

# Diagnostics

Reinventing POCT to deliver faster clinical interventions when it matters most.



March 2023



# Our Vision for the Future

Our vision is to deliver a healthier future for patients and physicians by reinventing point of care testing. Our aim is to disrupt the diagnostics market with accessible and affordable POCT solutions whilst building long-term valuable relationships with our customers and partners.

We invite you to join us on this journey and to explore the opportunities together.



# Introducing Point of Care Testing (POCT)

## Moving Testing into the Community

- We specialise in easy-to-use POCT solutions that give quality results, with demonstrable efficiencies, and return-on-investment.
- POCT or "with-patient testing" does not require samples being sent to labs for results, providing accurate and reliable results within minutes, as opposed to hours or days.
- This means that testing can now take place in community and primary care settings, such as pharmacies, clinics, dental practices, nursing homes and public facilities like health centres; expediting clinical decisions and reducing the impact and cost of emergency care if untreated issues escalate.
- Our rapid and affordable POCT devices are compatible with 38 CE-IVD and UKCA tests, of which 16 tests require only a finger-prick blood specimen, offering laboratory-grade results in minutes instead of hours



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# The shift towards point of care testing for sustainable healthcare

17 August 2022 | 7min

Source: HealthcareTransformers [link](#)



**Tony Cambridge, Lead Biomedical Scientist**  
Pathology Management

### Quick Takes

- Community-based, decentralized diagnostic ecosystems, wearable technologies and at-home testing solutions improve accessibility and may help reduce healthcare spending
- Healthcare leaders need to invest in innovative point of care testing technologies, resources, and facilities to relieve the burden on in-person hospitalizations and unnecessary and expensive therapeutic interventions
- Point of care testing will help shape the future of personalized care and aid in a more sustainable healthcare future

Endorsed by  
**ROYAL PHARMACEUTICAL SOCIETY**

General Pharmaceutical Council

**NHS**

## Point of care testing in community pharmacies

Guidance for commissioners and community pharmacies delivering NHS services

Version 1, January 2022

Source: NHS England [link](#)

### Why Near-Patient Testing?

<b>Postal</b>	<i>Delayed</i>
<ul style="list-style-type: none"> <li>• Time lag between the sample date – requires 2 visits to healthcare professionals</li> <li>• Postal issues (loss/delay)</li> <li>• Costly per sample</li> <li>• No training required</li> </ul>	
<b>Local</b>	<i>Administration-Heavy</i>
<ul style="list-style-type: none"> <li>• No automation, many opportunities for error</li> <li>• Not sustainable for a large cohort of patients</li> <li>• Costs taken on by the trust</li> </ul>	
<b>Near-Patient Testing</b>	<i>Immediate Decision</i>
<ul style="list-style-type: none"> <li>• 'One-stop-shop'</li> <li>• At risk patients identified immediately</li> <li>• Structured clinics, high level of F2F patient contact (other side-effect monitoring, social prescribing)</li> <li>• Scalable</li> </ul>	

Source: POCTinnovators [link](#)

# Global focus on POCT to drive sustainable and efficient healthcare diagnostics



# Opportunity for Growth with POC Testing

## Providing Accessible and Rapid Testing with Laboratory-Grade Results

- The global Point of Care (POC) diagnostics market is forecast to almost double between 2022 and 2027 creating exponential growth potential for POC test suppliers.
- COVID-19 pandemic has driven de-centralisation in testing, intensifying this growth potential.
- Diagnostics POCT devices significantly reduce costs, unnecessary medication and surgeries, whilst providing valuable information for physicians in a timely manner, to prevent disease progression and save lives. Opportunity for **Pharmacies, Private Clinics and Dental Practices** to provide diagnostic or monitoring tests either as a private service or as part of National Health Services



Source: MarketsandMarkets



\* (Point of Care & Rapid Diagnostics Market by Product, Platform, Mode of Purchase, End User - Global Forecast to 2027)

Integrated Care Systems.

# Invented by a Company Driven by Innovation

- The Diagnostics POCT range is manufactured by a company dedicated to the production of innovative in vitro diagnostic instruments and diluents.
- Over 60% of its 600+ employees work in research and development (R&D), ensuring products are at the forefront of cutting-edge science technology.
- Its R&D leadership team are from globally renowned scientific research institutions and biomedical companies. Production quality is ensured by an external and independent QC team.



