



Serving Science in Europe, Middle East and Africa

Presenter Name

How Thermo Fisher Scientific is Translating Innovation into Results

1

Introduction: Thermo Fisher Scientific Overview

2

Chromatography & Mass Spectrometry Product Lines

3

Questions

A Mission We are Proud of



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

It's more than a vision

- \$18 billion in revenues
- \$750 million spent on R&D
- >55,000 employees
- 50 countries
- 5 premier brands

thermo
scientific

applied
biosystems

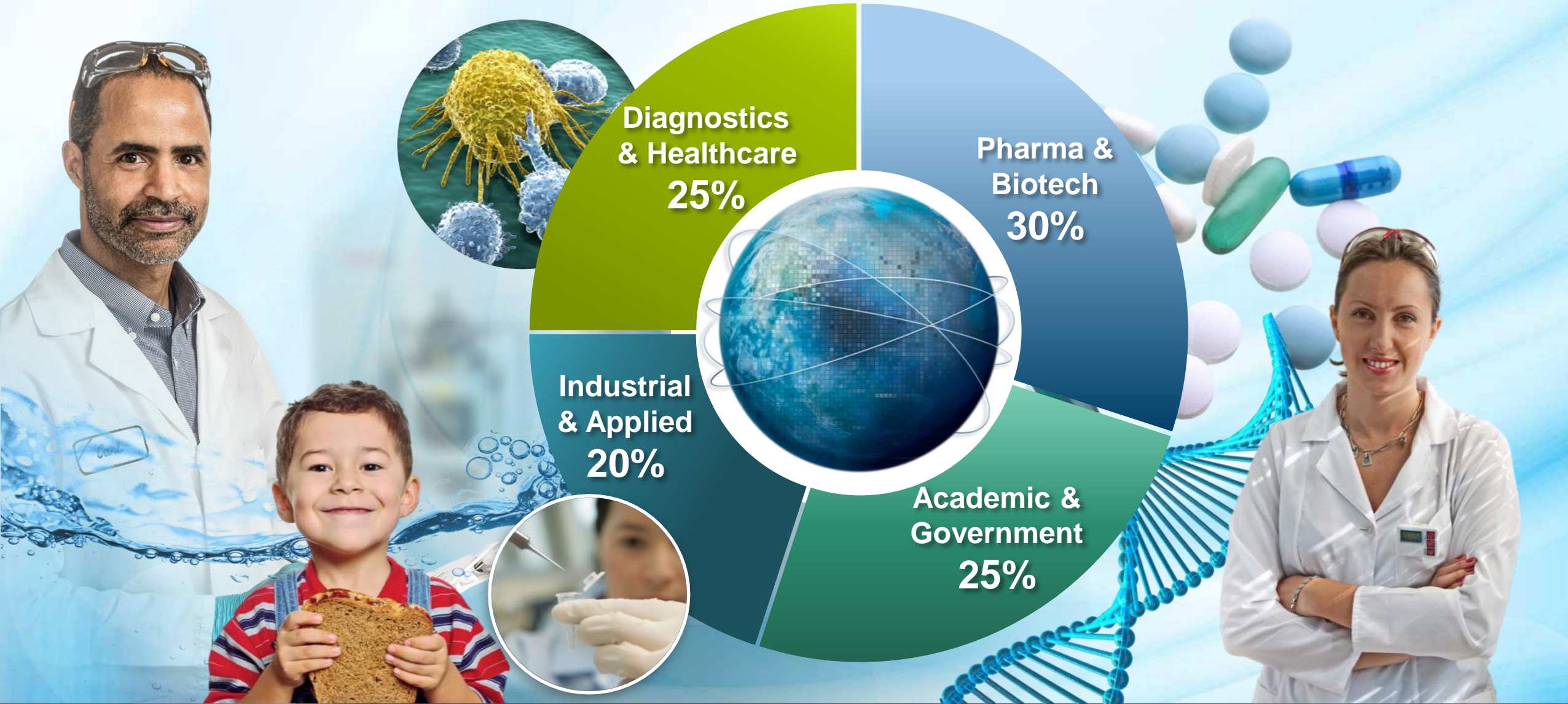
invitrogen

F **fisher**
scientific

unity
lab services

ThermoFisher
SCIENTIFIC

