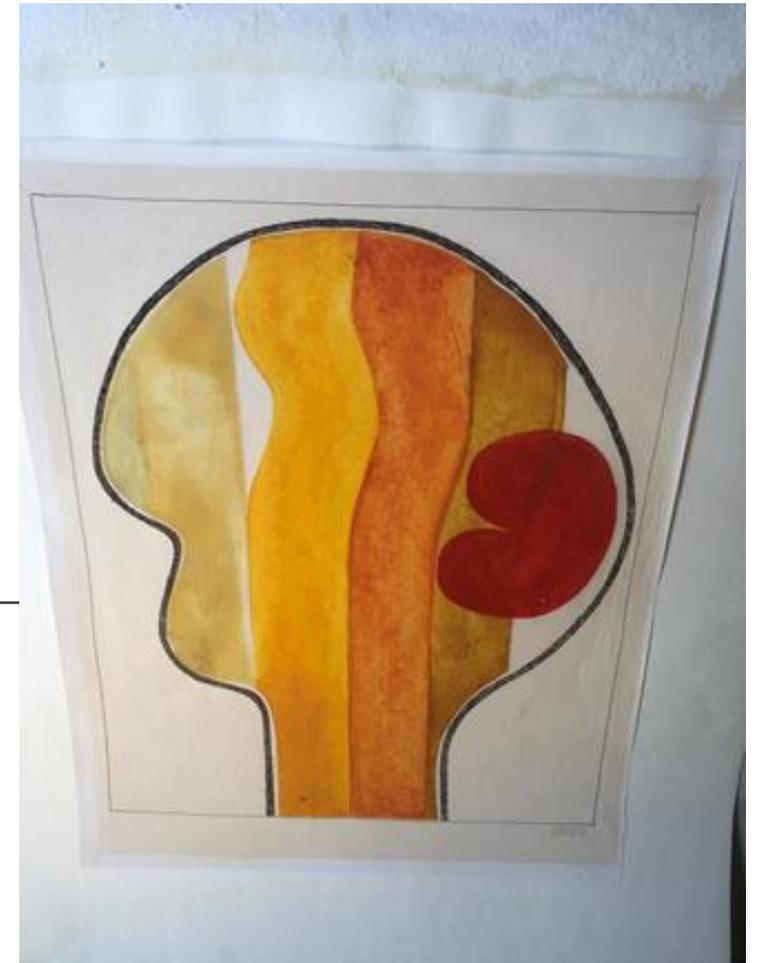


Life Science and Medical Supplies and services

2023

The company history, current profile, and aspirations at the end of our 6th year of operation





The founders and all current co-owners of LifeM are Czech and Slovak citizens, all from the Lab supplies and services field.

We have worked for the medical diagnostic labs and Life Science labs since early nineties and have been very close to Eppendorf ever since.

In 2018 we have started operation of our own company namely as a dedicated Eppendorf mikromanipulátor dealer for the region of central-east Europe.

Soon later we have added sales to diagnostic labs , histopathology and sample preparation for advanced microscopy



Location

LifeM is located in Ricany close to Prague and LifeM SK is located in Bratislava and in Košice (east Slovakia). Our building in Ricany hosts also the czech branch of Eppendorf, It is our base from where we go out to serve the labs in CZ+SK and Central Europe.



LifeM logistics facility at
Kamenec by Policka





IVF and Cell micromanipulation

Main brands: Calibre Scientific Celltech (former Eppendorf Celltech), Repronlife, Hamilton Thorne, Astec Bio, BIRR, Minitube. Labox.

Own products: AV tables, Synga,

Histopathology and IVD

Main Brands: Hamamatsu whole slide scanners, Dakewe and IPI foil coverslippers.