# Diagnositics Device Portfolio: a new approach to testing

Providing accessible and rapid testing with  
laboratory-grade results

- Our analyser devices use **Time-Resolved Fluorescence Immunoassay (TRFIA)**, a highly sensitive assay, able to overcome the instability of enzyme markers. This provides an enhanced solution for in vitro immunological detection.
- Users can perform up to **38 different tests** through a single device, providing an extremely efficient and flexible solution. Pharmacies, Private Clinics and Dental Practices can perform up to 16 different capillary (finger prick) tests through a single device, providing an extremely efficient and flexible solution.
- Test results provide accurate **quantitative values**, instead of simple binary positive or negative results and may help to identify appropriate patient pathways.



# PL40 MINI

Our handheld, portable device is ideal for use in pharmacies, medical centres, intensive care units and public facilities such as health centres.

Method	Time-resolve Fluorescence Immunoassay (TRFIA)
Specimen	Serum / Plasma / Whole Blood / Nasal / Hair / Capillary
Weight	600g
Dimensions	191mm x 84.5mm x 45mm (LxWxH)
Screens	5.0" inch touch screen
System	Android
Data Storage	50000
Battery	Built-in lithium battery - Standby time 72 Hours
Communications	Type-C, 4G, USB, WIFI and Bluetooth





# PL110 MEDI

Our smaller device is designed for professional use in pharmacies, medical centres, clinics, ambulances, rural areas etc.

Method	Time-resolve Fluorescence Immunoassay (TRFIA)
Specimen	Serum / Plasma /Whole Blood / Nasal / Capillary
Weight	1.3 kg
Dimensions	225mm x 152mm x 105mm (LxWxH)
Screen	7 inch colour touch screen
Data Storage	10000
Printer	Built-in thermal printer
Battery	Built-in lithium battery - Standby Time 10 Hours
Communications	RS232 (LIS/HIS), USB



# PL210 MAXI

Our high throughput desktop device can run 8 tests simultaneously, making it ideal for use in hospitals, intensive care units, emergency rooms and clinics.



Method	Time-resolve Fluorescence Immunoassay (TRFIA)
Specimen	Serum / Plasma Whole Blood / Nasal / Capillary
Weight	7.5 kg
Dimensions	390 mm x 290 mm x 205mm (LxWxH)
Screen	10.1 inch HD touch screen
System	Android
Data Storage	10000
Printer	Built-in thermal printer
Communications	RS232 (LIS/HIS), RK45, USB, WIFI, Bluetooth



