EMOTRA announces the signing of its first commercial contract

Today, March 9, Emotra signed its first commercial agreement with a privately run psychiatric clinic in Warsaw.
The contract was signed in Warsaw by a representative of the clinic and Emotra’s Marketing Manager, Daniel Poté. According to the terms of the contract, the client will borrow the instrument and pay Emotra for test analyses without any discount.
This clinic is led by a physician who is associated with one of the centres that participated in our EUDOR-A study. Their ambition is to be up and running with regular clinical use of EDOR® in the near future.

At present, it is difficult to estimate the value of the contract, since it will depend on the amount of tests they perform.

Emotra has been working the market since January 2018, mainly by meeting potential customers and holding training seminars on-site at individual hospitals and in different European towns. After the Company visited Warsaw in January, a small-scale seminar with specially invited clinicians was held.

Daniel Poté, our Marketing Manager, says:

- We are pleased to see that our new strategy is working. This signing of our first EDOR contract should be seen as a confirmation that the information these tests deliver is of value to the psychiatric care provider. This is an important step in Emotra’s commercial development, since we in a short period of time have made the transition from a research organisation that paid clinics to test patients, to an enterprise that now gets paid for such tests. From a strategic perspective, we have taken our first step towards building a platform of users, which is necessary to succeed in introducing a new concept in this field.

We continue with our focused working of the market using a mix of various activities. A growing number of scientific collaborations, which are important for our continued development, are coming. Scientific publications, including our coming EUDOR-A article, are being written.

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This information is the type of information that Emotra AB is legally obliged to publish in accordance with the EU market abuse regulation. This information was submitted for publication on March 9, 2018 under the above contact’s supervision.

EMOTRA AB (publ) is a medical technology company that carries out research, development, clinical studies and marketing in the area of suicide prevention. The Company’s method, EDOR®, is a proprietary, objective and quantitative diagnostic, psychophysiological test for detecting hyporeactivity in patients suffering from depression. During the test, the patient listens to a series of audio signals. The patient’s response, in the form of very small changes in dermal electric conductivity, is measured and analysed. This extremely sensitive and specific test of suicidal risk has been developed as the result of research.