

ABL

Advanced
Biological
Laboratories



Improving Disease Management

ADVANCED BIOLOGICAL LABORATORIES

ABL

Company Overview



ABL GROUP OVERVIEW





Advanced Biological Laboratories (ABL), S.A., is a diagnostic and medical software company founded in 2000 as a spin-off from LIH (Luxembourg)

ABL's mission is to develop, manufacture and commercialize proprietary end-to-end diagnostic solutions for infectious diseases and oncology, in recurrent chronic diseases

The group is a 100% privately owned company, with offices in Luxembourg, France, Spain, South Africa and United States



**25-30% growth/year
for 5 years**

Estimated Turnover 2020 (EBITDA ~25-30%)

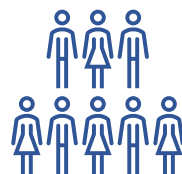


**~20% turnover
reinvested in R&D**



~20.000 sqf

Labs & offices



60+

Personnel across R&D,
Manufacturing, Sales, Marketing,
Logistics & Services



ABL

Advanced
Biological
Laboratories

2001

ABL S.A. Creation
(Luxembourg)

2005

**Acquisition of
TherapyEdge Inc.**
(USA)

2008

Launch of the DeepChek®

Exclusive agreement with
Roche Diagnostics Spain

2013

**Acquisition of Evivar
Medical (AU) assets**

Launch of the Reagents
Business

2016

**ABL France creation for
the Assays Business**

Acquisition of Fédialis
Médica from GSK (FR)

Distribution agreement
with RTC (EQUIP)

2018

Acquisition of CDL Pharma
to develop CRO related
services and assays
manufacturing capacity

