



Moss Nærings- og Industriforening

Moss, 28th March 2017

Agenda



1 Historie og produkter

2 Hva gjør egentlig Gentian?

3 Hvor skal Gentian?

4

Litt historie....2000...2001



Gentian 2002 - 2005



2006: Gentian Cystatin C Assay



Cystatin C GFR

A superior GFR marker for the diagnosis and therapeutic control of patients of all ages

Key facts

Standardised

Calibrated against the World Standard reference material ERM-DA471/IFCC.

In 2010 the International Federation of Clinical Chemistry (IFCC) formed a working group to produce an international reference material (ERM-DA471/IFCC). The Gentian cystatin C assay was one of the methods selected to establish this world standard.

You can be at ease when using this assay knowing that it has been repeatedly proven to be aligned with the world standards for cystatin C measurement [1], [2].

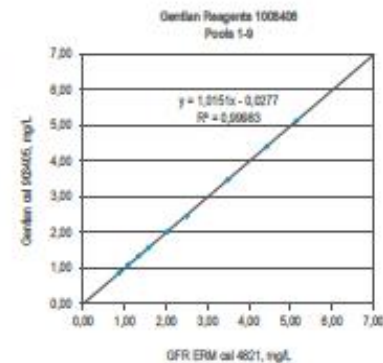
Proven quality and accuracy

Comparable to the 'gold standard' iohexol clearance.

The assay has very low total imprecision, good linearity and strong correlation with iohexol clearance (R (2) = 0.955) [3].

Plasma cystatin C was measured with a particle enhanced immunoassay (Gentian) using an Architect Ci8200 analyzer (Abbott). Total analytical imprecisions of the cystatin C method were 1.1% at 1.25 mg/L and 1.4% at 5.45 mg/L [4].

Platform independent standardization vs. ERM – DA 471



2007 - 2009: Gentian Cystatin C Assay -internasjonalt gjennombrudd



2010: Volumproduksjon
i Mossemarka



2011: Solgaard skog



2013:



Gentian canine CRP
Species-Specific Reagents,
Calibrators and Controls!



2015:

BÜHLMANN fCAL™ turbo
Immuno turbidimetric faecal
CALPROTECTIN Assay

Speed, Quality
and Flexibility
in Calprotectin
Quantification

BÜHLMANN
BÜHLMANN Laboratories AG, Switzerland
info@buhlmannlabs.ch | www.buhlmannlabs.ch

EUROMEDLAB
PARIS 2015
Booth E029

AUTUMN 2015

2016:



NGAL

Neutrophil Gelatinase Assoziiertes Lipocalin Ein Marker zur Früherkennung der akuten Nierenschädigung (AKI)

Die **akute Nierenschädigung (AKI)** ist ein häufiges Problem bei Krankenhauspatienten verbunden mit erhöhten Morbiditäts- und Mortalitätsraten. AKI betrifft bis zu 30% der Patienten auf Intensivstationen und bis zu 5% aller Krankenhauspatienten unter anderem bei Sepsis, Herzinsuffizienz und Multiorganversagen.

Das **Serum-Kreatinin (SKr)** ist der aktuelle Standard-Marker zur Abklärung einer akuten Nierenschädigung. Der Anstieg des Serum Kreatinins dauert 1-3 Tage. In dieser Zeitspanne kann es bereits zu einer Einschränkung der Nierenfunktion um bis zu 50% kommen.

NGAL (Neutrophil Gelatinase-Assoziiertes Lipocalin) wird in bestimmten Epithelien, insbesondere denen der Nierentubuli, gebildet. Im Falle ischämischer oder nephrotoxischer Verletzungen lässt sich ein schneller und proportionaler Anstieg der NGAL-Konzentrationen im Serum und Urin der Patienten feststellen.

