

Press release

First Half Year 2018: Eppendorf with broad-based growth above market average

- > **Group sales of EUR 335.6 million with organic growth of 8.6 percent in local currencies**
- > **Operating result increases by 6.4 percent to EUR 67.3 million; EBIT margin of 20.0 percent**
- > **Enhancements in sales & distribution and accelerated innovation are confirmed as success factors**

Hamburg, August 3, 2018 – The Eppendorf Group continued to perform well in the first half year 2018. Group sales increased from EUR 327.9 million to EUR 335.6 million compared to the same period of the previous year, corresponding to a growth of 2.4 percent. Exchange rate adjusted, Eppendorf achieved a sales growth of 8.6 percent. The operating result (EBIT) increased by 6.4 percent to EUR 67.3 million (previous year: 63.2 million). This corresponds to an EBIT margin of 20.0 percent (previous year: 19.3 percent). All Eppendorf market regions and product groups contributed to the positive overall result.

Thomas Bachmann, Chief Executive Officer of Eppendorf AG, comments: "We are pleased that Eppendorf again successfully asserted itself in the first half of 2018 and gained market shares in important regions. The initiatives promoted in 2017, with a focus on going-to-market, innovation and infrastructure for the further development of our company, have proven to be effective. Thanks to a new global sales strategy and innovations in marketing, we serve our markets in a much more targeted manner, but also increasingly geared towards the purchasing habits of a younger generation of customers. Our intensified innovation activity is reflected in a considerable number of new products that we successfully launched on the market during the reporting period."

Outlook

With this favorable situation at the middle of the year, Eppendorf is confident that it will achieve growth well above the market average and further progress in the company's sustainable development for the entire 2018 financial year.

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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 single-use bioreactor vessels 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 more than 3,100 employees worldwide. The company has subsidiaries in 26 countries and is represented in all important markets by distributors.

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