

LabTech Group - a complex solution for medical laboratory.

Russia, Saint-Petersburg, 2017

1. Company.

LabTech Group is a group of companies that was established to supply pathologists and technicians with good quality Russian products for regional laboratories (up to 50,000 tests per year) and high quality foreign product for federal laboratories (more than 50,000 tests per year).

Mission - Reduction of mortality.

Goals - doubling the speed of histological analysis and doubling the quantity equipment of histological laboratories by 2020.

1. Company.

Group was established in 2011.

We are the only group of companies who specialized only on pathology and telepathology market without a diversification on other directions.

LabTechBio manufacture a range of reagents good quality for the regional laboratories to 50,000 tests per year.

LabTech distribute a range of equipment and reagents of high European quality for Federal laboratories, more than 50,000 tests per year.

1. Company-Team.



1. Company.

Who is LabTech Group?

Head Quarter: 19000, Russia, St. Petersburg., Konnogvardeyskiy blvd., building 19.



1. Company.

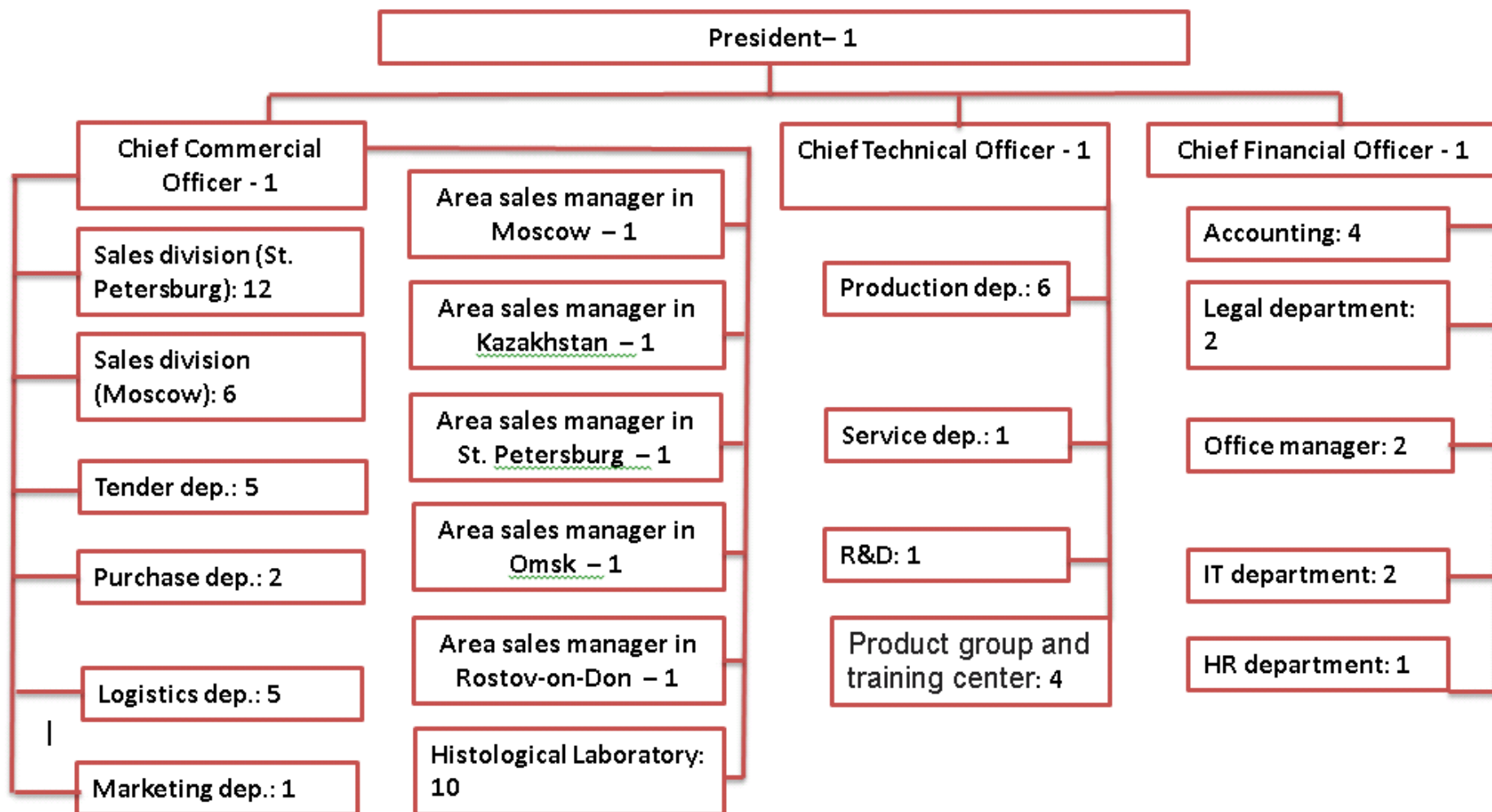
Who is LabTech Group?

