

CrestOptics



CrestOptics S.p.A.

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BioWeek 2025

Boston, USA

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OUR VISION

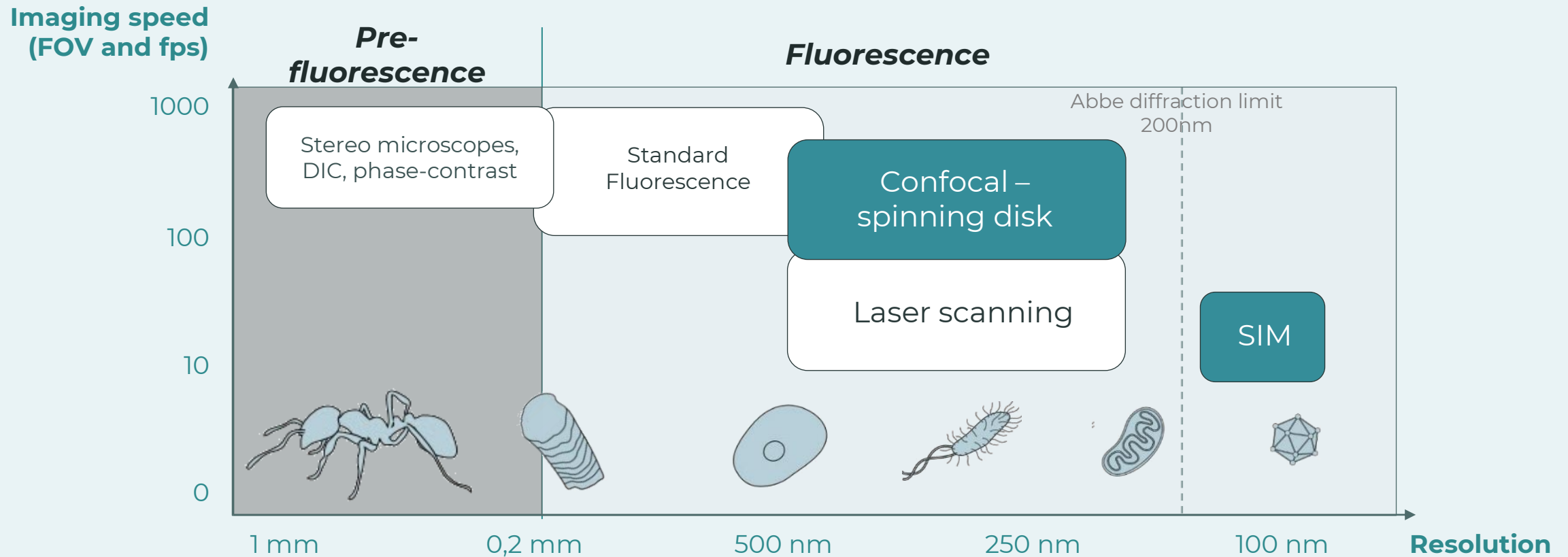
We're driving towards a future where advanced microscopy is a readily accessible tool, empowering anyone, anywhere, to become a catalyst for groundbreaking discoveries.

FLUORESCENCE MICROSCOPY

The market we operate in

MICROSCOPY LANDSCAPE

 **CrestOptics technologies**



Fluorescence is an imaging technique that leverages the excitation of fluorophores and subsequent detection of the signal to yield a much more detailed and reliable image
DIC = Differential interference contrast, **SIM** = Structured Illumination Microscopy