Klinische Anwendung von NGAL: NGAL unterstützt die frühzeitige Diagnose der AKI und bietet die Möglichkeit, Entscheidungen im Patientenmanagement rechtzeitig und individuell zu treffen. Die Verkürzung der Pflegezeit und eine bessere Prognose bedeuten eine bessere Nutzung der medizinischen Ressourcen in vielen herausfordernden Situationen:

- Monitoring schwerkranker Patienten auf der Intensivstation (ICU)
- Frühzeitige Diagnose einer akuten Nierenschädigung in der Notfallmedizin (ER)
- Erkennen einer akuten Nierenschädigung nach kardiopulmonarem Bypass (PCB) bei Erwachsenen und Kindern
- Erkennen einer Kontrastmittel induzierten Nephropatie (CIN) bei Herzpatienten
- Monitoring bei chronischer Nierenkrankheit (CKD) und nach Nierentransplantation (RT)

Og fire nye produktfamilier under utvikling:

- Jernlager testing av blodgivere, on site
- CVD Risk
- Spesifikk inflammasjonsmarkør
- Monitorering av HIV/AIDS positive under medisinerig



Strategy supported by very strong shareholder base

Shareholderlist as of 01.03.2017

Shareholder	# of shares	% shares
Sundrehagen Family	3 611 350	25,80 %
Holta Life Sciences AS	2 028 502	14,49 %
Storebrand Vekst Verdipapirfond	1 364 580	9,75 %
Rasmussengruppen AS	1 079 990	7,72 %
Arctic Funds PLC	515 000	3,68 %
Verdipapirfondet DNB SMB	515 000	3,68 %
Cognitio Invest AS	496 430	3,55 %
Kristianro AS	468 822	3,35 %
Silvercoin Industries AS	427 897	3,06 %
Statoil Pensjon	396 700	2,83 %
Strawberry Capital AS	300 300	2,15 %
Spar Kapital Investor AS	234 000	1,67 %
OM Holding AS	209 000	1,49 %
Vatne Equity AS	209 000	1,49 %
Mutus AS	187 210	1,34 %
Employee Shareholders	311 066	2,22 %
Other Shareholders	1 641 446	11,73 %
Total	13 996 293	100.00%

Our current location



Gentian 2016/17

- Nye lokaler, større kapasitet
- 30 medarbeidere
- 12 i FoU
- 650 verpehøner
- AGR: 25%



Established infrastructure funded by existing products



In vitro diagnostics at a glance

Sample collection

Transportation to central laboratory

Analysis of blood sample on lab instrument

Lab results sent back to physician

Diagnosis



Test	Result	Unit	Flag	Reference (%)
Sodium	137	mmol/L		135 - 145
Potassium	4.6	mmol/L		3.6 - 5.2
Chloride	107	mmol/L		101 - 111
CO2	26	mmol/L		23 - 31
Calcium	9.3	mg/dL		8.8 - 10.0
Silicone	100	mg/dL		70 - 200
Iron	6	mg/dL	Low	7 - 18
Creatinine	0.8	mg/dL		0.5 - 1.2
Total Protein	6.8	g/dL		6.1 - 8.2
Albumin	3.9	g/dL		3.1 - 5.5
ALT (SGPT)	13	U/L	High	0 - 31
AST (SGOT)	27	U/L		0 - 42
Total Bilirubin	0.000	mg/dL		0.000 - 2.200
Cholesterol	187	mg/dL		120 - 200
Triglyceride	39	mg/dL		20 - 160
HDL	60.4	mg/dL		35.0 - 70.0
APO B100	1.3	g/L	Low	0.75 - 2.06
Calcium Ionized	0.9	mg/dL		
Calculated IRL	68.8	mg/dL		
WBC	12.4	mg/dL		
Customary WBC	31	%		
10 ⁹ WBC	18.2 x 10 ⁹			
WBC INTERPRET	LOW WBC			
ESRD	6.97	mg/dL		0.34 - 0.49



- Develops **consumables/chemistry** that are used by analytical instruments to produce lab results
- Chemistry is **instrument independent** and can be used **on existing infrastructure** in the laboratories

Hva er det vi gjør?

- Forsker & Utvikler
- Importerer og produserer råvarer
- Setter sammen råvarer til ferdige kits
- Tester og tilpasser til ulike laboratoriemaskiner
- Bringer testene til markedene gjennom våre partnere
- Det hele i henhold til våre kvalitetssertifiseringer



What is our products?

- We have in-house development, production and marketing of *in-vitro* diagnostic reagents, calibrators and controls.

