

Market Opportunity

Luminex estimates that the combined 2010e market for bioassays within its applicable market segments to be between \$18-19 billion. The life sciences industry uses bioassays to detect the presence of certain biochemicals, proteins or genes in a sample. These types of tests are used extensively in drug discovery, genetic analysis, pharmacogenomics, clinical diagnostics and general biomedical research. While other bioassay technologies are available in each of these areas, the xMAP® Technology platform from Luminex is flexible enough to be applied to all.

These markets represent a significant opportunity for Luminex due to:

- A shift in R&D focus from discovery to functional genomics and proteomics
- The increasing complexity of disease states
- An increase in disease targets due to the success of drug discovery efforts
- The evolution of disease-specific test panels
- Advancements in pharmacogenomics and increased demand for SNP (single nucleotide polymorphism) studies

Business Strategy

In order to establish xMAP Technology as the industry standard for performing multiplexed bioassays, Luminex is carrying out strategic plans to:

- Focus on large, fast-growing segments in the life sciences industry which includes the fields of drug discovery and development, clinical diagnostics, genetic analysis, bio-defense, protein analysis and biomedical research
- Forge strategic partnerships to broaden and accelerate market acceptance and expansion of xMAP Technology
- Develop and deliver market-leading assay products that address unmet clinical needs
- Continue to innovate and expand next generation products that enhance Luminex's portfolio of products and deliver greater value to our customers

Advantages of xMAP Technology:

- Perform Protein and Nucleic Acid assays on one platform
- Flexible and scalable
- High Throughput
- Easy to Use
- Cost Effective
- Growth of menu and future pipeline

Luminex Partners

Luminex has over 60 partners in the life science research, clinical diagnostics, and pharmaceutical drug discovery markets.

Corporate Highlights

(year ended Dec. 31, 2010)

NASDAQ Symbol: LMNX
 2010 Revenue: \$141.6 million
 Founded: 1995
 IPO Date: March 30, 2000
 Headquarters: Austin, Texas
 Employees: >500

Management Team:

Patrick J. Balthrop Sr., President and CEO
 Amy L. Altman, Ph.D., VP Biodefense
 Steven Back, VP Manufacturing and Quality Surveillance
 Russell W. Bradley, VP Business Development and Strategic Planning
 Jeremy Bridge-Cook, Ph.D., Senior VP Assay Group
 Thomas J. Copa, VP Life Science Research and Food Safety
 Harriss T. Currie, VP Finance, CFO and Treasurer
 Timothy R. Dehne, VP Systems Research and Development
 Andrew D. Ewing, VP Partner and Operations Development
 Gregory J. Gosch, VP Immunodiagnostics
 Nancy Kronic, Ph.D., VP Luminex Molecular Diagnostics
 Darin Leigh, VP Commercial Operations
 Oliver H. Meek, VP Quality Assurance and Regulatory Affairs
 Michael F. Pintek, Senior VP Operations
 David S. Reiter, VP General Counsel and Corporate Secretary

Luminex Innovative Multiplexing Solutions

Systems

Hardware:

MAGPIX®
 FLEXMAP 3D®
 Luminex® 100/200™
 Luminex® XYP™ (Peripheral component)
 Luminex® SD™ (Peripheral component)

Software:

xPONENT® Software Solutions
 LXR®
 IS 2.3

Assays

xMAP® Antibody Coupling Kit
 xTAG® Gastrointestinal Pathogen Panel
 xTAG® Respiratory Viral Panel
 xTAG® Cystic Fibrosis Kit - 39,60
 qBead™ Gene Expression Assay
 Pneumococcal Immunity Panel

Microspheres

MagPlex® Magnetic Microspheres
 MagPlex-TAG™ Microspheres
 MicroPlex®
 xTAG®
 SeroMAP™
 LumAvidin
 Calibration & Control

xMAP University

Online Training Courses
 Classroom Training Courses

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Luminex

Luminex®, a worldwide leader in multiplexed solutions, develops, manufactures and sells proprietary biological testing technologies and products with applications throughout the life sciences and diagnostic industries.

Our xMAP® Technology is a proprietary multiplexing platform that allows scientists to conduct multiple, simultaneous tests on one patient sample. Flexible and designed for ease-of-use, it provides researchers and clinicians rapid and accurate results allowing them to save significant time and resources.



Corporate Fact Sheet
Luminex Corporation

