



ZOTZ | KLIMAS – Your partner for clinical studies

Dusseldorf, February 2025

Who we are: We are an interdisciplinary laboratory group focused on specialized diagnostics

Our Vision

Individualization of prevention and therapy through molecular and genetic analyses for targeted patient treatment

Interdisciplinary expertise pooled across various fields:

We are an interdisciplinary provider of laboratory diagnostics and consulting, specializing in cytology, pathology, molecular pathology, molecular genetics, and laboratory medicine

Leading laboratory diagnostics:

With more than 600 employees, including over 60 specialists, and over 4 million analyses performed, we are among the leading providers of laboratory diagnostics and genetic counseling

Wide presence in Germany:

With our network of over 1,500 doctors and our own medical practices and laboratories, we are present at more than 25 locations across Germany

Comprehensive diagnostic and consulting approach:

We offer our clients comprehensive medical and diagnostic consulting with our specialists and scientific staff, based on top-notch laboratory technology

Bringing together interdisciplinary diagnostics and cross-speciality expertise

→ Enabling a fast and personalised patient care.

Precise genetic analysis for hereditary diseases and tumours using Next-Generation Sequencing (NGS) and Long-Read Sequencing – enabling early diagnosis and personalized therapy.

The foundation of cancer diagnostics: Microscopic and macroscopic tissue analysis for precise classification and treatment planning, supported by standardized procedures and highly specialized pathologists.

Targeted genetic tumour profiling to identify biomarkers and mutations, forming the basis for personalized oncology treatment and resistance assessment.

Innovative AI-powered image recognition enhances cancer screening accuracy, identifying relevant cells from thousands of samples for improved early detection and treatment planning.

Highly automated, state-of-the-art diagnostics for blood, urine, and body fluids – forming the foundation for disease prevention, diagnosis, and treatment.



Molecular genetics



Pathology



Molecular pathology



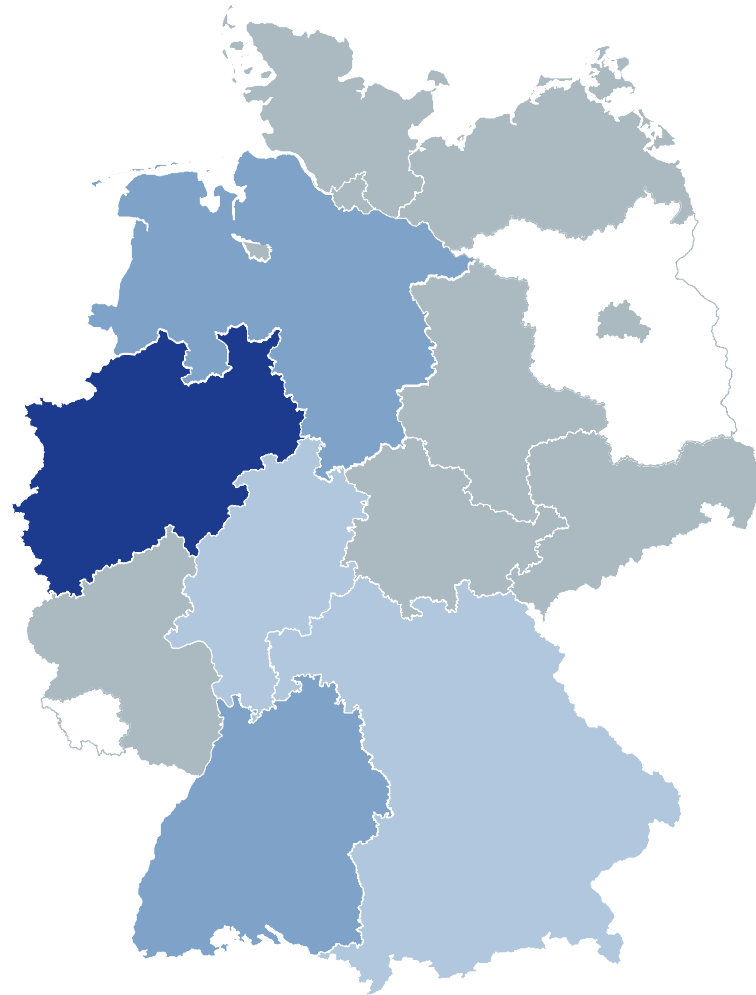
Cytology



Laboratory medicine

1500+

external
physicians
throughout
Germany trust
our laboratory
diagnostics



Sample volume

High Medium Low



Top 10 Referring Physician Groups:

