

Presentation of the company iLsa

iLsa is a key player in the field of laboratory instrumentation for in-vitro diagnostics and equipments for innovative drugs production.

40 years of experience

10,000 instruments installed world-wide.

2 industrial sites :

Besançon : R&D and instruments manufacturing

Saint Ouen l'Aumône : R&D and plastic consumables manufacturing in automated clean room



Besançon : instruments manufacturing

Saint-Ouen l'Aumône :
plastic consumables
manufacturing in clean room



ILSA activity is based on three departments

- **iLsa Manufacturing** designs and manufactures instruments and plastic consumables for **In Vitro Diagnostic** companies.
- **iLsa Diagnostic** is present on the international market
 - For Blood Transfusion Centers and Bio-Banks, iLsa Diagnostics is the market leader in blood samples storage solutions.
 - For cervical cancer screening and the detection of pre-cancerous cells and infectious diseases, iLsa Diagnostics has developed several innovations for Anatomico-Cytology laboratories and in particular an all-digital analysis chain
- **iLsa Pharma** develops and manufactures equipments for **innovative drugs** production in Immunotherapy and cell therapy in partnership with companies and organisations involved in these drugs development.

iLsa Manufacturing

iLsa has its own R&D office (9 engineers) + industrialization department

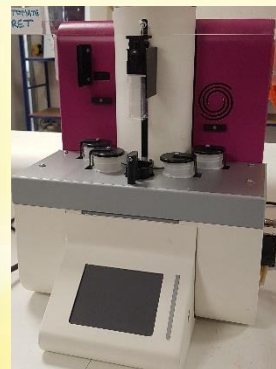
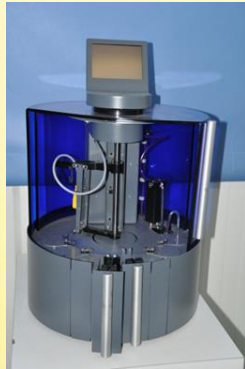
R&D : Know-how of a technological industrial activity
Mechanical, Electronics, Computer Process, Sensors,
Image analysis, Laser, Micro fluidics, Cell separation, RFID,
Testing laboratory, Collaboration with research centers
Regulatory Affairs

Manufacturing An assembly / testing workshop for instrumentation
A plastic injection workshop in a fully automated clean room
Supply Management (8,000 items - 250 suppliers),
Production in Lean Manufacturing, ERP software complete
integration

Customer service : Hot line, Aftersales specialists, training

iLsa Manufacturing

CUSTOMERS : RAL Diagnostics, ABX/HORIBA, bioMérieux, Bio-Rad, Beckman, STAGO, ELITECH, MS Labo, Prestodiag, NORMALAB,...



iLsa Diagnostic

Designer and manufacturer of its instruments and consumables

Flexibility, to adapt its products to market needs evolution

Reactivity, to quickly answer to its customers

FRANCE:

Direct Sales to laboratories

Hot line and After-Sales Service: specialized technicians

Customer Assistance : Engineer of application – Pathologist Doctor

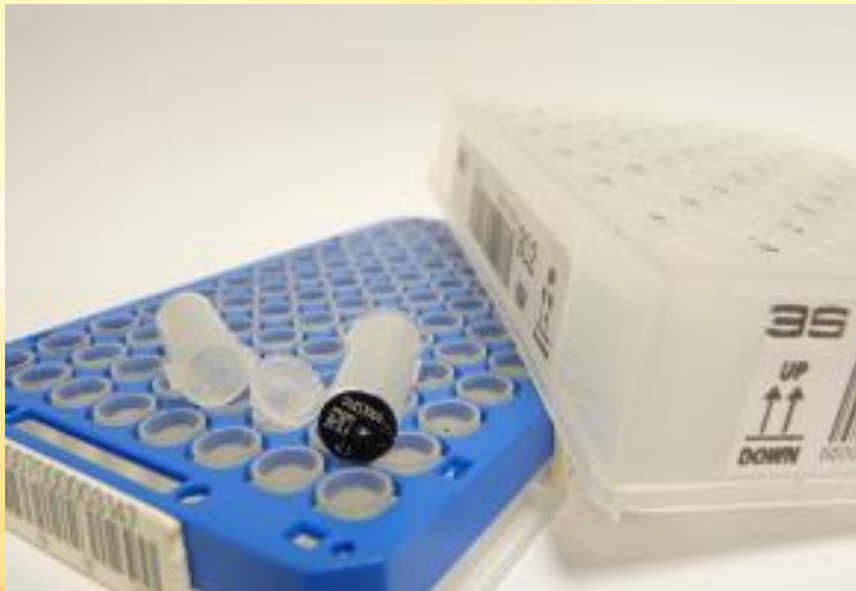
EXPORT: by exclusive Distributors

BioBank



**iLsa, the sample storage system market-leader, has developed the 3S Safe Sampling Systems to offer you...a biological sample storage system...
...as a go-to-market solution**

Original 3S System : the patented microplate



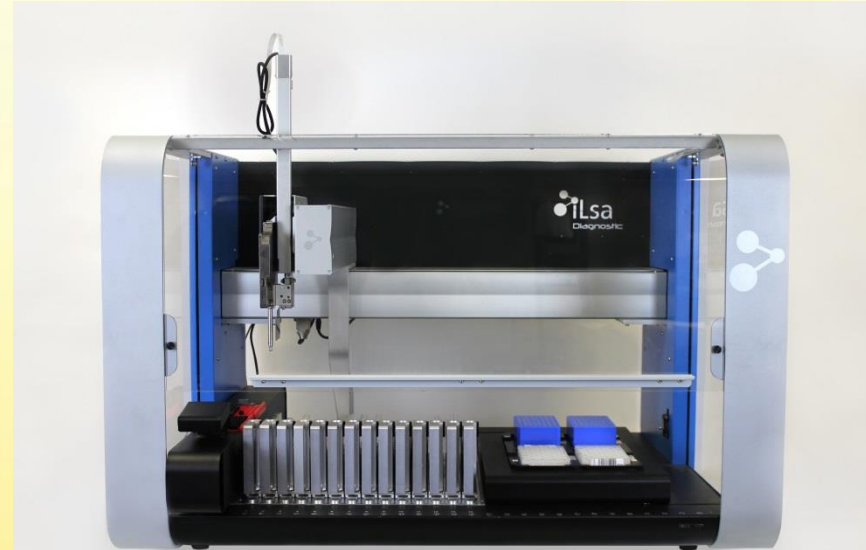
A mono-block microplate with extractible wells. The microplate is identified by a unique factory-printed number (bar-code); each well is also identified with the same number, as is its location on the microplate (DataMatrix). Each well therefore has its own unique ID. This original configuration simplifies your sample storage system management. Several microplate models: 500 or 1000 μ l 48-well or 96-well models

BioBank



NEO Robot for sample transfer from primary tube to microplate well. NEO Robot also enables tube-to-tube aliquoting
High speed : 180 samples / hour

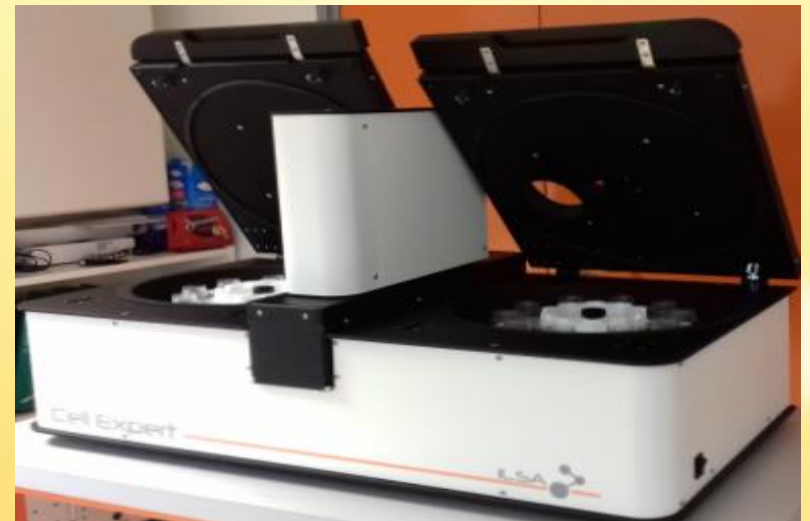
NEO Manager automatic control software for sample management (freezer configuration, expiry data management, sample traceability, etc.). Your sample storage system is easy to control using a simple-to-use touch screen