2020

**AdvancedDx Biological
Laboratories** created in
the USA

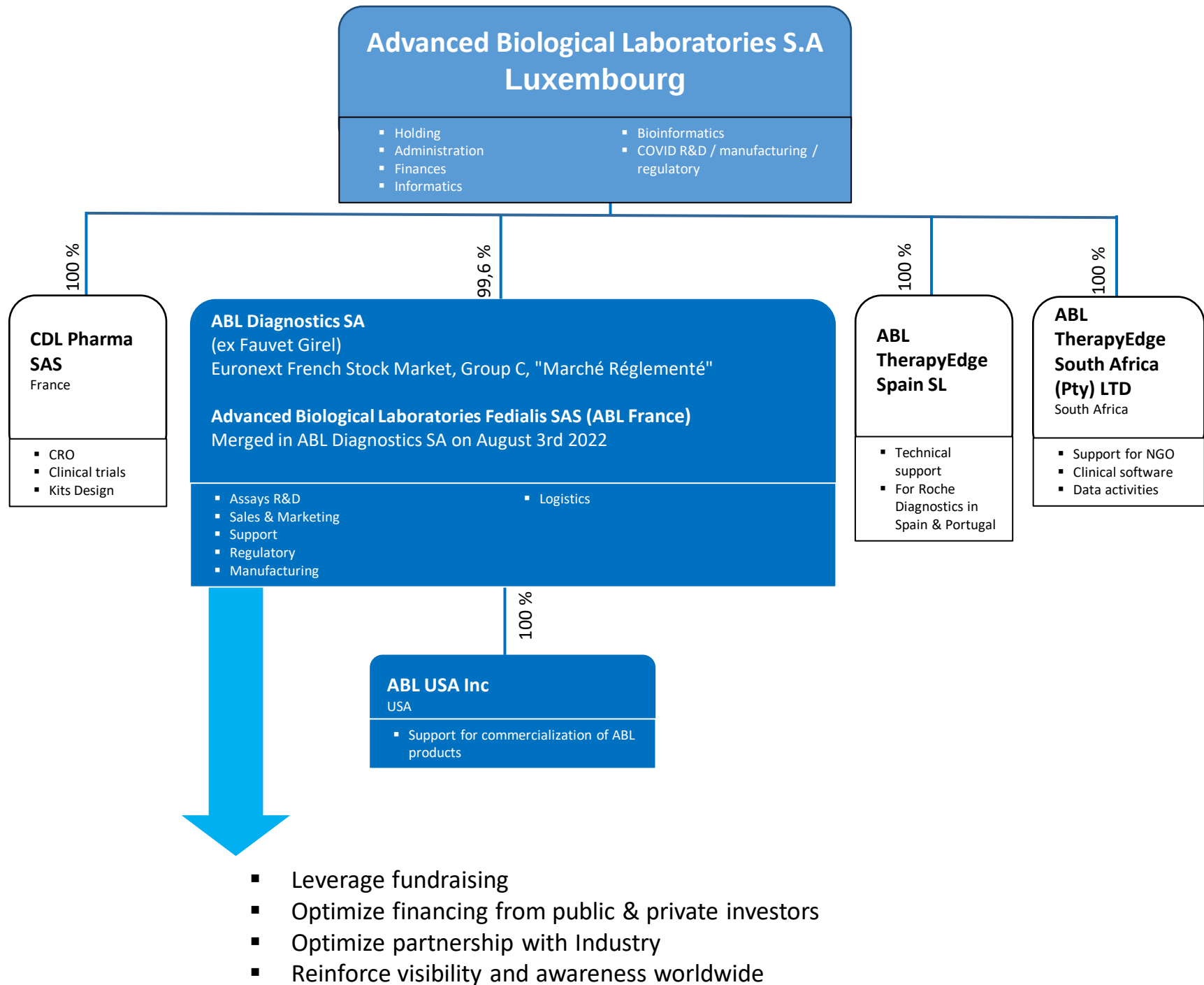
HIV Genotyping Assays CE
IVD marked

2021

Partnership with LNS

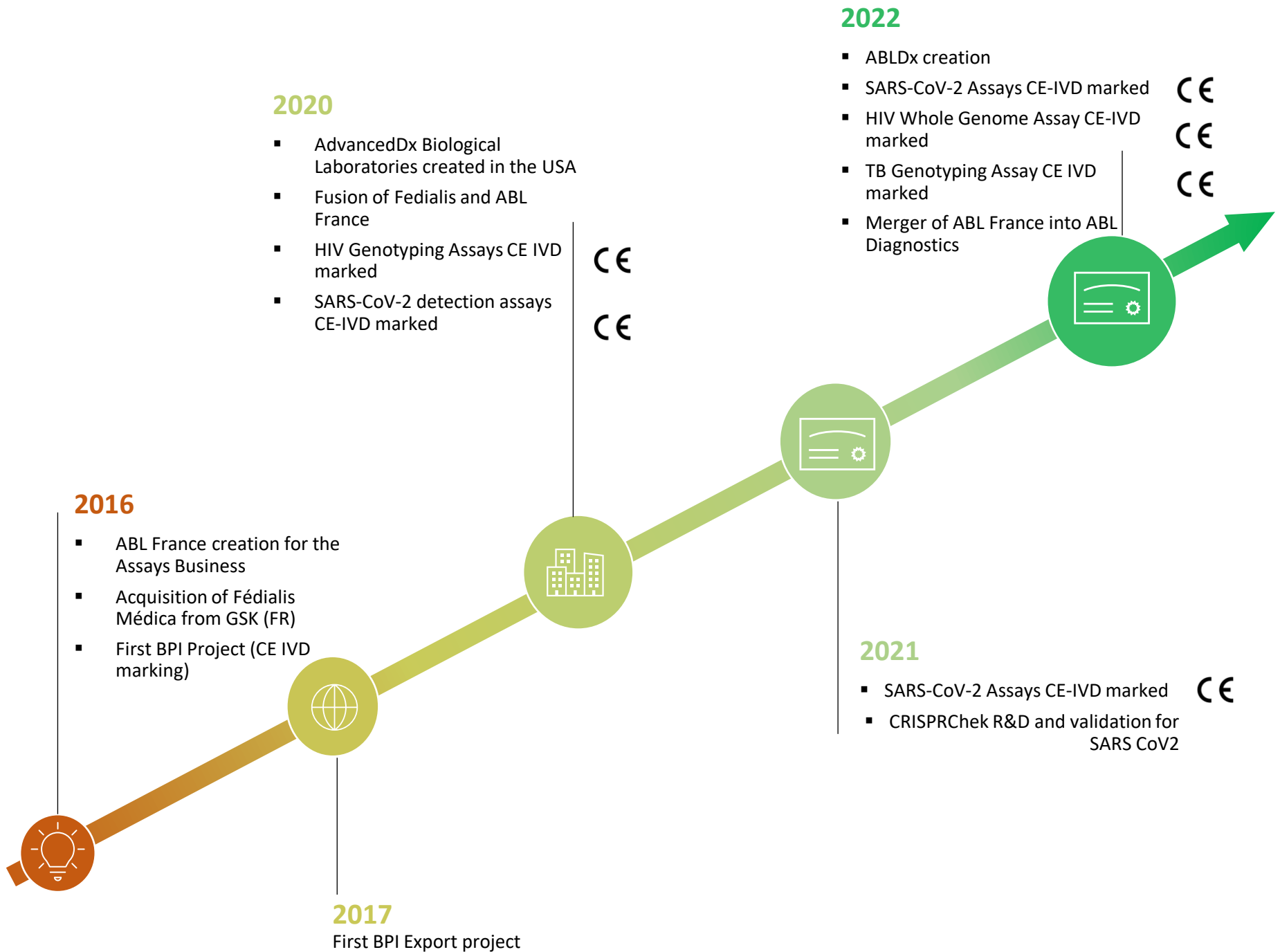
SARS-CoV-2 Assays CE-IVD marked

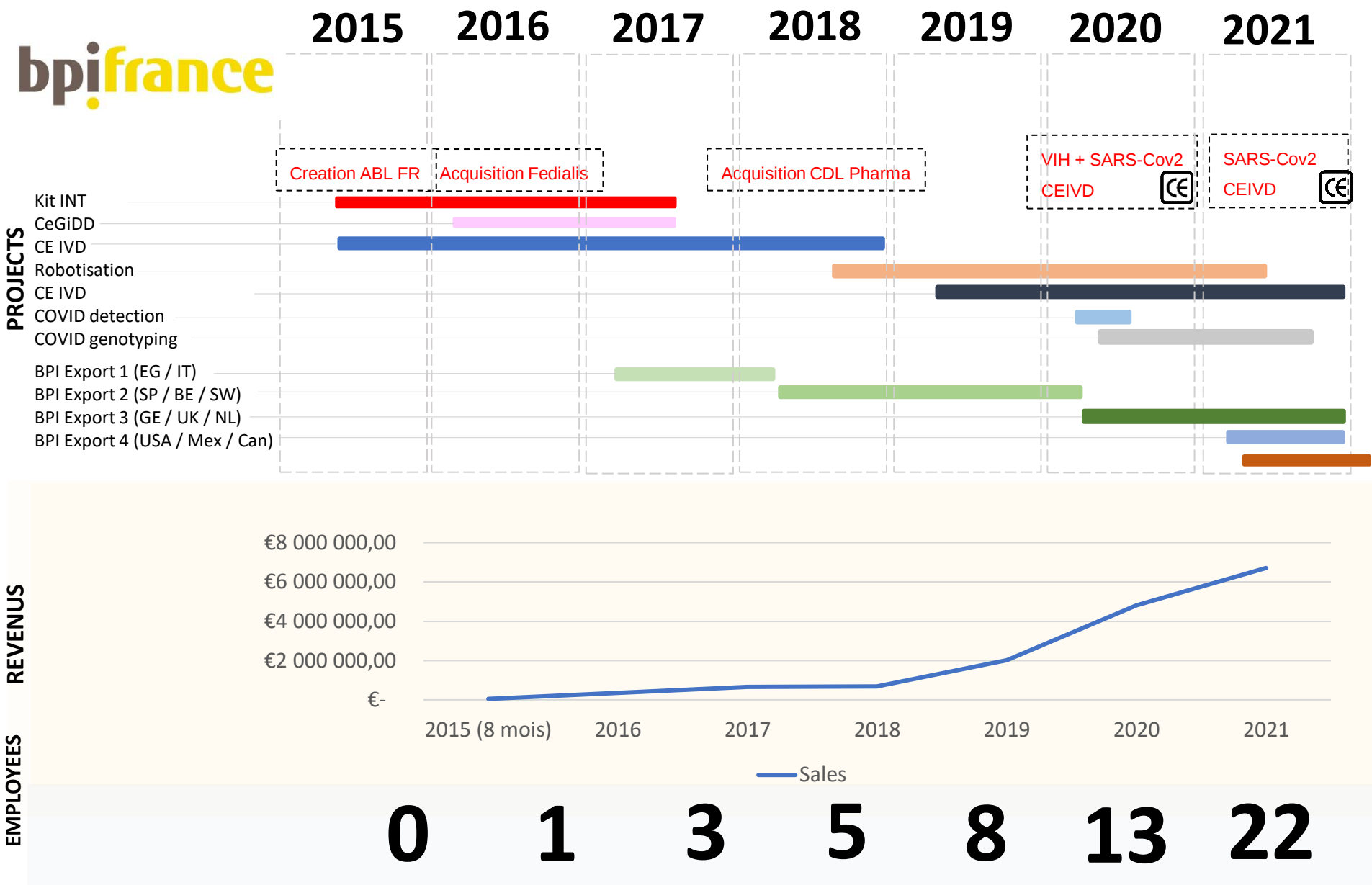
IPO EuroNext Fauvet Girel
ABL Diagnostics (Oct 2021)



ABL FRANCE / DIAGNOSTICS OVERVIEW







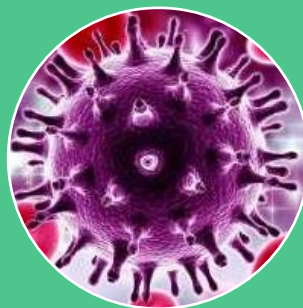


Commercialize Worldwide ABL Diagnostics Proprietary Products in Infectious Diseases



Diagnostics – Genotyping

- PCR assays
- Sequencing assays
- Instruments
- End-to-end solution



Diagnostics – Molecular detection

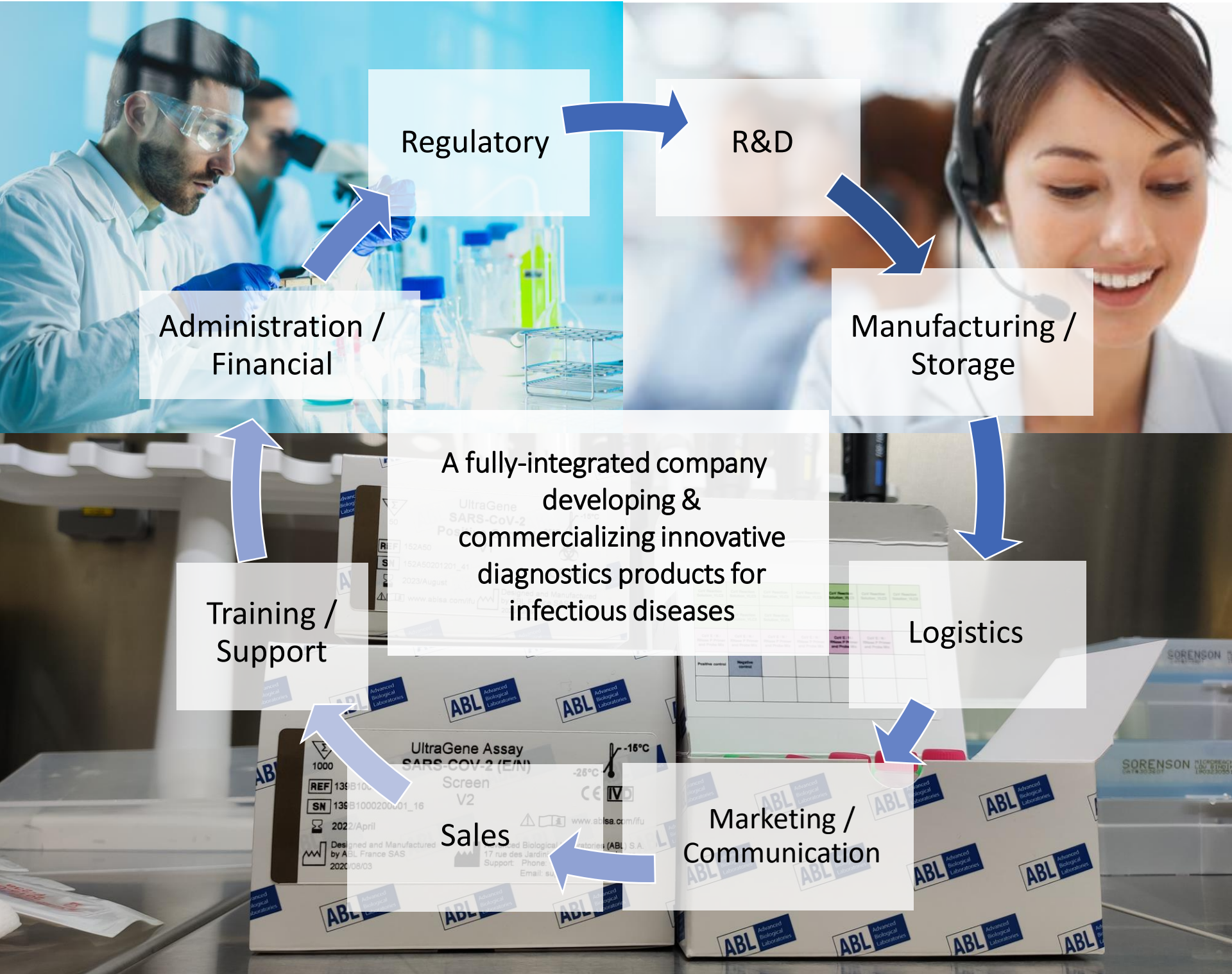
- RNA/DNA extraction
- qPCR assays
- Instruments
- End-to-end solution



Life Science

- Sample collection kits
- Sequencing reagents
- Purification reagents
- RNA/DNA Extraction
- Instruments





PRODUCTS OVERVIEW

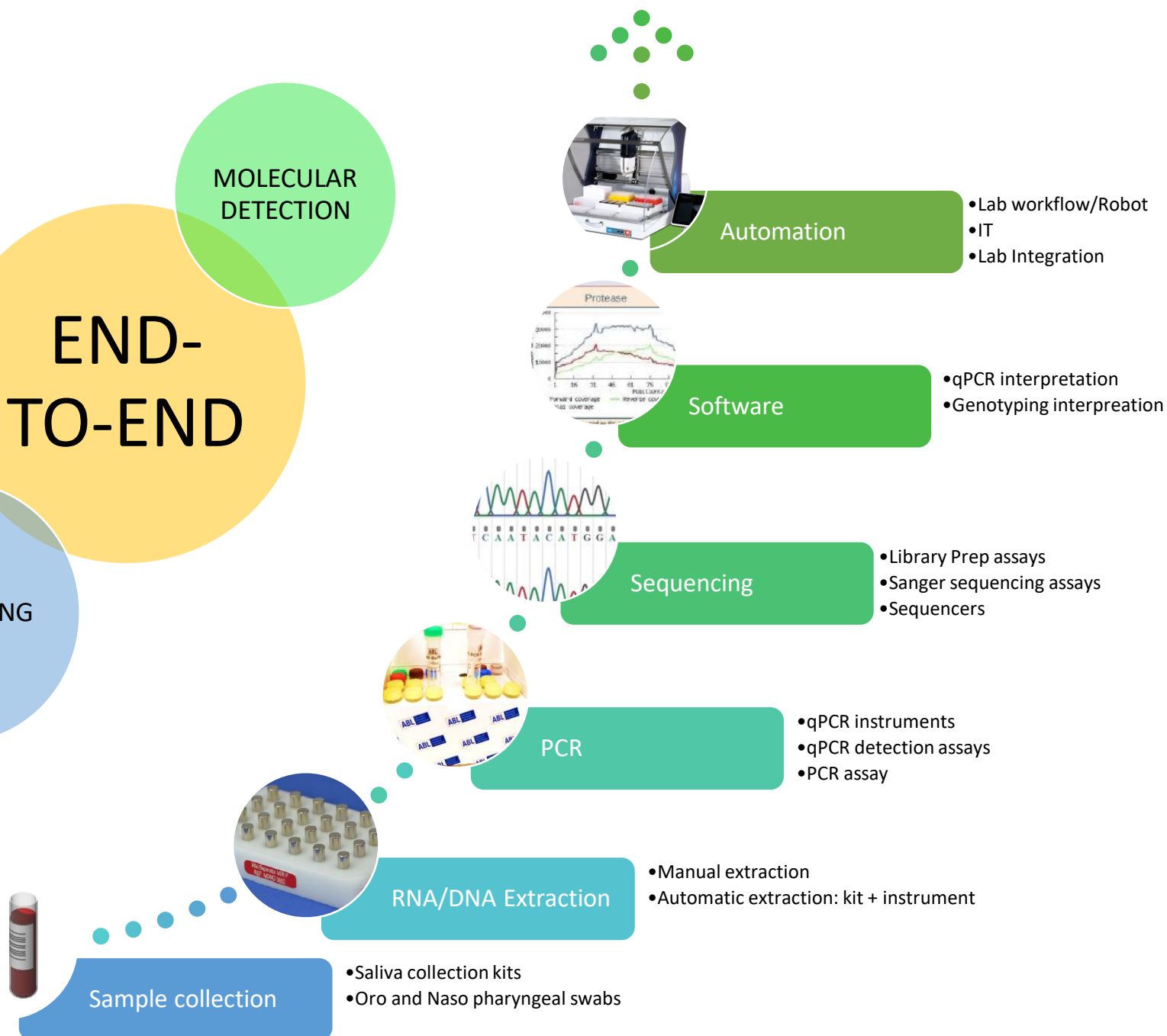




END-TO-END

GENOTYPING

MOLECULAR DETECTION





DeepChek®

- Type**
Targeted PCR
- Technology**
SANGER & NGS sequencing
- Main applications**
HIV, SARS-CoV-2, TB, VHB, VHC, CMV, HSV, HPV, ARN 16S...
- R&D**
Flu, 18s RNA, NanoPore, Chlamydia, Respiratory panel, wasted water, gastro panels, HIV-2, HepE, Zika, Dengue, MRSA, Neisseria, Salmonella, MetaGenomics, Listeria...
- Partners**
Alphabio, CHU Grenoble, Mayo Clinic, CHRU Nancy

