

AusDiagnostics TODAY

Latest Research
and Company News



...and time
for New Year's
Presents from
US (see p.2)

IT'S TIME TO GREET A NEW YEAR: 2016

Share with us our success stories of 2015 and see what we have planned for 2016.

NEW EASY-PLEX DIAGNOSTIC SYSTEMS COMING IN 2016

Early in 2016 we will launch new diagnostic platforms covering different laboratory needs.

Low throughput platform for small labs or for rare tests in big labs - 'Easy-Plex 96'

In this system we have introduced a 96 well analyser that is used in step 2 with strip tubes rather than a whole 96 well plate. This system will run 12 x 8-well panels or 6 x 16-well panels and is convenient for running a single sample at minimum cost.



High-throughput screening platform - 'Easy-Plex 384 ULTRA-Plex'

This system allows 48 samples to be measured in a batch using an 8-well panel in a 384 well Real-Time PCR instrument. The

main difference from the previous *Easy-Plex* 384 High-Plex system is the use of a 48 well cyclor in the Processor. We will over time upgrade all High-Plex systems to Ultra-Plex so that one Processor can run either 24 x 16-well panels or 48 x 8-well panels giving maximum flexibility. The other feature of the "Ultra-Plex" system is that the computer is now embedded in the Processor achieving a significant reduction of laboratory footprint. Two of these systems, which we call the Ultra-Plex Duo can process 96 samples in a batch, but only requires 1.6 m of bench space.



Upgrade of *Easy-Plex 72* program

Customers can upgrade from *Easy-Plex 72* to *Easy-Plex 96* using their own LC480, CFX96 or ABI7500 at any time.

SUMMARY OF OUR ACHIEVEMENTS IN 2015

- ▶ We have developed and launched 34 new multiplexed diagnostic panels
- ▶ Production of kits doubled in one year
- ▶ 25 new *Easy-Plex* systems met their new hosts
- ▶ Improved *Easy-Plex* Software allows more than one gene per well leading to the possibility of higher multiplexes and calling genotypes
- ▶ Support for third party instruments like LC480, ABI7500 and CFX giving more flexibility to labs
- ▶ ASEP established for exchange of stool samples. Register your interest for 2016 now at <http://tinyurl.com/ASEFPF16>
- ▶ New Distributors in Iran, Czech Republic and Italy.

MORE PLANS FOR 2016

USER GROUP MEETINGS

As usual we are happy to meet our customers to discuss issues connected to the use of our systems and panels. For 2016 we have scheduled user group meetings to be held in

- ▶ Midlands, UK, 25th of May
- ▶ Melbourne, Australia, second part of the year (date to be announced later)

These are an opportunity for us to understand the needs for future product development.

EVENTS in 2016

We will participate in two big Australian events in 2016: Molecular Microbiology Meeting (2-3 of March) and Australian Society for Microbiology Conference (3-6 July). All our customers are welcome to meet us there.



VALIDATION TRIALS

We continue a series of validation trials of our new panels, and invite everyone to collaborate with us. Receive free validation kits in exchange for data. Having positive samples of interest, confirmed with alternative methods is important for participation. For more information please contact paula.woodbridge@ausdx.com

NEW TERMINOLOGY

Early in 2016 we will update some names. In panel names the term 'plex' will be substituted by 'well'. There will also be greater consistency in the names of systems. Our systems will be described as follows: Easy-Plex 72, Easy-Plex 96, Easy-Plex 384 High-Plex, and Easy-Plex 384 ULTRA-plex.

A NEW YEAR'S PROMO

Recently we have developed several new diagnostics panels which we believe are of great value. And, as a part of New Year's fairy tale we are offering to give our valued customers the opportunity to check out these latest products absolutely free of charge. Try something new and enhance your diagnostic capabilities! The only condition is that a single order must be placed for products totalling a value of \$10,000 or more. Then one of the following kits can be chosen as a New year present:

- ◆ High-Risk Human Papillomavirus panel for screening and genotyping: 23200 HPV (16-well)
- ◆ Complete faecal pathogen panel detecting 22 different bacterial, viral and parasite targets: 25030 Faecal Pathogens X (16-well)
- ◆ Panel detecting conditionally pathogenic flora leading to vaginal discharge, complementary to classical CT NG testing: 27117 Vaginitis (8-well)

Be quick: this fairy tale promo ends 5th of February 2016.

VETERINARY PANELS IN FOCUS

In 2016 AusDiagnostics will make a number of important additions to its range of veterinary diagnostic products.

Our Sheep and Cattle Parasites panels have undergone trials and validations in several Australian and European locations which gave excellent results, outperforming microscopy in terms of speed of diagnosis, sensitivity and specificity. The Small Animal Diarrhoea panel, which is the most comprehensive PCR test panel for the diagnosis of gastrointestinal pathogens of dogs and cats on the market, has performed very well in various veterinary laboratories in Australia and UK.

New panels in 2016 will include panels for Bovine Respiratory Diseases, Feline and Canine Neurological panels, Canine Anaemia, Feline Respiratory and Avian Diseases to name a few.

DIVERSIFICATION OF PRODUCTION SITES

To bring our products closer to European consumers in 2016, we will be investing in our UK site to increase production capacity.

HUMAN DIAGNOSTICS DEVELOPMENTS 2016

This year we will be focused on development and validation of panels in the following areas:

- Bacterial drug resistance - more resistance genes of more bacteria to meet better clinical needs.
- HPV testing for cervical cancer screening and validation according to international guidelines of AusDiagnostics HPV panels
- Urinogenital infections - our low prices allow conditionally pathogenic flora to be diagnosed alongside chlamydia and gonorrhoea giving better diagnosis of STIs for patients.

COMPANY NEWS

2015 staff additions

Looking back to 2015 we hired six new staff members. And now our team is 22 high-level professionals in Australia and another four in the UK.

New staff in January 2016

Rubina Lawrence joined us in the position of Assistant Accountant in Australia and Aiste Aleliunaite has started as Production Assistant in the UK.