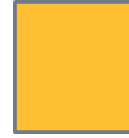


2024

the company report



2024 – a year full of challenges



expected:

Kitazato switched from our distributorship to direct sales - a loss of 25% of the LifeM total margin in 2023, 660 TEUR in sales.... Very hard but expected.

BIRR missing CE delayed MDR certification for this supplier caused several months of lost sales of this growing brand in our IVF portfolio.

unexpected:

Eppendorf C&S our biggest partner in the early years – Eppendorf - has quite unexpectedly decided not to have a direct branch in our country. For us it means sourcing Eppendorf Products under worsened conditions.

2024 – our facilities



Sales & HQ in Ricany by Prague.

Logistics and local office in Kamenec





IVF and Cell micromanipulation products group:

The main brands distributed here are Calibre micromanipulators, Synga glass microtools, AV tables and, CO2 incubators, IVF adapted laminar hoods, vitrification consumables and MEA tested liquid handling and many more.

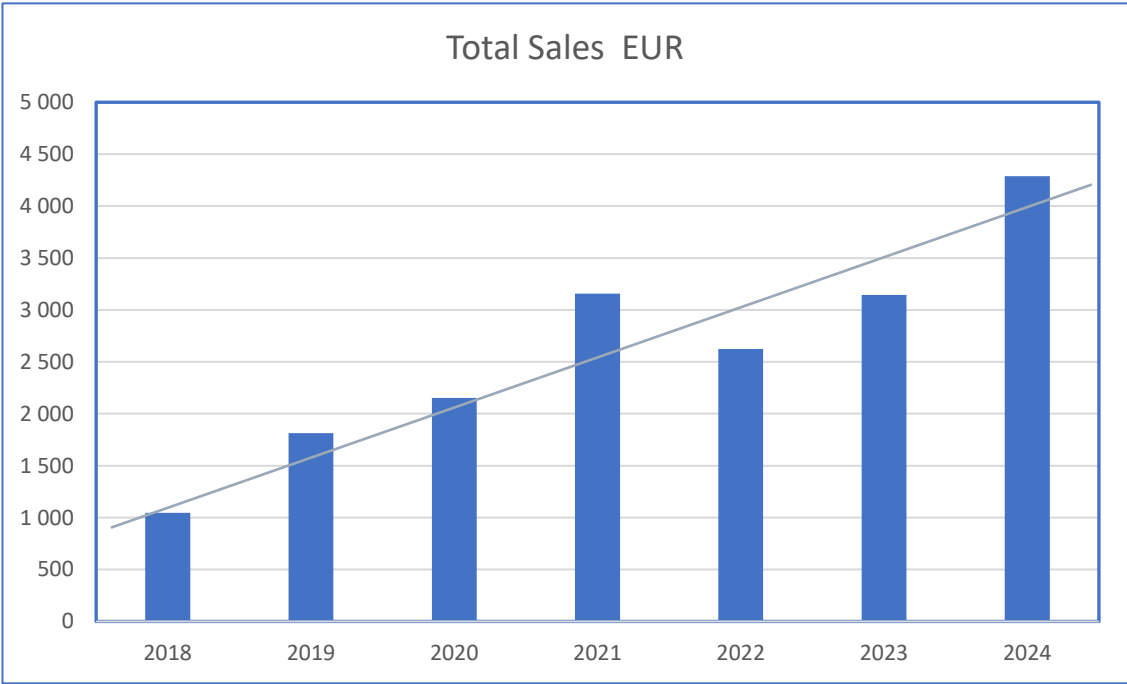
Histopathology and clinical diagnostics (IVD):

We distribute Hamamatsu slide scanners, Dakewe full range of Histopathology lab devices and IPI foil coverslippers and Histopathology consumables. In the IVD segment we distribute HPLC analysers of HbA1c made by Lifotronic

Science and all other lab products:

We are specially focused on Liquid Handling and centrifugation, Cytogenetics sample preparation and sample preparation for advanced microscopy techniques.