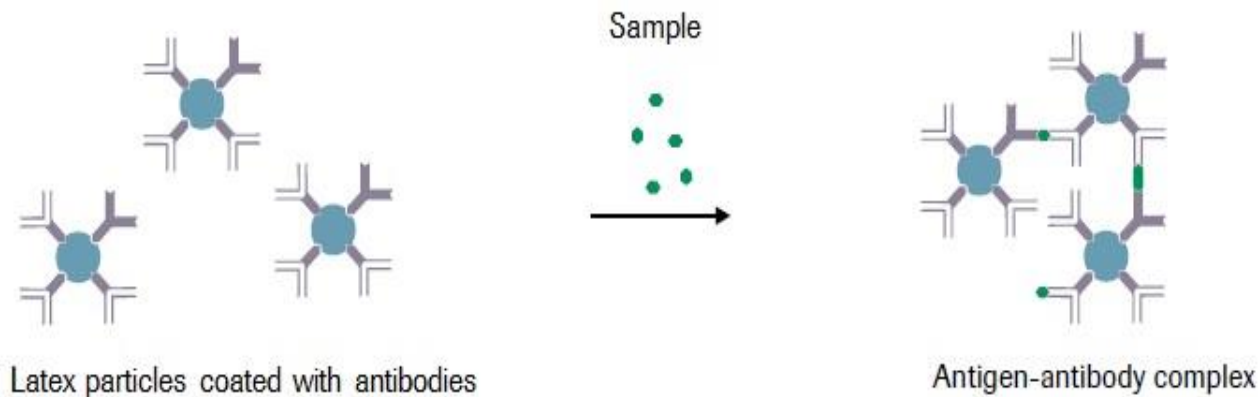
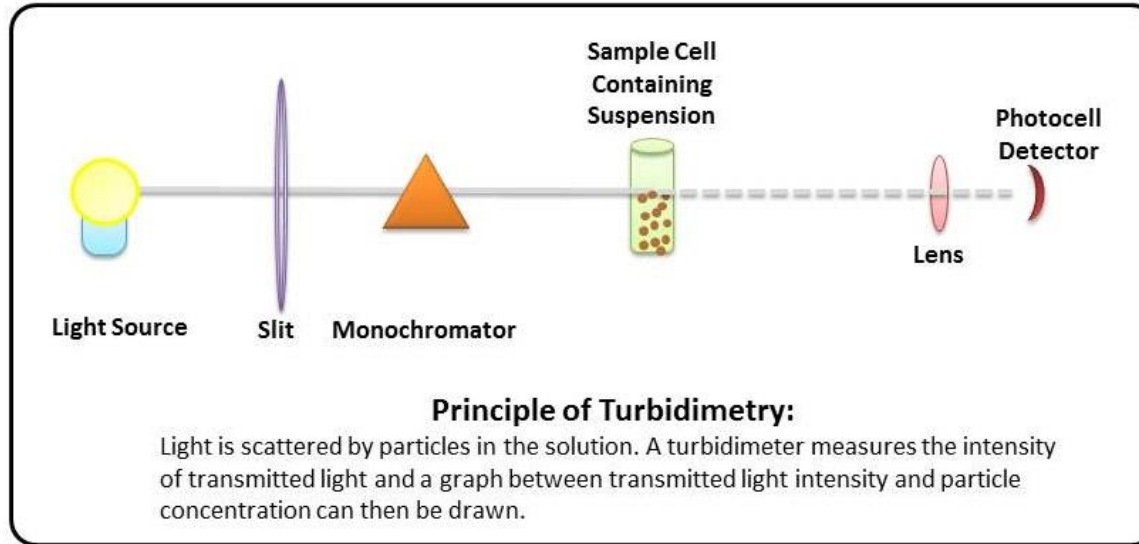
- Products launched so far:


- Cystatin C Immunoassay
- Canine CRP Immunoassay
- Fecal Calprotectin Immunoassay
- NGAL Immunoassay



- We sell our products with our own brand and in bulk to our partners.
- Our pipeline of products to be launched the next few years also comprises tests addressing cardiovascular diseases, viral infections and cancer diagnostics.

