



Press Release

Abacus ALS and Cardinal Bioresearch sign agreement to strengthen collaboration

Brisbane, August 25th 2011, Abacus ALS (Abacus) announced today that it had signed a memorandum of understanding with Cardinal Bioresearch (Cardinal) to explore synergies in the area of contract research testing using the Luminex xMap® technology platform. Under terms of the agreement, Abacus will act as sales agents for Cardinal and Cardinal will relocate its testing laboratory to the Abacus facility in Manilla Street, East Brisbane.

Through closer cooperation between Abacus and Cardinal, the partners expect to create significant additional business for Cardinal's contract research testing. This will be achieved by leveraging the extensive sales and marketing resources of Abacus ALS to promote Cardinal's services to existing and potential Abacus customers. In return, Cardinal will support Abacus by offering expert technical advice in support of customers using or contemplating using the complex multiplexing technology. By offering a complete testing solution to research groups, Abacus and Cardinal aim to become the first choice for multiplex testing using the Luminex technology.

"By offering customers the choice of performing tests in their own laboratory or outsourcing to an expert, we will be uniquely placed in the market", said Bruce Evans, Managing Director of Abacus ALS. "Our market research has indicated that a significant percentage of the installed Luminex instrument population is underutilised. By working closely with Dr John Cardinal of Cardinal Bioresearch, we plan to help customers explore the untapped potential of their Luminex system and in the process, differentiate our offering from that of our competitors" he went on to say.

Abacus ALS is a leading provider of *in vitro* diagnostic laboratory instrument and reagent systems to clinical pathology and research institutions across Australia and New Zealand. Based in Brisbane, Abacus ALS has offices and staff in Brisbane, Sydney, Melbourne, Adelaide, Perth and Auckland. Abacus ALS is the exclusive distributor in Australia and New Zealand for the Merck Millipore range of Milliplex™ assays based on the Luminex xMap® technology platform.

Cardinal Bioresearch is a Brisbane based contract research laboratory and distributor of *in vitro* diagnostic assays for the research sector.

Further inquiries should be directed to Christine Johnson, Marketing Manager, Abacus ALS c.johnson@abacus-als.com, 07 3391 9756.

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