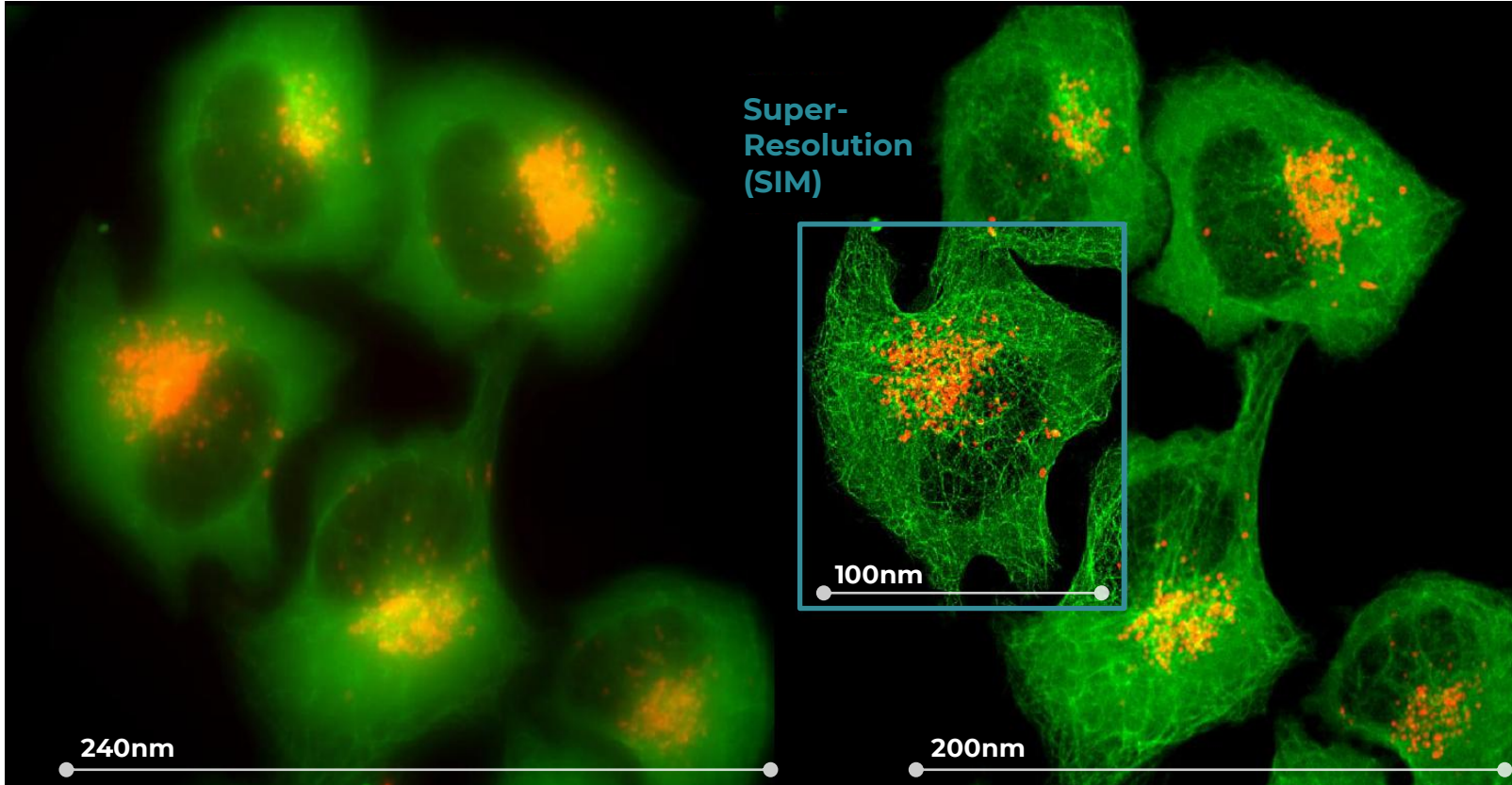
FLUORESCENCE MICROSCOPY

CrestOptics' Technology

Illustrative Resolution of the Same Sample Using Various Imaging Techniques

Standard Fluorescence

Confocal Spinning Disk (+ SIM)



CrestOptics technology provides access to higher resolution images than standard fluorescence microscopy

Key Takeaways

- ✓ The **growing complexity** of life science research and the **increasing relevance of image-omics** to accelerate drug discovery **requires specialized imaging capabilities** across pharma, academia, and biotech
- ✓ CrestOptics' technology enables **higher imaging performance** than other established technologies
- ✓ Product portfolio designed to be **highly intuitive for end-users** and **compatible** with most **optical imaging platforms**, reducing the incremental capex requirement for labs





OUR PURPOSE

We enable any customer to upgrade easily to advanced microscopy which increases their ability to make breakthroughs faster.



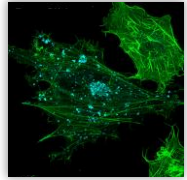
HOW WE OPERATE

Technology Providers: an Indirect Model to serve a global community

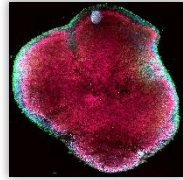
ODM	<p>Branded products form part of a microscope system used for advanced research applications, mostly dedicated to Research labs.</p>	<div> <div> <p>Spinning Disk Confocal</p>  </div> <div> <p>Super Resolution</p>  </div> </div>
Hybrid	<p>CrestOptics products adapted to fit a partner imaging solution without major engineering work spacing from Research to Pharma & Biotech.</p>	<div>   </div>
OEM	<p>Design of optical components to be integrated into OEM partners' final products that address Pharma & Biotech labs. Complete customization in terms of specs, control and design.</p>	<div> <p><i>Confidential</i></p> </div>

HOW WE OPERATE

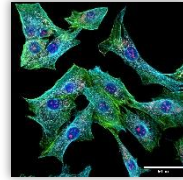
Enabler of a comprehensive set of High-Impact Applications



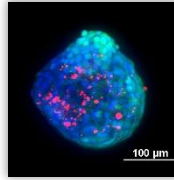
Fast Live-Cell Imaging



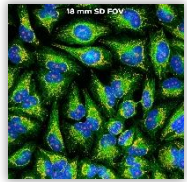
Developmental Biology
(Spheroids and Organoids)



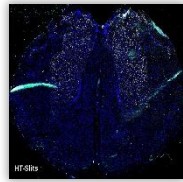
Drug Discovery



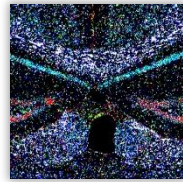
Cancer Research
(Spheroids)



