



BIOTEM

custom antibodies & services

Overview

Company Presentation

Our mission

Activities & Services

Quality Management

Our Commitment makes the Difference!

BIOTEM: Company Presentation



- ❖ Contract Research Organization (C.R.O.) in **immunotechnology**
- ❖ **Highly qualified staff** (38 employees including 7 PhD. and 9 MSc.)
- ❖ 2000 m² / 21,500 ft² facility (Auvergne-Rhône-Alpes – France)



Our Commitment makes the Difference!

BIOTEM: High Added Value Services in Immunotechnology

- ❖ Unique Expertise and know-how
- ❖ Exclusive technologies
- ❖ Contract with **Guaranteed Results**
- ❖ **Research Tax Credit accreditation (CIR)**



Clients

- Big-Pharma
- Diagnostics companies
- Biotechs
- Academic laboratories
- Hospitals & NGO

⇒ Framework agreements



Our Commitment makes the Difference!

BIOTEM: Activity Overview & Applications

❖ 3 Departments to support you in your projects

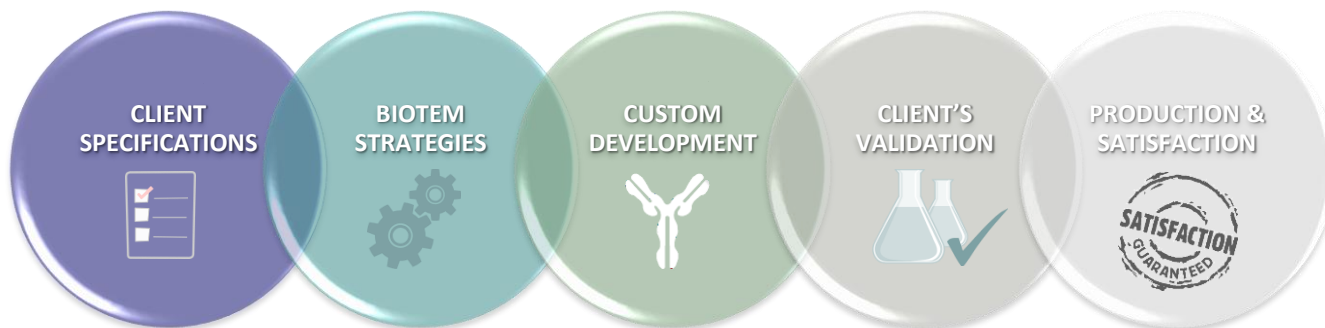
- ✓ **HYBRIDOMA ANTIBODY**
- ✓ **RECOMBINANT ANTIBODY**
- ✓ **IMMUNOASSAY**

>100%

FEE FOR
SERVICE

- ✓ No Claims
- ✓ No royalties
- ✓ No follow-up rights

- ❖ Tailor-made solutions for **Research, Diagnostic & Therapeutic** applications
- ❖ **Personal assistance** during all the steps of the program



