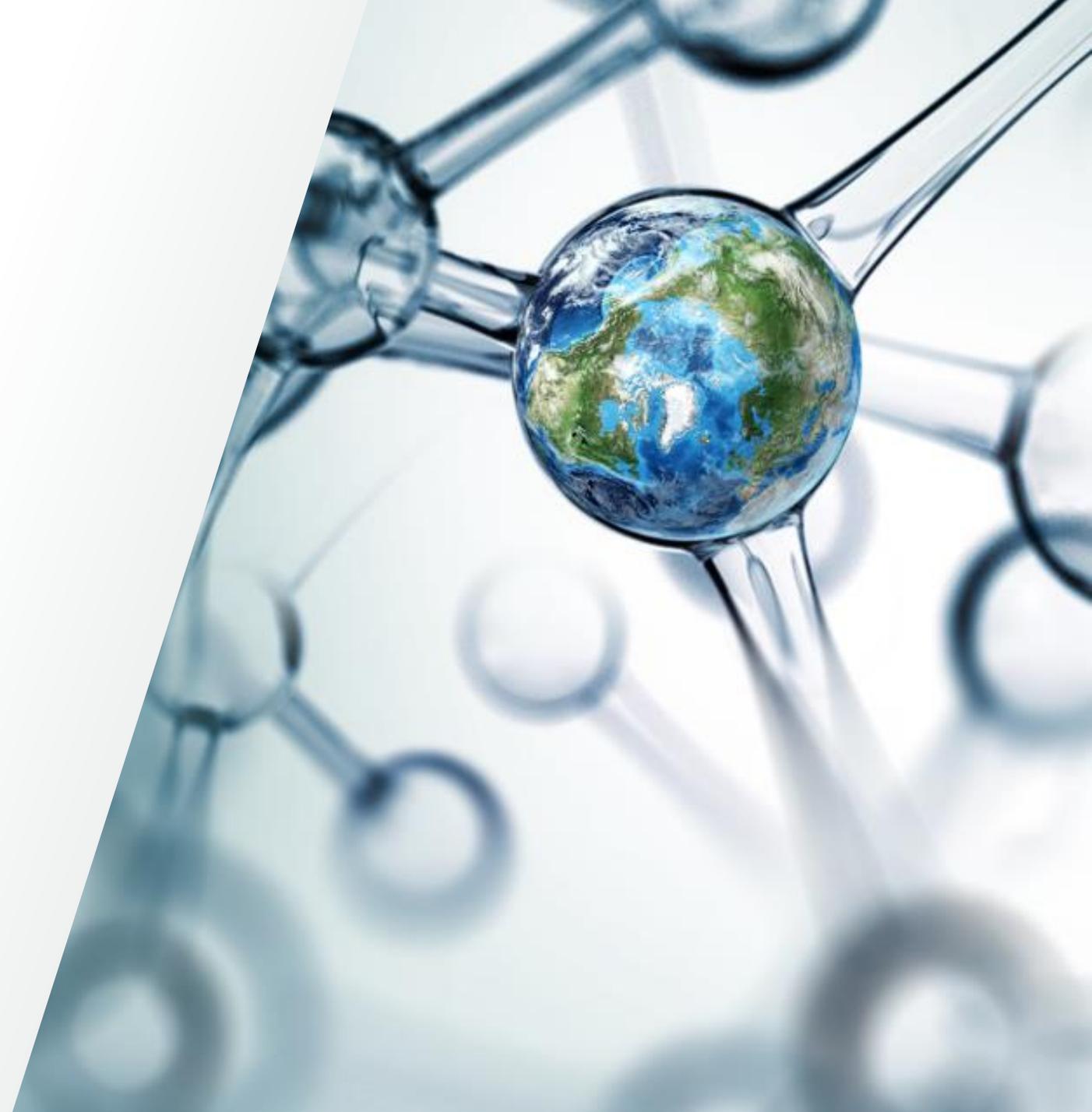


Thermo Fisher Scientific Customer Value Proposition

April 2022

Additional Information can be found [here](#).

 The world leader in serving science



Mission:

We enable our customers to make the world healthier, cleaner and safer.

Customer focus:

We help accelerate innovation and enhance productivity for our customers, underpinned by quality.