A company committed to:

- **Developing, manufacturing, distributing** instruments and reagents to histopathology and research laboratories in EAC;
- **Fast growing** as histopathology supplier
 - New products launched every year to increase the portfolio;
 - 2 range of products for the regional and Federal consumer;
- Providing products manufactured in Europe as best in terms of quality,
- Providing products manufactured in Russia as best terms of price.
- Providing telepathology technologies.

1. Company.

Company organization chart.



1. Company.

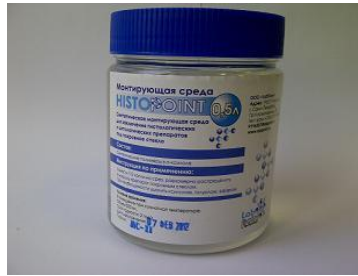
Experience in OEM manufacturing.

197 SKU reagents are under registration.

**Fixation and processing
solutions**



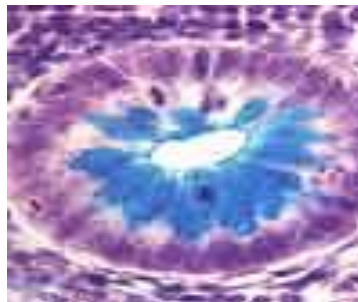
Mounting media



**Paraffin wax embedding
media**



**Ready-to-use
staining solutions**



1. Company.

All stages of histological process.

8 types of equipment.

Sectioning



Tissue processing



Embedding



Microtomy



IHC Staining



Staining



Microscopy and



Visual systems



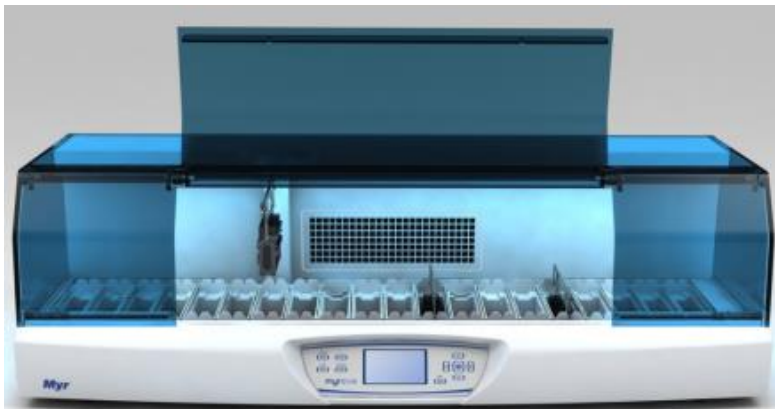
1. Company.

A lot of experience of service.



Their qualification and promptness are your guarantee.

1. Company. Distribution.



LabTech Group distribute high European quality brands: Myr (full range of equipment) and Euromex (microscope and telepathology).

1. Company.

Competitive advantages.

Key driver to successful business

- Quality of the products, reliability
- Well structured organization
- Efficient Marketing (i.e. organization of meetings and workshops)
- Full range of products (bundled offers)
- Customer oriented, fully comprehensive service
- Improved flexibility

2. Sales.

Market (statistics 2016).

