



gradientech

**Sustainability seminar**

**Stockholm Science City  
24 September 2024**



# Introduction

## Gradientech

- CEO and founder – Sara Thorslund
- Team of c. 45 people located in Uppsala
- Public AB but not listed
- CE marked and in revenue (Europe)
- 510(k) FDA-studies started in August 2024 (US)

## QuickMIC® - Most Rapid AST Solution on the Market for Sepsis Samples

- Ultra-rapid antibiotic susceptibility testing (AST) diagnostics becomes crucial for sepsis patient survival
- Empirical antibiotic treatment of sepsis patients often fail due to rising antimicrobial resistance (AMR) in society



reddot winner 2021



# Sustainability Strategy – Corner stones

## Sustainability team

- Flexible team from various departments
- Change team(s) dependent on task(s) - Tight fundament
- Executive presence

## Content

- Close to core business – DO NOT separate Sustainability
- Start simple and keep it simple
- Long and short term targets + follow ups
- Sustainability on the company agenda

## Why

- Do something good – everybody can do something
- Attract personnel and investors
- Competitive advantage

## Input (External & Internal)

- STUNS Uppsala (Fanny Blom)
- Network
- Own organisation
- A lot of great Annual Reports out there



# Sustainability – three focus areas

Healthcare >

The team >

Innovation and knowledge >



Focus area

# Innovation and knowledge

In the field of antibiotic resistance, there are great expectations that research and innovation will find solutions and methods to slow down the global spread of antibiotic resistance. WHO and the national action plans of many countries highlight the need to develop and implement new diagnostic solutions that can provide rapid guidance on optimized treatment plans, and thereby reduce the misuse of antibiotics. At Gradientech, we are at the leading edge of innovation and are developing next-generation diagnostics in the field of infectious disease medicine. Our QuickMIC® system not only has the fastest delivery times of all rapid AST systems for sepsis samples, but also provides more precise responses in terms of resistance determination, known as MIC values. This allows for rapid and customised dosing of antibiotics that will be effective for the patient in order to further optimize antibiotics usage.

In 2023, we prioritised our visibility and the dissemination of our knowledge by spreading information via diverse communication channels. We worked to update our website with a clearer message, and created a basis for a learning platform that was launched in the beginning of 2024. Another priority area has been to start working proactively to reduce our environmental footprint. In 2023, we began mapping our transportation chains and measuring the waste from our production. These analyses will continue into 2024 and provide the basis for long-term decisions on how we will work to reduce our environmental footprint.

The KPIs that we monitor include our visibility in internal and external channels, and our progress towards becoming a winner in our product area within the category of ultra-rapid and precise AST. In our production, we monitor KPIs such as the proportion of production waste compared with production volume, and the share of bio-based or regenerated plastics in our products.

## Vision

Gradientech produces and transports products and knowledge worldwide with the lowest possible carbon footprint.



### Bio-based or regenerated plastics in QuickMIC® tests

Targets 2023

**+10%**



Outcome 2023

**13%**

### Activities conducted during the year

- ✓ Initiated mapping of our transportation chains
- ✓ Began measuring production waste
- ✓ Quantified share of bio-based/regenerated plastic in our products

### Priorities for 2024

- ✓ Be visible in social media, develop our website and create the basis for a learning platform
- ✓ Optimize our transportation chains
- ✓ Reduce waste in relation to production volume

### Targets 2030

- More than 400,000 website visitors per year.
- ISO 14001 certification.
- "Ultra-rapid AST with precise MIC values" is a recognised product category associated with reimbursement codes in Europe and the US.

# Sustainability Strategy – Learnings

- Set foundation takes time → Give it time
- External education
- Sustainability on the company agenda
- Dig for talent in the own organisation
- Promote work in the Annual report → voluntary reporting

*“Do something – don´t get lost in the world of concepts and abbreviations!”*



quickMIC<sup>®</sup>

Thank you!

Find out more at [gradientech.se](https://www.gradientech.se)

