



## **Eurofins testing – one laboratory , one ASM**



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**Business Development  
Manager**

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- **Vision:** (our long-term aspiration)

To be the World Leader in the Bioanalytical Testing Market.

- **Mission:** (why we are here - the cause / purpose of our business)

To contribute to global health and safety by providing our customers with high quality laboratory and advisory services whilst creating opportunities for our employees and generating sustainable shareholder value.

- **Values:** (what we stand for / what is important for us)

- Customer focus
- Quality
- Competence & team spirit
- Integrity

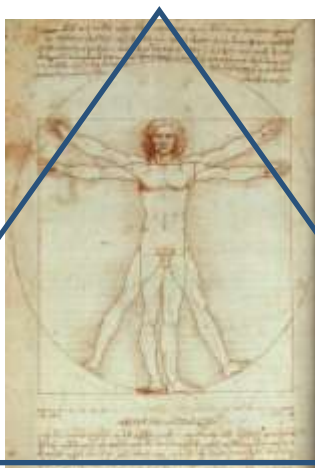


# Eurofins Mission is to contribute to global Health and Safety with the best in bioanalysis



Eurofins provides testing services in three main areas:

## Food, Feed & Agro



Environment

Pharmaceuticals

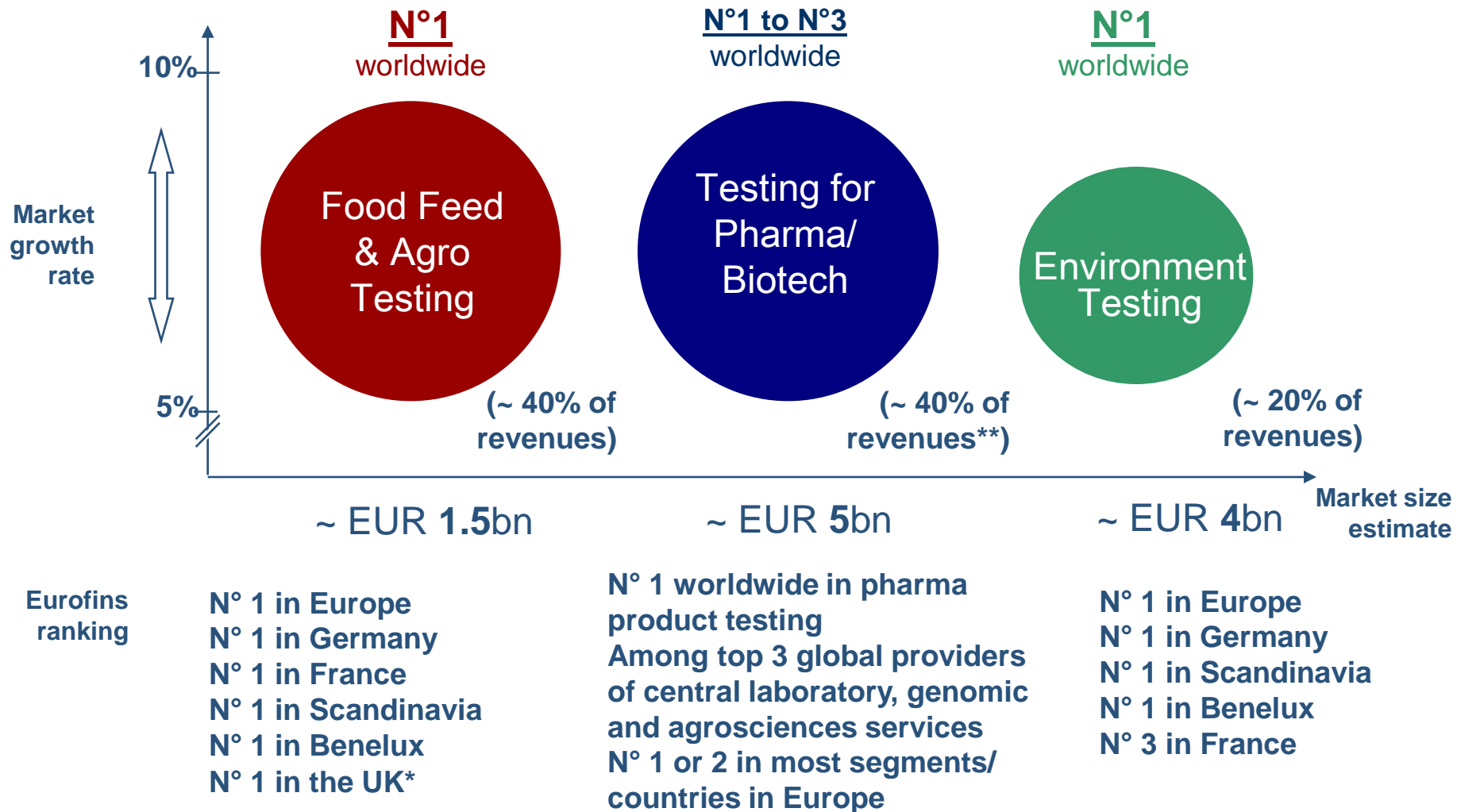
## Key figures:

- \$ 1 200 million annual revenues
- 35 countries in Europe, the USA, Asia and South America
- 180+ laboratories
- 14 000 employees
- A portfolio of over 100 000 reliable analytical tests
- more than 80 million assays performed each year to establish the safety, composition, authenticity, origin, traceability, identity and purity of biological substances

Eurofins is one of the fastest growing companies in Europe: since its IPO on the French stock exchange in 1997, Eurofins' sales have increased by about 40% each year (in compound average) to US\$ 1bn\* in 2010.

*\*Pro-forma including Lancaster Labs*

# Eurofins has strong leading global and local market positions



To the best of Eurofins' knowledge, based on data available to the Group  
 \* except routine Bacteriology - focus on high end analysis  
 \*\* Including Lancaster Laboratories

# There is no one size fits all strategy



... because the markets we are operating in are very diverse



**Eurofins believes in “intrapreneurship”. Each Business Unit / company has to develop its own strategy!**



One general guideline derived from our values:

We focus on customers who care about what we do / for whom it matters that we do our job well !



# Eurofins strategy aims at building long lasting competitive advantages



## Leading technology

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- Competence Centres & R&D activities
- Proprietary technologies for proof of origin, virus phenotyping & authenticity
- Continuous development/purchase of advanced technology

## One stop shop

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- International network with a presence in 35 countries
- Vast technological portfolio with 100,000 reliable methods
- Over 80 million assays performed per year
- **But one contact person for each customer**

## Quality of customer service

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- Extensive expertise in local regulations for all major markets, one stop contact for compliance to regulations of multiple countries
- Globally reliable standards of high quality and consistency
- International key accounts management
- Internet based transactions and access to testing results

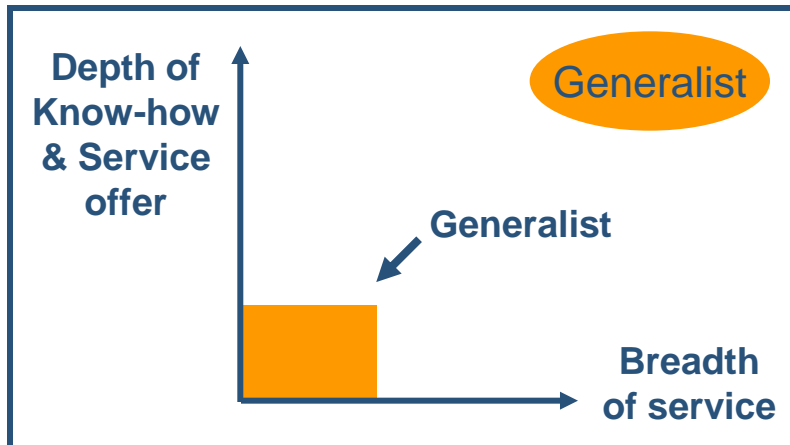
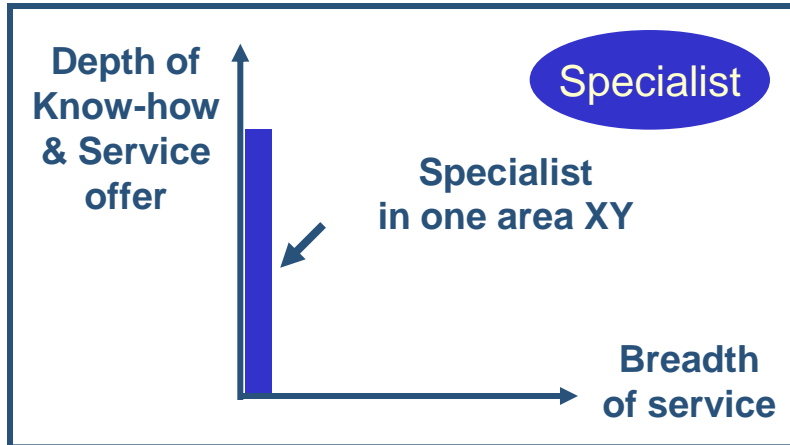
## Value adding acquisitions

