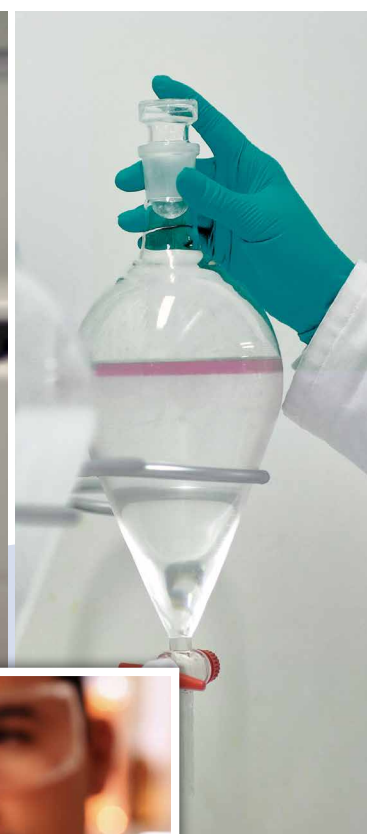


**25 Years of Laboratory Excellence**

# **Establishing a Global Reference in Laboratory Testing of Food, Pharmaceuticals and the Environment**



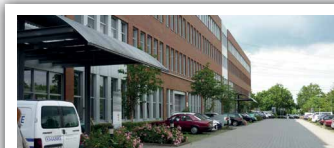
## Some of Eurofins large laboratories around the world



**Eurofins Lancaster (USA)**

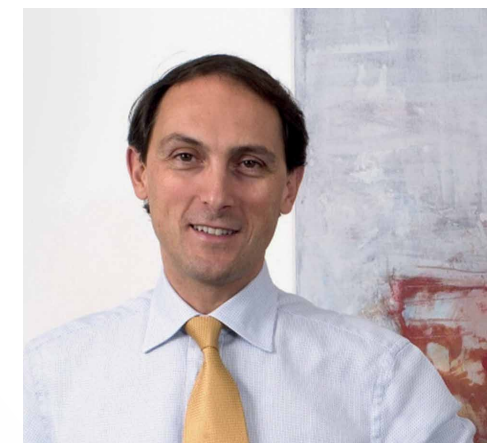


**Eurofins Nantes (France)**



**Eurofins Hamburg (Germany)**

# A Global Reference in Laboratory Testing of Food, Pharmaceuticals and the Environment



This year, Eurofins celebrates 25 years of excellence in bioanalytical testing. Founded in 1987 to market the SNIF-NMR® technology, the company has grown from four employees in a small laboratory in Nantes, France, to a global network of over 170 state-of-the-art laboratories across 32 countries, employing over 12,500. Eurofins is now the recognised world leader in food and pharmaceutical products testing. It is also number one in the world in the field of environmental laboratory services and one of the global market leaders in agrosience, genomics and central laboratory services.

I would like to take the opportunity of this 25<sup>th</sup> anniversary to acknowledge the passion for excellence, commitment and hard work of all our employees and thank them warmly for this as well as all those who have believed in and supported Eurofins over the years.

Our mission remains the same: to contribute to global health and safety by making high-quality laboratory testing accessible to all. As we celebrate with pride our achievements of the last 25 years, we are also looking forward to embark on the next phase of our journey to fulfill our mission. We have set an objective of doubling in size over the next five years, and by continuing to develop and deploy the most advanced analytical technologies becoming an even stronger partner for our clients. Indeed with 1 billion € revenues in 2012 in its narrow field of focus, at last Eurofins is beginning to have the scale, breadth and depth of technological portfolio, geographical scope and financial resources to bring meaningful advances to services offered to clients by its industry.