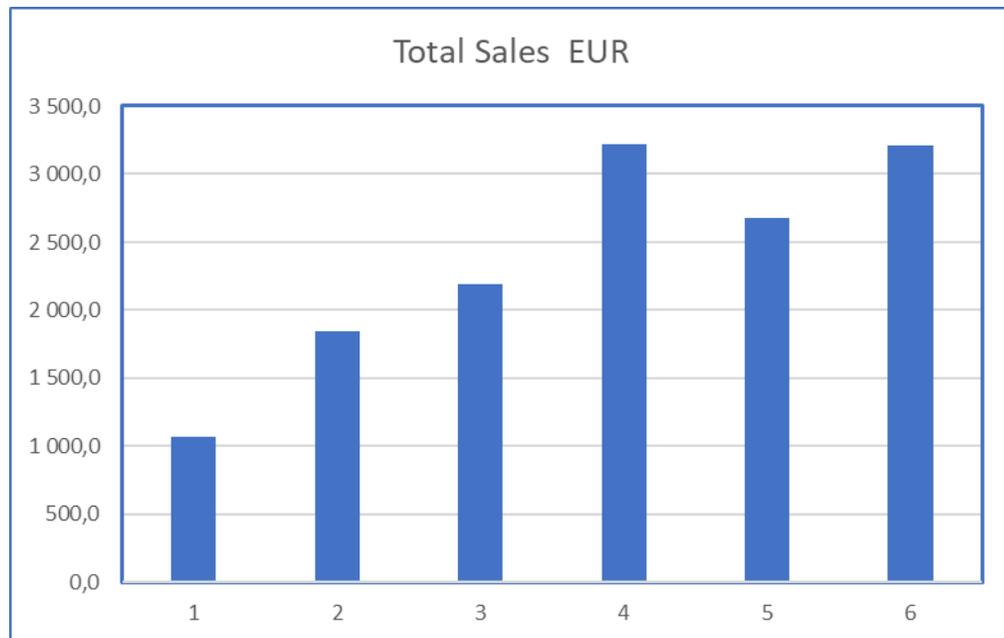
we are part of the field testing and final development for IPI coverslippers

Life Science (Liquid handling, centrifugation, etc)

Main Brands: Eppendorf, Biotechrabbit, Celloger, Starlab,

Own products: ADVI sample prep for advanced microscopy.

2023 total sales EUR



Life M consists of 2 entities by countries:
Life M in Czech and Life M in Slovakia.