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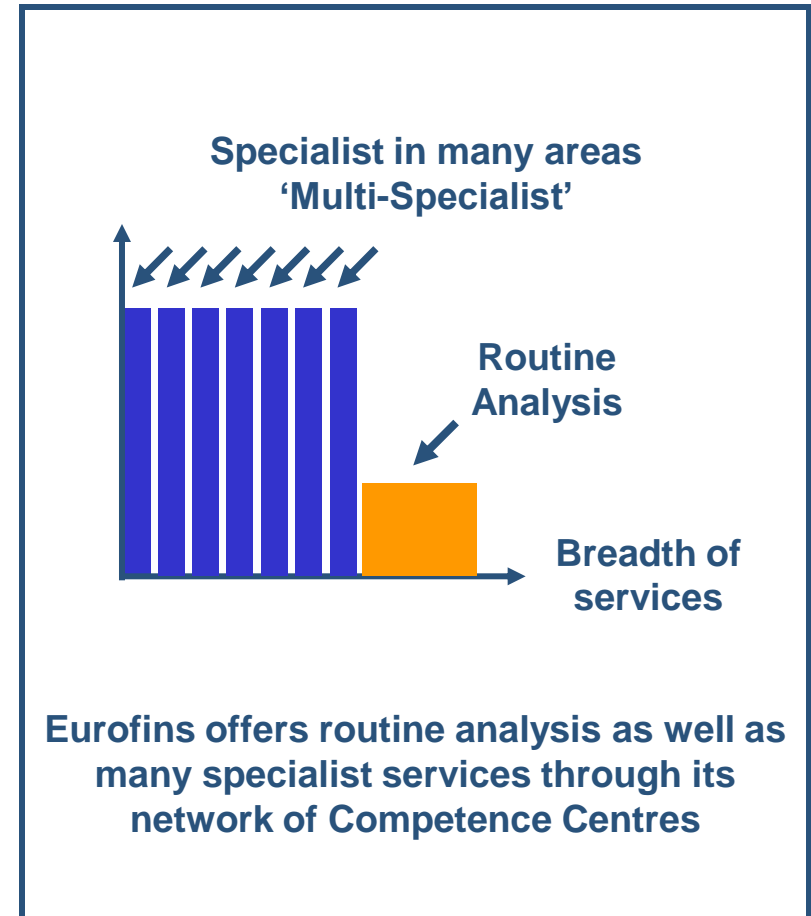
- Increased geographical coverage
- Access to new clients and cross-selling potential
- Strategic Expansion of technological portfolio