>100,000
colleagues



5,700
R&D scientists/engineers



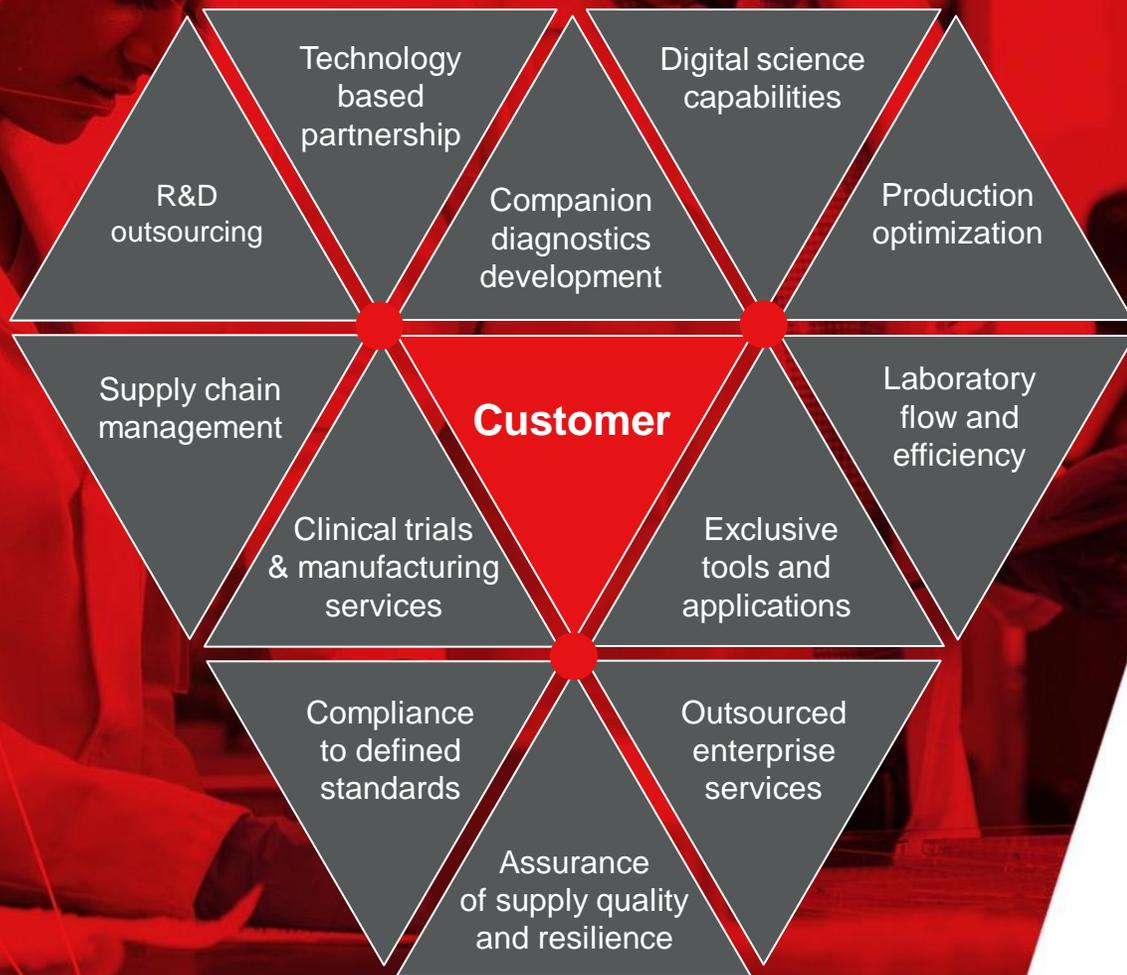
\$1.4B
invested in R&D



\$40B
in revenue

 The world leader in serving science





Our unique customer value proposition

We help our customers accelerate innovation and enhance productivity, underpinned by quality.

Our leading scientific products, services and workflow solutions

ThermoFisher
SCIENTIFIC

The world leader in
serving science



What we're seeing: Biotech ecosystem dynamics

Evolving landscape

- Novel therapeutics driving growth
- Pandemic response intensifies the biologics development pipeline
- Focus on innovation for commercialization or M&A value
- Biologics production trends remain healthy
- Strategic partnerships leveraged to manage the value chain

Shift in economics

- Pressure on drug pricing pushing need to increase ROI
- Increasingly diverse funding: VC, Biopharma, M&A and IPO
- Consolidation of late-stage funding, but VCs more active with biotech seed investors

Digital enablement

- Automated operational processes required for speed and efficiency
- New IT capabilities driving opportunity (e.g., AI to stratify populations, early discovery)
- Platform and cloud network economics
- Big Data-driven insights informing every step of workflow

