The renewed Dilucup System

Hervé Laisis, CEO

Various steps of this renewal (1)

Improvements made on Dilucup Elegance:

- **Since batch 1479 (August 2018):** Magic peeling

  → Very comfortable opening,

  → Possible with one hand,

  → No spilling,

  → Appreciated by all users



Various steps of this renewal (2)

Improvements made on Dilucup Elegan

- **Since batch 1591 (June 2019):** New boxes with new

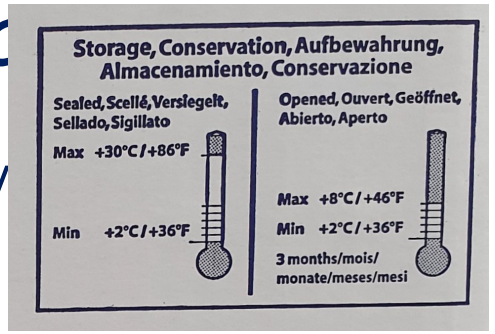
  → Nicer design,

  → 3 month validity when the bag is open (instead

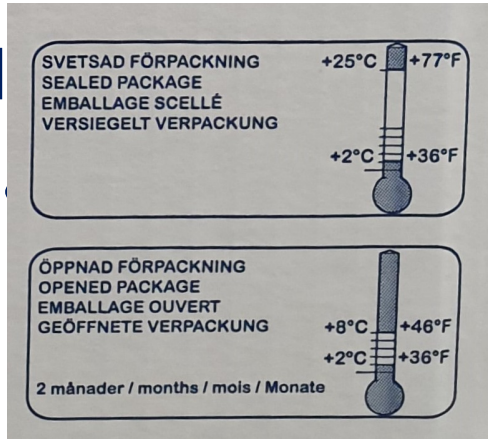
  → Max. storage temperature = 30°C (instead of 25

  → Spanish added

New



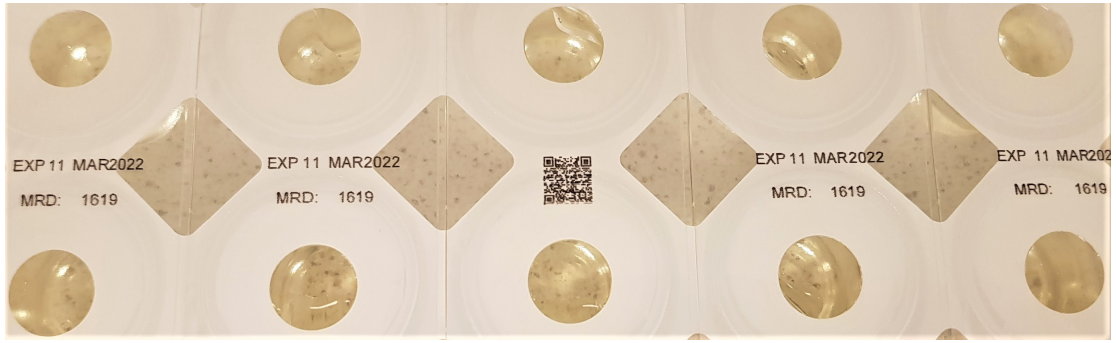
Previous



Various steps of this renewal (3)

Improvements made on Dilucup Elegance:

- **Since batch 1607 (August 2019):** QR codes printed on
  - Blister = Product name, Batch nr, Expiry date, Production time



MRD: 1617 EXP 09-MAR-2022 08:38:52

Various steps of this renewal (4)

Improvements made on Dilucup Elegance:

- **Since batch 1607 (August 2019):** QR codes printed on
  - Bag label = Link to web site, Product name, Batch nr, Expiry date, Article number



https://labrobot.com/our-products MRD 1622 EXP 17 MAR 2022 Article NR: 40DEMRD6

  - Box label = Link to w[illegible]duct name, Batch nr, Expiry date, Article number, Qu[illegible]



https://labrobot.com/our-products MRD 1619 EXP 11 MAR 2022 Article NR: 40DEMRD3 Quantity: 672

Various steps of this renewal (5)

Improvements made on Dilucup Elegance:

- **Since batch 1617 (September 2019):** Extended shelf life

→ 30 months instead of 20

→ More time for distributors to sell the products

→ Possibility to buy bigger quantities less often (most cost effective and better for the planet)

Various steps of this renewal (6)

The Dilucup Elegance is only the consumable part of the system. It was also important to renew the hardware

This is done now with the coming

Dilugent SHAKER

Marketing of the Dilugent Shaker (1)

The new device is perfect for customers who

- like more advanced machines (touch screen, connectable, features)
- want to shake at higher speed,
- have space on the bench for a wider/deeper device,
- need to improve traceability of their operations,
- take care of ergonomics and reliability,
- …

Marketing of the Dilugent Shaker (2)

It will be available in 3 versions (same hardware)

