



21 December 2018

## YMC Acquisition of LEWA Bioprocess Systems' Group

### FAQ's

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

#### What was acquired by YMC?

The products, staff and facilities associated with “Devens, MA USA” component of LEWA-Nikkiso America, Inc. were acquired by YMC. This made up the global bio/pharmaceutical systems business of LEWA. The deal included the EcoPrime LPLC, BID, Twin, SMB and other OEM products traditionally produced by the Devens’ site (the former IPT/LPT). YMC acquired the know-how, resources and good will of the existing Devens’ business. YMC also inherited 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 access to certain other patented products. LEWA will remain a key supply-partner of pumps as part of the deal.

What was not acquired were 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 site remain with new YMC business.

#### Why did YMC acquire this business?

YMC saw this business as a well-regarded growth platform of advanced bio / pharma GMP scale systems, leading the trend in GMP scale multi-column (continuous) chromatography. These technologies paired well with YMC’s leading resins, gels and columns. YMC was looking to expand their hardware business in the American and European markets which was an established market for the EcoPrime TWIN, LPLC, HPLC and BID (Buffer Dilution) system business. YMC also desired a USA based manufacturing operation.

#### What are plans for this business?

The Devens’ based business is being structured to be a stand-alone entity within YMC global operations. YMC will retain all employees and will quickly bring additional products and services into the Devens’ site. 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. 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 the Devens' based management team be changed?**

No. 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 previously supporting the LNA bio/pharma systems' business will continue as part of the YMC business.

**Can you tell me about YMC?**

YMC is a technology and services supplier to the pharmaceutical / biopharmaceutical industry since 1980. With around 400 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. 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).

**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 Principles**

- 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.

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

YMC America was established in 1985 and has been a successful distribution arm for YMC into the USA for their Japan manufactured consumable and smaller column product lines. 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/>

## **Is there a website change?**

Yes. The Devens' business will have its own website (as it had under LEWA), but it has been updated and branded to YMC. The YMC Bio/Pharma Systems' site is [www.ymcpt.com](http://www.ymcpt.com).

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

All employees now have [FLast@ymcpt.com](mailto:FLast@ymcpt.com). You can still contact all employees at the former FLast@lewapt.com e-mail address as these will be forwarded to the [FLast@ymcpt.com](mailto:FLast@ymcpt.com) address for the foreseeable future.

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

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

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

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

LEWA and YMC have reached a long-term supply agreement for pumps used in the manufacture of the acquired biopharmaceutical systems business 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 and continuous chromatography systems such as SMB and EcoPrime Twin (ChromaCon AG Technology) and certain other systems in the bio/pharmaceutical market. LEWA will continue to supply pumps, and pump packages and service to customers in the food, beverage, bio/pharma and personal care. LEWA is transferring the rights to the "EcoPrime" name to YMC.

**What is the name, address and contact information of the new business?**

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