

Flexitips

Flexi-tips is a designed to address the limitations faced by current pipette tips in high-precision applications, like MALDI.

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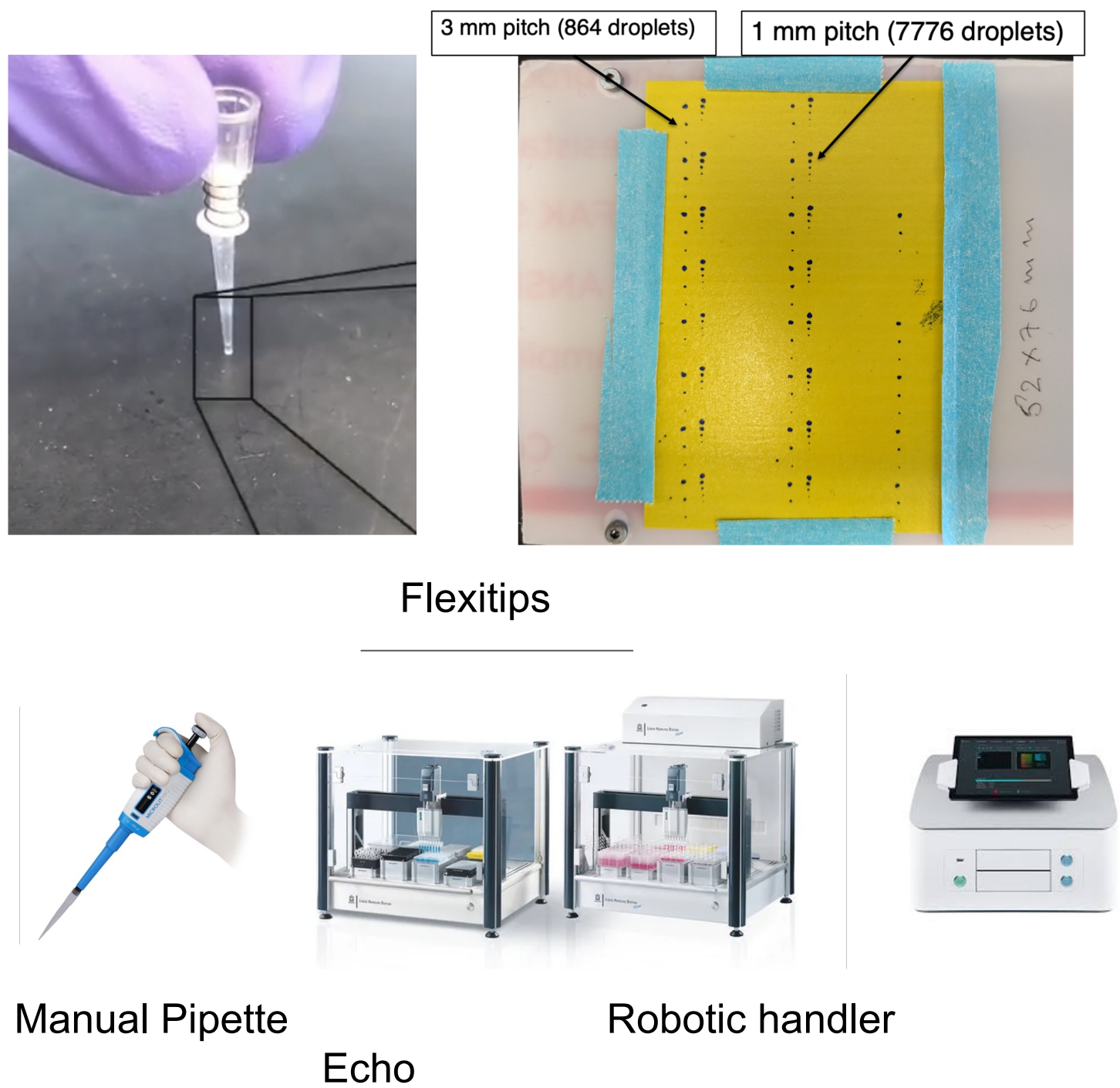
Tech Overview