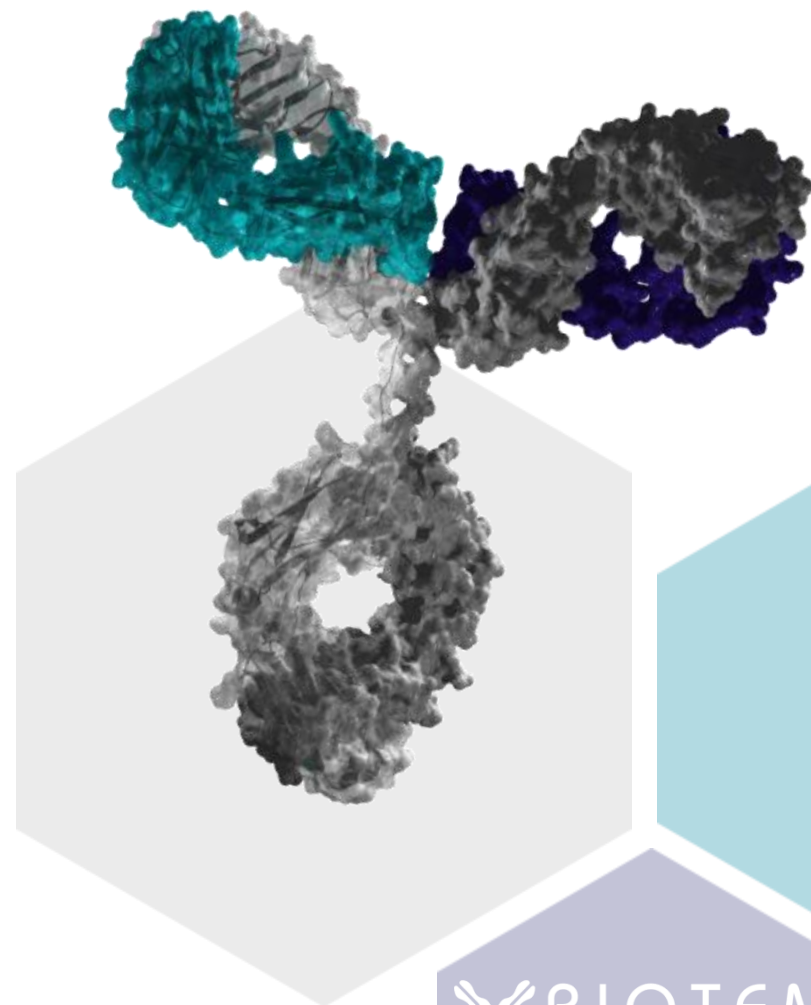
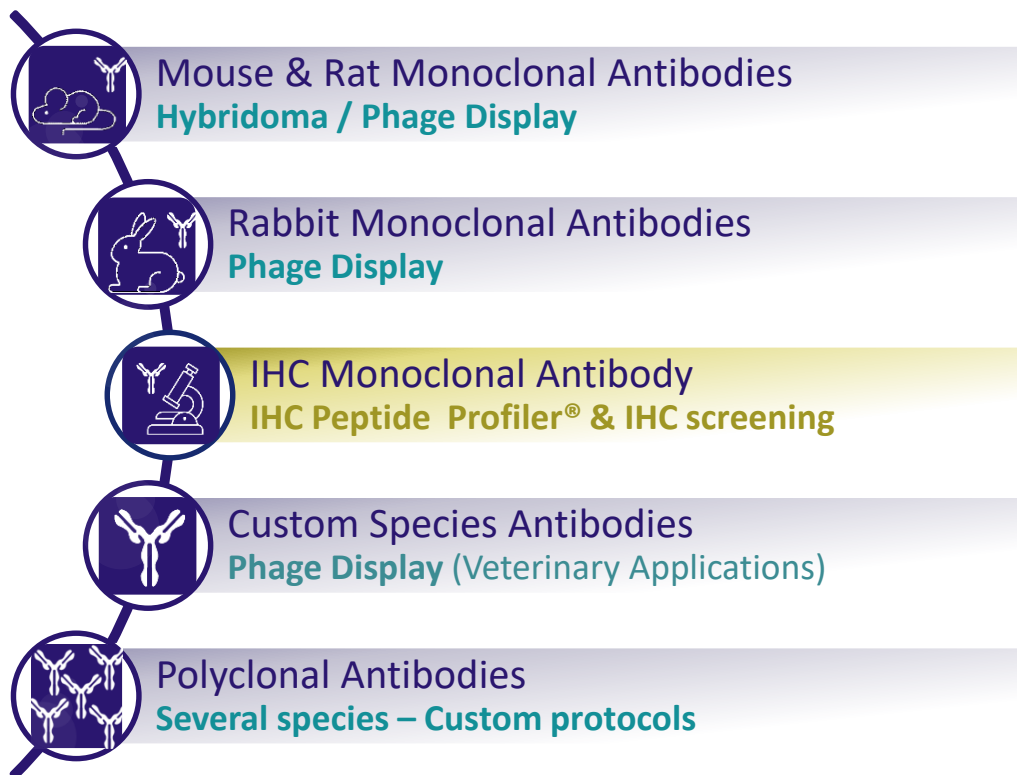
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Custom antibodies & services

Our Commitment makes the Difference!