# These products have been validated to ensure quality test results

Approved by regulatory bodies and validated by laboratory partners

## Regulatory Bodies



## Laboratories



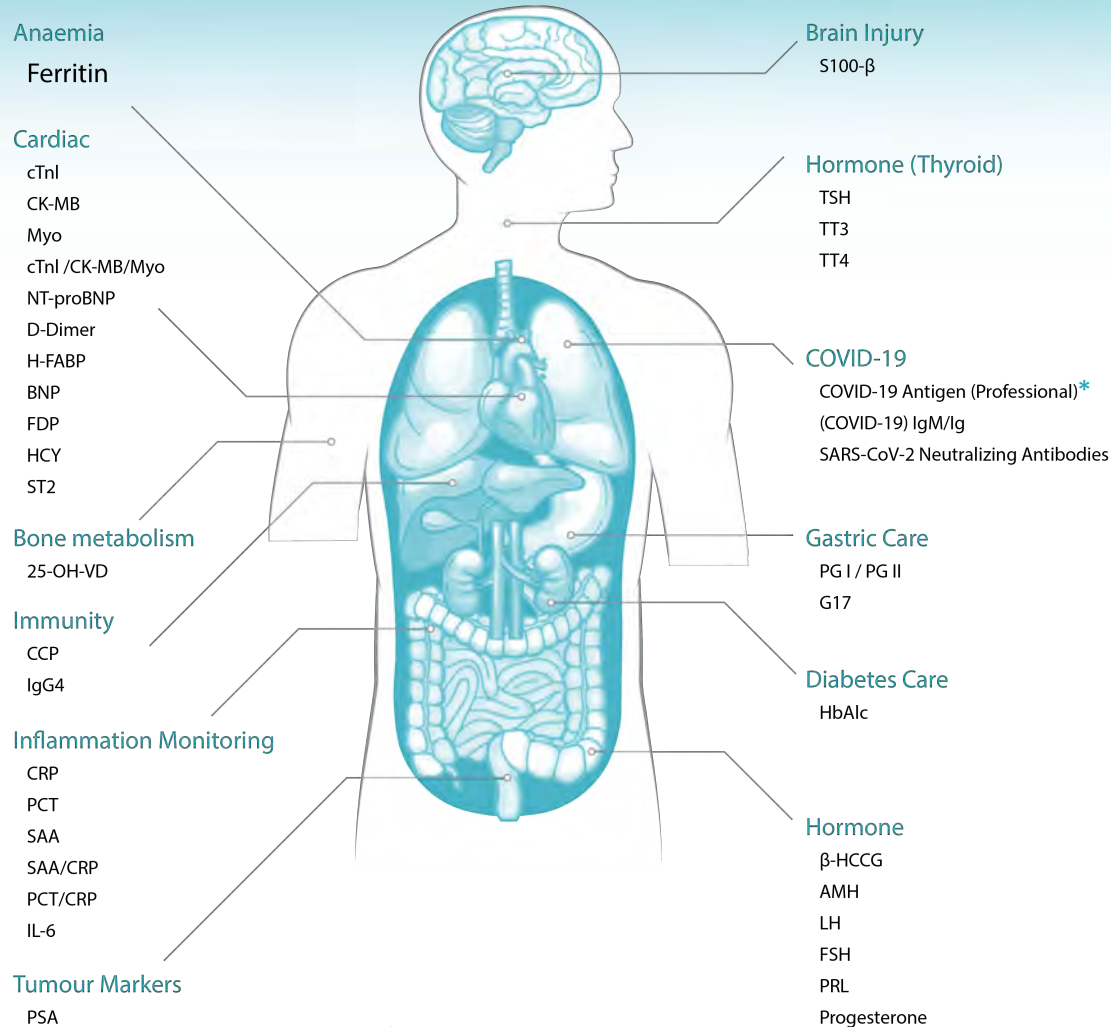
Imperial College  
London



# Diagnostics Full Test Portfolio

38 Rapid Tests Delivering Quantitative Laboratory-Grade Results

20+ Tests in CE-IVD Progress



\* Not available in UK

<b>Drug</b>	<b>Hormone</b>
- MET	- Testosterone
- KET	- FT3
- MPO	- FT4
<b>Brain Injury</b>	<b>Cardiac</b>
- Aβ1-42	- Hs-cTnl
- AD7c-NTP	- Lp-PLA2
- P-Tau-181	
<b>Immunity</b>	<b>Renal Function</b>
- ASO	- NGAL
- RF	- mAlb
	- Crea
	- UA
<b>Infection</b>	- cMyBP-C
- ASFV-Ab	



# 16 Capillary (finger-prick) Tests

Suitable for rapid test services provided by Pharmacies, Private Clinics and Dental Practices