Gilles Martin, *CEO Eurofins*

## New Eurofins markets



**Eurofins São Paulo (Brazil)**



**Eurofins Bangalore (India)**



**Eurofins Shanghai (China)**



**Eurofins Tokyo (Japan)**



**Eurofins Auckland (NZ)**

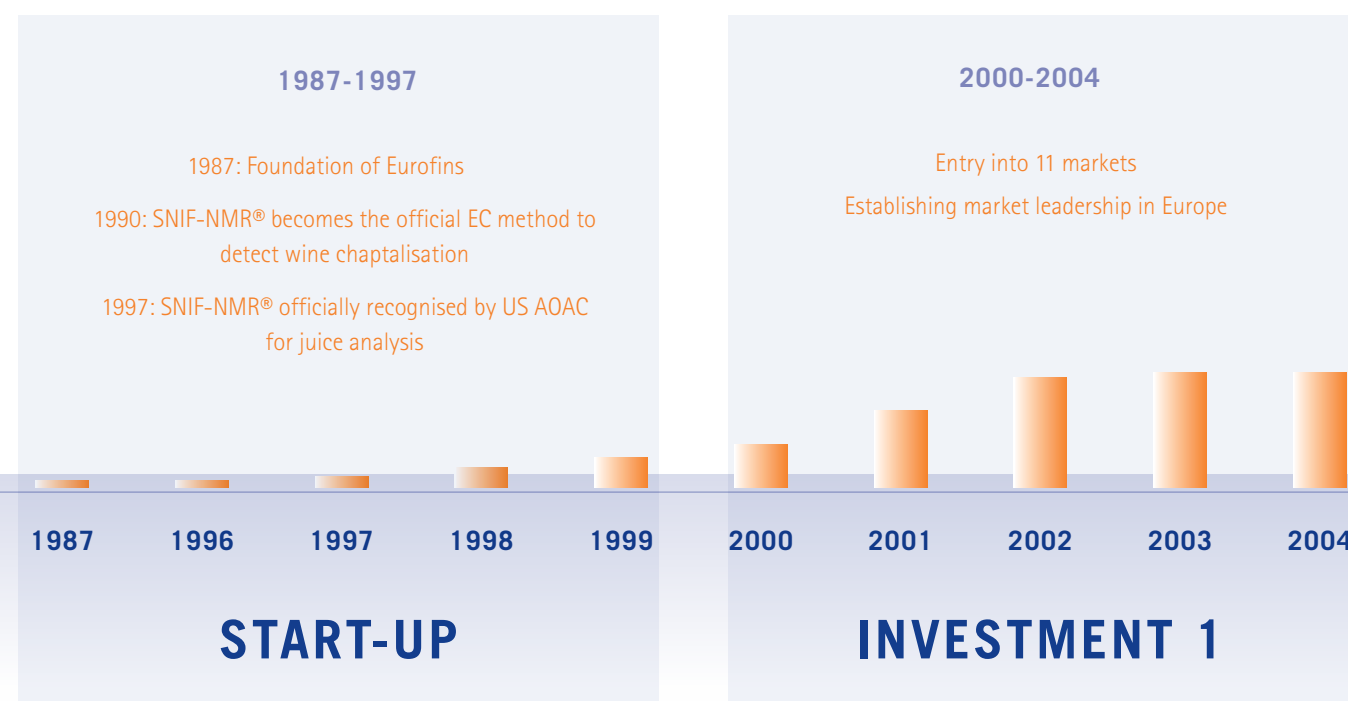
# 25 years of growth

Eurofins Scientific was founded in 1987 with four employees to market the SNIF-NMR® technology. In its first 10 years, the company industrialised and commercialised the technology, and widened its application to other beverages than wine and to various food products. Eurofins also started expanding its geographical reach, with its first acquisition of a testing laboratory in the USA, Nutrition International, in NJ.

Starting in 1997, Eurofins began ramping up its activities equipped with the modest proceeds from its initial public offering (IPO). In total since its creation, Eurofins raised EUR 55 m in equity (in four rounds over the period 1997-2000). In 2000, the Company started its first large investment programme to strengthen its technological portfolio and market leadership in Europe, investing in new technologies and acquiring several leading laboratories along the way. By 2005, Eurofins began reaping the benefits, having achieved leading positions in the markets in which it was active. In 2006, responding to the needs of its increasingly global customers, Eurofins undertook its second major investment programme, similar to the first cycle, to enter new markets and become the global leader in the field of laboratory testing of food, pharmaceuticals and the environment.