## Typical Laboratories



## Eurofins-Network of Competence Centres (CC)

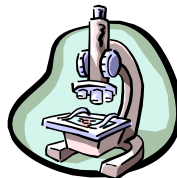


# Global presence – yet locally active

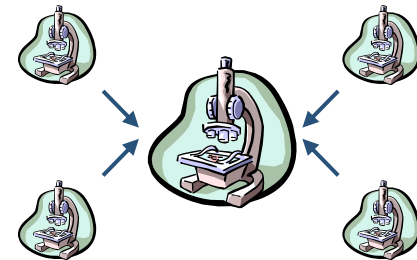
## Customer



## Local laboratory



## Competence Centre

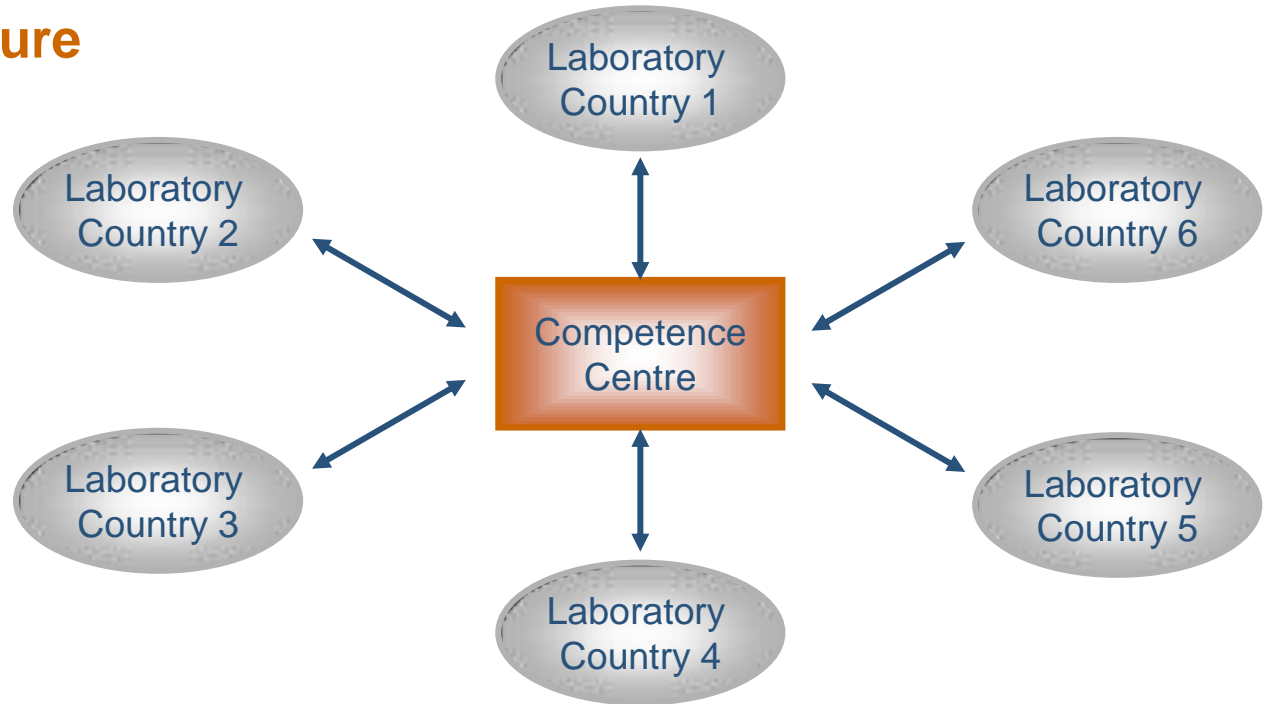


### Advantages:

- Global presence – close to our customers
    - Routine & time critical assays performed locally
  - Experts in local regulations & requirements
    - Consultation in native language (incl. reports)
  - Instant information through a comprehensive online database that covers the whole service portfolio of Eurofins worldwide
- Specialists (analytical techniques & regulations)
    - Economies of scale
    - Optimised processes
      - Low TAT
      - Large capacity
      - High quality
  - Experience with many matrices
    - Own research & development
    - Investment in state-of-the-art equipment
  - Present in international standardisation bodies