Category	Capillary Test	Volume	Reaction	Biomarker	Product Description
COVID-19	IgM/IgG	5 µl	15 min	Immunoglobulin M/Immunoglobulin G	Quantifies COVID-19 IgM/IgG antibody level
	NAb	20 µl	15 min	Neutralizing antibodies	Quantifies COVID-19 neutralizing antibody levels
Hormone	TSH	30 ul	15 min	Thyroid stimulating hormone	Used to find out how well the thyroid is working
	β-HCG	30 ul	15 min	Human chorionic gonadotropin	Confirms pregnancy, age of fetus / detect potential miscarriage / screen for Down's syndrome/tumour marker for testicular cancer
Cardiac	cTnI	30 ul	10 min	Cardiac troponin I	An aid in the diagnosis of myocardial injury / acute coronary syndrome
	cTnI/CK-MB/Myo	30 ul	10 min	Cardiac troponin I / Creatine phosphokinase-MB/ Myoglobin	3 in 1 combo test - detection for AMI and other acute myocardial diseases
	D-Dimer	30 ul	10 min	D-dimer	Diagnoses blood clotting disorder including deep vein thrombosis
	FDP	30 ul	10 min	Fibrin degradation products	Diagnoses disseminated intravascular coagulation (DIC)
Diabetes Care	HbA1C	5 µl	5 min	Glycosylated hemoglobin	Measures the average blood glucose level of patients in past 2-3 months. Indication of how diabetes is being controlled
Inflammation Monitoring	CRP	5 µl	3 min	C-reactive protein	Finds and monitors conditions that cause infection and inflammation. Predictor of post-operative complications
	SAA	5 µl	3 min	Serum amyloid A	Direct marker for tissue damage or inflammation
	SAA/CRP	5 µl	5 min	Serum amyloid A/ C-reactive protein	2 in 1 combo test - detection for infection and inflammation
	PCT/CRP	30 ul	10 min	Procalcitonin/ C-reactive protein	2 in 1 combo test - aids in diagnosis and monitoring of infection/inflammation
	PCT	30 ul	10 min	Procalcitonin	Indicator of severe bacterial inflammation and fungal infection
Immunity	CCP	10µl	15 min	Anti-cyclic citrullinate peptide antibody	Helps diagnose rheumatoid arthritis
Anemia	Ferritin	5 µl	15 min	Ferritin	The most sensitive test for the diagnosis of iron-deficiency anemia



# Market Ready: 38 Rapid Tests

Providing insight to monitor conditions and enable clinical diagnosis

Category	Test	Biomarker	Product Description
Covid-19	IgM/IgG	Immunoglobulin M/Immunoglobulin G	Quantify COVID-19 IgM/IgG antibody level
	Neutralizing antibodies	Neutralizing antibodies	Quantify COVID-19 neutralizing antibody levels
Hormone	TSH	Thyroid stimulating hormone	Used to find out how well the thyroid is working
	TT3	Total triiodothyronine	Diagnose hyperthyroidism / monitor treatment for thyroid disorder
	TT4	Thyroxine	Evaluate thyroid function / diagnose thyroid disorders
	LH	Luteinizing hormone	Diagnose fertility problems / identify fertile period / diagnose menstrual changes or problems / diagnose early or delayed puberty in children
	FSH	Follicle-stimulating hormone	Diagnose fertility problems / identify fertile period / diagnose menstrual changes or problems / diagnose early or delayed puberty in children
	PRL	Prolactin	Diagnose tumor of the pituitary gland / cause of menstrual irregularities / cause of a man's low sex drive/erectile dysfunction
	Progesterone	Progesterone	Find cause of infertility / monitor high-risk pregnancy
	AMH	Anti-Müllerian hormone	Analyse a woman's ovarian reserve / assess fertility
Cardiac	β-HCG	Human chorionic gonadotropin	Confirm pregnancy, age of fetus / detect potential miscarriage / screen for Down's syndrome/tumour marker for testicular cancer
	Myo	Myoglobin	Marker for heart or muscle injury / severity of heart attack
	cTnI	Cardiac troponin I	An aid in the diagnosis of myocardial injury / acute coronary syn.
	CK-MB	Creatine phosphokinase-MB	Early marker of acute myocardial infarction
	cTnI/CK-MB/Myo	Cardiac troponin I/ Creatine phosphokinase-MB/ Myoglobin	(3 in 1 combo test) detection for AMI and other acute myocardial diseases
	D-Dimer	D-dimer	Diagnose blood clotting disorder including deep vein thrombosis
	NT-proBNP	N-terminal pro b-type natriuretic peptide	Diagnose and monitor for heart failure
	BNP	Brain natriuretic peptide	Diagnose and monitor heart failure
	HCY	Homocysteine	Screen for heart disease in people at high risk for heart attack or stroke
	H-FABP	Heart-type fatty acid-binding protein	Early cardiac marker for diagnosis of acute myocardial infarction
	ST2	Suppression of tumorigenicity 2	A strong predictor of cardiovascular outcomes in both chronic and acute heart failure
Diabetes Care	FDP	Fibrin degradation products	To diagnose disseminated intravascular coagulation (DIC)
	HbA1C	Glycosylated hemoglobin	Measures the average blood glucose level of patients in past 2-3 months. Indication of how diabetes is being controlled

