After fundraising, new collaborations and acquisitions, microfluidic players are in position: now, the game can start ...

LYON, France – June 22, 2015: Several microfluidic companies have diversified their activities and launched growth strategies, seeking to provide unique offerings and reach a broader customer range. That’s according to the latest Yole Développement (Yole) report, Microfluidic Applications in the Pharmaceutical, Life Sciences, In-Vitro Diagnostic and Medical Device Markets 2015. “These diversification strategies require new competencies and expertise”, stresses Dr Benjamin Roussel, Activity Leader at Yole. “To acquire such knowledge, many microfluidics companies have set up collaborations, made acquisitions and raised funds since 2013.”

The microfluidic players’ objectives differ: they either want to leverage more competencies on one project, or get the know-how necessary to enter strategic markets. Yole’s new technology and market analysis report provides a comprehensive overview of the microfluidic industry, including a special focus on the supply chain and related players. How are companies’ values spread across the microfluidic supply chain? What are the most promising business opportunities? After fundraising, new collaborations and acquisitions, the players are now in place. Now, the game can start.

With this new report Yole, the “More than Moore” market research and strategy consulting company, offers an in-depth understanding of the microfluidic market, its challenges and the impact of technological evolution.

As a logical consequence of impressive growth for several years running, the microfluidic industry shows signs of strengthening production. “The microfluidic devices market will continue to grow swiftly, from $2.56B in 2015 to $5.95B in 2020”, says Benjamin. “This annual 18% growth will still be mainly driven by pharmaceutical research and point-of-care applications.”

The industry’s established structure has confirmed microfluidics’ immense potential, and led investors to be increasingly confident. Microfluidic companies of varying sizes have floated on the stock market and secured millions of dollars. These fundraising activities have facilitated very impressive growth for a handful of players, some
of which have doubled their turnover every year. In its report, Yole’s analysts list:

- RainDance Technologies raised $35M in debt in September 2013
- In October 2013, Oxford Nanopore raised £40M (approx. US$64M)
- Biocartis raised EUR 64.5M (approx. US$85M) last September
- Great Basin completed a follow-on public offering raising $20.5M in March 2015
- TearLab secured $35M financing in the same month.

This funding allows microfluidic companies to recruit people, accelerate the development of their products with new R&D investments or clinical trials, and develop their manufacturing capacities.

In parallel with these fundraising activities, Yole has also identified that numerous acquisitions strongly impacted the microfluidic market and its technological development. “Large diagnostic companies are trying to strengthen their position in strategic markets, and also to address new key markets,” Sébastien Clerc, Medical Technologies Analyst at Yole Développement explains. “These goals are achieved by the acquisition of microfluidic players. We’ve seen numerous acquisitions in particular in the point-of-care market in the past few years. This reflects the companies’ wish to address new challenges in the diagnostics field, despite the difficulties.”

This trend has also been seen in the next-generation sequencing for diagnostics and drug discovery communities for several years now. It’s still continuing, notably with the acquisition of Life Technologies by Thermo Fisher for the huge amount of up to $15B.

Yole also highlights the large number of collaborations since 2013, which likewise strengthen the microfluidic market and allow the development of innovative solutions. Among them, the consulting company’s team identifies two main types:

- Supply or manufacturing agreement: Specialized players use their skills to provide components or systems to a second player with access to a large market. The second player will assemble, if needed, and sell the final products.
- Skill sharing agreement: Two specialized players share their skills across different fields in order to develop an innovative technology or product.

“At Yole, we’re observing numerous signs of the microfluidic industry’s health,” Benjamin comments. “Some companies are entering the stock
FOR IMMEDIATE RELEASE

market, while a lot of collaborations and acquisitions are occurring. This shows real dynamism in this market.”

Yole’s Microfluidic Applications in the Pharmaceutical, Life Sciences, In-Vitro Diagnostic and Medical Device Markets 2015 report provides a detailed description of the microfluidic market’s evolution and maturation. In the report, the consulting company analyzes the key events over the last three years including mergers, acquisitions, collaborations and fundraising. This technology and market analysis is described on i-micronews.com, in the MedTech reports section.
FOR IMMEDIATE RELEASE

About Microfluidic Applications in the Pharmaceutical, Life Sciences, In-Vitro Diagnostic, and Medical Device Markets 2015 report:

Rates: Euros 5,990.00 (Full report - Multi user license). For special offers and the price in dollars, please contact David Jourdan (Phone: +33 472 83 01 90).

The “Microfluidic Applications in the Pharmaceutical, Life Sciences, In-Vitro Diagnostic, and Medical Device Markets 2015” report from Yole Développement will be available on June 29, 2015.

• Authors:
  Sébastien Clerc is a Medical Technologies Analyst at Yole Développement. After graduating from Grenoble INP with a Biomedical Technologies degree, he completed his training with a semester of Innovation and Technology Management, during which he oversaw strategy and marketing.

  Benjamin Roussel oversees MedTech activity, specifically microfluidic and medical technologies, at Yole Développement. Benjamin has supported many companies in their innovation and product development strategy, in making the bridge between micro-system technologies and their applications in diagnostics, pharmaceutical life science and medical devices industries. He holds a Pharmacy diploma from the University Claude Bernard Lyon, complemented by a master’s degree in Technology and Innovation Management from EM Lyon Business School.

• Companies cited in the report:

About Yole Développement

Founded in 1998, Yole Développement has grown to become a group of companies providing marketing, technology and strategy consulting, media and corporate finance services. With a strong focus on emerging applications using silicon and/or micro manufacturing, the Yole Développement group has expanded to include more than 50 collaborators worldwide covering MEMS, Compound Semiconductors, LED, Image Sensors, Optoelectronics, Microfluidics & Medical, Photovoltaics, Advanced Packaging, Manufacturing, Nanomaterials and Power Electronics. The group supports industrial companies, investors and R&D organizations worldwide to help them understand markets and follow technology trends to develop their business.

CONSULTING
• Market data & research, marketing analysis
• Technology analysis

REPORTS
• Collection of technology & market reports
• Manufacturing cost simulation tools
• Reverse engineering & costing services
• Strategy consulting
• Patent analysis

FINANCIAL SERVICES
• Mergers & Acquisitions
• Due diligence
• Fundraising
More information on www.yolefinance.com

MEDIA & EVENTS
• i-Micronews.com, online disruptive technologies website and its weekly e-newsletter, @Micronews
• Technology Magazines
• Communication & webcasts services
• Events: Yole Seminars, Market Briefings

CONTACTS
Consulting & Financial Services: Jean-Christophe Eloy (eloy@yole.fr)
Reports business: David Jourdan (jourdan@yole.fr)
Press relations: Sandrine Leroy (leroy@yole.fr)

###