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BUSINESS PRESENTATION



Developement project of GIGALAB

April 2025

CONFIDENTIEL



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ACTIVITY OUTLOOK

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COMPANY PRESENTATION



Gigalab was founded in 2007 to turn the shared vision of Moroccan scientists and investors into a pioneering venture

Conviction



GIGALAB was born from the ambition of a team of scientists and entrepreneurs who have always believed in the need to develop a strong and resilient healthcare ecosystem in Morocco a conviction now reinforced by the royal vision for the healthcare sector.



A First step



GIGALAB began its entrepreneurial journey as a healthcare player in Morocco, through the distribution and resale of products from international manufacturers from the very beginning, GIGALAB sought to meet the needs of the healthcare sector by offering innovative solutions from medical industry, establishing partnerships with Korean, Finnish and Japanese stakeholders.

GIGALAB was born from the fusion of a deep conviction and determined, unwavering first steps



By placing the patient at the heart of its development strategy GIGALAB quickly made its mark on the sector with several success stories

3 Illustration of success stories

Autoimmune Disease Diagnostics

By offering innovative solutions to Moroccan laboratories, GIGALAB helped reduce the cost of testing from 3000 to 400 Dirhams, cut turnaround times from two weeks to 48 hours, and enabled these analyses to be performed locally in Morocco.

Colorectal cancer

Development and introduction of the only solution available on the moroccan market that enables prevention by detecting polype at an early stage, avoiding unnecessary invasive procedures, and allowing for rapid diagnosis..

Regenerative Medecine

GIGALAB introduced a solution for stem cell tharapy in Morocco

150
solutions
installed

More than
200
solutions

3 centers
of
medecine



The solutions provided have introduced genuine paradigm shifts, going beyond mere cost or margin optimizations. They have simultanesously :

- Improve the quality and reliability of the diagnosis ;
- Reduced turnaroud times ;
- Lowered diagnostic costs by decreasing dependance on foreign laboratories



The implemented solutions have led to genuine paradigm shifts, gradually redefining market optimizations and established consensus



Reduce the cost of diagnosis and treatment



Shorten the time required for diagnosis and obtaining results



Reduce dependence on foreign laboratories for outsourced analyses.



Introduce solutions that preserve the profitability of the sector



Increase the accuracy and reliability of results



Offer cutting-edge, research-driven technology



In terms of positioning, gicalab has earned a distinguished authority and is recognized for its professionalism and sincerity of its values

- A specialist in innovative solutions and now acknowledged as an expert across several segments, including cancer and autoimmune diseases.



- A reliable and credible partner, honoring its commitments in term of quality, timeliness and cost, and fully dedicated to its clients.