# Market Ready: 38 Rapid Tests (ctd)

Providing insight to monitor conditions and enable clinical diagnosis

Inflammation Monitoring	<b>CRP</b>	C-reactive protein	Find and monitor conditions that cause infection and inflammation. Predictor of post-operative complications
	<b>SAA</b>	Serum amyloid A	Direct marker for tissue damage or inflammation
	<b>SAA/CRP</b>	Serum amyloid A/ C-reactive protein	(2 in 1 combo test) Detection for infection and inflammation
	<b>PCT/CRP</b>	Procalcitonin/ C-reactive protein	(2 in 1 combo test) Aid in diagnosis and monitoring of infection/inflammation
	<b>IL-6</b>	Interleukin-6	Evaluate conditions of inflammation or infection (lupus, rheumatoid arthritis, sepsis)
	<b>PCT</b>	Procalcitonin	Indicator of severe bacterial inflammation and fungal infection
Gastric Function	<b>G17</b>	Gastrin 17	Early detection of chronic atrophic gastritis (CAG)
	<b>PG I/PG II</b>	Pepsinogen I/Pepsinogen II	Screening for gastric function, infection, ulcer
Tumour Markers	<b>PSA</b>	Prostate-specific antigen	Screens for prostate cancer
Brain Injury	<b>S100-β</b>	Calcium-binding protein B	Mainly used in brain trauma, cerebral stroke and hypoxic ischemia encephalopathy
Immunity	<b>CCP</b>	Anti-cyclic citrullinate peptide antibody	To help diagnose rheumatoid arthritis
	<b>IgG4</b>	IgG4	Diagnose IgG4-related disease
Bone Metabolism	<b>25-OH-VD</b>	25-OH-VD	Monitor Vitamin D levels
Anemia	<b>Ferritin</b>	Ferritin	The most sensitive test for the diagnosis of iron-deficiency anemia



# 20+ Rapid Tests in Scope

In CE-IVRD progress

Category	Test	Biomarker	Product description
Drug	MET	Methamphetamine	Drug test
	KET	Ketamine	Drug test
	MOP	Morphine	Drug test
Alzheimer's Disease	A $\beta$ 1-42	Amyloid beta peptide 1-42	Detect the Alzheimer's central biomarker for alzheimer's disease
	AD7c-NTP	Neuronal thread protein	Determination of human Alzheimer's associated neuronal thread protein
	P-Tau-181	Phosphorylated Tau 181	Screening and diagnosis of Alzheimer's disease
Immunity	ASO	Antistreptolysin O	Checks for the presence of a streptococcus infection
	RF	Rheumatoid Factor	Diagnose rheumatoid arthritis
Hormone	Testosterone	Testosterone	Used to diagnose several conditions:decreased sex drive in men and women, infertility in men and women, erectile dysfunction in men, tumors of testicles in men, irregular menstrual periods in women...
	FT3	Free triiodothyronine	Determines whether the thyroid is performing properly.
	FT4	Free thyroxine	Determines whether the thyroid is performing properly.
Cardiac	Hs-cTnl	High-Sensitive Cardiac Troponin I	Helps to diagnose cardiovascular disease
	Lp-PLA2	Lipoprotein-Associated Phospholipase A2	Conveys the risk of developing a cardiovascular ailment or stroke in the future
	cMyBP-C	Cardiac Myosin Binding Protein-C	Diagnose myocardial infarction
	MPO	Myeloperoxidase	predict cardiovascular disease.
Renal Function	NGAL	Neutrophil Gelatinase-Associated Lipocalin	Early diagnosis of acute kidney injury
	mAlb	Microalbumin	Detects early signs of kidney damage in people who are at risk of developing kidney disease
	Crea	Creatinine	Measure of how well the kidneys are filtering waste from your blood.
	UA	Uric acid	Helps diagnose gout, find the cause of frequent kidney stones. Monitor the uric acid level of people undergoing certain cancer treatments.



# Market Ready: Test Bundles

## WOMEN'S HEALTH BUNDLES

### GENERAL WOMEN'S HEALTH BUNDLE

For women of reproductive age and in peri-menopause.

Provides an insight into fertility status and reproductive health, alongside general indicators of wellness.

