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ASIA EDITION

Nexsen secures first hospital partner in Asia

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To validate and potentially adopt its diagnostics across GHK and the broader IHH North Asia network



Australia-based Nexsen has entered into a binding term sheet with GHK Hospital, a subsidiary of IHH Healthcare Berhad, establishing a strategic collaboration framework for the clinical validation, real-world data generation and commercialisation of Nexsen's rapid point-of-care diagnostic platform.

GHK owns the Gleneagles Hospital Hong Kong, a 500-bed multi-specialty private tertiary hospital, which is also a private teaching hospital with The University of Hong Kong as its exclusive partner.

Under the agreement, Nexsen and GHK intend to progress a broad strategic collaboration across GHK and its affiliated IHH entities in North Asia and Nexsen's research and commercialisation activities.

The collaboration encompasses clinical validation of Nexsen's point-of-care tests in relevant patient populations, generation of real-world data to inform clinical workflows and care pathways, and assessments of price points and reimbursement feasibility in Hong Kong and across other healthcare markets where GHK's affiliated entities through the IHH Healthcare network operate, with a focus on North Asia.

The framework also extends to joint educational and training activities to support appropriate product utilisation by clinicians and other healthcare professionals, and joint research, development and grant collaborations, including applications for Hong Kong Government, regional and international grants.

The GHK collaboration is Nexsen's third operational entry in its Asia-Pacific commercialisation strategy, adding a direct hospital-based validation and potential adoption pathway in North Asia.