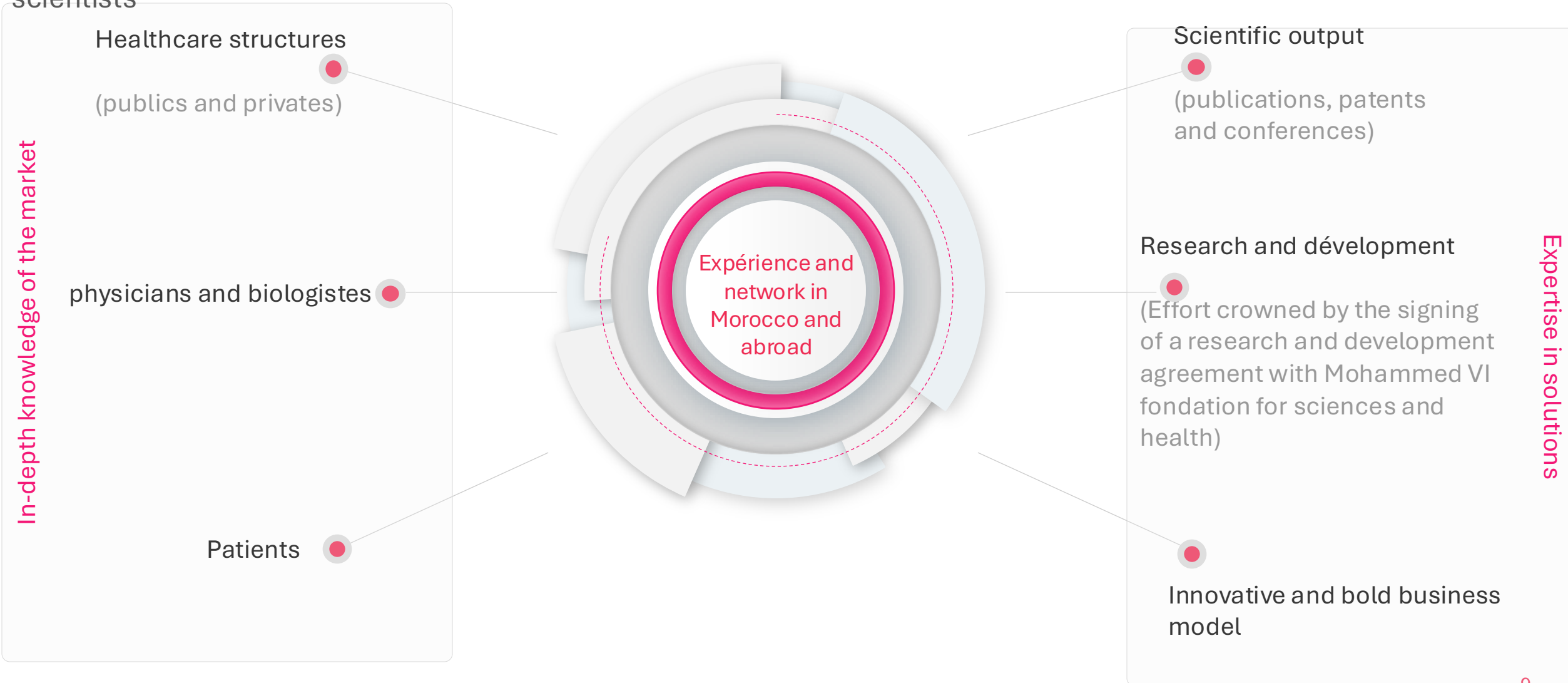


- A responsible Moroccan company, driven by a noble mission in the service of patients.



COMPANY OVERVIEW

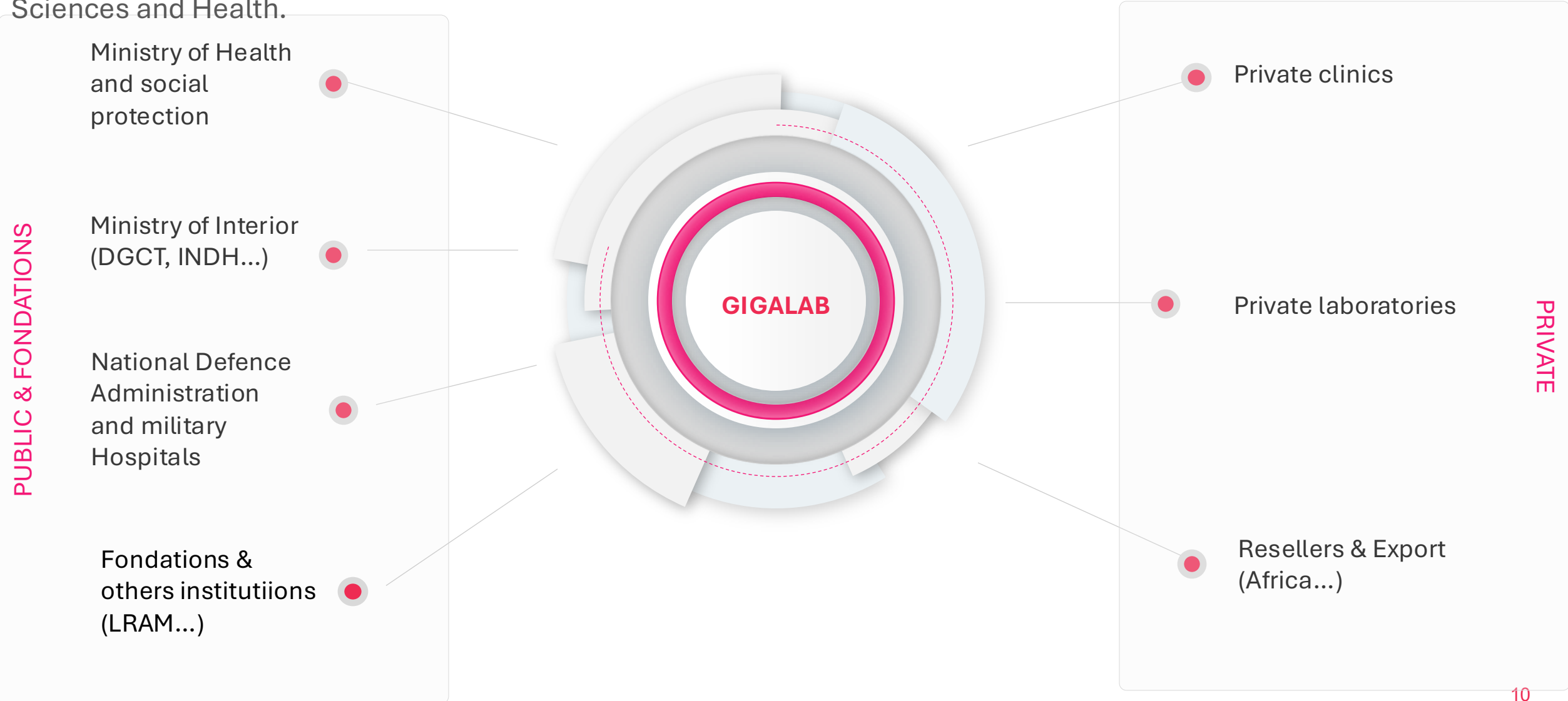
These achievements can be explained by the in-depth knowledge of the developed market, the initial positioning as distributor and stakeholder, and the ongoing research for the innovative solutions carried out by our team of scientists





