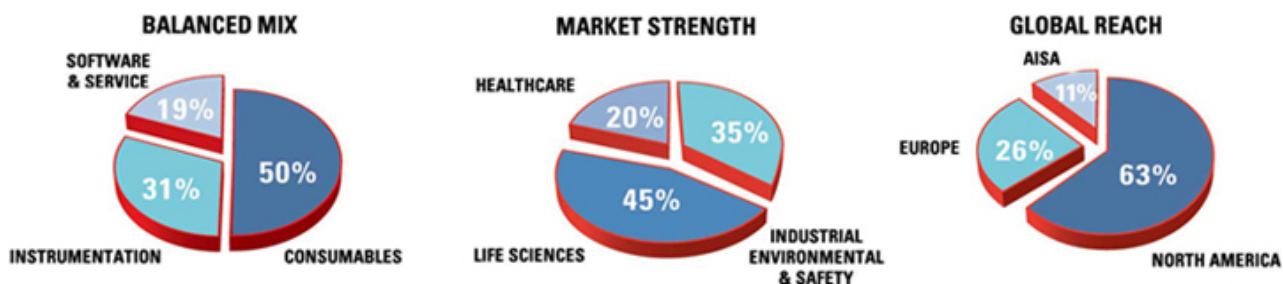


Overview

Thermo Fisher Scientific (NYSE: TMO) is the world leader in serving science. The company enables its customers to make the world healthier, cleaner and safer by providing analytical instruments, equipment, reagents and consumables, software and services for research, analysis, discovery and diagnostics.

With annual sales of more than \$10 billion, Thermo Fisher Scientific has more than 30,000 employees and serves more than 350,000 customers in pharmaceutical and biotech companies, hospitals and clinical diagnostic labs, universities, research institutions and government agencies, as well as environmental, industrial quality and process control settings.

The company delivers the industry's broadest selection of analytical instruments, equipment, consumables and laboratory supplies. Its growing portfolio of products includes innovative technologies for mass spectrometry, elemental analysis, molecular spectroscopy, sample preparation, informatics, fine and high-purity chemistry production, cell culture, RNA interference analysis and immunodiagnostic testing, as well as air and water quality monitoring and process control. The company also gives its customers the most convenient purchasing options, including a direct sales force of 7,500 professionals, catalogs and e-commerce.



Thermo Fisher Scientific Brands

Thermo Fisher Scientific's two premier brands are the foundation of its portfolio:

Thermo Scientific represents a broad range of high-end analytical instruments, chemistry and consumable supplies, laboratory equipment, software and services that enable integrated laboratory workflow solutions. Thermo Scientific is the new name for a trusted brand – Thermo Electron – that the world's most renowned researchers, clinicians and scientists already count on to solve their analytical challenges. The brand is strengthened by the addition of equipment, consumables and reagents acquired from Fisher Scientific.

Fisher Scientific represents a family of global product and service brands comprising a complete portfolio of laboratory equipment, chemicals, supplies and services used in healthcare, scientific research, safety and education. Fisher Scientific brings these solutions to general research customers worldwide, and through Fisher HealthCare, Fisher Safety and Fisher Science Education it delivers the specialty equipment, supplies and services that customers want, when and how they want them.

In addition to these two premier brands, Thermo Fisher Scientific also markets a range of specialty products, featuring well-known industry names such as Nalgene, Nunc and Remel. Offerings include consumables such as disposable laboratory glassware, plastic-ware and environmental sample containers ranging from vials, tubes and pipettes to microscope slides and syringes. These products are primarily sold through Fisher Scientific and our valued partners worldwide.

Markets Served

Thermo Fisher Scientific offers a complete and integrated portfolio of solutions and services for laboratory research and analysis, healthcare and clinical science and manufacturing and the field.

Laboratory Research and Analysis

Thermo Fisher Scientific serves the pharmaceutical, biotechnology, academic, government and other research and industrial laboratory markets. Its products and integrated solutions are used by pharmaceutical companies for drug discovery and development, by biotechnology companies and universities for life science research to discover new cures and preventions for disease and in laboratories focused on elemental analysis of liquids and solids.

