

Hain Lifescience Today



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Diagnosics excellence

FOR 30 YEARS

DIAGNOSTICS EXCELLENCE FOR 30 YEARS

It all began 30 years ago when we founded a mail order company. The main products at that time were swabs and culture media. We still distribute transport systems, but today also a whole lot more.

The most important milestone in our company history was the launch of our first in-house developed test system based on the **DNA•STRIP** technology. This set the ball rolling for the introduction of various assays for the diagnostics of hereditary diseases or microbial infections.

Throughout the years we have always pursued the same objectives and values. We aim to fulfill the needs of all our customers. Our products therefore are suitable for laboratories of any size and sample throughput.

Moreover, we intend to provide our customers with everything from one source: From swabs, nucleic acid isolation, all the way to molecular genetic assays and technical instrumentation. This means that we offer everything that is needed for modern and user-friendly diagnostics.

Our test systems are straightforward to operate and as they can be combined easily, they can also be smoothly integrated into your daily work. That only a minimum of equipment is required allows for an economical start into modern diagnostics.

Today we can proudly look back on 30 effective years. We have learned a lot and achieved quite a bit. Our company enjoys an excellent reputation. Our products are distributed all over the world and make a major contribution to diagnostic decisions and the preservation of patients' health.

With innovative technologies and modern high-performance instruments we are very well-positioned for the future. We are thus optimistic we will be able to keep up with competitors in facing an increasingly complex market.

We must give our customers the credit for our success. That's why we would like to take the opportunity to thank you for your loyalty and trust during the last 30 years.

We appreciate the confidence you place in us and hope for a trusting partnership that will last for at least another 30 years to come.

Best wishes!



Tobias Hain & David Hain
CEOs



»WE STARTED SMALL«

»We started small«

In 1986 the brothers Tobias and David Hain had an idea: they wanted to make it easier for laboratories to obtain all required tests from just one source. So they founded a company offering laboratory supplies. This all started in a small garage, which soon turned out to be too small for the daily needs of the customers. So in 1992 the first actual company building was inaugurated in Nehren, close to Tübingen, Germany. Via the development of a German-wide distribution network, the company started to grow. Upon realising that their customers' demands could not all be met with the products available on the market, the Hain brothers decided to develop their own test systems. By then the company had grown to a team of about 10 employees. In 1996 they began developing and producing their first test, **micro-IDent**[®], based on the **DNA•STRIP** technology which was a success on the market. During the following years many more test systems for the detection of genetic predispositions and important bacterial pathogens followed, expanding their portfolio. After only 10 years, the product portfolio comprised of diagnostic tests for the detection of mutations associated with an increased risk for thrombosis, for hospital-acquired pathogens like MRSA and vancomycin-resistant enterococci and for the detection of mycobacteria and their antibiotic resistances. But soon afterwards, diagnostics had to become faster. That's why a new generation of tests, the **GenoQuick**[®] format, was launched in 2006 which allowed reliable results after only three hours.

1986

Company founded
by Tobias and David Hain



1987

Laboratory supplies

»Automation and innovation«

Automation is becoming more and more important in laboratory processes. That's why in 2010 the **GenoXtract®** for nucleic acid isolation of up to 12 samples was introduced into the product portfolio.

The **FluoroType®** format, another new and innovative generation of tests, was launched soon afterwards. These assays allow for a rapid and reliable fluorescence-based detection of pathogens and genetic predispositions. Samples are processed in the **FluoroCycler® 12**, an instrument for the automated amplification and detection of up to 12 samples. With a reduced risk of contamination and minimal hands-on-time, **FluoroType®** tests are a user-friendly step into the future of diagnostics. For high throughput, the platform has already been extended with **FluoroCycler® 96**, the respective instrument for higher sample numbers.

