



## Business update, January 2011

## New co-owners and new competence on board

Associate Professor Ingemar Näslund, former head of the Division of Radiation Therapy “Radiumhemmet”, Karolinska University Hospital, and Jonas Ohlsson, with a strong entrepreneurial CEO track record from the International Medtech business have both accepted to join the Board of SCC. At the same time Mats Högberg, with a successful CEO and management track record from the Radiotherapy Industry, has accepted to join SCC as Project Director. All three new team members have also invested in the recent financing of the company.



From the left Jonas Ohlsson, Ingemar Näslund, PO Elmgren, Mats Högberg and Olle Johansson

“Jonas, Ingemar and Mats bring skills that will be of great value to our company and we are very glad to welcome them to our team” says Olle Johansson, CEO of Scandinavian Cancer Care AB. PO Elmgren from Otto Elmgrens AB, the present main owner of SCC, adds: “We believe that this substantial enforcement of industrial and clinical experience in the group will also speed up the continued fundraising that will enable the company to execute the many projects in the pipeline”.

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*Dr. Ingemar Näslund, MD, PhD*, is Assoc. Professor of radiation oncology, previously head of the Division of Radiation Therapy at the Karolinska University Hospital and the Karolinska Institute, for 20 years. Today Ingemar is a board member of Weland Medical AB, Oncolog Medical AB and Läkarmissionen (Medical mission), an independent Swedish foundation that supports development projects and humanitarian efforts for marginalized people in developing countries. Ingemar is also an inventor with several medical and consumer patents and products put on the market worldwide.

*Jonas Ohlsson, MSc*, is presently CEO of Osstell AB and brings extensive experience from CEO assignments in fast-growing international medtech and life science companies specializing in innovative technologies and products. He has previously worked in companies such as Mentice and Applied Biosystems. In addition to CEO roles, Jonas has

many years of experience in international sales and marketing as well as from other areas involving complex technologies and sales processes and is member of the board of Osstell AB, Watervision AB, Innovationsbron and Safezone AB. Jonas has a university degree in biochemistry and has also worked in the pharmaceutical industry for a few years.

*Mats Högberg, MSc, MBA*, is joining Scandinavian Cancer Care AB as VP Sales and Director of Project Management. Mats has got an extensive experience from the international Oncology Business. His recent assignments include Business Line Manager at Nucletron B.V. and Managing Director Nucletron Scandinavia AB. Prior to that he held various management positions in Helax AB and RaySearch Laboratories AB. In addition to conventional Radiotherapy, Mats also brings valuable experience and competence within the area of Brachytherapy, one of Nucletron’s main business areas.



## New project in Cali, Colombia

SCC has entered a Letter of Intent with Clinica Vida in Cali Colombia to establish a new turnkey Oncology Clinic within the hospital. A feasibility study has been performed and a complete business plan developed for the planned Oncology Clinic. Clinica Vida is the largest and most ambitious private comprehensive health center in Cali and southwestern Colombia. It includes 340 doctors' offices, intensive care unit with 24 beds, eight surgery rooms, clinical laboratory, urgencies, and a complete imaging department. It also incorporates a food center with several food outlets, specialized gymnasium, retail stores for health-related products, and conference rooms.



The vida hospital in Cali, for further information see <http://www.vidacentroprofesional.com/>

## Colombia; best business climate in South America

The assessment of Colombia as a truly emerging and progressive business region is unanimous:

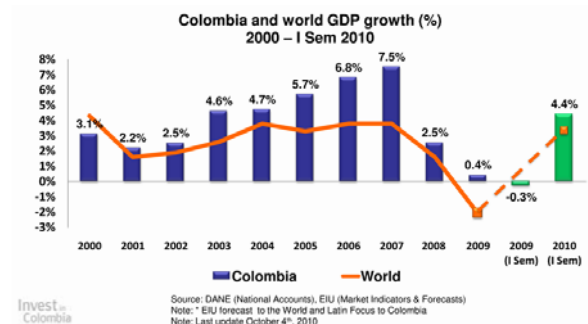
- The Swedish-Colombian Trade Council states that *“Colombia has the best Business Climate in Latin America”*.
- Colombia was selected the Country of the Year for 2007 by the U.S. Trade and Development Agency (U.S. TDA). The country has gone through continuous reforms and improvements since the election of President Alvaro Uribe in May 2002 (and subsequent re-election in 2006).
- According to *Doing Business 2010*, A co-publication of The World Bank, IFC and Palgrave MacMillan, Colombia improved its Rankings on the ease of doing business from 49<sup>th</sup> position in 2009 to 37<sup>th</sup> position among all (183) countries in the world.

- BuyUSA.com claims that over the last couple of years, Colombia has become one of the most stable economies in the Latin American Region.



Bogotá, the capital of Colombia

Colombia's population is just over 40 Million, the main language is Spanish and the population is 95% Roman Catholic.



Colombia has over the last couple of years shown a strong economic growth as shown in the above table from Investincolombia.com

“The new BRICs are Colombia, Indonesia, Vietnam, Egypt, Turkey and South Africa (CIVETS). They are countries with major populations, dynamic, diverse economies, political stability and each of them has a brilliant future. Any company with global ambitions will have to take immediate action in these markets.”  
*(Michael Geoghegan, CEO HSBC, April 26, 2010 in his speech to AmCham Hong Kong)*

## PPR Ltd. new sales partner

SCC has entered into a new sales partnership agreement with PPR Ltd. regarding project sourcing in certain North African states and in the Shandong region in China. PPR acts as an independent sales agency and SCC expect this partnership to help mapping the future potential for SCC in this part of China.

## Progress in Ghana

Sweden Ghana Medical Centre is now an almost complete cancer hospital. During its first year of operation, the center is planned to treat about 500 cancer patients from all over Ghana. This is the first modern cancer clinic in the entire West Africa and it is expected to cover about 1% of the need in West Africa when it has reached its full capacity.

SCC's owns about 5% of the Sweden Ghana Medical Center and has decided to remain as a passive minority owner. The agreed project management compensation for SCC in SGMC will totally offset the project costs incurred since inception. The clinic is expected to generate returns for shareholders from its second year of operation.

## Second Mexican project ongoing in Queretaro

A second project in Mexico is being developed in cooperation with Hospital Medica TEC100 in Queretaro, north of Mexico City. The Hospital wishes to extend its services with a first class Oncology Clinic, to be named "TEC100 Cancer Center", much in line with Cancun Oncology Center. A feasibility study has confirmed the necessary conditions and a Business Plan for the clinic has been completed.

The project is supported by one of SCC's Latin-American banking partners and is scheduled to be operational during 2012. The project will be developed and necessary constructions made during 2011 by Nippo Inmobiliaria S.A., the owner of the Hospital Property and the sister company of the operation company Hospital Medica TEC100. The Cancer Center will be located in the first two floors of a new building to be raised adjacent to the existing hospital building. The aim is to start clinical operation already during the first quarter of 2012.

## SCC Contact

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The development of the Sweden Ghana Medical Centre in Ghana has taken longer time than planned. This is partly due to the financial set-back during 2009 and partly due to that the project included building a completely new hospital without an existing local hospital partner. The project has given valuable input to Scandinavian Cancer Care's refined business model and is expected to bring profit to SCC during years to come.



*We help solving urgent cancer treatment needs in economically emerging nations and expect a truly attractive return on our investments.*

*Welcome to join us!*