Serving Customers in Large and Growing Markets



Note: percentages as of 12/31/2015

Our Business Segments

Analytical Instruments

Mass Spectrometry



Q-Exactive HF mass spectrometer

Electron Microscopy



Titan S/TEM

Chromatography



Vanquish Horizon UHPLC



QE GC

Trace Elemental Analysis



iCAP TQ

Specialty Diagnostics

Clinical Diagnostics



Oral-Eze Oral Fluid Collection System

Pathology



Rotary Microtome

ImmunoDiagnostics



ImmunoCAP Allergy and EliA Autoimmunity Tests

Microbiology



Antimicrobial Susceptibility Testing Solutions

Transplant Diagnostics



NXType High Resolution Genotyping

Life Science Solutions

Clinical Oncology



Next Gen Sequencing

Genetic Sciences



QuantStudio Dx R qPCR

Reproductive Health



Microarrays

Human Identification



GlobalFiler PCR Amplification Kit

BioProduction



Cell Culture Reagents

Biosciences



Life Science Reagents

Laboratory Products and Services

Lab Equipment



Sorvall WX+ Ultracentrifuge

Distribution and BioPharma Services



Enterprise and Instrument Services

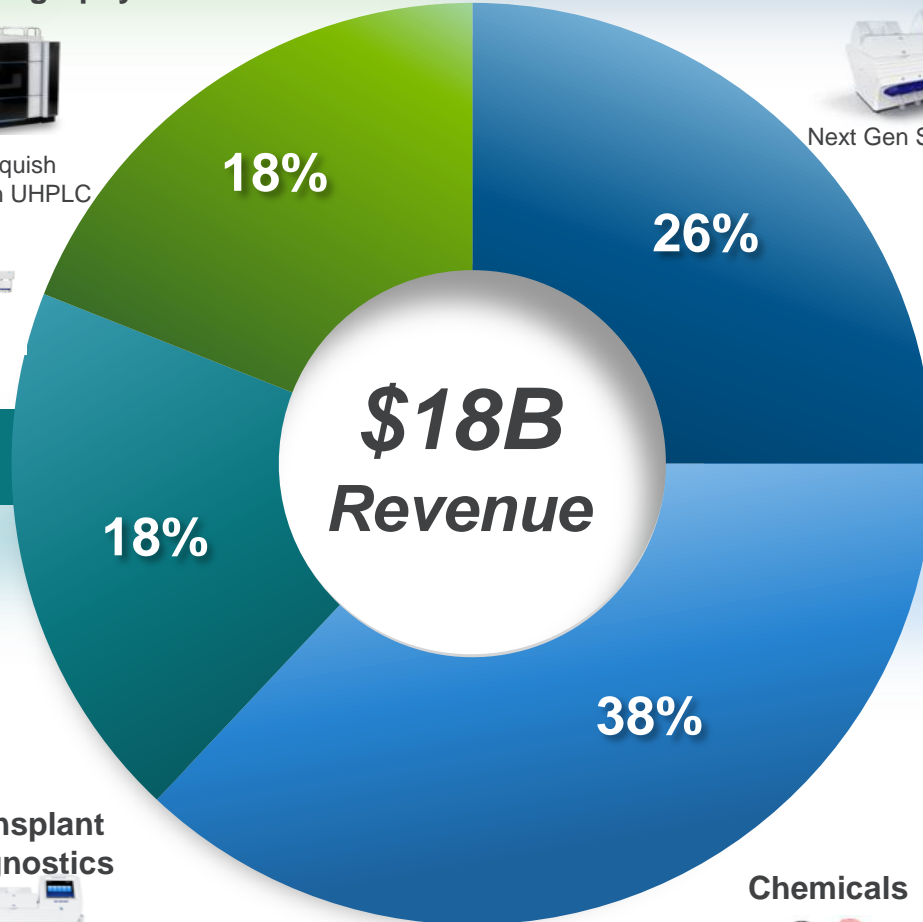


Lab Consumables



E1 ClipTip Pipette system

Chemicals





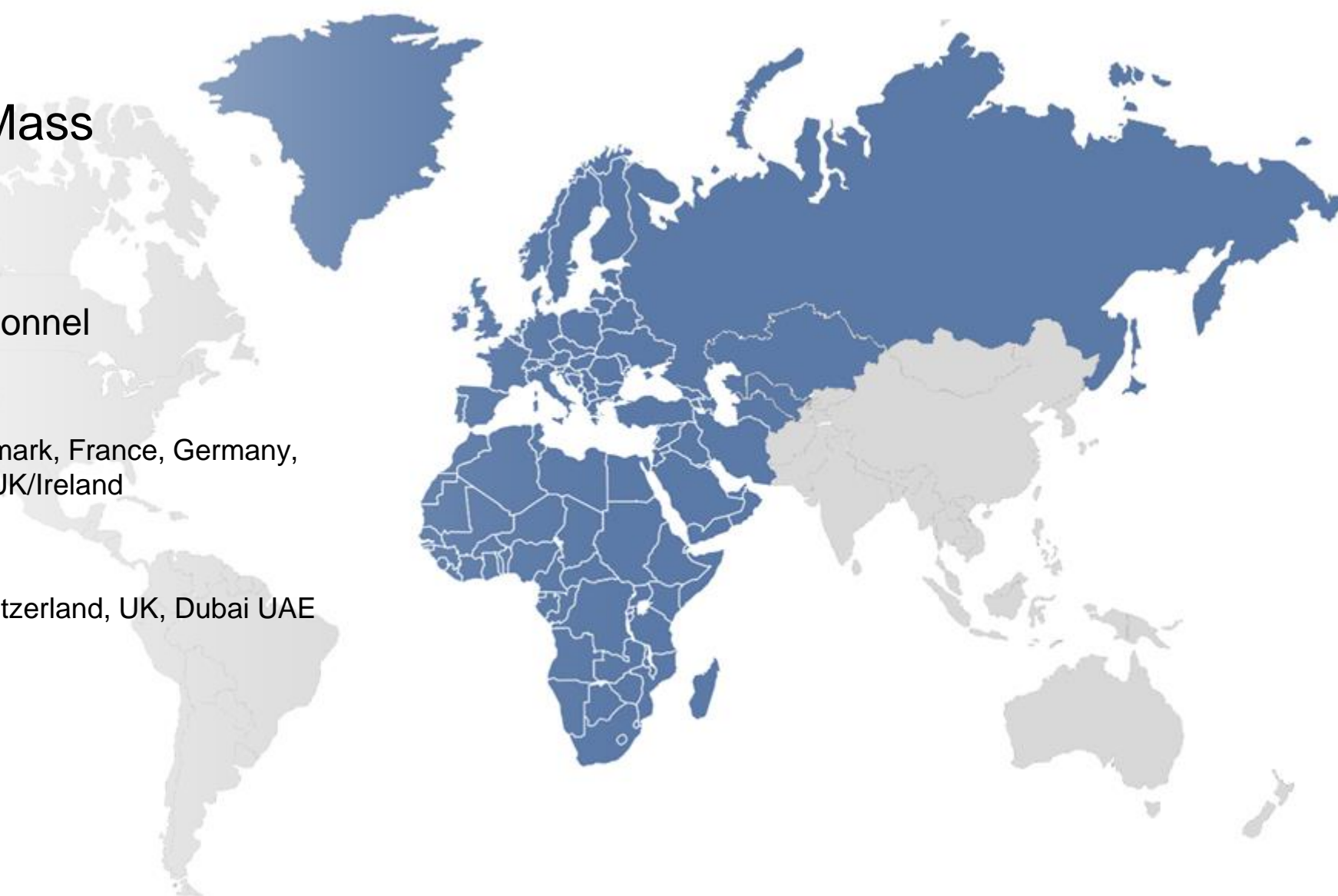
Our Customers – Our Focus

We help accelerate innovation and enhance productivity for our customers.