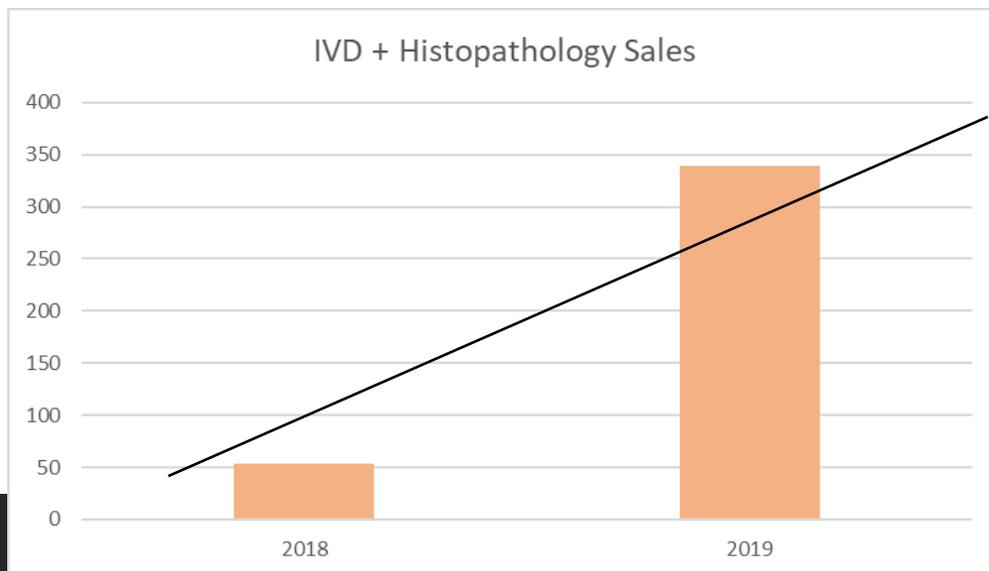
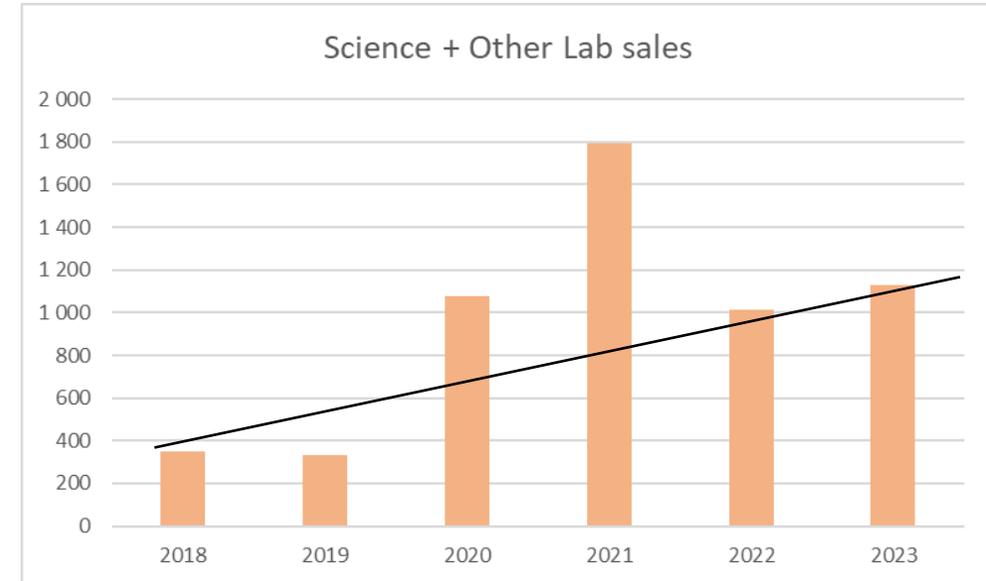
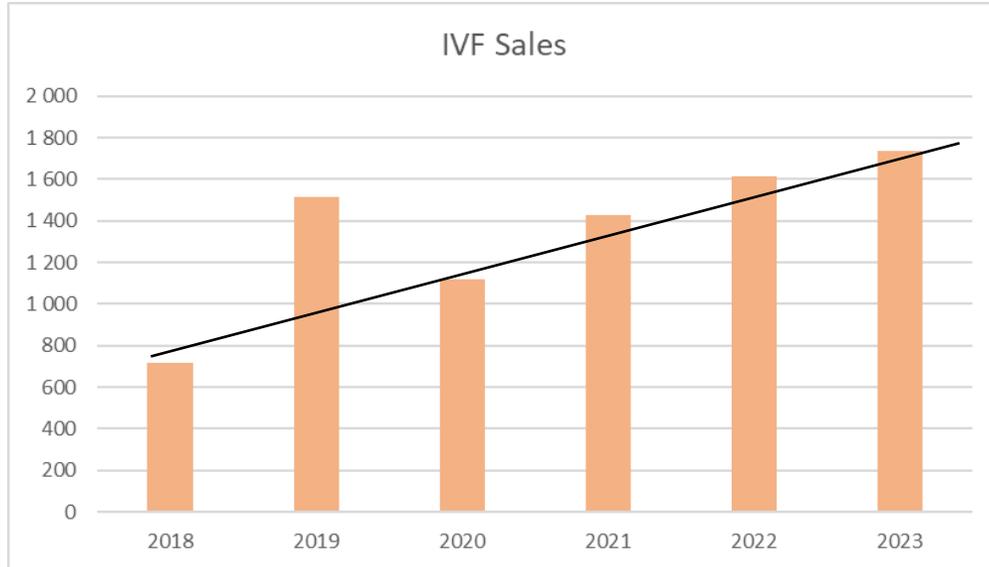
In this presentation consolidated results are shown.

T EUR	2018	2019	2020	2021	2022	2023	goal
IVF products tota	716	1 516	1 121	1 429	1 612	1 739	
% IVF	67,0%	82,0%	51,1%	44,4%	60,2%	54,2%	44,0%
IVD + Histopathology					54	339	
<i>IVD + histopathology</i>					2,0%	10,6%	24,0%
Science + Other L	352	333	1 074	1 792	1 012	1 131	
<i>Science + Other La</i>	33,0%	28,0%	48,9%	55,6%	37,8%	35,2%	32,0%
Tržby celkem	1 068,4	1 849,0	2 195,7	3 220,4	2 677,6	3 208,2	
% consumables	32,0%	27,8%	34,5%	38,0%	44,7%	44,7%	
% Eppendorf	41,2%	33,1%	30,7%	25,1%	28,8%	28,8%	

Life M was selling in the IVF segment and in Life Science, since 2022 also in Histopathology and advanced microscopy sample prep.

