# Current situation of the Dilucup Elegance market

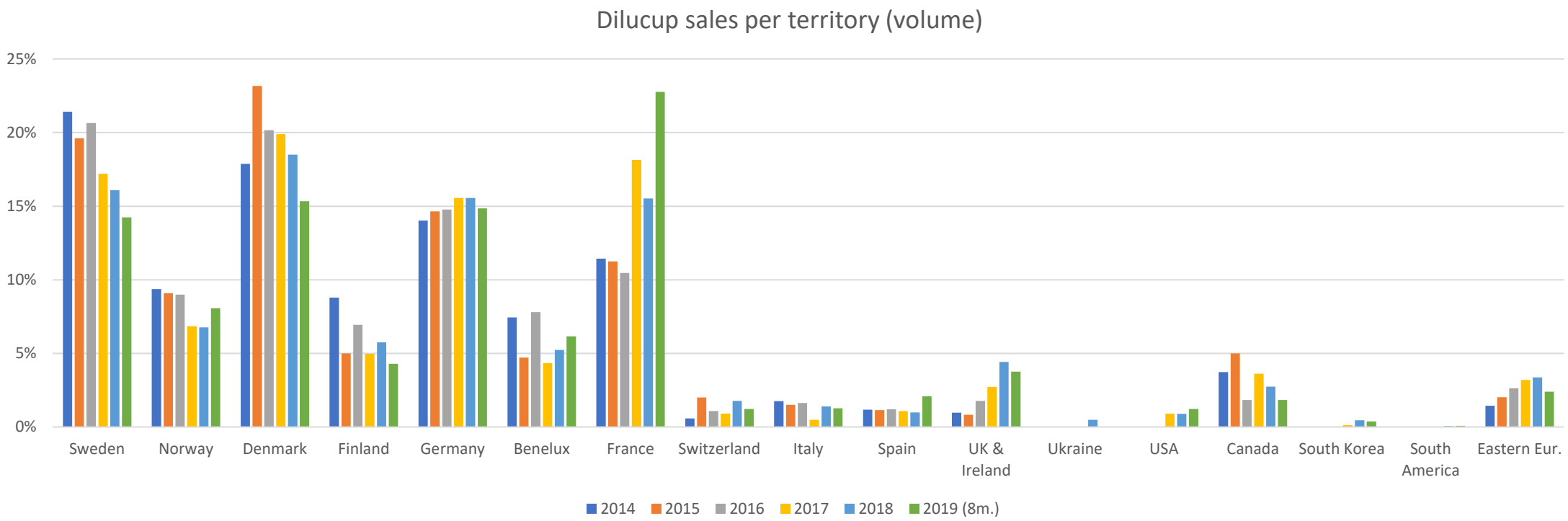
*Hervé Laisis, CEO*

# Evolution since the previous meeting (October 2017)

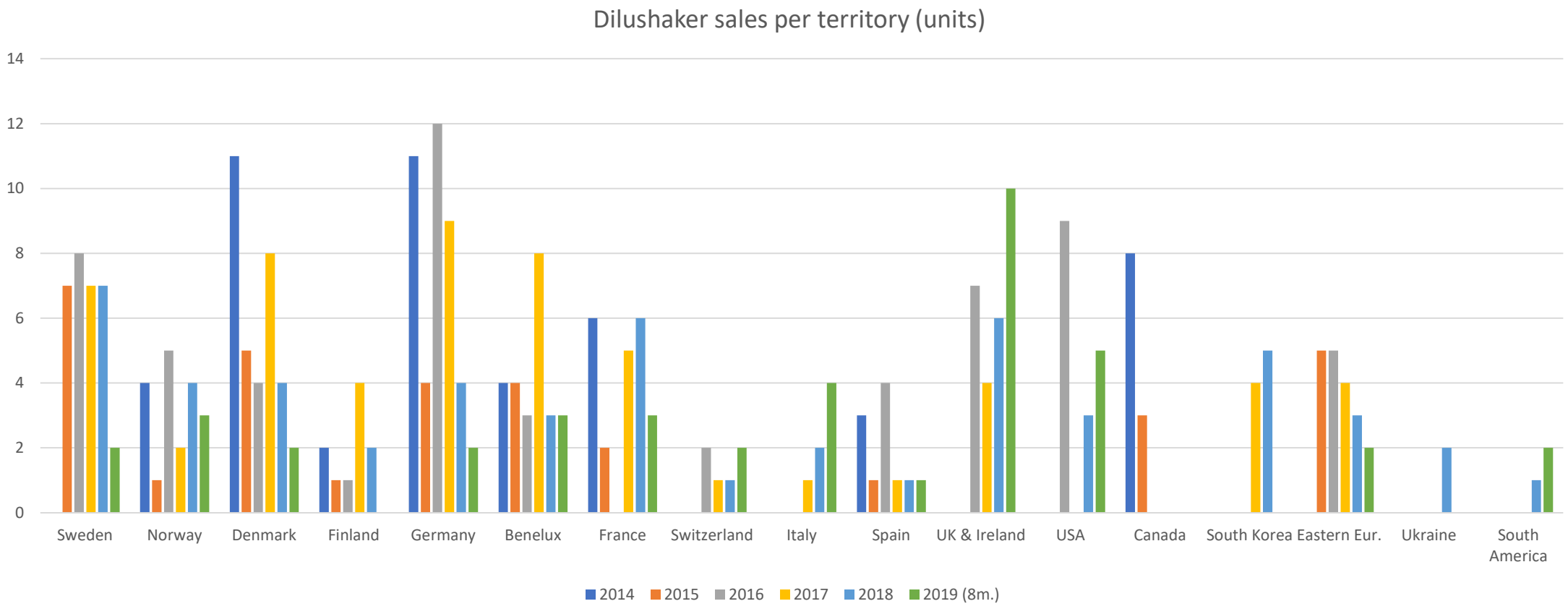
*Development of the sales network:*

- **France:** Addition of a new distributor, Grosseron SAS, in early 2018