The company was started because Tobias and David Hain realised what laboratories needed. And they still do. That's why the product portfolio of Hain Lifescience is constantly expanding. In addition to the well-established diagnostics, a new field of expertise is being explored: the qualitative and quantitative detection of viruses. Therefore, new fluorescence-based real-time PCRs

1996

DNA•STRIP technology – first test systems in the **GenoType** format: **micro-IDent®**



2001

First test systems of the **MRSA** and **mycobacteria** product series



2007

New company headquarters and launch of first DNA isolation kit: **GenoLyse®**



1992

First company building



1997

Hain booth at industrial exhibition



2006

GenoQuick® technology – **GenoQuick® MRSA**



2008

Setting up of subsidiaries in **Nairobi (Kenya)** and **Vigo (Spain)**

will enter the market within the next few months. But further innovations will also be developed in the already existing fields. New test systems based on asymmetric excess PCR with Lights-On/Lights-Off probe detection allow for the simultaneous detection of numerous parameters at once.

»Worldwide distribution of diagnostics made in Germany«

The overriding goal of Hain Lifescience has always been to provide the best possible support for the customers, no matter where they are. So in order to be close to them, over the last few years subsidiaries have been set up in Vigo (Spain), Nairobi (Kenya), Midrand (South Africa), Byfleet (United Kingdom) and Bandol (France). In most of the remaining countries of the world, Hain Lifescience is represented by long-standing partners.

»But there are always things to do. So we have to keep going. Diagnostics excellence – for 30 years and for the future!«

2009

Setting up of a subsidiary in Midrand (South Africa)



2012 / 2014

FluoroType® technology and FluoroCycler® instruments



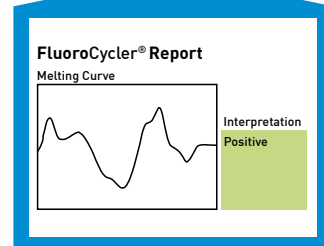
2015

Setting up of a subsidiary in Bandol (France)



2011

Setting up of a subsidiary in Byfleet (United Kingdom)



2016

The next generation of FluoroType® test systems – asymmetric excess PCR and real-time PCR

**»LIKE IN A CLOCKWORK MECHANISM,
ONE GEAR WHEEL FITS PERFECTLY
INTO THE OTHER«**

Behind our success there is a highly motivated team which contributes expert competence, experience and commitment in developing, producing and marketing top quality diagnostics. Although we always look at the whole, in our company each individual also counts. We are aware that our employees are only motivated and satisfied when they have exciting jobs, personal future prospects and finally the security that they will also be needed tomorrow. Thus, we aim to create the best prerequisites for a pleasant working environment.

»I like being able to work completely independently. My job is very diverse and always interesting.«

K. Schramm, Product Manager

»I have kind colleagues that I can count on.«

S. Welker, Secretary

»My wish would be for the Hain brothers to successfully lead the business for many more years to come.«

