EQA schemes
EQA samples
reagents
controls
vacuum tubes
equipment
disposable
25 years of experience
in the laboratory diagnostic field

Currently runs a diagnostic laboratory that produces and delivers different services:

- **External Quality Assessment Schemes** - EQAS: for Clinical Chemistry, Coagulation, Hematology, Hepatitis, Hormones, Infectious Diseases, Tumour Markers, Microbiology, Parasitology, Serology, Transfusion, ESR, Urine Chemistry and others
- **Raw materials for External Quality Control Schemes** - EQAS: a wide range of clinical trial samples
- **Reference Strains** intended for internal quality control in microbiology laboratories and other **Internal Controls** for biochemistry, coagulation, hematology, immunology and urine.
- **Laboratory Analysis**: for Allergies, Pathological Anatomy, Autoimmunity, Clinical Chemistry, Coagulation, Pregnancy Screening, Genetic Molecular Biology, Haematology, Hepatitis, HIV, Miscellaneous Hormones, Fertility Hormones, Thyroid Hormones, Immunoglobulins, Immunohaematology, Infectious Diseases, Turnour Markers, Neonatal Screening, Parasitology, Toxicology, Vitamins and others.

Currently provides different laboratory devices:

- **Reagents**: Clinical Chemistry, Coagulation, ELISA, Radial Immunodiffusion, LATEX, Microbiology, Blood Grouping, Rapid Tests, Stains & Dyes, Susceptibility Discs and Urine Strips & Readers
- **Disposables**: Vacuum Tubes, Needles, Containers, Swabs, Test Tubes, Loops, Tips, Pipettes, Microscope Slides & Coverglasses and others.

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1993</td>
<td>importing and distributing laboratory products</td>
</tr>
<tr>
<td>2003</td>
<td>performing medical analysis in our open services laboratory,</td>
</tr>
<tr>
<td></td>
<td>holding the <strong>ISO 17025</strong> and <strong>ISO 15189</strong> Accreditation</td>
</tr>
<tr>
<td>2007</td>
<td>launch of our website <a href="http://www.todylaboratories.com">www.todylaboratories.com</a> specialized in the laboratory diagnostic field</td>
</tr>
<tr>
<td>2012</td>
<td>organizing External Quality Assessment Schemes (EQAS) as notified administrator in the European Union and holding the <strong>ISO 17043</strong> Accreditation and <strong>ISO 9001</strong> Certification</td>
</tr>
<tr>
<td>2016</td>
<td>extending our portfolio of supplied reagents and consumables and holding the <strong>ISO 13485</strong> Certification</td>
</tr>
<tr>
<td>2018</td>
<td>supplying samples for proficiency providers of External Quality Control Schemes (EQAS)</td>
</tr>
</tbody>
</table>
25 years of experience
in the laboratory diagnostic field

www.todylaboratories.com
Outstanding cost benefits
for distributors & end-user laboratories

- **several price alternatives** for the same analytes, depending on the source of supply

- **free samples** with **free of charge delivery**

- **free shipment anywhere in the world** for orders over 3,000 EUR/USD

- **90 days payment term** granted starting with the **first order** sustained by Irrevocable Letter of Guarantee

- **-18% bonus** for either reaching a predefined sales threshold of 3,000 EUR or USD
- **3% bonus** calculated from the amount paid in advance for EQAS annual order
- **3% bonus** calculated from the amount paid in advance, at delivery or by card
- **5% bonus** for either reaching a predefined sales threshold of 30,000 EUR or USD

- **-20% bonus** for every first purchase in one year, of any product and in any quantity

- **up to -80% discount** for promotions or short expiry products

- **invoicing without 19% VAT cost:**
  - External Quality Assessment Schemes (EQAS)
  - Internal Quality Controls, including:
  - Reference Strains, for microbiology
  - Erythrocytes, for transfusion

www.todylaboratories.com
Business model for Single Labs/Clinics, Network Labs or Distributors

Creating a Network Center Like (NCL) (e.g. invite friend Labs)