- **South America:** Dilucup Elegance present in Argentina since September 2018 + Peru since April 2019 (through Hixwer)
- **Japan:** Dilucup Elegance expected to be launched before the end of 2019 by Asahi Life Science

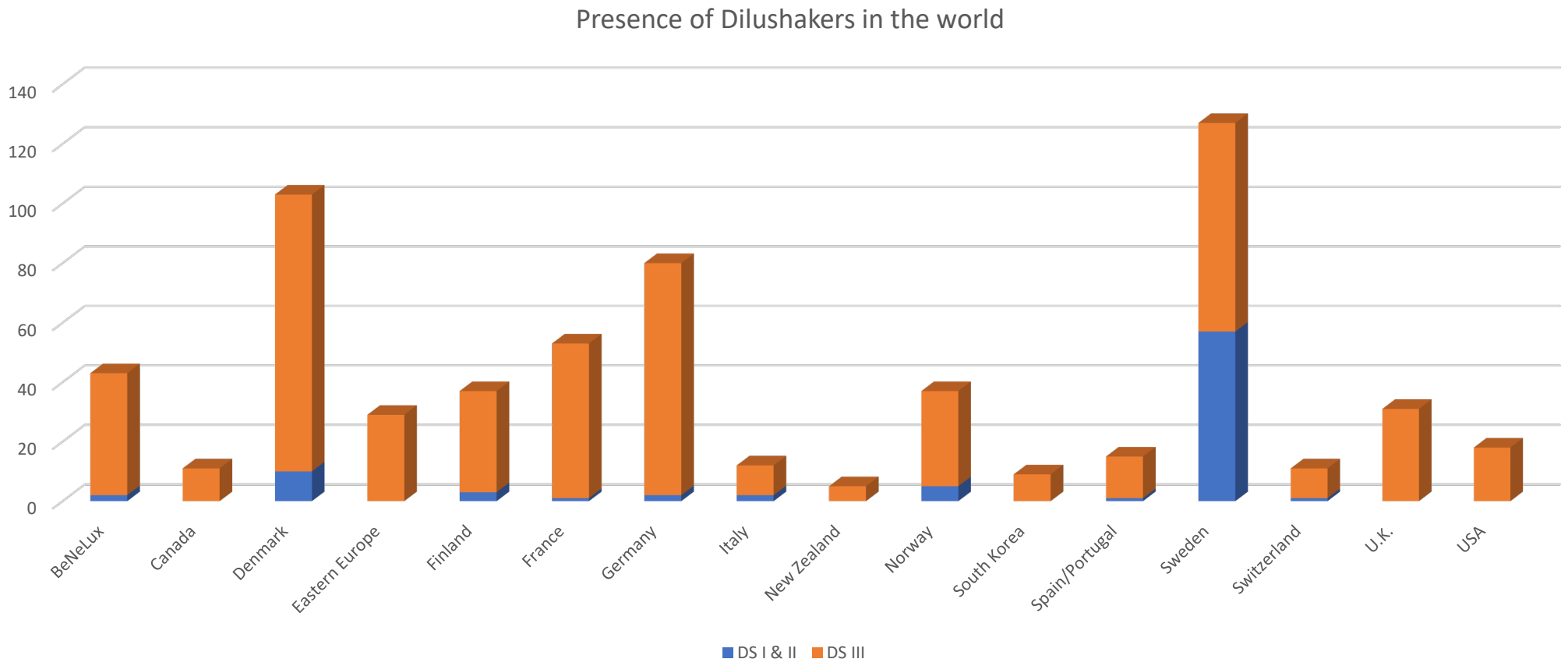
# Most popular markets (Dilucup)