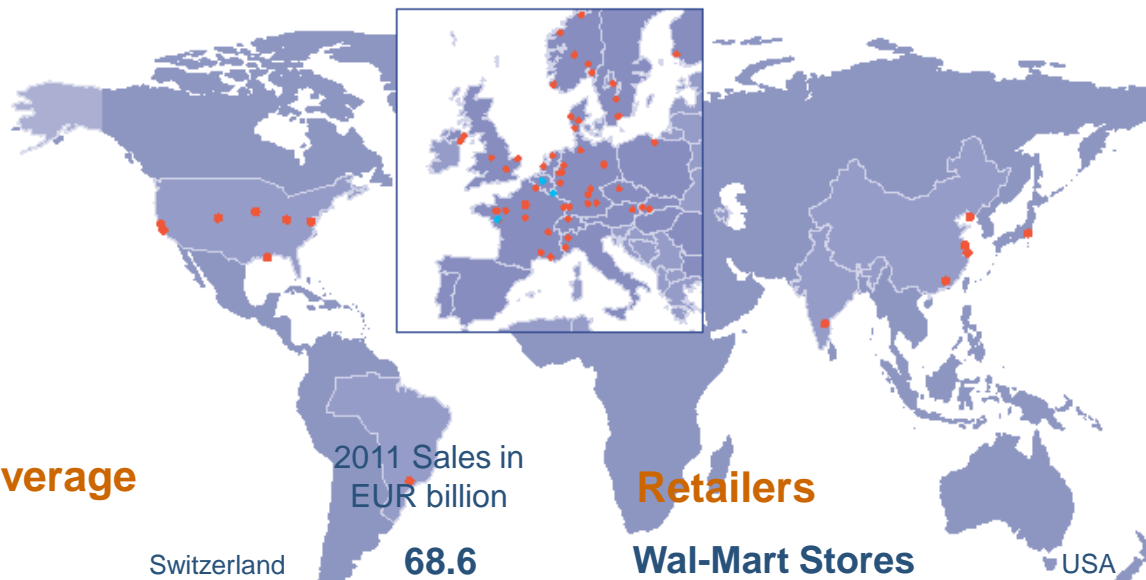


**Optimized logistics  
and infrastructure**



**Fast and reliable service**

# Some of Eurofins customers worldwide



## Food and Beverage

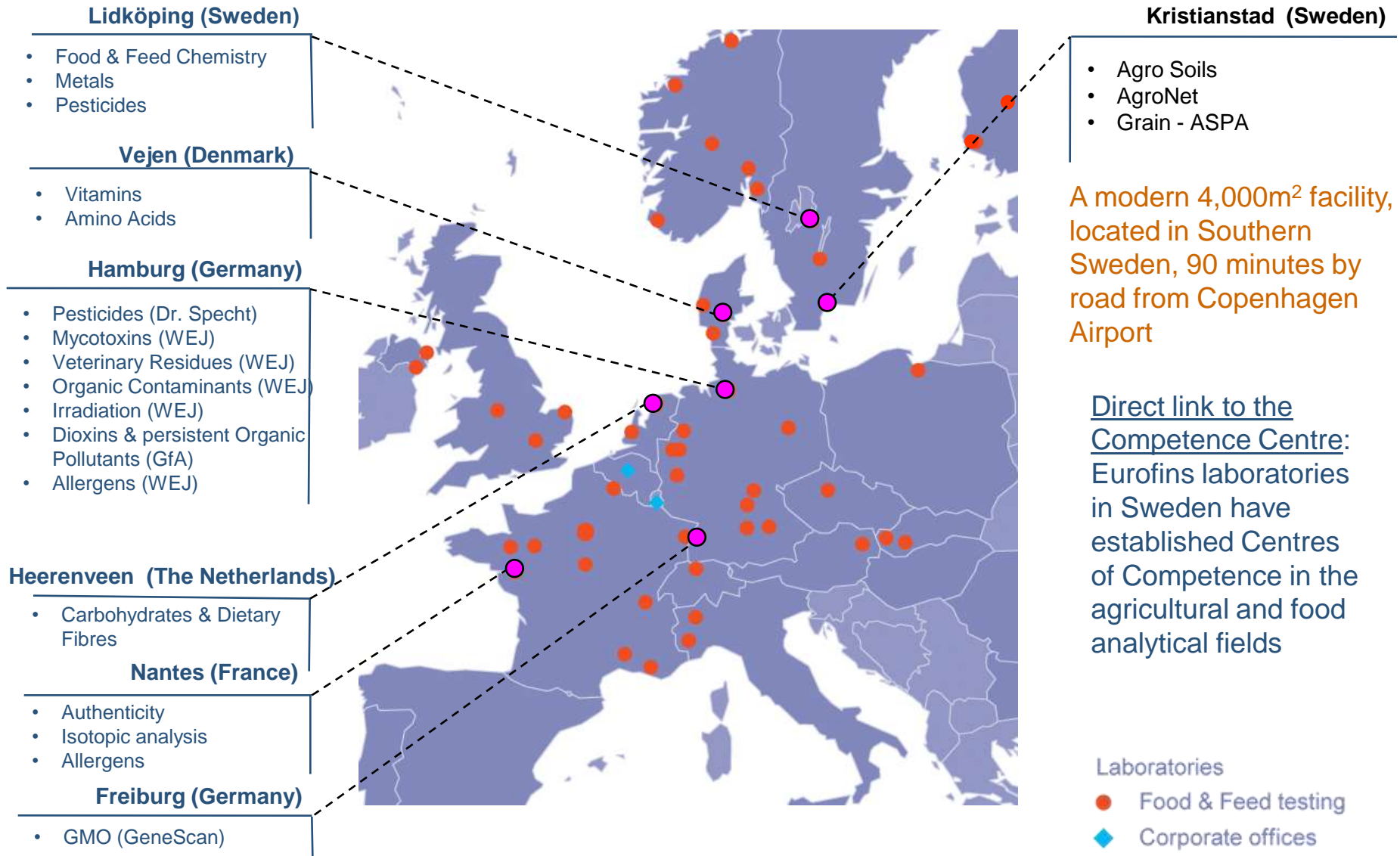
		2011 Sales in EUR billion
<b>Nestlé</b>	Switzerland	<b>68.6</b>
<b>Unilever</b>	UK /Netherlands	<b>46.5</b>
<b>PepsiCo</b>	USA	<b>51.2</b>
<b>Kraft Foods</b>	USA	<b>41.9</b>
<b>Coca-Cola</b>	USA	<b>35.8</b>
<b>Mars</b>	USA	<b>23.0</b>
<b>McDonalds</b>	USA	<b>20.8</b>
<b>Danone</b>	France	<b>19.3</b>
<b>Kelloggs</b>	USA	<b>10.2</b>
<b>Pernod Ricard</b>	France	<b>7.6</b>