Potential applications/settings: GP or Specialist Gynaecology Clinics, Women's Health Clinics, Menopause Clinics, Maternity Hospitals/Clinics, Fertility Clinics, Contraception Clinics, Pharmacies, Fitness Centres, Community Diagnostic Centres (CDCs)

#### ENERGY & METABOLISM

- Ferritin
- HbA1C
- CRP

Coming soon:

- Vitamin D
- T3
- T4
- TSH

#### REPRODUCTIVE HEALTH

- B-HCG
- Coming soon:
- FSH
- LH
- Progesterone
- PRL
- AMH

### MENOPAUSE BUNDLE

For women with established menopause, however, this does not confirm menopause.

Postmenopausal women often experience low energy levels, slower metabolism and are at risk for bone and hormonal disorders.

These markers can offer some insight into the status of postmenopausal women's health.

- Ferritin
- HbA1C
- CRP

Coming soon:

- FSH
- Vitamin D
- T3
- T4
- TSH

### MATERNITY BUNDLE

For pregnant women. These tests do not reflect fertility status.

This bundle assesses iron levels and hormonal status in order to assure healthier pregnancies and better outcomes for expecting mothers.

- B-HCG
- Ferritin
- HbA1C
- CRP

Coming soon:

- Vitamin D
- T3
- T4
- TSH

## PHARMACY BUNDLES

Offer your community the chance to be proactive about their health by providing them with convenient testing services. These bundles are designed for customers presenting with the most common ailments or offer insight into their general health.

### PREVENTATIVE CARE BUNDLE

- COVID-19 NAb test
- Ferritin
- HbA1C

Coming soon:

- Vitamin D
- PSA

Assess immunity against COVID-19 with our very accurate NAb test.

Other tests in this bundle are aimed at screening in order to detect potentially serious disorders.

### HEALTH & LIFESTYLE BUNDLE

This is a comprehensive range of tests to assess general health status with special focus on vitamins and hormones.

Offer your in-store products where appropriate, to help maximise your quality of service and expand revenue.

- Ferritin
- HbA1C
- CRP
- B-HCG

Coming soon:

- Vitamin D
- T3
- T4
- TSH

### COUGH & COLD BUNDLE

- COVID-19 IgM/ IgG
- COVID-19 Antigen
- CRP
- PCT
- IL-6

Combined tests offered: PCT/CRP

These tests help differentiate the common cold from bacterial and COVID infections.

Inflammatory markers can aid in the decision to recommend antibiotic treatment and assess the severity of infections.

## MEN'S HEALTH BUNDLES

Potential applications/settings: GP or Specialist Urology/ Endocrinology/ Cardiology Clinics, Pharmacies, Fitness Centres, Sports Clubs, Care Homes, Community Diagnostic Centres (CDCs)

### GENERAL HEALTH & LIFESTYLE BUNDLE

A general overview of health, using markers that reflect energy and metabolism alongside sexual organ health.

#### GENERAL HEALTH

- Ferritin
- HbA1C
- CRP

Coming soon:

- Vitamin D
- T3
- T4
- TSH

#### Coming soon for men aged 50 and over

- General health bundle
- PSA

#### Coming soon for reproductive health

- FSH
- LH
- Progesterone
- PRL

### CARDIOVASCULAR HEALTH BUNDLE

CVD is a leading cause of death amongst men. Chronic diseases such as diabetes and inflammatory conditions are often contributing factors towards poor vascular health. For men with previous cardiac incidents, or a diagnosis of heart failure, the following markers may be useful:

- HbA1C
- D-Dimer
- NT-Pro BNP
- CRP

Coming soon:

- FDP
- BNP
- HCY

## BUNDLES FOR ISOLATED LOCATIONS

In isolated locations, there is a need for prompt diagnosis of common and life threatening conditions in order to give the best possible care for patients. Our tests and devices can support clinical management and save time in locations where access to emergency diagnostic services is limited.

### INFECTIOUS DISEASE TESTS

- COVID-19 IgM/ IgG
- COVID-19 Antigen
- CRP
- PCT
- IL-6

Combined tests offered: PCT/CRP

### CARDIOVASCULAR TESTS

- CTnI
- CK-MB
- Myoglobin
- NT-Pro BNP
- Ferritin
- D-Dimer

Combined tests offered: cTnI/CK-MB/Myo

Coming soon:

- FDP
- BNP
- H-FABP

### ENDOCRINE TESTS

- B-HCG
- HbA1C

Coming soon:

- TSH
- TT3
- TT4

Our COVID-19 tests are indicative of current/recent infection by the virus and antibody status.