Article number	40DGT84BV	40DGT84AD	40DGT84PO
Features	Dilugent Shaker	Dilugent Shaker *Advanced*	Dilugent Shaker *Pro*
7" screen at the back of the device	●	●	●
Adjustable screen holder	●	●	●
2 optical sensors (1 on each side)	●	●	●
Selectable sensor (Left or Right)	●	●	●
Possible steering with foot switch (non included)	●	●	●
Selectable working direction (from Left or Right)	●	●	●
42 LEDs under the tray	●	●	●
Removable magnetic tray for 42 cups	●	●	●
4 adjustable feet	●	●	●
Programming with intuitive software	●	●	●
Up to 10 templates can be stored	●	●	●
Accept both Dilucup formats (3x7 and 6x7)	●	●	●
6 preset rotation speeds (400-680 rpm)	●	●	●
Visual "service required" information	●	●	●
Service menu	●	●	●
Error codes	●	●	●
Possible 2D code (bar or QR) reading	-	●	●
Visual information of active sensor	-	●	●
Visual information of working direction	-	●	●
Advanced programming	-	●	●
User identification	-	●	●
Dilucup batch identification	-	●	●
Full traceability of operations	-	-	●
Customizable interface colours	-	-	●
Customizable LED colours	-	-	●
Full connectivity (LIMS interface not included)	-	-	●

Marketing of the Dilugent Shaker (3)

Tentative price list

Product No.	Product Description	Selling unit	Approx. weight (kg)	Recommended End-User Price €	Usual Discount %	Price to Distributors €
40DGT84BV	Dilugent Shaker (basic version)	unit	6,5	2400,00	35,00	1 560,00
40DGT84AD	Dilugent Shaker Advanced (open program, traceability, scanner connexion)	unit	6,5	3000,00	35,00	1 950,00
40DGT84PO	Dilugent Shaker Pro (same as Advanced + full connectivity + extended software)	unit	6,5	3600,00	35,00	2 340,00
40DS21PRXT	DiluShaker III Digital with 3 LED ramp incl 1 extractible tray for 21 cups	unit	5,8	1 645,00	40,00	987,00
40DS42PRXT	DiluShaker III Digital with 6 LED ramp incl 1 extractible tray for 42 cups	unit	5,9	1 755,00	40,00	1 053,00
40FS02	Foot switch for Dilushaker III and Dilugent	unit	0,5	92,00	40,00	55,20
40ET21XT	Extractible tray for Dilucup, 21 cups (without adaptor 40BX01)	unit	0,4	135,00	40,00	81,00
40ET42XT	Extractible tray for Dilucup, 42 cups (without adaptor 40BX01)	unit	0,6	182,00	40,00	109,20
40BX01	Adaptor for extractible tray (for Dilushaker II or III, to be specified)	unit	0,5	50,00	40,00	30,00
40PS12	Power Supply 12V for Dilushaker II and Dilushaker III	unit	0,3	59,00	40,00	35,40
40PS24	Power Supply 24V for Dilushaker I	unit	0,4	59,00	40,00	35,40
40PS85	Power Supply 12V for Dilugent Shaker	unit	0,4	91,00	40,00	54,60
40SC04	Scanner for Dilugent Shaker	unit	0,6	480,00	35,00	312,00
40TC5500	Transport suitcase for 1 Dilushaker (w ith 2 w heels and trolley handle)	unit	5,6	320,00	20,00	256,00
40TC1567	Transport suitcase for 2 Dilushakers (w ith 2 w heels and trolley handle)	unit	9,2	370,00	20,00	296,00
40TC6700	Transport suitcase for 1 Dilugent Shaker (w ith 2 w heels and trolley handle)	unit	?	465,00	20,00	372,00

Marketing of the Dilugent Shaker (4)

Availability

- First series of 20 devices expected to be available at the end of November,
- Pre-orders are already possible

Marketing of the Dilugent Shaker (5)

Demo units

Special conditions (max. 1 device / company):

Dilugent Shaker Advanced (40DGT84AD) with 50 % discount
+
free transport suitcase (40TC6700)

Transfer price = 1 500 € (value = 2 322 €)

Marketing of the Dilugent Shaker (6)

In-trading program

- Objective: to motivate current users to replace Dilushaker III by Dilugent Shaker,
- Plan will be valid until December 31, 2020 (at least),
- Conditions may change depending of the success of the plan,
- Repurchased Dilushaker III may be reconditioned and offered as a low-budget variant in 7x3 or 7x6 format

Marketing of the Dilugent Shaker (7)

In-trading program – Purchase values

- Device installed since less than 6 months = 80 %
- Device installed since 6 to 12 months = 70 %
- Device installed since 12 to 24 months = 50 %
- Device installed since 24 to 42 months = 30 %
- Device installed since 42 to 60 months = 15 %
- Device installed since more than 60 months = 0 % (no valid for trade-in)

Marketing of the Dilugent Shaker (8)

