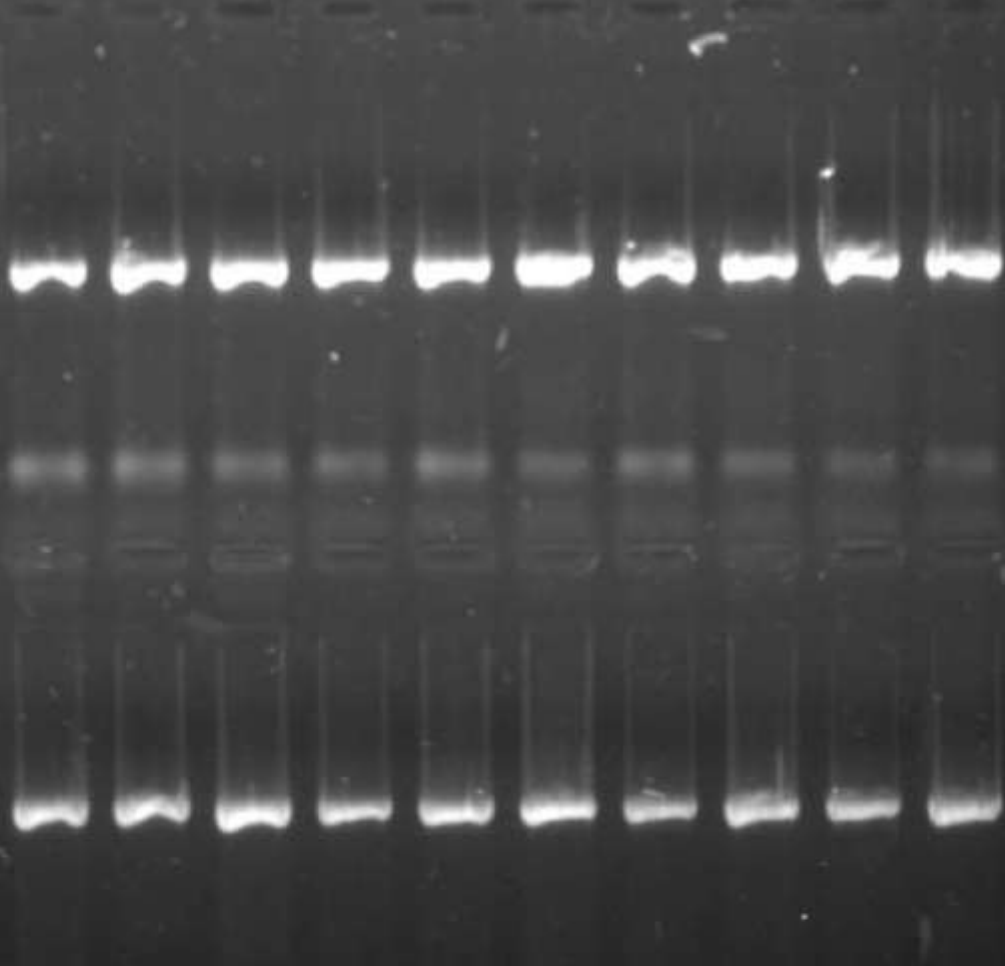




1000 900 800 700 600 500 400 300 200 100



Aplegen Overview

Manufacturer and distributor of research grade cameras and gel imaging systems for life science research

Product Category	Markets	Jul-Dec 2013		Jul- Dec 2012 versus Jul-Dec 2013
		revenues	% of total	revenue growth
Astro Cameras (>10) products	Astronomy	\$1.8M	65%	1%
OEM Cameras	Various	\$0.2M	8%	9%
<i>All Cameras:</i>		<i>\$2.0M</i>	<i>73%</i>	<i>1%</i>
Gel Imaging Systems (4) Products (1) In dev't	Life Science research	\$0.7M	27%	27%

Aplegen Camera Business Overview

Aplegen Camera Business Overview

Key Products (Camera & CCD)	July-Dec 2013 Revenue (x \$1,000)	Material Margin Original vs Adj Cost *	Key Markets	Product differentiation
STF (KAF-8300M)	\$ 426	35% (44%)	Astronomy & Life Science & Industrial OEM	-40C cooling delta, low cost, ideal entry product.
STT (KAF-8300M) (KAF-3200M) (KAF-1603M)	370	33% (40%)	Astronomy, some research apps	Ethernet, USB2.0, built in web server, -55C cooling delta, self guiding filter wheel, water cooling option
STX/XL (STXL: KAF-11002M) (STXL: KAF-6303E) (STX: KAF-16803)	585	34% (34%)	Astronomy, some research apps	Ethernet, USB2.0, Built in guiding, Cooling -50 to - 60C with air alone, water cooling option

* (XX) accounts for intra company margin recognition in Singapore.

*Aplegen Camera OEM
Business*

Aplegen OEM Camera Business Overview



Top OEM Partners	Market / Application	Contract Term
Entertainment hardware company (France)	Color calibration and focus	Purchase order
A Major Life Science Instrument provider	Life Sciences	Purchase order
Leading Color management company (California)	Factory automated inspection	Purchase order

*Aplegen Life Science
Business Overview*

Life Science Product Roadmap



Aplegen Life Sciences Business Overview

Products / End User Price	July-Dec 2103			Market Applications
	Revenue (x \$1,000)	% Total / First shipment date	material margin	
GDS & GDS-T \$6,793 / \$10,805	\$ 242K	33% <i>First shipment:</i> <i>GDS: May 2012</i> <i>GDS-T: March 2013</i>	46%	Basic DNA and protein imaging *OEM partner to Life Sci Distributor
Fluor & Fluor + \$5,995 / \$8,995	\$ 0	<i>First shipment:</i> <i>February 2014</i> 	Estimated: 59%	Aplegen brand of the GDS/T systems
Omega Lum G \$ 12,995	\$ 378K	52% <i>First shipment:</i> <i>July 2012</i>	47%	Gels Imaging capable of Westerns
Omega Lum C \$ 24,100	\$ 109K	15% <i>First shipment:</i> <i>April 2013</i> 	56%	Quantitative Westerns, DNA, protein gels – sophisticated Chemiluminescent imaging

以上内容仅为本文档的试下载部分，为可阅读页数的一半内容。如要下载或阅读全文，请访问：<https://d.book118.com/607141013125006030>