1. Gynecology and Obstetrics
2. Internal Medicine
3. Dentistry
4. Surgery
5. General Medicine
6. Urology
7. Pediatrics
8. Oral and Maxillofacial Surgery
9. Otorhinolaryngology
10. Human Genetics

Our own
practices and
laboratories
across

25+

locations
in Germany



Our private practices and laboratories:

Aachen	Karlsruhe
Bergheim	Kassel
Bielefeld*	Cologne
Bochum	Limburg
Bremen	Moers
Darmstadt	Muenster
Duisburg*	Pulheim
Dortmund	Ratingen
Dusseldorf*	Rüsselsheim
Essen	Stuttgart
Frankfurt	Wesel*
Gütersloh*	Wiesbaden
Ingolstadt	

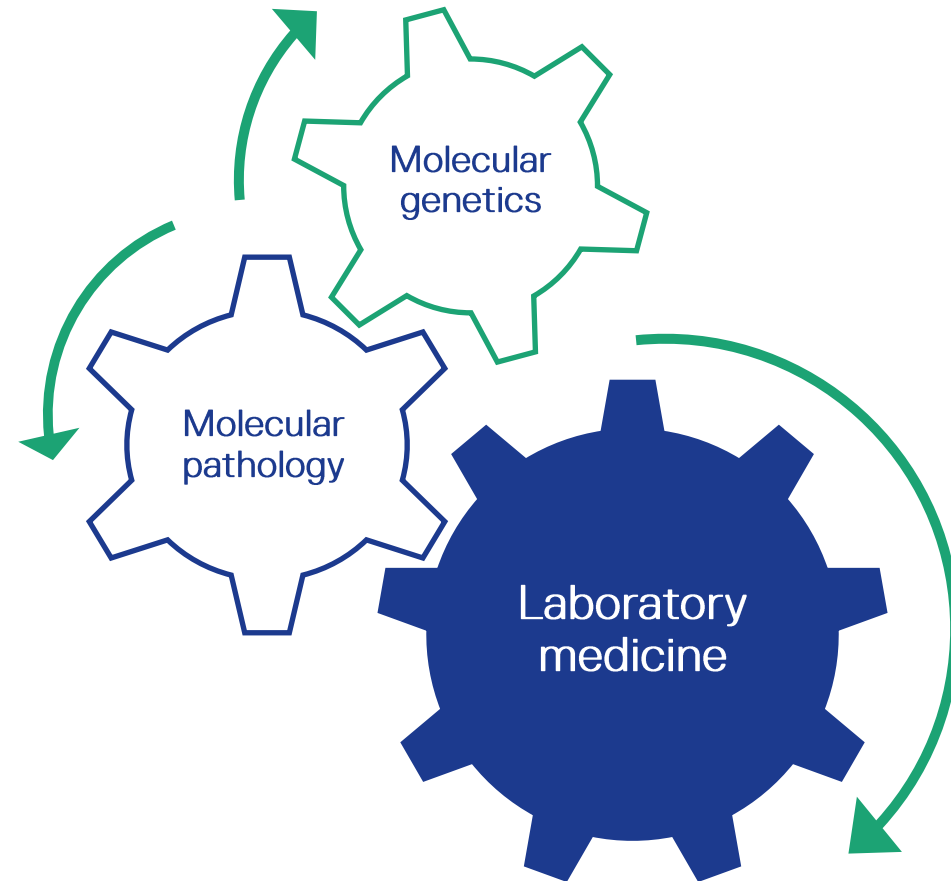
*among others
laboratory location

We increase efficiency through the interdisciplinary collaboration of our departments under one roof

Our teams work cross-functionally to solve various problems efficiently and provide answers to questions that arise in different disciplines such as human genetics, oncology, and molecular pathology

e.g.,

- Oncology studies
- Pharmacogenetic studies
- Holistic genetic and functional diagnostics for rare diseases, among others



We have experienced
specialists and highly
qualified scientific staff
working together
interdisciplinarily

Expertise,
that builds
trust!

