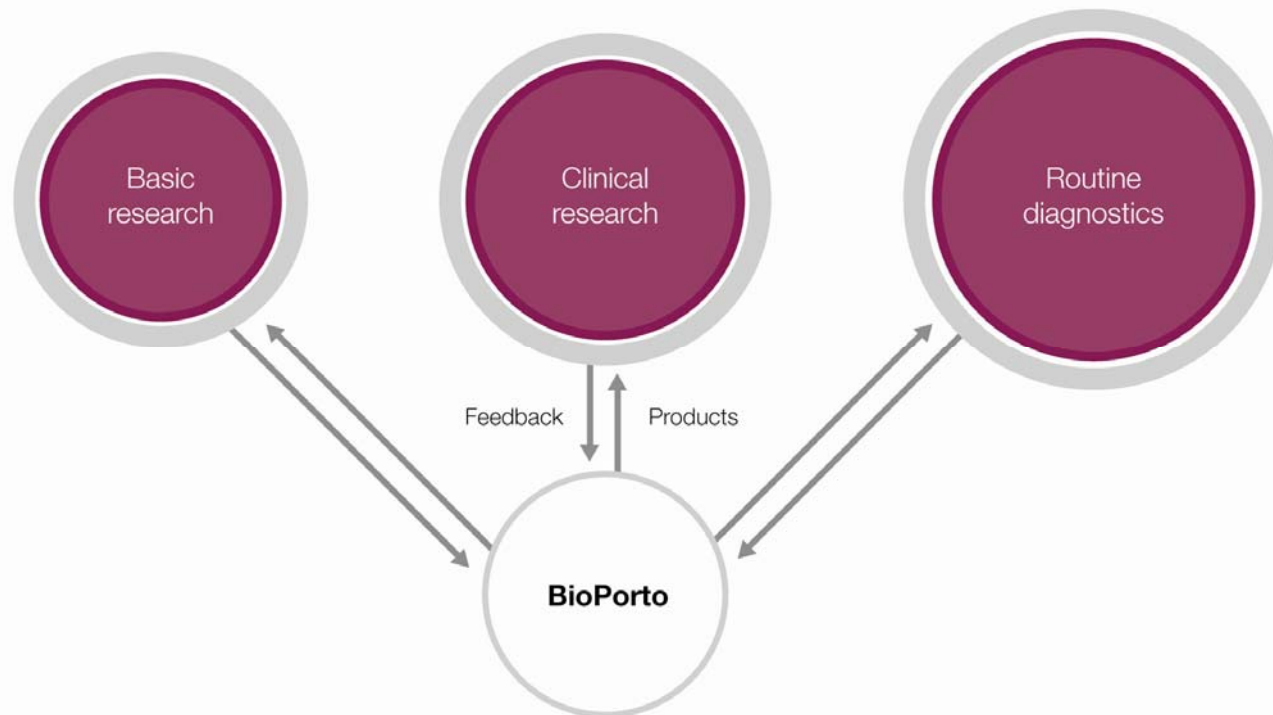


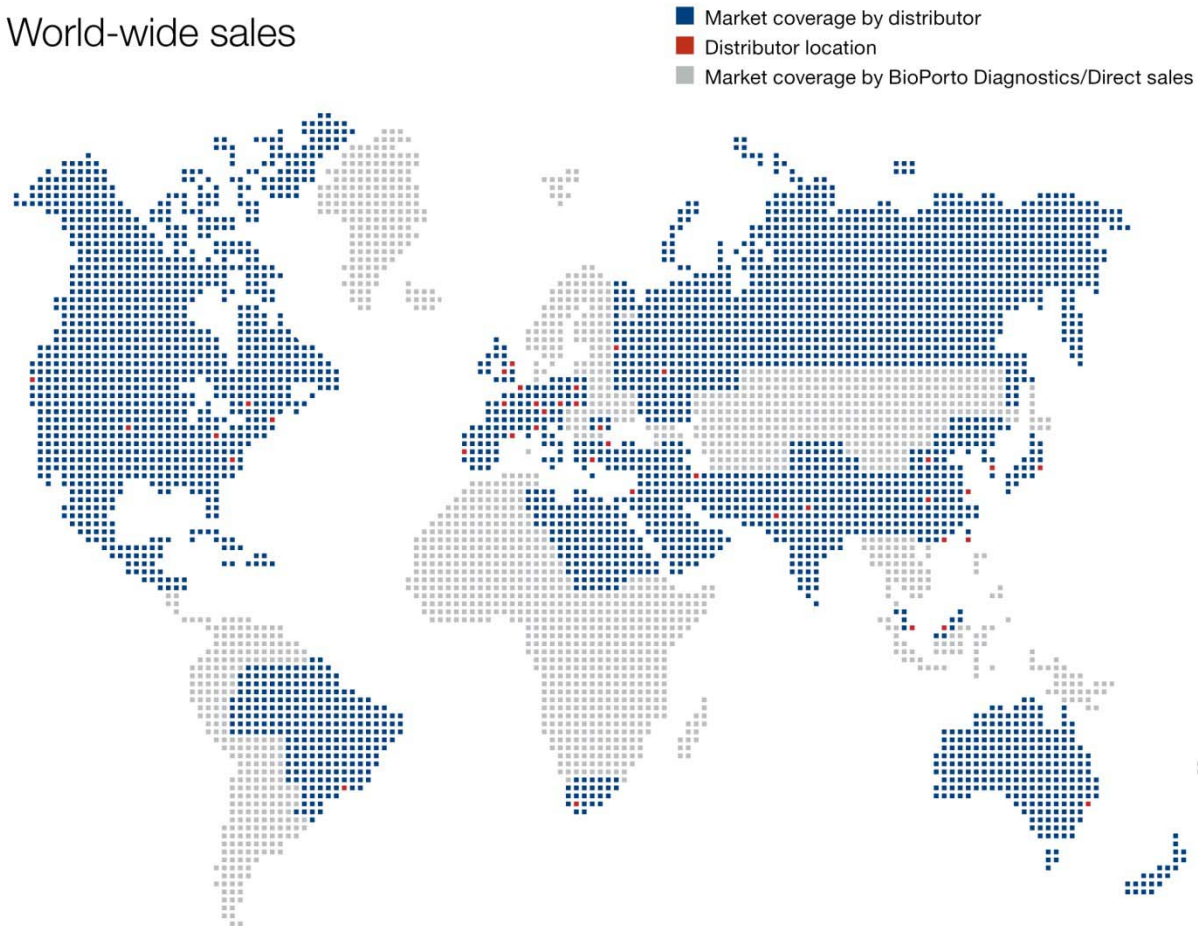
## BioPorto's follow up strategy



## Follow up strategy

In the event of major activity in the clinical research market and in the event new knowledge emerges in the routine diagnostics market, BioPorto will be kept continually informed of the Group's existing markers and areas of focus. In other words, information flows to the Group from all three markets, and not only, as previously, from the basic research market. Other sources of information, as well as BioPorto's strikingly improved situation insofar as access to the routine-diagnostics market with an in-house-developed renal marker is concerned, have prompted this strategic angle to be modified, whereby we, by collecting data from all three markets, seek to develop, validate and market new and improved markers in the correct assay formats. The selection will continue to be made under consideration of market potential and the option of protecting intellectual property rights or any other competitive advantage.

## World-wide sales



- BioPorto Diagnostics has 40 distributors covering 45 countries
- Direct sales in more than 15 countries
- Distributors account for 63% of sales
- Sales expansion push:
  - multiple distributors in established markets
  - focus on developing markets