Use Case: sample deposition, research

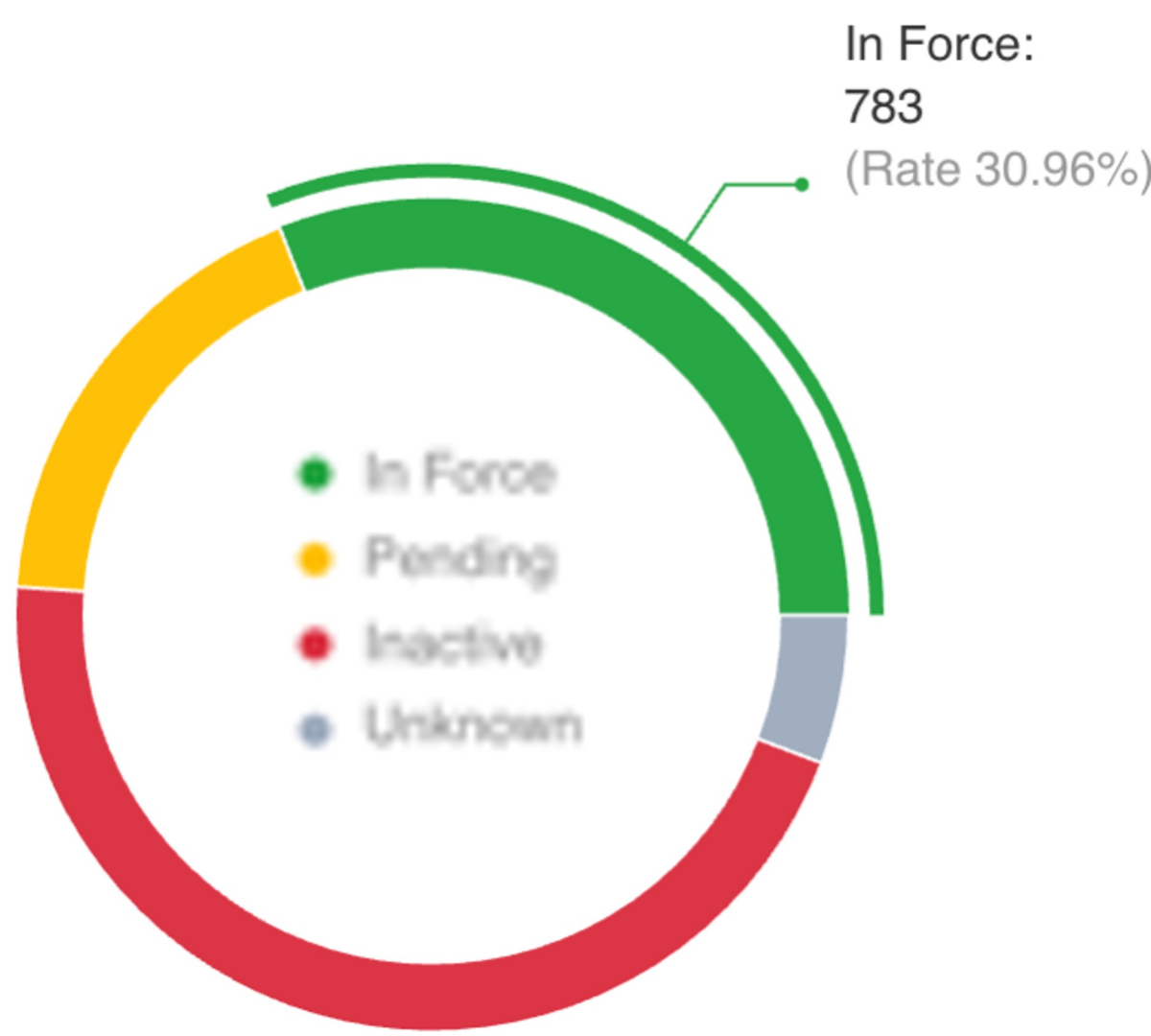
Flexitips Key Features

- Samples 40 plates simultaneously (2.5x more samples than current).
- Contact-based deposition.
- Can handle 100nl with no dead volume, diff volume requires diff pipette size.
- Reduces time to 1.2-1.5 min/sample.