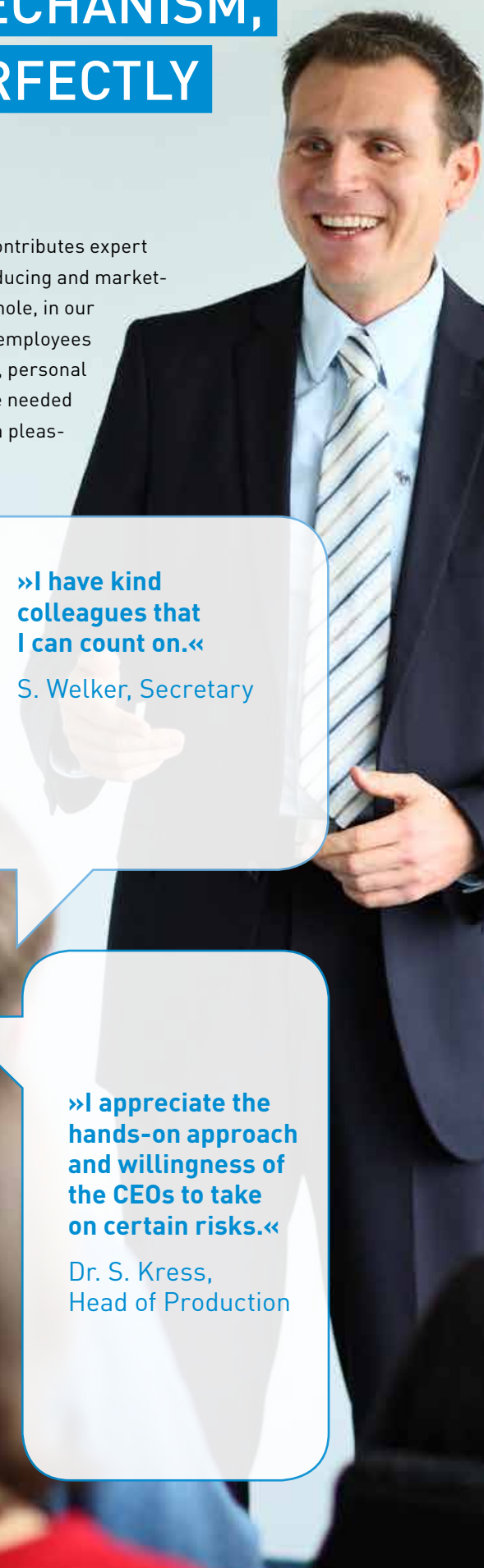
T. Calo, Production

»I appreciate the hands-on approach and willingness of the CEOs to take on certain risks.«

Dr. S. Kress,
Head of Production

»What I appreciate most about Hain Lifescience is that the team spirit has remained steady despite a large increase in the number of employees over the years.«

Dr. S. Dombrowa, Product Manager



»OUR EMPLOYEES ARE MORE THAN JUST NUMBERS«

in the quality management and the regulatory affairs (QM) department



of employees work in sales



in the production department



in the R&D department



180
employees in total

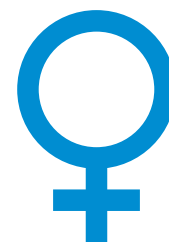
109
in Nehren

10
years

33% of employees have been working for more than 10 years for Hain Lifescience



33% men



67% women

EUROPE



Hain Lifescience Spain S.L. Vigo, Spain



HL Spain was founded in Vigo in 2008. Vigo is the largest city in Galicia, in the north of Spain and situated on the shores of the Atlantic Ocean. Today seven staff members are employed there. This year they moved into larger offices in order to have more space for their warehouse and showrooms.

Three questions to Ana Donate,
Managing Director of HL Spain:

What is your most successful product in Spain and why?

Ana: Right now it is the **FluoroType® MTB**. Thanks to its high sensitivity in pulmonary and extrapulmonary patient specimens, numerous TB labs in Spain perform this test in their daily routines.

What is the major advantage of the Hain products in your opinion?

Ana: The quality and robustness. Spanish customers always emphasise that Hain products are top quality products.

What is the biggest challenge in your daily work?

Ana: To deal with the complexity of the market and increase sales numbers in a country affected by a big crisis with four million people unemployed.



Hain Lifescience UK Ltd. Byfleet, United Kingdom

HL UK was founded in 2011 in Byfleet, which is a suburb of the large town of Woking in Surrey, 40 km southwest of London. HL UK has manufacturing facilities for thermal cyclers and automation solutions. Of the 25 employees, three work in sales.

Four questions to Paul Holmes,
Director of UK Sales:

What is the most successful Hain product in the UK?

*Paul: The **GenoType Mycobacterium CM** test is widely used by mycobacteria reference labs.*

What is the major advantage of the Hain products in your opinion?

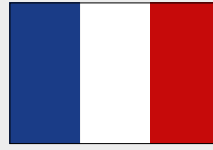
Paul: The opportunity to offer a broad range of molecular assays and instrumentation that can be scaled up depending on the throughput.

What do you value most regarding the cooperation with your German colleagues?