TARGET MARKET

the development project relies primarily on the conquest of new markets, particularly those of the Ministry of Interior and the Ministry of Health and social protection, in addition to the needs expressed by the Mohammed VI Fondation for Sciences and Health.



2

HISTORICAL PERFORMANCES



During COVID-19 pandemic, GIGALAB mobilized and joined forces with all stakeholders in the Moroccan healthcare ecosystem.

Contribution to the Kingdom's economic sovereignty and health security.

January 2021

Several volunteer activities and nonprofit distributions have been carried out for the benefit of health organisations and facilities

4 Partner organisations



March 2022

Launch of culture media manufacturing

April 2021

Launch of tests manufacturing in Morocco targeting covid-19
With a production capacity of 1million tests per month

May 2020

Import and distribution of tests Covid-19 (rapid tests and PCR)
+ de 400k of tests





GIGALAB lance la fabrication de tests Covid-19

L'ECONOMISTE

Gigalab, une entreprise marocaine de biotechnologie fondée en 2007, a annoncé, jeudi, le lancement de la fabrication de tests Covid-19 « Made in Morocco ».

L'entreprise a lancé une unité industrielle de production de tests Covid-19 permettant la fabrication d'un test PCR et deux tests rapides avec une capacité de production de 2.000.000 unités/mois pour chaque test, a indiqué le fondateur et président-directeur général de Gigalab, Karim Zaher lors d'un webinaire presse.

Cette quantité est modulable en fonction du partenariat avec le ministère de la Santé et la demande d'exportation, a ajouté Zaher. Puisque le test rapide n'est pas considéré comme un acte médical, tout citoyen peut le faire lui-même sans avoir besoin de formation professionnelle, a-t-il expliqué, citant, dans ce sens, des pays comme la France, la Corée, le Japon et l'Allemagne, qui ont rendu le test salivaire rapide disponible dans les pharmacies, pour faciliter le dépistage massif. Interrogé sur la disponibilité de test sur le marché marocain, Zaher a précisé que Gigalab œuvre en étroite collaboration avec le ministère de la Santé et attend son agrément pour le mettre en vente dans les pharmacies. Cette unité de fabrication de tests Covid-19 « Made in Morocco » permettrait au Maroc de « se positionner en tant que premier et seul pays africain fabricant de test », s'est félicité le PDG de Gigalab, relevant qu'il s'agit d'un transfert de technologie d'une société coréenne de renommée mondiale.

