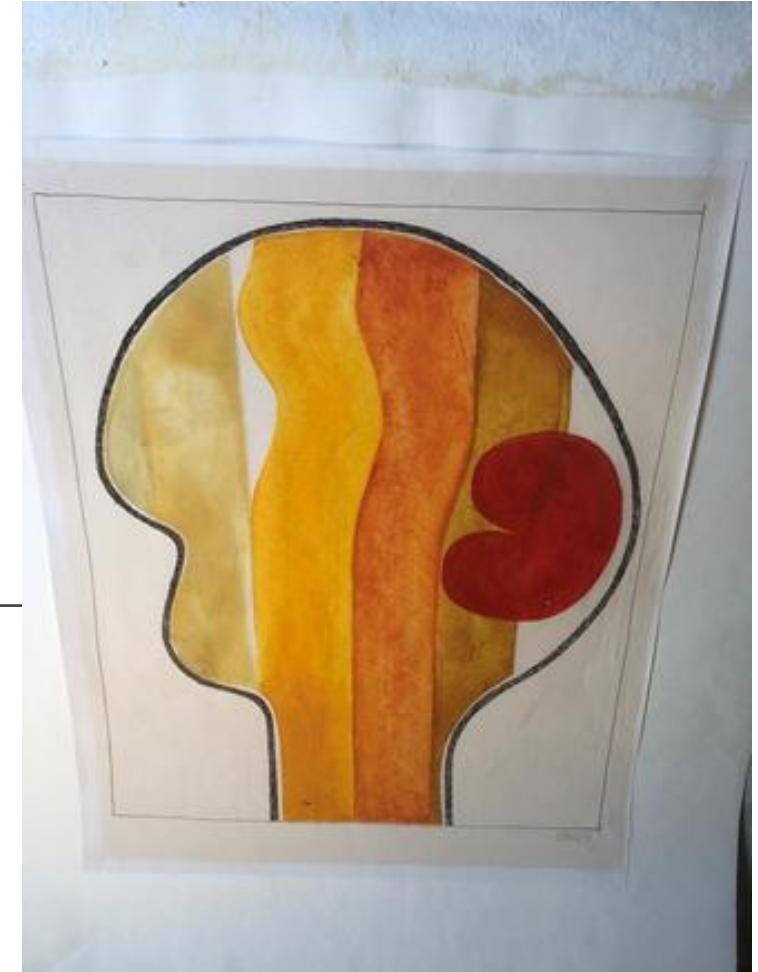




# 2024

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the company report





**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.

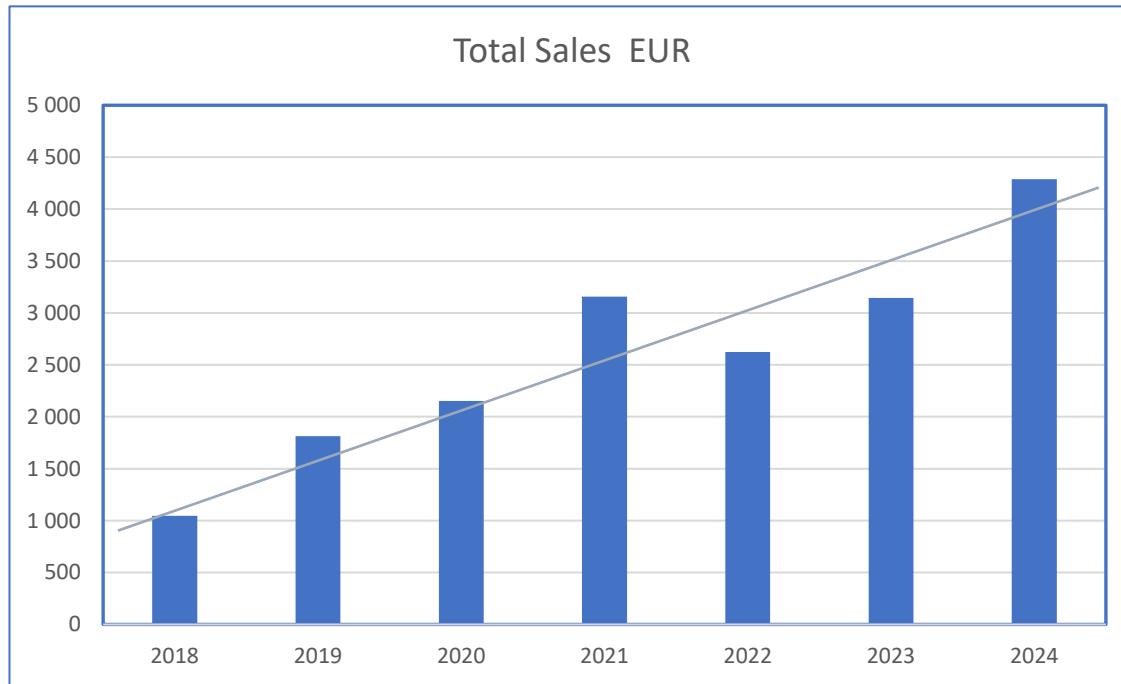
### Histopathology and clinical diagnostics (IVD):