Paul: They are knowledgeable, professional, conscientious, hardworking and very helpful.

What do you wish Hain Lifescience for the future?

Paul: To be able to offer a broad portfolio of products based on new technologies and to offer best in class automation to suit the needs of customers.



Biocentric Bandol, France

Biocentric was founded in 1999 in Bandol, a coastal town and wine-growing region in the western part of the Côte d'Azur. In 2001 Biocentric became a Hain distributor. Biocentric specialises in producing real-time PCR tests for HIV, HBV and HCV and employs 17 people. This year Biocentric became a Hain subsidiary.

Two questions to Marc Tordjeman,
Director of Biocentric:

What is the most successful Hain product in France?

*Marc: Beside our own HIV test system "Generic HIV Charge Virale", the most successful Hain products are the periodontitis tests; closely followed by the **GenoType MTBDRplus** version 2.*

What is the major challenge in your daily work?

Marc: In France we are facing an increased competition with "press-button" systems. Furthermore the laboratories are merging into bigger ones which request fully automated solutions.



AFRICA



Hain Lifescience SA (PTY) Ltd. Midrand, South Africa



HL SA was founded in 2009 in Midrand not far from Johannesburg. HL SA has 17 employees and provides service and support for customers in South Africa as well as Namibia, Swaziland, Lesotho, Zambia, Mozambique, Botswana and Malawi. HL SA has a fully equipped laboratory situated in the Hain Lifescience building in Midrand which is specifically designed for customer trainings.

Three questions to Chrisna Prinsloo, Marketing Manager of HL South Africa:



What is the most successful Hain product in South Africa?

*Chrisna: **GenoType MTBDRplus** version 2 for the detection of multidrug-resistant tuberculosis. South Africa is one of the countries with the highest burden of TB worldwide.*

What is the biggest advantage of the Hain products in your opinion?

*Chrisna: Since the **GenoType** tests are multiplexed, the amount of information that can be concluded from the results is large.*

What do you wish Hain Lifescience for the future?

Chrisna: We want to be among the world leaders in the distribution of molecular diagnostic products, services and solutions in order to enable our customers to also be the best they can be. We wish to create a better everyday life for people. People that work for us, people that buy our products, people that benefit from the use of our products and the community as a whole.



Hain Lifescience East Africa Ltd. Nairobi, Kenya

HL East Africa was started in 2008 in Nairobi, Kenya. Today five people are employed there and serve the Sub-Saharan region north of Malawi, Zambia and Angola. The main focus of HL East Africa from the beginning on was to offer diagnostic solutions in the region even beyond any logistical challenges.

Four questions to Alice Gichane,
General Manager of HL East Africa:

What is the most successful Hain product in your country and why?

*Alice: It is the **GenoType MTBDRplus**. This test is able to address the question of whether the patient has TB or not. And if it is first-line drug resistant TB or not - all in one test. It has also come to be known in the region as the confirmatory test for other tests out in the market. Many do not question the test's viability as it has been proven over and over in the field. The region also has some of the highest global TB rates especially secondary to HIV infections.*

What is the major challenge in terms of diagnostics in East Africa?

Alice: Heavy reliance on microscopy for TB diagnosis. And lack of laboratory infrastructure where it is needed most in areas of highest disease burden.

What is the major challenge for your daily work?

Alice: Slow government decision-making and procurement mechanisms. Often we must introduce the concept of molecular diagnostics



prior to introducing our products. So our job is to also build the knowledge base of our customers. Besides the restricted infrastructure in the region, delaying or forcing us to create added solutions to get the work done.

What do you value most regarding the cooperation with your German colleagues?

Alice: The readiness to work with us to solve any challenge we face. We thus feel we are not alone.

MYCOBACTERIA PRODUCT SERIES: TB, NTM AND LEPROSY

Although tuberculosis (TB) is considered an ancient illness, it is still one of the most frequent infectious diseases today. Recent estimations suggest that one third of the world's population is infected with TB. According to the WHO, each year more than nine million people are newly infected and about two million die as a consequence of the infection. The majority of all newly infected patients live in developing countries. The fact that more and more resistant mycobacteria emerge and that co-infections with HIV are frequent make it even more difficult to fight TB.