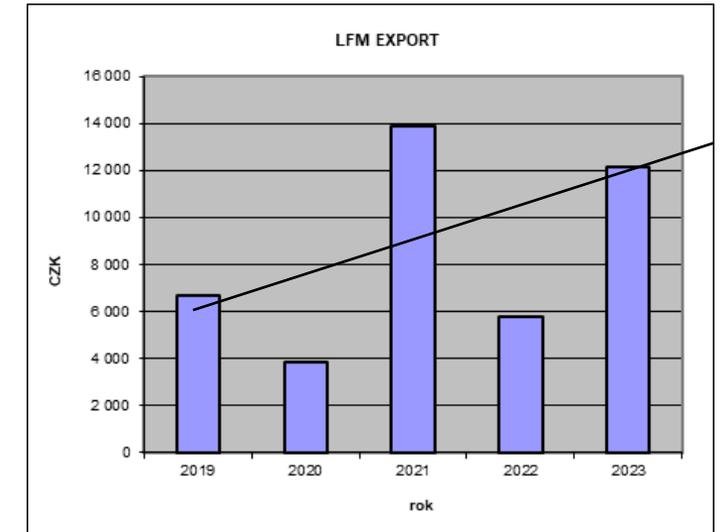
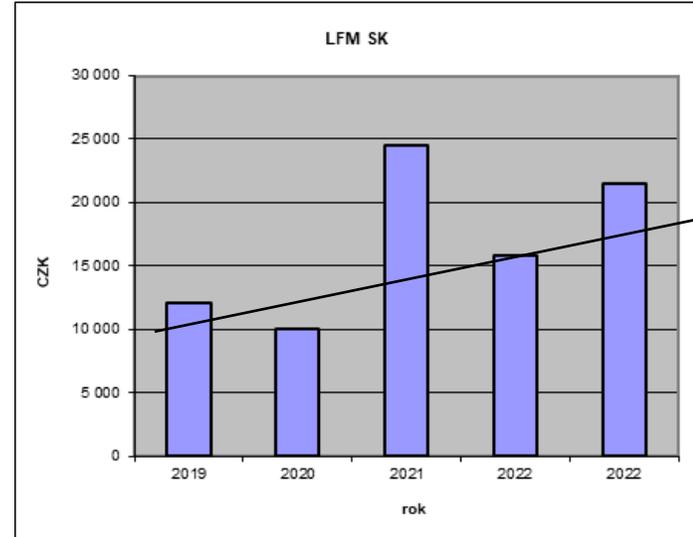
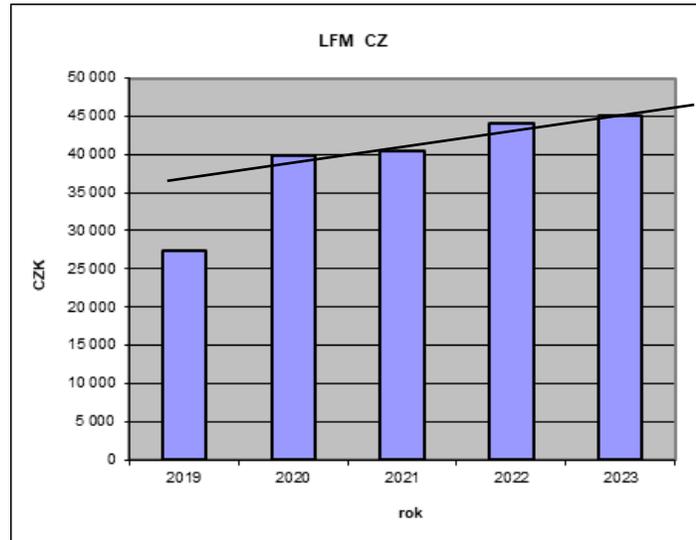
During the Covid period IVF sales fell down but the sales of consumables for PCR testing resulted in an extraordinary big sales in total. In 2022 the PCR diagnostics fell down and in 2023 we have continued with growth in all segments and resulted with 3,2 mil EUR sales to third parties.