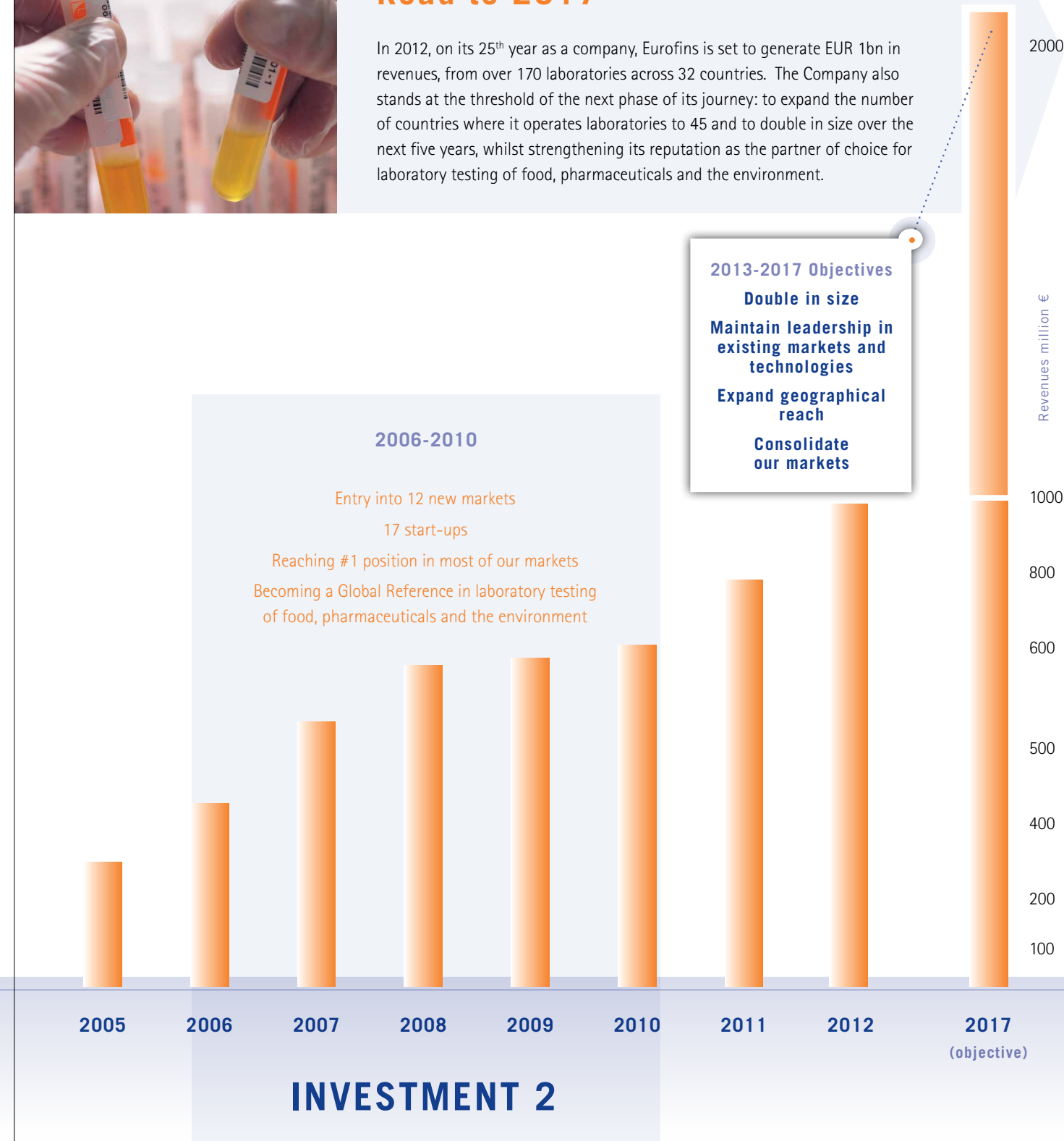
## 15 years of creating value for shareholders

In its 15 years as a publicly listed company, the inherent value in Eurofins' activities has been demonstrated in the average returns that the Company's shares have generated, having risen over 6,000% from EUR 1.83 to about EUR 120 on October 15, 2012. This means that for someone who bought shares at Eurofins IPO, the Company has provided an average annual return of over 30% for each of the 15 years that it has been traded.



## The next phase of the Eurofins journey: Road to 2017

In 2012, on its 25<sup>th</sup> year as a company, Eurofins is set to generate EUR 1bn in revenues, from over 170 laboratories across 32 countries. The Company also stands at the threshold of the next phase of its journey: to expand the number of countries where it operates laboratories to 45 and to double in size over the next five years, whilst strengthening its reputation as the partner of choice for laboratory testing of food, pharmaceuticals and the environment.





