



Serdar Tuncer, M.D.
Microbiology&Infectious Diseases Specialist

President



PHARMACEUTICAL and CHEMICAL R&D FOUNDATION (İKEV)
BIOTECHNOLOGY FOR TURKEY CONFERENCE
08.11.2007-İstanbul





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Web: www.metisbio.com

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Manufacturing

Ostim Is Merkezi C Blok No: 10, Ostim, 06370

Ankara

Service/R&D laboratory

ATB Is merkezi Macunkoy, Ankara



Canada Office: Metis Canada Inc.

100 Richmond St. W. Suite#442, Toronto

Phone: +1 (416) 3649360 Fax: +1 (416) 3644076

Sales offices

Ankara, Istanbul and Izmir Branches





Metis Biyoteknoloji Ltd.

Core Expertise: Nucleic Acid Laboratory Diagnosis
& Biosafety

Start up: 1998

Founder and owner: Serdar Tuncer, M.D.

Team 2007: 32 personnel (6 R&D)

Facilities: Manufacturing plant, Service lab, R&D
lab, 3 sales offices, closed area over 1200 m²

Certificates: ISO13485 Medical Device
Manufacturer

Trademarks: *Heliosis*[®] and *MetiSafe*[®]

Organization



Production&Export

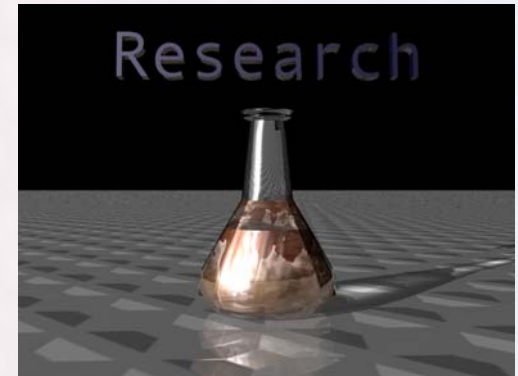
- NAT kits
- Molecular biology reagents
- Biosafety cabinets

Sales

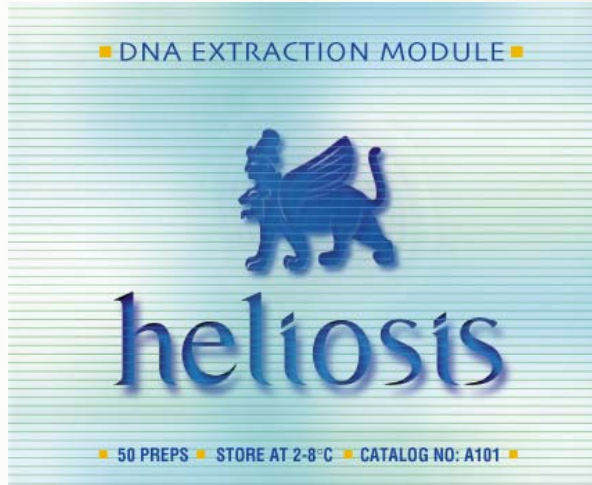
- Direct Sales: over 600 customers
- National projects: 3 implementations/year

Service

- Diagnostic NAT: 20.000 tests/year
- Lab. Service Organization Contracts: over 15 CSO/year



PRODUCTS ON MARKET



- DNA/RNA Purification solutions and kits
- PCR Amplification kits
- Real-Time PCR kits
- Synthetic DNA/Probes
- Recombinant enzymes
- DNA molecular weight markers

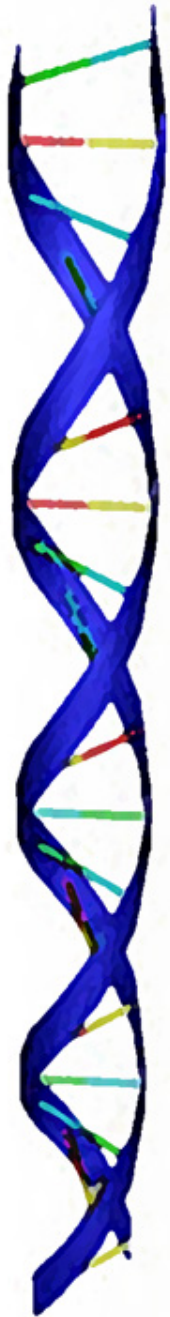
Products on Market



- Microbiological Safety Cabinets: Class I-II-III
- Laminar Air Flow Cabins
- Air Cleaning units/Fume hoods



- Special Clean Rooms
- Patient Isolation Rooms
- Biosafety Level-3 (P3) Laboratories



