

## Fluid Imaging Technologies, Inc.

*We provide innovative, imaging-based particle analysis solutions on a global scale with a world-class commitment to customer service, quality, and value.*

Fluid Imaging Technologies, Inc., <http://www.fluidimaging.com>, manufactures industry-leading particle analysis instrumentation based on digital imaging technology. Our flagship product, the FlowCam®, is the first automated particle analysis instrument to use digital imaging for measuring size and shape of microscopic particles in a fluid medium. With applications in marine & freshwater research, biopharmaceutical research & development, municipal water, chemicals, oil & gas, biofuels, and many other markets, Fluid Imaging Technologies leads the way in imaging particle analysis.

## The Beginning

Fluid Imaging Technologies, Inc. was founded in 1999 as a spinoff from Bigelow Laboratory for Ocean Sciences (BLOS) in West Boothbay Harbor, ME. The original FlowCam was developed at Bigelow for studying plankton in ocean water. An extremely novel concept, the FlowCam was designed to combine the benefits of digital imaging, flow cytometry, and microscopy into a single instrument.

During our initial five years, the FlowCam was sold exclusively to the oceanographic research community. Towards the end of this period, several non-oceanographic customers evaluated the FlowCam for their particle analysis applications, and eventually purchased instruments. These early "industrial" customers included a flavors and fragrances manufacturer and a petrochemical company. Recognizing the potential of the FlowCam to address additional applications, we expanded and began marketing to the industrial sector, while continuing to sell to the core oceanographic customers.

Demand for the FlowCam continued worldwide, and we strengthened our commitment to new product development. In 2012, we introduced the FlowCam Particle Vision (PV) Series. Building on our patented imaging technology, the PV analyzer is pre-configured to promote maximum speed, efficiency, accuracy and repeatability in laboratories where analyses are repeatedly performed on the same products and/or on particles within the same size range. Then we received a development award from the Maine Technology Institute (MTI) Business Innovation Program for development of the next generation of an imaging flow cytometer. This allowed us to expand our research and development department, and immediately hire additional engineers to work on development of a high-sensitivity automated imaging flow cytometer.

## Who We Are Today

In July 2017, Fluid Imaging Technologies introduced the first-ever Nano-Flow Imaging Particle Analyzer, <http://www.fluidimaging.com/products/flowcam-nano>. Now, for the first time ever, Nano-Flow™ particle imaging provides digital images of particles ranging in size from 300nm to 10µm using patented, oil immersion technology for enhanced optical resolution. The new FlowCam® Nano reveals protein agglomerates, silicon oil droplets, glass shards, and other opaque, transparent, and translucent sub-visible particles with the high-resolution imagery needed for identification. Particle analyzers based on light obscuration, dynamic light scatter, Brownian motion or Coulter Principle are unable to image these particles and allow for their identification.

Ideal for analytical scientists, biochemists, formulation scientists, lab managers, and other biopharmaceutical professionals, the new FlowCam Nano was initially developed to find, expose, and identify nanoparticles in protein formulations and help track the progression of protein agglomerates from individual, proteinaceous particles into the larger aggregates that pose a threat to the safety, efficacy, stability, and longevity of parenteral bioformulations. The ability to image and characterize nano particles has many applications across numerous industrial and aquatic markets.

The FlowCam particle imaging and analysis family of instruments now encompasses 5 models engineered to analyze particles ranging from 300 nm to 5 mm in size. The companion software, VisualSpreadsheet, provides the means for the FlowCam to automatically capture and measure more than 40 different parameters in real-time from size, count, and concentration to color, grayscale, and morphological characteristics such as circularity, elongation, and fiber curl.

Today, the FlowCam is quickly approaching 1,000 units in service. It is in use in 50 countries and on all seven continents, while ship-based units sail the seven seas in support of critical scientific research.

## Our Leadership



Kent A. Peterson, President and CEO

Kent Peterson has led Fluid Imaging Technologies since joining the company's founder over 15 years ago. The advent of this novel technology created an opportunity to develop multiple application and geographic markets. The value proposition is to enhance science and expedite particle and cell analysis. His vision is for the Company to become the global leader in imaging flow cytometry.

Mr. Peterson has served on many boards and is active in community affairs. He has also been named MaineBiz Business Leader of the Year. Mr. Peterson is an honors graduate from Boston University's Graduate School of Management and a member of American Mensa Society.