Our team at a glance

60+

Medical specialists

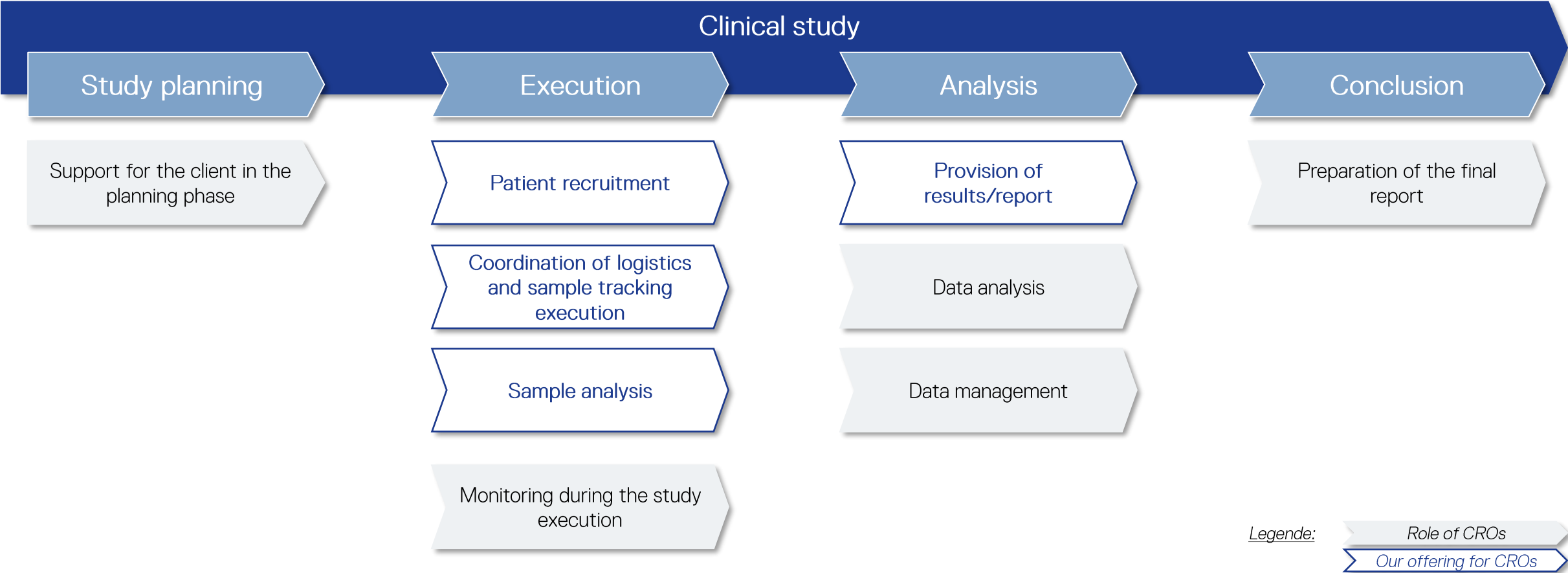
From the fields of:
Hemostasis, Laboratory
Medicine, Human
Genetics, Oncology,
Pathology, and
Endocrinology

360+

**Scientific and medical-
technical professionals**
in our laboratories and
practices

Our offering: We support you during the execution and analysis phase of a clinical study

Illustrative



Our services range from conducting laboratory analytics as a contract laboratory to sample management and logistics



1 | Contract laboratory (S2) for clinical studies

We have extensive laboratory capacity, from detection and verification to QC testing



2 | Sample management

We manage the sample flow throughout the entire duration of the clinical study – from sample collection to analysis



