



PICTOR

Multiplexed
Immunodiagnostic
Technology

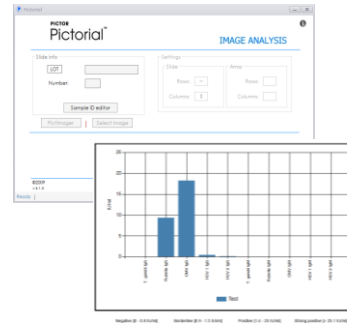
Pictor Diagnostics in Germany

Dr. Sandeep K. Vashist
Global IVD Director

About Pictor

- www.pictordx.com
- An IVD company located at [Auckland, New Zealand](#) (ISO 13485:2016 certified)
- Started primarily as a [clinical diagnostics](#) company. Ventured into [veterinary diagnostics](#) in 2018.
- Manufacturing and marketing
 - Multiplex immunodiagnostic kits for IVD use
 - Multiplex reader devices and image analysis software
- Pioneering the development of
 - Innovative multiplex IVD technologies
 - Low-cost Smart IVD Readers
 - High-throughput automated multiplex analyzers
 - Novel multiplex IVD kits for clinical diagnostics (Ongoing developments – Tropical Fever, HHH)
 - Novel multiplex IVD kits for veterinary diagnostics (Ongoing developments – Johne's disease, PAGs, M.bovis)
- Starting the subsidiary of Pictor in Aachen, Germany by the end of 2019

Pictor's core technologies and products



Core Multiplexing patent granted in key markets (US, EU, CA, JP, NZ, AU, IN, SG, ZA)

PICTOR PictArray™

Easy & accurate multiple tests using minimal sample vol

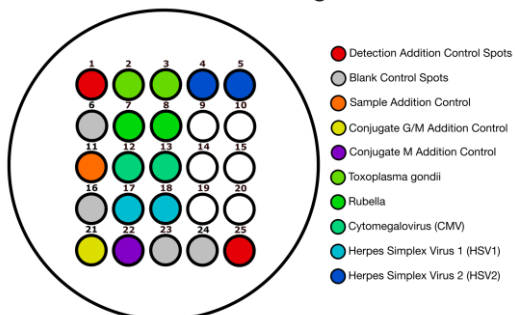
PICTOR PictImager™

Most affordable reader in market for imaging PictArray™ slides

PICTOR Pictorial®

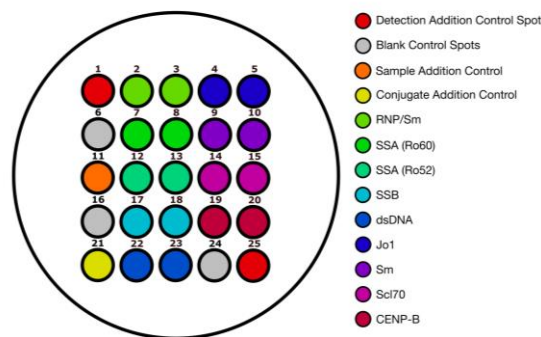
Image analysis software generates complete reports in a few minutes

PictArray™ ToRCH ELISA Kit Maternal Infections in Pregnant Women



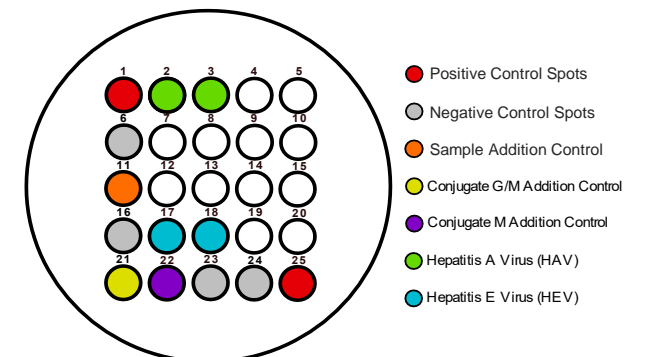
- One Sample with Five Pathogens
- Detect IgG and / or IgM in any well