CRP, PCT and IL-6 are indicative of infection, emerging sepsis and the suitability of antibiotic treatment.

A comprehensive range of tests to aid the diagnosis of cardiovascular and haematological disorders including acute coronary syndrome, heart failure, anaemia and clotting dysfunction.

Endocrine disorders are often a reason for poor health presentations.

These tests identify common conditions including thyroid disorders, diabetes and pregnancy.

# Market Segment Opportunities

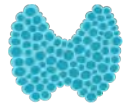
Each geographic region has its unique market opportunities.

The following examples illustrate some of the market segments that have potential in many countries.



# Market Segment Focus: Private Clinics and Dental Practices

POCT can change the way doctors and dentists interact with patients, speed up diagnosis and tailor treatment plans according to their needs. The following tests from our full test portfolio can be grouped for those presenting with specific symptoms or offered on an individual basis.



## Hormones & Metabolism

- 25-OH-VD (Vitamin D)
- Ferritin
- HbA1c
- T3
- T4
- TSH



## Cancer screening

- PSA



## Cardiovascular health

- NT- pro BNP
- BNP
- HCY
- FDP
- D- Dimer
- H-FABP
- CTnI
- Myoglobin
- CK-MB
- CTnI/CK-MB/Myo



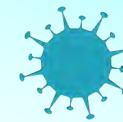
## Reproductive health

- B- HCG
- FSH
- LH
- Progesterone
- PRL
- AMH



## Gastric care

- G17
- PG I/PG II



## Infection and Inflammation

- COVID-19 NAb test
- COVID-19 IgM/ IgG
- CCP
- CRP
- PCT
- IL-6
- PCT/CRP
- SAA
- SAA/CRP



# Market Segment

## Focus: Pharmacies

An opportunity for pharmacies to increase revenue streams, whilst enabling the community to be proactive about their health by providing customers with convenient and flexible testing services. In Germany, the average pharmacy completes 30 tests per week offering excellent ROI.

The tests in these bundles from our full test portfolio can be offered to customers presenting with the most common ailments or offer insight into their general health.



### Preventative care

- COVID-19 NAb
- PSA
- HbA1C



### Health & Lifestyle

- 25-OH-VD (Vitamin D)
- Ferritin
- CRP
- TSH
- T3
- T4
- B-HCG



### Cough & Cold

- COVID-19 IgM/ IgG
- CRP
- PCT
- PCT/CRP
- IL-6



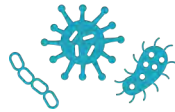
# Market Segment Focus: Corporate Healthcare

A healthy workforce is the key to sustainable growth for any organisation. Our tests can be used to screen employees for certain health conditions that could impact productivity or safety. Drug tests, currently in development, may be particularly beneficial to companies with vehicle fleets or operating heavy machinery.



## Health & Wellbeing

- 25-OH-VD (Vitamin D)
- Ferritin
- HbA1C
- TSH
- T3
- T4



## Infections

- COVID-19 IgM/ IgG
- COVID-19 NAb test
- CRP



# Market Segment Focus: Care Homes, Mental Health

Caring for vulnerable groups such as the elderly or disabled often entails knowing when to pursue emergency medical care. Alternatively, regular testing may be required as part of an agreed care plan, in conjunction with a GP or specialist department. These tests taken from our full test portfolio enable nursing home managers to monitor levels or identify serious conditions and seek timely medical interventions.



## Heart disease

- CTnI
- Myoglobin
- CK-MB
- CTnI/CK-MB/Myo
- NT- pro BNP
- BNP
- HCY
- H-FABP



## Blood clotting disorders

- FDP
- D-Dimer



## Preventative care

- COVID-19 NAb
- PSA
- HbA1C



## Sepsis and inflammation

- CRP
- PCT
- SAA
- SAA/CRP
- PCT/CRP
- IL-6



# Market Segment Focus: Hospitals & Emergency

High quality POCT has the potential to revolutionise emergency healthcare. The ability to test for a range of serious illnesses in a matter of minutes enables effective management and better outcomes for patients.