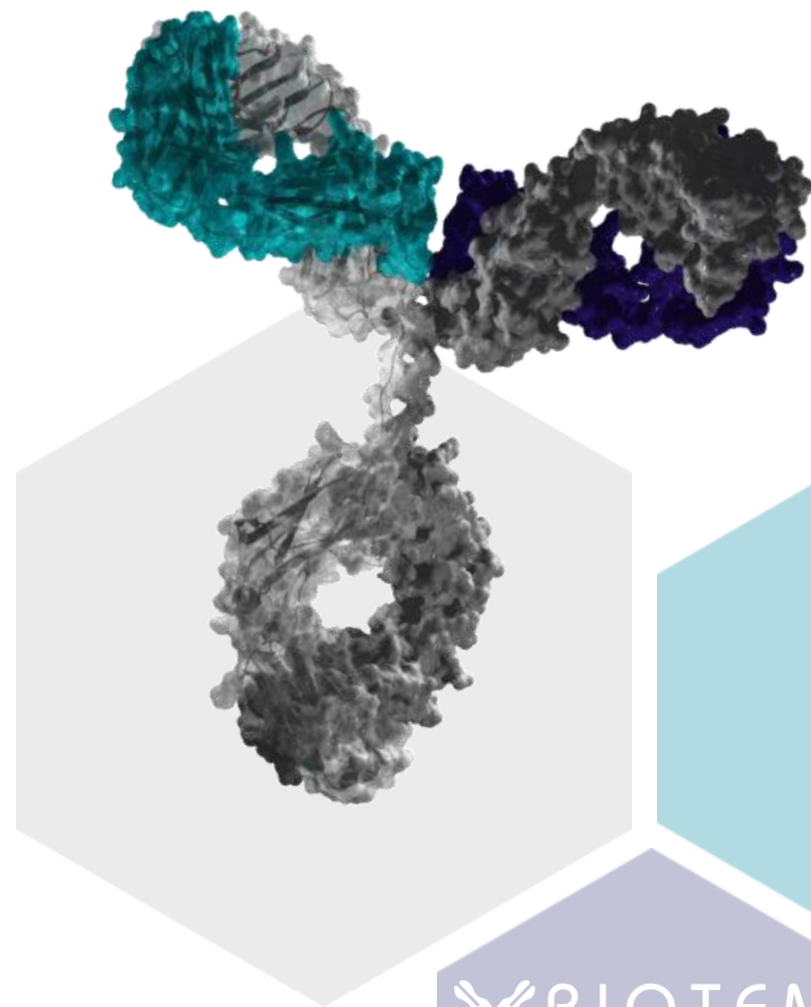
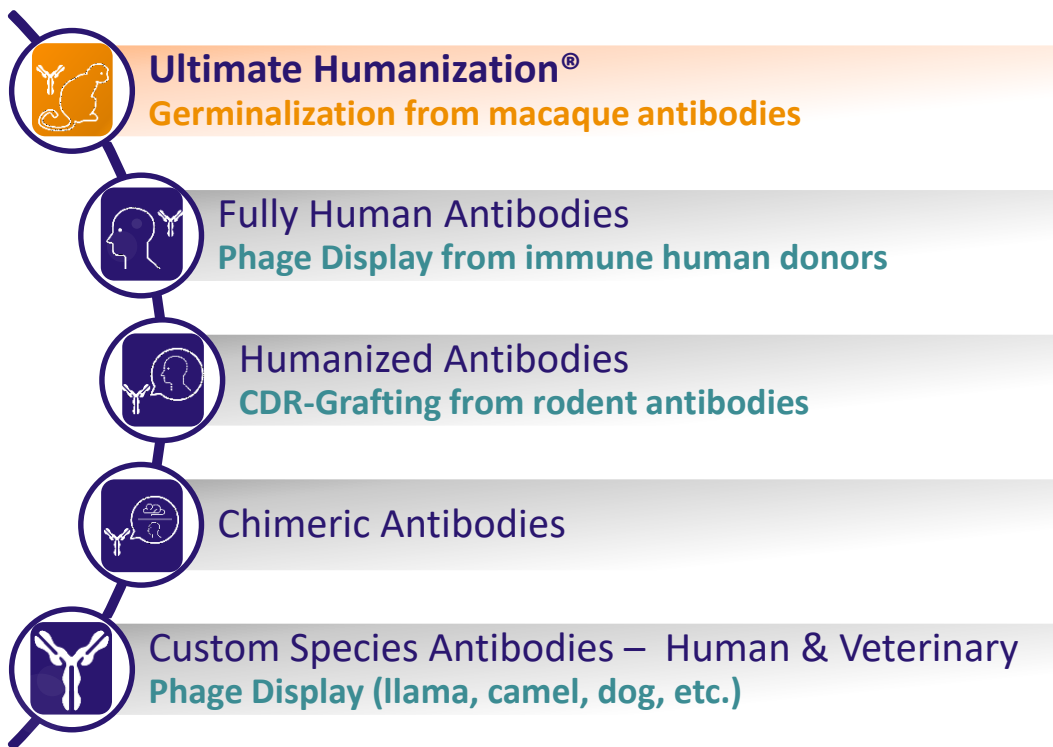
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Research & Diagnostic Antibodies