## Retailers

		2011 Sales in EUR billion
<b>Wal-Mart Stores</b>	USA	<b>322.6</b>
<b>Carrefour</b>	France	<b>81.3</b>
<b>Tesco</b>	UK	<b>86.5</b>
<b>Metro</b>	Germany	<b>66.7</b>
<b>The Kroger Co.</b>	USA	<b>69.6</b>
<b>Costco Companies</b>	North America	<b>60.0</b>
<b>Aldi *</b>	Germany	<b>37.0</b>
<b>ITM Enterprises*</b>	France	<b>37.0</b>
<b>Royal Ahold</b>	The Netherlands	<b>30.3</b>
<b>Casino Guichard</b>	France	<b>34.4</b>

\* Eurofins Estimate

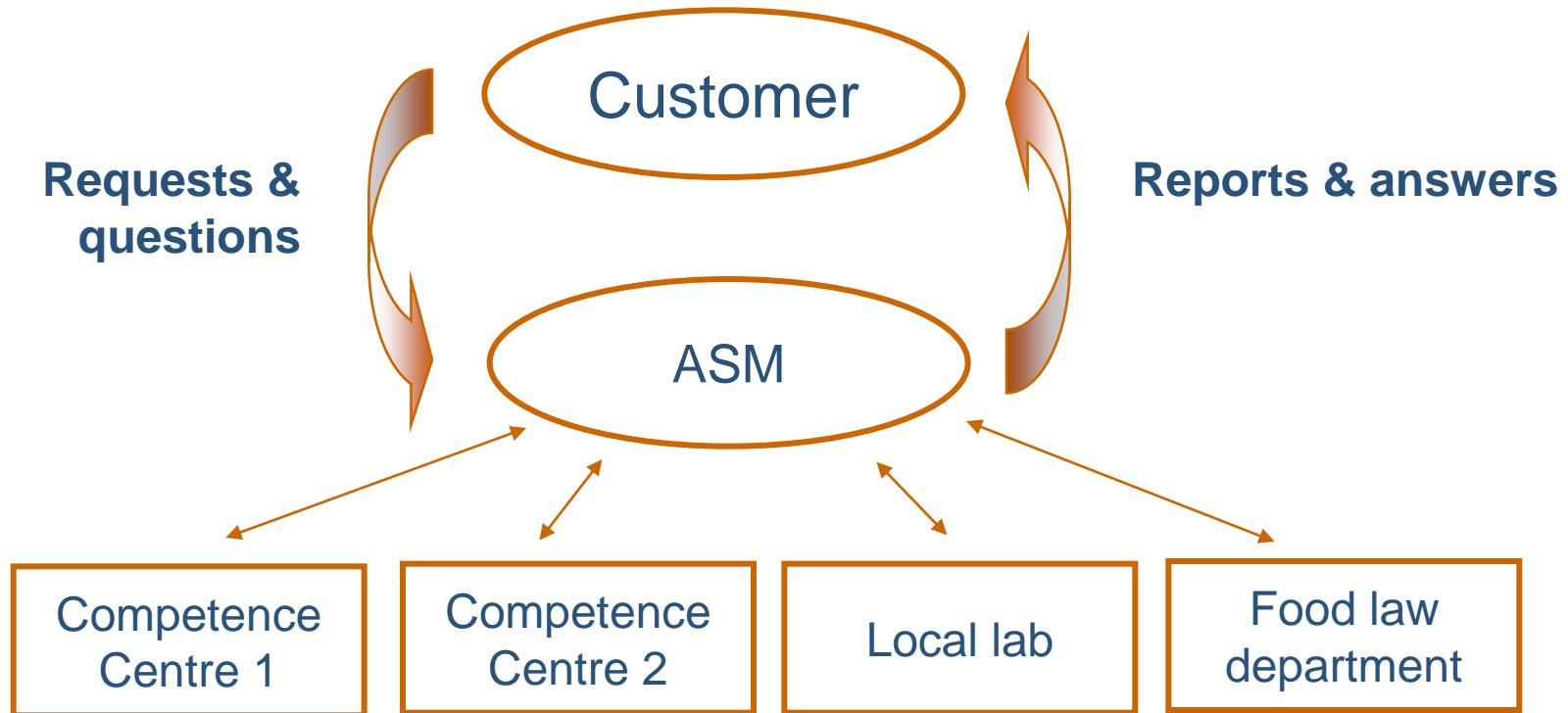
# Eurofins European Competence Centers



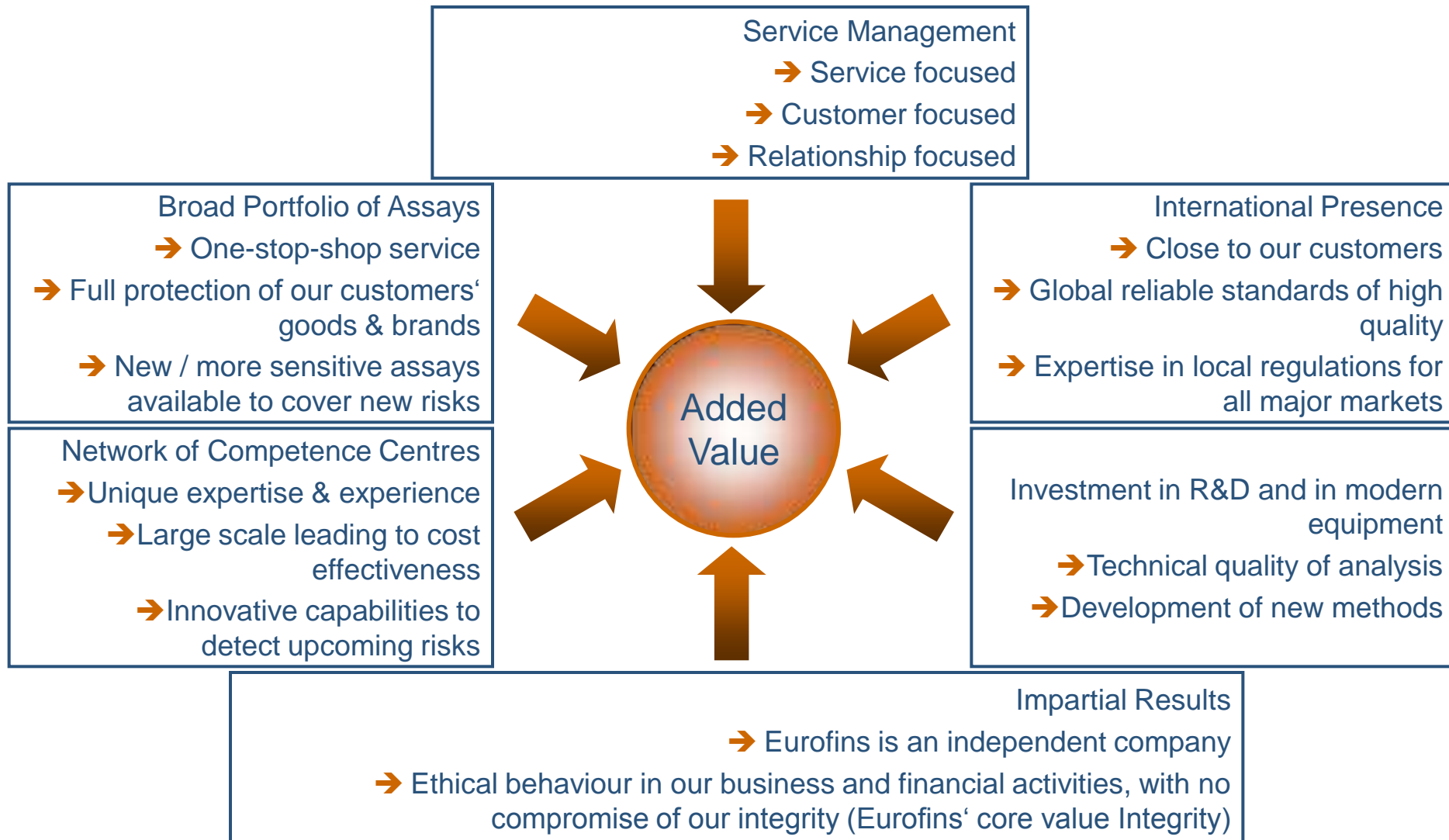
# Eurofins – personal service by Eurofins ASMs (Analytical Service Managers)



Dedicated ASMs are available to support our customers and answer all questions they may have. The ASMs coordinate all services within the Eurofins Group so that customers benefit from having only one point of contact