Excellent Coverage in Europe, Middle East & Africa

- Chromatography and Mass Spectrometry in EMEA

- 219 Direct sales personnel
- 149 Service and support personnel
- Direct sales offices
 - Austria, Benelux, Czech Rep., Denmark, France, Germany, Italy, Spain, Sweden, Switzerland, UK/Ireland
- Demo labs
 - France, Germany, Netherlands, Switzerland, UK, Dubai UAE
- Manufacturing plants
 - Germany, Italy, UK
- Extensive distributor network



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Columns and Consumables

SAMPLE HANDLING



- SureStop
- National
- Chromacol
- Virtuoso

SAMPLE PREP



- SOLA
- HyperSep Retain
- QuEChERS
- eVol
- Titan3 and Target 2
- WebSeal

Pharmaceutical/Biopharma
Government and Academia
Environmental/Food Safety
Clinical & Toxicology

GC COLUMNS



- TraceGOLD GC Columns
- TRACE GC Columns
- TracePLOT GC Columns
- SWAP-IT GC/MS Interface
- GLD Pro Leak Detector
- GFM Pro Flowmeter

LC COLUMNS



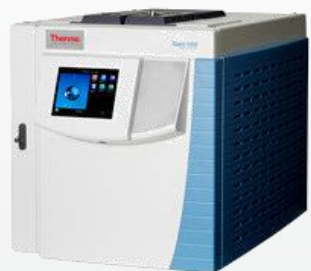
- Accucore
- Hypersil GOLD
- Synchronis
- Acclaim
- Hypercarb
- GlycanPac
- PepMap
- EASY-Spray
- MAbPac
- DNAPac
- Viper Fittings

Gas Chromatography Systems

TraceFinder™



CHROMELEON 7.2



Trace 1310 GC

- Compact
- Fast GC oven
- I-modules for fast change of applications and easy maintenance
- Touchscreen



ISQ LT™ Series Single Quadrupole GC-MS

- Auto SIM
- No vent source exchange
- Heated prefilter
- EI, CI
- Probe



TSQ™ 8000 Evo Triple Quadrupole GC-MS/MS

- Auto SRM
- No vent source exchange
- Heated prefilter
- EI, CI
- Probe
- Fast collision cell



Q Exactive™ GC Orbitrap™ GC-MS/MS

- No vent source & column exchange
- Heated prefilter
- EI, CI & Probe
- High resolution
- Accurate mass
- QQQ sensitivity in FullScan

From Routine to Research

HPLC Portfolio Overview

HPLC

UHPLC

Routine Analysis

Low-Flow

Flexibility, More Performance and Method Development

Research & HT

Vanquish Horizon

Vanquish Flex

- Binary pump high pressure solvent mixing
- Highest pressure capability up to 1500 bar
- Flow rates up to 5 ml/min
- Industry-leading precision and accuracy
- Two thermostating modes
- Unmatched detection sensitivity and linearity
- Biocompatible

- Basic Automated**
- Highly economic & reliable
 - 620 bar UHPLC compatible



620 bar

- Standard**
- Highest flexibility with Dual solutions
 - 620 bar UHPLC compatible



- EASY-nLC/RSLCnano**
- UHPLC systems for Nano/Cap/Micro range
 - 20 nL/min – 50 µL/min up to 800 bar with RSLCnano
 - 20 – 2000 nL/min up to 1200 bar with Easy-nLC
 - Proflow Technology



800-1200 bar

- RSLC/BioRS**
- Advanced workflows with Dual systems
 - 1000 bar up to 5 mL/min
 - Binary and Quaternary UHPLC systems



- Quaternary System**
- Quaternary solvent blending
 - Pressures up to 1000 bar
 - Flow rates of up to 8 mL/min
 - Two thermostating modes
 - Biocompatible



Up to 1000 bar



- Binary System**
- Binary high pressure solvent mixing
 - Pressures up to 1000bar
 - Flow rates of up to 8 mL/min
 - Two thermostating modes
 - Biocompatible



1500 bar

Informatics to Simplify Your Laboratory Operations

CDS



Streamline Chromatography Workflows

Connects to 450 instrument modules from 17 vendors
Simplifies data processing to get it right the first time
Simplifies method execution through eWorkflows™

Procedural ELN/LES



Simplify Process Execution

Drives users through a stepwise process
No customizations needed to deploy methods & SOPs
Connects to the general LIMS capabilities to provide an integration solution

LIMS



Complete Laboratory Management

Sample, test & result management
Management of lab personnel & resources
Process optimization & standardization

SDMS



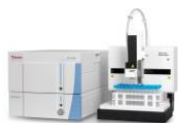
Visualize without Original Application

Laboratory data archival, retrieval and preservation
Support for >180 instrument data formats
Vendor independent XML for long term storage

Get a complete picture of your laboratory, from the original raw data to final results.