Yearly sales by segments



IVF has fell down in 2020 due to Covid and grows back to original sales and beyond.
Life Science was great due to PCR supplies during Covid, fell down in 2022 and now grows only slowly.
Histopathology is our new segment and growing fast.

2023 sales by countries



T EUR	2018	2019	2020	2021	2022	2023
CZ	736	1 115	1 644	1 561	1 692	1 712
SK	237	434	354	1 047	644	1 164
Other countries	74	263	154	529	238	377
Total sales	1 047	1 812	2 152	3 137	2 574	3 253

In Czech we have already stable sales while the sales in Slovakia and in the region are more volatile.

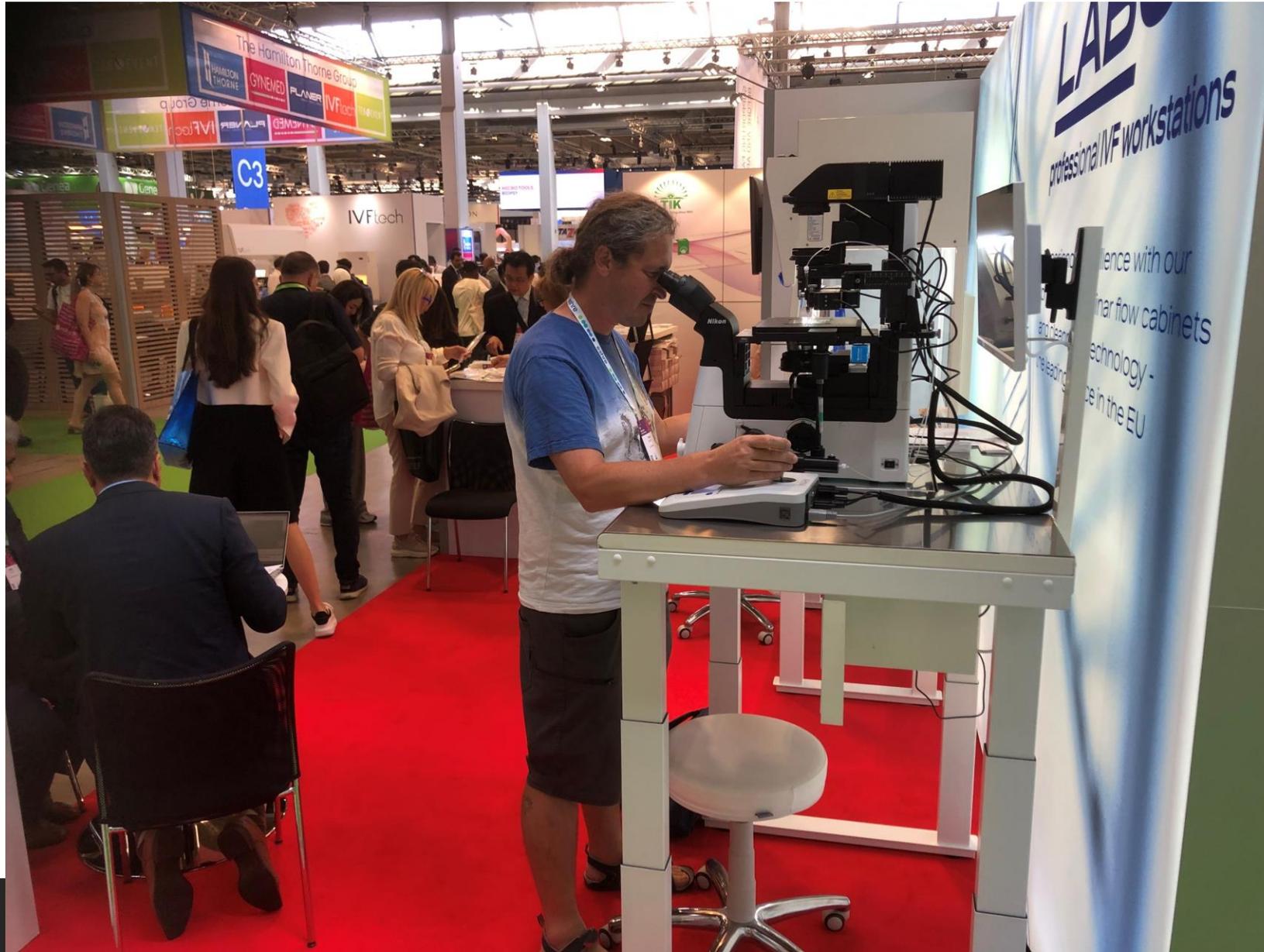
2023 colleagues on training for Hamamatsu Scanner technology



