

Fluorotechnics new major customer in Germany

Proteomics unit at Greifswald University is a service provider across Europe and decided on technology change to Fluorotechnics gels

10 December 2008 – Sydney, Australia: Fluorotechnics Limited (ASX:FLS) has substantially expanded its sales and collaborative relationship with the influential proteomics facility at Greifswald University in northern Germany. The Greifswald proteomics facility is a proteomics service leader in the European continent and it has decided to commit to the newly available range of pre-cast non-fluorescent gels for 2D electrophoresis.

Greifswald University's core proteomics facility at the Institute for Microbiology / Interfaculty Center for Functional Genomics is one of the most famous and experienced protein analysis teams in Europe. It works with industry leaders in enzyme production and operates as a fee for service with its clients including laboratories and some of Europe's largest pharmaceutical companies.

"This new collaboration includes sales of Fluorotechnics hardware in the first year as well as consumables on an ongoing basis. This is a very significant commercial change that will be widely reported within the industry," said Dr Duncan Veal, CEO of Fluorotechnics.

"This is important because the Greifswald unit is so highly respected in proteomics and it will cease using our competitor's product and is adopting the new Fluorotechnics technology."

This new Fluorotechnics 2D gels offer higher resolution and due to the technical advantages of the gels and their electrophoretical characteristics, they offer much higher protein detection sensitivity. Further, the gels are plastic backed making them much more convenient to use than the cumbersome plate glass alternative.

The proteomics facility will use the gels for a number of research projects and also to develop high throughput processes for diagnostic and industrial quality control for enzyme production. Most of the actual work will be done by the staff in Greifswald while Fluorotechnics supports the research projects with resources from its development teams in Kirchentellinsfurt and Sydney.

Fluorotechnics has developed valuable IP from proprietary research over the past decade. Fluorotechnics has specialised manufacturing facilities in Sydney, Stuttgart and San Francisco.

Sales of tools for proteomics experiments are rising as more researchers seek to understand how the expression of proteins is linked with disease. Fluorotechnics' new 2D gel technology is part of a growing world market valued at around \$300 million in 2003 and is projected to reach \$717 million by 2010.

Enquiries

Duncan Veal – CEO

Fluorotechnics

+61 2 9850 8185

dveal@fluorotechnics.com

<http://www.fluorotechnics.com>

Rudi Michelson

(Monsoon Communications)

+61 3 9620 3333

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About Fluorotechnics Limited

Fluorotechnics develops, manufactures and sells fluorescent compounds and kits. These are mainly used by global pharmaceutical and biotechnology companies linking the expression of proteins with diseases.

Fluorotechnics' products enjoy strong points of difference and rapidly rising sales, 98% of which are from overseas.

Fluorotechnics is Sydney-based with two subsidiaries. Germany-based ETC Elektrophorese-Technik develops and manufactures high-end electrophoresis consumables including specialised high value gels and instrumentation for DNA and protein electrophoresis.

US-based The Gel Company (GelCo) provides over 250 products for applications such as proteomics, cell culture, DNA sequencing, liquid handling, microarray and PCR.

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