2024 sales (TEUR)

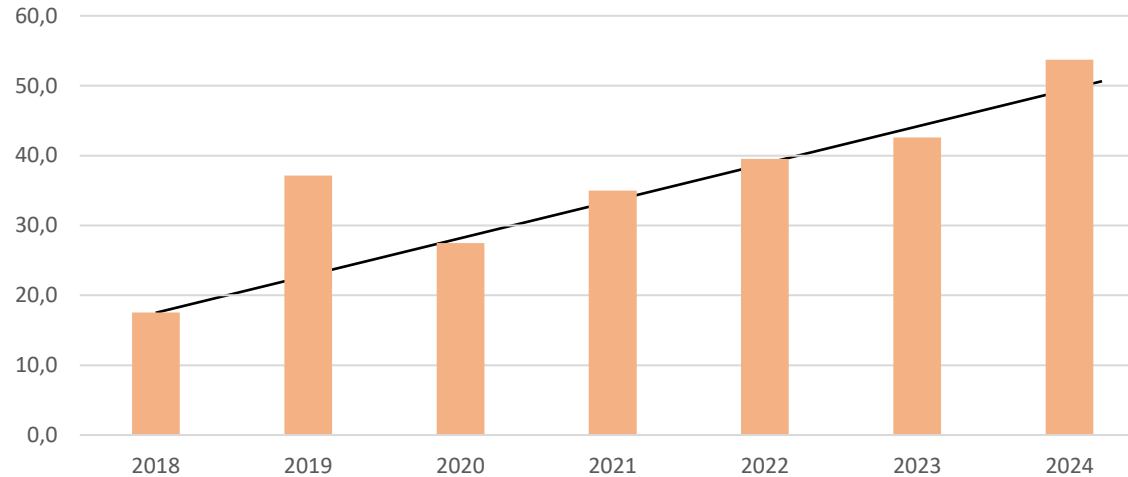


T EUR	2018	2019	2020	2021	2022	2023	2024
IVF products total	702	1 486	1 099	1 400	1 580	1 704	2 148
% IVF	67,0%	82,0%	51,1%	44,4%	60,2%	54,2%	48,5%
IVD + Histopathology					53	332	824
IVD + histopathology					2,0%	10,6%	19,6%
Science + Other La	345	326	1 053	1 756	992	1 108	1 316
Science + Other Lab	33,0%	28,0%	48,9%	55,6%	37,8%	35,2%	31,9%
Total sales	1 047	1 812	2 152	3 156	2 625	3 144	4 288

