



WHERE **SCIENTIFIC**
BREAKTHROUGH BEGINS



The Life Science Group at Danaher

Helping Realize Life's Potential

Introduction

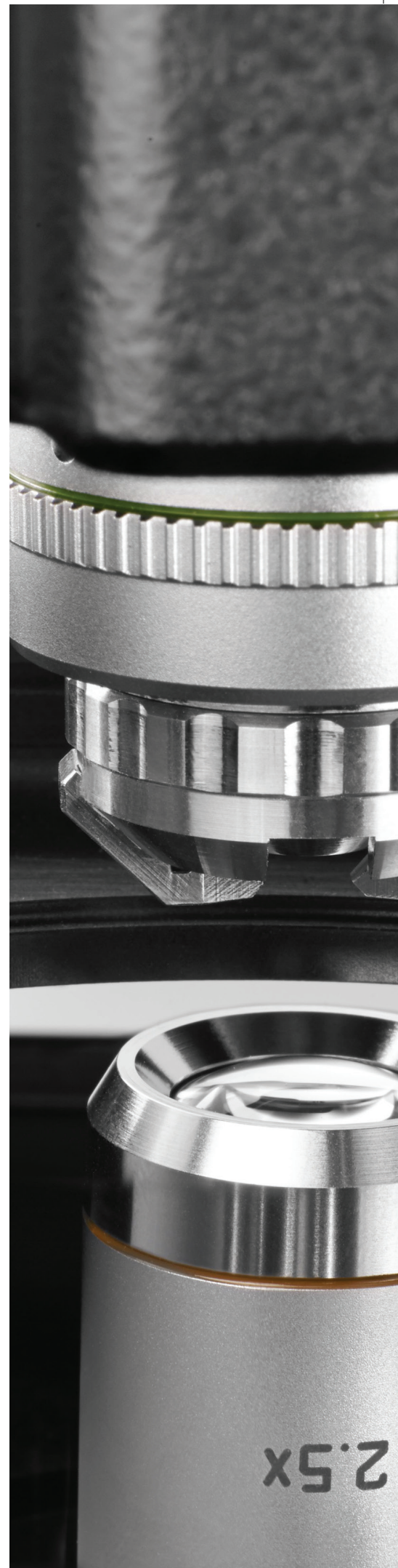
Danaher is a Fortune 150, global science and technology innovator committed to helping customers like you solve complex challenges and improve quality of life around the world. Danaher designs, manufactures and markets products and services for some of the world's most demanding and dynamic industries — test and measurement, dental, environmental, product identification, life sciences and diagnostics.

Our family of world class brands have unparalleled leadership positions in the markets they serve. With 59,000 associates in more than 125 countries, we are united by a powerful business system that serves as our ultimate competitive advantage.

Our extraordinary success is the direct result of our people and the Danaher Business System (DBS). DBS has evolved, since our founding in 1984, from a collection of manufacturing improvement tools into a philosophy, set of values and series of management processes that collectively define who we are and how we do what we do.

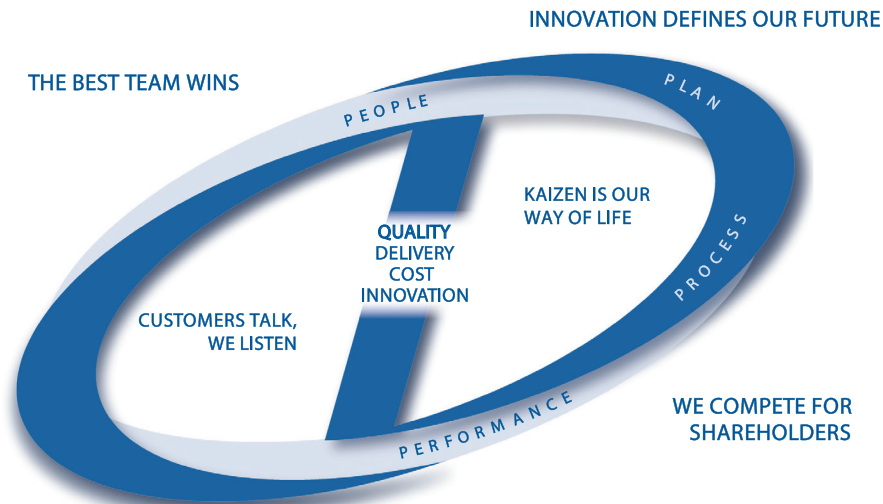
This common culture and operating philosophy gives our Life Science companies the tools and resources they need to shape strategy, focus execution and create value for you — our customers. The Life Science group consists of four operating companies: SCIEX, Beckman Coulter Life Sciences, Leica Microsystems and Molecular Devices. Collectively, we provide benefits to markets focused on understanding the causes of disease, identifying new therapies and testing new drugs and vaccines.

