

[Caption] 100 LIVES A YEAR. That's how many Swedes who die of hospital-acquired infections could be saved by Bactiguard's catheters, says CEO Christian Kinch.

Photo: JOHAN ÄDELGREN

## THE FRONT LINE AGAINST HOSPITAL-ACQUIRED INFECTIONS

**Next door to Spy Bar at Stureplan in Stockholm is a nanotechnology lab. This is the front line in the battle against hospital-acquired infections.**

**The fast-growing medical technology firm Bactiguard has found a formula for success with its urinary tract catheters. Now they are moving on to venous and airway catheters.**

The technique is based on dipping the catheters in a mixture of precious metals that includes gold and palladium. A nano-thin layer is adhered evenly to the latex material via a wet-chemical process based on Gustaf Dalén's discoveries.

The five atom-thick surface layer creates an extremely weak galvanic current that prevents bacteria from adhering.

"Our bacteria-resistant catheters have been shown to reduce the risk of infection by up to 50% in large clinical studies," says Bactiguard CEO Christian Kinch.

### Tripled sales

Kinch and Thomas von Koch purchased the company from its previous owners in June 2005. Since then its sales have risen from MSEK 45 to MSEK 127 in 2007. Kaupthing Bank and the American investment firm Noonday bought half of the company for MSEK 420 in January of last year.

"We have adopted a strategy plan that will lead to sales of MSEK 350 in 2010. Our patent on the entire production process runs until 2027, and hospital-acquired infections are a problem worldwide," says Christian Kinch.

### DI FACTS

#### Claim many victims

**Hospital-acquired infections** are the fourth most common cause of death in the Western world.

**40%** of all hospital-acquired infections are the result of urinary tract infections, with catheters bearing a great deal of the responsibility.

**In the U.S. alone**, an estimated 100,000 patients die from hospital-acquired infections each year, while roughly 1,100 patients die in Sweden.

#### Targeting China

Bactiguard has sold 70 million urinary tract catheters in the U.S. since 1995 through its partner, the exchange-listed medical technology company Bard.

Japan is the second biggest market, and this year Bactiguard expects to achieve a breakthrough in China through its Chinese partner Amsino, which has a production line capable of producing 400 million catheters a year.

"In addition to rejecting bacteria, our catheters must also be tissue-friendly, or biocompatible. Otherwise the immune system will work against them. Competitors who have tried to copy us have used too much silver," explains Kinch.

Production is done at a small plant in Småland, where the 64-year-old inventor, Billy Södervall, is also to be found. It was he who patented the bacteria-resistant mixture of precious metals.

The company's latest development is surface-treated airway and venous catheters.

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