

EarClean bellow pipette



A pipette for the treatment of ear diseases

ReiBeck Innovation AB

Speakers : Åke Reimer & Teodor Sten
NLSDays 2026

AGENDA

The product	2 min
The company	1 min
The market	1 min
What we are looking for	1 min

My Angolan story and everlasting memory from 1982



2026-08-26



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The problem:

**Chronic suppurative otitis media (CSOM),
Complications ; mastoiditis, meningitis**

NORMAL



2026-08-26

CSOM



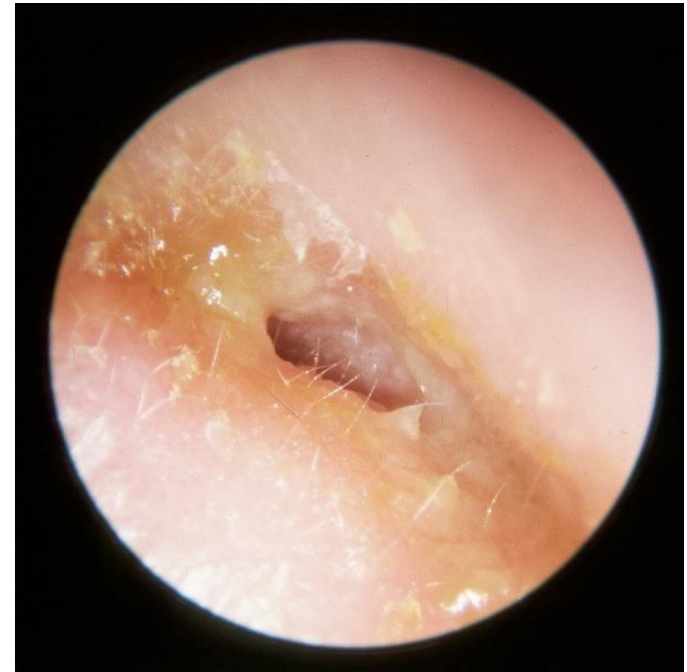
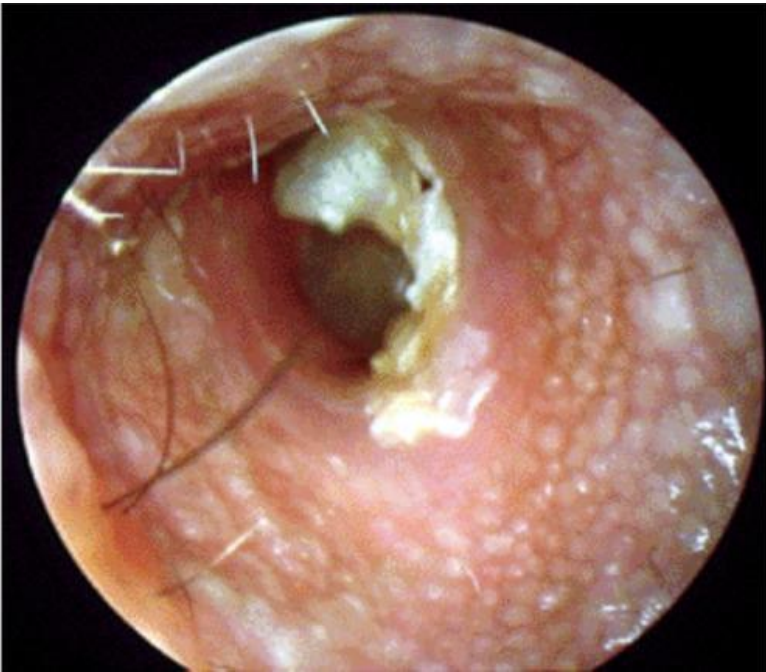
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MASTOIDITIS



