

THE *life* SCIENCES TIMES



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What's inside

03 Unveiling New Strategies to Combat *Pseudomonas aeruginosa* Biofilms: Genetic Insights and Therapeutic Potential

03

06 Know Our Brand Pillars

08 Action Station



From

THE CEO'S DESK



Dear Friends,

We are back with the third edition of our newsletter 'The Life Sciences Times'. I am happy that with this small initiative, we have attained the position of an active knowledge-sharing platform for many.

It gives me immense pleasure to share with you that the last quarter has been quite action-packed for Abdos Life Sciences. Despite industry stagnation, we have achieved a remarkable 15% growth in business in 2024. Our focus had been on new product development which made us add to our wide range of products. The newest additions include Erlenmeyer Flasks & Media Bottles, which are made from PET and PETG.

Not just that our team has been engaging with key end-users globally, and driving robust growth for our channel partners both in terms of top-line and bottom-line. This best exemplifies our commitment to our brand ethos of responsiveness and relationships. Sustainability is at the heart of everything we do at

Abdos Life Sciences. We are embracing a more sustainable approach in our business operations, prioritising environmental responsibility and long-term viability.

In this edition, we bring to you the latest research undertaking related to the life sciences - *Pseudomonas aeruginosa*, information on new products, industry know-hows, global meets, distributor testimonials and a lot more. Also, get to read about the Channel Partner Meet that we had held in the beautiful city of Ho Chi Minh in Vietnam.

I am sure you would enjoy reading this newsletter and am extremely hopeful that you would extend your wholehearted support. Please send in your inputs and help us make this initiative a huge success.

Happy reading!

Thanks

Shrey Agarwal
CEO, Abdos Life Sciences

Regional Expansion:

Abdos products are now available in more than **90** countries worldwide



Unveiling New Strategies to Combat *Pseudomonas aeruginosa* Biofilms: Genetic Insights and Therapeutic Potential



Pseudomonas aeruginosa, a bacterium found in natural environments like soil and water, also thrives in healthcare settings where it poses a significant threat due to its widespread antibiotic resistance. The bacterium forms dense, sticky biofilms that shield it from antibiotics, making infections difficult to treat effectively.

Recent research has identified three newly discovered genes within *P. aeruginosa*'s core genome that play a crucial role in reducing biofilm formation. When these genes are overexpressed, there is a marked decrease in biofilm production. This discovery is particularly significant because these genes are universally present in all strains of *P. aeruginosa* analysed so far, including those isolated from patients. This suggests a potential universal approach to combat biofilms across diverse strains of this pathogen.

P. aeruginosa strains have a remarkable ability to evolve rapidly under selective pressure from antibiotics, often leading to treatment failure over time. Despite these adaptations, the core genome of *P. aeruginosa* remains relatively stable across strains, offering a consistent target for therapeutic interventions.

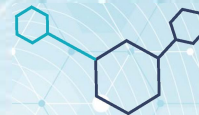
Moreover, researchers have found that stress to the bacterial cell wall triggers mechanisms that naturally reduce biofilm formation. This insight could pave the way for developing new strategies to enhance antibiotic penetration and effectiveness against *P. aeruginosa* infections. Although cell wall-targeted drugs are currently underutilized in treating *P. aeruginosa* infections, they hold promise to mitigate biofilm formation and improve treatment outcomes.

In conclusion, understanding the genetic basis of biofilm formation and the response to cell wall stress in *P. aeruginosa* opens avenues for innovative approaches to combat antibiotic resistance and enhance treatment strategies in clinical settings. Continued research in this area is crucial for developing effective therapies against this resilient pathogen.



