



Warsaw, December 22th 2023

WITHDRAWAL FROM THE OFFER

Dear Valuable Customer,

The Mythic 60 and Mythic 70 were launched at Medica in November 2019 and 2022, respectively, as part of our plans to modernize and enhance our Mythic Family of hematology analyzers in our Orphee S.A. offer.

Intended as eventual replacements of the Mythic 220T and Mythic 22AL, the Mythic 60 and Mythic 70 come with a modern large built-in touch screen and user-friendly interface built on a windows platform. In addition, these 2nd generation analyzer offer multiple benefits, such as higher throughput, more parameters, predilution mode, dynamic clustering and more compared to the Mythic 220T and 22AL. The Mythic 60 and Mythic 70 also contain multiple patents, including the newly patented hydrofocus flow cell, that combine to deliver market leading performance and your competitive edge, all while maintaining the same small footprint and using the identical reagents as their predecessors, the Mythic 220T and 22AL. It is no wonder that almost all of you have already switched from the Mythic 220T and Mythic 22AL to the Mythic 60 and Mythic 70.

The time has come to communicate to each of you the End of Life of the Mythic 220T and Mythic 22AL. In order to ensure a smooth phase out of the Mythic 220T and Mythic 22AL, we have estimated 12 months stock based on current demand. Importantly, this is just an estimate and we cannot guarantee availability if demand for these analyzers grows in upcoming months. We therefore kindly ask you to inform us about your plans to transition from our 1st generation analyzers to the new, 2nd generation Mythic 60 & Mythic 70 analyzers if you have not do so already.

To help with a smooth transition plan, can you please communicate to us:

- your purchase plan for Mythic 220Ts and Mythic 22ALs in 2024. This will help us place our final orders to our suppliers of Mythic 220T and Mythic 22AL analyser components for assembly,



- your timetable for conclusion of registration of Mythic 60 and Mythic 70 analyzers, and,
- your forecast of Mythic 60 and Mythic 70 for 2024, to allow us to secure the appropriate volume in anticipation of growing demand of Mythic 60 and Mythic 70 during this transition.

Finally, please note that spare parts for Mythic 220T and Mythic 22AL will remain available for a period of seven years from the date of last purchase. This commitment underscores our dedication to ensuring continued reliability and efficiency for the devices you have invested in.

With any questions, please contact your dedicated Area Sales Manager.

Your sincerely,

Flavio Finotello

VP & Chief Commercial Officer

M: +48 785 058 050 | E: flavio.finotello@cormay.com



CORMAY
DIAGNOSTICS The lifeline
to better health

www.cormaydiagnostics.com

OUR BRANDS:


CORMAY



W/1/2023