The problem

External otitis



The solution

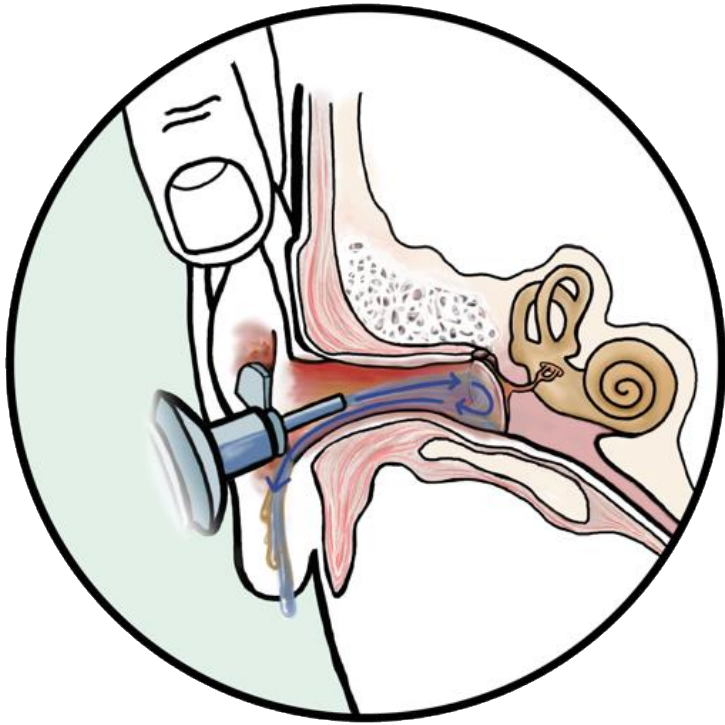




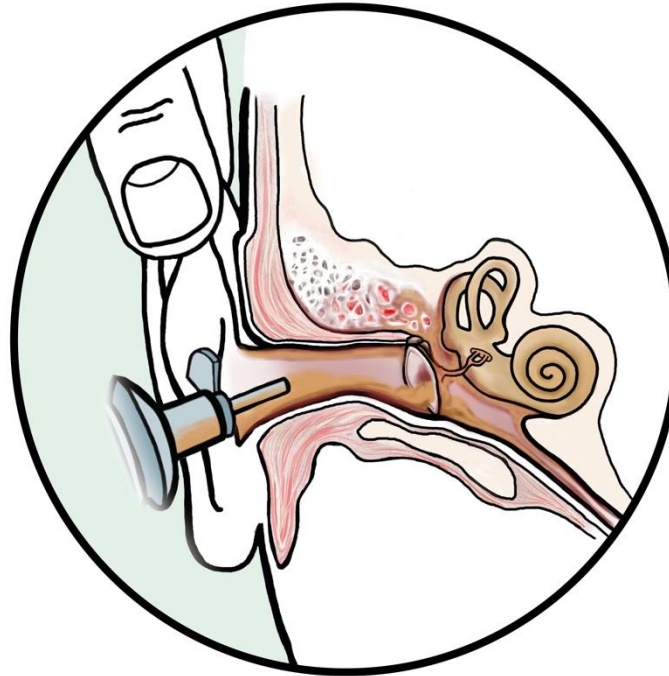
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The functions

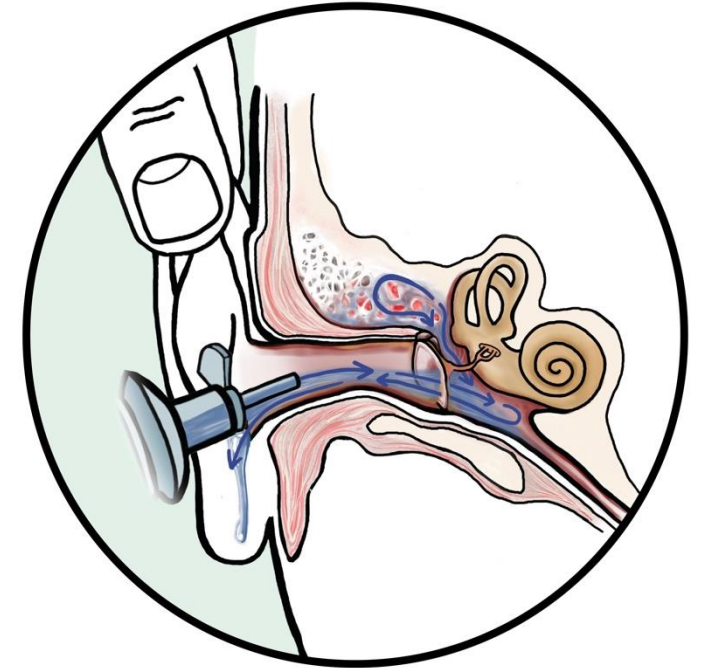


Rinse with solution in external otitis



**Suction of
pus/secretions from
the ear canal
(CSOM)**

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**Rinse with diluted
vinegar through
the hole in the
eardrum (CSOM)**

