



[Publish Date]

## YMC Acquisition

### FAQ's

A Press Release pertaining to this transaction can be found at [www.lewapt.com](http://www.lewapt.com)

#### **What is being acquired by YMC?**

The products, staff and facilities associated with “Devens, MA USA” component of LEWA-Nikkiso America, Inc. This makes up the bio/pharmaceutical *systems* business. This includes the EcoPrime LPLC, BID, Twin, SMB and other OEM products traditionally produced by Devens (the former IPT/LPT). YMC is acquiring the know-how, resources and good will of the existing Devens’ business. YMC also inherits several license arrangements such as certain ChromaCon continuous chromatography patented process methods and Bayer Technology Services (BTS) license for simulated moving bed (SMB) along with certain other patents under license to LEWA. LEWA will remain a key supply-partner of pumps.

What is not being acquired are the pumps and pump packages (non-EcoPrime) produced at other LEWA-Nikkiso sites. LEWA will continue to sell and service pumps for the bio/pharma marketplace. The staff at Devens will remain with new YMC business. Certain “shared staff” will be retained by LEWA.

#### **Why did LEWA- Nikkiso decide to sell this business to YMC?**

LEWA was approached by YMC to partner in several areas dating back to 2015 and as YMC became more familiar with LEWA’s capabilities and innovative GMP equipment, YMC made the decision to approach LEWA to acquire the business. YMC viewed the bio/pharm systems’ business of LEWA as a well-regarded, rising company on the global stage with a leadership position in continuous chromatography. YMC was also interested in expanding their LPLC and HPLC systems’ platform and increasing their presence in the North American geography.

LEWA, during this time, had come to the conclusion that in order to be even more successful in the chromatography systems business they would need to invest in complimentary products/services (e.g. columns, packing material, additional application expertise, etc.). The YMC offer provided LEWA the opportunity to continue to be a leader in the supply of chromatography metering pumps while not diverting focus from their core pump technology.

The amiable relationship between YMC and Nikkiso, combined with their mutual business interests in the continued growth of pilot and production scale system sales has made this a friendly transaction.

**More information for press members:**  
8 Charlestown Street, Devens, MA 01434 USA  
Phone: +978-487-1107  
E-mail: [ggach@lewapt.com](mailto:ggach@lewapt.com)  
**Publication free of charge, specimen copy requested**



With the goal of a smooth transition, providing for the well-being of employees and uninterrupted service to customers, LNA has offered to support YMC during and after the transition to ensure the success of the business.

#### **How will this affect the existing business?**

The Devens' business is being structured to be a stand-alone entity within YMC global operations. As a result there will be little, if any, structural change. YMC has a desire to retain all employees and in fact plans to bring additional products into the Devens' site which will expand that operation. The business will benefit from YMC's vast resources in method's development, discovery scale products, complementary prep scale systems, and their global operations all focused on serving the bio/pharma customer base.

#### **Who is YMC? What are their plans for this business?**

YMC is a technology and services supplier to the pharmaceutical / biopharmaceutical industry since 1980. With over 350 employees focused on technologies to support the development and production of drug therapies in all major global geographies, YMC is a privately held, growth oriented company with a balanced consumables, hardware and services strategy. They have a robust portfolio of (chromatography) media / resin, columns and systems for both research and production scale applications. YMC is currently developing a contract manufacturing (CMO) arm of the company. More at: <http://www.ymc.co.jp/en/>

YMC headquarters are in Kyoto, Japan and they have multiple facilities in Japan as well as significant holdings in Europe, China, India and a sales distribution group in America (Pennsylvania). YMC has expressed a desire to significantly grow the Devens facility by bringing column manufacturing to this site and looks to add more capacity for the anticipated growth of the systems' business.

#### **Will LEWA retain any role in the acquired business?**

LEWA and YMC have reached a long-term supply agreement for pumps therefore LEWA remains a strategic supplier to this business. LNA has agreed to support YMC in technical aspects of pump technology and remain a key part of the supply chain for the Devens' systems - as has been the practice over the past years.

The agreement stipulates that LEWA will not compete with YMC in HPLC, LPLC, SMB and certain other systems in the bio/pharmaceutical market. LEWA will continue to supply pumps and pump packages to customers in the food, beverage, bio/pharma and personal care. LEWA is transferring the rights to the "EcoPrime" name to YMC.

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### **Who is YMC America and will they merge with the Devens' site?**

YMC America was established in 1985 and has been the arm for YMC into the USA for their Japan manufactured products. They are located in Allentown, PA. They will coordinate with the Devens site and collaborate on certain commercial efforts, but the sites will remain independent for the foreseeable future. More at: <https://www.ymcamerica.com/>

### **When will this take effect?**

The businesses are working towards a Q4 close date. Customers and vendors will be notified of the final close date with ample time to adjust any necessary invoicing logistics.

### **Will the Devens management team be changed?**

It is YMC's desire to retain the all the present employees – including the management team. While some aligned to the LNA pump segment business will remain with that business, the present management team aligned with the systems' business will continue with the Devens' business under YMC.

### **Will my Sales Representative change?**

No. The commercial staff presently directly supporting the LNA bio/pharma systems' business will continue as part of the new YMC business.

### **What are YMC's mission and core values?**

**YMC Corporate mission:** *"Strive to contribute to the future of science and society by separation and purification technologies."*

**YMC Vision:** *Become a global leader of separation and purification technologies and products.*

### **YMC Values**

- Act with honesty and integrity, and build trust with all stakeholders.
- Aspire for higher standards by encouraging one another to bring out one's full potential.
- Embrace the challenge of continuous innovation with Can-do spirit.
- Foster an open-minded and diverse corporate culture with fairness and humility at the core.

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### **Will the website change?**

The Devens' business will have its own website as it has under LEWA, but will be re-branded to YMC. The present site; [www.lewapt.com](http://www.lewapt.com) will continue to exist for an undefined period with a re-direct to our YMC website that will be updated to the YMC brand.

### **Will Devens employees still use the same e-mail addresses?**

For the near term future, yes. You can still contact all employees at the present LEWA e-mail address. Upon close these employees will change to a YMC e-mail configuration but all e-mails to the present e-mail addresses will be forwarded for the foreseeable future..

### **Who should I contact if I have questions about the change?**

Please contact your Sales Representative or e-mail [marketing@lewapt.com](mailto:marketing@lewapt.com) for questions.

A notification (letter) will be sent to all vendors and customers just prior to close with new tax ID and other pertinent information

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