

DIAsource Immunoassays adds two Product Line Acquisitions to establish unique position in the RIA market

DIAsource continues to consolidate business in IVD segment of manual kits and open automation

AACC Chicago, USA. (August 1, 2018) – DIAsource ImmunoAssays, the international clinical diagnostics company part of the BioVendor group, today announced it had successfully completed simultaneous transactions for the acquisition of the full assets of two radioimmunoassay product lines from its partners Svar Life Science (Sweden, previously known as Eurodiagnostica) and ZenTech (Belgium), as well as the Neolisa™ CgA ELISA product from Svar Life Science.

DIAsource is Belgian-based vertically integrated diagnostic company specialized since 30 years in the development, manufacturing, sales and distribution of immunoassay tests and open instrumentation solutions for clinical medical diagnostics. Its product catalog features over 190 ELISA and 140 RIA assays. The company has direct sales representation in Belgium, France and Spain and strong sales in Middle East, Asia, and South America through a network of over 100 sales and distribution partners in over 70 countries worldwide.

The recent transactions strengthen DIAsource's and BioVendor's position as one of the top RIA and larger ELISA manufacturers, committed to servicing customers worldwide that use manual assays and open automation to complement their portfolio on closed automated systems.

The portfolio that will be transferred to DIAsource consists of more than 30 specialty assays as well as hybridoma cell lines for the production of the monoclonal antibodies. It features a Chromogranin A in both RIA and ELISA versions, thyroid markers such as Reverse T3, various other parameters such as Aldosterone, Glucagon, and Vasopressin, and many more esoteric specialty biomarkers.

RIA is one of DIAsource's key segments alongside ELISA kits, where the company has thirty years of experience with its endocrinology panel including androgens and diabetes markers. The last five years DIAsource developed a successful Vitamin D franchise based on an open OEM business model. And last year it acquired the Viro-Immun infectious diseases ELISA business.

Jef Vangenechten, CEO of DIAsource Immunoassays, said: *"We are proud, as the second largest RIA player in the world ¹ that we are able to announce these two product line acquisitions to our large RIA customer base worldwide. It showcases our commitment to our RIA clients and secures them with long term future support in the field of radioimmunoassays. DIAsource now has a unique position in this segment by combining the most complete offering of RIA specialty assays on the market with the ability to offer various RIA automation solutions."*

Radioimmunoassay technology and market segment

Many people believe that radioimmunoassays have long been replaced after the advent of ELISA and CLIA technologies in the 1980's and 90's.

Peter Kerckx, Director International Sales:
"That is a common misunderstanding, we were told in 1986 that RIA was dying, and we're still continuing to grow our RIA business yearly. Obviously automated CLIA platform continue to dominate, but the RIA technology segment – although maybe small in comparison with the total diagnostics market – is still quite established globally. Radioimmunoassays survive well because of technical benefits such as unique clinical quality and reliability, and continue to be used not only in hospital labs or pharma environments, but even in the largest clinical reference labs worldwide. We experience that RIA remains important as the gold standard for assays that are not available on automated systems or for parameters that require a higher analytical accuracy, whereby manual assays offer benefits in terms of quality and flexibility versus price. Furthermore our manual assays also allow customization for life science research and screening."

¹ Markets and Markets report (2015): Radioimmunoassay Market – Global Forecast to 2020

Since 2013, DIAsource successfully executed a new strategy in its core business of manual kits and open automation for international markets, focusing on offering value added services and custom client solutions. After implementing a change program with a new organization and focused strategy, the company grew by 40% in just a few years, producing double digit growth of both revenue and EBITDA over the last five years.

Dirk Lepoudre, COO, commented:

"We now show a nice track record with six acquisitions of product and client business assets. It started with the Intertech RIA product line in 2012 and the acquisition of RIA client businesses from distribution partners in France and Spain in 2015 and 2016. Last year (2017) we acquired the full assets of Viro-Immun with complete ELISA and IFA product lines in infectious diseases and auto-immunity. These two new RIA product line acquisitions from Zentech and Svar Life Science (Eurodiagnostica) nicely fit into our strategy to position DIAsource as a consolidator of manual specialty assays. "

Looking to the future and what's next for DIAsource in the frame of the competitive global diagnostics market characterized by consolidation, Jef Vangenechten further commented:

"This year brought the integration of the Viro-Immun business, whilst DIAsource is in process of upgrading to a new best-in-class ERP system to strengthen the company for a future of continued growth. And most importantly, we have also become part of the BioVendor Group which has a clear strategy for further acquisitions and international growth.

As part of our future vision, we have developed DIAsource with a new building, new organization and now a new ERP system, exactly to be doing this kind of acquisitions. The ever-increasing market pressures, both on the regulatory front as the growing competition from CLIA-based automation, are leading to an ongoing consolidation in the market. DIAsource prepared itself for years to be ready to acquire and integrate product lines and client business as these become available from companies that change strategy and divest lines which are no longer in focus."

That this is not limited to the RIA segment, DIAsource proved in 2017 by acquiring a complete line of over 50 ELISA and IFA

assays in infectious diseases from the Frankfurt based Viro-Immun that had gone into insolvency. And, the current transaction with Svar Life Science includes not just the established RIA version but also the monoclonal based ELISA version of the Chromogranin A parameter. Similar as to what DIAsource has been doing in the Vitamin D area, this will allow to service clients with a full spectrum of options, offering clients access to both the RIA or ELISA version of the parameter in various formats: standard kit, OEM, bulk liquid and/or client-specific custom versions, or components.

Biovendor Group (www.biovendor.com/biovendor-group/), is an international diagnostics company with headquarters in Brno, Czech Republic.

BioVendor's core business is centered on manual kits and open automation for the international markets, based on a solution focus and venturing into automation. Biovendor Group supports a broad scope of IVD technologies, including molecular diagnostics and multiplexing tests, as well as an offering for the Life Sciences market with R&D ELISA kits and miRNA technology.

BioVendor's strategy to grow internationally features a timeline with acquisitions of TestLine Clinical Diagnostics (Czech Republic), ImmunoLab (Germany), ViennaLab Diagnostics (Austria), Oxford Biosystems (UK), and most recently in September 2017, DIAsource Immunoassays (Belgium).

In conclusion, in a world dominated by CLIA automated testing, DIAsource is proud to represent and continue to provide service to clients worldwide who value the clinical quality, flexibility and benefits of manual ELISA and RIA kits and open automation.