GENOTYPING



UltraGene™

- Type**
Real-time PCR
- Technology**
qPCR / Taqman
- Digital PCR**
- Main applications**
Detection SARS-CoV-2, Variants screening SARS-CoV-2, Respiratory (SC2 + Flu + RSV)
- R&D**
Simplex and multiplex respiratory panels, environmental samples (wasted water, ...), gastro panels, HIV...
- Partners**
Alphabio, CHRU Nancy

DETECTION



UltraQuant™

- Type**
Real-time PCR
- Technology**
qPCR / Taqman
- Digital PCR**
- Main applications**
SARS-CoV-2
- R&D**
HIV, HBV, HCV...
- Partners**
Alphabio, CHRU Nancy

QUANTIFICATION

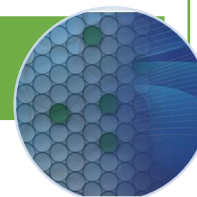


UltraChek

OncoChek

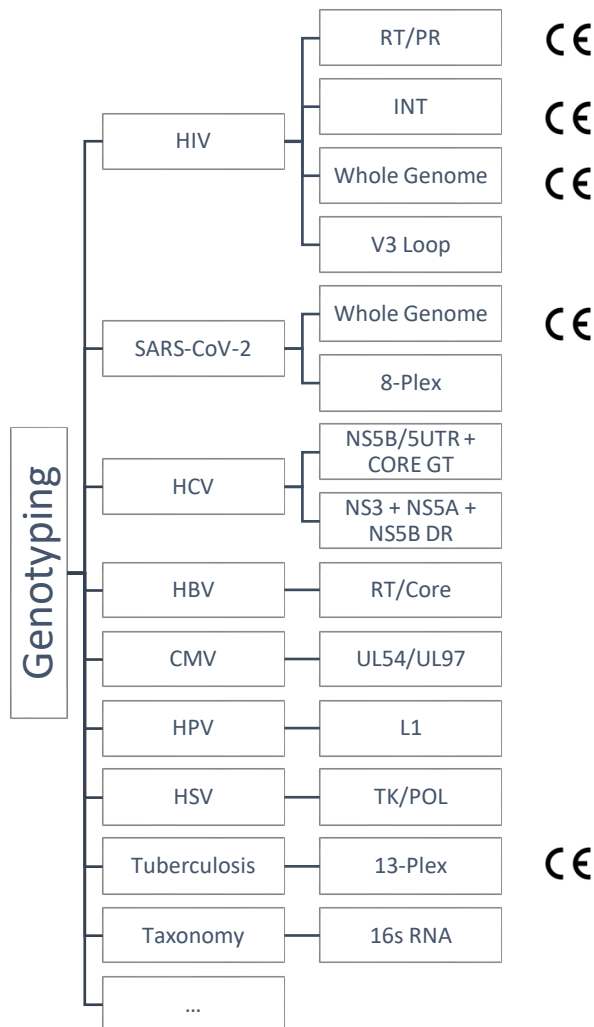
PointOfChek

NEW PRODUCTS LINE

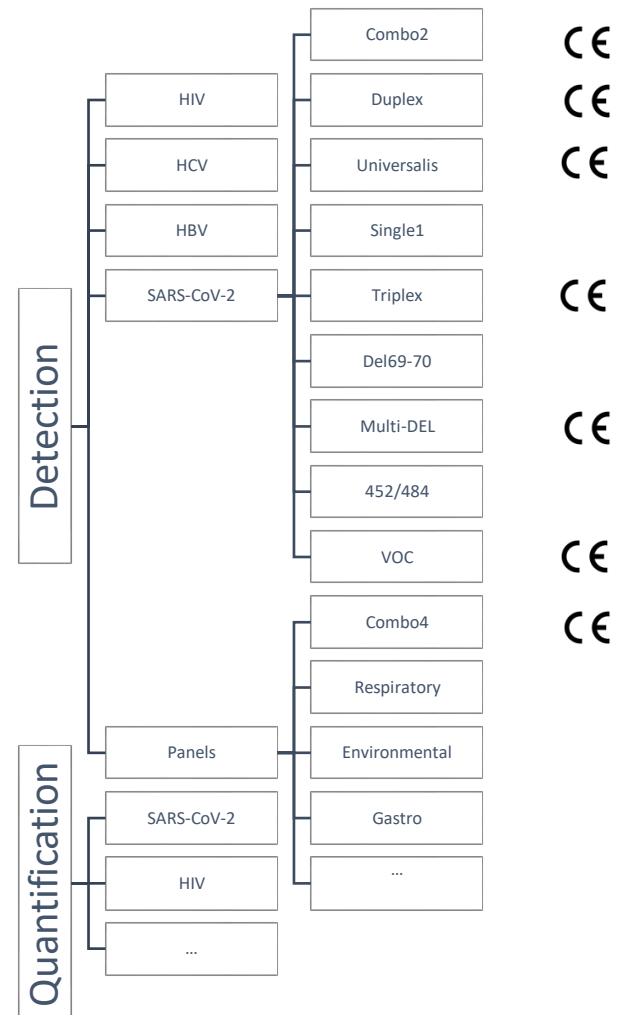




DEEPCHEK >25 kits



ULTRACHEK >25 kits



- + Oncology panels (OncoChek)
- + Point of Care (PointOfChek)

- + UltraChek (qPCR + dPCR + CRISPR)
- + Oncology panels
- + Point of Care (PointOfChek)

HIV

HBV

HCV

TB

[illegible]

HPV

CMV

HSV

16s RNA

[illegible][illegible]

DeepChk® - HSV Drug Resistance Determination

HSV Inhibitors

	Algorithm	20.00%	10.00%	5.00%
Aciclovir	UniversiBk 300k	S	R	R
Brivudin	S	S	R	R
Cidofovir	UniversiBk 300k	S	S	R
Foscarnet	S	S	S	S
Peniciclovir	UniversiBk 300k	S	R	R

UniversiBk 300k

DeepChk® - HSV Expert System

Coverage

UL30

Read1 of reads

Position (nt)

— Forward coverage
— Total coverage
— Reverse coverage

UL23

Read1 of reads

Position (nt)

— Forward coverage
— Total coverage
— Reverse coverage

Species HSV-1 [UL23112](#) was used as the reference sequence for the alignment (using BWA v0.7.15 alignment tool).

Threshold	Minimum sequences for 99% confidence	Low covered position
20.00%	23	1107-1109
10.00%	48	1105-1112
5.00%	92	671-692,1103-1117

UL30

Read1 of reads

Position (nt)

— Forward coverage
— Total coverage
— Reverse coverage

UL23

Read1 of reads

Position (nt)

— Forward coverage
— Total coverage
— Reverse coverage

Species HSV-1 [UL23112](#) was used as the reference sequence for the alignment (using BWA v0.7.15 alignment tool).

Threshold	Minimum sequences for 99% confidence	Low covered position
20.00%	23	
10.00%	48	
5.00%	92	


BacterioCheck
 Bacterial Genomic Analysis

Patient / Sample Information		Sample	Physician / Project Information	
Patient ID		Alternative ID	Name	
DOB		Date Collected	Institution	
Gender		Date Reported	Address	
Sample ID	12_311	Sequencing platform		
		Software version		
		Expert system		

MDR-TB	Multidrug resistant TB
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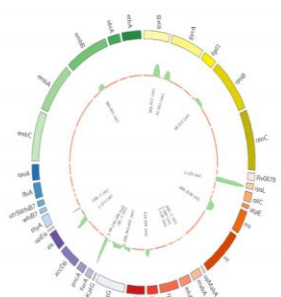
DRUGS	INTERPRETATION	BacterioCheck™ TB (20-2018) literature review (2-2018)
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Drugs	Predicted drug susceptibility	Resistance-conferring mutations > 5.00%	Mutations prevalence
Isoniazid	R	katG G315T	96.30%
Rifampin	R	rpoB S403E and S315L	97.38%
Ethambutol	R	embB G406S	95.94%
Pyrazinamide	S		
Streptomycin	R	rpsL K43R	99.27%
Fluoroquinolone	S		
Amikacin	S		
Kanamycin	S		
Capreomycin	S		
Linezolid	S		
Bedaquiline	S		

S	Susceptible	R	Resistant
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Coverage

Depth of coverage: 5x



MicrobioCheck - 16S Taxonomy report
Sample F320

SUMMARY

Sample information

ID	F320
Date	2019/12/0
Sequencing platform	Illumina MiSeq
Type	16S (16S)
Amplification method	AstL 16S rV (V3-V4)

Analysis information

ID	Mothur MiSeq SOP
Date	22/10/2019
Analysis type	Taxonomy on 16S Amplicon
Taxonomy database	Ruffalo 16S (v11.2018)
Input file	F320_S188_L001_R1_001.fastq, F320_S188_L001_R2_001.fastq

Advanced options

Quality filtering threshold	Q30
Filtering metric	median
Chimeras removal method	consensus
Noise threshold	3

Discussion

MicrobioCheck is a bioinformatics pipeline to process 16S rRNA sequencing data and generate a report on taxonomic composition. The 16S sequencing data is processed using the following steps:

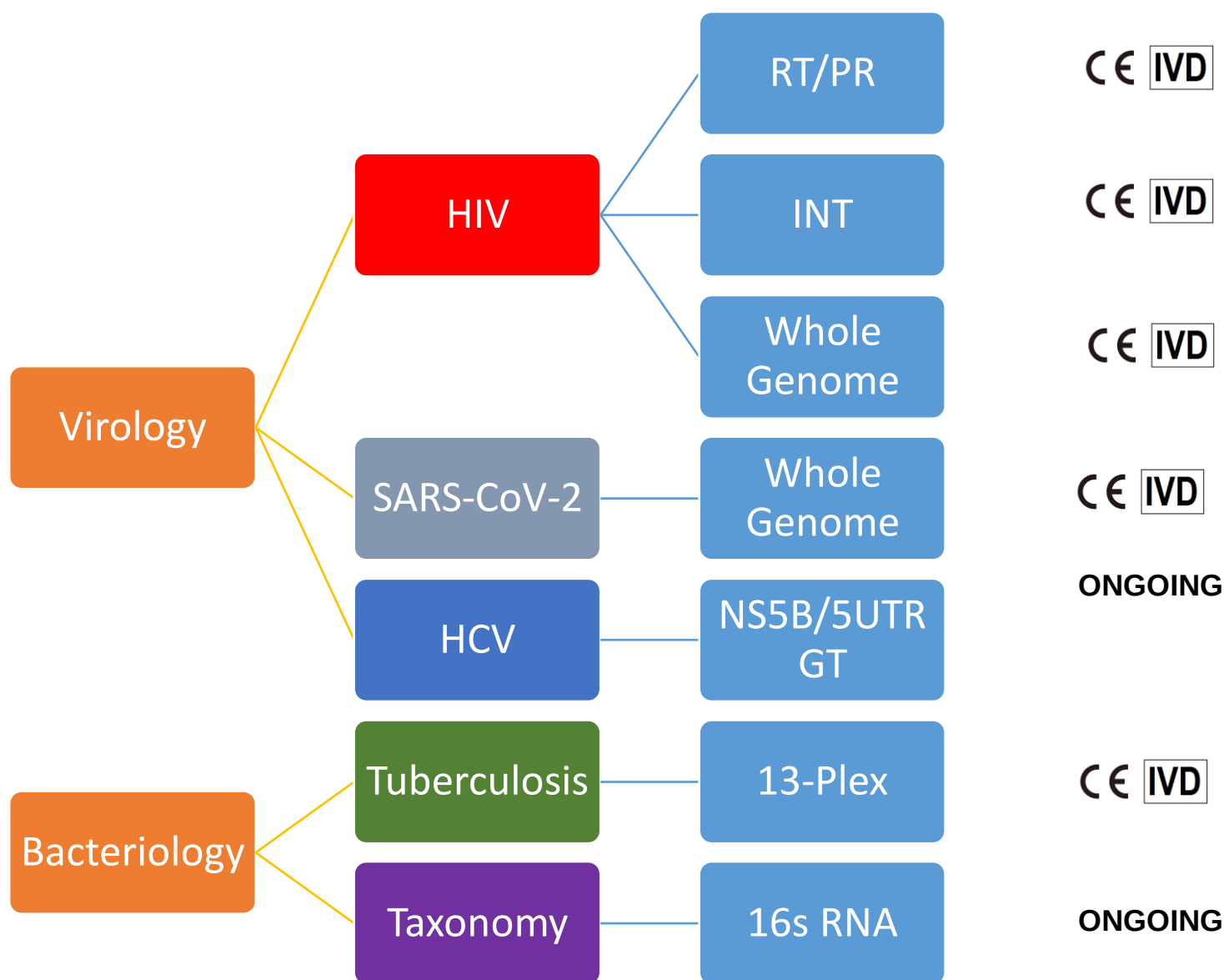
TAXONOMY

Overview

Rank	Abundance	Absolute %
Unclassified	9	0.0%
Superkingdom	6 058 K	100.0%
Phylum	5 925 K	97.8%
Class	5 739 K	95.06%
Order	5 739 K	95.06%
Family	5 196 K	85.77%
Genus	4 65 K	76.78%
Species	3 545 K	58.12%

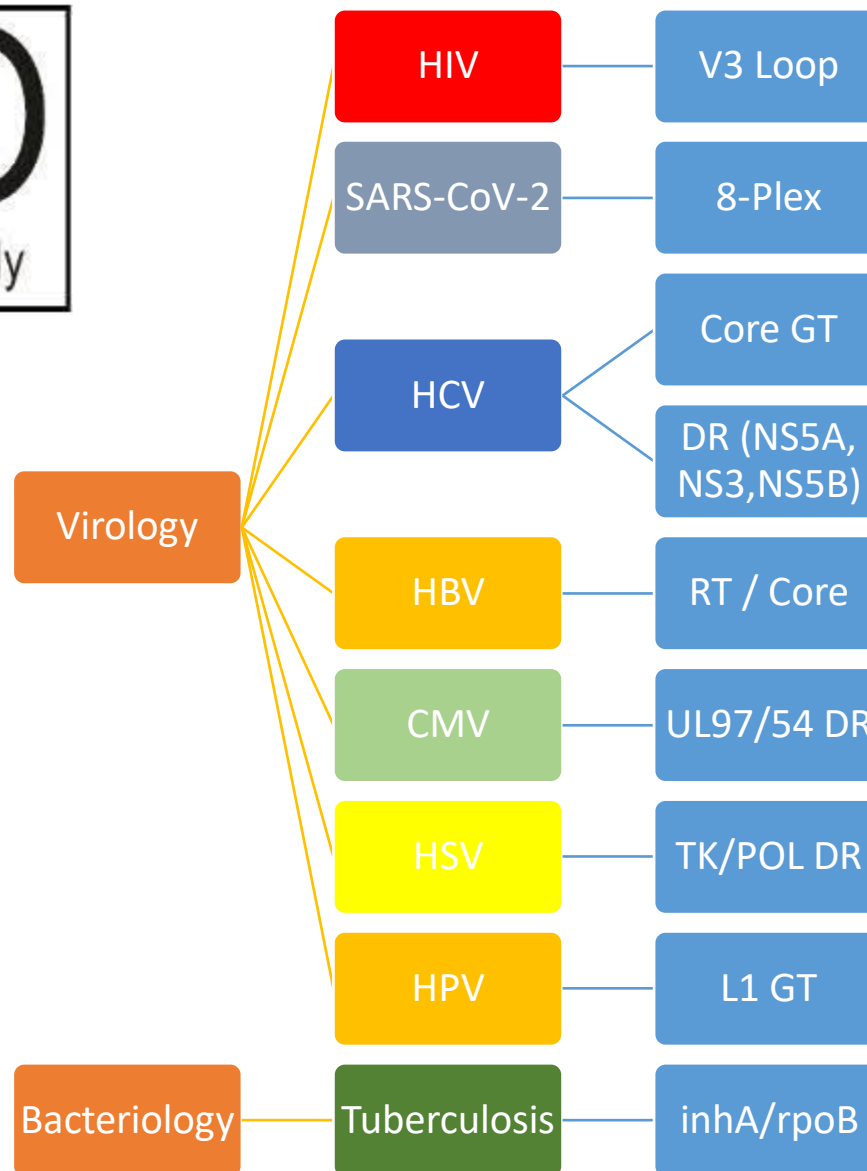
Regulated DeepChek applications

GENOTYPING



Research use DeepChek applications

GENOTYPING





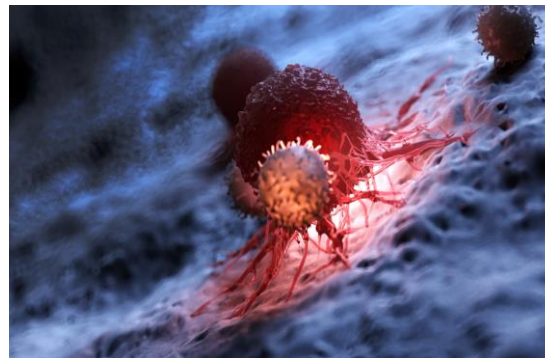
UltraChek™

- Diagnostics platform (qPCR / dPCR / CRISPR) for ultra-sensitive DNA/RNA detection and quantification
- Applications
 - HIV, SARS-CoV-2
 - Virology / Bacteriology panels
- Partners
 - ABL Lux
 - LNS
 - MyPols



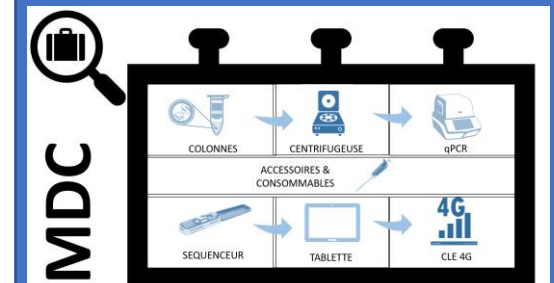
OncoChek™

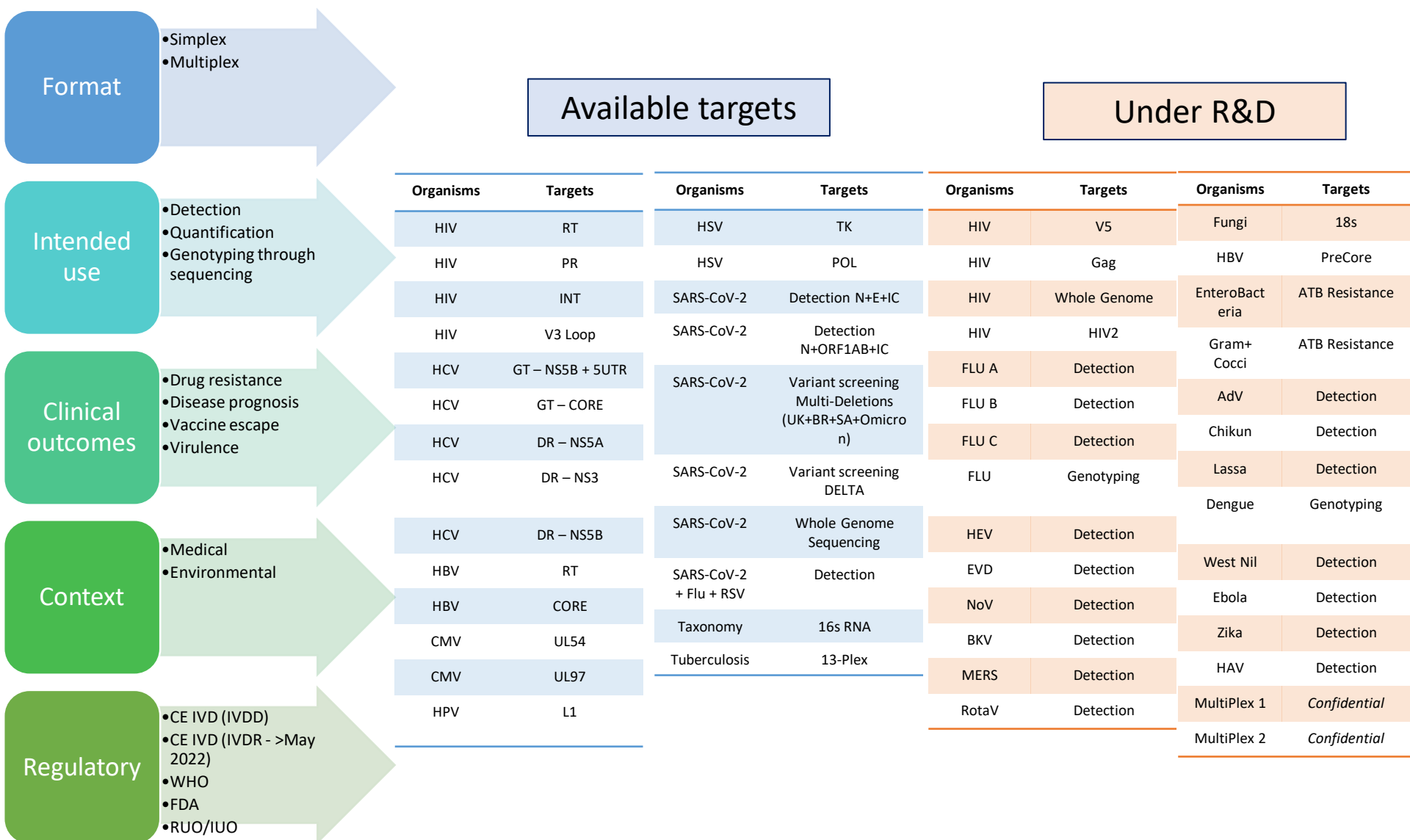
- Oncology / Human genetics biomarkers detection
- Technology: qPCR, sequencing
- Partners
 - Tianlong
 - Pentabase