Customer needs are at the core of what we do. In fact, we continually strive to improve our products and services with your needs in mind. If you deal with a Danaher Life Science company, you will always get the latest innovations. We are global in reach, but local in service and support and in our collaborative approach to meeting your needs. We are committed to helping you unlock your potential and make your visions a reality. Danaher is continually setting and resetting the bar on how we innovate meaningful technologies and improve the lives of everyone we touch. Why? Because it is in our DNA.



Our core values — Begin with the customer in mind

Danaher Life Science companies speak the same language, embrace the same core values and share the same vision.



Customers' talk, we listen

Our customer-centric focus drives everything we do, and helps us create innovative products that address your needs. Quality comes first, always. Because we know that robust, repeatable processes yield superior quality, ensure reliable delivery and decrease cost — the attributes that will help us exceed your expectations.

Continuous improvement (kaizen) is our way of life

We constantly strive to do better, and aggressively eliminate waste in every facet of our business processes from manufacturing, engineering, operations and sales processes to provide the right foundation for efficiency and innovation.

Innovation defines our future

We're creative problem solvers, and are constantly challenging ourselves to take balanced risks to advance innovation. Out-of-the-box thinking — no matter how big or small — can add value to our enterprise, and to what we offer you.

The best teams win

We are team-oriented with involvement by all (including our customers); we seek fact-based, root cause solutions; we are accountable for our results and we deliver; we are non-political and not bureaucratic; we have high integrity and respect for others; and winning is fun!

We compete for shareholders

Our track record of financial success enables us to continually invest back into our businesses and our team, so that we can continue to grow and expand the solutions and services needed by our customers.

With these core values and our Danaher Business System, we are setting the bar high. We don't think there is any other way. We are proud of our portfolio of brands that are loved and counted on by customers like you worldwide. We invite you to get to know our life science companies better — from the customers they serve to the solutions they offer.

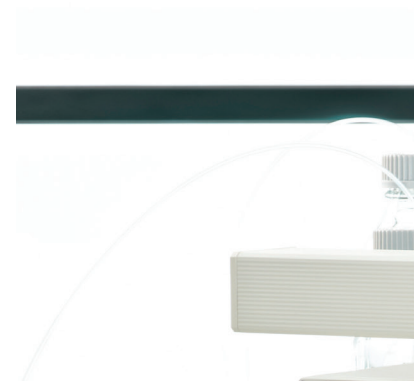


Providing Researchers with Answers that Lead to Greater Insights and Life-Changing Innovations

What if we had answers to life's most vexing challenges — cures for cancer and disease, our food supply and more? It all starts with deep research and integrated, highly reliable analytical tools that scientists and lab analysts can use to advance their scientific understanding. For more than 40 years, SCIEX has provided innovative solutions that enable customers to uncover these answers and redefine what is achievable in routine and complex analysis.

As a Danaher Life Science company since 2010, SCIEX helps scientists and laboratory analysts gain insights in addressing challenges in bioanalysis, biomedical research, biologics, food safety, clinical research, forensics and environmental analysis. SCIEX offers analytical solutions that include mass spectrometry, capillary electrophoresis (CE) and liquid chromatography technologies, along with a range of reagents, services and software that is uniquely designed to address customer needs. As a leader in mass spectrometry and CE, our solutions are backed by a global customer support network made up of certified engineers, technical specialists, training experts, application support chemists and regional logistics centers — all dedicated to helping you get the most out of your SCIEX systems.

