Labco, leader of medical diagnosis in Europe

- Labco is a European network of clinical laboratories. This network of independent partners provides patients and physicians with diagnostic services.
- The group is active in the diagnostics market, primarily private and hospital laboratory medicine. This market enjoys a fast expansion in a context of growing medical demand and technological development.
- The quality requirements, the increased productivity and the size of the network allow Labco to contribute to the improvement of efficiency and quality of healthcare systems in France and Europe.

Strong presence in France and Europe

After a first consolidation in France, Labco has continued its expansion in Europe integrating partners from Germany, Italy and Spain.

The recent integration of General Lab and CAM, leaders in Spain and Italy, demonstrates this European growth policy consisting of gathering high quality independent actors.

In July 2008, the 250 clinical laboratories of the network provide more than 8 million patients with around 2,500 tests.

Labco intends to extend its cover in France to the whole country by 2008, while keeping a balanced geographical distribution (more than 60% of the network's laboratories are located in municipalities of less than 30,000 inhabitants). In other countries, Labco adapts to the local circumstances, with large technical platforms in Germany and Spain, and diagnostic centers and medium sized laboratories in Italy.

The integration of new European partners in the Labco network allows:
1) Sharing of specific competences in order to develop new markets (prevention, enterprises, public hospitals, private insurers, etc.).
2) The diversification of regulatory risks, tariffs especially.

The associate laboratories are selected for the quality of their management, the competence of their teams and the reliability of their services.

The challenges of health economy

All the healthcare systems are now confronted with major economic challenges related to the growing healthcare expenses. Efficiency is becoming a decisive factor in the healthcare decision-making.

This evolution consists of three mechanisms: 1) The demand for healthcare steadily grows due to the double effect of the ageing population and the wider access to care. 2) The technological improvements in care and diagnosis lead to a wider, but more expensive offer. 3) The financing methods, mostly public until now, reach their limit and require a complete reorganisation involving the private sector more.

Diagnostics, and medical biology in particular, is an essential link in the chain of health care, as 70% of physician's diagnostics lie upon its. The diagnosis allows early detection and better monitoring of pathologies leading to a better quality of life for the patients and a reduction of the healthcare expenses for the community.

A network of professionals for optimal management

- Beyond the diversity of laboratory medicine practice in the various European countries, Labco has created a transnational network based on strong mutual values, including quality, the development of new services to patients and doctors and investment in new technologies.
- Labco pools services which allow professionals to operate more efficiently.
- The strength of the network is to offer an efficient and homogenous service, thus contributing to strengthen the professional's role in the healthcare system.

Share of competences for better services:
Management of the network based on partnership

The management of the branches remains the responsibility of the associated professionals. They independently make the **professional management decisions** in the interest of their laboratories.

The management of Labco’s participations is handled by a Strategic Committee. The Board of Labco leads the **general policy** of the network and implements the strategy and the tactics as defined by the Strategic Committee. The National Executive Committees are responsible for the specific management in each country.

Quality Programme

Labco not only applies all the norms and standards at national level, but also, above all, the international norms and standards, which guarantee the harmonisation of practices in the whole network (Quality Charter).

Main objective of the quality management project implemented in 2004:

→ Lead all the network laboratories to the valid Cofrac accreditation and/or the ISO certification, within 3 years after their incorporation in the network.

Key Figures

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Management

- **Dr Eric Souêtre**, Co-Founder and President. Doctor, former clinic director, doctor in sciences, health economist and author of numerous scientific publications.
- **Stéphane Chassaing**, Co-Founder and General director. Biology pharmacist, previously co-founder of two regional groups.
- **Martin Hardens**, Deputy General Director, pharmacist and economist, experienced in European development.

History

- **2002** Creation of Labco by Eric Souêtre and Stéphane Chassaing
- **2003** Creation of the legal and economic structure
- **2004** Creation of the Labco network in France
- **2005** Development of the network and implementation of the first services
- **2006** Development of the network in Europe: Entry in Italy Spain and Germany
- **2007** European expansion: Incorporation of General Lab and CAM