PointOfChek™

- Point Of Care platform for DNA/RNA detection, quantification and genotyping
- First applications: HIV, SARS-CoV-2, HBV, HCV
- Partners:
 - Université de Miami
 - MyPols
 - LIH





MARKET POTENTIAL



Rank	Epidemics/pandemics	Disease	Death toll	Global population lost	Regional population lost	Date	Location
1	Black Death	Bubonic plague	75–200 million	17–54%	30–60% of European population ^[4]	1346–1353	Europe, Asia, and North Africa
2	Spanish flu	Influenza A/H1N1	17–100 million	1–5.4%	–	1918–1920	Worldwide
3	Plague of Justinian	Bubonic plague	15–100 million	7–56%	25–60% of European population ^[7]	541–549	North Africa, Europe and West Asia
4	HIV/AIDS global epidemic	HIV/AIDS	36.3 million (as of 2020)	–	–	1981–present	Worldwide
5	COVID-19 pandemic	COVID-19	6.2–24.3 million (as of 16 August 2022)	0.1–0.3%	–	2019 ^[Note 3] –present	Worldwide
6	Third plague pandemic	Bubonic plague	12–15 million	–	–	1855–1960	Worldwide
7	Cocoliztli epidemic of 1545–1548	Cocoliztli	5–15 million	1–3%	27–80% of Mexican population ^[9]	1545–1548	Mexico
8	Antonine Plague	Smallpox or measles	5–10 million	3–6%	25–33% of Roman population ^[10]	165–180 (possibly up to 190)	Roman Empire
9	1520 Mexico smallpox epidemic	Smallpox	5–8 million	1–2%	23–37% of Mexican population ^[9]	1519–1520	Mexico
10	1918–1922 Russia typhus epidemic	Typhus	2–3 million	0.1–0.16%	1–1.6% of Russian population ^[11]	1918–1922	Russia
11	1957–1958 influenza pandemic	Influenza A/H2N2	1–4 million	0.03–0.1%	–	1957–1958	Worldwide
12	Hong Kong flu	Influenza A/H3N2	1–4 million	0.03–0.1%	–	1968–1969	Worldwide
13	Cocoliztli epidemic of 1576	Cocoliztli	2–2.5 million	0.4–0.5%	50% of Mexican population ^[9]	1576–1580	Mexico
14	735–737 Japanese smallpox epidemic	Smallpox	2 million	1%	33% of Japanese population ^[12]	735–737	Japan
15	1772–1773 Persian Plague	Bubonic plague	2 million	0.2–0.3%	^[Note 5]	1772–1773	Persia
16	Naples Plague	Bubonic plague	1.25 million	0.2%	^[Note 5]	1656–1658	Southern Italy
17	1846–1860 cholera pandemic	Cholera	1 million+	0.08%	–	1846–1860	Worldwide
18	1629–1631 Italian plague	Bubonic plague	1 million	0.2%	^[Note 5]	1629–1631	Italy

Global Market Potential

Genotyping market worldwide is projected to grow by **US\$31 Billion**, driven by a compounded growth of 20.6%. Polymerase Chain Reaction (PCR)

https://www.reportlinker.com/p05798664/?utm_source=GNW



Advantages

- Comprehensiveness
- Open system
- End-to-end solution
- Price competitive
- Manufactured in EU



Competition

- Abbott molecular
- Affymetrix, Inc.
- Agilent Technologies, Inc.
- Beckman Coulter, Inc.
- Biomérieux
- Fluidigm Corporation
- GE Healthcare
- Illumina, Inc.
- Thermofisher
- Paragon genomics
- Qiagen NV
- Roche Diagnostics
- Sequenom, Inc.
- Siemens
- Vela Diagnostics

Objectives up to 100 M€ revenues by 2026 and aiming to keep :

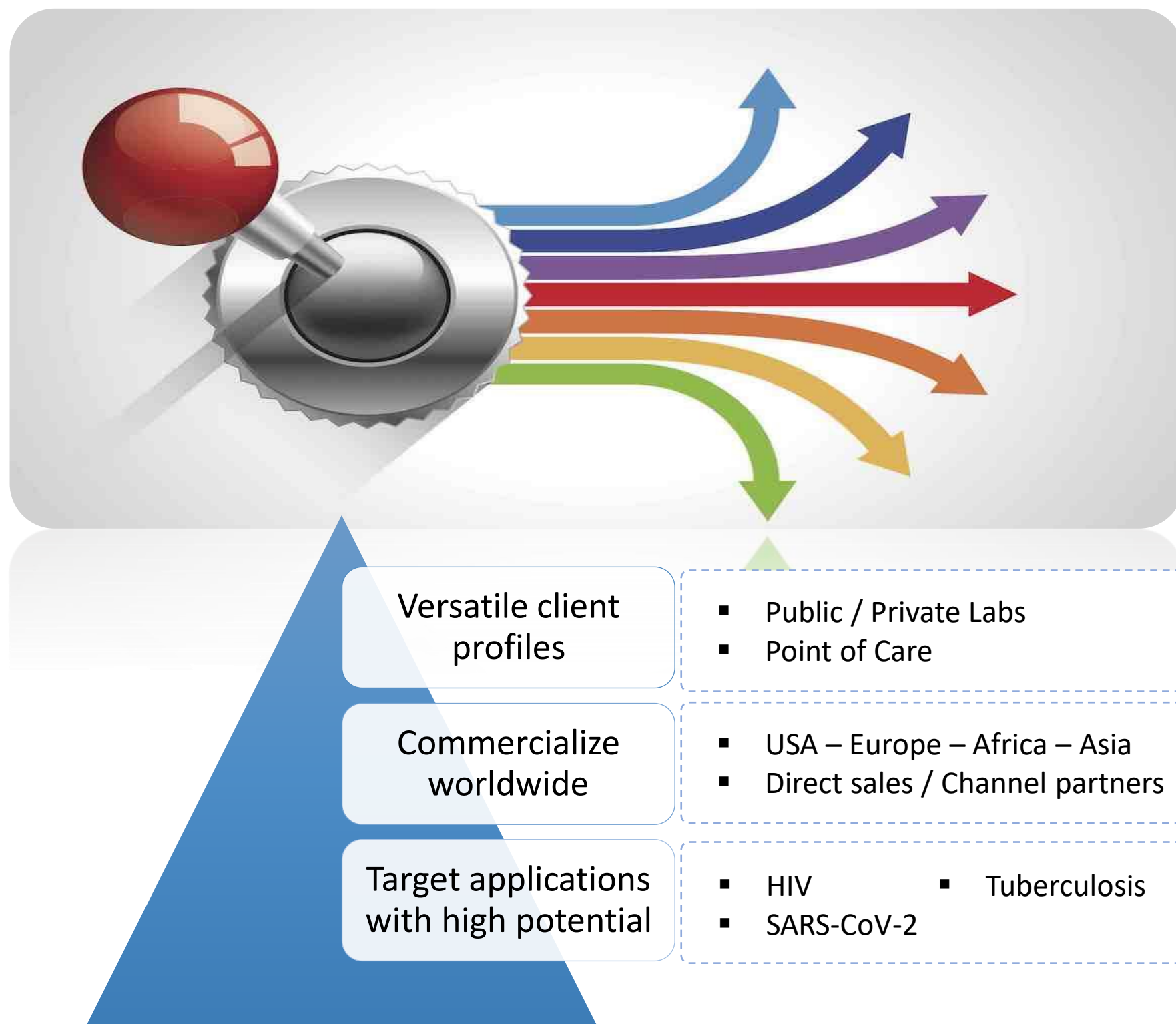
- EBITDA at 30%
- Fully integrated company
- Recurrent revenues at least 80% of revenues
- Proprietary products or licensed with up to 15% royalties

HIV

SARS-CoV-2

TB

Other





HIV GENOTYPING



- Ldt (Quest, LabCorp...)
- VelaDx (FDA)
- Abbott (FDA RT/PR)
- SmartGene (software)

- VelaDx (CEIVD)
- Abbott (CEIVD RT/PR)
- SmartGene (software)

- VelaDx (CEIVD)
- Abbott (CEIVD RT/PR)

- ThermoFisher / CDC
- Abbott (CEIVD RT/PR)

VelaDx / Sentosa HIV



Abbott / ViroSeq-HIV





 **Africa**
25.7million

 **America**
3.7 million

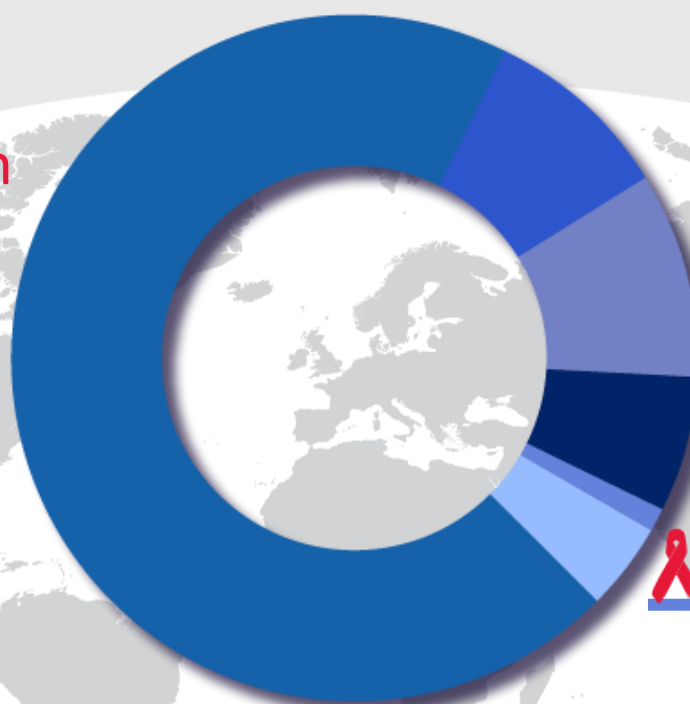
 **South-East Asia**
3.7 million

 **Europe**
2.6 million

 **Eastern Mediterranean**
420 000

 **Western Pacific**
1.9 million

38.0 million
people living
with HIV globally



Source: UNAIDS/WHO estimates (2019)

Diagnostics – Genotyping

HIV GT Market Potential (2)



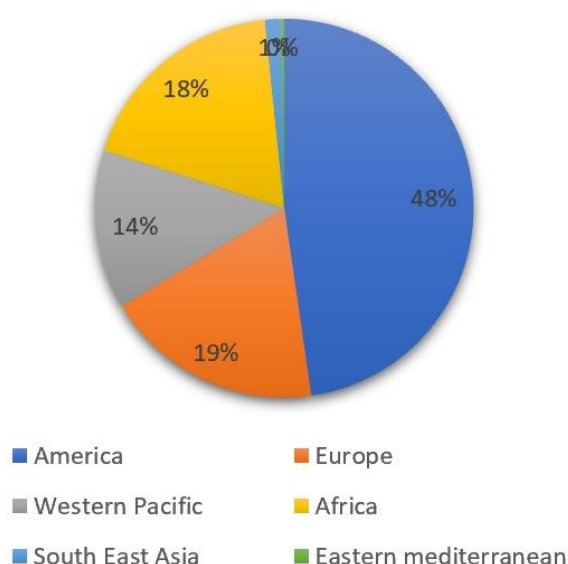
- HIV Genotyping Market (commercial tests only) = 358 M€ (source: ABL analysis)
- In 2020, ABL HIV Diagnostics revenues= ~1.4M€
- 0.39% marketshare**
- Projection 2020 – 2026:

ABL TARGET

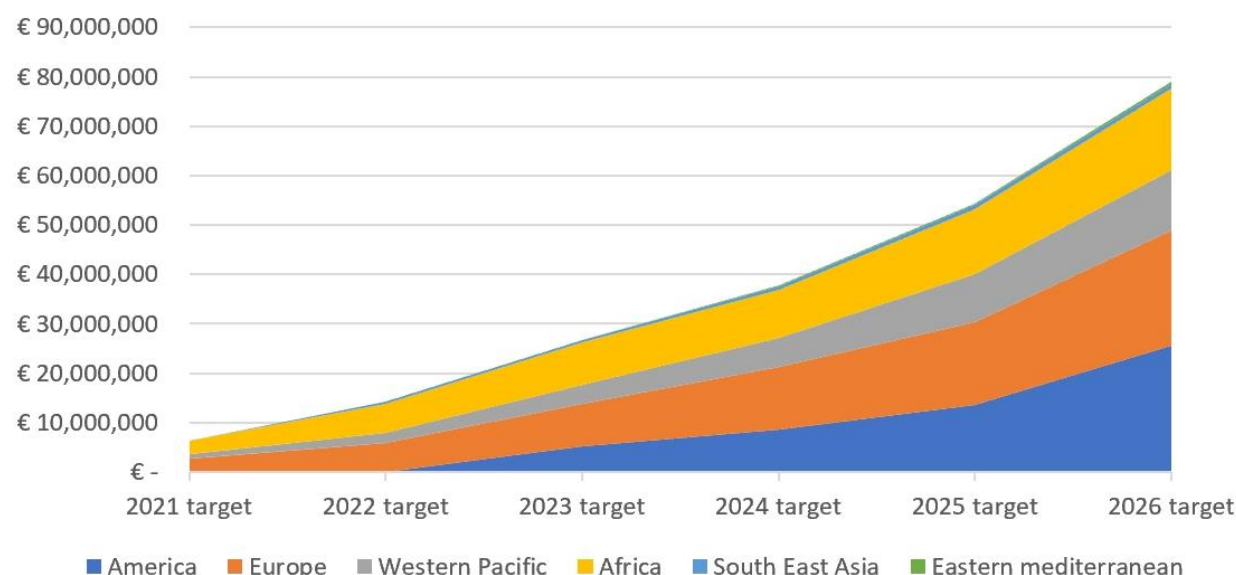
- >20% market share in 2026
- > 70 M€ revenues in 2026

Territory	Yearly market potential	2021 target	2022 target	2023 target	2024 target	2025 target	2026 target
America	€ 170,879,274	€ -	€ -	€ 5,126,378	€ 8,543,964	€ 13,670,342	€ 25,631,891
Europe	€ 66,709,627	€ 2,668,385	€ 6,003,866	€ 8,672,251	€ 12,674,829	€ 16,677,407	€ 23,348,369
Western Pacific	€ 48,749,342	€ 974,987	€ 1,949,974	€ 3,899,947	€ 5,849,921	€ 9,749,868	€ 12,187,336
Africa	€ 65,939,900	€ 2,637,596	€ 5,934,591	€ 8,572,187	€ 9,890,985	€ 13,187,980	€ 16,484,975
South East Asia	€ 4,746,647	€ 94,933	€ 284,799	€ 379,732	€ 569,598	€ 711,997	€ 949,329
Eastern mediterranean	€ 1,077,617	€ 43,105	€ 96,986	€ 140,090	€ 204,747	€ 269,404	€ 377,166
TOTAL	€ 358,102,407	€ 6,419,006	€ 14,270,215	€ 26,790,586	€ 37,734,044	€ 54,266,998	€ 78,979,066

Yearly market potential

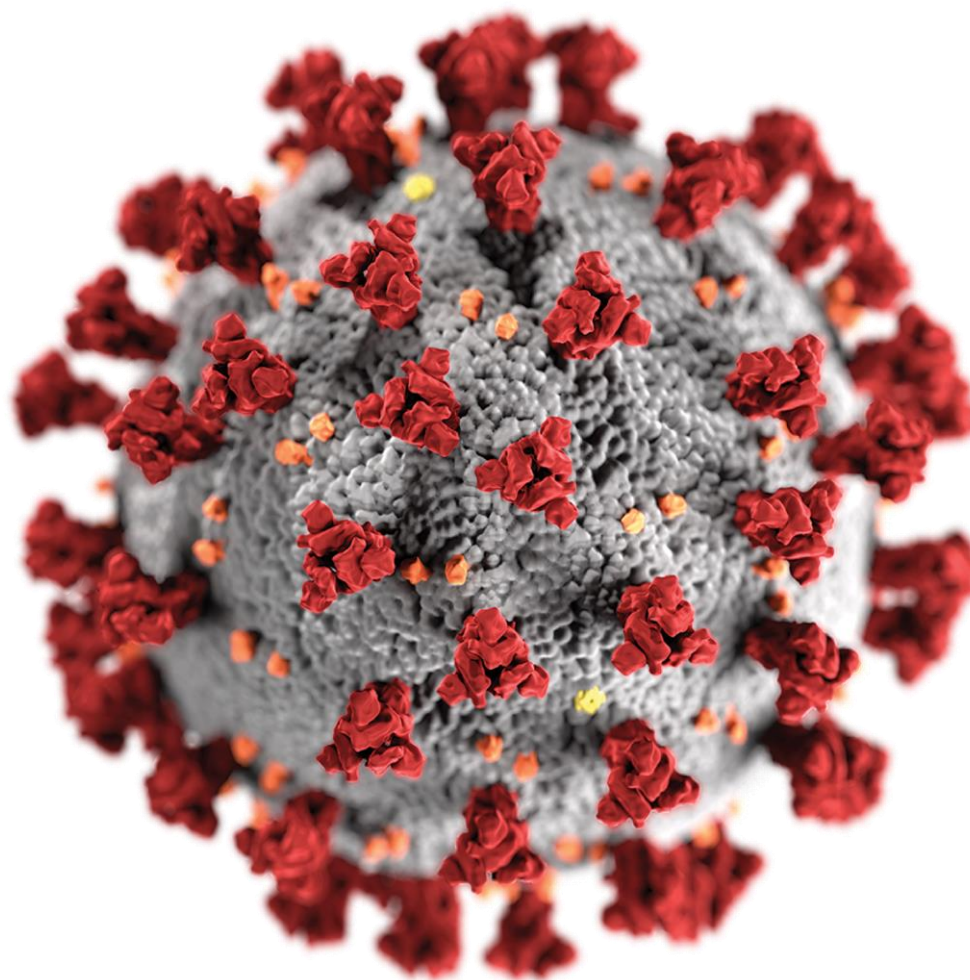


Forecast until 2026



SARS-CoV-2

GENOTYPING



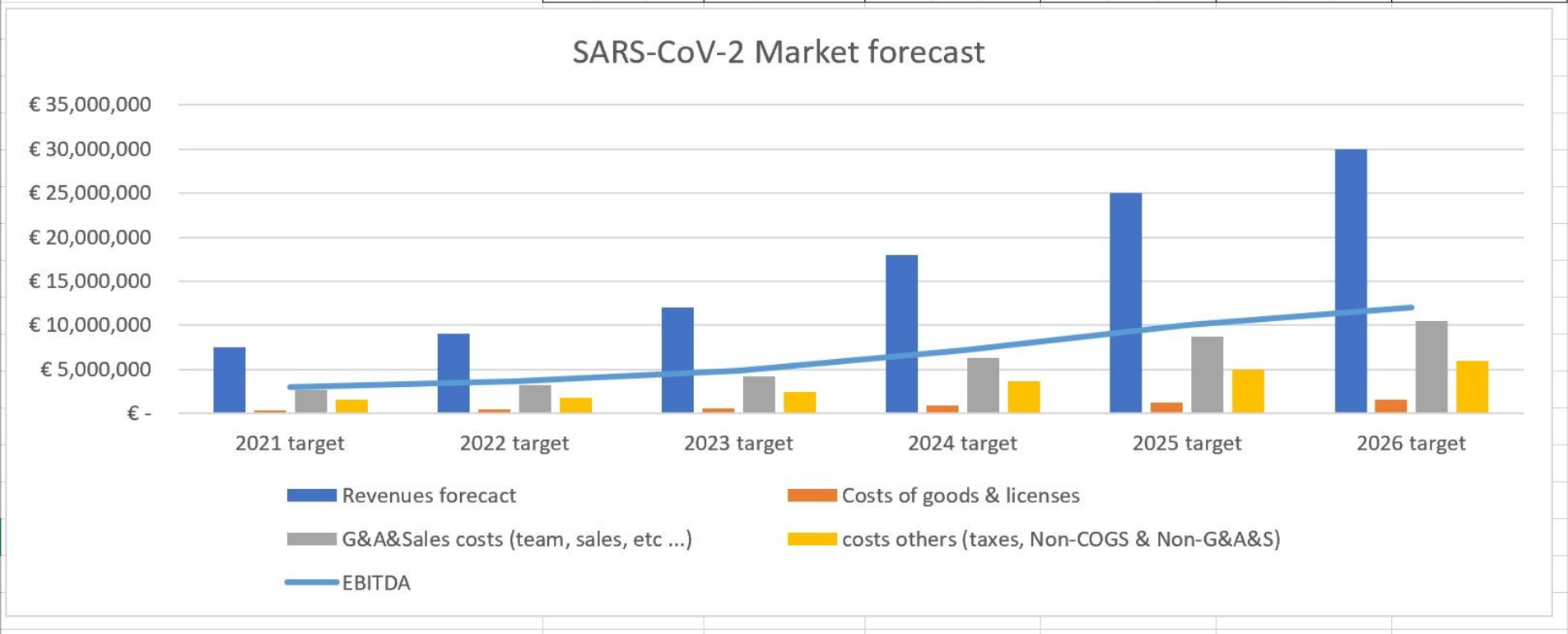
- In 2020, ABL SARS-COV-2 Diagnostics revenues= ~6.2M€
- Projection 2020 – 2026:

