

For the
well-being
of your
assay.

Company presentation



Company highlights

- 2008 ISO 9001 certificate granted
- 2011 ISO 13485 certificate granted
- 2014 Manufacturing Service Agreement with major US IVD company
- 2016 Turnover > 2M €
- 2018 IA kit development started with a collaborator
- 2019 >750 000 plate coated at Kaivogen
- 2019 Customer evaluations for Upcon[®] technology on-going
- 2020 Surviving the year 2020...

Catalogue Items



- Streptavidin microplates
 - KaiSA96 plates
 - UniverSA96 plates
- Anti-species microplates
 - Anti-mouse
 - Other species under development
- Buffers for immunoassays
 - Assay buffer
 - Wash Concentrate
 - Europium Fluorescence Intensifier

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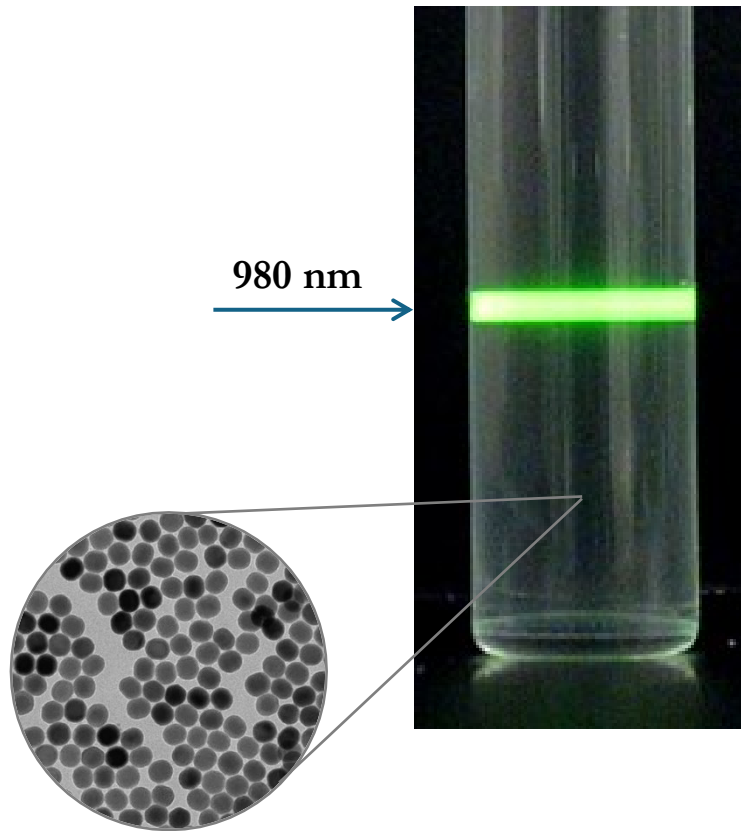
Custom Services



- Microplate coating
 - Your favorite protein
 - Kaivogen supplied protein
- Protein conjugation service
 - Lanthanide Chelates
 - HRP etc.
 - Biotin
 - Particles
- Kit development
- Technology evaluation
- Customized reagent production
- Can be done according to ISO13485 if required

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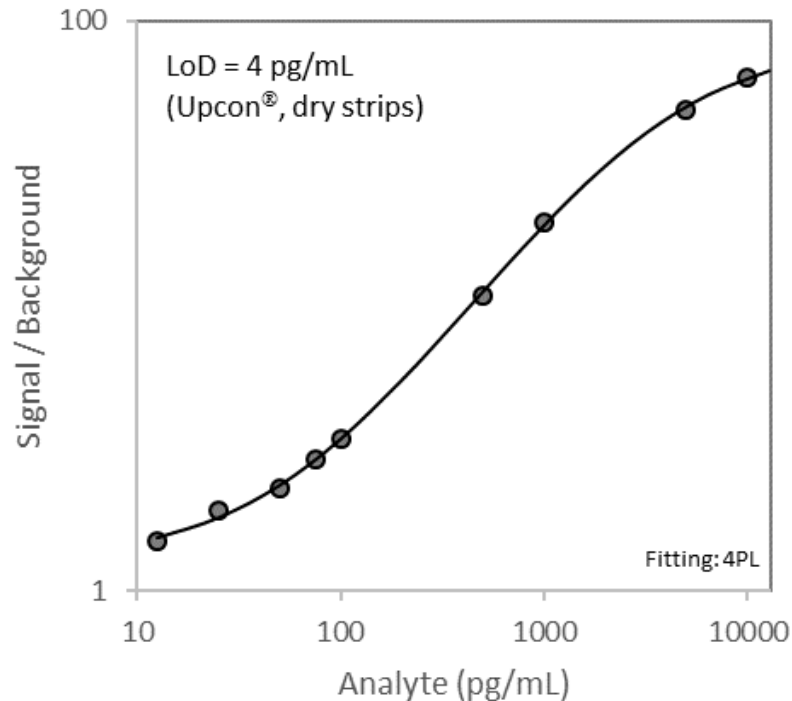
UCNP Labels



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- Upconverting Nanoparticles (UCNP)
 - NIR excitable particles for bioaffinity assays, lateral flow tests and sensors
 - Core particles
 - Functionalised particles (e.g. COOH)
 - Biomolecule conjugated particles
 - Technology evaluation
 - Several flavours available
- Upcon[®] concept
 - Reagents from Kaivogen
 - Instrumentation from Labrox
 - More info from www.upcon.fi

