

# Press Kit



werfen

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# 1. Werfen: Powering Patient Care

## 1.1 What is Werfen?

Founded in 1966 in Barcelona, Werfen is a global leader in In-Vitro Diagnostics (IVD), with a robust international presence and a steadfast commitment to innovation backed by solid financial fundamentals. Being owned by the same family for 60 years allows us to be guided by a long-term, values-driven strategic vision. At Werfen, we combine science, technology, and talent to deliver more effective diagnostics that empower clinicians to provide optimized patient care and improve quality of life.

We leverage cutting-edge technology to offer best-in-class diagnostic solutions for specialized medicine (comprising instruments, reagents, services, software, and automation) driven by innovation and the highest quality standards.

Our business model is built on customer centricity and excellence across our services and solutions, powered by a committed team of professionals dedicated to creating a positive impact on patients, customers, partners, and society at large. With a global workforce of 7,131 professionals, we maintain **direct operations** in 30 countries and are represented by **distributors in more than 100 territories**. **Headquartered in Barcelona**, our **technology centers** are strategically located across Europe and the United States.

## 1.2 Werfen Key Facts

### GLOBAL PRESENCE

- Corporate headquarters in Barcelona
- 7,131 employees worldwide
- Direct operations in 30 countries
- Distributors in over 100 territories

### 2025 FINANCIAL HIGHLIGHTS

- Total sales: €2.131 billion (3.3% organic growth vs. 2024)
- EBITDA: €473 million
- R&D Investment: €190 million (8% increase vs. 2024)
- Sales breakdown by geography:
  - North America: 37%
  - Western Europe: 31%
  - Rest of the World: 32%

## BUSINESS MODEL & ACTIVITIES

- 5 Core Business Lines:
  - Hemostasis
  - Acute Care
  - Transfusion
  - Autoimmunity
  - Transplant
- Technology Centers (Manufacturing and R&D)
  - Bedford, MA, U.S.A.
  - Orangeburg, NY, U.S.A.
  - Barcelona, Spain
  - San Diego, CA, U.S.A.
  - Munich, Germany
  - Norcross, GA, U.S.A.
  - Waukesha, WI, U.S.A.

### 1.3 Our purpose

We are a purpose-driven organization:

**We contribute to the advancement of patient care around the world through innovative specialized diagnostics**

Right now, all over the world, hospitals and clinical laboratories are processing blood samples with our instruments, reagents, and data management solutions. And behind each of these samples is a patient whose care depends upon the quality of the test results.

Therefore, we strive to achieve the highest quality standards for all our products to ensure that our customers can rely on accurate and actionable information for the very best patient care.

## 2. History & evolution

### 2.1 Origins and Foundation

**Werfen was founded in 1966** in Barcelona, Spain, driven by a commitment to improving patient quality of life by distributing healthcare products and solutions that were unavailable in the country at the time. Werfen rapidly pivoted from distribution to R&D, product development, and manufacturing-areas that have since become the company's core activities.

### 2.2 Growth milestones and international expansion

- 1991: Acquisition of Instrumentation Laboratory in Bedford (MA, USA), marking the company's entry into the Hemostasis and Acute Care markets.
- 1990s and 2000s: Consolidation of our Hemostasis and Acute Care business lines.
- 2008: Acquisition of Inova Diagnostics, a leading company in the Autoimmunity sector.
- 2012: Termination and non-renewal of the distribution alliance with Beckman Coulter, leading to Werfen's direct commercial expansion into key markets such as the United States and China.
- 2016–2017: Acquisitions of TEM and Accriva Diagnostics, completing our Acute Care portfolio.
- 2023: Acquisition of Immucor, incorporating Transfusion and Transplant lines into our global portfolio.
- 2024: Strategic decision to divest the Medical Devices distribution business, focusing exclusively on In-Vitro Diagnostics (IVD).

### 2.3. Werfen today and tomorrow: leadership in Specialized Diagnostics

Werfen drives **market-leading diagnostic solutions that deliver superior value**, with a steadfast focus on understanding customer needs to provide best-in-class responses.

We are **committed to growing and addressing the evolving needs of the specialized diagnostics market**. To achieve this, we plan to grow by enhancing our current products and solutions, entering new markets and segments, and unlocking new opportunities across the healthcare sector.

# 3. Specialization: a driver of excellence

## 3.1. Business units delivering specialized solutions

We are a global leader in Specialized Diagnostics, with a dominant presence in Hemostasis, Acute Care, Transfusion, Autoimmunity, and Transplant.