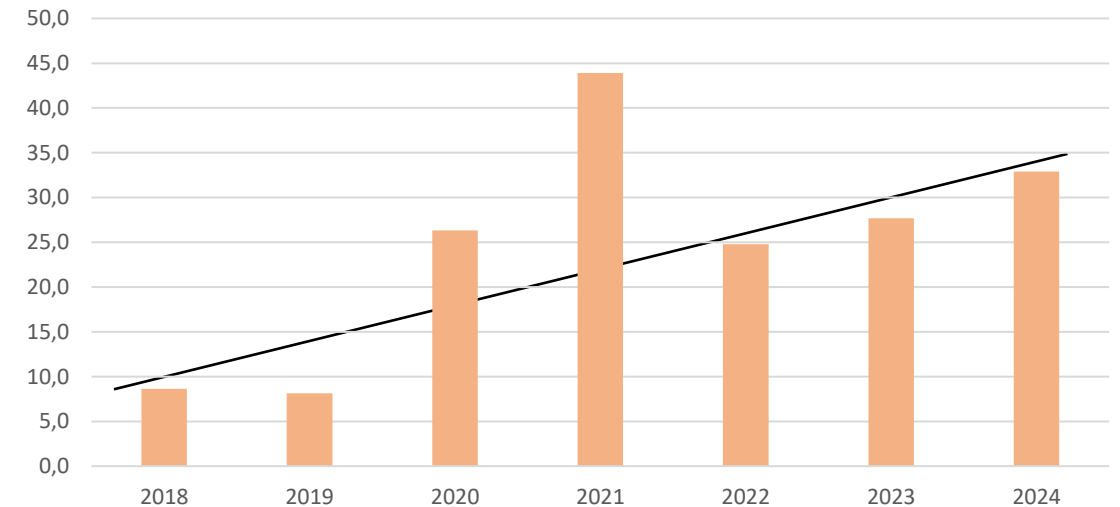
2024 – by segment



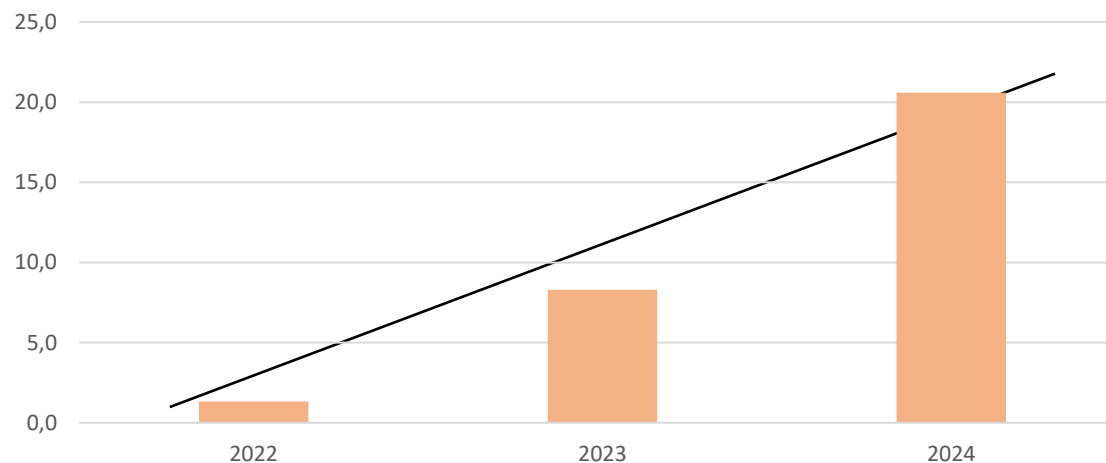
IVF Sales



Science + Other Lab sales



IVD + Histopathology Sales



2019 we were completely focused on IVF. In the covid period the IVF market was low but we sold a lot of Products for PCR testing. Now all 3 segments are growing, IVF and Science slowly because already from a high basis and Histopathology rapidly because from low basis.

