient positioning and ScandiDos focusses on dosimetry for radiation therapy clinics. The two companies decided to let their respective sales organizations sell products from both companies to get mutually an increased presence in sales in North America. ScandiDos' and C-RADs recent product developments will lead to an overlapping product offer to the customer. A competitive situation will arise as soon as the products are released.

C-RAD and ScandiDos will now continue to market and sell via their individual organizations in North America and focus their resources on their respective products. Ongoing sales projects which have been developed during the cooperation will be finalized until end of July.

Tim Thurn, CEO, C-RAD AB:

“C-RAD is currently in a phase of high growth. With recent product developments C-RAD will be entering into the dosimetry market. Therewith a competitive situation between C-RAD and ScandiDos will occur. By ending the cooperation both companies have the opportunity to market their entire product portfolio on the important US market. To further develop our success a committed and energetic team is essential.”

Görgen Nilsson, CEO, ScandiDos AB

“C-Rad now starts to market their imaging-product in the field of quality assurance and thereby becomes a provider of downstream dosimetry. This means that we have to look upon C-Rad as a competitor to ScandiDos. Therefore we terminate the sales-cooperation in North America.

ScandiDos has a well-functioning organization in US since 6 years with main-office in Madison conducting sales and giving appreciated support to a relatively large customer base. We will now focus 100% on our own products on the North American market.”



About C-RAD

C-RAD develops new and innovative solutions for the use in advanced radiation therapy. The company group of C-RAD offers products and solutions for patient positioning, tumor localization and radiation treatment systems. End users are radiation therapy clinics worldwide. All product development is conducted in three fully owned subsidiaries; C-RAD Positioning AB, C-RAD Imaging AB and C-RAD Innovation AB. C-RAD Imaging AB is located in Östersund while the other companies are located in Uppsala. Numbers of employees are currently 28 people. The activities in C-RAD AB originate from research and development at the Karolinska Institutet in Solna. Sales of the company's first product, the C-RAD SentinelTM, started in 2007. Cooperation agreements have been signed with the Swedish company Elekta, the US company Varian and the Belgian company IBA. C-RAD is represented by distributors specialized in radiation therapy on major markets. C-RAD has founded three companies for direct sales, C-RAD Incorporated in the US, C-RAD GmbH in Germany and C-RAD WOFE in China. C-RAD has invested in 29 % of the laser company Cyrpa and with an option to acquire the remaining 71 %. C-RAD AB is since March 2010 listed at Nasdaq Omx First North Premier. Erik Penser Bankaktiebolag is appointed as C-RAD's Certified Adviser. For more information on C-RAD, please visit www.c-rad.com.

About ScandiDos

ScandiDos has with its product Delta4 phantom positioned itself as a worldwide leading company in advanced dosimetry and QA (Quality Assurance) in the field of Radiation Therapy of cancer. The QA ScandiDos provides ensures that the dose delivery in advanced radiation therapy e.g. IMRT and VMAT is given to the patient as it was planned. Delta4 is a platform of products with advanced measuring systems and software calculations to quality assure the entire treatment from prescription to final treatment fraction, using unique accuracy and efficiency. The Delta4 concept also uniquely provides tools to analyze the data and find the cause of any discrepancy in order to enable fast and accurate correction of the treatment or treatment plan. ScandiDos cooperates worldwide with Elekta and Varian and with some 40 local distributors ScandiDos has installed system in 40 countries.

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The above information is price sensitive and must therefore be disclosed under the Securities Market Act (2077:528).