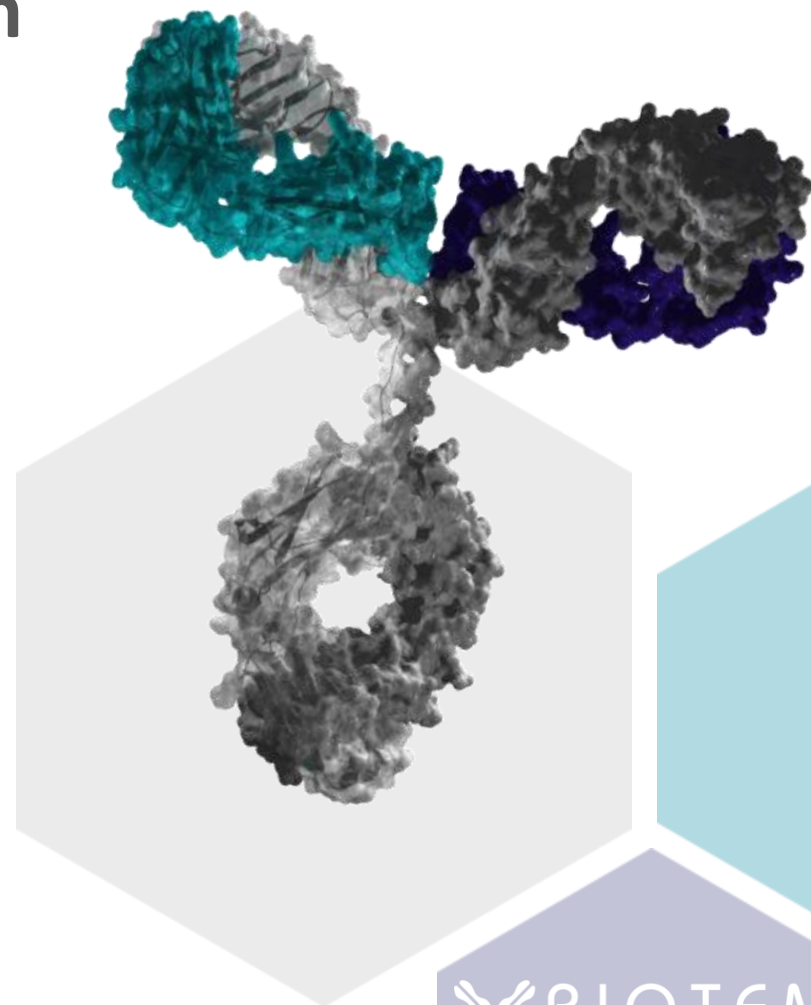
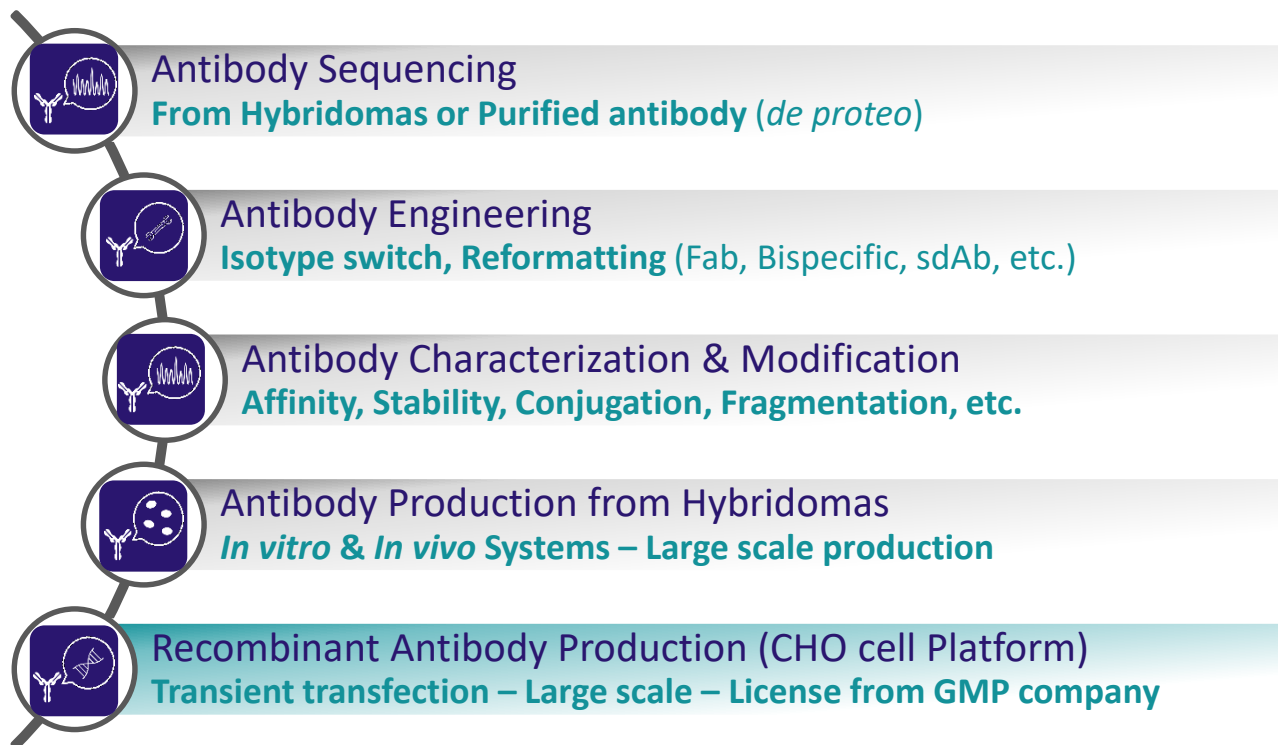
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Therapeutic Antibodies