\$500B+

Biologic therapeutics market size in 2024

43%

VC funding goes toward oncology-focused biotech firms

177

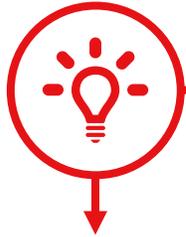
Start ups using AI for drug discovery ¹

Biotech capabilities

Scientific expertise, solutions and services to navigate your journey



Early discovery and research



Development



Clinical trials



Commercial production



Solutions to create or source new therapeutics

Support across all phases of clinical development

Continuity from clinical trials to commercial scale

On your journey to success, Thermo Fisher Scientific is the partner you need

We help you address critical inflection points at every stage

Early discovery and research



Development



Clinical trials



Commercial production



Start-up

A standardized approach to getting you started quickly

Operational alignment

Tools to support operational efficiency (help you prepare for the next step and beyond)

Process optimization

Solutions to fine tune your science, advance candidates and design clinical trials

Scale for growth

Asset, logistics and regulatory management to navigate clinical trials and enhance your chances of success

Commercial readiness

Regulatory support and manufacturing solutions to get to market faster

Leverage our scale and **digital capabilities** to accelerate your development and reduce complexity

We help you address critical inflection points at every stage

Early discovery and research



Development



Clinical trials



Commercial production



Operational alignment

Process optimization

Scale for growth

Commercial readiness

Start-up

Solutions to support laboratory start- or scale-up.

- Lab design and planning
- Equipment and advanced technologies
- R&D innovation
- Range of workflow solutions
- Flexible equipment ownership options



We help you address critical inflection points at every stage

Early discovery and research



Development



Clinical trials



Commercial production



Start-up

Operational alignment

Process optimization

Scale for growth

Commercial readiness

Solutions and equipment to standardize processes and enhance efficiency within business operations.

- eProcurement solutions
- Strategic sourcing
- Inventory management
- Instrument and equipment set-up and servicing
- Scientific collaborations
- Relationship management



We help you address critical inflection points at every stage

Early discovery and research



Development



Clinical trials



Commercial production



Start-up

Operational alignment

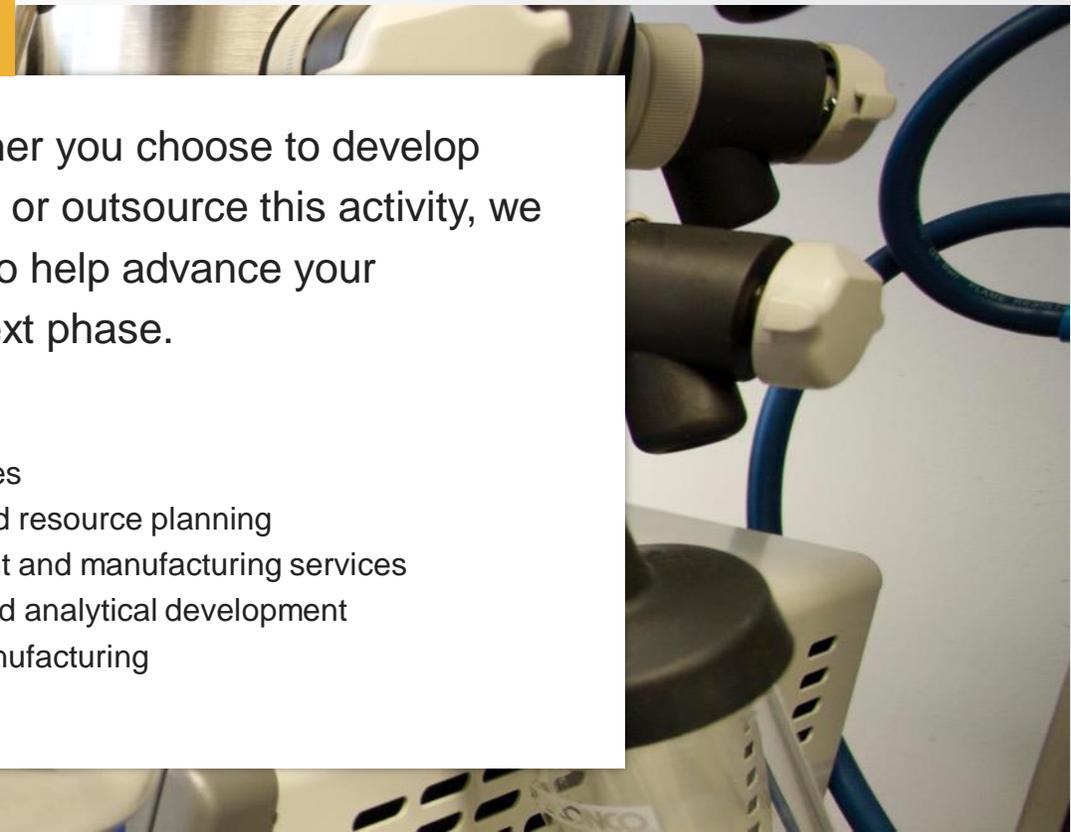
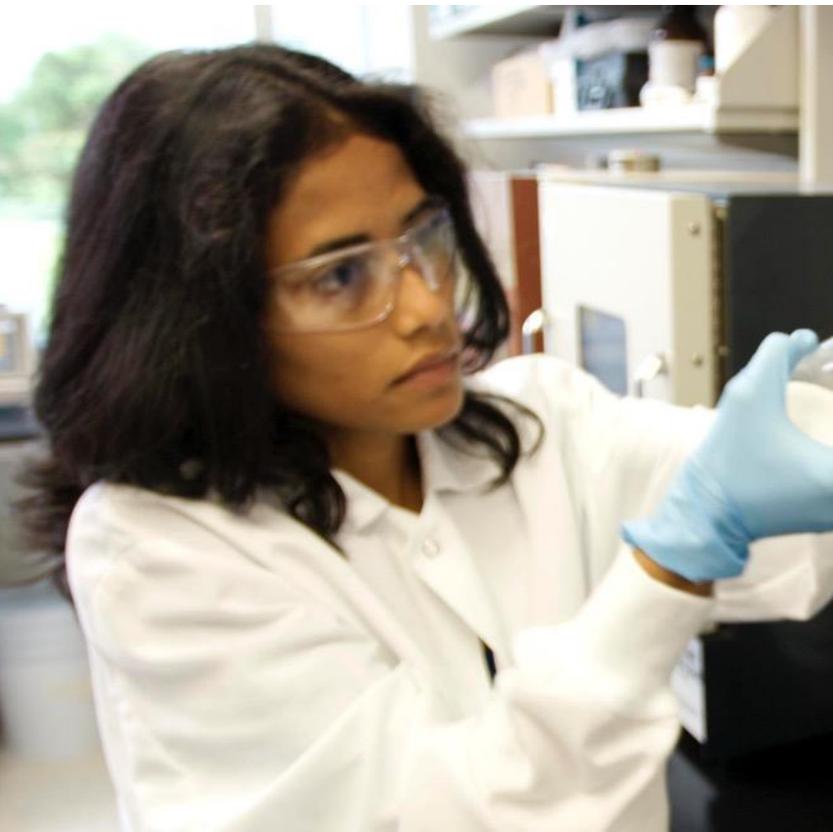
Process optimization