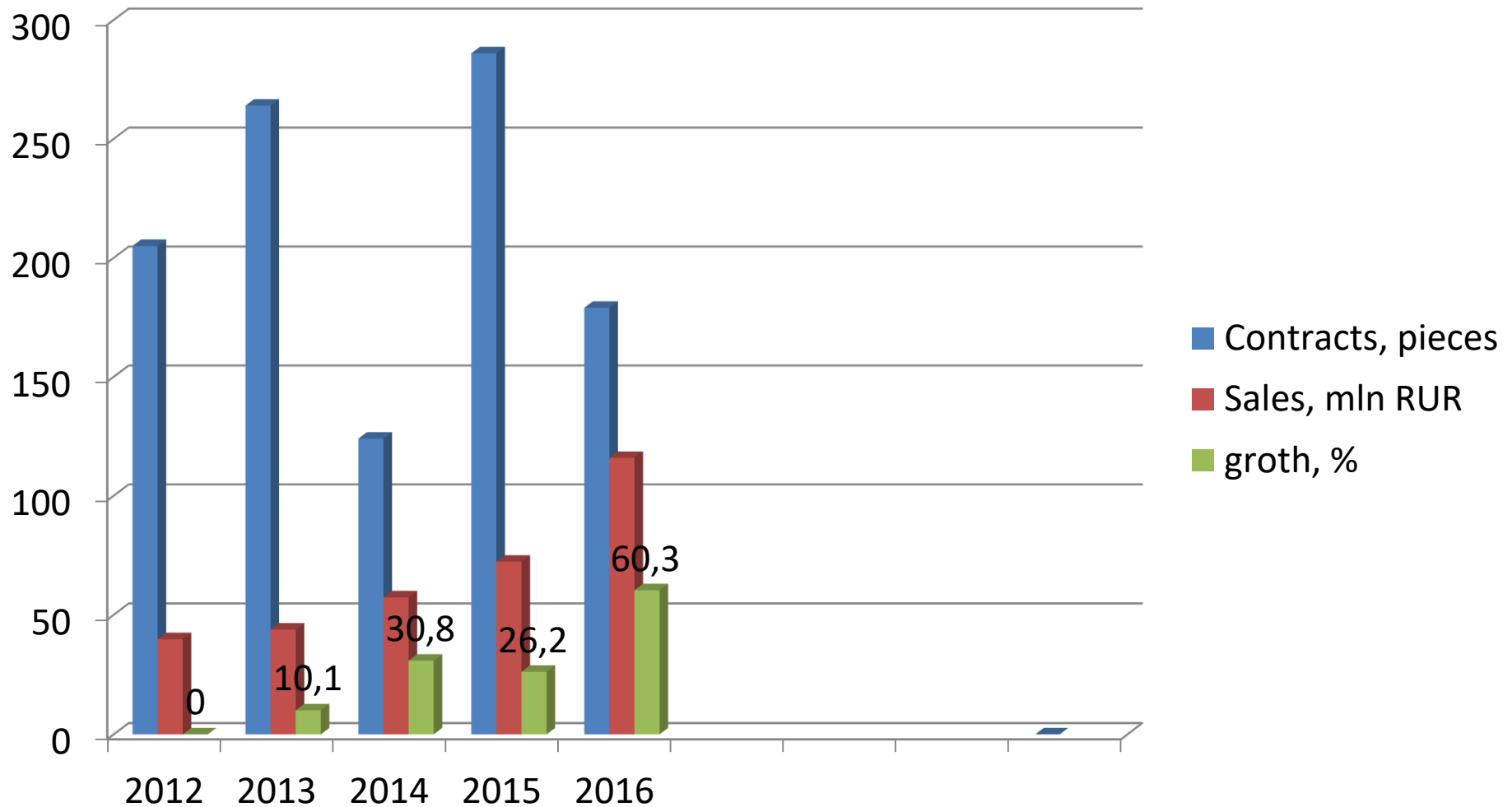
№	District of Russia	Population, thousand people	Death rate from cancer, per 100 thousand people per year	Histology tests per 100 thousand people per year	Autopsy per 100 thousand people per year	Total		
						Adequacy of equipment %	Lack of doctors	Lack of technicians
	Russian Federation	146 270	202	27 373	259,7	39,1	1 856	2 698
1	Central Federal district	38 944	220	26 023	313,1	47,34	504	637
2	The North-Western Federal district	13 847	229	39 293	312,6	33,97	266	379
3	Volga Federal district	29 717	190	22 317	230,1	30,69	285	371
4	Southern Federal district	14 005	200	23 794	308,4	31,74	162	310
5	Crimean Federal district	2 294	235	15 487	254,2	12,69	-6	-17
6	North-Caucasian Federal district	9 659	118	9 895	43,4	52,93	21	43
7	Urals Federal district	12 238	196	28 036	183,2	44,60	193	256
8	Siberian Federal district	19 313	207	34 196	272,1	25,40	315	392
9	The far Eastern Federal district	6 211	193	27 133	271,2	43,11	60	118

2. Sales.

Market (statistics and forecast).

