



Managing company growth

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CEO

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Quattromed Group profile

- Founded: 1999 in Tartu, Estonia
- Employment: 69 Full-Time-Employees
- IPR: 7 patents (applications) in
4 patent families
3 trademarks
- R&D expenditure: ~17% of sales
- Certification: ISO 15189 since 2004
ISO 9001 since 2007
ISO 17025 (in progress)

Quattromed Group structure



E2 tagging

FITkit

Pro39 cleavage

MAbs

PRODUCTS + HOLDING



Protein production
Cell based assays

PROTEOMICS



Molecular
diagnostics

Conventional
lab diagnostics

DIAGNOSTICS

Milestones

1999 – incorporation as *spin-off* of Tartu University

1999 – launch of molecular diagnostics sales

2000 – own labs in Tartu (821 m²)

2001 – launch of Proteomics division

2002 – FIT Biotech acquired 22% of Quattromed

2004 – ISO 15189:2001

2005 – incorporation of Rakuvabrik OÜ and Quattromed
Laborid OÜ

2005 – Acquisition of FITkit and HIV Mabs business area

2006 – Acquisition of HTI Laboriteenused AS

2006 – Merger of HTI Laboriteenused AS and Quattromed
Laborid OÜ

Final remarks

- CEO + “art/science director” symbiosis
 - Balance between dreaming and real life
 - Combine and leverage resources
 - See the changing needs of the company
 - Business success is more like:
 - Keep eyes open
 - Have good luck
- than following a detailed Business Plan
- “Anything is possible but nothing is certain”