Scale for growth

Commercial readiness

Regardless of whether you choose to develop candidates in-house or outsource this activity, we have the capability to help advance your candidates to the next phase.

- Process planning
- Custom scientific services
- Strategic partnership and resource planning
- Outsourced development and manufacturing services
- Process, formulation, and analytical development
- Clinical trial material manufacturing
- Regulatory filing support



We help you address critical inflection points at every stage

Early discovery and research



Development



Clinical trials



Commercial production



Start-up

Operational alignment

Process optimization

Scale for growth

Commercial readiness

Support across all phases of clinical development (clinical trials manufacturing, clinical trial supply and logistics).

- Demand planning
- Access to tech-based centers of excellence
- Clinical supply optimization
- Packaging, labeling, storage, distribution
- Ancillary supply
- Supply assurance and optimization
- Comparator sourcing
- Transportation management
- Regulatory support

We help you address critical inflection points at every stage

Early discovery and research



Development



Clinical trials



Commercial production



Start-up

Operational alignment

Process optimization

Scale for growth

Commercial readiness



Industry-proven standards

- Process scale-up and validation
- Manufacturing efficiency
- Process monitoring
- Outsourced manufacturing services
- Commercial manufacturing
- Commercial packaging
- Life cycle management
- Regulatory support



Together we have the reach and depth of capabilities to

Enable our customers working in ...

Healthcare

- Clinical diagnostics
- Immunodiagnostics
- Microbiology
- Transplant diagnostics
- Healthcare supplies channel

Life sciences

- Mass spectrometry
- Electron microscopy
- Molecular and cellular biology
- Genetic sciences
- Clinical and next-generation sequencing

Applied segments

- Chemical analysis
- Chromatography
- Electron microscopy
- Next-generation sequencing

Pharma and biotech

- Bioproduction
- API
- Formulation
- Clinical research
- Lab services
- Global logistics, labeling
- Manufacturing

Laboratory equipment, chemicals and scientific supplies channel
Enterprise-wide services and digital science solutions