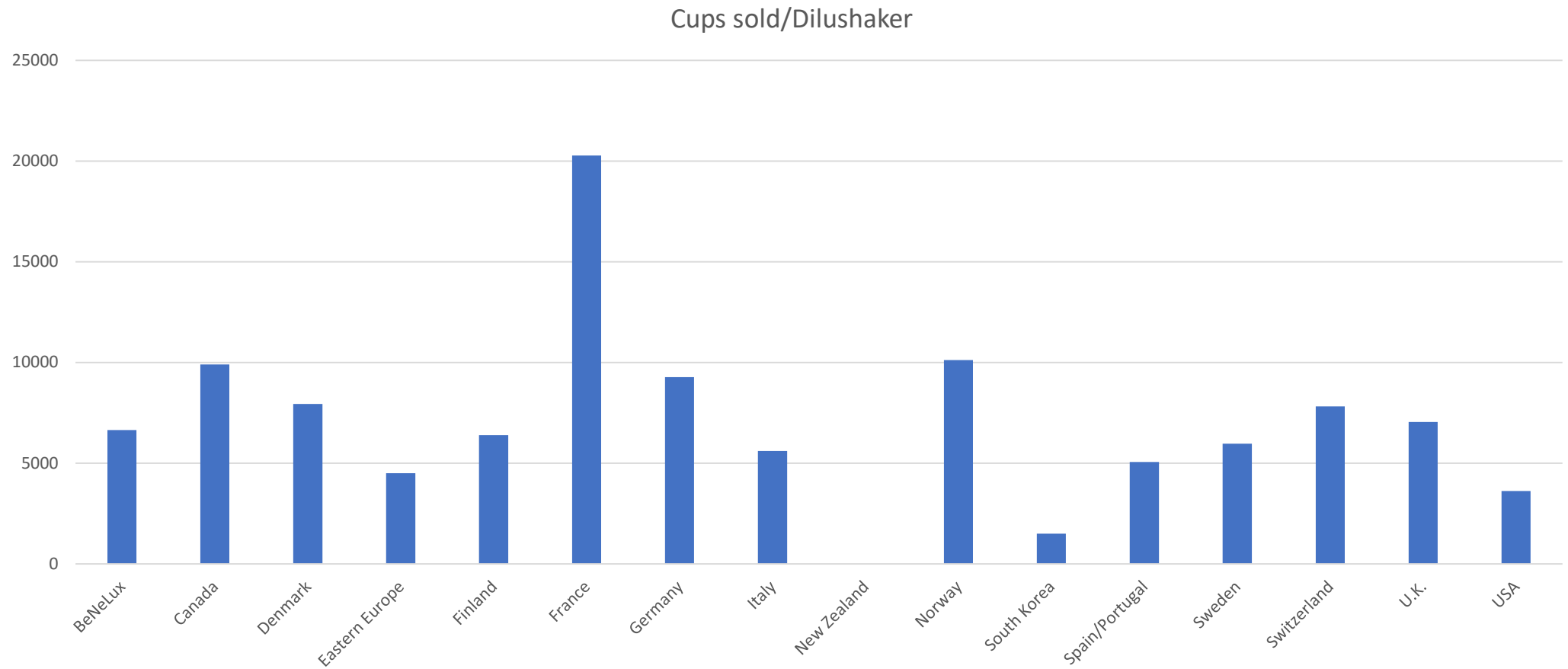
# Most popular markets (Dilushaker)