ReiBeck Innovation AB's assets

- Production tool pipette EarClean
- No patent but ”mönsterskydd” - design protection
- Ethical approval to perform clinical trial in Sweden
- CE marking class I (approved device for marketing in EU)
- Partnership with pipette manufacturer (TsPlast Sweden)



Dra Palmira Kuatoko, ORL clinic
Luanda Angola

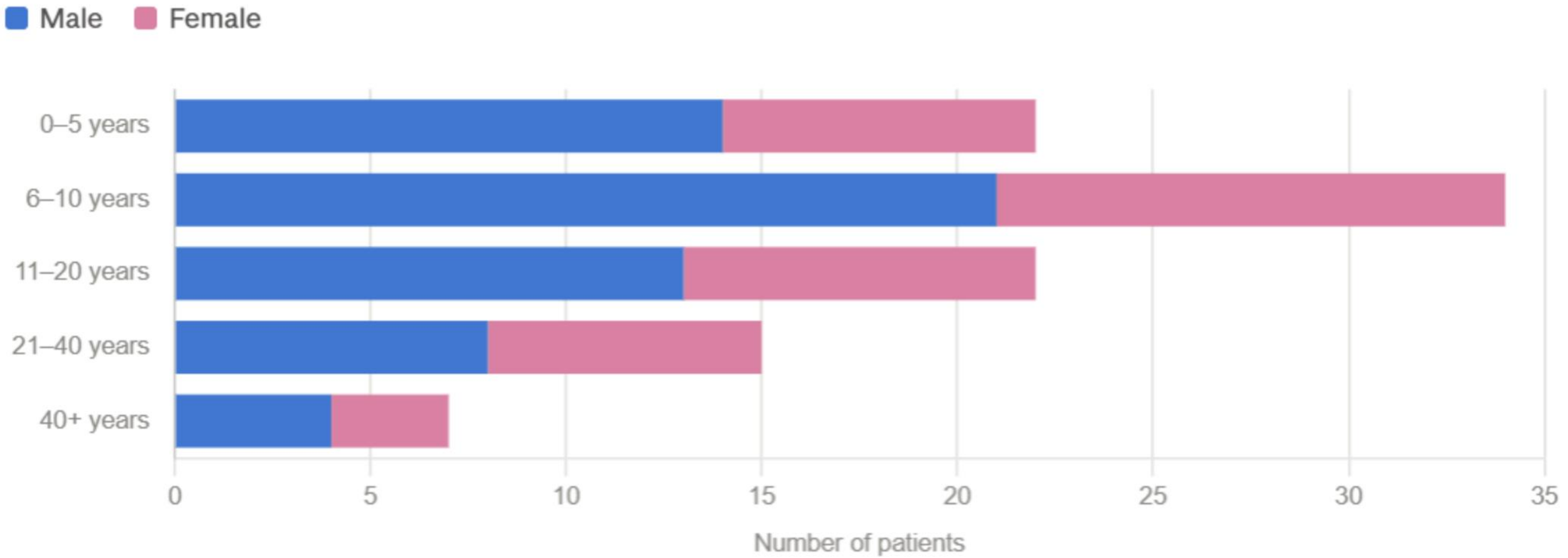
Supported by dr Tuula
Pelkonen, Finland and dr Åke
Reimer, Sweden

- Academic collaboration between dra Kuatoko and researchers at Department of Otorhinolaryngology at Lund University Hospital ,Sweden is planned.