Single Lab/Clinic

Acting as End User (EU) or typical Distributor (D)

- NC obtain Exclusivity protection for their network (independent from geographic location).
- NC does not need resale authorization or ISO accreditation.
- NC does not need to assume Tody’s fiscal model/service and support in front of the tax authorities.
- NC does not need to recover money from their referral Labs. No cash flow issues.
- Since Clients buy at Tody’s standard price, this should increase the volume sold by Tody and allow NCL to achieve faster the Bonus.
- The Bonus products/services could be used by NC for acquiring new clients (in this case they may decide to add some extra margin) or simply for their internal needs.
- NC cannot apply an extra margin over the established Tody’s price to their clients network.
- D will apply his own Margin over the established Tody’s price.
- For a D, the value or the FOC good obtained from the Bonus will be increased by the extra Margin that is usually applied to their clients.
- For EU, they will purchase goods/services at lower competitive price than via a typical distributor.
- D clients may receive promotion campaign from Tody (no exclusivity protection).
- D must assume Tody’s fiscal model/service and support in front of the tax authorities.
- D must have resale Authorization (for goods resale) and/or ISO accreditation (for service resale).
- D must request (or anticipate) payments from its customers in order to pay Tody.
- Possible cash flow problems.
- EU has to pay Tody. Possible cash flow issues.
- EU has to organize its own accounting, logistics and stock.
- Since D’s Customers buy at less competitive price, the volume sold should be lower, therefore also the achievement of the Bonus.

Network Lab

Acting as Network Center (NC)

NC obtain Exclusivity protection for their network (independent from geographic location).
NC does not need resale authorization or ISO accreditation.
NC does not need to assume Tody’s fiscal model/service and support in front of the tax authorities.
NC does not need to recover money from their customers. No cash flow issues.
Since Clients buy at Tody’s standard price, this should increase the volume sold by Tody and allow NC to achieve faster the Bonus.
The Bonus products/services could be used by NC for acquiring new clients (in this case they may decide to add some extra margin) or simply for their internal needs.
NC cannot apply an extra margin over the established Tody’s price to their clients network.
D will apply his own Margin over the established Tody’s price.
The value or the FOC good obtained from the Bonus will be increased by the extra Margin that D usually applies to their clients.
D clients may receive promotion campaign from Tody (no exclusivity protection).
D must assume Tody’s fiscal model/service and support in front of the tax authorities.
D must have resale Authorization (for goods resale) and/or ISO accreditation (for service resale).
D must request (or anticipate) payments from its customers in order to pay Tody.
Possible cash flow problems.
D has to organize its own accounting, logistics and stock.
Since D’s Customers buy at less competitive price, the volume sold should be lower, therefore also the achievement of the Bonus.

Distributor

Acting as Distributor (D)

Acting as Network Center Like (NCL) (sharing customers list with Tody)

D acts as NCL and does not create conflict of interest in selling goods and services to the same customers.
DCL obtain Exclusivity protection for their network (independent from geographic location).
DCL does not need resale authorization or ISO accreditation.
DCL does not need to assume Tody’s fiscal model/service and support in front of the tax authorities.
DCL does not need to recover money from their clients. No cash flow issues.
Since Clients buy at Tody’s standard price, this should increase the volume sold by Tody and allow NCL to achieve faster the Bonus.
The Bonus products/services could be used by NCL for reselling into the market or for acquiring new clients (e.g. offering FOC goods/services).
NCL cannot apply an extra margin over the established Tody’s price to their clients network.
D will apply his own Margin over the established Tody’s price.
The value or the FOC good obtained from the Bonus will be increased by the extra Margin that D usually applies to their clients.
Acting as D may create conflict of interest in selling goods and service to the same clients.
D clients may receive promotion campaign from Tody (no exclusivity protection).
D must assume Tody’s fiscal model/service and support in front of the tax authorities.
D must have resale Authorization (for goods resale) and/or ISO accreditation (for service resale).
D must request (or anticipate) payments from its customers in order to pay Tody.
Possible cash flow problems.
Since D’s Customers buy at less competitive price, the volume sold should be lower, therefore also the achievement of the Bonus.

