Press Release

Eppendorf: Sales stable in 2013

- Income from operations (EBIT) of approximately €94 million
- Well equipped for 2014 with many new products

Hamburg, April 10, 2014 – In fiscal year 2013, the Eppendorf Group achieved sales of €502.7 million (prior year: €520.2 million). When adjusted for currency effects, sales were only slightly lower than in the previous year (-0.4%). Income from operations (EBIT) decreased to €93.8 million (prior year: €101.5 million), and 2013 net income declined to €67.5 million (prior year: €70.6 million).

The slight drop in sales took place against the background of difficult market conditions – especially in the publicly financed research sector in the USA – that could not be completely evened out by growth in Europe and Asia. At the same time, the company added more than 100 employees to its staff to develop its international sales and service structures even further. Expenses for research and development increased only slightly to €28.2 million (prior year: €27.5 million), since many new products were introduced in 2013 or will be launched soon.

"In spite of the extremely difficult market situation in segments that are important to our business, in 2013 we continued to invest in our organization, products, infrastructure and brand," said Dr. Dirk Ehlers, Chairman of the Executive Board of Eppendorf AG. "The increasing breadth of our position and our market presence are the foundation of our sustainable course for growth."

About Eppendorf AG:

Eppendorf is a leading life science company that develops and sells instruments, consumables, and services for liquid handling, sample handling, and cell handling in laboratories worldwide. Its product range includes pipettes and automated pipetting systems, dispensers, centrifuges, mixers, spectrometers, and DNA amplification equipment as well as ultra-low temperature freezers, fermentors, bioreactors, CO2 incubators, shakers, and cell manipulation systems. Consumables such as pipette tips, test tubes, microliter plates, and disposable bioreactors complement the range of highest-quality premium products.

Eppendorf products are most broadly used in academic and commercial research laboratories, e.g., in companies from the pharmaceutical and biotechnological as well as the chemical and food industries. They are also aimed at clinical and environmental analysis.
laboratories, forensics, and at industrial laboratories performing process analysis, production, and quality assurance.

Eppendorf was founded in Hamburg, Germany in 1945 and has about 2,800 employees worldwide. The company has subsidiaries in 25 countries and is represented in all other markets by distributors.