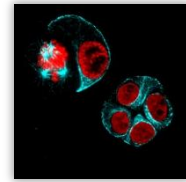
High Content Screening



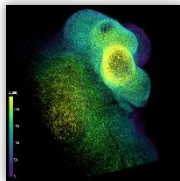
Neuroscience
(Neuronal Network Imaging)



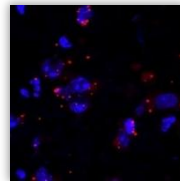
Spatial Biology



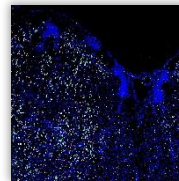
Live-Cell Analysis



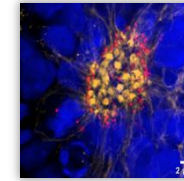
Tissue Imaging



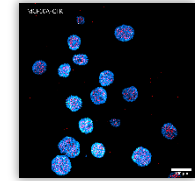
Spatial Omics



Multi-omics



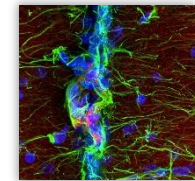
Intracellular Structure Analysis



Molecular Interactions



Neuroscience
(Neurotransmitter and Synapse Imaging)



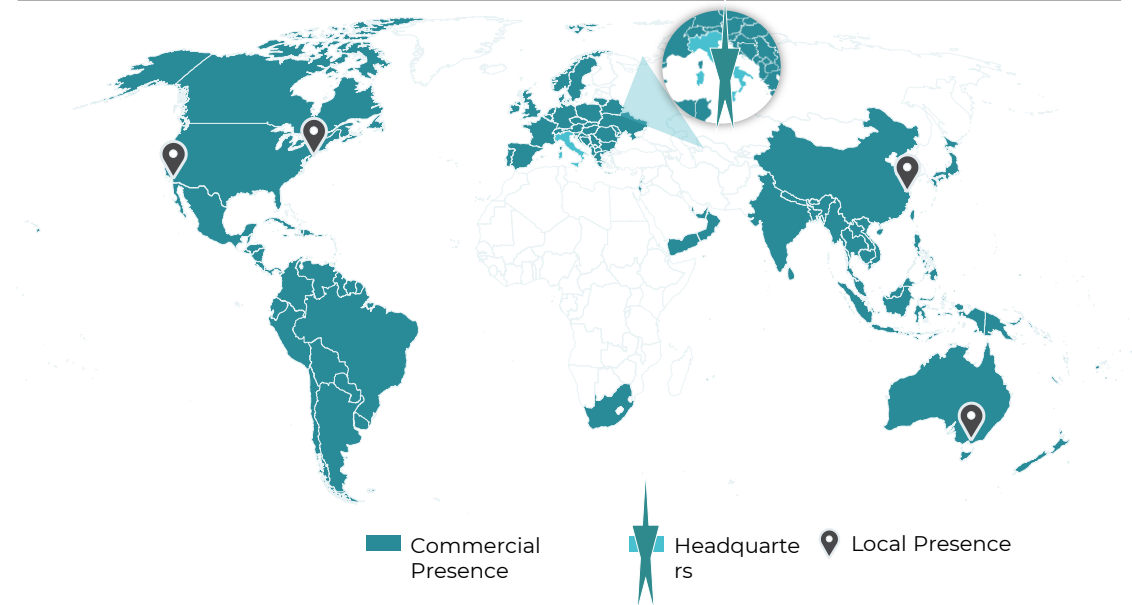
Deep Super-Resolution Imaging

HOW WE OPERATE

Global Market Presence

Diversified Distribution Network Allowing Global Reach

Customer-First Approach with Dynamic Commercial Team



- CrestOptics effectively operates a **comprehensive distribution network** alongside **partnerships with leading imaging systems manufacturers**
- CrestOptics' commercial team **actively engages with distributors**, providing them with **training** and **2nd level service support** to end-users
- Strategic partnerships** with leading imaging systems provide **long-term visibility** and 'first-hand' view **on key developments in the market**
- Team of **highly experienced business developers**, providing **high-touch engagement** across key geographies with a **direct presence via renewable external contracts**

Demonstrated Ability to Access Global Markets through Existing Commercial Strategy


40+
Distributors Globally


10+
OEM / Industrial Partners


~50
Countries Addressed


16
Members of Commercial Team


6
Business Developers

HOW WE OPERATE

End-to-End Proposition



- | | | | |
|---|-------------------------|----|---------------------------|
| 1 | Internal R&D Know-How | 7 | Testing / Quality Control |
| 2 | Open Innovation | 8 | Commercial Relations |
| 3 | Design and Prototyping | 9 | Distribution |
| 4 | Suppliers | 10 | Industrial Partners |
| 5 | Warehouse and Logistics | 11 | End-Users |
| 6 | Assembly (Clean Room) | 12 | Technical Support |

Operational Excellence Validated by International Accreditations and Certifications



WHERE WE ARE

Track-Record of Commercial Success and Innovation

