



HemoCue Backgrounder

HemoCue develops, produces and markets a range of *in-vitro* (outside the body) medical diagnostic products and services for Point of Care or Near Patient Testing. It is the leading global provider in near patient hemoglobin testing, with a growing share in the professional glucose and microalbumin near patient markets.

HemoCue handheld systems are built on the company's patented microfluidic technology. By applying dry chemistry, photometry and proprietary manufacturing techniques, HemoCue has developed easy-to-use, portable testing platforms that achieve results that formerly required manual techniques or complex laboratory devices. The systems are designed to require minimal training and instrument maintenance, enabling staff to perform tests at the point-of-care.

HemoCue's near patient tests involve a simple process that entails placing a small blood or urine sample into a proprietary microcuvette that is placed into a handheld HemoCue device, and the results are immediately displayed on the screen. Consequently, physicians can obtain instant test results that can lead to immediate treatment decisions during a routine office visit, or if hospitalized, at the bedside.

COMPANY OVERVIEW

Headquarters: Angelholm, Sweden

Year founded: 1988

Number of employees worldwide: Approximately 340 (January 2006)

Prior Ownership: EQT II B.V., a leading Northern European private equity group

Primary markets: United States and Europe including the Nordics

Customers: Blood banks, dialysis clinics, hospitals, diabetes treatment centers, primary care offices, and other outpatient healthcare facilities

Distribution: A network of six, wholly owned subsidiaries, along with franchises and third-party distributors, in more than 100 countries

Sales: Approximately \$90M annualized

Current Product Portfolio:

- *HemoCue Whole Blood Hemoglobin Systems*
 - Offer quick, simple and reliable quantitative hemoglobin results with the same performance as a large hematology analyzer
- *HemoCue Glucose Systems*
 - Provide immediate, accurate results for screening, diagnosing and monitoring diabetes, as well as monitoring neonatal blood glucose levels
- *HemoCue Albumin Systems*
 - Determine the presence of low levels of albumin in the urine to screen for, diagnose and monitor microalbuminuria, a clinical marker for a variety of diseases, including cardiovascular disease and diabetes.
- *HemoCue 201 Data Management (DM) Systems*
 - Offer healthcare providers faster data availability, better quality control, increased regulatory compliance and improved administration, resulting in improved staff and patient management and more effective billing. These systems are available for both glucose and hemoglobin testing.

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