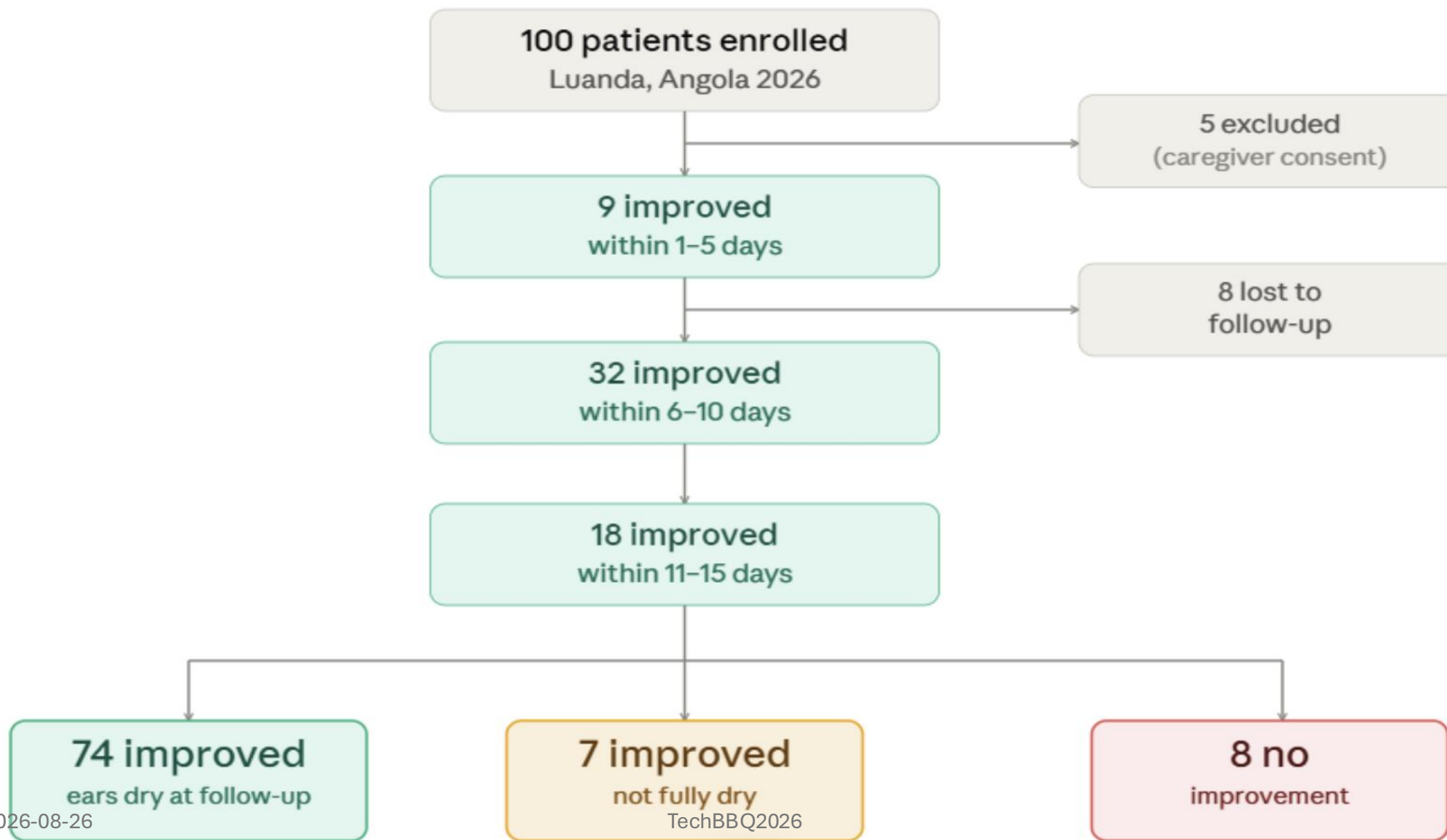


Ear doctor suck pus out of the ear canal of a 2-year-old girl with long-term ear discharge (CSOM), then rinse the ear with vinegar 2% , a mixture of clean drinking water and 4% vinegar.

CHART 3
Age and sex of patients



Treatment outcomes over time



MARKET

1 solution. 2 problems.

Two different markets:

- **EU**
 - Self-care and medical clinics
- **Developing countries**
 - CSOM treatment

MARKET - EU

Simple tool for ear care

PMCF study in progress...

External otitis, 10% suffer from it once

CE marked - ready to sell ✓

PRRC handled ✓



MARKET – low income countries



MARKET – low income countries

CSOM treatment

TAM – Total Addressable Market: **EUR ~875M/year**

SAM - Serviceable Available Market: **EUR ~95M/year**

60% profit margin $\Rightarrow$ EUR ~57M/year in gross profit

Investment opportunities - Partners

- **Distribution partners**
Medical device distributors in Scandinavia and EU
- **NGOs / humanitarian organizations**
For CSOM deployment in Africa
- **ENT clinics & GP networks**
For PMCF study participation in Sweden

Let's
connect
today!

www.EarClean.se

2026-08-24

Thank you!



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Malmö, Sweden