

Sales Report

2nd Quarter

- Providing the oil prices stabilise, we are expecting to receive 30+ Capnograph orders from Kuwait + additional sales from Saudi
- Greek Ambulance tender: 4th shipment of order, 21 pieces of VM-2160, scheduled for April.
- Tender for Neonatal Eye Masks – Cyprus: 175 packs per year (tender for 2 years with possible extension to 3 years)
- VM-2160 tender, outside of Stockholm. Results expected in May. 50-100/year, contract for 2 years with possible extension to 4 years. Expected total revenue: €24,500 - €98,000 + Accessories
- There will be another tender in Norway opening for sampling lines, should be much larger than the one we previously entered, as this one is for 65% of the market and the previous one is 25%. This equates to approx \$50K/year.

3rd Quarter

- Quoted in March for a potential order for 2000x MD300-D (IMTC)
- Quoted for Tender for 15x Capnograph for India

4th Quarter

- Potential for another Greek Ambulance tender to come to fruition for VM-2160
- Medline have entered in to 2x tenders with the VM-2101 for the Polish military. If we win, then we would receive orders for 268-536 units.
- Entered a tender with the new sampling line S in Norway: 30,000 / year for 4 years. Equates to €24,000 / year. We were hoping the results will be published in the 1st quarter-2nd quarter, but because it involves many other items for OR, the decision is to be announced Christmas 2016.

Sales Visits & Exhibitions

- TeK USA Dive Conference and Sumner meeting
- Saudi Health – 16-18th May, we are exhibiting. I aim to combine this trip with sales visits to Saudi and other GCC countries.
- Sweden – Merivaara and Swevet, visit planned for mid June

New and potential distributors

- Still exploring some possibilities from Medica and AH
- Distributor for SLE in Belarus interested in registering Capnograph
- Some strong leads for the VM-2400, but placed on hold until further progress with product development

- New Tom Thumb distributor established for Italy, also interested in meeting and expanding our business to Pulse Oximeters and other items
- Ladies in the office have found some new potential distributors for Medical in Switzerland, they have been contacted and will be followed up shortly.
- Potential OEM for O2 sensors for a ventilator company: R-36MED in batches of 1000/shipment. May be a possibility for another sensor 2000-4000/year.

Registration under process:

- Belarus – VM-2500
- Serbia – O2 sensors and EyeMasks
- Indonesia – Pulse Ox
- Czech Republic – To be able to service items, such as Tom Thumb
- Mexico – VM-2500