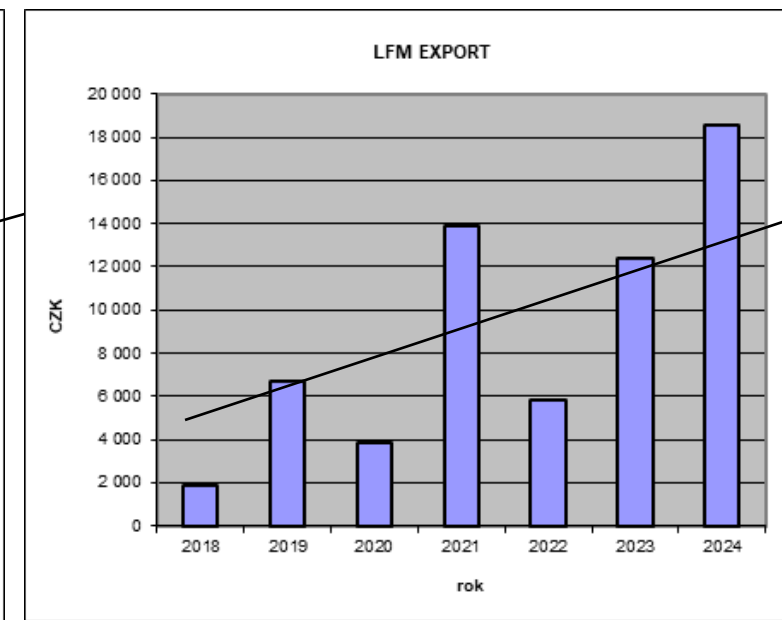
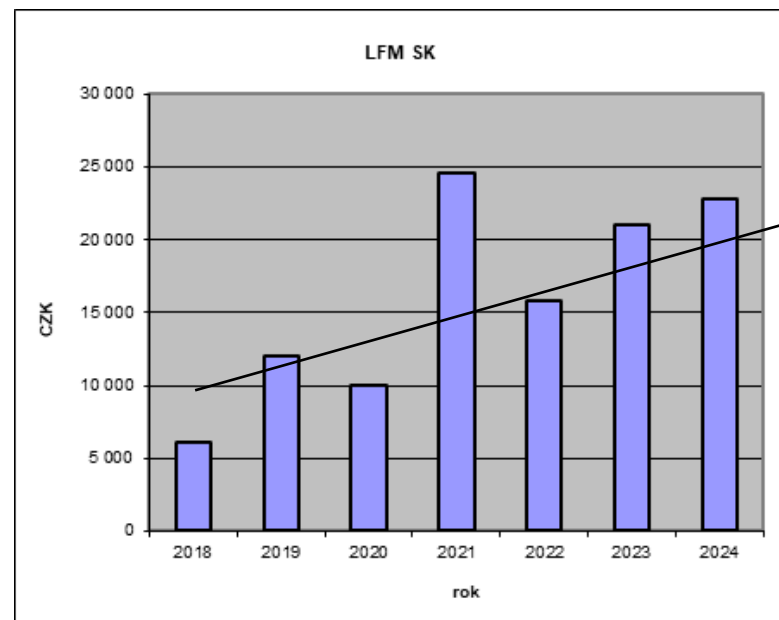
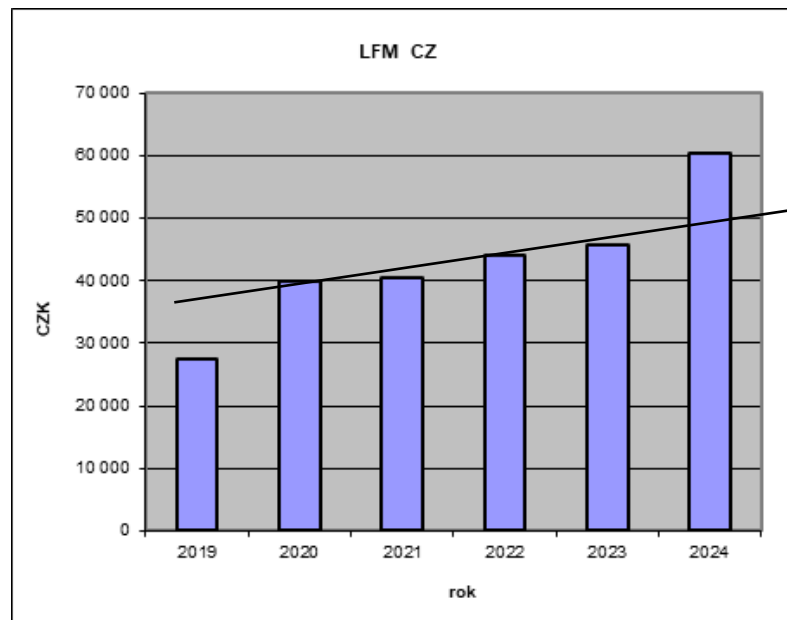
ESHRE 2024 Amsterdam



2024/11 – SAR Brno



2024 by region



T EUR	2018	2019	2020	2021	2022	2023	2024
CZ	736	1 115	1 644	1 561	1 692	1 712	2 460
SK	237	434	354	1 066	694	1 055	1 056
Other countries	74	263	154	529	238	377	768
Total sales	1 047	1 812	2 152	3 156	2 624	3 144	4 284

our own made products



Life M	-	AV tables, basic, 2G and MHA (in cooperation with Labox)
Synga	-	a) Cell manipulation microtools b) Spindle observation dish2025 c) denuding pipettes
ADVI	-	Glass holders, mounting media and otehr consumables for preparation of samples for Advanced Microscopy.



2025 - outlook



We expect a
significant growth
in all 3 sales fields

2024