RAPID DIAGNOSTICS FROM BELGIUM
2018
SUMMARY

I. Company Overview & Technologies
II. Tests for NTDs (in Low Income Countries)
III. Strengthening pharmaceutical QA capacities in LIC
I. Company Overview & Technologies

Key Figures

- HQ in CREALYS Science Park, Gembloux, 2 facilities
- 31 employees
- Founded in 1996
- 100% privately held
- 50 products on the market
- 16 infectious diseases application
- Around 10 R&D candidates in the pipeline
- 8 patents
- > 33% of turnover used for R&D expenditure
- Products registered in 29 EU countries and 10 non-EU countries; 19 on-going
- Certification: ISO 13485 with all products CE marked
Since 1996, Coris BioConcept develops, manufactures and markets clinical rapid diagnostic tests based on (i) antigen detection of infectious diseases agents, antibodies, biomarkers and on (ii) molecular diagnostics.

**Technology:**

- Immunochromatography (IC)
- Oligochromatography (OC)
- Microfluidic Continuous-flow PCR
II. Tests for NTD in LMIC

Ag or Ab serology
- HAT Sero K-SeT (CE, registered in DRC)
- Leishmania IgG1 Sero K-SeT (RUO)
- CCHF Sero K-SeT (RUO)
- Ebola Sero K-SeT (RUO)
- Chagas Sero K-SeT (RUO)

PCR:
- Leishmania OligoC-TesT (disc.)
- T. cruzi OligoC-TesT (disc.)
Typical product life cycle

Global profit

Profit

Cost

Phase

Development
Introduction to market
Market growth
Mature product
Decline

Best case
Short
Short
Short
Long
Short

Short

Short

Short

Short

2018

Coris BioConcept BeCause Health 20/11/18
NTD product life cycle

Global profit

Phase
- Development
- Introduction to market
- Market growth
- Mature product
- Decline

Grants
- May be long and difficult
- Low profit
II. QA (on NTD) in LIC

Quality
*At product development stage: the right test for the right use → Need for Strong cooperation between biotechs and top-level academic research and implementors: EC grants, …

*Validation & registration → Need for access in target countries: difficult for SME’s (B2B2C) High costs vs possible income (e.a. WHO PQ)

*Market access → Need for procurement prices allowing sustainable production of high quality diagnostics
Low price → cheap tests of poor quality
THANK YOU FOR YOUR ATTENTION!

www.corisbio.com

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