3 | Storage & logistics

We supply clinical studies worldwide with the right materials at the right time

1 | Contract laboratory (S2) for clinical studies

- Execution of sample analysis:
 - High-quality and GMP-compliant execution of analytical
 - Performance studies for in-vitro diagnostics
- Analyses on platforms for clinical chemistry, molecular genetics, molecular pathology, and pathology
- Development and validation of diagnostic tests*:
 - Development of new tests: Designing customized diagnostic tests to analyze new biomarkers*
 - Test validation: Conducting analytical and clinical validations according to regulatory requirements*
- Conducting multicenter and post-launch studies
- Consulting on study design and biostatistics
- Compliance-based documentation and data submission
- Preparation of report findings

**Currently under development*



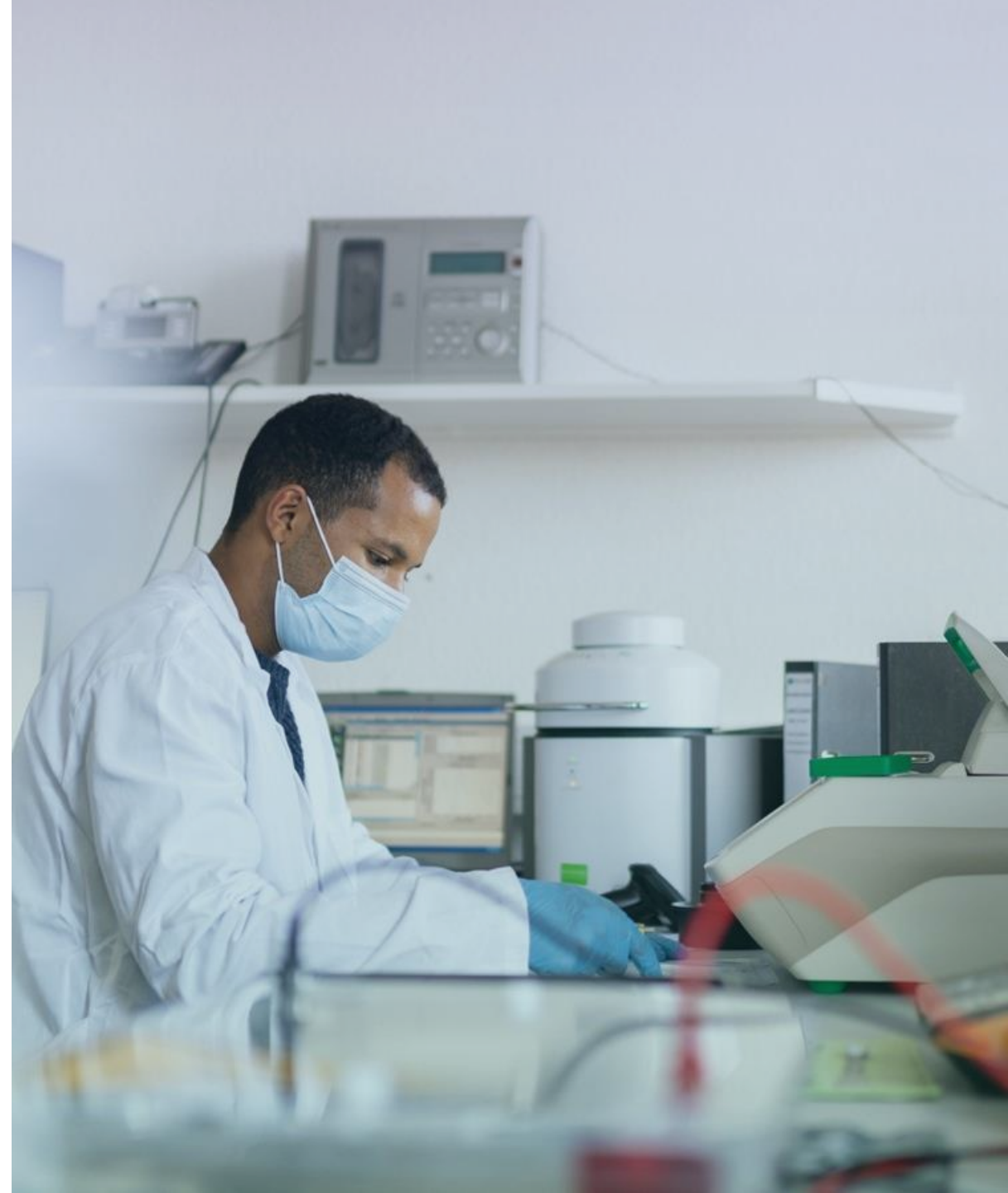
2 | Sample management

- **Sample management:**
 - Acceptance sets for sample collection studies
 - Individual consulting and production of customized blood collection sets
 - Barcode labeling and recording in the LIM system
- **Sample administration:**
 - Management in the LIM system: from sample receipt to sample dispatch
 - Procurement for prospective and retrospective sample collection studies, anonymized leftover samples, normal samples
- **Sample processing:**
 - Preparation of sample material for technical/analytical requirements (application work), enrichment with various analytes (e.g., proteins, narcotics)
 - Preparation of sample panels in compliance with measurement container requirements
- **Storage of samples and study material:**
 - Long- and short-term storage under controlled conditions at -80°C, -20°C, 2 – 8°C.



3 | Storage & logistic

- **Organization of the entire study logistics domestically and internationally:**
 - Consulting, procurement, purchasing, cost planning, transport, shipping, and customs clearance
 - Worldwide shipping with full traceability and efficient supply chain management
 - Dedicated contacts including troubleshooting
- **Sample management:**
 - Secure short- and long-term storage at -80°C, -20°C, 2-8°C, RT, and liquid nitrogen
 - 24/7 monitoring/control and full traceability from goods receipt to disposal
- **Provision of study-specific sample collection kits:**
 - Design, manufacturing, and shipping of sample collection kits for clinical studies. Custom design and prototyping according to individual requirements, production in small to large batches, and comprehensive validation..