Cytology New Technology

FOR CERVICAL CANCER SCREENING AND THE DETECTION OF PRE-CANCEROUS CELLS AND INFECTIOUS DISEASES, iLsa Diagnostics HAS DEVELOPED SEVERAL INNOVATIONS FOR ITS INSTRUMENTS PORTFOLIO

iDC 20 and Cell Expert



Cytology New Technology

iLsa Diagnostic has automated the reference method that has allowed the development of liquid cytology technology :
the CENTRIFUGATION.

iLsa Diagnostic has improved this reference method by centrifugation by making several innovations to :

- Increase quality of smear,
- Facilitate manual or scanner reading,
- Make the diagnosis safer,
- Secure the process to get slides,
- Automate to streamline operations and gain productivity.

Cytology New Technology

Firstly, highest quality slide preparation :

- No cell clusters, clear cell separation without deformation, homogeneous due to double centrifugation process
- Mono-layer and reproducible Spot (identical cell concentration on the slide irrespective of the sample concentration)

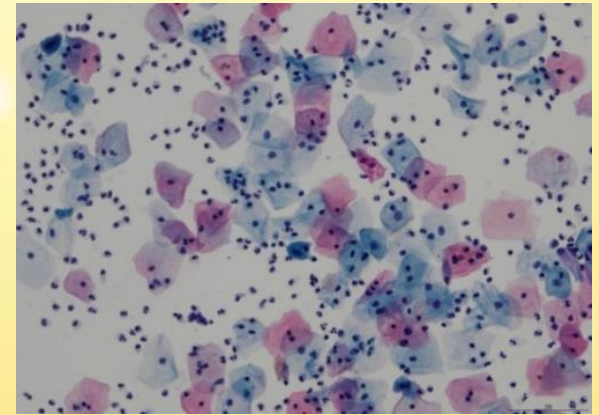
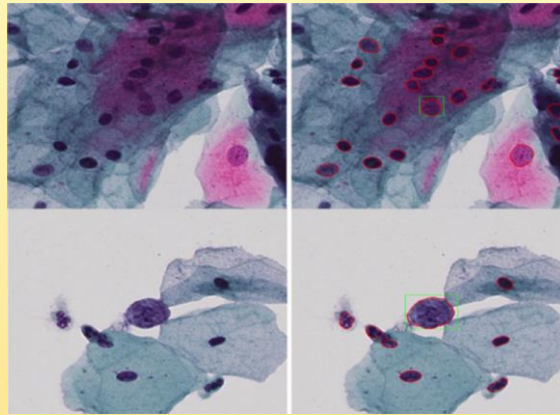
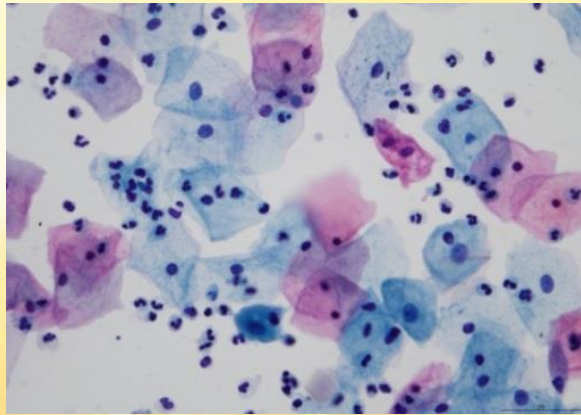
Fully secure process :

- Zero risk of contamination due to the use of disposable tips.
- A pressure sensor monitors in real time that each sample is correct.
- Total security : any operating error is detected and flagged up, slides and specimen bottles identified with same bar-code, software meets standard 62304 requirements.
- Full traceability : all data are stored and accessible.