Core Technology-Purification

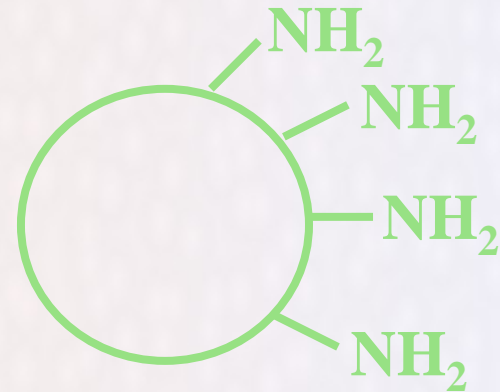
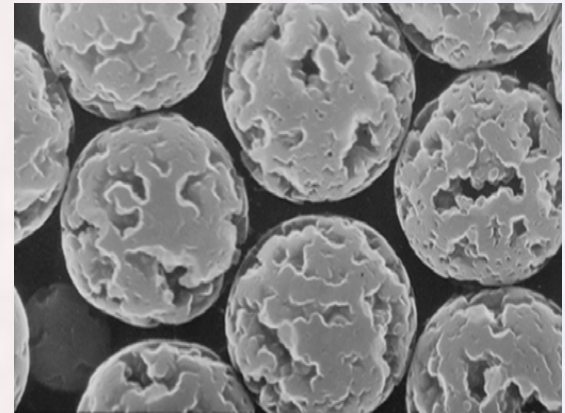
Product: Recombinant Taq DNA polymerase

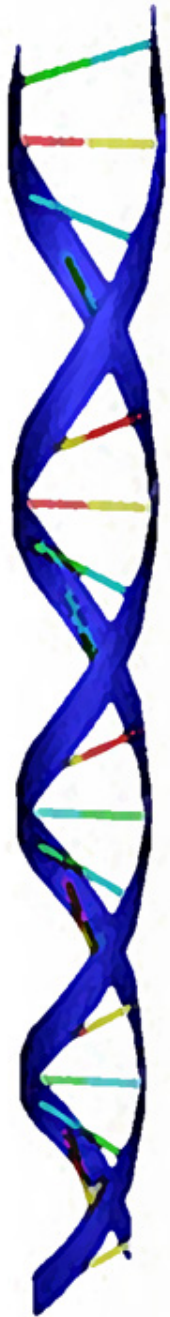
Purification Technology: Surface Modified Micro-Nanobeads

Result: 5 times increased efficiency compared to conventional dialysis

Next Step: Market Value Additions

- Heat stable enzyme
- Controlled activity of enzyme
- Industrial scale purification





Core Technology-DNA Detection

Product: Nucleic Acid Test kits

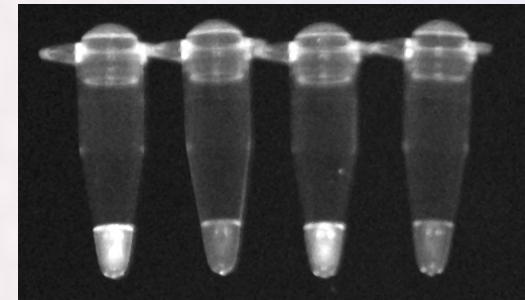
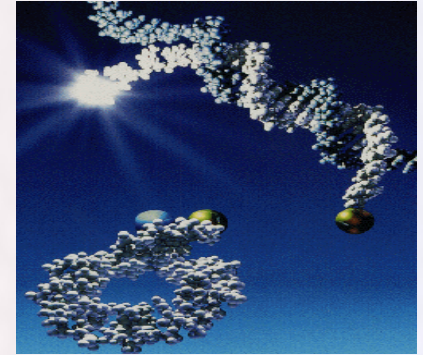
Technology: Modified Fluorescein oligonucleotid probes & surface modified microbeads (Patent filed)

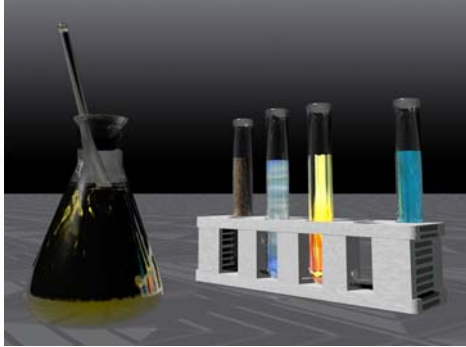
Advantage:

- **Increased detection sensitivity**
- **Low-cost user friendly instrument**
- **Easy implementation to all available PCR test platforms**

Next Step: With CE in market at mid 2008

- **HPV DNA**
- **HBV DNA**
- **H. Pylori DNA**





Numbers



- **Manufacture:** Over 100 items in 5 product groups
- **Patent:** 2 Application Files
- **Turnover:** Over 5.0 M €/2007 (21% Manufacture)
- **Export:** 5% of T.sales with own trademarks
- **Market Share:** 6% of Turkish NAT/LifeScience market
- **R&D investment:** 6.5% in 2007



R&D Support

- Production Development: KOSGEB
- Detection technology: TUBİTAK (app.)



Project Partners

- Ligand Developments: METU
- Biosensor Developments: Biyomedtek



More value comes with better collaboration of biotech actors

The basic principles of successful collaboration are;

- To have the same vision
- To understand each others expectations/demands
- To have brilliant leaders that can take risks and have organization ability
- To have faithful, harmonized teams that have experienced key personnels

“If one of the above is missing no need to spend time”

The bottom line is to have decisive and objective national biotechnology platforms with more social value.

A photograph of a sunset on a ship's deck. The sun is low on the horizon, creating a bright orange and yellow glow that reflects on the water. The sky is filled with soft, colorful clouds. In the foreground, the dark silhouette of the ship's deck, including a railing and a net, is visible. The overall mood is serene and contemplative.

Next Route

THANK YOU
THANK YOU

“Development of industrial bioprocessing platforms on specific targets added more social value....”