With our **mycobacteria product series** you get the perfect solution for almost every requirement. Our molecular genetic test systems allow an efficient and reliable stepwise diagnostics: Rapid and sensitive TB screening directly from patient specimens, species differentiation and identification as well as drug susceptibility testing from patient specimens or cultivated material. No matter if you have a high or low sample throughput, prefer manual or automated procedures, our test systems are the right choice for you.

After all, it is with good reason that the WHO recommends our latest test systems for diagnostics of MDR- and XDR-TB.



NOSOCOMIAL INFECTIONS

Since the early 1990s, bacteria resistant to antibiotics have been playing an important role in nosocomial infections. In Germany, an estimated 400,000 to 600,000 patients suffer from hospital-acquired infections each year; 10,000 to 15,000 of them die. Typical problems are surgical site infections, urinary tract infections and pneumonia.

We offer a broad range of molecular genetic test systems for the detection of important nosocomial pathogens: Methicillin-resistant *Staphylococcus aureus* (MRSA), *Clostridium difficile*, enterohaemorrhagic *Escherichia coli* (EHEC) and vancomycin-resistant enterococci (VRE).

HUMAN GENETICS

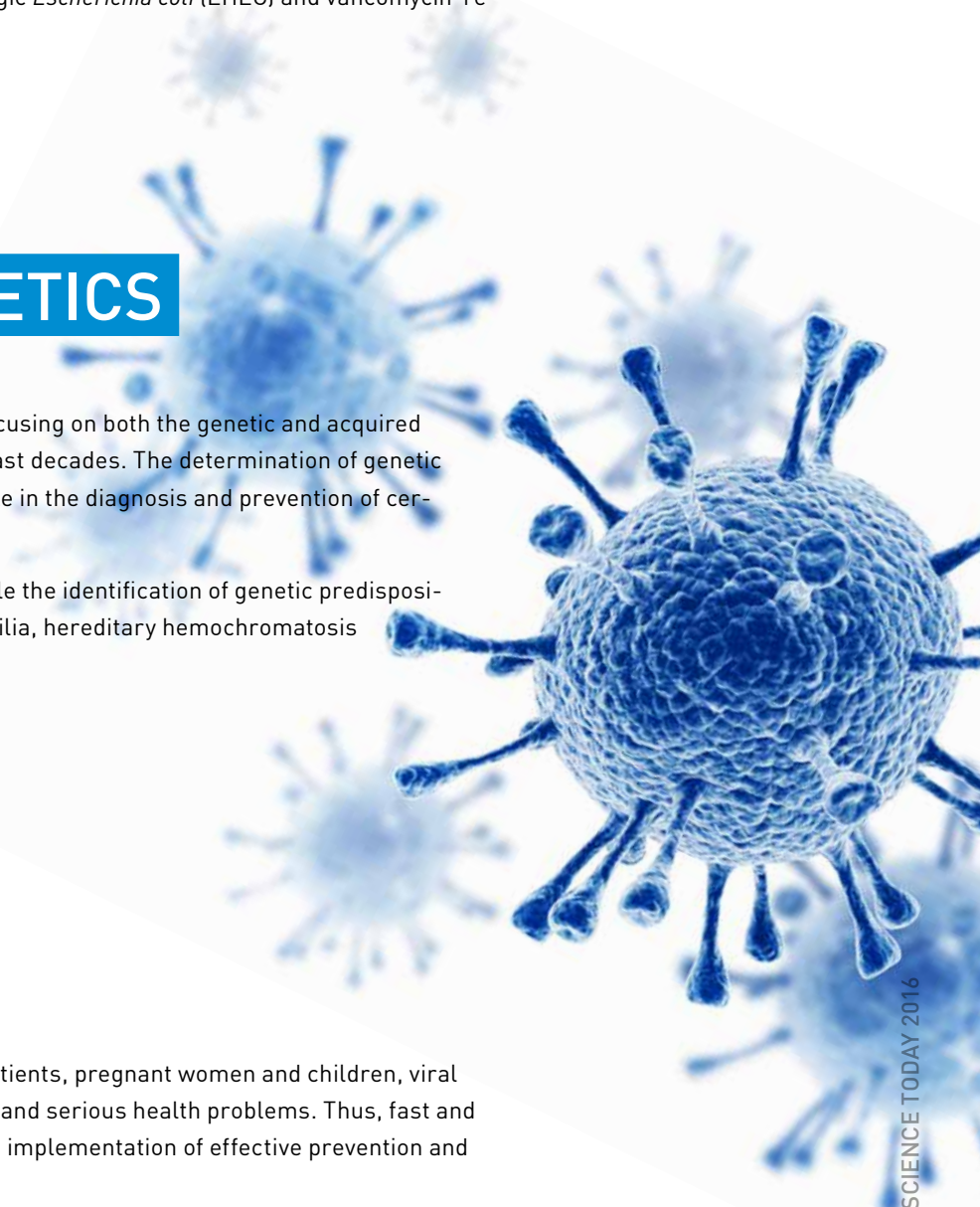
There has been extensive research focusing on both the genetic and acquired causes of hereditary diseases in the last decades. The determination of genetic predispositions plays an important role in the diagnosis and prevention of certain hereditary diseases.