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:

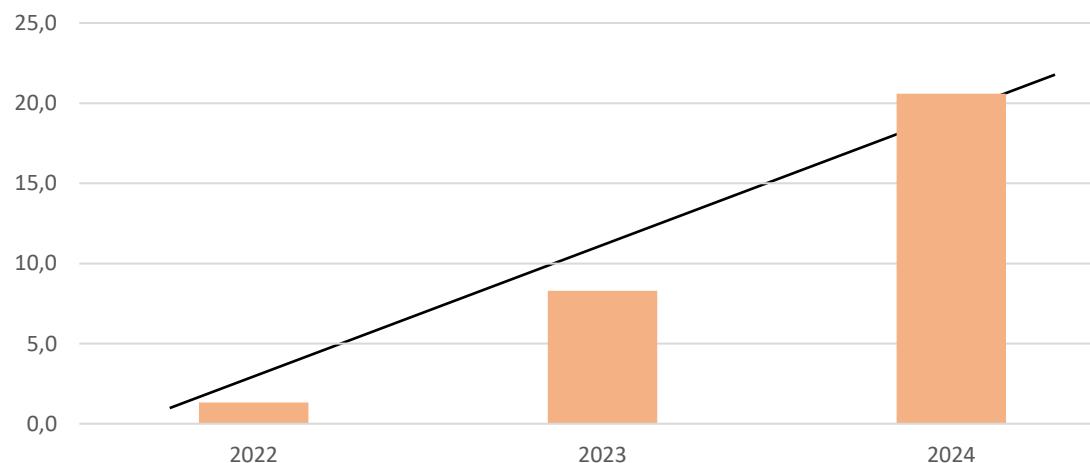
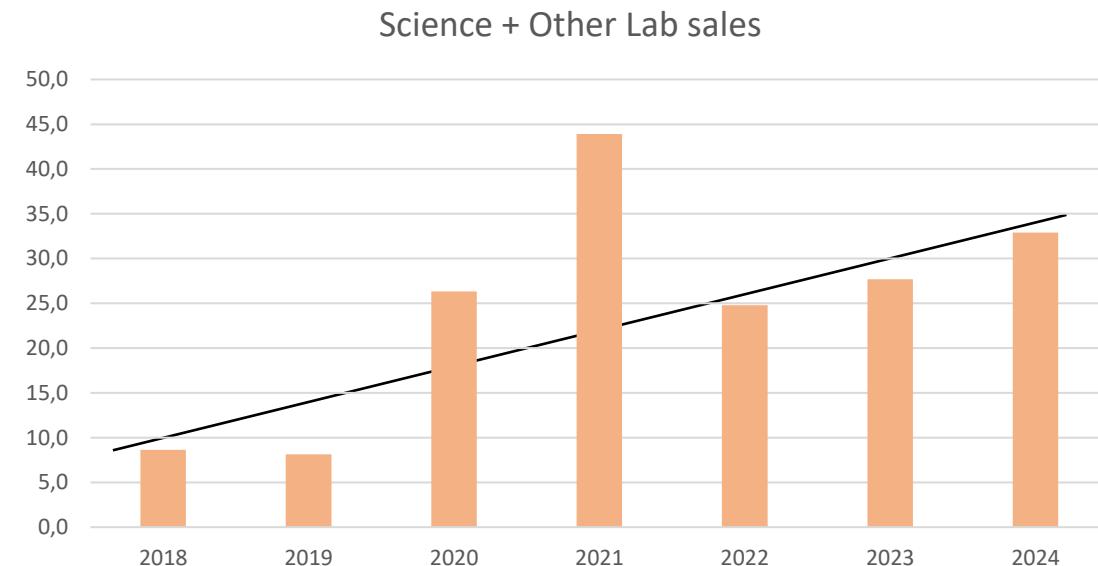
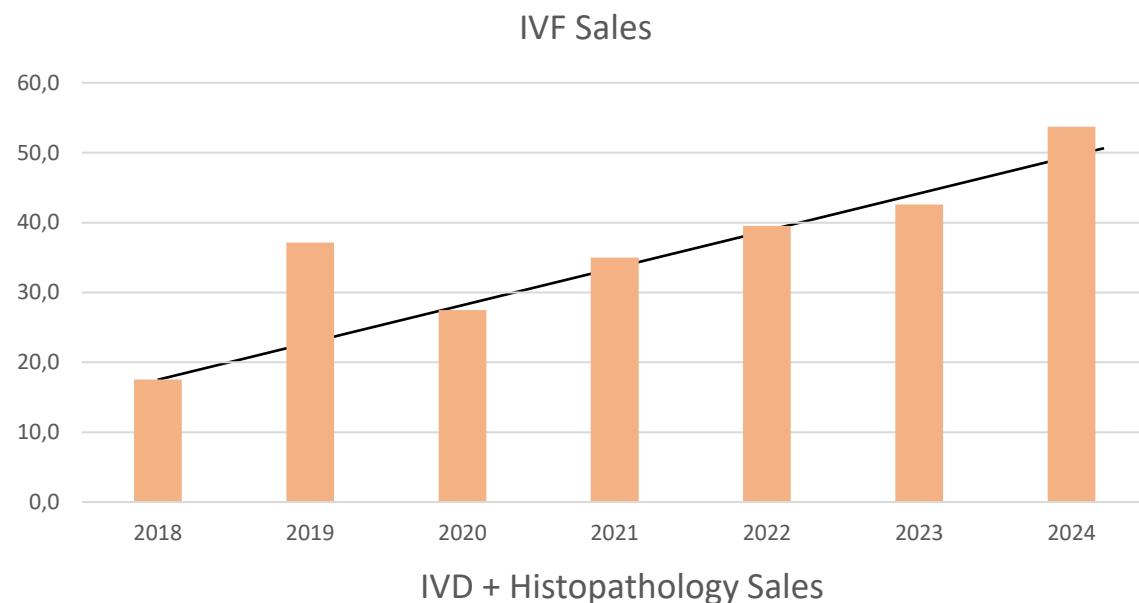
We are specially focused on Liquid Handling and centrifugation, Cytogenetics sample preparation and sample preparation for advanced microscopy techniques.