# Eurofins mission

To contribute to global health and safety by providing our customers with high quality laboratory and advisory services whilst creating opportunities for our employees and generating sustainable shareholder value.



## Food & Feed Testing

Eurofins is the world leading food and feed testing laboratory group, deploying the most comprehensive range of state-of-the-art analytical technologies in order to support its clients' increasingly stringent quality and safety standards.



## Pharmaceutical Testing

Eurofins' pharma services supports the pharmaceutical and biotechnology industries throughout the whole product development phases as well as during production with focus on Pharma Products Testing and Central Laboratory Services; in addition to an industry-leading Genomics business.



## Environmental Testing

Eurofins contributes to a clean and safe environment by providing market-leading laboratory testing and related services to a wide range of industrial companies, environmental consultants, contractors, facility managers and government authorities. Our services comprise testing of water, air and soil to assess their quality, purity and impact on public health and the environment.



## Eurofins in 2012:

**Laboratories : over 170**

**Countries where Eurofins operates laboratories : 32**

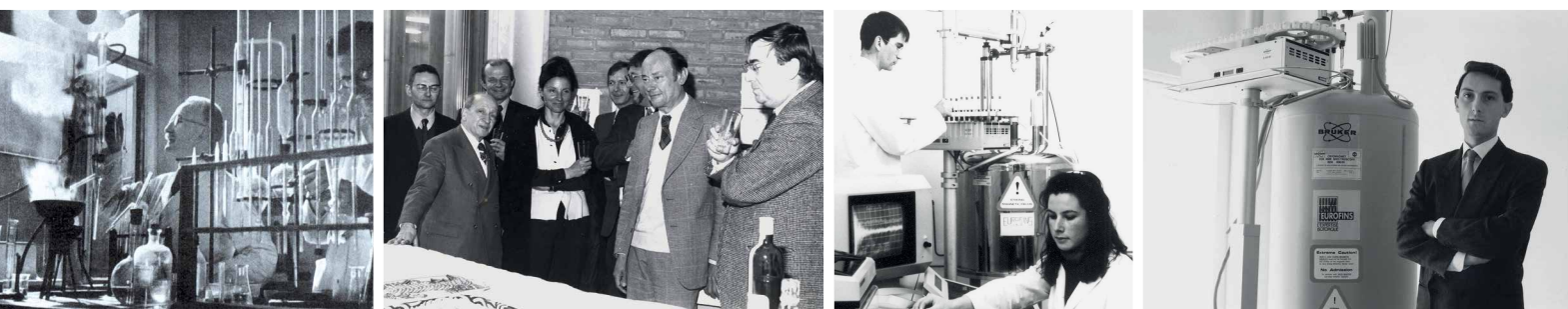
**Employees : over 12.500**





# 25 years of laboratory excellence

In October 1987 Eurofins started its business in order to market and develop the SNIF-NMR® technology, which was initially used to detect added sugar in wine (chaptalisation). Eurofins set up its first laboratory in Nantes.



Following two intense investment phases, the first (2000-2004) to expand its technological portfolio, and the second (2006-2010) to expand its geographical footprint, Eurofins has secured leading positions in most of its markets. During this period, the Company grew a staggering 1,238% (12.4x), nearly 30% every year thanks to a combination of strong organic growth, and multiple acquisitions of leading laboratories. Some of the laboratories acquired have existed much longer than Eurofins itself, with some dating back to the 19<sup>th</sup> century.

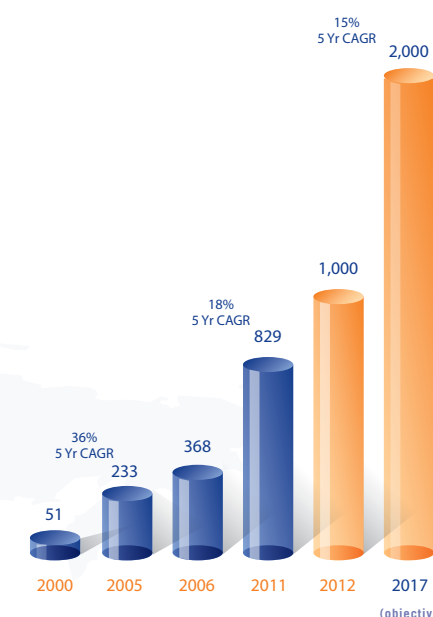
Today, Eurofins operates a network of over 170 laboratories across 32 countries, employing over 12,500 staff, and is the global leader in providing analytical services to the food, pharmaceutical and environmental industries.