Our human genetic test systems enable the identification of genetic predispositions for various diseases: thrombophilia, hereditary hemochromatosis and food intolerance.

VIROLOGY

Especially in immunocompromised patients, pregnant women and children, viral infections can lead to life-threatening and serious health problems. Thus, fast and reliable diagnostics are crucial for the implementation of effective prevention and therapeutic measures.

Our virological test systems enable the reliable detection of different viruses: Herpes simplex virus (HSV), cytomegalovirus (CMV), human polyomavirus BK (BKV), varicella-zoster virus (VZV) and Epstein-Barr virus (EBV).



»360° DIAGNOSTICS: THE HAIN LIFESCIENCE SYSTEM«

Automated diagnostics: From extraction to result interpretation

We offer everything that is needed for the user-friendly processing of our test systems: Starting with an automated nucleic acid extraction, amplification by PCR to the reliable detection and objective result interpretation.

As big as you need us to be

Our instruments are suitable for small, medium and large sample throughput. They are specifically designed for our wide range of diagnostics. The implementation is easy and cost-efficient. We provide top service and support. The instruments will thus ease your daily work and you can decide on your individual level of automation.

Made with knowledge and expertise

Most of our instruments are produced by our subsidiary Hain Lifescience UK Ltd. in Byfleet, United Kingdom. The former Quanta Biotech Ltd. was incorporated in 2011 and manufactures, distributes and designs thermal cycler instruments for the healthcare industry. Our R&D department and HL UK's engineers have a close and effective cooperation in order to optimise instruments, software and diagnostic assays for our customers' requirements.



COPAN AND HAIN – »PASTA AND SPÄTZLE«



Our long-term business partner COPAN Italia was already founded in 1979 as a manufacturer of disposable plastic articles for chemical and clinical test laboratories. Copan is also a family business built up by the Triva family. Copan is based in Brescia in the region of Lombardy, a few kilometers from Lake Garda. When Hain Lifescience was founded in 1986, the first products were Copan swabs. Over the last 30 years, transystem 108C has remained the top seller among all transport systems. This rayon tipped plastic applicator comes with a transport tube containing amies agar gel medium, which is frequently used for MRSA sampling. Apart from the business relationship, over the years a personally friendly cooperation has developed between the two families. However, the reason for this long-standing and fruitful cooperation is that we share something very important with our Italian partner: a reputation for innovation.

Interview with Valeria Uberti Foppa, Sales and Customer Care Manager at Copan.