### HEMOSTASIS

We develop, manufacture and distribute innovative **instruments, quality systems, reagents and data management solutions for Hemostasis diagnostics**. Our solutions help hospitals, hospital networks and commercial laboratories ensure quality results and enhance efficiency.

As a global leader in Hemostasis, our portfolio of diagnostic management solutions powers the care clinicians provide to patients with bleeding and thrombotic disorders. Accurate, reliable results, received quickly, help inform key patient management decisions clinicians make every day.

### ACUTE CARE

We develop, manufacture and distribute innovative, quality **systems, and data management solutions for Acute Care Diagnostics, spanning Blood Gas, Whole Blood Hemostasis and Bleeding Management**. Our solutions help hospitals, hospital networks and commercial laboratories ensure quality results and enhance efficiency.

As a market leader in Acute Care Diagnostics, our portfolio of integrative solutions delivers fast, actionable, lab-quality results at the point-of-care. Crucial to ensuring optimal patient management, our innovative whole blood, cartridge-based systems are simple to use and quality-assured. Accurate, reliable results, received quickly, help inform key patient management decisions clinicians make every day.

### TRANSFUSION

Every few seconds, a patient needs blood. Blood transfusions are critical in cases of severe blood loss from trauma and surgery and also for treating severe anemia, blood cancers and inherited blood disorders. To assist these patients, specialized diagnostic testing is essential to characterize both the patient's blood and the available donor units. To support patients in need of a blood transfusion, diagnostic testing to characterize the patient's blood and available donor units is essential. Hospitals, donor centers and reference laboratories rely on our products for **blood typing, antibody screening and identification of red blood cells and platelets, as well as complex antibody workups**.

We develop, manufacture, and support a **complete line of immunohematology reagents, automated testing systems and data management software** used by hospitals, clinical reference laboratories and blood donor centers to find the right match for a patient in need of a life-saving blood transfusion.

## AUTOIMMUNITY

We are a global market **leader in autoimmune diagnostics**, delivering **highly accurate reagents and systems** that enhance patient care and help laboratories improve the efficiency and quality of testing. Through a dedicated focus on **in-vitro autoimmune diagnostics and laboratory automation**, we anticipate the needs of the world's most advanced clinical laboratories and hospitals.

Our solutions **support the diagnosis, stratification and monitoring of complex disorders** such as connective tissue diseases, rheumatoid arthritis, antiphospholipid syndrome, vasculitis and celiac disease.

## TRANSPLANT

In the last 50 years, transplantation has become a successful clinical practice worldwide. We provide life-changing results for a transplant recipient by offering a **comprehensive portfolio of pre- and post-transplant diagnostics** for outcome-focused transplant teams. Laboratories use our products to help **determine the best match** for a solid organ or bone marrow transplant recipient, and to **monitor for possible post-transplant rejection**.

Our products include high quality **molecular and antibody-based assays** and data-driven **digital solutions** for highly specialized Human Leukocyte Antigens (HLA) testing conducted in transplant, registry, and research laboratories.

# 4. Commitment to sustainability and impact

At Werfen, we believe that sustainability means operating our business while satisfying the needs of our employees, partners and customers, now and in the future, without compromising the needs of our planet and future generations, whilst remaining profitable. Our operations are guided by the **3Ps philosophy**:

- **People:** our commitment to human rights, security, equality, inclusion, and diversity across every aspect of our organization.
- **Planet:** our environmental impact, focusing on CO2 emissions, waste management, and biodiversity.
- **Prosperity:** our commitment to economic growth and resource efficiency, particularly in energy consumption.

## Sustainability in action: key 2025 initiatives

In 2025 we:

- Established a 5-year decarbonization plan (2026–2030) with the goal of progressively reducing Scope 1 and Scope 2 CO2 emissions by 14% from 2025 levels, steadily mitigating our global carbon footprint.
- Enhanced our commitment to product compliance and stewardship by promoting eco-design initiatives to minimize environmental impact throughout the product lifecycle.
- Achieved Sustainalytics and S&P Global ESG ratings.

### PEOPLE

**1.081**

training hours provided to our professional team

**99.895**

active instruments

### PLANET

**90%**

of total electricity consumed was sourced from renewable energy

**14.943**

tonnes of Scope 1 and 2 CO<sub>2</sub> emissions

### PROSPERITY

**8,9%**

R&D investment over sales

**7,131**

employees in 2025



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