

**Media Contacts:**

James McCusker

Phone: (203) 682-8245

[James.McCusker@icrinc.com](mailto:James.McCusker@icrinc.com)

---

## **Z-MEDICA SIGNS DISTRIBUTION AGREEMENT WITH VINGMED AB AND MEDIPLAST AB**

*Companies to Distribute Z-Medica's QuikClot Products to the Hospital and Emergency Response Markets in Sweden, Denmark and Norway for the First Time*

WALLINGFORD, CT, October 20, 2010 – Z-Medica Corporation, a medical device company developing innovative hemostatic agents, today announced that it has signed exclusive distribution agreements with Vingmed AB and Mediplast AB, two leading Swedish medical device distributors, for distribution of its QuikClot® line of hemostatic agents in Sweden, Denmark and Norway for the first time. The agreement awards Vingmed AB the exclusive right to distribute Z-Medica's QuikClot® Interventional™ Hemostatic products to the cardiology, interventional radiology and related specialties, while Mediplast AB will distribute all other QuikClot products to the hospital and Emergency Medical Services (EMS) markets.

QuikClot products received CE Mark from the European Union in November 2009 and the company has been negotiating distribution agreements with a series of best-of-breed medical device distributors in European markets since then.

“By partnering with Vingmed AB and Mediplast AB on distribution in Sweden, Denmark and Norway, we have the best two complementary partners we could find in these territories to represent Z-Medica,” said Brian Herrman, Chief Executive Officer, Z-Medica. “With Vingmed’s focus on cardiology, radiology and related specialties and Mediplast’s focus on emergency, surgical, wound care and other relevant hospital and EMS departments, we have chosen the best partners in these markets to reach our target customers.”

“QuikClot complements our expertise and focus on the interventional and cardiology markets,” said Bengt Malmfalt, Managing Director, Vingmed AB. “We carefully evaluate any new product for quality and only provide our customers with the leading products in each specialty and we feel that QuikClot meets these high standards. We are therefore very excited to introduce these superior products to our markets.”

QuikClot is a surgical gauze impregnated with kaolin, an inert mineral with no known contraindications, and can achieve hemostasis in severe bleeding situations in as little as three minutes. QuikClot® products are widely used throughout several clinical specialties, including cardiology, interventional radiology, critical care, dermatology, emergency medicine, orthopedics and OB/Gyn, and after months of testing against 12 other hemostatic products in the marketplace, the military version of the kaolin gauze (“Combat Gauze”) was chosen as the exclusive product for use by all US Military Forces in 2008. It

continues to be the exclusive product used by all USA military forces for first line treatment of bleeding hemorrhage.

“We believe QuikClot is a strong addition to our product portfolio because all of our products must be easy to use and create better outcomes for patients,” said Lars-Erik Rydell, Managing Director, Mediplast. “We sell not only products but knowledge to our customers and we are excited to provide them with a new and more effective way to stop traumatic bleeding with QuikClot.”

The QuikClot line of products includes:

- **QuikClot® Combat Gauze™** is a soft, white, sterile, nonwoven 3” by 12 feet rolled or z-folded gauze impregnated with kaolin. Each roll of QuikClot Combat Gauze is individually wrapped in an easy rip, military grade foil pouch. Indicated for temporary external control of traumatic bleeding, QuikClot Combat Gauze is flexible and pliable and contours to all wounds. Recommended as the number one hemostatic agent by the COTCCC (Committee on Tactical Combat Casualty Care Committee), QuikClot Combat Gauze is the only product carried by all branches of the US Military to control life-threatening hemorrhage.
- **QuikClot® Emergency Dressing™** is an easy-to-use dressing which can achieve hemostasis in as little as three minutes, helping to prevent loss of life and limb. Because QuikClot requires very little training to administer, it can be effectively used by medical personnel, civilian first-responders and medical professionals in the field and in clinical environments. This dressing comes in various sizes, including a 4-ply 4” by 4” (10cm x 10cm) and a 6-ply 2”x2” (5cm x 5cm) format.
- **QuikClot® Interventional™ Hemostatic Bandage** consists of a soft, white, double sterile, hydrophilic pad impregnated with kaolin. It is double-wrapped in a blister package and foil pouch for aseptic technique. QuikClot Interventional Hemostatic Bandage is applied topically as an adjunct to manual compression and is indicated for the local management and control of external bleeding from vascular access sites and percutaneous catheters or tubes utilizing sheaths up to 12 Fr.
- **QuikClot® Trauma Pad™** consists of a soft, white, double sterile, three-ply 12”x12” (30cm x 30cm) pad impregnated with kaolin. It is double-wrapped in a peelable foil package for aseptic technique. QuikClot Trauma Pad is indicated for temporary external use to control traumatic bleeding and is also x-ray detectable to ensure proper removal.

