

Scientific Solutions – Australia at a Glance



>4000

Existing customers



>7000

Potential customers



9

Sales staff



30

Application specialist



3

Office



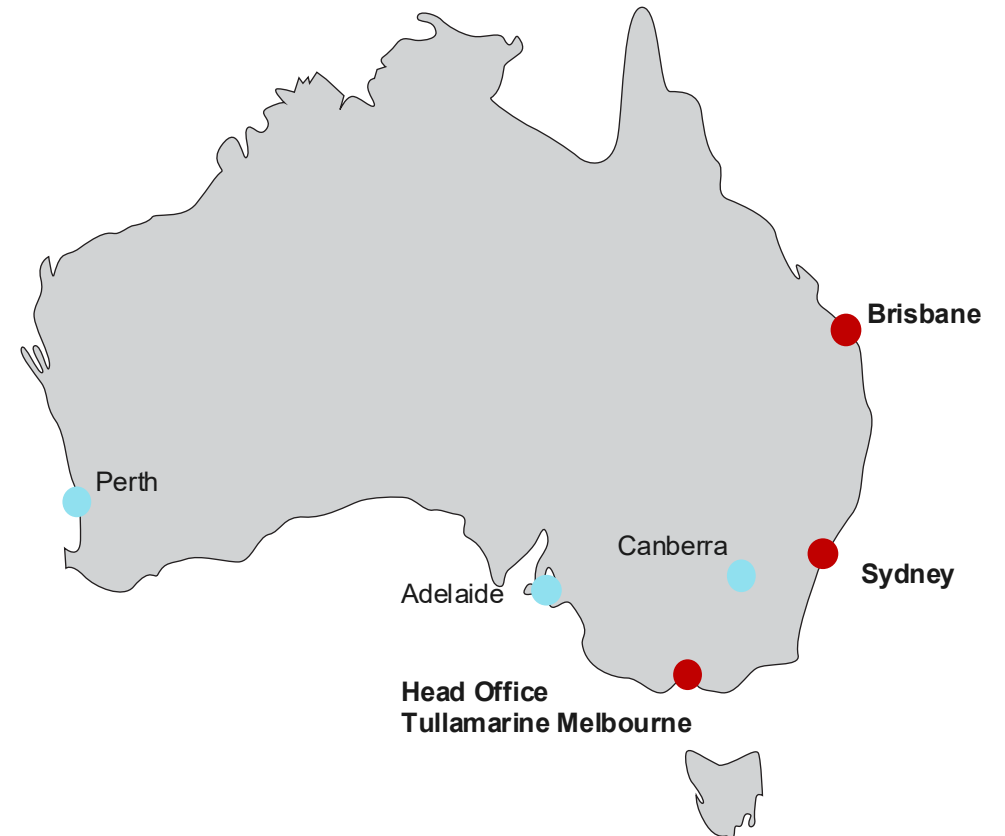
16

Service engineers



0

Application labs



Market Coverage and Service Offerings



Key Services

- Robotic Automation
- Bioanalytical Instruments
- Reagents for Diagnostics & Molecular Testing
- Scientific Instruments
- General Lab Consumables
- General Lab Equipment
- Reagents & Assays
- Repair and after-sales service
- Spare parts
- Technical Support
- Workflow and protocol applications

Main Market Segment

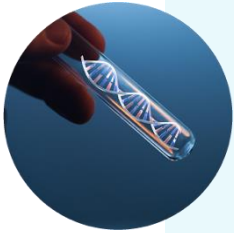
- Academia and Research
- Biopharmaceutical and technology
- Clinical Diagnostics
- Environmental
- Food and Beverage
- Energy and Resources
- Materials and Chemicals
- Pharmaceutical
- Veterinary
- Reseller

Some of Our Key Customers



Key insights Australia

Life Sciences



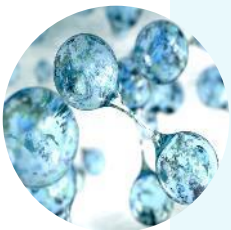
- Worth more than \$8 billion in annual revenue with annual growth projected at 3 % over 2021-2026
- Applications in the health, agriculture, marine, industrial, and environmental sectors