At SCIEX our associates embrace the Danaher core value that 'innovations define our future,' and focus their strategies to create products that will ultimately touch every aspect of people's lives. In the Netherlands, SCIEX products are used for metabolomics profiling to gain insights into solving the mysteries of kidney disease. In Singapore, scientists are identifying biomarkers to improve the treatment of inflammation of the eye. At a leading university in the UK, biologists are using SCIEX liquid chromatography/mass spectrometry solutions to investigate stem cells and push the boundaries of Leukemia research.



SCIEX, At a Glance

- ✓ World headquarters in Framingham, Massachusetts
- ✓ 2,000+ associates — 260 hold PhDs
- ✓ 650+ issued patents
- ✓ Centers of Excellence in Singapore, China, India, Australia, Toronto, California and Massachusetts, Germany, and the United Kingdom
- ✓ Direct sales in 35 countries
- ✓ *Application areas:* drug discovery and development; clinical diagnostics, food and environmental testing; academic and clinical research; and forensic toxicology



QTRAP and MultiQuant enabled me to reduce protein quantitation data analysis time from six hours to 15 minutes for every hour of LC/MS run time.

Rick King, CTO of PharmaCadence Analytical Services







Dedicated to Advancing Science Through Discovery

For more than 80 years, scientists have been using Beckman Coulter Life Sciences research instruments to study the complex biological underpinning of disease, and to explore new therapies or drugs. Today, Beckman's instruments are performing vital roles in labs and universities around the globe. By listening to its customers, Beckman Coulter Life Sciences has become a trusted brand in the scientific community.

As a Danaher Life Science company since 2011, Beckman Coulter Life Sciences offers products for flow cytometry, particle characterization, centrifugation, automated liquid handling and genomics sample preparation. From basic cellular analysis research to advanced cell sorting methods and flow cytometry applications, we deliver comprehensive, innovative system solutions that address the principal steps in today's diverse laboratory processes and meet our customer's evolving needs.

From the Coulter Counter to the ViCELL, Beckman has been a pioneer in particle science. Beckman Coulter products have long led the path with our companions in pharmaceutical production, and related industrial markets to improve the effectiveness of life science researchers.

Beckman Coulter has been at the forefront of centrifuge innovation since we introduced the first commercial ultracentrifuge in 1947. Our complete line of centrifugation systems provides systematic excellence through their superior quality, reproducibility and reliable performance.

Beckman Coulter also enables scientists to automate critical steps in the discovery process with a comprehensive range of flexible and scalable automated liquid handling systems. The company's products enable next-generation sequencing, cellular analysis, proteomics, as well as nucleic acid sample preparation.

In all of these areas, Beckman focuses on a consultative approach with our customers and a focus on the Danaher core value of 'continuous improvement, or Kaizen,' in the design of workflows, applications and services to better address our customer's needs.

Beckman Coulter Life Sciences, At a Glance

Trusted name in life science for 80 years ✓

Broad product portfolio and consultative partnership approach to service and support ✓

2000+ associates and 49 sales offices worldwide ✓

275,000+ systems operate in both life science and diagnostics ✓

Application areas: life science automation, particle counting and characterization, centrifugation, flow cytometry, genomics sample preparation ✓

It's evident to me that the CytoFLEX™ Flow Cytometry Analyzer would suit the needs of many demanding applications. In terms of fluorescence sensitivity, it beat the pants off of anything I've ever tested.

*Ryan Duggan, University of Chicago,
Cancer Research Center, Flow Lab*



Understanding and Analyzing Microstructures — Innovating for More Than 150 Years

Optical resolution allows scientists and researchers to peer deep into everything from living cells to dead tissue to materials like semiconductors and microelectronics. Imagine microscopes that let researchers see life at 30 nanometers in three dimensions. Now possible thanks to Leica Microsystems.

