Lumito receives follow-up order after positive initial evaluation of SCIZYS®

Lumito AB (publ) ("Lumito" or the "Company") has received a follow-up order from an existing customer working in clinical research. Following an initial evaluation of SCIZYS® technology, the customer has chosen to proceed with additional paid scans. The order marks a concrete step in Lumito's commercialisation and demonstrates how the Company's Scan-as-a-Service model can facilitate the transition from initial evaluation to continued customer use and recurring revenue.

The customer's first order included a SCIZYS® Erbium kit and a limited number of scans through Lumito's Scan-as-a-Service offering. This arrangement allowed the customer to evaluate the technology as part of its clinical research before deciding whether to continue using it. This experience demonstrates how this business model can lower the barrier for new customers to start using SCIZYS® technology.

Following promising results from its initial evaluation, the customer has placed a follow-up order for additional scans using SCIZYS®. Lumito is paid for each completed scan and estimates the total value of the follow-up order to be approximately SEK 20,000–30,000. The customer has also expressed interest in placing further orders.

The follow-up order demonstrates the potential of Lumito's business model, which allows new customers to start with smaller projects and then gradually increase their use. This creates the conditions for recurring revenue and a scalable business model built on increased use of the SCIZYS® platform.

"A customer returning with a new order after an initial evaluation provides important confirmation of the potential of our technology and commercial offering. It demonstrates how our Scan-as-a-Service model helps lower the barrier for new customers to start using SCIZYS® and creates a natural path from initial evaluation to continued paid use. This type of customer development is central to our commercialisation strategy and can help accelerate a broader market introduction. Because clinical research projects require access to relevant tissue samples and some method optimisation, progress may take place in stages. We work closely with the customer to support continued use and are optimistic about the prospects of developing a long-term customer relationship," says Sanna Wallenborg, CEO of Lumito.

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About Lumito
Lumito develops and markets innovative technology that opens up new possibilities for advanced analysis of tissue samples in research, drug development and digital pathology.

The Company's patented SCIZYS® platform is based on upconverting nanoparticles (UCNPs) and combines very high detection sensitivity with minimal background interference. The technology enables the identification and quantitative analysis of specific proteins in tissue, even at low levels that may be difficult to detect using conventional methods. High signal stability and low background provide the basis for more detailed and reproducible tissue analysis.

SCIZYS® has the potential to support a shift from predominantly visual and semi-quantitative biomarker assessment to more sensitive, objective and quantitative analysis. This can provide researchers with new tools to understand disease mechanisms, identify biomarkers and develop more personalised treatment strategies.

Lumito's vision extends beyond current research applications. By providing more detailed information about biological processes, the Company aims to contribute to the development of precision medicine, in which better medicines, diagnostics and more informed treatment decisions may, over time, lead to improved patient outcomes and more efficient use of healthcare resources.

Lumito

Seeing more. Enabling precision medicine.

Shaping the future of patient care.

www.lumito.se

SCIZYS® is for research use only (RUO). Not for clinical or diagnostic use.

The share is traded on NGM Nordic SME under the name LUMITO.

Attachments
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