



ThermoFisher
SCIENTIFIC

Academic Life Science Research Capabilities

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The world leader in serving science

The World Leader In Serving Science

- **\$17 billion** in revenues
- **\$700 million** spend on R&D
- **50,000** employees
- **50** countries
- **5** premier brands

ThermoFisher
S C I E N T I F I C

thermo
scientific

applied
biosystems

invitrogen

 **Fisher
Scientific**

unity
lab services

Our Business Segments

19%
Analytical Instruments

Mass Spectrometry
Q-Exactive HF mass spectrometer

Chromatography
Vanquish Ultra HPLC

Chemical and Environmental Analysis
Gemini handheld analyzer

19%
Specialty Diagnostics

Clinical Diagnostics
Oral-Eze Oral Fluid Collection System

ImmunoDiagnostics
ImmunoCAP Allergy and Asthma Tests

Pathology
Rotary Microtome

Microbiology
Antimicrobial Susceptibility Testing Solutions

Transplant Diagnostics
NXType High Resolution Genotyping

25%
Life Sciences Solutions

Clinical Oncology
Next Gen Sequencing

Genetic Sciences
QuantStudio Dx R qPCR

Biosciences
Life Science Reagents

Human Identification
GlobalFiler PCR Amplification Kit

BioProduction
Cell Culture Reagents

37%
Laboratory Products & Services

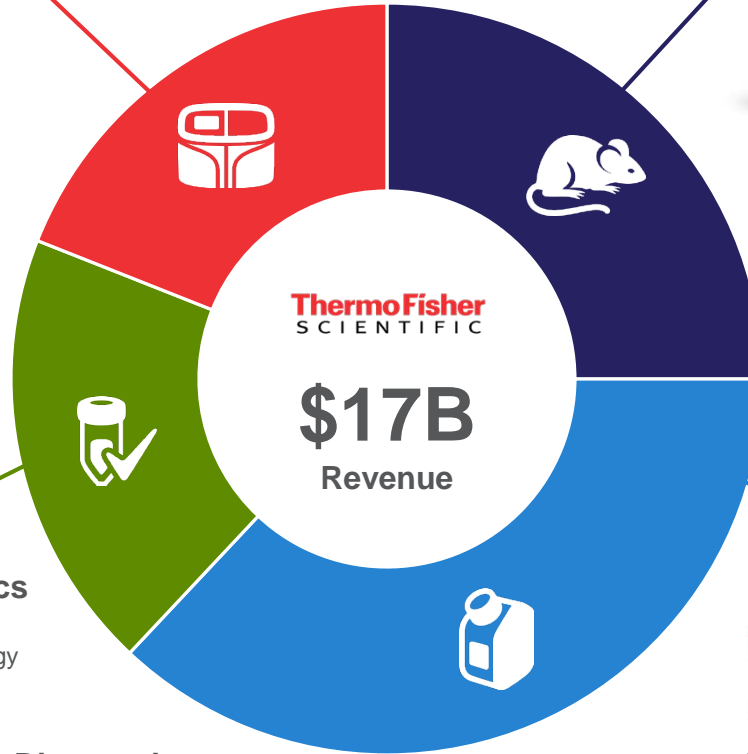
Lab Equipment
Sorvall WX+ Ultracentrifuge