Digital Cytology

With the highest-quality slide preparation of
Cell Expert and iDC 20

iLsa Diagnostics proposes a global solution for Digital Cytology



Digital Cytology

iDC Shaker

Labels Printer

Cell Expert

Slide Printer

SCANNER

Sample Vials
Preparation

Slides Preparation
Spreading Process

Slides
Staining

Slides Scanning
Digital image

Storage
Slides

HPV test

Storage
Samples
Vials

Slides reading
Vizualisation
CYTOProcessor
Automatic Screening
Validation

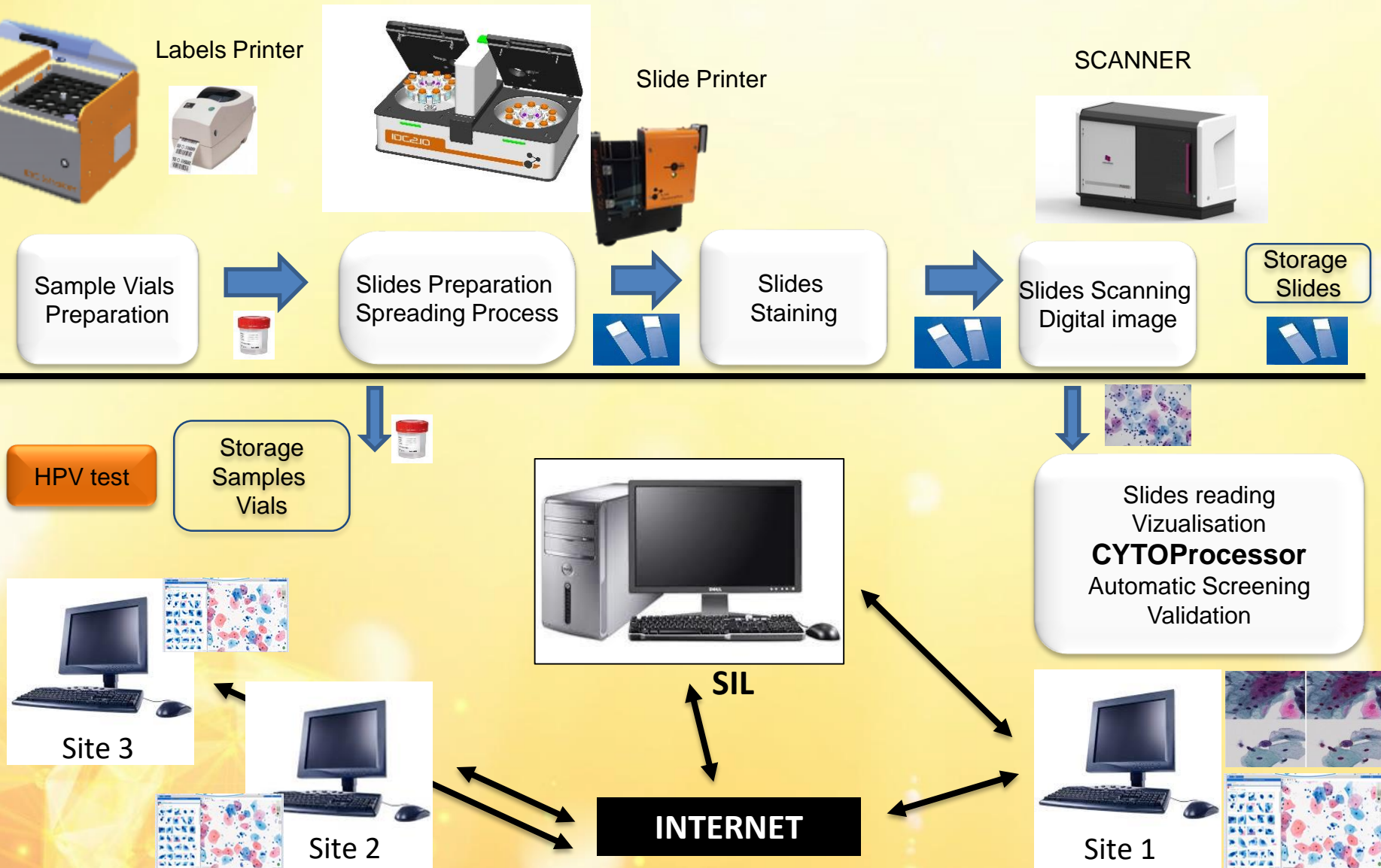
Site 3

Site 2

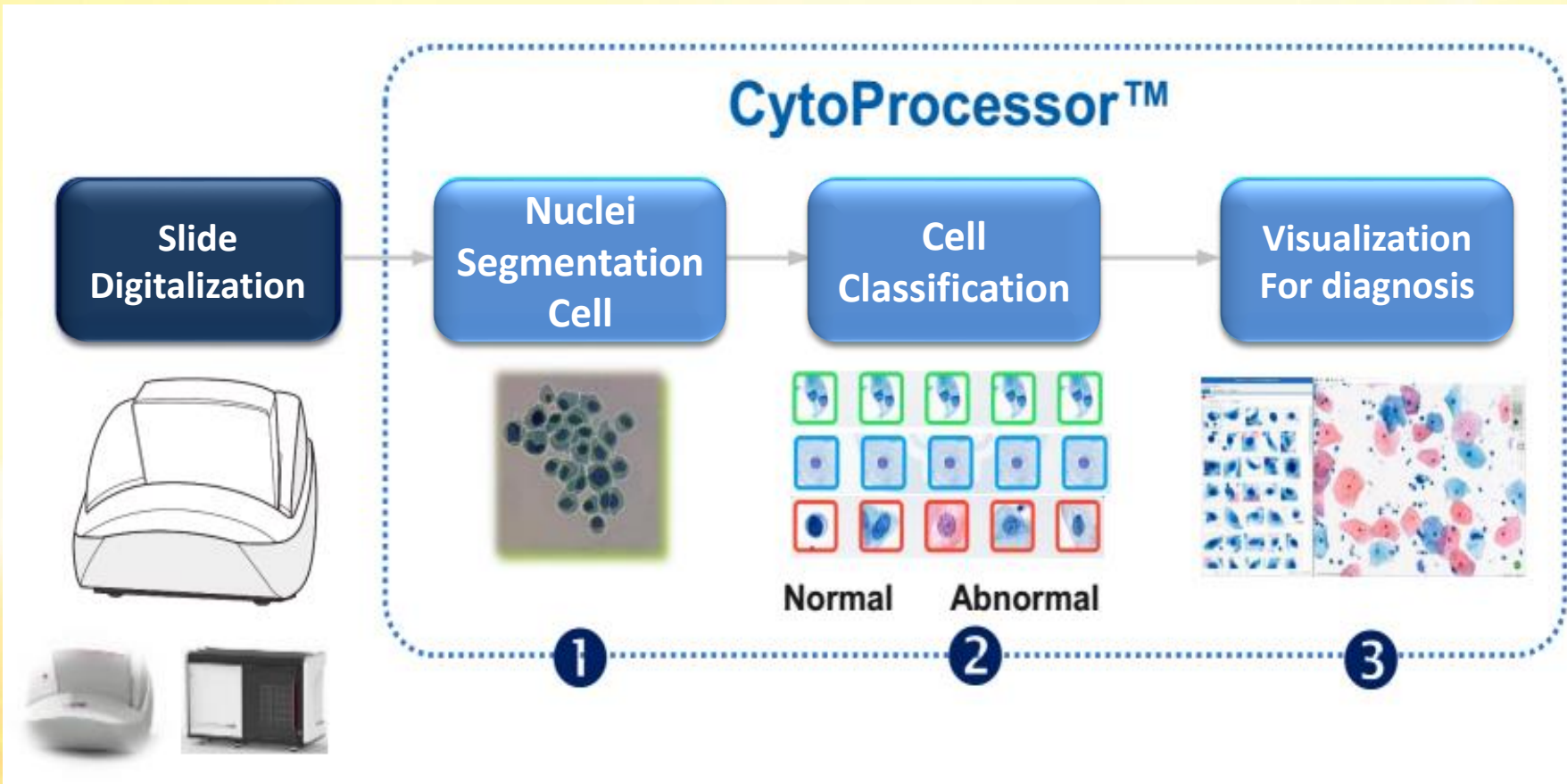
Site 1

INTERNET