The business relationship between Copan and Hain started 30 years ago. What do you know about those times?

Copan: We shared the experience of launching our transport swabs onto the market. David and

Tobias were travelling all around Germany, acquiring more market share day by day. They did a wonderful job.

How many employees were working for Copan at that time?

Copan: In 1986 there were 27 people working for Copan.

How many are there today?

Copan: Today the group is made up of five companies with different missions grouping a total number of 480 people.

How many pieces of our top seller transystem 108C do you produce per year?

Copan: Of 108C alone, we manufacture 46 million pieces per year.

How would you explain our cooperation?

Copan: The cooperation with Hain is a constant monitoring and supplying the German users with an excellent service at 360°. Hain is a partner not only in the microbiology field but has also become a good partner in the molecular field.

What do you wish Hain Lifescience for the future?

Copan: I wish Hain Lifescience to keep on working with heart and passion, always innovating processing and products. Innovation is the heart of industrial growth and by quoting Confucius: "Choose a job you love and you will never have to work a day in your life".

HAIN WORLDWIDE

Our products are marketed by an international distribution network of partners in more than 60 countries all over the world. We place great emphasis on a good and long-lasting relationship with our customers and partners. Our cooperation is generally marked by profound reliability, fairness and sustainability.



Italy

Since 2000 we have been working with our Italian partner Arnika, Srl in Milan, Italy. They distribute the entire product portfolio. The Italian customers particularly appreciate the **GenoType Mycobacterium CM** for mycobacteria differentiation from culture. Marketing and Sales Manager Vittorio Verri cordially congratulates us on our company anniversary and wishes for Hain to grow and work with the same enthusiasm that has always made them special.



Austria

There has been a long-standing and friendly cooperation with our Austrian distributor BioProducts GmbH since 2001. Director Thomas Langmann shortly explains how the collaboration with Hain came into being: "At that time I heard about the TB-strips from one of my customers". Today, BioProducts distributes all molecular genetic assays and the required instruments. According to them, the Austrian customers like the good product quality and support of their German partner. Furthermore, he points out that innovative solutions also for smaller labs, personal involvement of the management and their long-lasting relationship are highly appreciated. For the 30th company anniversary he wishes the Hain team plenty of happiness and good health.



Finland

Our most northern distributor is in Hämeenlinna, Finland. Since 2002 we have been working with Immuno Diagnostic Oy. They started with some human genetic assays. Today they distribute the complete product portfolio with the mycobacteria product series being the most successful part. Our Finish partners especially praise the robustness and good quality of the test systems. They say that particularly with the TB range, several targets are covered that are not so widely available from other manufacturers.



»OUR CUSTOMERS

ARE OUR VALUED PARTNERS«

Our mission is to meet our customers' needs. That's why our test systems are suitable for laboratories of every size and sample number. Processing can be performed manually with common laboratory devices or in an automated manner. We aim to find the perfect solution for every customer and laboratory. Our support does not end until everyone is totally satisfied.

"We have been using the Hain tests for 15 years. We started with the line probe assays for TB diagnostics. We appreciate their reliability, easy handling and low technical effort."

Dr. K. Fischer,
Nürnberg, Germany

"Hain Lifescience is an innovative company with an excellent scientific reputation. We have been customers and close study partners for more than 20 years now."

Dr. U. Eigner,
Heidelberg, Germany

"The introduction of the first Hain line probe assays was a revolution in the TB lab. They saved us valuable time and a lot of effort."

A. Beneke, München,
Germany

"Hain Lifescience stands for science, innovation, and commitment to the customer!"

Prof. G. Pfyffer,
Luzern, Switzerland

71% of our customers
are **very pleased**

and 29% of our customers
are **pleased** with the
quality of our products

71%

29%

CUSTOMER SURVEY

2015

86%

86% of our customers use
our test systems **regularly**
several times a week



»WE ARE THERE
WHERE YOU NEED US«

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