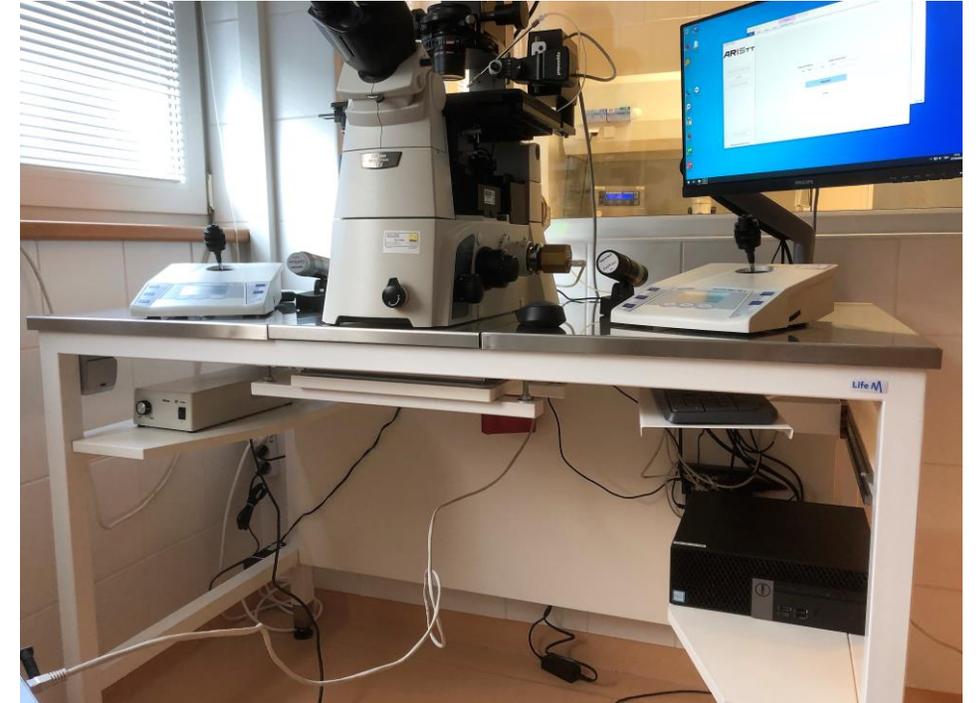
IPI Pathomat – foil coverslipper



2023 ESHRE – exhibiting our own made Antivibration table with motorised height adjustment



Our own production



LifeM antivibration tables for micromanipulation workstations with a floating island for the microscope based on an active or passive AV device from K&S Advanced Systems.

2022 ESHRE



Our own products:

On ESHRE 2022 in Milan we have introduced a new design of our AV table for micromanipulation namely in the IVF field. We call this new design 2G AV table

