

## Exlites eyes more medtech deals from China, Taiwan, Japan

13 August 2013 | News | By BioSpectrum Bureau



**Singapore:** Exlites Holdings from the US has entered into an agreement with a company that will source new cutting edge medical products from China, Taiwan and Japan. Exlites has gone into an agreement with an Utah-based company to assist medical product companies from around the world to develop economic opportunities and exclusive vendor arrangements with US corporations.

Exlites has been developing a division specifically to assist companies in China, Taiwan and Japan to obtain FDA approval for their products as well as financing to bring those products to the US market. Ms Hang Yee, managing director of the consulting firm, stated, "The agreement should yield new exclusive vendor relationships with medical product companies in China and Japan and will allow Exlites to enter new markets to provide customers with medical equipment that contains cutting-edge technology."

Ms Yee added, "Companies throughout China, Taiwan and Japan are developing new medical equipment everyday and we have exclusive relationships with many of those companies from whom Exlites may derive significant economic benefit by selling their products here in the US."

Exlites' director of operations US, Mr Michael Williams, agreed that the new agreement with the consulting firm should bring significant new exclusive vendor arrangements and products to Exlites. "The consulting firm has been developing meaningful relationships with corporations in China, Taiwan and Japan for a very long time," he said. "Entering into this agreement will allow us to leverage those relationships to benefit Exlites by bringing new products with cutting-edge technology that can be sold exclusively by Exlites," he added.

Exlites was incorporated in the US, and until recently, was mainly engaged in business in Japan. Recently, management determined that it was in the company's best interest to enter the larger US medical equipment market and take advantage of its relationships.