## Cardiovascular health

- NT- pro BNP
- BNP
- HCY
- FDP
- D- Dimer
- H-FABP
- CTnI
- Myoglobin
- CK-MB
- CTnI/CK-MB/Myo



## Sepsis

- CRP
- PCT
- SAA
- SAA/CRP
- PCT/CRP
- IL-6



# Market Segment Focus: Fitness Centers and Gyms

An opportunity for this segment to provide additional services to widen their business proposition and increase revenue streams. Empower fitness enthusiasts by gaining insight into their energy and metabolism status.

The following tests reflect basic factors influencing physical health including hormones, vitamins and minerals, beneficial for anyone at any stage of their fitness journey:



## Energy & Metabolism Package

- 25-OH-VD (Vitamin D)
- Ferritin
- HbA1c
- CRP
- T3
- T4
- TSH





# Marketing Support

Generating awareness and demand to drive commercial success

- Global marketing plan includes campaigns focused on specific conditions, tests or test bundles:
  - Neutralising Antibody (NAb)
  - Diabetes
  - Antimicrobial Stewardship
  - Women's Health
  - Men's Health
- Distributor Toolkit includes sales and marketing support materials that can be adapted to meet local market requirements.



# COVID-19 NAb Test – Pharmacies & Private Clinics

Key message: Peace of Mind For Your Customers

- Every person's immune response is unique and it is impossible to predict how an individual will respond to a COVID-19 vaccination or infection. Most people have little idea of their level of protection against COVID-19. The PremaLabs NAb test is the fastest, most accurate way to check for neutralising antibodies and evaluate protection status.
- Unlike conventional antigen tests, the PremaLabs' NAb test delivers detailed information on the presence and quantity of antibodies, providing a clear indication of an individual's level of potential protection against COVID-19. The test can be carried out in any setting, with on-site analysis of results in just 15 minutes.
- Now customers can be offered a quick and convenient way to understand their degree of protection – a valuable addition to the services you provide.



# Social Media Campaign HbA1C - Diabetes Test

- HbA1c is one of the core tests recommended within many of the PremaLabs Diagnostics bundles
- Our social media campaign focused on this recent clinical report that also supports the use of HbA1c testing for prediabetes and Type 2 diabetes screening purposes

Click [here](#) to access the scientific article

## SCREENING FOR PREDIABETES AND TYPE 2 DIABETES UNITED STATES PREVENTIVE SERVICES TASK FORCE (USPSTF) RECOMMENDATION STATEMENT

The vast majority of us are familiar with the term "Diabetes". A common but serious lifelong illness, it's no wonder healthcare authorities and experts are looking into best medical practice when it comes to preventing the disease from manifesting.

The USPSTF recommendations for screening for pre-diabetes and Type 2 diabetes:

- Adults aged 35 to 70 years
- Clinically overweight or obese
- Without any symptoms of diabetes
- Every 3 years

### Risk factors for the development of diabetes:

- Overweight or obese (BMI  $\geq 25$  and  $\geq 30$ )
- Age
- Family history
- Dietary & Lifestyle factors



### Why use HbA1c for screening?

- One of the 3 tests recommended for screening/diagnostic purposes
- Provides a measure of blood glucose concentration over 2-3 months
- Not affected by recent sugar intake or stress
- HbA1c tests do not require fasting or any preparations beforehand

### Complications of uncontrolled diabetes:



Leading cause of kidney failure and adult onset blindness in the US



Increased risk of cardiovascular and liver diseases like Non Alcoholic Steatohepatitis

US Preventive Services Task Force, Davidson KW, Barry MJ, Mangione CM, Cabana M, Caughey AB, Davis EM, Donahue KE, Douberni CA, Krist AH, Kubik M, Li L, Ogedegbe G, Owens DK, Pbert L, Silverstein M, Stevermer J, Tseng CW, Wong JB. Screening for Prediabetes and Type 2 Diabetes: US Preventive Services Task Force Recommendation Statement. JAMA. 2021 Aug 24;326(8):736-743. doi: 10.1001/jama.2021.12531. PMID: 34427594.



# Working Together to Realise the Vision

Our vision is to deliver a healthier future for patients and physicians by reinventing Point of Care Testing.

We have the expertise and product solutions to meet a real market need.

Let's explore how we can work together to disrupt the diagnostics market and realise the commercial opportunities that already exist.

**The journey starts today!**

