



## SA biotech gains critical entry into European market

StemBioSys Inc. has scored another win in its quest to expand its international footprint.

The San Antonio-based biotech company struck an agreement with a British company to market and distribute its stem cell products in the United Kingdom and Western Europe.

The deal with Caltag Medsystems Ltd. will initially involve StemBioSys' cell expansion products. But as StemBioSys continues to add products to its portfolio, Caltag will likely expand the scope of its work with StemBioSys.

The new deal could prove extremely lucrative as Europe is a leading market for stem cell research. One of the factors that drove the company to forge a relationship with Caltag was its reputation across Europe, as well as its deep technical expertise, StemBioSys CEO Bob Hutchens said.

Both sides moved quickly to get a deal done.

"This happened extremely fast. We had an initial discussion just before thanksgiving," Hutchens told me. "They had done enough due diligence to know they wanted to proceed."

Caltag executives also wanted to get the deal done in time to represent StemBioSys at a major European Stem Cell conference that concluded earlier this week, Hutchens said.

With the latest agreement, StemBioSys now has a marketing and distribution presence in the U.S., Canada, Europe, Japan and South Korea. The company also markets its products directly to China. The newest market entry could be a game changer for StemBioSys.

"This gives us a partner in Europe that has a big presence in multiple countries," Hutchens said. "Their aggressiveness in executing the agreement ... gives us a great deal of comfort that they will really help us build a meaningful presence with European researchers."

StemBioSys product offering complements the cell and tissue range already offered by Caltag Medsystems, allowing a 3-D cell culture solution to be delivered to scientists Europewide"

Source: <https://www.bizjournals.com/sanantonio/news/2017/12/07/sa-biotech-gains-critical-entry-into-european.html>

December 7th 2017