

Lumito's CRO strategy generates revenue through collaboration with Truly Labs AB

Lumito AB (publ) ("Lumito" or the "Company") today announces that its collaboration with Truly Labs AB ("Truly Labs") has generated its first revenue linked to a customer project within the pharmaceutical industry.

The project was conducted by Truly Labs for a global pharmaceutical client, where Lumito's SCIZYS platform was used to analyse rare cells in complex tissue samples. The project has now been completed with successful results, and Truly Labs has invoiced its end customer. In connection with this, Lumito is invoicing Truly Labs for reagent kits and Scan-as-a-Service. The order value for Lumito amounts to approximately SEK 30,000.

The project builds on results in the detection and quantification of so-called "rare" cells, communicated in a press release on December 18, 2025, and represents a further example of how the SCIZYS platform can add value in advanced tissue analysis.

"It is very positive to see that our partnership with Truly Labs is now generating revenue. Although this is a single project, it represents an important initial confirmation that our strategy of working through CRO partners can create both business opportunities, increased visibility, and additional evidence for our technology," says Sanna Wallenborg, CEO of Lumito.

The collaboration between Lumito and Truly Labs began in December 2024 and has since developed step by step, from pilot studies to the integration of SCIZYS into Truly Labs' customer offering. The current project represents a concrete commercial outcome of this collaboration.

"Truly Labs is a CRO where we continuously challenge ourselves to find the best way to support our customers. The collaboration with Lumito has, through SCIZYS, provided us with an exciting new tool to generate high-quality data for customer projects, even when the research questions are new and challenging," says Karin von Wachenfeldt, CEO of Truly Labs.

The project has been completed according to plan. The work has confirmed the strength of Lumito's collaboration model with CRO companies and demonstrated that the platform can effectively reach pharmaceutical and research customers, thereby strengthening the Company's continued commercialisation efforts.

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About Truly Labs

Truly Labs AB is a contract research organisation (CRO) that offers customised in vitro and in vivo services. Truly Labs was founded in January 2015 as a subsidiary of Truly Translational AB. The Truly Labs team has a strong track record of scientific and experimental expertise, as well as experience in drug research and development within both large pharmaceutical companies and biotechnology firms. They also have extensive experience working with both small molecules and biologics. Truly Labs' main therapeutic areas are inflammation, respiratory diseases, oncology, and autoimmune diseases, where they offer advanced in vitro and in vivo technologies. www.trulytranslational.com

About Lumito

Lumito specialises in medical technology and translational research in digital tissue imaging. Lumito offers a groundbreaking, highly sensitive imaging technique to locate and measure protein biomarkers in tissue samples using up-converting nanoparticles (UCNPs) through its patented research platform. The technology combines image data with precise biomarker detection, enabling images with higher contrast where irrelevant background information is filtered out. The technique can enhance the analysis of tissue samples by increasing objectivity, thereby contributing to research for more quantifiable diagnoses and optimised treatments. Lumito primarily focuses on drug development and digital pathology and is a spin-off from a research group at Lund University's Department of Atomic Physics and Laser Center. www.lumito.se/en/

The share is traded on NGM Nordic SME under the name LUMITO, and Mentor is Mangold Fondkommission.

Attachments

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