Our products in TB diagnostics are used worldwide

- Efficient TB-screening with FluoroType® MTB
- MDR-TB testing with GenoType MTBDRplus
- Further XDR-TB testing with GenoType MTBDRs/
- And much more
FluoroType® MTB
»The innovative screening test for every lab«

- Fast results
- Manual or automated DNA extraction possible
- Extraction control ensures valid results
- Step-wise diagnostics for MDR- and XDR-TB is possible using the same DNA isolate
GenoType MTBDR\textit{plus} VER 2.0

»The globally established test for MDR-TB«
Now available: GenoType MTBDRs/ VER 2.0

- Increased sensitivity for Kanamycin and Fluoroquinolones
- Sample Material: smear-negative and positive specimens
- DNA Polymerase: included in ready-to-use amplification mix
TB in Germany

**TB incidence in Germany | The past**

<table>
<thead>
<tr>
<th>Year</th>
<th>Incidence rate /10,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>1940</td>
<td>156.8</td>
</tr>
<tr>
<td>1950</td>
<td>277</td>
</tr>
<tr>
<td>1960</td>
<td>126.6</td>
</tr>
<tr>
<td>1970</td>
<td>79.3</td>
</tr>
</tbody>
</table>

- TB incidence was high in Germany
- Microscopy and other diagnostics was performed by many labs
TB in Germany

»TB incidence in Germany | Today«

<table>
<thead>
<tr>
<th>Year</th>
<th>Incidence rate /10,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>5.4</td>
</tr>
<tr>
<td>2013</td>
<td>5.3</td>
</tr>
</tbody>
</table>

- Today only a few labs are involved in TB diagnostics
- Specialised labs are located in hospitals and medium to large private or public lab units
- The combination of specialised labs and hospital enables an efficient diagnostics and prompt therapy
The Future

The lab of the future
Decentralised labs are struggling to keep pace with the development of new infrastructure.

Centralised and specialised labs connected to a hospital can help to fight today’s TB problems.
The Future

»Reliable partners for the lab of the future«

Offering solutions including a complete system from DNA isolation to reliable result
»FluoroType® MTBDR«

- **Proprietary innovative technology**: LATE PCR followed by a LightON/LightOFF detection
- **For small medium and high throughput**: Manual extraction or fully automated solution

- **Fast results**: Reliable results within 3 hours
- **True MDR-TB testing**: Detection of Rifampicin and Isoniazid resistance
- **One stop shop**: Everything is available from sole supplier
The Future

»Reliable TB diagnostics for low to high throughput«
The Future

»Upcoming test systems«
Our upcoming assays enable a complete routine diagnostics based on a single system

<table>
<thead>
<tr>
<th>XDR-TB</th>
<th>HIV viral load</th>
<th>STI panel</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pyrazinamide</td>
<td>HBV viral load</td>
<td>Sepsis</td>
</tr>
<tr>
<td>NTM</td>
<td>Norovirus</td>
<td>Enteric panel</td>
</tr>
<tr>
<td>NTM drug resistance</td>
<td>HPV</td>
<td>Human genetics</td>
</tr>
<tr>
<td>...</td>
<td>Influenza</td>
<td>...</td>
</tr>
</tbody>
</table>
Thank you for your attention!