A Danaher Life Science company since 2005, Leica Microsystems is a world leader in microscopes and scientific instruments. Our optical instruments and systems solutions are based on superior technical expertise in visualization, measurement and the analysis of microstructures. Our modular systems can be configured to suit customers' specific requirements.

At Leica Microsystems, 'innovation has been defining our future,' for more than 150 years. Staying true to the words 'with the user, for the user' of Ernst Leitz I, who led the former family business to world renown in the 19th century, Leica Microsystems has been partnering with customers to allow them to visualize, measure and analyze microstructures — to see the unseen, and help make important discoveries.

Leica Microsystems pioneered super-resolution microscopy by collaborating closely with leading scientists such as the Nobel Prize Laureate Stefan Hell as well as industry partners. Technologies resulting from Hell's principle could revolutionize opportunities for life science research, and allow novel discoveries to be made in the fields of virology, neuroscience and cancer research.

Leica Microsystems, At a Glance

- ✓ Dating back to 1847, and headquartered in Wetzlar, Germany
- ✓ Represented in over 100 countries with sales and service organizations in 20 countries
- ✓ Offered the first commercially available confocal super-resolution system
- ✓ 10+ years of experience in the field of super-resolution systems
- ✓ *Application areas:* life science for biotechnology and medicine, research and development of raw materials and industrial quality assurance



"...we have microscopes from all four major vendors, but the microscope service from Leica has been among the best in terms of dependability, honesty, and quality.

Thomas C. Südhof, M.D., Dept. of Molecular and Cellular Physiology & HHMI, Stanford University School of Medicine





Unraveling the Complexity of Protein and Cell Biology

Scientists want to better focus on breakthrough science, but they need the right tools. Molecular Devices understands this, and develops products with a customer-centric approach.

As the cell and protein company, Molecular Devices provides innovative instruments, scientific expertise, assays and analytics tools that empower scientists to see more, do more, know more with their research. When 'customer's talk, Molecular Devices listens' and understands that having a team that's accountable to customer satisfaction is how they've been successful for more than three decades.

As a Danaher Life Science company since 2010, Molecular Devices is one of the world's leading providers of high-performance bioanalytical measurement solutions for life science research, pharmaceutical and biotherapeutic development that enable scientists to improve productivity and effectiveness, ultimately accelerating research and the discovery of new therapeutics.

A research institute in France is using Molecular Devices products to study immune response during anti-cancer therapy — with the ultimate goal to develop immunotherapies. Research in the Sakaguchi Lab at Iowa State University uses its products to focus on experimental stem cell approaches for the rescue and repair of the damaged nervous system.



Molecular Devices, At a Glance

- ✓ Founded in 1983, headquartered in Silicon Valley
- ✓ 700 associates in 14 locations worldwide
- ✓ Leading and most trusted brand in the global cellular detection and drug discovery market
- ✓ *Application areas:* bioresearch, drug discovery, biotherapeutics



Innovation Defines Our Future — And Yours

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Kaizen is our way of life, and one of our five core values. The Kaizen mindset and commitment to continuous improvement provide the fuel that drives the Danaher engine. It is what differentiates us versus our competitors.

Tom Joyce, President and Chief Executive Officer, Danaher Corporation

As Danaher Life Science companies, we embrace our shared purpose to help our customers get answers to science's most pressing challenges. We are automating the workflow in laboratories and unraveling the complexities of biological systems. We are revolutionizing light microscopy, and evolving life science research. Around the globe, we are empowering scientists to unleash their brilliance for future discoveries they can only dream of today. Customers of the Life Science group at Danaher get the science right, and we help to make that happen by staying true to our core values. At Danaher, we partner with our customers to make their visions a reality. Our focus on innovation is not just to define our future, but to define the future of our customers worldwide. Through meaningful innovation we help unlock the potential that every customer has inside them.

We listen to the science just like you, because we know it is the foundation for the innovations of tomorrow. Together, we can realize life's potential and deliver the benefits of progress to all.

To learn more about Life Science products and solutions from our operating companies, visit their websites.



www.sciex.com



www.beckman.com



www.leica-microsystems.com



www.moleculardevices.com



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