

PRESS RELEASE

Integrated wound-care company, Axio Biosolutions, enters Retail

- With the company's retail expansion, customers will now have access to its world-class life-saving products across 6000+ retail outlets, popular e-commerce platforms, and the company's online store without any hassle
- Having disrupted the global market with innovative products that stop uncontrollable bleeding and accelerate wound healing, Axio's retail entry will also include its newly launched Covid essentials to power through the pandemic.

Bengaluru, 24th November 2020: Responding to the growing demand for healthcare solutions that align with changing realities and challenges of the pandemic world, Axio Biosolutions announced today its strategic decision to enter the retail space in India. Axio is set to make its best-in-class wound care and Covid essential products available for Indian homes across 50 cities in the next one year.

The B2C / D2C move is aimed at consolidating the company's leadership position in the global advanced wound care space. Funded by **Ratan Tata, Omidyar Network, Accel and Chiratae Ventures**, Axio has seen exponential growth in the international markets in the last few years. With its patented and US FDA approved product, Axiostat– that stops uncontrollable bleeding within a few minutes of its application– Axio has the distinction of being the only company in Asia and among the top five global companies with the unique bleeding-control technology. With its presence in over 18 countries across the globe, Axiostat is the only 'Made-in-India' product to compete in the global market.

With Axio's entry into retail, consumers will now have access to world-class products such as :

- **ASK+ Kits** – that consist of Axiostat and other first-aid dressings that stop uncontrollable bleeding. These are perfect kits to keep at home, in a car or even at restaurants and stores for emergency situations
- **MaxioCel** – an advanced wound care dressing to provide comfort and faster healing to patients suffering from chronic wounds, such as pressure ulcers, diabetic foot ulcers, venous leg ulcers, post-operative surgical wounds and cavity wounds, among others
- **RESIST+** – Covid essentials manufactured in compliance with WHO standards and pharma regulations. Products in this range include surgical disinfectants, hand sanitizers, multi-surface disinfectant sprays, and alcohol sanitizing wipes among others.

Commenting on the company's latest development, **Leo Mavely, CEO and Founder, Axio Biosolutions**, said, "At Axio Biosolutions, we have always been driven by the vision to



make best-in-class wound care accessible to all. Whether it is products that save the lives of our *jawans* on the border across 260+ battalions or of medical heroes battling the pandemic, each of our product milestones have been a reflection of our commitment to superior care. Considering the challenges that the pandemic has thrown up for regular households in getting access to the best wound care possible, we realise that now is the time to make our products available at the retail level. In an era of teleconsultations, democratization of critical care products can elevate the overall health and safety ecosystem in the country.”

In addition to the products being available on the company’s online store (www.axiobiostore.com), Axio has partnered with over 6,000+ brick-and-mortar stores as well as popular e-commerce platforms, such as Flipkart, Amazon, Moglix, to deliver its products directly to the end consumer. This is the first phase of its retail expansion. As an increasing number of Indian households adopt the ‘Vocal for Local’ approach, Axio’s pioneering, easy-to-use retail offerings can be the game changer in the current crisis.

“Over the next two months, we will be working towards ensuring that all Indian households will have access to our entire range of wound care products along with Covid essential supplies. Timely home care can make all the difference in critical situations, particularly at a time when our medical system is overburdened,” **added Leo.**

Earlier this year, Axio Biosolutions had raised \$5.2mn in a Series B1 funding round led by Omidyar Network along with existing investors Ratan Tata’s UC- RNT, Accel Partners and Chiratae Ventures India. As the first Indian company to launch an indigenously developed emergency haemostat for trauma care, Axio Biosolutions has been steadily disrupting the wound care and wound healing market. Axio Biosolutions has its corporate office in Bengaluru and a GMP, ISO 13485-certified manufacturing facility in Gujarat.

About Axio Biosolutions

Axio was founded in 2008 by Leo Mavelly, a bioengineer to develop novel biopolymer- platform-based products for wound care. Axio has the distinction of being the first company from India to get USFDA clearance for a hemostat. Vision of Axio is to develop affordable, high-impact medical products that can solve unmet healthcare needs of emerging markets.

With a presence in over 18 countries, Axio is today a global name that uses innovative medical technology to create breakthrough products and save people’s lives. The company’s flagship product Axiostat is regularly used by Indian Armed forces, BSF, NSG, and other para-military forces, as part of their defense kit, during their operations at the border and conflict zones such as North-East. Axio’s customers also include numerous government hospitals and reputed private institutions such as AIIMS, Manipal, Apollo, Breach Candy and Fortis, among others.

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