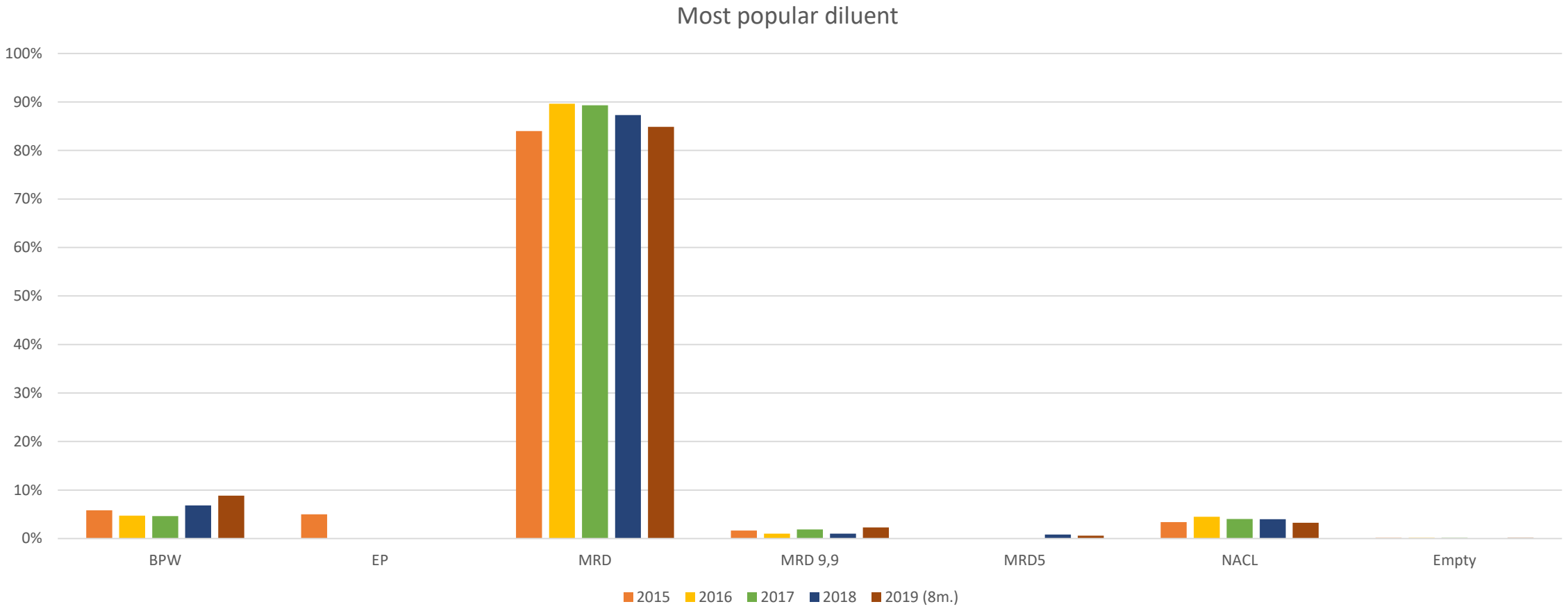
# Dilushaker in the world



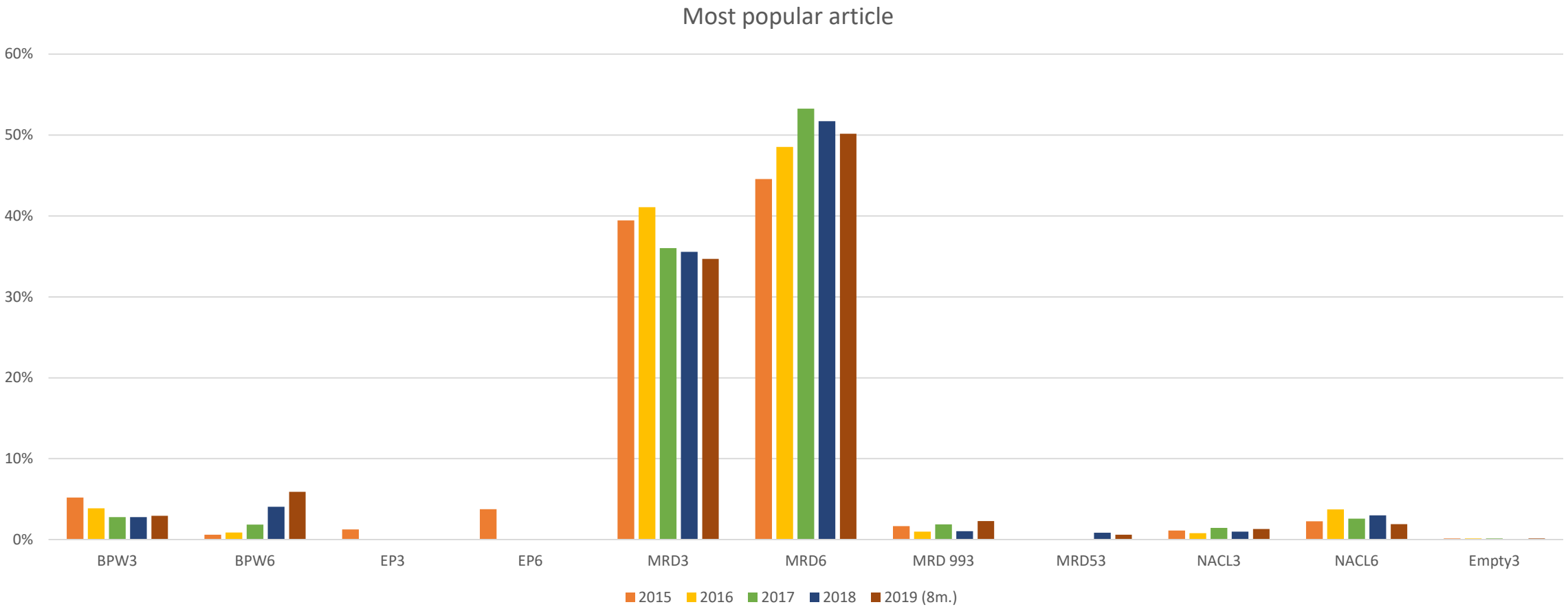
# How many cups used per Dilushaker in a year?