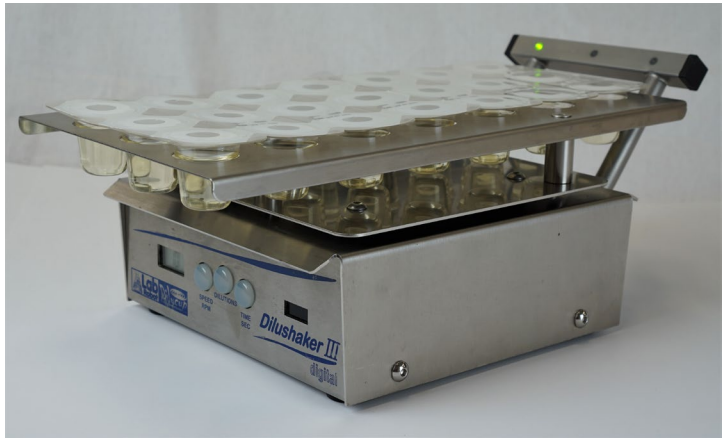
In-trading program – Example

- A customer orders a Dilugent Shaker on January 15, 2020.
- The deal includes the trade-in of Dilushaker III S/N 1701XX installed on February 25, 2018 (bought 1 700 € by the customer & invoiced 1026 € to the distributor by LabRobot),
- The device has been running a bit less than 24 months. Trade-in value estimated to 1 700 x 0,50 = 850 €,
- 850 € are deducted by the distributor from the price of the new Dilugent Shaker,
- the distributor gets a credit for 1026 x 0,50 = 513 € when this machine S/N 1701XX returns to LabRobot,

Future of the Dilushaker III (1)

Unique features of the Dilushaker III digital

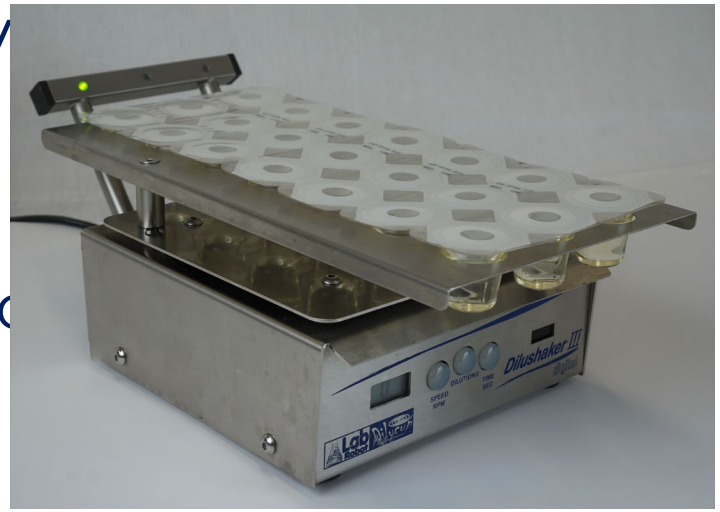
- Small footprint in 7x3 format (appreciated in small/medium safety cabinets),
- Able to shake at 600 rpm (speed 3) with a 7x3 tray,
- Proven robustness,
- Cheap and simple



Future of the Dilushaker III (2)

Article 40DS21PRXT (version 7x3)

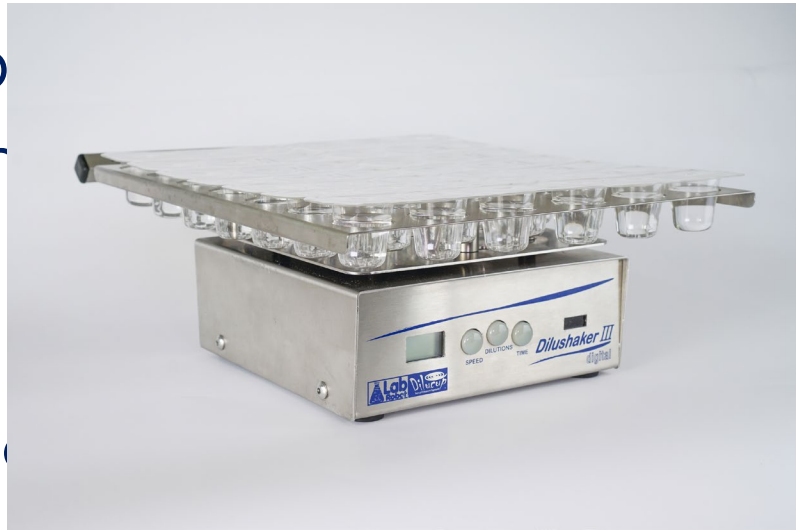
- This article will still be produced
- Available as new but also as reconditioned instrument
- Low budget, small size alternativ
- From January 1, 2020:
    - 2-year warranty on new
    - 1-year warranty on reconditioned



Future of the Dilushaker III (3)

Article 40DS42PRXT (version 7x6)

- This article will not be produced any lo
- Available only as reconditioned instrur
- Low budget alternative
- From January 1, 2020:
    - 2-year warranty on new (until end of st
    - 1-year warranty on reconditioned



Dilucup™
ELEGANCE

Dilugent SHAKER

Thank you very much for your attention!