LYON, France – December 20, 2017: IDEX Health & Science announced at the beginning of December the acquisition of thinXXS, a German microfluidic devices manufacturer. This acquisition follows another one that took place two years ago with the company CIDRA Precision Services. Both acquisitions are allowing IDEX Health & Science to expand its technical know-how from glass to polymer microfluidic devices manufacturing, as well as develop its activities towards the microfluidic consumables business. According to Yole Développement (Yole), the strategy of this leading life sciences company consists of the strengthening of its market positioning concerning optofluidic components as well as the development of new business opportunities towards the point-of-care and veterinary market segments.

IDEX acquisitions are not surprising, explains the market research and strategy consulting company. “This is not the first acquisition of a microfluidic device manufacturer over the past two years”, comments Sébastien Clerc, Technology & Market Analyst at Yole. “Indeed, in August 2016, veterinary diagnostics company Zoetis acquired Scandinavian Micro Biodvices barely one month after Stratec signed the Sony DADC Biosciences acquisition. This new acquisition from IDEX is part of the microfluidics industry’s maturation that has been observed for a few years now.”

Under a dynamic microfluidic devices market showing a 21% CAGR between 2017 and 2022 to reach almost US$ 6 billion in 2022, the group of leading diagnostic and life sciences companies, including Abbott, Alere, bioMérieux and Roche, is increasingly engaged in the identification of innovative companies and potential M&A. Their

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1 CAGR: Compound Annual Growth Rate
2 M&A: Mergers & Acquisition
strategy is clearly focused on the development of their activities and portfolio.

In its *Status of Microfluidics Industry* report published this year, Yole highlights the numerous acquisitions that have been taking place over the last few years. With more than 700 companies worldwide, almost 300 million products sold in 2016, and 4500+ patent publications, the microfluidics market is becoming the playground for a lot of financial movements.

Large diagnostics companies are clearly racing to acquire the most promising microfluidic companies. They usually propose a few, often successful microfluidic solutions within their immense portfolio: Abbott, Alere, bioMérieux, and Roche have all witnessed growth in at least one of their segments, driven by a microfluidic solution. These success stories result from solid industry structuring over the past few years: among the numerous companies developing microfluidic-based products, the most promising ones are often acquired by the large diagnostics companies. This was the case for some of molecular diagnostics’ most innovative players: IQuum and BioFire, and more recently Cepheid and Nanosphere, which were all acquired by much larger companies. In parallel, GenePOC received significant investment from Debiopharm (More on [i-micronews.com](http://i-micronews.com)).

In this attractive context, Yole's analysts have identified almost US$25 billion in M&A across the microfluidics industry since 2015. This has created a virtuous circle: the most promising/most successful startups are acquired or become large players themselves, and investors are eager to put money into the ever-growing number of newcomers leveraging microfluidic technologies and know-how.

The consulting company Yole proposes a comprehensive technology and market analysis of the microfluidic industry. To discover the content of this report in detail, go to [i-micronews.com, Medtech reports section](http://i-micronews.com).

In addition MedTech team of Yole invites you to meet its experts during key conferences taking place in 2018:
- Molecular Medicine Tri-Conference
- Lab-on-a-chip & Microfluidics Europe

To arrange a meeting, please contact us right now! Contact: Julie Robert

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3 Source: *Status of the Microfluidics Industry report*, Yole Développement, 2017
4 Including microfluidic technologies for diagnostic applications only – Source: *Microfluidic Technologies for Diagnostic Applications report*, KnowMade, part of Yole Group of Companies
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ABOUT THE REPORT:

Diagnosics, point-of-care, and pharmaceutical research will drive the rapidly-expanding microfluidic products industry to a potential value of $23B by 2022. What will trigger the next growth spurt? This report has been produced by Yole Développement (Yole) part of Yole Group of Companies.

Companies cited in the report:


Authors:

* Sébastien Clerc works as a Medical Technologies & Market Analyst at Yole Développement (Yole). As part of the Medical Technologies (MedTech) business unit, Sébastien authored a collection of market and technology reports dedicated to topics such as microfluidics, point-of-care, MEMS for healthcare applications and connected medical devices. In parallel, he is daily involved in custom projects such as strategic marketing, technology scouting and technology evaluation to help academic and industrial players in their innovation processes. Thanks to his technology and market expertise, Sébastien has spoken at more than 10 industry conferences worldwide over the last 2 years. Sébastien Clerc graduated from Grenoble Institute of Technology (Grenoble INP - Grenoble, France) with a Master’s degree in Biomedical Technologies, and then completed his cursus with a Master’s degree in Innovation and Technology Management at the same institute.

* Dr. Benjamin Roussel is Business Unit Manager of Medical Technologies (MedTech) activities at Yole Développement. Supporting industrial companies and R&D institutes in their development, Benjamin and his team are making the bridge between innovative microtechnologies and numerous diagnostics, pharmaceutical, life sciences and medical devices applications. Benjamin Roussel is the author of a large collection of market & technology reports and performs multiple custom consulting projects. He has spoken at more than 20 industry conferences worldwide over the last 5 years. He holds a Pharmacy Diploma from the University Claude Bernard Lyon (France), in addition to a Master’s degree in Technology & Innovation Management from EM Lyon Business School (France).

* As a Technology & Market Analyst, Dr. Marjorie Villien is a member of the MedTech business unit. She is a daily contributor to the development of MedTech activities. After spending 2 years at Harvard, Marjorie served as a research scientist at INSERM in the field of MRI & Medical imaging. She has spoken at numerous international conferences and has authored or coauthored 11 papers and 1 patent. Marjorie Villien graduated from Grenoble INP and holds a PhD in physics and medical imaging.

ABOUT YOLE DEVELOPPEMENT

Founded in 1998, Yole Développement has grown to become a group of companies providing marketing, technology and strategy consulting, media and corporate finance services, reverse engineering and reverse costing services and well as IP and patent analysis. With a strong focus on emerging applications using silicon and/or micro manufacturing, the Yole group of companies has expanded to include more than 80 collaborators worldwide covering MEMS and image sensors, Compound Semiconductors, RF Electronics, Solid-state lighting, Displays, software, Optoelectronics, Microfluidics & Medical, Advanced Packaging, Manufacturing, Nanomaterials, Power Electronics and Batteries & Energy Management.

The “More than Moore” market research, technology and strategy consulting company Yole Développement, along with its partners System Plus Consulting, PISEO and KnowMade, support industrial companies, investors
and R&D organizations worldwide to help them understand markets and follow technology trends to grow their business. For more information, visit www.yole.fr and follow Yole on LinkedIn and Twitter.

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