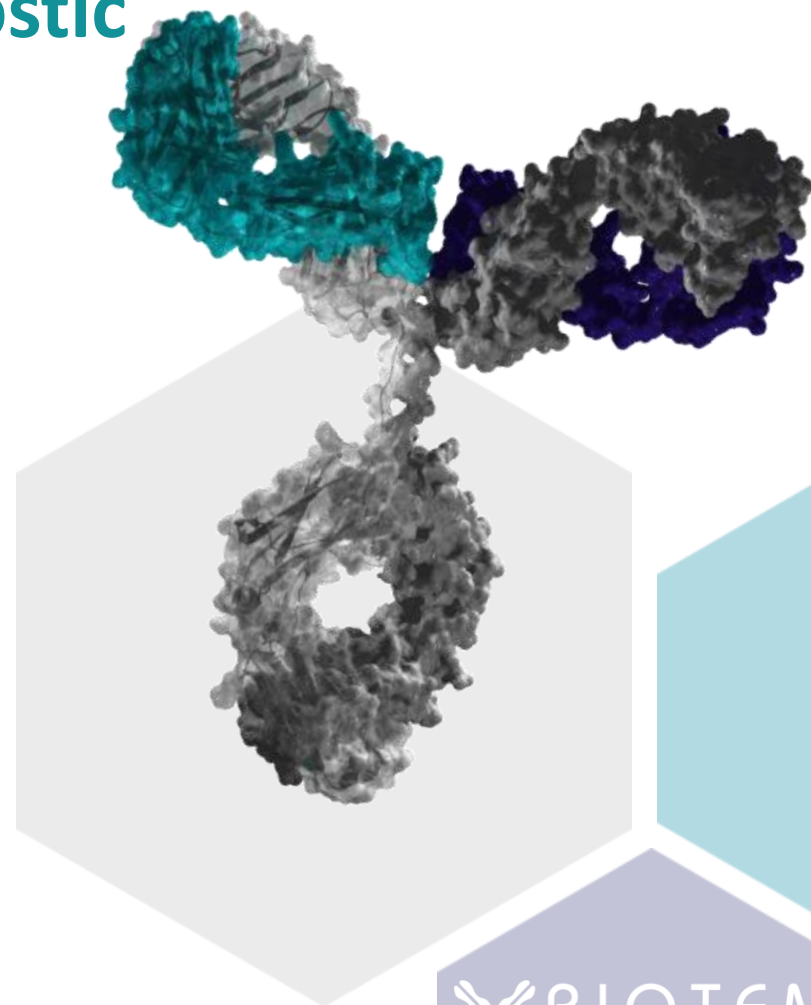
BIOTEM: Activity Overview & Applications