Understanding the genetic basis of biofilm formation and the response to cell wall stress in *P. aeruginosa* opens avenues for innovative approaches to combat antibiotic resistance





The necessity to develop diagnostic kit in-order to detect jaundice, a key phenomenon for alcohol induced liver damage

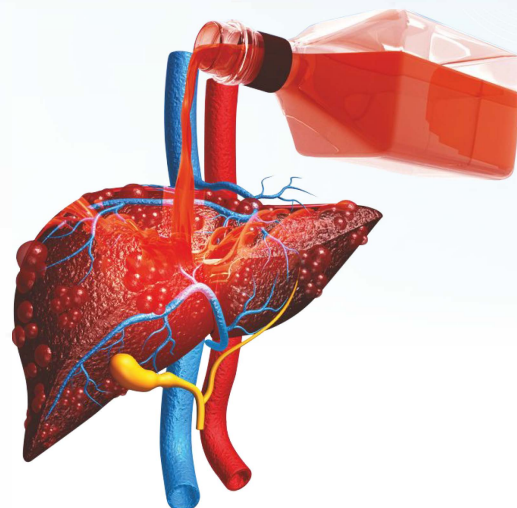


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The usage of alcohol is a leading risk factor for the global burden of disease. Over the past 10 years, increase in alcohol use were observed in several low- and middle-income countries in Southeast Asia, including India. Alcohol intake led to an estimated **3,40,000** deaths and **14.7 million** disability-adjusted life years in 2019 from India. Given substantial economic growth in recent years, average earnings in India have increased, making alcohol use affordable for a greater share of the population.



According to adult alcohol per capita consumption (APC) estimates by the World Health Organization (WHO), total APC in India rapidly increased between 2000 (2.3 Liters) and 2018 (5.5 Liters), with further increase forecasted until 2025. This highlights the significant health impact of alcohol consumption in the country. Severe Alcoholic Hepatitis (SAH) has a high 180-day mortality rate and is typically present in individuals with a history of heavy alcohol consumption, thus can lead to acute-on-chronic liver failure. The lack of early diagnosis of liver damage has resulted in numerous preventable deaths. This prompted us to the need for developing an innovative diagnostic kit that utilizes traditional methods to detect bilirubin content in urine, which can aid in the early diagnosis of jaundice. This is particularly crucial in India, where severe alcoholic hepatitis (SAH) poses a significant health risk. Early detection through our kit can prompt timely medical intervention, potentially reducing the severe liver damage associated with continued alcohol use.

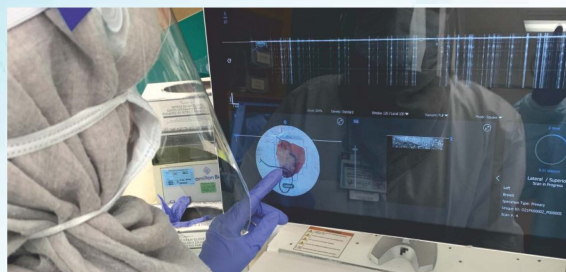
Our approach aims to address the increasing burden of alcohol-related liver diseases in India. We intended to support healthcare providers to reduce the adverse effects of alcohol usage, ultimately contributing to improved liver health and better management of alcohol consumption in the population.

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AI-Powered Software Revolutionizes Breast Cancer Risk Assessment, Reducing Unnecessary Biopsies

Breast cancer is the most prevalent cancer among women, with one in eight facing a diagnosis in their lifetime. A new development in artificial intelligence (AI) promises to revolutionize the assessment of breast cancer risk. This innovative AI system analyses mammograms and patient data with an impressive 99% accuracy, operating 30 times faster than traditional methods.



The AI technology streamlines the review of vast amounts of data, potentially reducing the need for unnecessary biopsies.

Researchers tested the software on mammograms and pathology reports from 500 breast cancer patients, using it to evaluate patient records, diagnostic features, and mammogram findings to predict cancer risk with high precision.

According to the American Cancer Society, approximately half of the 12.1 million mammograms performed annually yield false results, leading to misdiagnosis in one among the two women. This often results in recommendations for biopsies — an invasive procedure to analyse tissue or fluid samples. Unfortunately, 20% of these biopsies are performed without necessity.

The AI software aims to enhance clinical decision-making by assisting doctors in determining which patients truly require biopsies. By doing so, it has the potential to lower the number of unnecessary procedures, improving the overall accuracy of breast cancer diagnosis and reducing the physical and emotional strain on patients.



The innovative AI system analyses mammograms and patient data with an impressive 99% accuracy, operating 30 times faster than traditional methods.

Channel Partner Speak

It has been quite an interesting journey with Abdos!

