

DECEMBER 2012



Dear Distributor,

We would like to thank you for all your efforts during the past year. We have had a lot of interesting interactions, which we are sure will lead to a positive result for all of us.

Kibion achieved several important milestones during the year, which will be beneficial for all. The most important are:

- ISO certification. In August Kibion obtained the ISO 13485 certificate issued by TÜV.
- Validation study Diabact[®] + IRIS[®]. Results clearly show that mass spec can be replaced by IRIS[®]. The data was presented at UEGW in Amsterdam in October.
- A Brand Manager for IRIS[®], Marko Silvestric-Scheel, has been employed in Bremen. Marko joined Kibion in mid-October and is responsible for coordination of IRIS[®] sales & marketing activities and product development.

Marko Silvestric-Scheel



Finally, at the end of the year we now would like to give you some information.

Christmas holiday in Sweden

The Kibion office will be closed between Dec 24th until January 2nd. For urgent questions you can always contact us on our mobile phones.

and in Germany

The office in Germany will be open during the week between Christmas and New Year but with reduced staff.

**As always, Kibion will exhibit at Arab Health in the beginning of the year,
Jan 28-31, 2013**

Kibion will exhibit at Arab Health in Dubai together with the Swedish Trade Council. You will find us in the Plaza hall, Pavilion, booth number PZB05. Please let us know if you plan to go to Dubai. You can also book individual meetings with any of us by contacting your country responsible person at Kibion.

Season's Greetings from
Kibion