ABL TARGET

- ~30M€ revenues in 2026
- ~12 M€ EBITDA

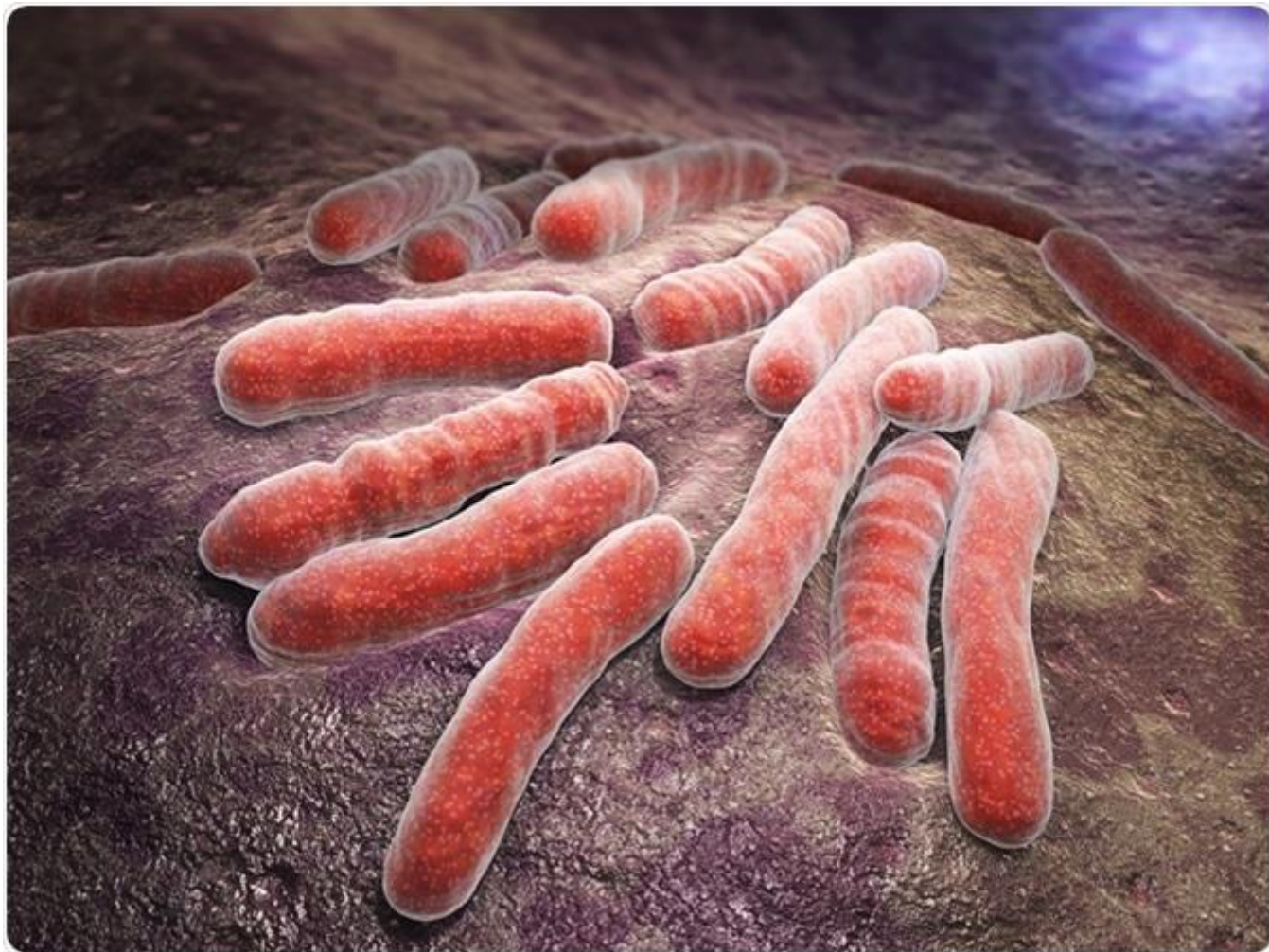
	2021 target	2022 target	2023 target	2024 target	2025 target	2026 target
Revenues forecast	€ 7,500,000	€ 9,000,000	€ 12,000,000	€ 18,000,000	€ 25,000,000	€ 30,000,000
Costs of goods & licenses	€ 375,000	€ 450,000	€ 600,000	€ 900,000	€ 1,250,000	€ 1,500,000
G&A&Sales costs (team, sales, etc ...)	€ 2,625,000	€ 3,150,000	€ 4,200,000	€ 6,300,000	€ 8,750,000	€ 10,500,000
costs others (taxes, Non-COGS & Non-G&A&S)	€ 1,500,000	€ 1,800,000	€ 2,400,000	€ 3,600,000	€ 5,000,000	€ 6,000,000
EBITDA	€ 3,000,000	€ 3,600,000	€ 4,800,000	€ 7,200,000	€ 10,000,000	€ 12,000,000

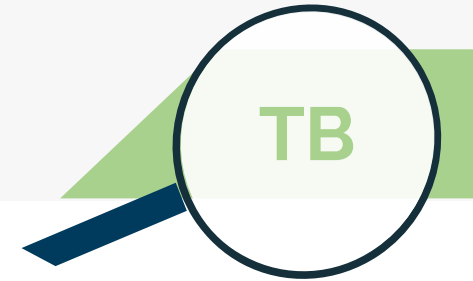
SARS-CoV-2 Market forecast



TUBERCULOSIS

GENOTYPING





Tuberculosis Diagnostics Market to Reach USD 3.58 Billion By 2027 | High Incidence of Tuberculosis in Underdeveloped Countries is Major Factor Driving the Industry Growth, says Reports and Data

Advancements in tuberculosis testing kits technology and rise in investments in research and development of tuberculosis diagnostic tests are factors driving growth of the tuberculosis diagnostics market.

January 19, 2021 23:00 ET | Source: [Reports and Data](#)

Key players:

- Alere Inc.
- F.Hoffmann-La Roche AG
- Abbott Laboratories
- Becton, Dickinson and Company
- bioMérieux SA
- Siemens
- Hologic Corporation
- Cepheid,
- Hain Lifesciences GmbH
- Thermo Fisher Scientific Inc.

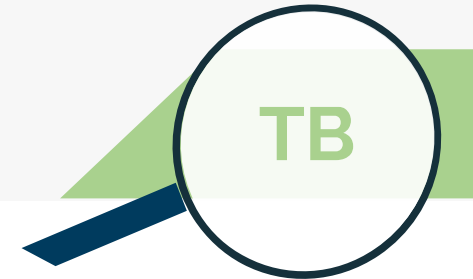
• Test Type Outlook (Revenue, USD Billion; 2017-2027)

- Radiographic Method
- Cytokine Detection Assay
- Nucleic Acid Testing
- Detection of Latent Infection
- Diagnostic Laboratory Method
- Detection of Drug Resistance
- Others

The political declaration of the UN high-level meeting included four new global targets:

- treat 40 million people for TB disease in the 5-year period 2018–2022;
- reach at least 30 million people with TB preventive treatment for a latent TB infection in the 5-year period 2018–2022;
- mobilize at least US\$ 13 billion annually for universal access to TB diagnosis, treatment and care by 2022;
- mobilize at least US\$ 2 billion annually for TB research.





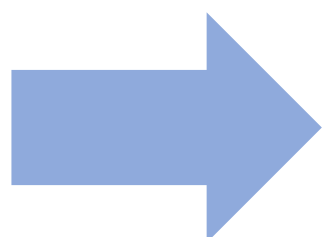
- Tuberculosis (TB) is the world's deadliest infectious disease.
- In 2016 alone, 10.4 million people fell ill with TB and 1.7 million died from their disease.
- Drug-resistant TB (DR-TB) accounts for a quarter of the TB deaths annually and, in 2016, 75% of the 490,000 new DR-TB cases went undiagnosed.
- The spread of DR-TB is a major global health challenge, exacerbated by the limited availability of representative DR-TB surveillance data and the lack of rapid, accurate diagnostic tests for comprehensive drug resistance testing.
- 490,000 new DR-TB cases per year in 2020
- Approximately 20% of TB cases are estimated to be resistant to at least one of the first- or second-line anti-TB
- Potential for GT tests = 2.450.000 tests ~40\$/test

TPP The Tuberculosis Diagnostics Pipeline Report: Advancing the Next Generation of Tools

https://www.treatmentactiongroup.org/wp-content/uploads/2020/10/pipeline_TB_Diagnostics_2020_final.pdf

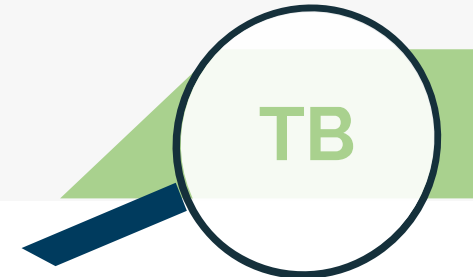
Table 5: Next-generation sequencing for detection of drug resistance

Target Product Profile: Detection of resistance associated mutations in <i>Mycobacterium tuberculosis</i> complex utilizing Next Generation Sequencing ²⁵									
Sensitivity*		Specificity*		Lowest level of use		Time to results		Price per test (targeted NGS)	
Optimal	Minimal	Optimal	Minimal	Optimal	Minimal	Optimal	Minimal	Optimal	Minimal
> 99%– > 90%	> 95%– > 85%	> 98%	> 95%	District laboratory	Central laboratory	≤ 24 hours	≤ 72 hours	< US\$15	< US\$60



**Market potential:
98.000.000\$**

Market potential (2)

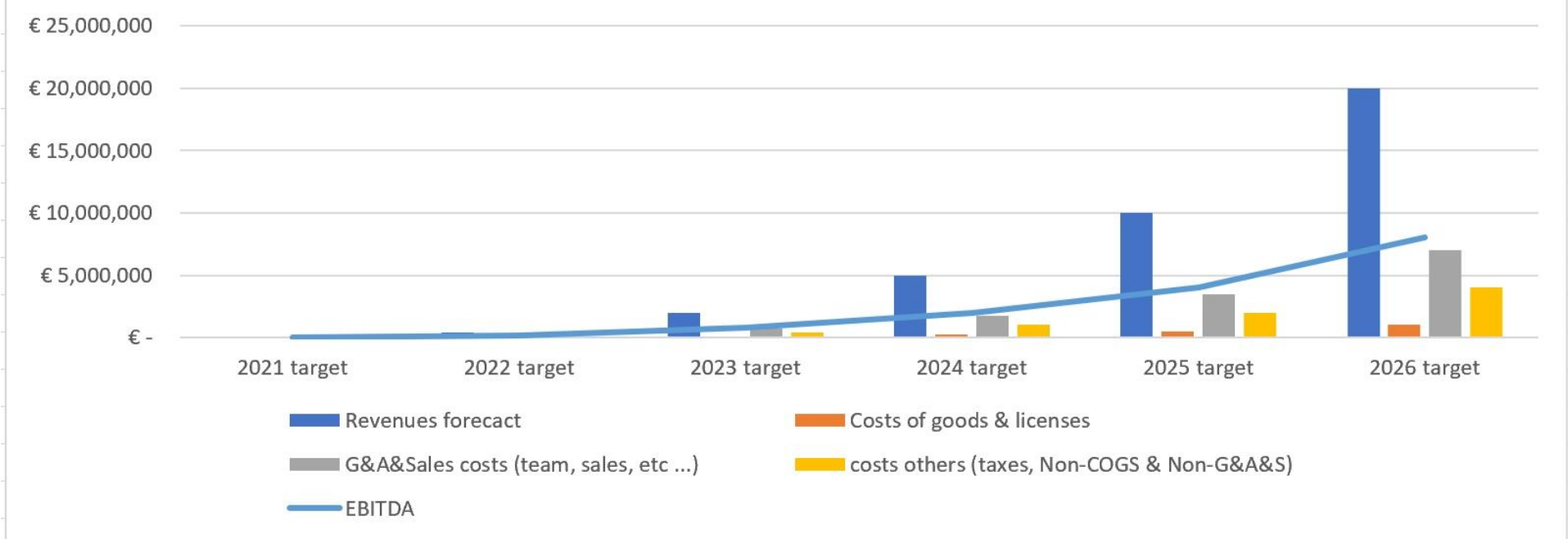


ABL TARGET

- ~20M€ revenues in 2026
- ~8 M€ EBITDA

	2021 target	2022 target	2023 target	2024 target	2025 target	2026 target
Targeted market share (on a 98M\$ business)	0.10%	0.41%	2.04%	5.10%	10.20%	20.41%
Revenues forecast	€ 100,000	€ 400,000	€ 2,000,000	€ 5,000,000	€ 10,000,000	€ 20,000,000
Costs of goods & licenses	€ 5,000	€ 20,000	€ 100,000	€ 250,000	€ 500,000	€ 1,000,000
G&A&Sales costs (team, sales, etc ...)	€ 35,000	€ 140,000	€ 700,000	€ 1,750,000	€ 3,500,000	€ 7,000,000
costs others (taxes, Non-COGS & Non-G&A&S)	€ 20,000	€ 80,000	€ 400,000	€ 1,000,000	€ 2,000,000	€ 4,000,000
EBITDA	€ 40,000	€ 160,000	€ 800,000	€ 2,000,000	€ 4,000,000	€ 8,000,000

Tuberculosis Market Forecast





OTHER GENOTYPING APPLICATIONS

HCV, 16s RNA, HBV...