Seeing is believing! After having a look of the products, our customers decided to give it a try, and after trying they decided to switch to Abdos. Today we have major customers in Qatar switched/switching to Abdos from brands that has bigger market share. This says in volume about the value Abdos products are adding to customers. The product line is versatile and quality is excellent. It is accepted in all parts of life sciences verticals, to name a few Microbiology, Molecular Biology, Genomics, Cell Culture, etc. In addition, the product is accepted in Food testing industry, Veterinary, Healthcare, Petroleum industry, Pharma, etc.

Needless to say, about Abdos commitment, transparency, support, communication, etc. Abdos has the right people for the job to get it done. Their team is committed, and are always ready for an open and supportive communication.

Wishing continued success.

Good Luck!

Ramesh Raj

Subject Matter Expert & Head of Department
Health Care & Life Sciences. Food Microbiology & Safety. Intermodal Services Co. W.L.L.



Know Our Brand Pillars

PRECISION
What We
Do Best

Precision 'the quality, condition, or the fact of being exact and accurate' is a key aspect and is crucial for industrial manufacturing standards and dimensional accuracies. High-quality chemically inert, heat-resistant plastics such as polypropylene, polystyrene or polyethylene are used at Abdos under stringent quality control processes to ensure uniformity and precision in plastic labware consumables.

With perfect batch consistency and result reproducibility, the constant wall thickness, accurate graduations, and the precisely fitted consumables are manufactured under ISO Class 8 clean room validated manufacturing facilities equipped with the latest robotics and automated machines. Evident traceability and compliance with relevant industry regulations and standards is what makes our brand out-perform with significant impact on the reliability and accuracy of results.

"Precision & Perfection are not a Luxury but a Clear Necessity"

RELIABILITY
What We've
Earned

You know that when you choose Asia's largest manufacturer of plastic lab consumables with state-of-the-art manufacturing facility and warehouses in multiple continents – you have trusted the right partners and can rely on timely delivery.

Online quality inspections followed by pre-despatch audits ensure high quality defect-free products. Our highly accessible teams are always on their toes to make sure that you get the quality you desire in the turnaround time you require. Top quality assurance, accessibility and timely delivery is what makes Abdos the most reliable partner in its ecosystem.

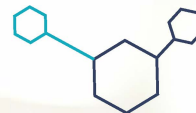
"The Only Way to Establish Reliability is Repeated Performance Over Time"

We know that at several instances, time is of the essence and you need your partner to be there for you. This is what we term responsiveness and it stands as a cornerstone of the Abdos brand, embodying our commitment to exceptional customer service and swift adaptability. Whether addressing customer enquiries promptly, resolving issues on urgent basis, or adapting to market shifts, Abdos knows the value of immediate & timely action and hence prioritizes responsiveness at every touchpoint.

This core value ensures seamless interactions, fostering trust and loyalty among customers and partners alike. By swiftly meeting needs and exceeding expectations, Abdos demonstrates its dedication to delivering not just products, but a reliable and supportive brand experience.

RESPONSIVENESS
What Sets
Us Apart

"Be Prompt, Be Efficient: The Ultimate Customer Service Mantra"



Product of the Quarter

Elegant Pipette and Micro-tip Box

Highly accurate pipettes and corresponding high-quality tips are indispensable tools in a laboratory setting, playing a crucial role in experimental success viz. biological laboratories i.e., molecular biology, biochemistry, microbiology; clinical and medical laboratories; chemical laboratories, pharmaceutical laboratories, and environmental laboratories. From simple aspirations and dispensing to complex molecular biology experiments, pipette applications ensure reproducibility and precision in liquid handling.

A trained personal working with organized tip boxes, single and multi-channel pipettes streamline the workflow, saves time, and reduces any potential errors maintaining the integrity of samples and reagents.