Existing Solutions: Manual pipette, robotic handlings, Echo, IDOT



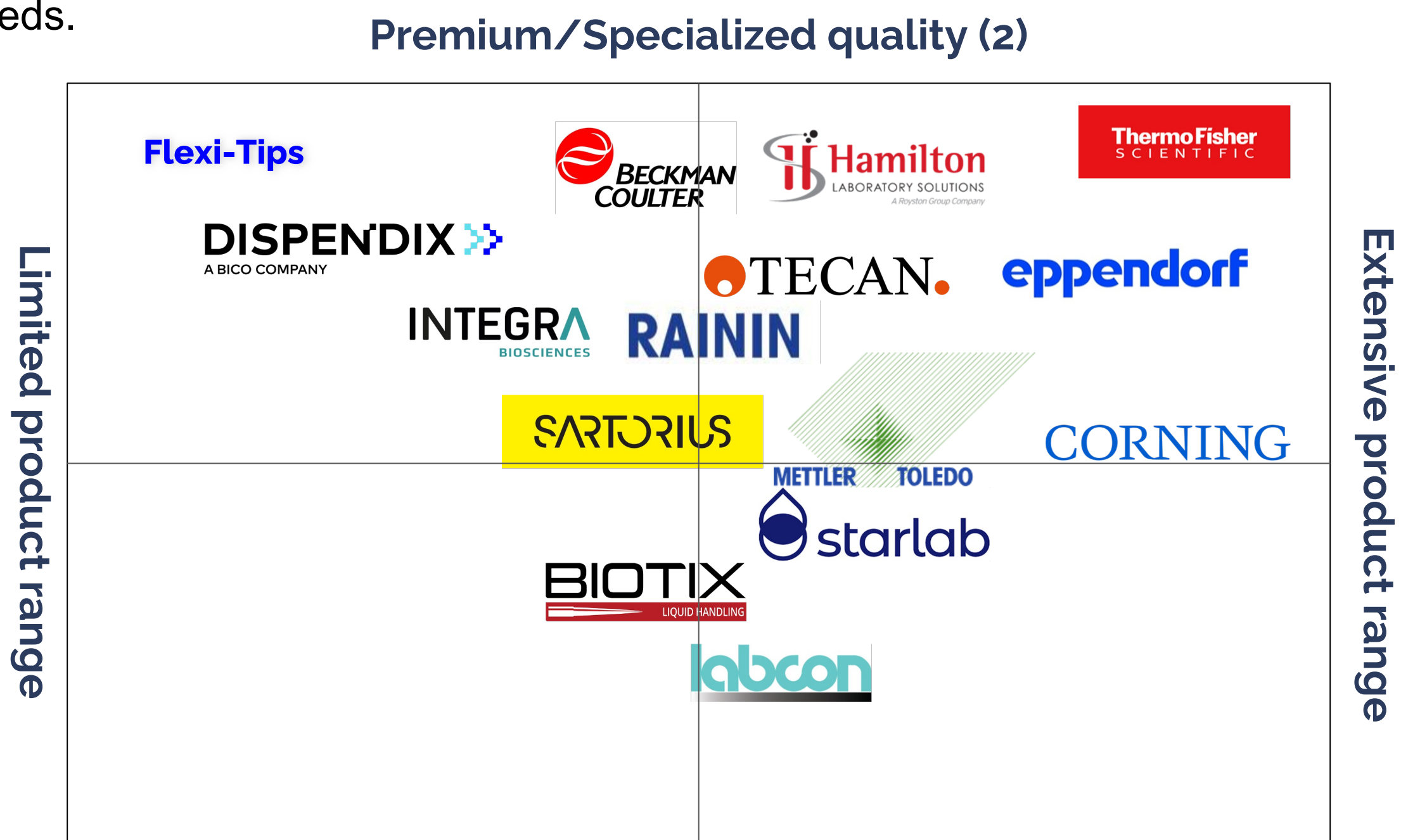
Patent Landscape for contact-based pipette tips