Certified Excellence: Our analyses meet the highest internal and external quality standards

Bezirksregierung
Düsseldorf



We are certified and accredited by independent external institutes

- GMP certification according to Art. 111 (5) of Directive 2001/83/EC
- Approval as a testing laboratory according to §20 AMG
- Accreditation by DAKKS* according to DIN EN ISO 15189:2014
- Certification according to ISO 9001:2015 and ISO 27001:2022

We regularly conduct internal quality controls to ensure the highest standards for our clients

- Extensive experience in testing blood products under GMP
- Conducting internal audits across all our laboratory areas and locations
- Active participation in proficiency testing (> 700 proficiency tests/year) to continuously ensure our quality assurance practices

We use state-of-the-art technology to provide our clients with the best possible diagnostics



PacBio Sequencing

High-precision Long-Read Sequencing System

- Detection of epigenetic modifications during sequencing
- Ideal for analyzing complex genomes, structural variants, and RNA transcripts
- High error correction through circularization of DNA molecules



State-of-the-art NGS farm

We have a highly scalable infrastructure for Next-Generation Sequencing (NGS)

- Parallel processing of samples
- Use of cloud computing for data storage and analysis
- Automation of DNA libraries, sequencing, and data management



Automated laboratory processes

Our laboratory offers analyses based on the current standards, utilizing fully and partially automated workflow systems to ensure the fastest and error-free sample processing

We are the right partner to conduct clinical trials for you



Together, shaping the future of diagnostics.

Questions, feedback, and next steps:

Book a meeting with us



David Mayer
Business Development

+49 162 201 5585
mayer@zotzklimas.de



PD Dr. med. Hassan Jomaa
Medical Director

+49 1522 182 9628
jomaa@zotzklimas.de



Nathalie Stiepermann
Operational Lead
Laboratory Medicine

+49 1522 182 9806
stiepermann@zotzklimas.de



Dr. Bärbel Überlackner
Operational Lead
Molecular Genetics

+49 1522 159 1740
ueberlackner@zotzklimas.de



PD Dr. med. Esther Schuler
Medical Lead
Molecular Pathology

+49 174 4351636
schuler@zotzklimas.de

ZOTZ | KLIMAS

Your partner for diagnostics & prevention

info@zotzklimas.de
www.zotzklimas.de

Immermannstrasse 65 D
40210 Dusseldorf