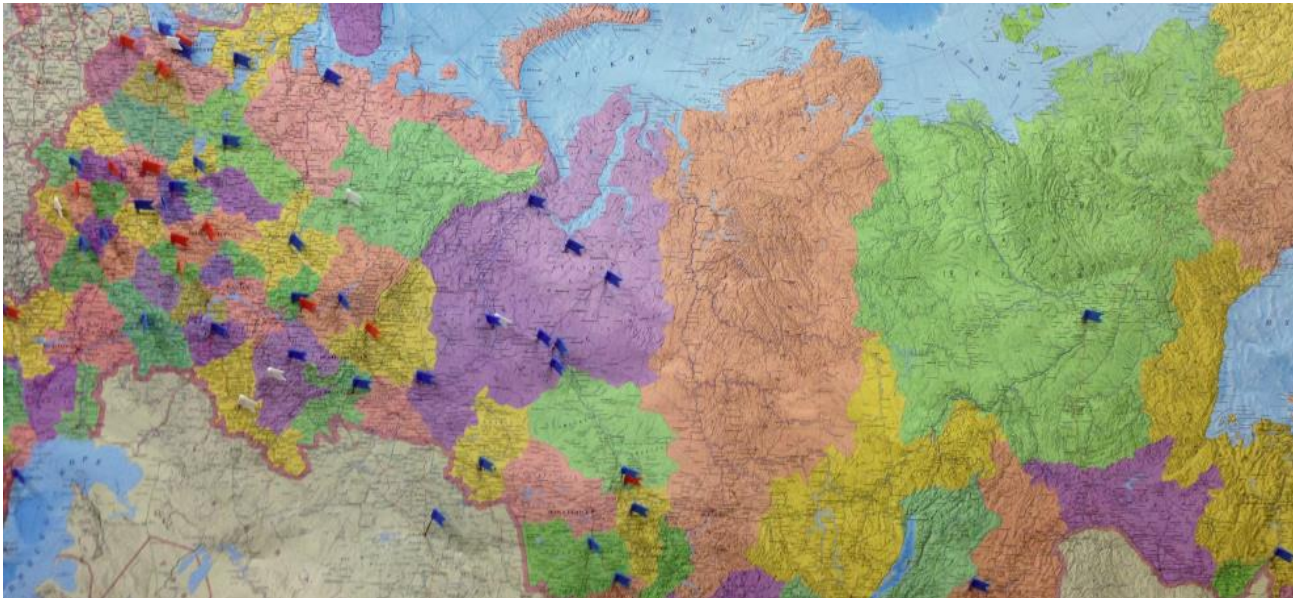
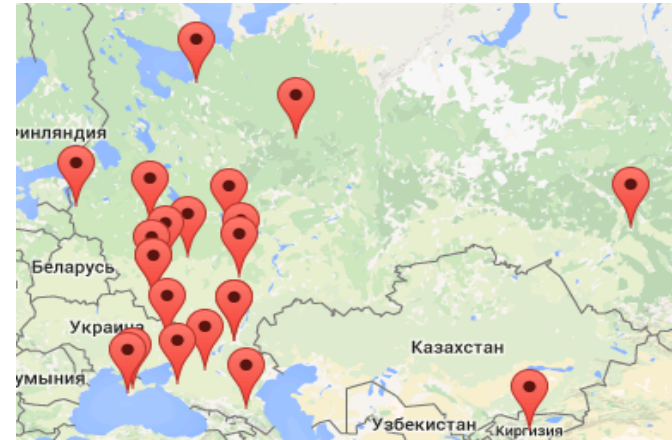
- 1 analysis in the average price of 0.5 U.S. dollars;
- Lack of equipment is 61% or 150 millions U.S. dollars in Russia.
- Russian market is about 40 millions analyses;
- Russian market is growing annually by 8.5%;
- The market of the countries of Eurasian Economic Union is 18% from Russian market (current sales);

2. Sales. Market (statistics).



2. Sales. Market (statistics).

Sales regions Equipment and consumables



2. Sales.

Sales channels.

- Direct sales (calls, exhibitions, conferences, meetings, studies);
- Distribution (Habarovsk, Rostov, Moscow);
- Tender sales (disclosure to the market);
- Internet;
- Commercial laboratory

2. Sales.

Marketing activities.

- Brochures development and issue
- Web-promotion
- Telemarketing
- Participation at exhibitions and conferences
- Product workshops
- Regular marketing research
- Demo-rooms
- Advertising in books on pathomorphology
- loyalty program

2. Sales. Marketing activities.



Seminar RPS, Petrozavodsk, 2015



Conference "Strong Russia",
Moscow, 2015



Seminar on pathological anatomy, St
Petersburg , 2015



Health Care, Sevastopol,
Crimea, 2015



Exhibition "Import
substitution", Moscow, 2015



Health Care,
Kazakhstan. Astana,
2015



Exhibition "Export center", St
Petersburg, 2015



Oncology conference, Yalta,
Crimea, 2015



Health Care, Moscow, 2015

3. Conclusion.

- Together we is a very strong team of professionals. We not only supply your products to our customers – we market them, promote them, train users on how to use them, provide technical and managerial assistance and actually create new markets for them. Getting your products to the largest number of users is our main priority and we are experts at it. This is why companies prefer LabTech Group to be their gateway into Russia.

3. Conclusion.

Thus.

- We are professionals.
- We are concentrated on pathology.
- We have got a huge clients base.
- We have got a personal communication to KOLs (key opinion leaders).
- We use an effective technique of promotion.
- We are a stable long term partner.

3. Conclusion.

We are ready to invest in our partners.



3. Conclusion.

It is a moment to establish
cooperation



3. Conclusion.

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