



Press release

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Caretech, Doro's acquisition in digital alarms, secures numerous Swedish municipality contracts

"Sales are well ahead of our post-acquisition plan", comments Jerome Arnaud, Doro's CEO.

Caretech AB, which was acquired by Doro in February 2015, has recently won important contracts with 37 municipalities including major ones like Borås, Helsingborg and Lund. Caretech's Alarm Receiving Center in Malmö now has 80,000 connections.

"The pace of newly awarded contracts in Sweden means that sales are well ahead of our post-acquisition plan with Caretech and that we swiftly can move on with our strategic plans, especially internationally" comments Jérôme Arnaud, CEO of Doro.

In addition, the contract with the Swedish national procurement body, SKL (Sveriges Kommuner och Landsting), has been extended to February 2017.

The background to the frame agreement with SKL is a directive from The Swedish Post and Telecom Authority and the Swedish Agency for Participation stating that the 210,000 analogue care phones in Sweden must be replaced to more modern and safer digital ones before the end of 2017. Today, it is estimated that less than 50,000 of the 210,000 care phones are digital ones.

The frame agreement is executed by SKL Kommentus Inköpscentral and was initially awarded for a 2 years period ending in February 2015, and has thus already been extended once.

"The SKL contract extension secures the competitiveness of our digital solution even more. In addition, we already see a clear increase in the migration of municipalities' alarm systems towards digital technology with specifications for tenders referring to such contracts" says Ulf Lindsten, CEO of Caretech.

In addition, the company is expanding into Norway where Bergen and Oslo municipalities are using Caretech Norwegian Alarm Center.

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**About Doro**

Doro AB is a Swedish public company formed in 1974. It released its pioneering 'easy-to-use' mobile phone in 2007 and today is the global market-leader within the category. Doro products and solutions are available in more than thirty countries spanning five continents. These include; mobile phones and smart devices, applications and software, fixed line telephony, telecare and mobile health solutions. Doro removes barriers to adoption of new technologies and holds numerous international awards in recognition of its product designs and innovations. Doro shares are quoted on the Nasdaq OMX Stockholm exchange, Nordic List, Small Companies. Net sales of SEK 1,277 million (EUR 135 million) were reported for 2014. www.doro.com

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