Medical & Healthcare



- Funding through several public entities: MRFF (Medical Research Future Fund), NHMRC (National Health and Medical Research Council), grants to universities and more
- In addition, commercially / privately funded grants

Environment & Agriculture



- Demand on Environmental Scientists projected to grow to 23,700 by 2024
- The Australian Government is committed to supporting the long-term ambition of the Primary Industries sector to achieve \$100 billion by 2030

Industrial & Manufacturing



- Focus on building a high-performing science and innovation system with several funding opportunities
- Public funding in science, technology and innovation, promoting R&D, facilitating collaboration between researchers, scientists, and industry

Bio-Pharmaceutical



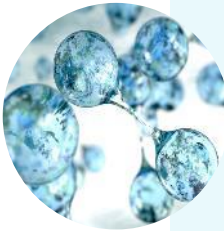
- Government drive to onshore manufacturing of vaccines and medicines
- Increased collaboration between research and industry (translational)
- Replication of purchases/instruments used in other sites across the world

Material and Food Science



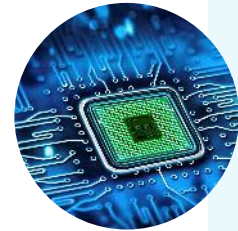
- Growth opportunities in innovation and food export markets
- Material Science R&D significant with a focus on: additive manufacturing, nanotechnology, sustainability and automation and robotics to support materials manufacturing
- Manufacturing locally is challenging with high cost wages, although our global competitive advantage centres on our highly skilled workers and our reputation for high quality and safety.

Mining and Petrochem



- Government strategy (2023-2030):
 - to grow critical minerals
 - transition to net zero emissions through utilising rare earth elements to support such technologies
- Demand for clean energy technologies is set to double or quadruple by 2040
- Declining oil and gas market as we shift to renewable energy

Water & Environmental



- Highly competitive local commercial testing market with drive for improved efficiency, increased sample throughput, smaller sample sizes and lower cost
- Council laboratories increasing their capacity and bringing testing in-house
- Soil and Water sample testing demand increasing

Product Portfolio

Scientific Solutions Australia



Instruments and Equipment



- Freezers, Refrigerators, Incubators, Environmental Chambers



- Autoclaves and capsule-fuges



- Microplate readers & washers
- Drug discovery & high content screening



- Certified reference materials, standards



- Liquid handling labware, incl. tips, tubes, PCR products



- Reagents for the determination of protein concentration



- Automated pipette tip washer and microwell plate cleaner



- Histology - specimen collection, processing, sectioning, staining, archiving



- The first and only automated platform for proteomic studies



- A wide range of plastic and glass labware and specialty products



- Life Science products for cell culture, filtration and laboratory glassware



- Protein purification chromatography, Western Blotting, filtration products



- Analytical, Precision & Portable Lab Balances



- Oven / Incubator
- Climate chamber
- ULT freezer



- Sample Preparation
- Dilution & Dispensing
- Automatic Plating & Colony Counting



- Globally trusted gloves for life science, industrial research and clean rooms (PPE)



- Liquid handling; pipettes, titrators, dispensers, microfuges, multi purpose centrifuges etc.



- Monoclonal and polyclonal antibodies siRNA, shRNA etc.

Product Portfolio

Scientific Solutions Australia

Chemical and Material Science



- Spectrometers
- ICP-OES
- XRF analysers



- Weathering test chambers
- Fluorescent UV instruments



- QCM-D instruments
- Surface tension
- Tensiometers



- Viscometers
- Texture analyses
- Power flow testers



- Laser particle size analyser
- Power flowability tester



- Fuel analysis instruments
- Fluid analysis instruments



- Innovative technologies using optical spectroscopy and chromatography



- Flash point testers
- Vapour pressure analyzers



- Water Activity Meters
- Humidity and Temperature Sensors

Life Science



- Point of Care Testing (POCT) kits



- ELISA Kits and instrumentation



- Cell culture products
- Live cell imaging chambers



- Microplate readers & washers
- Drug discovery & high content screening



- Platelet aggregation analysis instrument



- Solutions that support your broad spectrum of transplant diagnostic needs



- Nanoparticle analysis instruments



- Endotoxin testing
- LAL plates / LAL water



- Next generation sequencing
- Long read & short read sequencing