

France's ABL Diagnostics Targets Doubling of Revenue, US Sales Expansion in 2026

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NEW YORK – On the heels of recent acquisitions and in anticipation of additional M&A, PCR- and sequencing-based infectious disease test developer ABL Diagnostics expects to see near-term expansion and revenue growth.

Earlier this month, the French firm issued guidance for revenue of approximately €12.3 million (\$14.0 million), more than double its revenue over last year. In a recent interview managing director Chalom Sayada said that ABL Dx also is now in negotiations to acquire an undisclosed US business that will enable further growth in North America.

Sayada cofounded ABL Dx about 15 years ago, and more recently the landscape evolution in diagnostics effected by the COVID-19 pandemic has accelerated the firm's business in the past few years.

Post-COVID, many labs found themselves with idle diagnostic instruments, he said, ideal for kitted testing. "We are now able to sell our products and reagents to all these labs because they are already equipped," he said.

The ongoing reshaping of diagnostics has also led larger players to spin off or sell business units as well as bankruptcies of startups — both of which can be a whalefall for smaller firms like ABL.

Last year, ABL Dx [acquired](#) the FastTrack Diagnostics business from Siemens Healthineers, Sayada said, and it has now integrated it into its manufacturing and sales structures and has signed initial deals.

Earlier this year, ABL Dx picked up the European [distribution contracts](#) for Vela Diagnostics' fully automated Santosa platform, which now allows the company to offer a full spectrum of solutions to customers. The firm expects to see approximately €1.6 million in sales in this business in 2026.

To further drive profit, these deals were structured to reduce licensing fees and allow ABL Dx to maintain independence, Sayada said, adding that the company also primarily utilizes direct sales to customers such as large reference labs and private labs.

The legacy business of ABL Dx includes two main product lines — the DeepChek instrument-agnostic, sequencing-based infectious disease mutation detection kits, and the UltraGene syndromic qPCR assays, as well as a line of proprietary analysis software.

For the former, Sayada said the firm's HIV mutation detection testing has been particularly successful, and, overall, these tests enable precision therapies and personalized medicine for infectious disease pathogens with a predilection for evading treatment. The firm offers 10 different HIV genotyping

products, catering to a variety of customer needs, and it also sells mutation detection kits for different species of hepatitis and tuberculosis.

The qPCR products, meanwhile, can multiplex up to 36 targets, Sayada said, and the firm now has more than 100 different assays.

Sayada said the firm's syndromic test kits compete with ones from Seegene while its competition in the HIV mutation detection space, in particular, includes the likes of Thermo Fisher Scientific and Abbott.

"But there is only one company — ABL Diagnostics — with the combination of qPCR syndromic assays for infectious diseases, and typing and sequencing of infectious diseases," Sayada said.

ABL Dx's anticipated US expansion this year could come about in a few ways, Sayada said. Firstly, the firm is in advanced discussions to acquire two US companies, he said, but declined to name them at this time. If this strategy is not successful, however, ABL Dx plans to expand from its AdvancedDx Biological Laboratories US affiliate in Maryland by recruiting additional US commercial and technical staff. The long-term goals include US Food and Drug Administration regulatory clearance, he added.

With accelerated growth of ABL Dx enabled by COVID-driven market maturation, Sayada said the additional traction should help in establishing an expanded US commercial team, one way or another, in the near future.

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