PictArray™ ENA ELISA Kit Autoimmune Connective Tissue Disorders



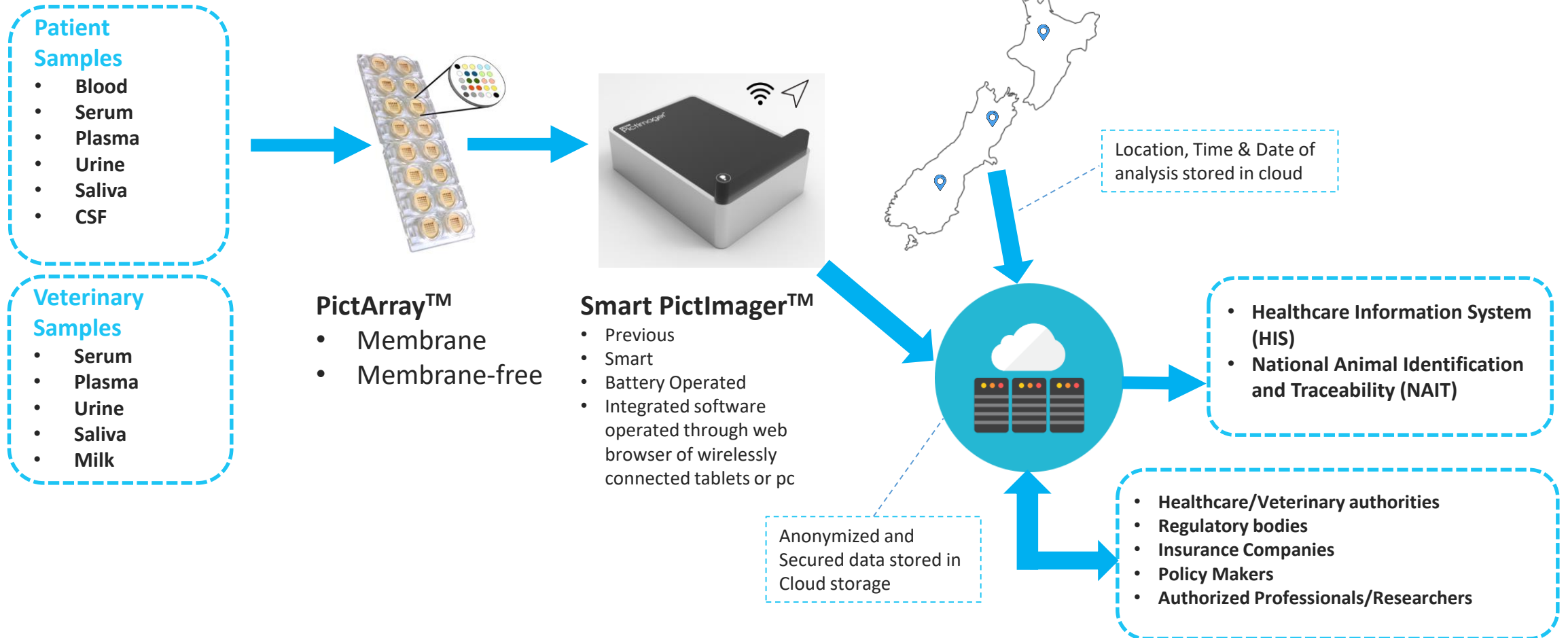
- Eight of the most frequently tested autoantigens

PictArray™ HAE ELISA Kit Hepatitis A & E



- Two of the causes of viral Hepatitis
- Detect IgG and / or IgM in any well

Pictor's IVD technologies & concept



OPPORTUNITY

STRATEGIC EXPANSION

(IPs + Products + Business + Expansion → INC. REVENUE)

Pictor (to date)

Patented Multiplex IVD tech
Miniaturized Multiplex Reader
Image analysis software



3 Clinical IVD kits
(TORCH, HAE, ENA)
Manufactured: NZ
Marketed: IN

Pictor (Transformation)

Improved & Patented Multiplex IVD technologies
Proprietary Portable Smart IVD Readers
Image analysis software

Proprietary PictArray Clinical Analyzer
Proprietary POC PictArray Platform



5 Clinical IVD kits
(TORCH, HAE, ENA, **Tropical Fever, HHH**)
2 **Veterinary IVD kits**
(Johne's disease+PAGs, M.bovis)
Regulatory Compliance: **CE and/or FDA**
Manufactured: NZ, IN, EU
Marketed: **Worldwide**

Pictor (in Future)