UCNP Labels

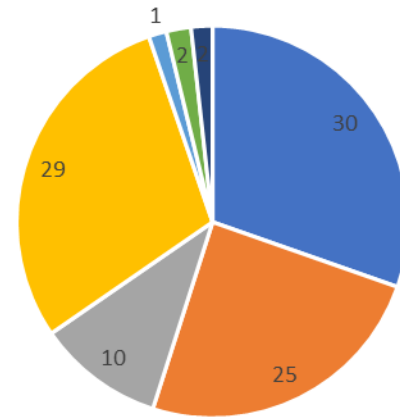


- Especially suitable for point of care testing (e.g. lateral flow assay)
- Customer evaluation:

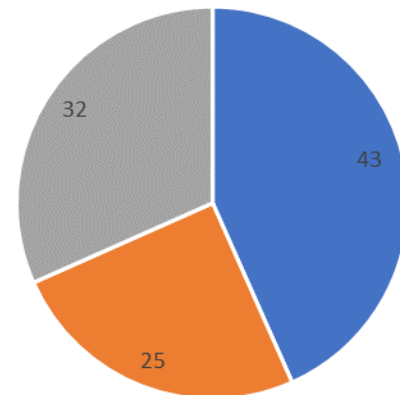
Our customer was not able to measure clinically relevant concentrations with their current system (latex beads, sensitivity demand ≤ 500 pg/ml). By changing to Upcon[®] technology, they reached targeted sensitivity with minimal optimization work (dry strips 4 pg/ml or wet strips 50 pg/ml). (Data courtesy of Medix Biochemica, Finland)

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Clientele (2020)



■ Plates ■ Assay Comp ■ Services ■ Covid19 ■ Buffers ■ Upcon ■ Others



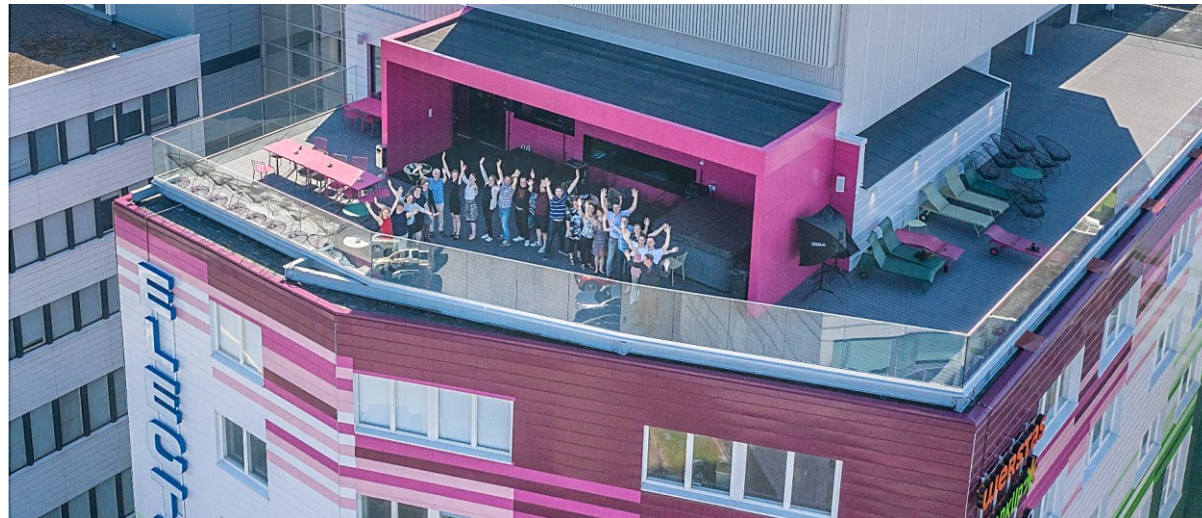
■ Europe ■ USA ■ Finland ■ Other

- Mostly international sales
- Customer groups
 - IVD companies
 - OEM manufacturing
 - Outsourced R&D services
 - Research foundations
 - Academic research groups
 - IVD Start-ups
 - Pharma service companies

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Facilities and Personnel

- Facilities
 - Located in Turku, Finland
 - ~ 850 m²
 - Production, synthesis, R&D, storage and office rooms all under the same roof
- Personnel
 - Head count ~24
 - 6 PhDs
 - Production, R&D, Quality, Marketing and support functions



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Customer Feedback

- **Flexibility**
 - “Kaivogen has an extremely good capability of scaling-up production upon request” – *VP, Operations of a major IVD company*
- **Reproducibility**
 - “The current batch tested has met our specifications and therefore proven to be similar than the two previous ones.” – *Production Manager of an IVD company*
 - “We have tested the three batches manufactured by Kaivogen and they all fulfil our quality requirements very well.” – *Quality Control Manager of an IVD company*
- **Customer oriented service**
 - “The ongoing collaboration with Kaivogen’s diagnostic assay development team has been very fruitful and enabled the maturation of our assay concept from its early drafts to a soon to be launched product.” – *Dag Christiansen, CEO, CardiNor*
- **Reliability**
 - “Thank you for sending the plates so quickly.” – *Production Manager of an IVD company* when quicker delivery was requested

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Kaivogen Offering

- Catalogue items
 - Plates
 - Buffers
- Custom services
 - Microplate coating
 - Conjugation
 - Kit development
- Upcon®
 - Revolutionary technology for LF
 - Particles
 - Instrumentation from Labrox



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Thank you!