Antibody Production & Characterization



BIOTEM: Activity Overview & Applications

Immunoassays Research & Diagnostic



Quality Management: Your success is our priority!

Certification **ISO 9001:2015** (Quality Management Systems)
and **ISO 13485:2016** (IVD Medical Devices services)



- ❖ Mastery of design processes
- ❖ Compliance with regulations
- ❖ Demanding quality controls on delivered products
- ❖ Traceability and risk analysis
- ❖ Respect of delivery times
- ❖ Optimal project management

Success rate (2014 – 2019)

- **905** Projects carried out
- **869** Projects delivered as per order

96%

SUCCESS RATE

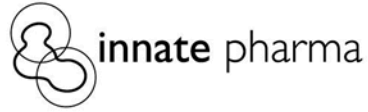
97%

SATISFACTION



Our Commitment makes the Difference!

They trust us: Your Success is our Priority!



Our Commitment makes the Difference!

Testimonials: Your Success is our Priority!



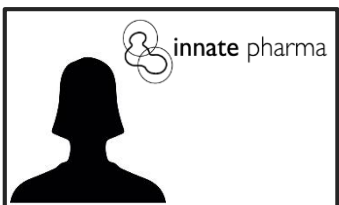
Kristine Fischer – **dianova**
Gesellschaft für biochemische,
immunologische und mikrobiologische
Diagnostik mbH

"Dianova had a specific need to develop antibodies to work in IHC with paraffin embedded sections; the team and I found that BIOTEM did a very solid job. From the choice of the immunising antigen to the design of the whole project BIOTEM contributed with good ideas to shape it to our needs (or reshape it during the course). People at BIOTEM were always reliable, always had an open ear for our needs, ideas or concerns and managed to keep structure and concentration in such a special cooperation with several partners having different backgrounds or specific goals. Especially the coordination of the time sensitive inter-laboratory work over great distance and timely exchange of results worked well."



C. Mary – **OSE**
Immunotherapeutics

"We worked with BIOTEM for the in silico humanization of our antibodies by CDR grafting and were very satisfied with the quality of the reports as well as by the applied price. The amino acid modifications proposed by BIOTEM for the humanization and the optimization of the antibodies were well explained and prioritized, which rendered the testing of the humanization variants more efficient. I particularly enjoyed the ease of interaction with the specialists and their very professional advice."



C. Bonnafous –
INNATE PHARMA

"INNATE PHARMA sought BIOTEM's expertise to develop monoclonal antibodies able to bind a key therapeutic target on FFPE samples. The challenge was to generate high affinity antibodies selective for a receptor belonging to a family of receptors with high sequences similarity. After unsuccessful attempts, INNATE PHARMA decided to work with BIOTEM which rose the challenge differently. Most notably new immunogens were implemented using the exclusive IHC Peptide Profiler®."

Thanks to this technology BIOTEM was able to generate optimal immunogens and subsequently to expedite the isolation of IHC-p antibodies by Phage Display."



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