Inorganic Mass Spectrometry

GAS ISOTOPE RATIOS



Delta Ray IRIS



EA/GC/LC peripherals
with Delta V IRMS



253 Plus 10kV IRMS



253 Ultra HR-IRMS

HIGH MASS ELEMENTS & ISOTOPES



ELEMENT Series
HR-ICP-MS



TRITON PLUS TIMS



NEPTUNE PLUS
MC-ICP-MS

NOBLE GAS MS



Argus Noble Gas MS



Helix MC Plus and SFT Noble Gas MS

ORGANIC ELEMENTAL ANALYSIS



FlashSmart Elemental Analyzer

- Food & Beverage**
 - Quality
- Industry**
 - Fuel & Lubricants

MAGNETIC SECTOR GC-HRMS



DFS Magnetic Sector GC-HRMS

Geosciences

- Geology
- Paleoclimatology

Food & Beverage

- Food Integrity

Forensics

- Origin & Authenticity

Geosciences

- Geology
- Paleoclimatology
- Geochronology

Industry

- Semicon
- Nuclear

Geosciences

- Geology
- Paleoclimatology
- Geochronology

Environmental

- Dioxins
- Persistent Organic Pollutants (POPs)

Food & Beverage

- Food Safety

**From
Isotope
Ratio to
Knowledge**

Ion Chromatography

RFIC

HPIC



Dionex Aquion
2mm/4mm IC
Carbonate eluents
Electrolytic Suppression



Dionex Integrion
2mm/4mm HPIC
Flexible detectors CD/ECD
RFIC or Manual Eluents
Tablet control,
VIPER fittings
System monitoring



Dionex ICS-4000
Capillary HPIC
RFIC up to 200mM
Detector options CD/ECD
Reduced eluent/waste



Dionex ICS-5000+
Capillary/2mm/4mm HPIC
RFIC and Gradient Pump
Flexible & Modular
Detection Options
2DIC/post column reagents

Mass Spectrometry Serving Science

- Metabolomics
- Proteomics
- Bioanalysis
- Lipidomics

Exactive™ Series MS



Non-targeted Analysis

Tribrid™ Series MS



- Biomarker Discovery
- Proteomics
- Metabolism
- Metabolomics
- Lipidomics

HRAM

Quantitative

Applied Markets

Transform Your Science

Research Markets

Qualitative

Triple Quadrupole MS



- Food Safety
- Environmental
- Clinical Research/
Forensic Toxicology

MS, MSⁿ

Targeted Analysis

Ion Trap MS



- PTM Analysis
- Lipidomics
- Proteomics

Trace Elemental Analysis Family of Instruments



iCE™ 3500 Series furnace AA



iCE™ 3300 Series flame AA



iCAP™ 7000 Series ICP



iCAP™ RQ
Single quad ICP-MS



iCAP™ TQ
Triple quad ICP-MS

AA

ICP-OES

ICP-MS

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

ThermoFisher
S C I E N T I F I C



Europe, Middle East & Africa (EMEA)

- EMEA

- Around 188 countries
- 2.2 billion people
- 2000 languages
- 13 time zones

- Thermo Fisher Scientific in EMEA

- 20,000 employees
- Active in 39 countries
- Approx \$500Million

- Chromatography & Mass Spectrometry in EMEA

- 219 Direct sales personnel
- 149 Service and support personnel
- Direct sales offices
 - Austria, Benelux, Czech Rep., Denmark, France, Germany, Italy, Spain, Sweden, Switzerland, UK
- Demo labs
 - France, Germany, Netherlands, Switzerland, UK, Dubai UAE
- Manufacturing plants
 - Germany, Italy, UK, USA, Singapore, China
- Extensive distributor network
 - >60 Value Added Distributors

History of our cooperation in Bulgaria

Organizing local events – our October Thermo seminars with 17 years history



History of our cooperation in Bulgaria



Our collaboration - Our success:

- Sold more than 250 instruments including some high end instrumentation
- Successful participation in many local and international tenders

History of our cooperation in Bulgaria

Longstanding and Successful Cooperation