SIL



Computer-aided screening solution Cervical Cancer



ETAPE 2 : Automatic Analysis Classification Process

Detection of nuclei

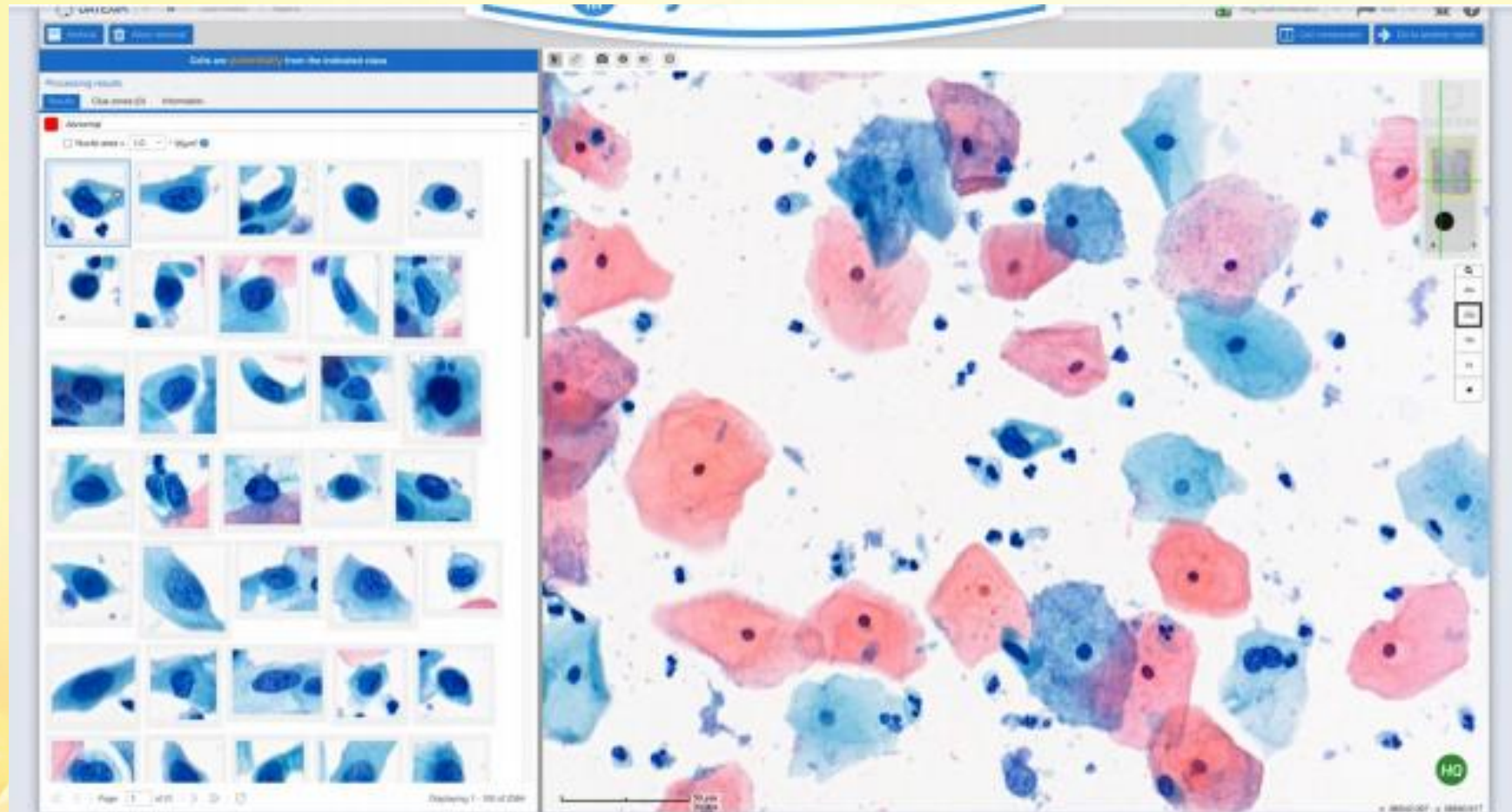
Classification of nuclei

Sorting of nuclei according
to pertinence for the diagnosis



ETAPE 3 : Vizualisation

Saving areas and cells of interest



Cytology

Other instruments of our product range

Paint Cell

Paint Cell is made to automate special stainings, time consuming, hand-made in laboratories. Volume and number of tanks have been sized to minimize volume of staining solutions.



iDC Slide Printer

Slide Printer
capacity of 150 slides
1 slide every 8 s



iLsa Pharma

iLsa Pharma is a leader in a nationwide project, MiMedi, whose goal is to develop innovative technologies to streamline, secure and significantly reduce the cost of mass production of innovative medicines.

iLsa Pharma is in charge of the design and production of materials and consumables that automates the manufacture of these innovative medicines.

iLsa Pharma's strategy is to adapt and commercialize technological tools in partnership with research organizations and Startups, innovative drug manufacturers.