### **About Z-Medica**

Z-Medica Corporation is a medical device company developing innovative hemostatic agents. The company manufactures and markets its QuikClot® family of products for hemostasis for use by healthcare professionals, first responders, law enforcement officers and the military. QuikClot products rapidly enhance the body’s natural coagulation process, helping to achieve hemostasis faster. Z-Medica’s QuikClot® Combat Gauze™ product was chosen by the Committee on Tactical Combat Casualty Care (TCCC) as the United States Military’s sole source supplier for first-line hemostatic treatment, based on tests conducted by the Naval Medical Research Center and the U.S. Army Institute for Surgical Research. It continues to be the exclusive product used by all USA military forces for first line treatment of bleeding hemorrhage. QuikClot® products are also widely used by first responders, in hospital emergency rooms, interventional cardiology and radiology laboratories and other healthcare environments where bleeding requires fast and effective control. Z-Medica is a privately-held company based in Wallingford, CT. More information about Z-Medica Corporation is available at [www.z-medica.com](http://www.z-medica.com).

## **About Medioplast AB**

The Medioplast group is concentrating the marketing and sales activities to the Nordic area, which is covered by its own subsidiaries in Sweden, Denmark, Norway and Finland. The head office is in Malmö, Sweden where the central warehouse for the Nordic countries also is located. The group also has three production units in Italy, Denmark and Finland.

The Medioplast group focuses on Surgery, Wound care, ICU (intensive care) and ENT (ear-nose-throat) products. The company has both proprietary products and distribution products in the product range and it is one of the few companies which work all over the Nordic area. Medioplast represents companies like Ansell, Erbe, Integra, Medline, Serres, Teleflex Medical among others.

Medioplast was founded in 1960 and the majority owner is the Procurator group from Malmö. The company is certified according to ISO13485 and EN14000. The company has today approx. 100 employees. For more information please visit [www.medioplast.com](http://www.medioplast.com).

## **About Vingmed AB**

Vingmed AB is a part of the Vingmed Group together with Vingmed AS in Norway and ViCare Medical A/S in Denmark. The owner is Vingmed Holding AS, located in Oslo. The Vingmed Group works with sales and marketing, distribution and technical service of qualified medical technical equipment. The Scandinavian market comprises of approximately 18 million people of which the Swedish market is 9 million. The overall aim is to have an integrated product program for all three companies. Each company is acting within its marketplace independently and keeps its local character.

Vingmed AB was established in 1979 and has its office, service department and stock in modern and functional premises in Järfälla, a suburb 20 km north-west of Stockholm. Today Vingmed AB has 31 employees.

Vingmed AB concentrates its business within the fields of cardiology, radiology, endoscopy, vascular surgery, intensive care, obstetrics and thoracic surgery. The product range is carefully evaluated as to high quality and maximum competitiveness. Examples of some of the main suppliers are; Arrow/Teleflex, Kimal, Philips, Pentax, Terumo and Thoratec.

Vingmed AB is quality certified in accordance with ISO 9001:2008. More information about Vingmed is available at [www.vingmed.se](http://www.vingmed.se).