Une fois sur le marché, Zaher estime que le prix du test salivaire rapide, dont le système de management de qualité est conforme aux normes internationales, pourrait varier entre 80 et 100 DH. Le test salivaire rapide a une durée de validité sous emballage allant jusqu'à deux ans et doit être conservé dans une température entre 2°C à 30°C, selon le fondateur de Gigalab.

Les

Fès :
vue !
Dr Le
Philar
Fès :
de la
Autor
Maro
Paye
PDR
proje
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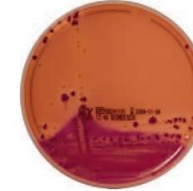


HISTORICAL PERFORMANCES

In the aftermath of COVID-19 Gigalab made a bold commitment to national industry by strengthening its medical devices production capacity.

GIGALAB invested 50 million dirhams to launch its first 2.200m² factory.

Wich is specialized in the manufacturing of in vitro diagnostic medical devices and laboratory reagent. GIGALAB already has several clients in Morocco, and through this investment , it is brining to life its original ambition to position itself within the health industry sector.



Culture media

Local production of culture media ready to use targeting the healthcare, agri_food and pharmaceutical industry

Rapid tests

Production of rapid self-tests, with an installed capacity of 1million units per month



equipments

Assembly of laboratory equipment, and development of local integration rates.



HISTORICAL PERFORMANCES

It is in this context that Gigalab set its new course: the transition to mass production for Morocco and Africa

2007 : Launch

Starting with distribution and sales

Made it possible to :

- Understand the market
- Choose reliable partners
- Dévelop the brand

Launch of Production : **2021**

The launch of local production

Made it possible to :

- Control key production metrics
- Capitalize on the team's expertise
- Stabilize the business model

2024 : Industrial-scale production

The increase in volumes and integration rate has

Made it possible :

- Dévelop new markets
- Consolidate economic and financial growth
- Control costs and implement more competitive solutions
- Open up to export markets

3

BUSINESS UNITS

Gigalab's industrial project is structured around the development of 5 Business units

Develop synergies and offer clients a large solutions catalog



Expansion of the industrial facility in 2026 :

Factory in Benslimane (Mansouria), covering an area of 3200 m^2 , including covered space and accommodation

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BUSINESS UNIT – DISTRIBUTION

GIGALAB has established strategic partnership with international manufacturers of medical devices and equipments across the globe.

Thanks to these partnerships, Gigalab has obtained exclusive distribution rights for several products in Morocco.

GIGALAB is the exclusive distributor of

- ALI FAX (Italy)
- TOKYO BOEKI MACHINERY (Japan)
- PCL (south korea)
- VERCELL (Spain)
- NANOENTEK (South Korea)
- D-TEK (Belgium)
- CALPRO (Norway)
- JOKOH (Japan)
- SKYLA (Taiwan)
- GIGALAB (Morocco)
- IDS (UK)
- AIDIAN (Finland)
- AESKU DIAGNOSTICS (Germany)
- SNIBE (China)



3

BUSINESS UNIT – LIQUID REAGENT



MADE IN MOROCCO

GIGALAB produces locally the liquid reagents , in line with existing commercial strategy for its analytical solutions currently available on the market. There are already 300 installed solutions, with ongoing usage and demand).



Products ranges

- KITTPHA
- CRP Latex
- ASO Latex
- Rhumatoid factor Latex
- Grouping blood ABO and Rhesus
- VDRL.....

- The choice of this product line is justified by the large size the routine testing market, which is used by all laboratories
- Gigalab's competitiveness, its existing network of loyal clients, and its close proximity are key drivers for successful development of this project

BUSINESS UNIT –

Culture media ready to use



MADE IN MOROCCO

Culture media are used to detect bacteria for purpose of conducting microbiological quality control of biological samples, agri-food industry , and pharmaceutical industry.



- Currently, supply takes about a month and a half, and the uncontrolled conditions of importing from Europe or India (such as temperature, humidity,etc) degrade the quality of the media and shorten its shelf life in Morocco.
- For this gigalab purpose a large gamme of these products delivery in 4 days in different recipients (petri dish, tubes , vials...)