Principle behind Particle Enhanced Turbidimetric Assays (PETIA)




Turbidimetric measurement of antigen-antibody complex

PreTect SEE

Cost-effective & high capacity
cancer screening



PreTect SEE

«A new tool for
fighting cervical cancer»

High accuracy

Clear focus

Low cost



3 partnere distribuerer WW:

- Beckman Coulter, Inc. (US)
- Bühlmann Laboratories AG
- Scil Animal Health



Commercialization strategy

Main selling points: *lower price and automatisaion*

Develop high volume tests for clinical chemistry analysers that are currently run on separation based instruments

1

Primary focus

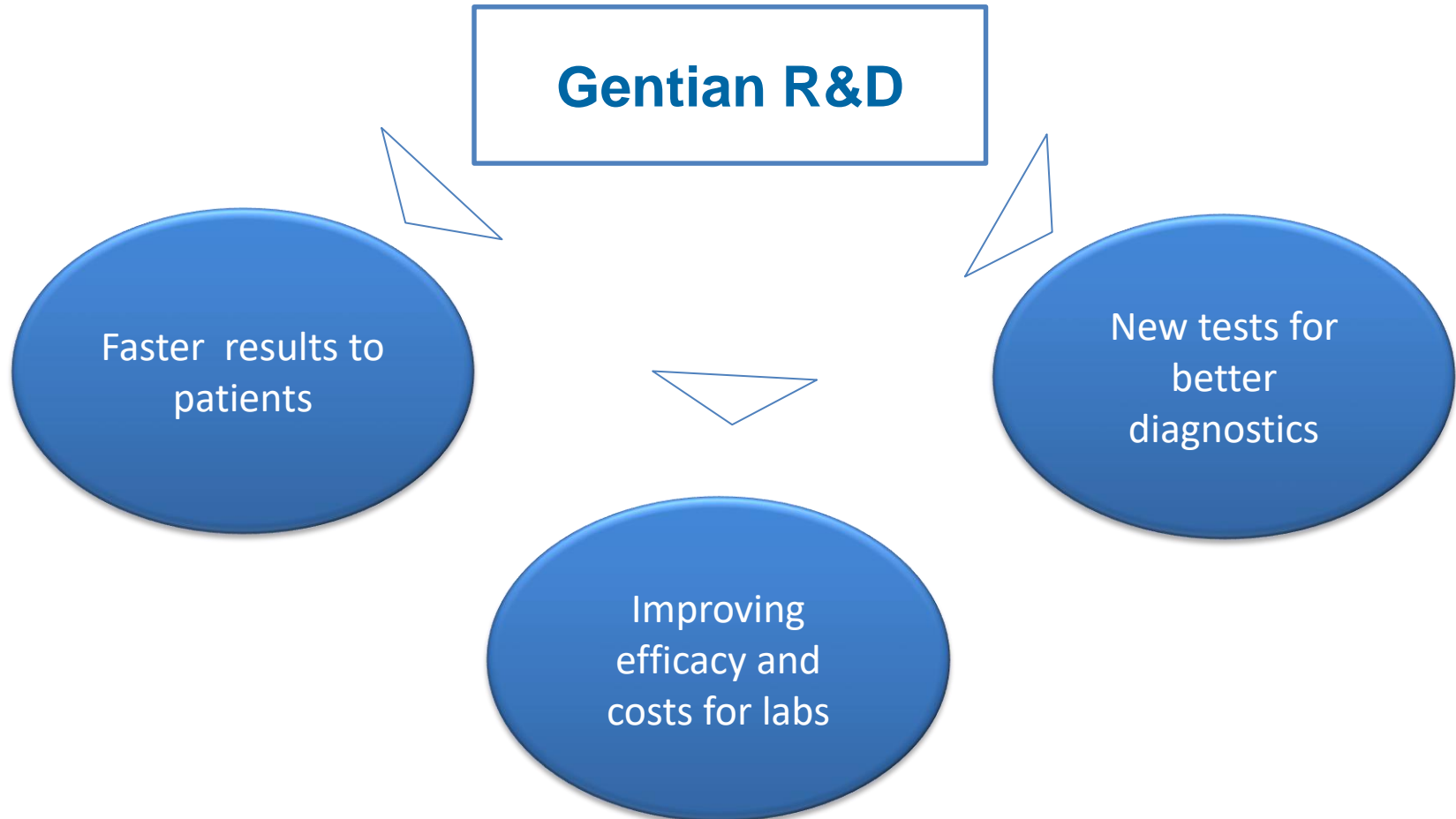
Sell through OEM partnerships with large, instrument companies

2

Secondary focus

Sell directly to laboratories through local distributors

Gentian addresses unmet needs in the market



gentian

Improving Clinical Accuracy



Questions?