Key Product Highlights:

- a. **One among the World's Light weight Micro-pipette** reduced hand fatigue and strain during extended use, making them more comfortable for researchers and technicians
- b. **Fully autoclavable, Chemical and UV resistant body** offers durability, longevity, and versatility for a wider range of applications
- c. **Volume lock and 4-Digit display** ensures user confidence, quick adjustments, ease of use and precise measurements
- d. **Filter Element** that blocks the sudden ingress of liquids or aerosols; reducing the risk of cross-contamination and frequent deep cleanings
- e. **Gen 2 - Pipette Tip Box** offering innovative design for utility, strength, and durability
- f. **Traceability** for quality control, accountability, and inventory management
- g. **Stack ability** provides space efficiency, stability, ease of transport and storage leading to a smaller environmental footprint



Abdos at Analytica Munich

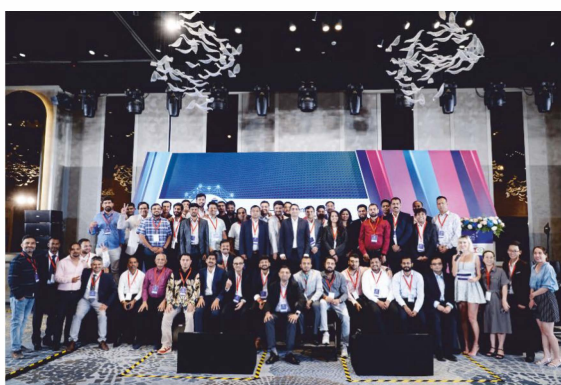
“Exhibitions inspires curiosity and sparks Interest.”

This quarter our global engagement at ANALYTICA Munich-2024 was not just about displaying the products, but a deeper dive into cutting-edge innovations and problem-solving approaches.

A series of one-to-one interactions and detailed showcase of the product features ensured new opportunities to flourish and facilitate collaborations to accelerate the development of new products and technologies. With valuable insights from scientific advancements to business networking, Abdos feels pride in its brand recognition that attracted potential partners and customers in turn to drive growth and advancement in the life sciences industry.



Channel Partner Meet @Vietnam

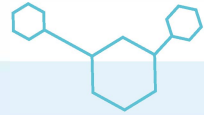


At Abdos, the first quarter of the fiscal year kicked off with an extremely successful channel partner meet from May 1-4, 2024 in Ho Chi Minh City, Vietnam, with key objectives of strategic alignment, networking, strengthening relationships, recognition, and motivation.

The event not only celebrated the accomplishments of the partners but also helped to locate new prospects to expand their audience reach.

In a three-day event, dynamic interactions, presentations, brainstorming sessions, and exciting team building activities provided a platform to reinforce and strengthen the relationship with our peers, and further communicate our vision and goals, ensuring the overall success of the company and its partners.

Action Station



Abdos Ahead

Product Differentiator – DUO LOOP

In microbiology, the tools we use can have a profound impact on the accuracy and reliability of our research. Good flexible loops are essential for successful colony picking, and our innovative Duo Loop design stands out as a solution that meets the diverse needs of microbiologists. By incorporating flexibility, precision, and sterility, our loops not only enhance laboratory efficiency but also contribute to more reliable results.

The Duo Loop features a unique design that allows users to utilize 1 μ l from one side and 10 μ l from the other. This dual functionality is particularly beneficial in a lab setting where different volumes are required for various applications. Our sterile loops have been rigorously validated according to ISO 11137 for a Sterility Assurance Level (SAL) of 10^{-6} . This standard ensures that our loops maintain the highest levels of sterility, reducing the risk of contamination and improving the reliability of your results.



Upcoming Event

Abdos at India Lab Expo 2024: Unveiling Innovations and Interactive Experiences

This year, Abdos will proudly present the comprehensive range of products at the India Lab Expo which will be held in Hyderabad from 26 to 28 September 2024. Our team of experts will be on hand to provide detailed demonstrations and answer all the queries.

In addition to discovering our latest innovations, it will be a chance to interact with us through exciting activities planned at our booth. We will be hosting engaging games where you can test your knowledge and skills while having fun. Moreover, we have prepared delightful gifts for our visitors, a token of appreciation for their continued support and partnership.

Participating in Analytica Anacon Hyderabad is not just about showcasing our capabilities; it's about fostering meaningful connections with our valued customers. We look forward to the opportunity to engage in insightful discussions, learn about the needs and challenges, and demonstrate how our solutions can address them effectively.

Join us at Hall-4 Booth- C17 to explore how Abdos is shaping the future of Biotech Industry. Let's embark on this journey together towards innovation and excellence.

See you at Analytica Anacon Hyderabad!



analytica Anacon India

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