www.todylaboratories.com
Over 4,000 laboratory products available online

EQA schemes
- lab. diagnostic allergies
- lab. diagnostic anatomical pathology
- lab. diagnostic autoimmunity
- lab. diagnostic biochemistry drugs
- lab. diagnostic biochemistry ionogram
- lab. diagnostic biochemistry others
- lab. diagnostic biochemistry vitamine
- lab. diagnostic coagulation
- lab. diagnostic genetics molecular biology
- lab. diagnostic hematology
- lab. diagnostic hepatitis
- lab. diagnostic hiv
- lab. diagnostic hiv
- lab. diagnostic hormones fertility
- lab. diagnostic hormones others
- lab. diagnostic hormones thyroid
- lab. diagnostic immunoglobulin
- lab. diagnostic immunohematology
- lab. diagnostic infectious diseases
- lab. diagnostic neonatal screening
- lab. diagnostic others
- lab. diagnostic parasitology
- lab. diagnostic pregnant screening
- lab. diagnostic toxicology
- lab. diagnostic tumor markers
- internal control biochemistry automate
- internal control biochemistry manual vitamin
- internal control coagulation plasma
- internal control hematology
- internal control hormones
- internal control tumor markers
- internal control reference strains disks
- internal control reference strains pellets
- internal control urine

EQA samples
- EQA samples clinical chemistry
- EQA samples coagulation
- EQA samples hematology
- EQA samples hepatitis
- EQA samples hormones
- EQA samples infectious diseases
- EQA samples microbiology
- EQA samples tumor markers
- EQA samples urines
- EQA schemes clinical chemistry
- EQA schemes coagulation
- EQA schemes electromyography
- EQA schemes esr
- EQA schemes hematology
- EQA schemes hepatitis hiv
- EQA schemes hormones

reference strains
blood collection vacuum tubing bioch immun. + pediatric use
blood collection vacuum tubing coagulation
blood collection vacuum tubing ear
blood collection vacuum tubing glucose
blood collection vacuum tubing hematology + pediatric use
blood collection holders
blood collection needles flashlight visio
blood collection needles pen type
disposable cold transportation
disposable containers urine faeces
disposable lids caps loops
disposable microscope slides top slides
disposable needles for syringe infusion
disposable needles for syringe insulin
disposable Petri dishes pipettes
disposable swabs tips tubes
reagents clinical chemistry AU480/400/640
reagents clinical chemistry BS200/380/400
reagents clinical chemistry BT3000/3500
reagents clinical chemistry Cobas Mira
reagents clinical chemistry Monarch 100/240/400
reagents clinical chemistry Diur
reagents clinical chemistry Furuno
reagents clinical chemistry Hitachi 710/717/711/912/917
reagents clinical chemistry Prestige 24i
reagents clinical chemistry Selectra XL
reagents clinical chemistry Technicon RA-500/1000/XT
reagents coagulation ALC. Analyticon
reagents coagulation Behk thrombolyzer Biolabo
reagents coagulation CoaData CoaLab
reagents coagulation Diagon Dialab Coalyser
reagents coagulation Grifols
reagents coagulation Haemodot Helena Hycal
reagents coagulation RAL
reagents coagulation Rayto RAC
reagents coagulation Spineact Blabas
reagents coagulation Stage STA Compact Start
reagents coagulation Synex
reagents coagulation Techo
reagents coagulation Tridema

medical tests

reagents ELISA autoimmunity
reagents ELISA hepatitis
reagents ELISA hiv
reagents ELISA hemmnes
reagents ELISA infectious diseases
reagents ELISA parasitology
reagents ELISA tumor markers
reagents for blood grouping serum