BUSINESS UNIT – EQUIPMENTS ASSEMBLY



MADE IN MOROCCO

The goal is to assemble specialized laboratory analyzers using dedicated equipments and parts. These devices are used to perform the most common analyses and operate with Gigalab's liquid reagents .



Analyzers

- Microscopes
- Biochemistry analyzers
- Hematology analyzers
- Electrolytes analyzers

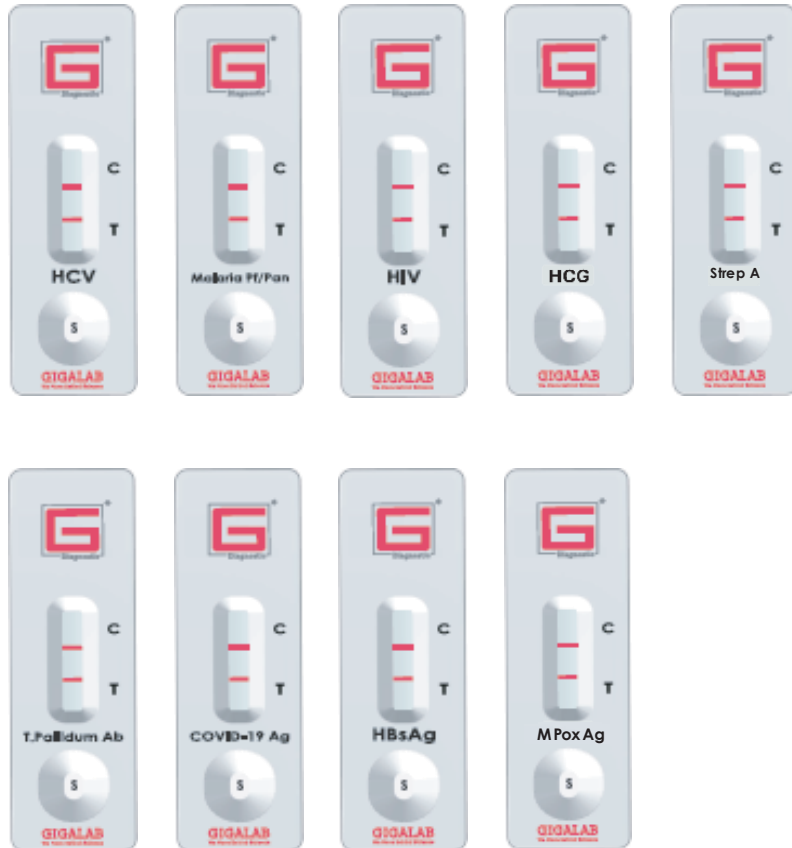
- the selection of this product range is based on the most commonly used items with highest assembly potential ..
- Assembly represents a first stage in the industrialization process. The next step will be to gradually increase the integration rate by producing more and more subcomponents locally .
- Additionally, marketing these products under the gigalab brand will allow the company to serve its existing clients and launch a dedicated range of consumables .

BUSINESS UNIT – RAPID TESTS



MADE IN MOROCCO

Gigalab developed its first rapid tests during the COVID-19 pandemic, which provided real added value to the national screening campaign, while also contributing to the development of another laboratory's expertise in the field. Today, the goal is to build on this experience and develop rapid tests for a wider range of diseases.



Gammes de produits

- HCG CASSETTE
- HCV CASSETTE. (Flu A + FluB + Cov + SRV)
- HIV Ab cassette
- Malaria cassette.
- HBS-Ag
- SIPHILYS Ab.
- COVID-19 Ag
- M Pox Ag
- Strep A

MULTIPLEX :

Others will come soon

- The selected product range is the one with the highest development potential, given the market conditions, its size, and the existing client network currently served by Gigalab..