Distribution and BioPharma Services

Chemicals

Enterprise and Instrument Services

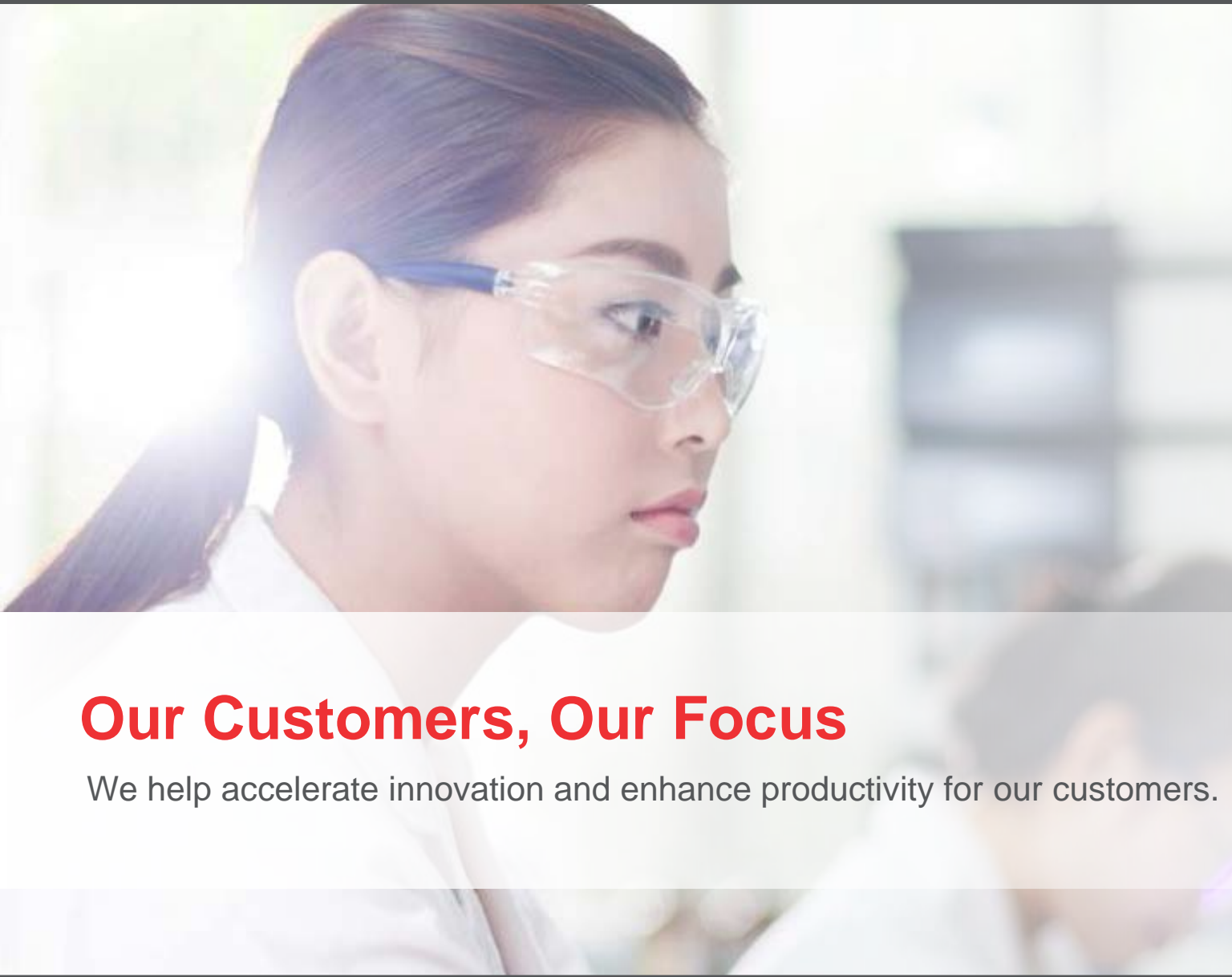
Lab Consumables
E1 ClipTip Pipette system



