

## WerfenLife acquires Accriva Diagnostics for 380M\$

- Accriva Diagnostics is a global leader in blood testing at surgery operating rooms and critical care units to improve treatment outcomes and optimize costs for hospitals
- This acquisition complements the recent purchase of Tem. Both companies have a strong strategic fit and their products are at the meeting point of Coagulation<sup>(1)</sup> and Critical Care<sup>(2)</sup> where WerfenLife, through Werfen, occupies a unique position in the world by leading both specialties
- With 460 employees and 94M\$ of revenues in 2016, Accriva Diagnostics' portfolio will benefit from the infrastructures of WerfenLife, including commercial structures of Werfen in the USA, Europe, Asia-Pacific and emerging countries as world leader in *in vitro diagnostics*<sup>(3)</sup>

**Barcelona, 20th of January 2017-** WerfenLife, a leading global company in highly specialized products in the fields of health and life sciences, announces the acquisition of Accriva Diagnostics (Accriva) for 380 million dollars.

Accriva, based in San Diego, USA, is leader in the development, production and distribution of point-of-care (POC) diagnostics for coagulation. That is, tests at the patient's point-of-care, such as surgery operating rooms and critical care units.

These *in vitro* diagnostics help to improve the decision making regarding coagulation and platelet aggregation in a way that optimizes treatment outcomes and the overall cost of the hospital treatments.

Accriva's product portfolio has a strong strategic fit with the IVD business of Werfen, the IVD business of WerfenLife, and it complements the recent acquisition of Tem, whose products help decide on the need for blood transfusion and the use of blood products. Accriva provides the most complete portfolio of diagnostic solutions in coagulation for critical care and operative procedures in order to drive efficiencies in the surgery operating room. In both cases, the results are reflected both in a better treatment of the patient and in the value chain of health care.

Accriva, like Tem, specializes in the meeting point of Coagulation and Critical Care lines where WerfenLife -through Werfen- occupies a unique position in the world, leading both IVD specialties for the benefit of patients and health professionals.

"Acquiring Accriva follows our roadmap based on further strengthening our position in those areas where we are global leaders and undoubtedly it also contributes to the noble cause of improving the world we live in" says Jordi Rubiralta, President of WerfenLife, adding "now that we have just turned 50, this new acquisition is another example of our focus and commitment to the future".

Accriva shows in 2016 revenues of 94M\$ and employs 460 people, mainly in the USA. The relevant presence of WerfenLife in the USA, Europe, Asia-Pacific -especially in China- and emerging countries will enhance the growth of Accriva's portfolio through the commercial structures of Werfen.

The transaction was funded by CaixaBank. Milbank, Tweed, Hadley & McCloy served as legal counsel and Lazard served as financial advisor to WerfenLife.

**Werfen, global leader in *in vitro* diagnostics**

Werfen is dedicated to the research, development, manufacturing and distribution of diagnostic systems for hospitals and clinical laboratories, including analyzers, reagents, software and quality controls.

Werfen specializes in *in vitro* diagnostics which represents 82% of WerfenLife's turnover, which totaled 1,175 million euros in 2015. Another 5% of total sales correspond to Medical Devices, while the remaining 13% comes from Distribution of third-party products.

Werfen is composed of Instrumentation Laboratory (leader in Hemostasis and Critical Care and based in Bedford, Massachusetts, USA), as well as Inova Diagnostics (based in San Diego, California, USA, leader in Autoimmunity<sup>(4)</sup>), Biokit In Barcelona, Spain, (dedicated to *in vitro* diagnostic reagents) and SysteLab (based in Barcelona and dedicated to software development).

Werfen is worldwide leader in the specialized areas of Coagulation, Critical Care and Autoimmunity. It is number one in Coagulation with a global market share of approximately 28%. It is also number one in Autoimmunity with a global market share of approximately 18% and ranks second in Critical Care with a global market share of approximately 19%.

**WerfenLife, 50 years of history**

WerfenLife is a global organization, headquartered in Barcelona. It is devoted to the R&D, production and distribution of highly specialised products for health and life sciences. Its product portfolio includes *in vitro* diagnostics (where it is world leader in Coagulation, Critical Care and Autoimmunity), Medical Devices and Scientific Instrumentation. It operates directly in over 30 countries and more than 100 territories via distributors. With a total workforce of 4,350 in 2015, it has R&D and production centers in Spain and in the United States.

Founded in Barcelona in 1966, by José M<sup>a</sup> Rubiralta, over its 50 years of history it has become an organisation at the forefront of innovation around the world, bringing together technology and knowledge in the service of health. The keys to its success are commitment to R&D, a well-structured international expansion and bolt-on value-adding acquisitions as well as innovation and quality, together with the commitment with the people who make up its team.

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(1) *Coagulation*: Clotting disorders occur when the blood loses its usual liquidity and this results in bleeding or clotting.

(2) *Critical Care*: Accurate and rapid measurement of blood oxygen levels, carbon dioxide, and other parameters is vital to determine the status of lung, kidney and metabolic functions of critically ill patients in operating rooms, intensive care units, emergency rooms and ambulances.

(3) *In vitro* Diagnostics (IVD): non-invasive tests performed on biological samples (e.g. blood, urine or tissue) in order to diagnose, monitor or rule out a disease.

(4) *Autoimmunity*: Autoimmune diseases occur when the immune system cannot distinguish between normal body tissue and antigens resulting in an immune response that destroys healthy tissues. Autoimmune conditions include rheumatoid arthritis, lupus erythematosus, celiac disease and Crohn's disease, among others.

## Legal notice

This document contains forward-looking statements about our business, financial data and events related to prospects of WerfenLife. These estimates can be identified with words such as “expectation”, “vision”, “anticipation”, “intention”, “plan”, “belief”, “search”, “estimate”, “future”, “project” or words with a similar meaning. We may also make projections in other reports, presentations and press releases. Furthermore, our sales representatives may occasionally make forward-looking statements. These projections are based on our current expectations and on certain hypotheses, many of which are beyond the company's control and are subject to a series of risks and uncertainties. In the event any of these risks or uncertainties should materialise or the underlying expectations are not fulfilled, Results or performance of WerfenLife could differ substantially (either positively or negatively) from those expressly or implicitly forecasted. WerfenLife assumes no obligation to update or revise any forward-looking statements made previously.