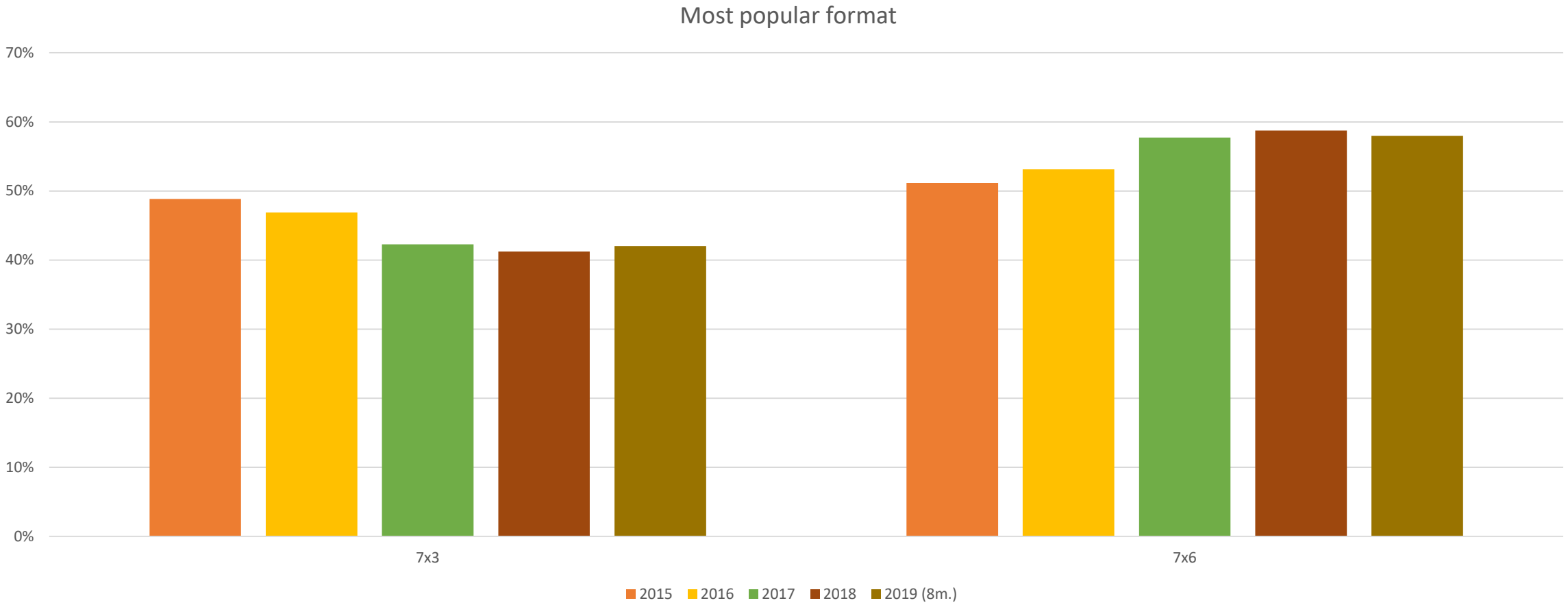
# Dilucup sales per diluent



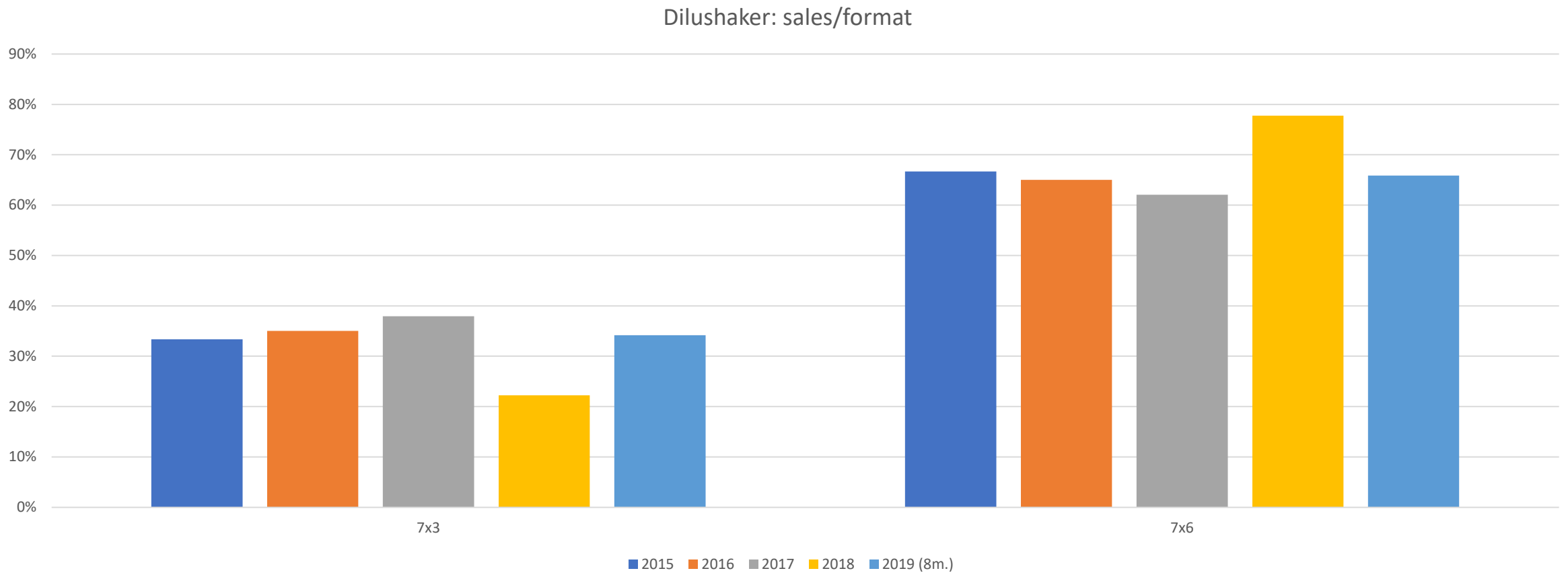
# Dilucup sales per article



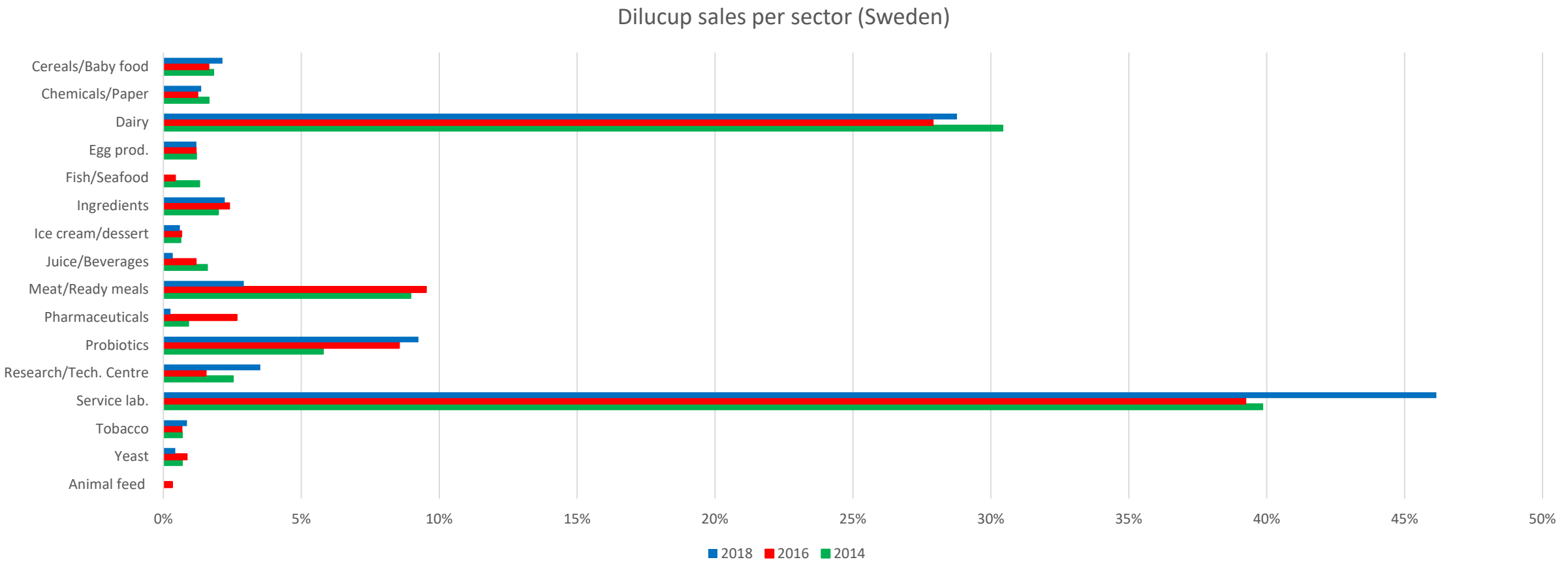
# Dilucup sales per format



# Dilushaker sales per format



# Dilucup sales per sector

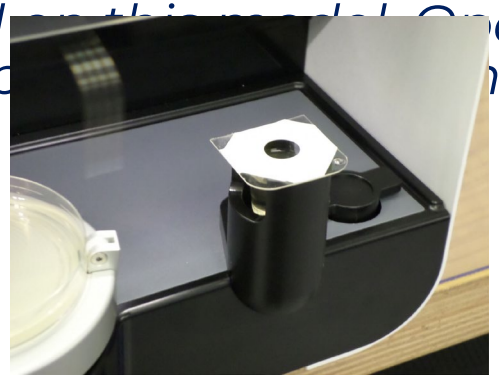


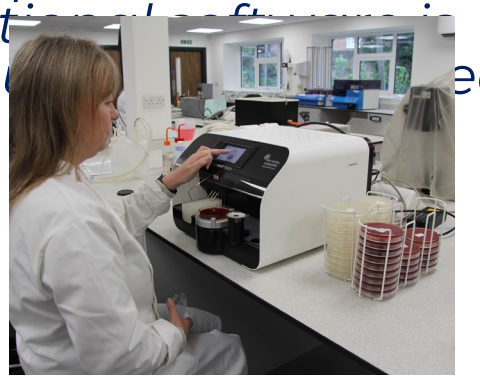
# Dilucup even recognized by the competitors

- Despite spiral plating is a dilution killing method, cohabitation with spiral platers is more and more common in laboratories. Especially in big service labs, where the choice of methods is often influenced by the customers

- The new **WASP** recently launched by **Don Whitley** is helping customers by offering a model called Dilucup® WASP Touch.
  *For those customers who want to further reduce the labour involved in performing serial dilutions, this option provides an adapted WASP Touch to permit sample aspiration from an individual Dilucup®. The turntable direction of rotation has been reversed on this model. Operational software is unch[illegible] sam[illegible] a t[illegible]een disa[illegible]*





# Conclusion

- The Dilucup market is now growing quicker than before.
- With the “magic peeling” and the new Dilugent Shaker, the product offering is now improved, renewed and modernized.
- It gives us a unique possibility to convert new customers in already existing territories and on new markets from the west coast of USA to the east coast of Japan.

# Thank you very much for your attention!