Market potential (2)

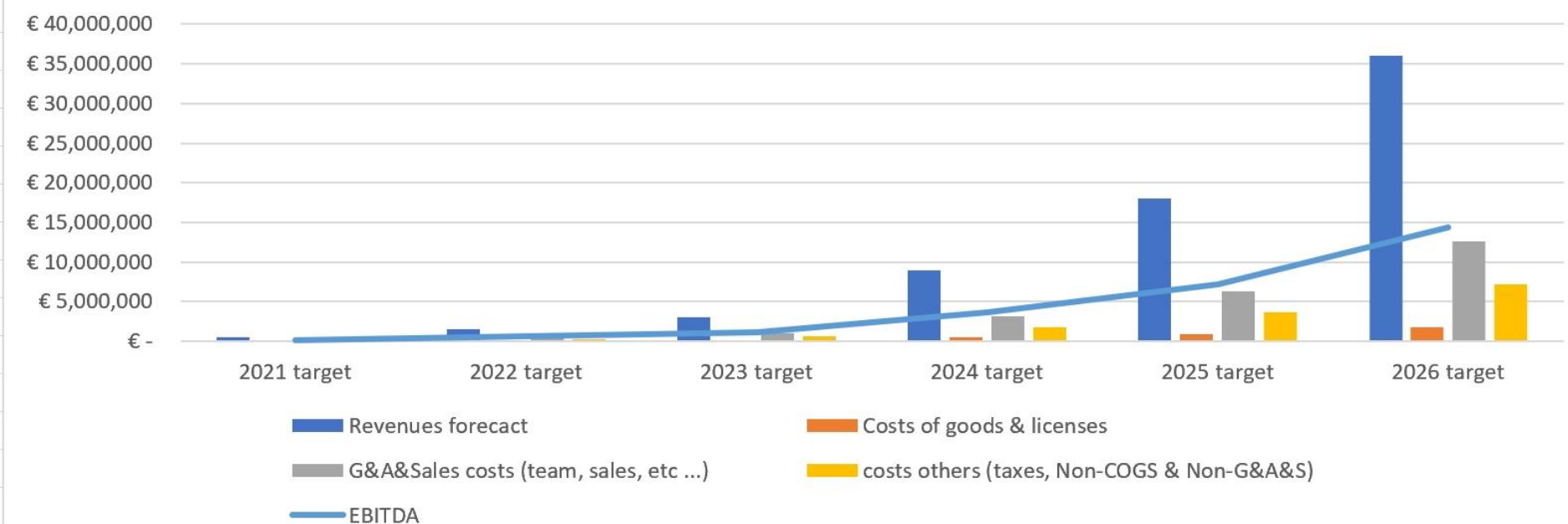
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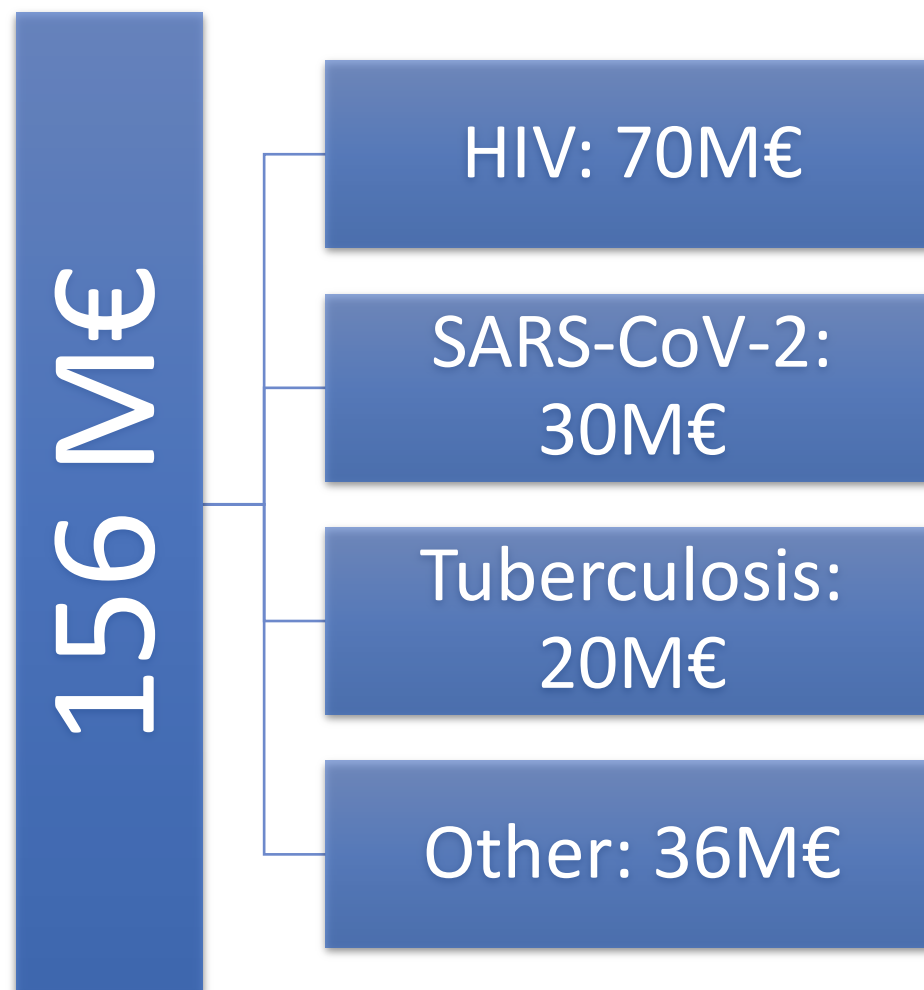
ABL TARGET

- ~36M€ revenues in 2026
- ~14.4 M€ EBITDA

	2021 target	2022 target	2023 target	2024 target	2025 target	2026 target
Revenues forecast	€ 500,000	€ 1,500,000	€ 3,000,000	€ 9,000,000	€ 18,000,000	€ 36,000,000
Costs of goods & licenses	€ 25,000	€ 75,000	€ 150,000	€ 450,000	€ 900,000	€ 1,800,000
G&A&Sales costs (team, sales, etc ...)	€ 175,000	€ 525,000	€ 1,050,000	€ 3,150,000	€ 6,300,000	€ 12,600,000
costs others (taxes, Non-COGS & Non-G&A&S)	€ 100,000	€ 300,000	€ 600,000	€ 1,800,000	€ 3,600,000	€ 7,200,000
EBITDA	€ 200,000	€ 600,000	€ 1,200,000	€ 3,600,000	€ 7,200,000	€ 14,400,000

Other Applications Market forecast





COMMERCIALIZATION





INTERNATIONAL PRESENCE

ABLSA.COM



ABLDIAGNOSTICS.COM



ABLDX.COM

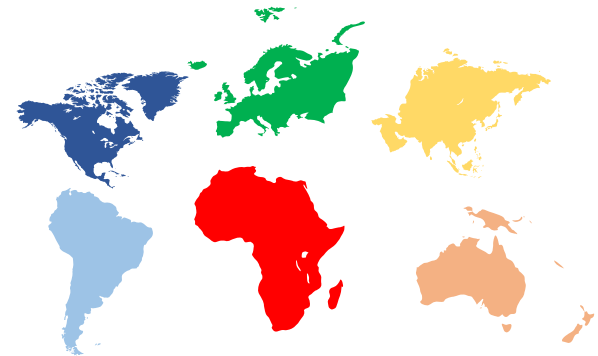


Strong sales force (B2C)

- ABL SA
 - Chalom Sayada
 - Matthieu Barralon
- ABL SA
 - Dimitri Gonzalez
 - Mohamed Errafyqy
 - Vito Grasso
 - Joffrey Bignounga
 - Anh Thu Facchin
 - Francis Foghim
 - Jessica Benghonne
- USA
 - Underway

Robust network of distributors (B2B)

- 40 exclusive distributors
- Covering 50 countries
- Presence in all continents
- Specialized in sequencing



End-to-end solutions

- Assay
- Software
- IT services (integration...)
- Instruments



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http://www.kron-ca.com

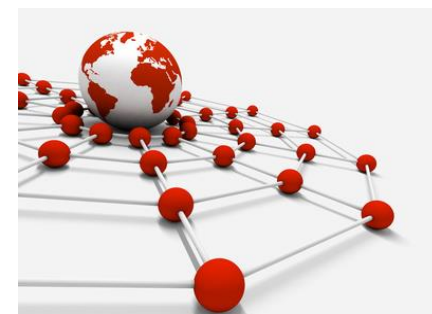
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http://www.rochembiocare.com/

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http://www.rochembiocarepanama.com





Suppliers

- Qiagen
- Thermofisher
- Tianlong
- MagTivio
- Biolegio
- Nimagen
- Gilson
- myPols
- Pentabase
- Vazyme
- GenomeMe
- AmoyDx (oncology)

Licensors

- LNS
- Mayo Clinic
- Alphabio
- LIH
- CHU Grenoble
- Univ Stanford
- Univ Miami

Industrial

- Roche
- Qiagen
- Illumina
- BioMérieux
- Thermofisher

Distributors

- Roche Spain
- Roche Portugal
- Roche South Africa (soon)
- Separations
- Biosystems
- Eurofins / CDG
- ELTA
- Medicom
- Capris Medica
- Scientronics
- Biomol Ecuador
- Safeblood
- Kron
- Technogenetics
- Bader Sultan
- Interlux
- Hydrox
- Evolve
- Abalat
- Analytc
- SSM
- Gensutek
- Biko
- ...





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