Analytical instrumentation – Instruments include mass spectrometry, molecular spectroscopy, elemental analysis, chromatography, and electrochemistry. These instruments are used today in the expanding fields of proteomics, metabolomics, biomarker research and absorption, distribution, metabolism, excretion and toxicology (ADME/Tox) studies.

Lab equipment – A complete line of laboratory equipment spanning sample separation and preparation, sample handling, storage automation, constant temperature, and fluid handling and evaporation. Specific products include water purifiers, centrifuges, incubators, freezers, vacuum concentrators, and safety cabinets.

Research consumables – Offerings include plastic products for life science research, such as PCR accessories, cryogenic vials, pipette tubes, cell cultures, bottles, flasks, tubing and collection containers; bio-production products, such as carboys, tanks, tubing, flexible bioprocess containers and large-call cell-culture tools; and specialty glass products, such as HPLC accessories and auto-sampler vials and bottles.

Fine and high-purity chemistry - Products include high-purity solvent applications for DNA synthesis and separation, combinatorial chemistry libraries, laboratory reagents, and organic chemicals and organic-synthesis offerings.

Propriety protein, nucleic acid, cell biology and cell-culture – Includes RNAi technology and siRNA for life science research and drug discovery, gene silencing services, high-content cell screening systems and reagents and products for protein characterization, purification, modification and immunodetection.

Software and Laboratory Information Management Systems – A complete range of software and services for informatics and rapid analysis and storage.

Healthcare and Clinical Science

Thermo Fisher Scientific healthcare solutions include a full range of supplies for hospitals, clinical laboratories, reference laboratories and physician's offices. Its clinical diagnostic products and services are used by healthcare facilities and independent laboratories to analyze patient samples, such as blood.

Clinical testing systems and supplies – Offerings include consumables and instruments for histology and cytology.

Diagnostic products and services – Capabilities include design, development, and production of diagnostic tests and test kits.

Clinical trial support services – Services include investigational drug blinding, label design and randomization, and full provisioning for clinical trials, from packaging and environmentally controlled storage to distribution.



Manufacturing and the Field

Thermo Fisher Scientific provides products, solutions and services for process control and optimization and for environmental monitoring, safety and security. Offerings include a complete range of fixed and portable instruments for detecting radiation, explosives and chemicals and instrumentation used in manufacturing to ensure quality control through precise monitoring, measurement and analysis.

Process instruments – Products are designed to maximize performance, quality, safety and productivity in manufacturing/industrial settings. Rugged, online instrumentation provides real-time, precise measurement of moisture, gas, elements and weight, bulk and control requirements in the food and beverage, mining, pharmaceutical, oil and gas, petrochemical, power generation, metal, cement, minerals and mining, semiconductor, water and wastewater treatment and pulp and paper industries.

Environmental analysis instrumentation – Products include laboratory-based, field-based and portable instruments for detecting pollutants, hazardous materials and radiation in air, water and soil. Customers include fossil fuel and nuclear-powered electric generators; federal and state agencies, such as the U.S Environmental Protection Agency; first responders, such as the New York Police Department; national laboratories; commercial and academic laboratories; transportation authorities overseeing ports and airports, and other industrial facilities such as pulp and paper and petrochemical.

Security and detection devices – Offerings include a range of security products and services for the detection of nuclear materials, explosives, and chemical and biological weapons. Key customers include the U.S Department of Homeland Security, the U.S Department of Defense, the U.S Department of Energy, major airports, and first responders around the world. Instruments are used to screen luggage and cargo in airports and in seaports, to scan packages entering secure facilities, and generally to detect and prevent terrorist acts wherever risk is present.

Key Facts

- Publicly Traded on NYSE – Ticker symbol: TMO
- Headquarters: Waltham, Mass.
- President & CEO: Marijn Dekkers
- 30,000 employees
- 7,500 sales and service professionals
- 350,000+ customers
- Active in 150 countries