reagents LATEX presumptive identification
reagents microbiology culture meda dehydrated
reagents microbiology culture media supplements
reagents microbiology identification bacteria yeasts
reagents microbiology identification biochemical
reagents microbiology susceptibility discs disposables
reagents microbiology susceptibility disks
reagents microbiology susceptibility strips CMI
reagents radial immunodiffusion
reagents rapid tests drugs
reagents rapid tests hepatitis
reagents rapid tests hiv
reagents rapid tests infectious diseases
reagents rapid tests parasites
reagents stains citology/histology
reagents stains hematology
reagents stains microbiology
reagents urines strips
reagents urine strips reader

www.todylaboratories.com
Invoicing without 19% VAT cost

This cost advantage is valid for the following ranges:
1. External Quality Assessment - EQA Schemes
2. External Quality Assessment - EQA Samples
3. Internal Controls, including:
4. Reference Strains, internal controls for microbiology
5. Erythrocytes, internal controls for transfusion

This NO VAT cost advantage is available for any laboratory in Europe who buys directly these ranges as laboratory services from other laboratory, as todylaboratories® is, that has ISO 15189 and ISO 17043 accreditations, not existing the legal obligation to collect VAT and Intra-stat reporting, as in the case of purchasing these ranges as IVD products with CE mark, supplied by other companies that are not laboratories.

www.todylaboratories.com

-20% COST BONUS

first purchase in 12 months

We grant 20% BONUS on every first purchase in the last 12 months, for any products ordered and in any quantity.

This cost reduction can be maximized by two options:

OPTION 1:
- select on our website www.todylaboratories.com the products marked with the green icon;
- increase the quantity to 80% of your annual requirement for that product;
- the deposit and bonus will be automatically uploaded into your account;
- for the rest of your annual requirement for that product, throughout the year, send orders only through the stream "consume the bonus";
- after 12 months, the facility will be reactivated for that product.

OPTION 2:
- select the product with "code 001" and the description generate I advance invoice and (I) the maximum bonus granted immediately, for future free orders from the streams "advance consumption" and "bonus consumption";
- increase the quantity to 80% of the annual requirement of all the products you plan to buy;
- the deposit and bonus will be automatically uploaded into account;
- throughout the year, send free of charge orders for all products only from the stream "advance consumption and bonus consumption";
- after 12 months, the facility will re-activate for this product, that will allow the generation of bonus for all products.

www.todylaboratories.com
PATHOLOGY
Gynecological cytology, Papamicreatic stained smear

CLINICAL CHEMISTRY
Clinical Chemistry
Protein electrophoresis

URINE CHEMISTRY
Urinalysis, quantitative chemistry
Urinary chemistry
Cells and other particles

COAGULATION
Coagulation
Hematology
Evaluation blood sample,
Fibrinogen clotting

HEMATOLOGY
Basic blood count
Leukocyte differential count
Reticulocyte count

HEPATITIS
Hepatitis A, B, and C
HIV
HIV antibodies
HORMONES & TUMOR MARKERS
Hormones, quality, results from urine
Hormones and Tumor markers,
Quantitative and qualitative results

INFECTION DISEASE
Borrelia burgdorferi Ac
EBV Ac
TORCH + Chlamydia

MICROBIOLOGY
General bacteriology
Exclude culture
Throat streptococcal culture
Gram stain
Fungal culture
Mycobacterial culture
Mycobacterial stain
Mycobacterial culture and stain

Urine culture
PARASITOLOGY
Parasites in feces
Giardia intestinalis, antigen detection

SEROLOGY
Helicobacter pylori, Antigen detection in feces
Specific proteins
Syphilis serology
TRANSFUSION / IMMUNOHEMATOLOGY
Anti-Rh (anti-D), Antibody screening
and titration testing
ABO and Rh typing

ESR
ESR, Erythrocyte sedimentation rate

CLINICAL CHEMISTRY & VITAMIN
ALT, CRP, RF
Cardiac Marker
Clinical Chemistry
Lipid control
Microalbumin, Creatinin
Vitamin D

COAGULATION
Coagulation Plasma

HEMATOLOGY
Basic blood count
HbA1c Control
Fibrinogen clotting
Fibrinogen clotting