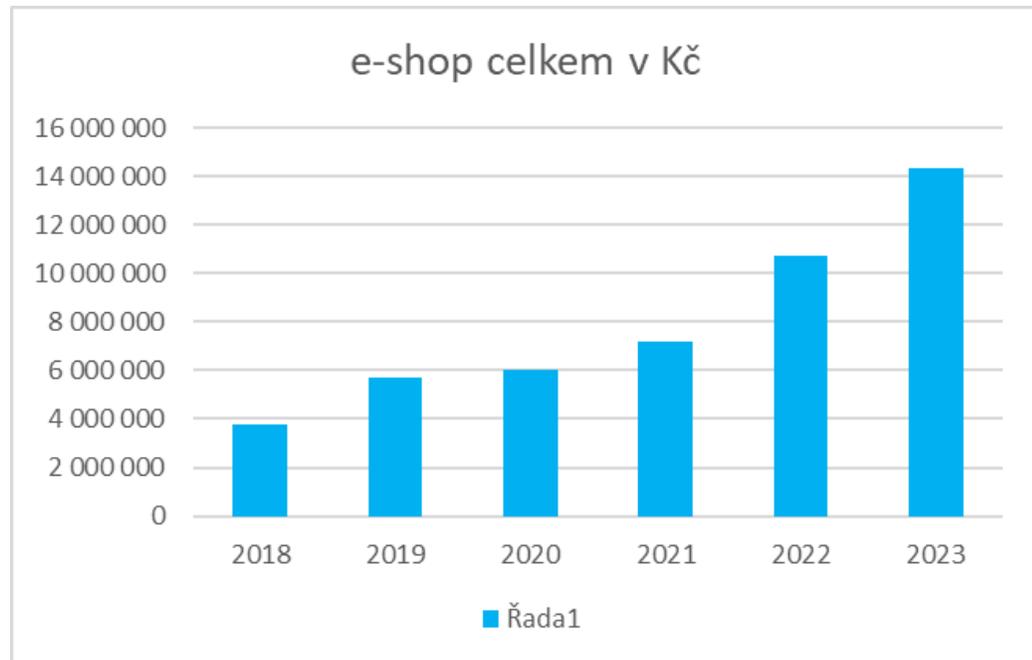
2024 – our own or sister companies products



- Life M brand - AV tables (3 models: Basic, 2G , 2G with Motorised Height Adjustment)
- Synga - a) Micromanipulation pipettes
b) Denuding pipettes
- Digital Pro - Spindle view adaptation for Nikon microscopes
- ADVI - Mounting media, spacers, clearing chambers, glass bottom dishes for specific Microscopy techniques



2023 – e-shop



CELKEM vše po měsíci	e-shop celkem v Euro (BEZ DPH)						
	2018	2019	2020	2021	2022	2023	23 vs. 22
Leden	4 522	22 639	21 996	15 753	22 530	42 307	88%
Únor	9 817	46 306	47 032	32 906	56 857	103 864	83%
Březen	15 732	65 969	61 636	54 232	95 452	167 410	75%
Duben	25 255	84 130	65 188	78 925	127 016	213 017	68%
Květen	39 392	111 316	76 684	110 491	167 299	279 464	67%
Červen	60 836	126 557	104 919	139 406	210 034	328 961	57%
Červenec	73 899	140 958	129 123	165 948	234 743	374 104	59%
Srpen	91 931	159 998	146 642	189 009	280 013	440 344	57%
Září	101 656	177 795	171 443	220 644	314 487	495 436	58%
Říjen	132 839	202 433	200 490	249 090	365 028	556 222	52%
Listopad	149 026	221 706	235 274	288 433	415 737	598 358	44%
Prosinec	157 979	237 482	251 373	300 572	443 798	598 358	35%
Celkem EURO (bez DPH)	157 979	237 482	251 373	300 572	443 798	598 358	35%
CZK	4 028 463	6 055 801	6 410 019	7 664 579	11 538 745	14 360 582	

E-shop since 2021 we focus on our e-shop offering and already about 15% of our revenues comes from e-shop

E-shop plán for 2024.... Additional separate platform for refurbished instruments and sell out products to be started

2023 – structure now



Head of Sales

David Cernohorsky

IVF and Cell Micromanipulation

Leader: **Jan Koval**

Team: David Cernohorsky, Miroslav Hons

Pipetting, Centrifugation, PCR, General Lab products

Leader: **Jana Baránková**

Team: Milan Řezka, Jan Koval

Technical service in general:

Leader: **Miroslav Hons**

Team: Pavel Jedlička, Jakub Jánoš

Histopathology and consumables for High End Microscopy

Leader: **David Cernohorsky**

Team: Petr Valošek (ext), Ivan Rozkošný,
Jan Koval,

Order processing, logistics, accounting etc.:

Leader: **Alena Rompotlová**

Team: Michal Mička (ext), Economy Service
(ext. provider), + other external providers

On-line marketing and sales:

Leader: **Renata Šmilauerová**

Team: Archa (ext provider), all sales leaders

2022-10 Czech Pathology Congress



2022-11 Czech IVF
Congress

Exhibition in alliance
with Nikon and Labox



The glass window in our office shows our passion for human, for customers and team work