# The next phase of the journey

## • Innovation

- Remain at the forefront of technology in our field
- Continue to expand our analytical portfolio
- Develop our competence centres with the best teams of scientists focused on each area of testing
- Deploy standardised world class IT systems to serve our clients even better
- Network investments to remain the reference in our markets

## Revenue evolution



## Headcount evolution



## • Focus

- Strengthen our core competencies
- Consolidate and lead our markets

## • Expand our geographical reach

## • Serve our clients as they expand globally

## • Set new standards in customer service by analytical laboratories

# Partners in safety



## Millennium: The Takeda Oncology Company

"We have been working with Lancaster Laboratories since 2008 and they have provided exceptional service that has set the bar for contract laboratory testing. Lancaster has consistently delivered high-quality GMP analytical services, rapid turnaround times, online access to data, and excellent client communication. I think that the acquisition of Lancaster by Eurofins has bolstered our confidence in Lancaster by placing our partner in a world class testing organization with expanded global capabilities. Our experience with Lancaster has been so positive that we continue to pursue new opportunities for Lancaster to meet Millennium's needs."

Jay Stella, Senior Director, Strategy & Operations  
Non-Clinical Development Sciences

## ExxonMobil Central Europe Holding GmbH

"We can always rely on the highest quality standards of Eurofins and delivery of results on time. In all the years we have been working together, we have never been disappointed. It has been a quarter of a century since Eurofins' foundation, and given that its analyses form the basis of our activities, we are happy that it exists. We always enjoy collaborating with the competent team of Eurofins Umwelt GmbH, and we hope that their success continues!"

Albert Klotz,  
ExxonMobil Central Europe Holding GmbH

## Danone



At DANONE, we worked with Eurofins in the early 90s to help us assess the authenticity of natural vanillin aromas using the SNIF-NMR® methodology. The results were very helpful for us in the QC management of our suppliers, and we have then decided to apply SNIF-NMR analyses testing authenticity of fruit juices. Today, we are still managing innovative R&D projects with Eurofins to develop new tools to detect food fraud."

Yves Rey,  
Corporate Quality General Manager at Danone

## Ferrero

Ferrero has been working with Eurofins from the beginning, as it is an important laboratory for authenticity testing in natural products, and provides professional, high quality services.

Jean-Pierre Studer  
Manager of Central Lab Ferrero

## A FEW MORE OF OUR WORLDCLASS LABORATORIES



Eurofins Shenzhen (China)



Eurofins Suzhou (China)



Eurofins Saverne (France)



Eurofins Maxéville (France)



Eurofins Ebersberg (Germany)



Eurofins Niefern (Germany)



Eurofins Hamburg (Germany)



Eurofins Nazareth (Belgium)



Eurofins Barneveld (NL)



Eurofins Breda (NL)



Eurofins Lidköping (Sweden)



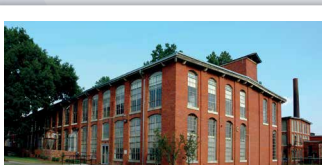
Eurofins Wolverhampton (UK)



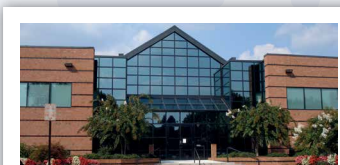
Eurofins Dungarvan (Ireland)



Eurofins Los Angeles (USA)



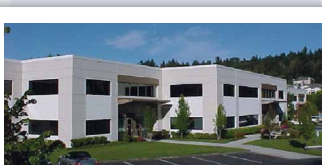
Eurofins Huntsville (USA)



Eurofins Washington (USA)



Eurofins Holstebro (Denmark)



Eurofins Seattle (USA)



25 Years of Laboratory Excellence



[www.eurofins.com](http://www.eurofins.com)

 eurofins