HEPATITIS
Hepatitis A, B, and C
HIV
HIV antibodies
HORMONES
Immunoassay Control
Hormones, qualitative
results from urine

INFECTION DISEASE
Borrelia burgdorferi Ac
EBV Ac
TORCH + Chlamydia

PARASITOLOGY
Parasites in feces
Helicobacter pylori, Antigen
detection in feces
Giardia intestinalis, antigen detection

SEROLOGY
Helicobacter pylori, IgG antibodies
Serum Protein
Syphilis serology antibodies
TRANSFUSION
Anti-Rh (anti-D)
ABO and Rh typing
TUMOR MARKERS
Tumor Marker Control

URINE
Urinalysis Control

Reference Strains

MICROBIOLOGY
Aspergillus brasiliensis
Bacillus cereus
Bacillus subtilis
Bacteroides fragilis
Burkholderia cepacia
Campylobacter jejuni
Candida albicans
Candida dubliniensis
Candida glabrata
Candida krusei
Candida parapsilosis
Candida tropicalis
Clostridium perfringens
Clostridium sporogenes
Enterobacter aerogenes
Enterobacter cloacae
Enterococcus faecalis

Characterized microorganisms

- Enterococcus hirae
- Escherichia coli
- Escherichia coli (sex-1)
- Escherichia coli (sex-1)
- Escherichia coli (sex-1)
- Haemophilus influenzae
- Klebsiella aerogenes
- Klebsiella pneumoniae
- Lactobacillus brevis
- Legionella anisa
- Legionella pneumophila serogroup 2
- Listeria innocua
- Listeria monocytogenes
- Neisseria gonorrhoea
- Proteus mirabilis
- Proteus vulgaris
- Pseudomonas aeruginosa
- Rhodococcus equi
- Saccharomyces cerevisiae
- Salmonella enterica serovar enteridis
- Enterica serotype aby
- Salmonella typhimurium
- Shigella sonnei
- Shigella flexneri
- Shigella flexneri
- Shigella flexneri
- Shigella flexneri
- Vibrio parahaemolyticus
- Yersinia enterocolitica
- Gram stain and microscopy
- Mycobacterial stain
- Gynecological cytology
D-Dimer
kit x100 tests, from plasma
code C12LX1015-100

Staphylococcus
kit x100 tests, from culture
code C12LX1012

Streptococcus
kit x200 tests, from culture
code C12LX1014

TPHA
kit x200 tests, from serum
code C12LX1011-200
HEPATITIS & HIV
HAV IgM
serum/plasma, kit x 20 cassette + 1 vial x 3ml buffer
HAV IgG/IgM Combo
serum/plasma, kit x 20 cassette + buffer
HBsAg
serum/plasma, kit x 25 cassette
HCV Ab
serum/plasma, kit x 25 cassette
HCV
whole blood/serum/plasma, kit x 40 cassette
HIV 1/2
serum/plasma, kit x 25 cassette
HIV 1/2
whole blood/serum/plasma, kit x 40 cassette

Helicobacter Pylori Ab
serum/plasma, kit x 25 cassette
code C44RT1001

Helicobacter Pylori Ag
stool, kit x 30 cassette
code C45RT1006

Clostridium difficile
A toxine and B toxine
stool, kit x 25 cassette + buffer
code C12RT1017

Clostridium difficile
AG GDH
stool, kit x 20 cassette
code C12RT1024

FOB
stool, kit x 30 cassette + buffer
code C45RT1003
### CLINICAL CHEMISTRY & IMMUNOLOGY
- activating gel
  - 3 ml 13 x 75 mm
  - 5 ml 13 x 75 mm
  - 8 ml 16 x 110 mm
  - 0.5 ml 10 x 45 mm
  - 4 ml 13 x 75 mm
  - 5 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm

- activating gel - PEDIATRIC
  - 0.5 ml 10 x 45 mm
  - 4 ml 13 x 75 mm
  - 5 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm

- lithium heparin
  - 0.5 ml 10 x 45 mm
  - 4 ml 13 x 75 mm
  - 5 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm

- lithium heparin - PEDIATRIC
  - 0.5 ml 10 x 45 mm
  - 4 ml 13 x 75 mm
  - 5 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm

- siliconated (activating dot)
  - 0.5 ml 10 x 45 mm
  - 4 ml 13 x 75 mm
  - 5 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm

- siliconated - PEDIATRIC
  - 0.5 ml 10 x 45 mm
  - 4 ml 13 x 75 mm
  - 5 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm

- COAGULATION
  - 0.5 ml 10 x 45 mm
  - 4 ml 13 x 75 mm
  - 5 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm
  - 6 ml 13 x 75 mm

- sodium citrate 3.2%
  - 1.8 ml 13 x 75 mm
  - 2.7 ml 13 x 75 mm
  - 4.5 ml 13 x 75 mm

### GLUCOSE
- potassium oxalate/sodium fluoride
- EDTA K2
  - 3 ml 13 x 75 mm
  - 2 ml 13 x 75 mm
  - 3 ml 13 x 75 mm
  - 4 ml 13 x 75 mm
  - 6 ml 13 x 100 mm
  - 2 ml 13 x 75 mm
  - 3 ml 13 x 75 mm
  - 4 ml 13 x 75 mm
  - 6 ml 13 x 100 mm
  - 1.6 ml 8 x 120 mm
  - 0.5 ml 10 x 45 mm

- EDTA K3
- ESR, detachable double label, unique code for patient identification
- *ESR rack with scale, 10 positions, 1 pcs.*

### FOR VACUUM TUBES
- needles
  - 18G 1.2 mm x 25 mm, pink
  - 18G 1.2 mm x 38 mm, pink
  - 20G 0.9 mm x 25 mm, yellow
  - 20G 0.9 mm x 38 mm, yellow
  - 21G 0.8 mm x 25 mm, green
  - 21G 0.8 mm x 38 mm, green
  - 22G 0.7 mm x 25 mm, black
  - 22G 0.7 mm x 38 mm, black
  - 21G 0.8 mm x 38 mm, green
  - 22G 0.7 mm x 38 mm, black

- needles, flashback or visio

### FOR SYRINGES
- needles
  - 18G 1.2 mm x 38 mm, pink
  - 21G 0.8 mm x 38 mm, green
  - 21G 0.8 mm x 38 mm, dark green
  - 22G 0.7 mm x 38 mm, black

### DISPOSABLES

### Collection Needles

### Injection Needles

### Laboratory Disposables

### Medical Disposables

### RIGID FROZEN PACK -21°C
- 900 ml, 189x143x36 mm, 753 gr
- COLLAPSIBLE ISOTHERMAL BOX - LIPBOX
  - 2.7 litres, 205x118x110 mm
  - 12 litres, 300x200x200 mm
  - 16 litres, 320x235x240 mm
  - 30 litres, 430x305x290 mm
  - 54 litres, 420x315x410 mm
- COLLAPSIBLE ISOTh. BOX, DOUBLE WALL - LIPBOX
  - 12 litres, 300x200x200 mm
  - 16 litres, 320x235x240 mm
  - 30 litres, 430x305x290 mm
  - 54 litres, 420x315x410 mm

### REUSABLE ISOTHERMAL XPS - LIPCONTAINER
- 4.6 litres, external 310x270x140 mm
- BAGS WITH GEL TPS THERMAL BARRIER
  - 250x300x10 mm, 310 gr
  - 220x300x20 mm, 355 gr
  - 325x50x10 mm, 1,150 gr
  - 350x30x20 mm, 435 gr
  - 350x30x20 mm, 465 gr
  - 510x270x10 mm, 645 gr
  - 510x270x20 mm, 1,100 gr
  - 520x560x10 mm, 1,487 gr
  - 520x560x20 mm, 1,674 gr
- BAGS ISOTERM WITH HANDLE
  - size A (small), 200x145x55 mm, 215 gr
  - size M (medium), 300x300 mm, 375 gr
  - size B (big), 400x400 mm, 500 gr