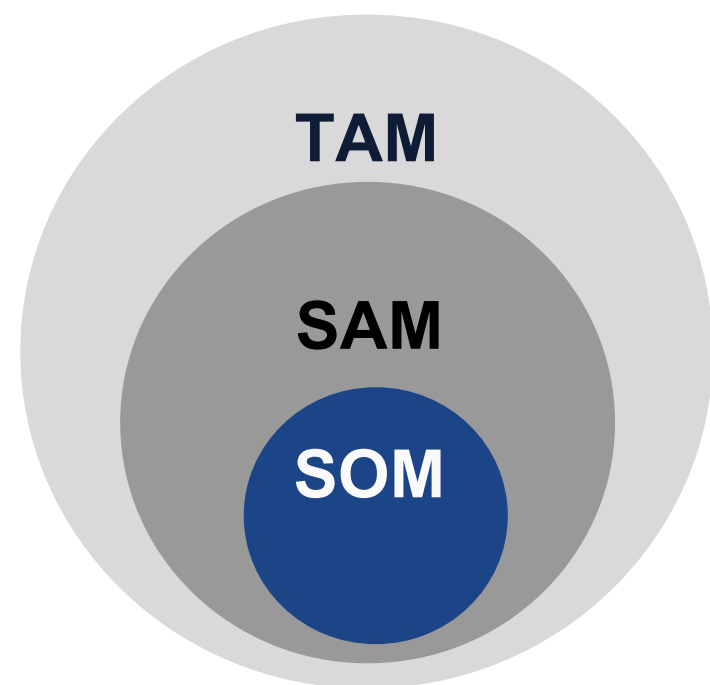
- Novel technology
- High volume of patents indicates multiple players in the market investing in R&D
- Patent landscape is evolving with a clear emphasis on precision, user-centric design, and smart technology integration
- Innovations in this area suggest a trend towards reducing downtime and enhancing reliability

Market Analysis

- **Market participants:** raw materials, R&D, manufacturers (both tips and lab instruments), end users (biotech, pharma, research institutes, clinic, etc)
- Pipette tips market is very competitive with incumbents dominating.
- Flexitips is at TRL-5, targeting premium quality market to develop product based on specific customer needs.



Market size estimation



Source: Global Newswire, Future Market Insights, company websites

Basic/Standard quality

TAM: \$588M

Global pipette tip market (projected at \$1.4B in 2024). Robotic-compatible tips accounts 43.6%, 75% of them are for high-throughput analysis.

SAM: \$161M

Geography segmentation: US+EU at 67.5%
Customer segmentation: ~40% outsourcing

SOM: \$16M

10% adoption for innovators and some early adopters based on Diffusion of Innovation Theory.

