



## Medicon Hellas S.A.

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### Profile

Medicon Hellas S.A. is a public company, listed in the Athens Stock Exchange. It is a market leader in diagnostics in Greece, offering an extensive range of instrumentation, tests and procedures to clinical and research labs and partners abroad. The company owns facilities of 7,000 m<sup>2</sup> in the region of Attica to manufacture, import and provide diagnostic and point of care test systems, molecular diagnostics, laboratory automation, work flow improvement, software solutions and services that meet the highest quality standards, to state and private hospitals and laboratories. The company also produces and exports to OEM partners clinical chemistry, hematology and immunochemistry reagents.

Our state-of-the-art research lab is involved in cutting edge applied research for diagnostic products and procedures that enhance diagnostic efficiency, lower costs and improve quality of medically useful information to physicians for the benefit of patients and the society. Our facilities, products and services are certified to the highest international quality standards, such as ISO13485 and ISO9001. All our products comply fully with current regulations established in the European Union (CE marking) and by the requirements of the U.S. F.D.A.

We produce a comprehensive menu of products including:

- A complete range of clinical chemistry reagents for manual and automated use by several analytical platforms
- A vast range of immunoturbidimetry-based immunoassay reagents for automated use by several analytical platforms
- Reagents for hematology analyzers
- Monoclonal and polyclonal antibodies
- Cosmetics

Our product range is continuously updated with new diagnostic tests. We are known as the “special tests” company, as we focus on specific test groups (specific proteins, G-6-PDH, ADA, etc.) that very few companies actually produce all over the world. The latest additions to our product range are two modern chemistry analyzers, under the trade names Medilyzer BT and Medilyzer F, with a dedicated line of reagents under the trade name MLR.

We invest in strategic R&D projects with external teams from universities and research centers in Greece and abroad, to develop competitive products. Our R&D activities are channelled towards the

development of reagents for *in vitro* diagnostics. Longer term targets include the development of an immunoassay system for the detection of proteins or other analytes using chemiluminescence and the development of antibodies for our own use as raw materials, and sales to other manufacturers.

### **Future Objectives**

Our short-term goals focus on expansion to promising markets, mainly through local distribution of the Medilyzer range and MLR reagents. A network of distributors is currently being established in several countries in Southeastern Europe, the Middle East and North Africa. Furthermore an effort to expand the OEM sales of “specialized” tests is under way.

Longer-term goals aim at developing a complete range of *chemiluminescent immunoassay* reagents in cooperation with an instrument manufacturer, thus offering a low-cost solution to hormones, cardiac and cancer markers testing.

### **Target Partners & Collaborations**

We are seeking the following partners, for our products / technologies:

- **Immunochemistry *in vitro* diagnostic reagents** using latex-enhanced turbidimetry: Commercial partners, to distribute the tests under Medicon Trademark or on an OEM basis
- **Clinical Chemistry *in vitro* diagnostic reagents**, to be used by automated analyzers: Commercial partners to distribute or buy reagents on an OEM basis.
- **Medilyzer range and MLR reagents**: Commercial partners for distribution.
- **Immunoassay reagents** using magnetic particles and chemiluminescence: Collaboration with other SMEs/ Research Partners for the development of new devices using these reagents, or distributors to use the reagents in their own systems.
- Partners that need monoclonal and polyclonal antibodies against a variety of antigens.
- Partners that need production / purification of recombinant antigens.
- We are also interested in R&D and technology co-operation in the areas of molecular diagnostics and proteomics.

### **Company Representative** Spiridon Dimotsantos, CEO

Spyridon Dimotsantos is CEO and the President of the Board of Directors of MEDICON GROUP of Companies. He has extensive experience in R&D, quality control, production of pharmaceuticals, automated analytical instruments and diagnostic reagents.