A Mission We Are Proud Of

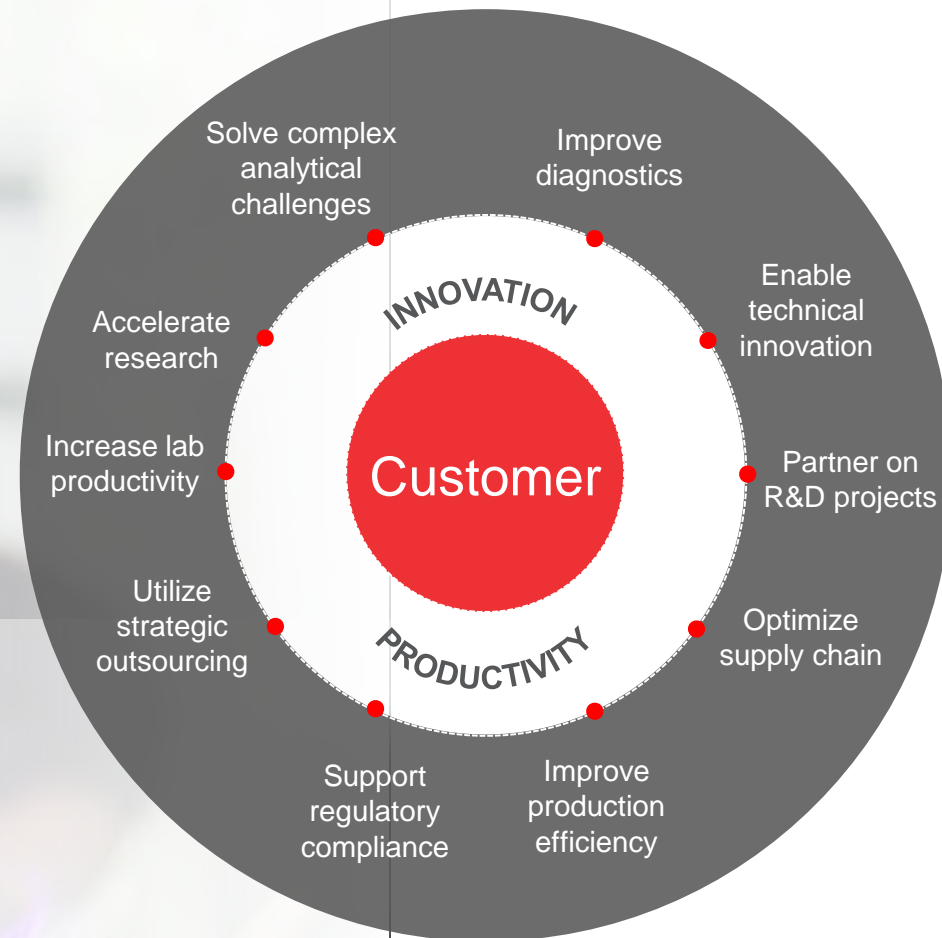


We enable our customers to make the world **healthier**, **cleaner**, and **safer**



Our Customers, Our Focus

We help accelerate innovation and enhance productivity for our customers.



Academic Life Science Research: What We Are Seeing

- 
- Increased emphasis on novel applications and fields of research
 - Funding pressures
 - Emerging economies fueling investments in life science research
 - Technological advances enabling scientific collaboration on a global scale
 - Increasingly complex regulatory environment for research
 - Evolving IT operating models: supporting mobility, agility, big data analytics, software development capabilities, and innovative apps

Our Academic Life Science Research Capabilities



Accelerate Research and Discovery

- World-class detection, sensitivity, specificity, and sample throughput
- Consistency and reproducibility of results
- Leading biomarker capabilities
- Lab automation and software solutions
- Access to the largest global clinical supplies and biorepository networks
- Global technology training centers
- Scientific collaboration



Optimize Laboratory Operations

- Support early phase through technology transfer
- On-site resources for asset and inventory management and support
- Robust eBusiness platforms
- State-of-the-art IT tools to manage multi-platform inventory systems
- Supply assurance through global manufacturing and distribution network
- Efficient organization of space/assets/supplies

Business Excellence to Support Your Operational Requirements



Optimize Supply Management

- Supply assurance through a global manufacturing and distribution network
- Asset management services and systems
- Product rationalization and standardization support
- On-site resources for supply management and support services
- Mobile app for multi-platform inventory system management



Automate Procure-to-Pay Processes

- Robust eBusiness support
 - Electronic order options which include custom catalogs and full integration with most major ERPs
 - Electronic payment options
- Procurement services
- On-site procurement support
- Streamlined remote purchasing with order control and tracking
- Site-based utilization and compliance tracking



Support Cost Savings Initiatives

- Support for regulatory compliance
- Industry-leading portfolio of over 1 million products to support vendor consolidation efforts
- Reduce manual processes
- Optimize use of existing lab and resources
- Volume and other incentives to drive alignment and impact
- Low-cost alternative program
- Financial and leasing services

Unmatched Customer Partner

We enable our customers to make the world **healthier, cleaner, and safer**

- Technology innovation leadership
- Unique customer value proposition
- Unparalleled global reach

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