



Press information
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Opus establishes factory and sales office in China

The board of Directors of Opus Prodox AB has decided that Opus will establish a factory and a sales office in the Guangdong province in southern China. The establishment is following the business plan that the company presented when it was listed in April. This investment helps the company to achieve several goals. Increased margins and ability to compete against competitors due to lower manufacturing costs. Increased capability of manufacturing to secure growth possibility and increased volumes. The investment is also an offensive break into the Chinese market, which is expected to grow extensively when new regulations for emission testing is implemented.

Opus has been active in China since several years in order to find suppliers and to sell products. In China the company already have several sub-suppliers producing parts at good quality. The last 12 months the company has had a Chinese consultant working. He will now become the head of the new Chinese company. The factory will be in operation within 6 month and reach full capacity in first half of 2007, when the staff will be approx. 20 at a cost must lower compared to Sweden.

Initially Opus Hong Kong Ltd. will be established to take care of the operations inside China. When Opus China Ltd. is established also the local sales will be able to start. However to sell emission analyzers inside China requires a national approving which takes time. Opus Hong Kong Ltd. will also act as trading company for deliveries to Opus customers in Asia. Opus in Sweden will concentrate on product development, Europeisation and customer adaptations as well as service and support.

- One of the highest risks when establishing production in China is the risk of being copied, says Jörgen Hentshel, deputy Managing Director, and responsible for the project at Opus. By using several sub-suppliers and owning the final assembly ourselves we increase the control and minimize the risks. – Opus has also succeeded in head-hunting key employees from one of the largest manufacturers of emission test equipment which is an extensive advantage.

- Opus has sold test equipment in China before, but with a limited success and today the market leaders are all Chinese manufacturers, says Magnus Greko, Managing Director and head of sales at Opus. – All imported brands suffer from a import duty of 15-20%. - Through this investment Opus gets a serious chance to challenge the local manufacturers with its technology at the same terms.

This press info is also available in Swedish at www.opus.se

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Short about Opus:

The business idea of Opus Prodox AB is to develop, produce and sell products within Emission & Diagnostics, Fleet Management and Wireless Vehicle Inspection for the global market. The products include emission analyzers, diagnostic equipment, electronic driver log systems, Fleet Management systems and systems for Remote OBD. The company is selling in more than 30 countries all over the world. Opus is a public company and was listed on the "Aktietorget" list (Stockholm Stock Exchange Trading System) in April 2006. The company has 18 employees and the turnover was 21,3 MSEK in 2005.