DEVELOPMENT STRATEGY



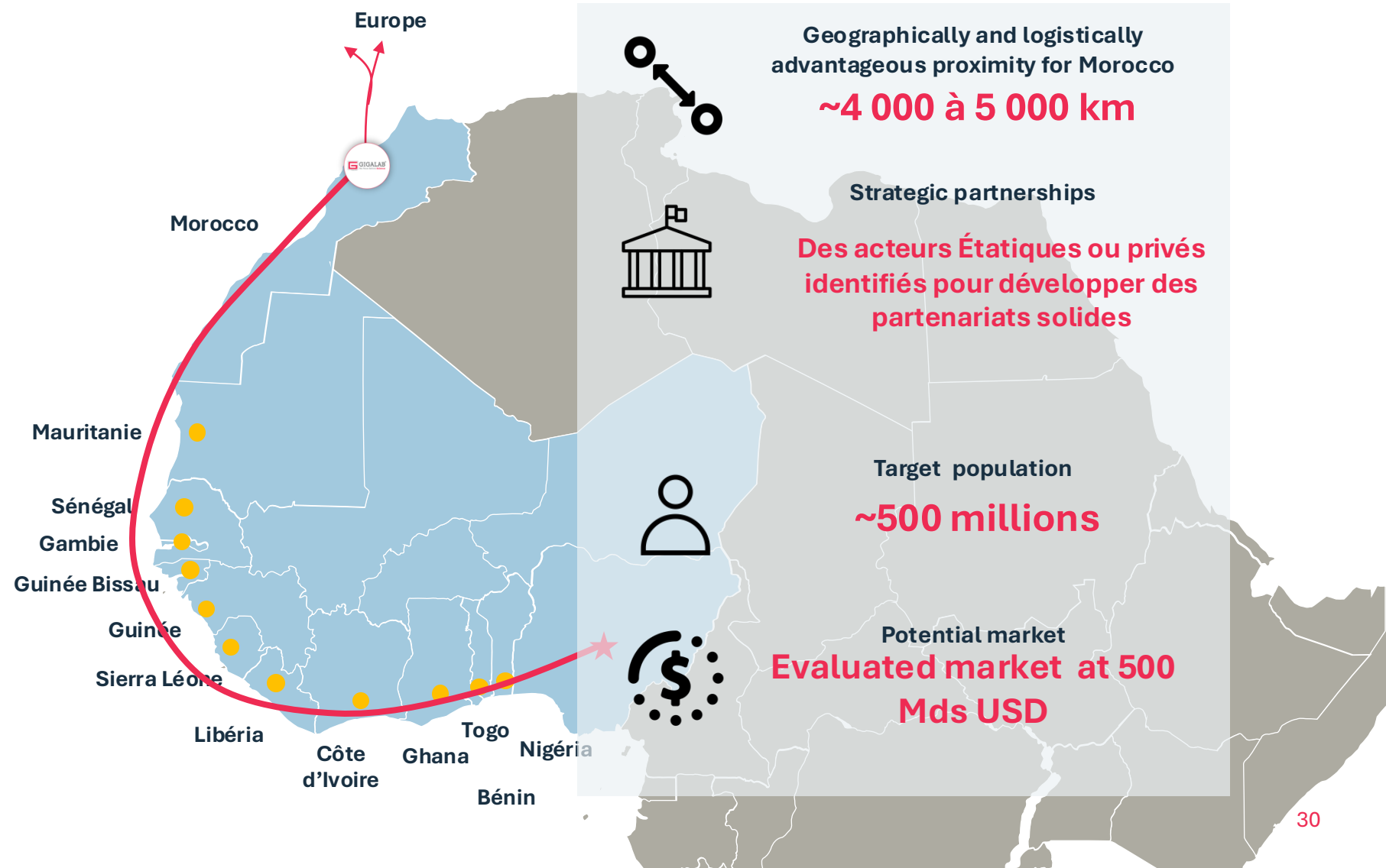
Our development strategy follows a phased approach to roll out these products over the next 4 years

	2025	2026	2027	2028
Extension of the production line for culture media and rapid tests at the current factory HAD SOUALEM				
Launch of the new production line at Benslimane province				



DEVELOPMENT STRATEGY

GIGALAB leverages the kingdom's position as an industrial hub for Africa to meet the continent's demand for more efficient and cost-effective materials. This will enable Gigalab to cover the Africa market as part of its South-South export development strategy.



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