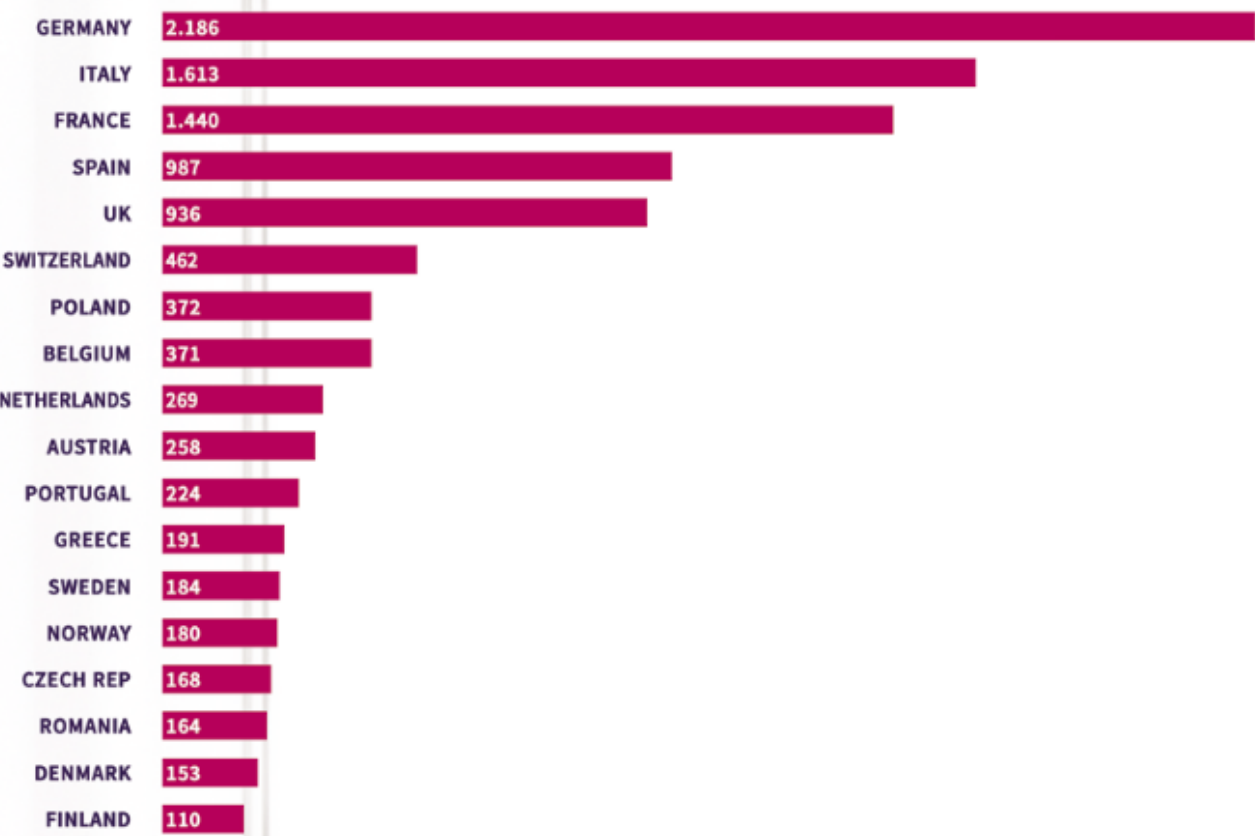
Platform technology devices: **Standalone business** for multiple IVD formats based companies (Multiplex, ELISA, FIA, CLIA, POC, LFA)

Business association with other IVD & Smart Technology Companies

Clinical IVD kits
Veterinary IVD kits
POCT kits
Smart IVD Readers
Clinical Analyzers
Custom Development Services
Sub-contract Manufacture Services
OEM Development Services
3rd Party Development Services

Rationale for having Pictor in Germany

- Largest IVD Market in EU
- Skilled Manpower with strong IVD skills
- Access to raw materials, samples, automation, software, manufacturers, and technologies
- Strategic Location (Central Europe), Stable Economy, and good infrastructure
- Brand value of “Made in Germany” products
- Reliable Legal & Political Framework
- Strong business partnerships (academic, industrial, & healthcare)
- Standardized Regulatory Compliance – CE certifications (TÜV, Eurofins)
- R&D and innovation support
- Intellectual Capital (value of patents and technical know-how)
- Streamlined Clinical validation/evaluation trials and availability of KOLs in IVD
- Many FDIs in IVD in Germany (Thermo Fisher, Perkin Elmer, Erba Mannheim, and others)
- Cost and time savings with increased business prospects for Pictor



European IVD Market Statistics REPORT 2017



Economic overview Germany 2018 GTAI

Support from GTAI

- Support provided by GTAI was highly valuable and useful
 - Assigned a [dedicated project manager](#) to look into our specific interests
 - Provided guided insights into the German IVD [market](#) and prospective [locations](#) for IVD specifying the strategic advantages offered by them
 - Explained the [procedure](#) for opening the company's subsidiary in Germany
 - Put us in contact with [local GTAI representative](#) at Aachen i.e. Frank Leisten, [AGIT](#)
 - AGIT provided the [step by step advice](#) to how we can open the company, find a business space for office and or site, and get the desired funding support
 - AGIT provided several [business contacts](#) that can help us in completing for opening the company in Aachen
 - AGIT guided us thoroughly by providing available [business spaces and sites for the company](#)
 - GTAI also helped us to [connect with other companies and persons](#) that could be of help

THANKS

sandeep.vashist@pictordx.com