Commercialization Potential Assessment

18 interviews from manufacturers, research institutes, and biotech companies



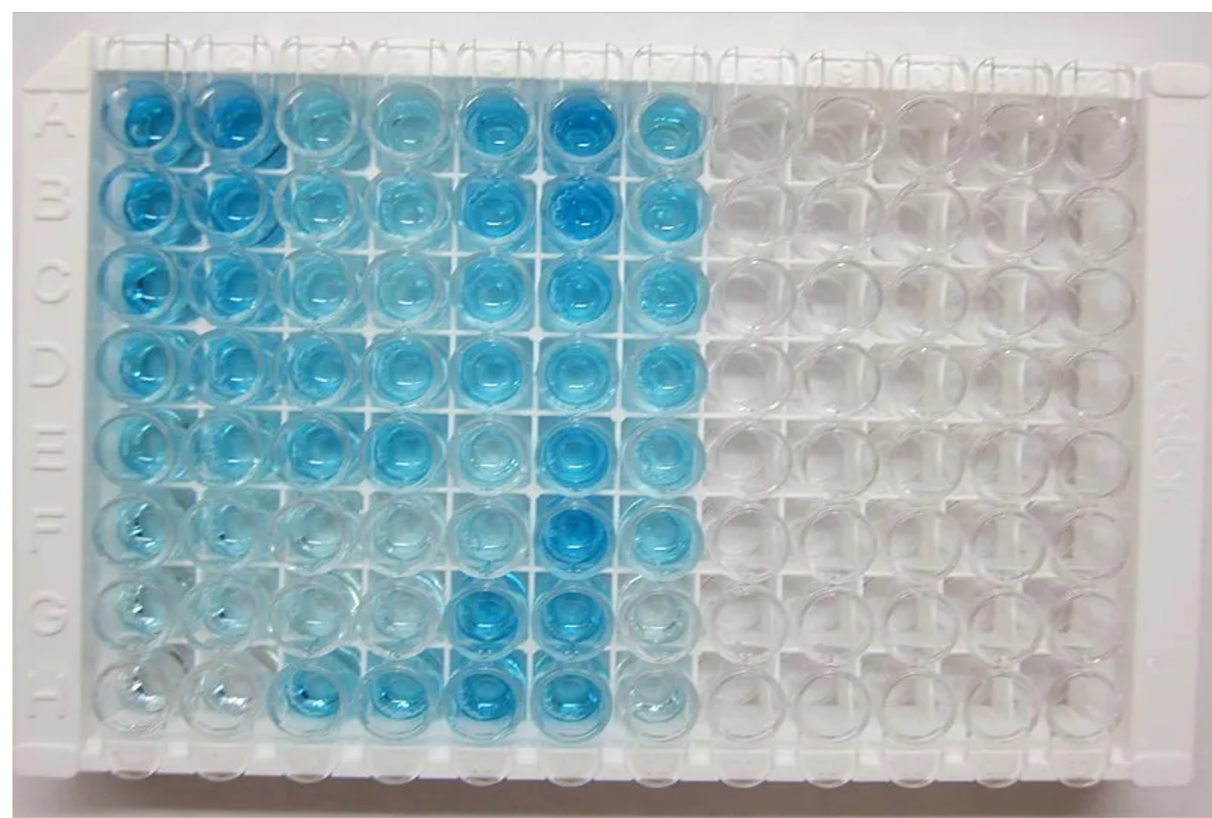
Success Metrics

1. Significant improvement over existing technologies
2. Exponentially more cost effective
3. Have a clear market entry
4. Ability to be licensed to a lab tools company

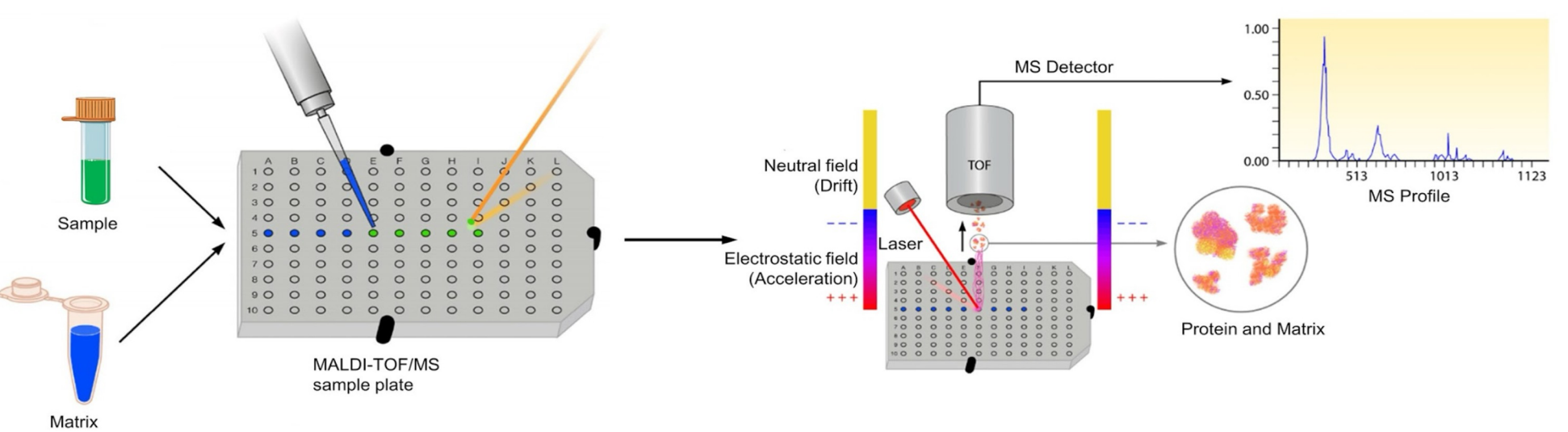
Potential Applications



High-Throughput Screening



Chemical Assays



MALDI Proteomics