## 2024 sales ( TEUR )



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

## 2024 – by segment



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



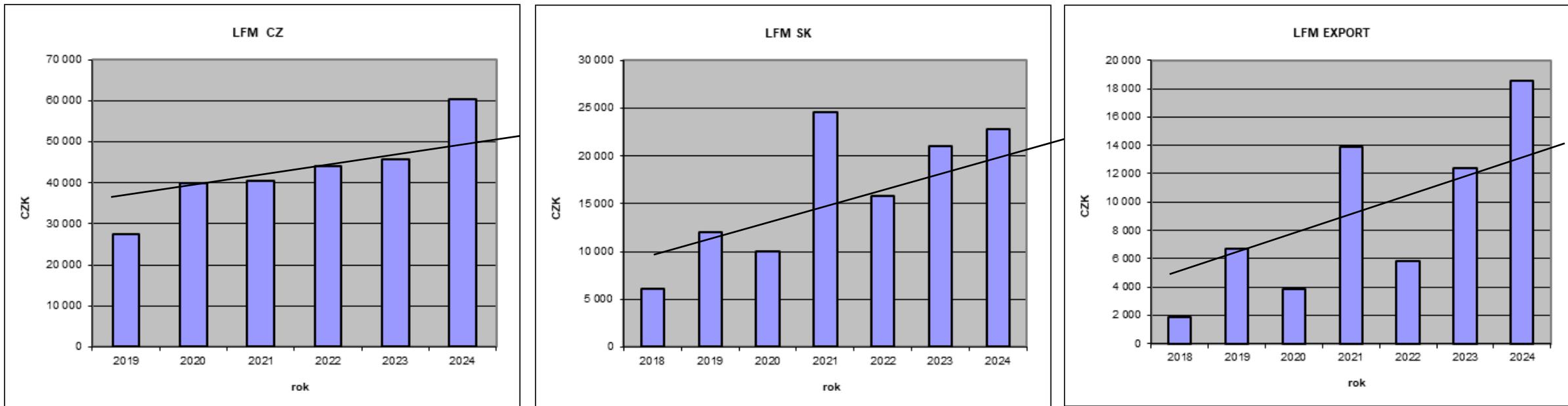
2024

2024/11 – SAR Brno



2024

## 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
<i>Other countries</i>	74	263	154	529	238	377	768
<b>Total sales</b>	<b>1 047</b>	<b>1 812</b>	<b>2 152</b>	<b>3 156</b>	<b>2 624</b>	<b>3 144</b>	<b>4 284</b>

our own made products



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Life M	-	AV tables, basic, 2G and MHA ( in cooperation with Labox)
Synga	-	<ul style="list-style-type: none"><li>a) Cell manipulation microtools</li><li>b) Spindle observation dish ....2025</li><li>c) denuding pipettes</li></ul>
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