NEW DELHI, India/FRANKFURT/MAIN, Germany: It has been reported that New Delhi-based Unicorn Denmart, one of India’s largest distributors of dental products and services, has become an exclusive dealer for German dental laser company elexxion. The recent agreement includes the company’s claros pico, a low-cost, mobile diode laser indicated for use in endodontics, as well as periodontic and soft-tissue laser surgery.

The agreement is elexxion’s first step into Asian markets. Its claros pico laser received market approval in Europe in late 2010 and has since been distributed in countries like Germany, France and Spain. It will extend Unicorn’s existing portfolio of laser dentistry devices, which includes a mini diode laser system imported from Dilas Diodenlaser in Germany. In addition to elexxion, the company stocks products from dental heavyweights such as Cefla Group, Vatech or NSK in India.

Elexxion shares on the Frankfurt Stock Exchange in Germany reacted positively.

Amann-Girrbach opens office in Singapore

SINGAPORE: The city-state has become host for another prominent dental market player: CAD/CAM specialist AmannGirrbach has announced the opening of a new branch in the Singapore River Planning Area. With this step, the Austrian company, which also has a subsidiary in the U.S., intends to expand its business in the Asia-Pacific and Middle Eastern markets.

The new Singapore branch will support Amann’s distribution partners in both regions through logistics and responsive customer service, the company said. It also announced plans for a help desk and company training centre to be established by the end of the year.

Founded through a merger of an Austrian and German company in 2004, AmannGirrbach manufactures laboratory instruments and CAD/CAM solutions. As one of a few providers worldwide, they offer a complete in-house milling solution for dental laboratories with their Ceramill product line.

Chairman Marco Ratz said that AmannGirrbach is currently experiencing average growth rates of 30 per cent per year in the combined Asian and Middle Eastern markets. The company makes €46 million in annual revenue, according to market sources.