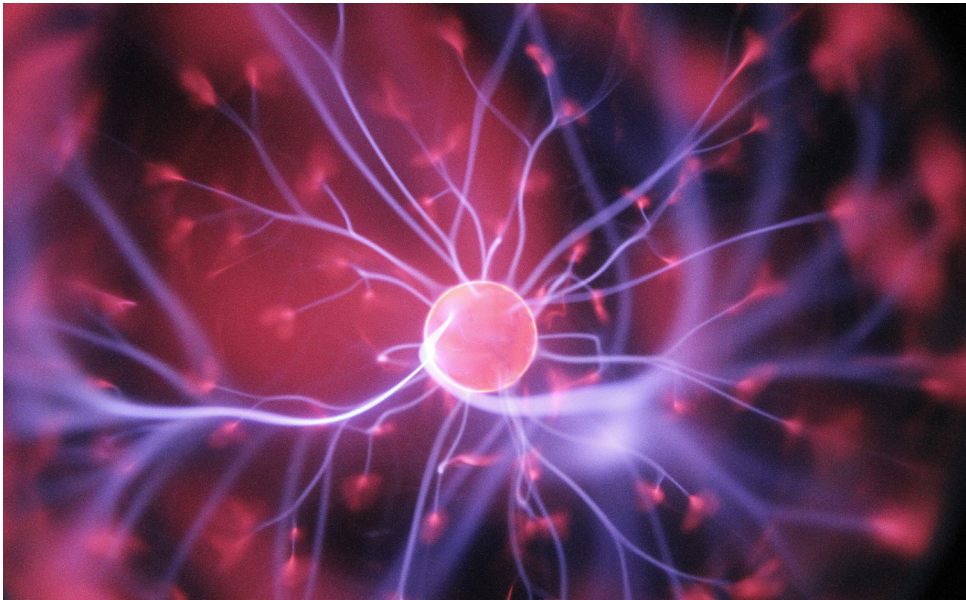


Welcome to XboXLab!

A modern company that supply the Nordic laboratories with innovative laboratory products



Solid knowledge

More than 150 years of combined knowledge in the laboratory business

All employees in XboXLab Group have many years of experience in the industry and have extensive contacts among both customers and suppliers. We have all been active in sales and marketing, with great success. With good knowledge of the customer's needs in the Nordic countries and relevant industry experience, we are confident of achieving our goal; To work with the best suppliers, with the most innovative and price worthy products that will benefit our customers and user.

If our customers are happy - so are we.

1

FLEXIBLE

"Flexibility is important in an ever so changing market"

2

PERSONAL

"Good relations with customers & suppliers is our strength"

3

PROFESSIONAL

"Trust, honesty and transparency is what we want for our suppliers and customers"



Peter Blom

CEO
Partowner XboXLab AB



Christer Lidén

Marketing Director
Partowner XboXLab AB



Lisa Gustafsson

Sales Director
Partowner XboXLab AB



Henning Jansen

Managing Director, Norway
Partowner XboXLab AS



Jussi Kontturi

Managing Director, Finland
Partowner XboXLab Oy



Linn Miller

Office Manager
Administration and Sales support

Business Growth

Expansions; Cross-border and in Product range

XboXLab AB in Sweden started 2016 with Peter Blom and Christer Lidén, and Lisa Gustafsson joined in 2018. They all have more than 30 years of experience in the Medical industry.

Hard work and clear visions resulted in stable growth after start-up, and the business expanded to Norway in 2019. **XboXLab AS** was founded with Henning Jansen as Managing Director. With even more success, we expanded to Finland with **XboXLab Oy** in 2020, with Jussi Kontturi as Managing Director.

In 2020, we also seized the opportunity to acquire Medic24, a well established Nordic company within POC diagnostics. Former employee of Medic24, Linn Miller, joined XboXLab. **XboXLab Group** aim to continue to grow as a trusted, long-term partner and distributor in the Nordic Countries.

Competence

Wide Knowledge and Experience

XboXLab Group are proud to have valuable and solid competence within our staff, and to widen our horizon and knowledge into new business areas.

Peter has special interest and knowledge in endocrinology and immunology for both clinical diagnostics and research, active in both sale and marketing.

Lisa has experience from managing of laboratories, coordinating studies and also sales with emphasis on microbiology, molecular biology, POCT and QC.

Christer's special and depth competence lays in transplantation, transfusion, POC and clinical chemistry.

Henning has solid experience in ophthalmics and orthopaedics, beside laboratory diagnostics.

Jussi has a strong background from laboratory medicine import and distribution. His commitment lies in immunohematology and immunology, but also other fields of clinical diagnostics - from molecular to POC.

Linn has expertised skills in management of logistics and supply chains along with strong focus on customer service and marketing.

Logistic and Service Partners

Outsourcing Logistic and Service

With our 3:rd party logistic partner, **Medical Log Point**, we dispose state of the art warehouse facilities with totally over 1250 sqm and cold storage space of 310 sqm. They give us an excellent and professional service on all ingoing and outgoing shipments.

Nordic Service Group is our 3:rd party service partner. With more than 75 highly trained employees covering the whole Nordic area, we are assured that all service matters are carried out in a satisfactory manner for all parties involved.

Focus on Sales and Marketing activities

Tenders and Exhibitions

We have many effecient and valuable market channels in the Nordic Countries.

Well established agreements with all the largest wholesalers in the Nordic market ensures us a wide access to the market.

Since many purchase contracts are also determined by public tenders, we monitor the procurements on a daily basis to ensure maximum opportunities.

We attend national and international meetings and exhibitions every year, to meet our current and future customers and suppliers. We value this personal contact highly.

"Our longtime goal is to offer you a strong business partner in all of the Nordic countries"

FACTS OF XBOXLAB

XboXLab AB was founded in 2016. In 2019 XboXLab AS was founded in Norway and in 2020 XboXLab Oy was founded in Finland. Today the company has 6 local offices in 3 countries;

Höllviken, Stockholm, Tranås (Sweden)

Drammen/Oslo, Skien (Norway)

Helsinki (Finland)

Our logistic center and warehouse is located in Hisings Kärra outside Gothenburg, Sweden.

Contact information:

Sweden • info@xboxlab.se • www.xboxlab.se • +46 10 788 83 30

Norway • info@xboxlab.no • www.xboxlab.no • +47 40 33 00 11

Finland • info@xboxlab.fi • www.xboxlab.fi • +358 45 3222 466