# Why chose Eurofins as a Partner ?



- **Worldwide partnership for sample delivery with DHL;**
- **Routes in Scandinavia aligned according to Eurofins needs;**
- **Samples collected, airfreight and guaranteed delivered next day to Kristianstad before 12:00 via DHL;**
- **For custom clearance samples delivery within 48 hours worldwide.**





*Lantbrukskemiska  
Stationen Anno 1916*



- **1885:** Lantbrukskemiska Stationen
  - **1990:** AgroLab
  - **1999:** AnalyCen
  - **2005:** Lantmännen AnalyCen
  - **2007:** Eurofins
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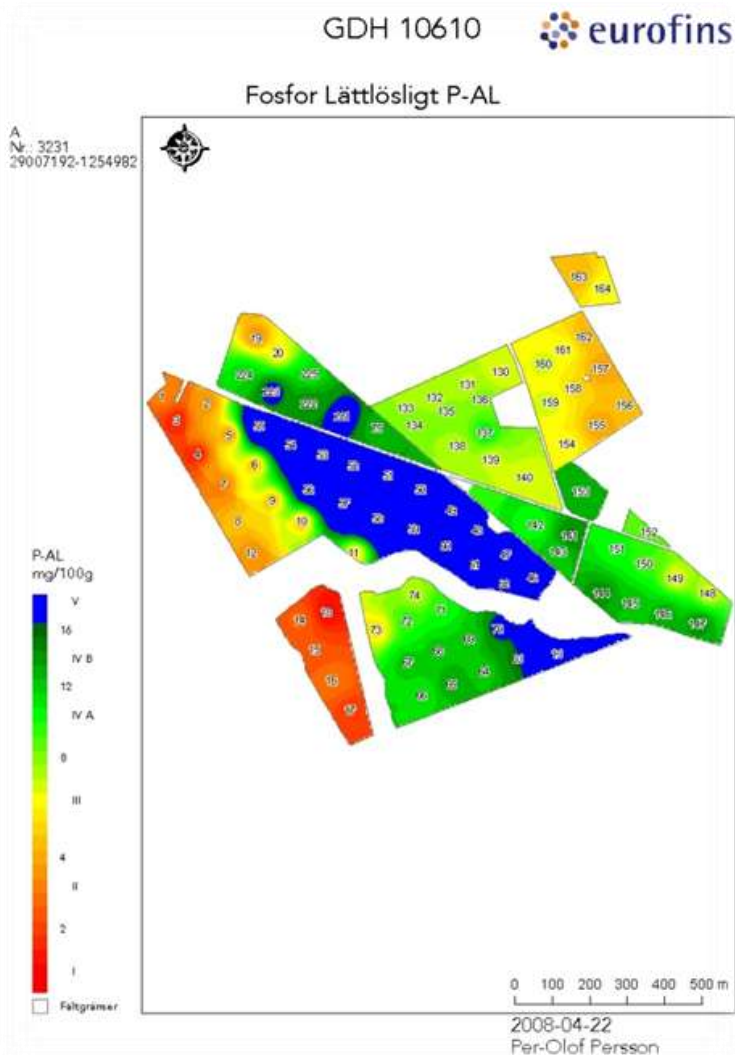
- **Eurofins Food & Agro**

- Food - Chemistry, Microbiology, Pesticides
- Milk (Steins)
- Agro –soils, seeds, grain, forage

- **Eurofins Environment**

- Environment
- Community Waters
- Indoor Environment
- Pharma





**Over 200.000 samples per year of soils**

- **Broad agrochemical and environmental soil testing portfolio**
- **Samples from Sweden, Denmark, Norway, UK, Finland, Ukraine and Russia**
- **One stop shop for all soil testing**
- **Analysis of the fertilizer and humus**

**More than 150.000 annual sample of grains**

**-Over 50.000 analysis of Feed/Forage  
TAT as short as 3 working days**

# Eurofins Expertise in Grains & Oilseed. Accredited, of course



**SWEDAC**  
ÅCKREDITERING

**INTERNATIONAL STANDARD ISO 3093**  
Third edition 2004-06-01

**INTERNATIONAL ASSOCIATION FOR CEREAL SCIENCE AND TECHNOLOGY**  
ICC STANDARD No. 107/1  
Approved: 1968  
Revised: 1995

**Wheat, rye and respective flours, durum wheat and durum wheat semolina — Determination of the Falling Number according to Hagberg-Perten**  
Détermination de l'Indice de Chute selon Hagberg-Perten

**Gafsta**

**Fälltal**

**02) Referenser**  
International Association for Cereal Science and Technology

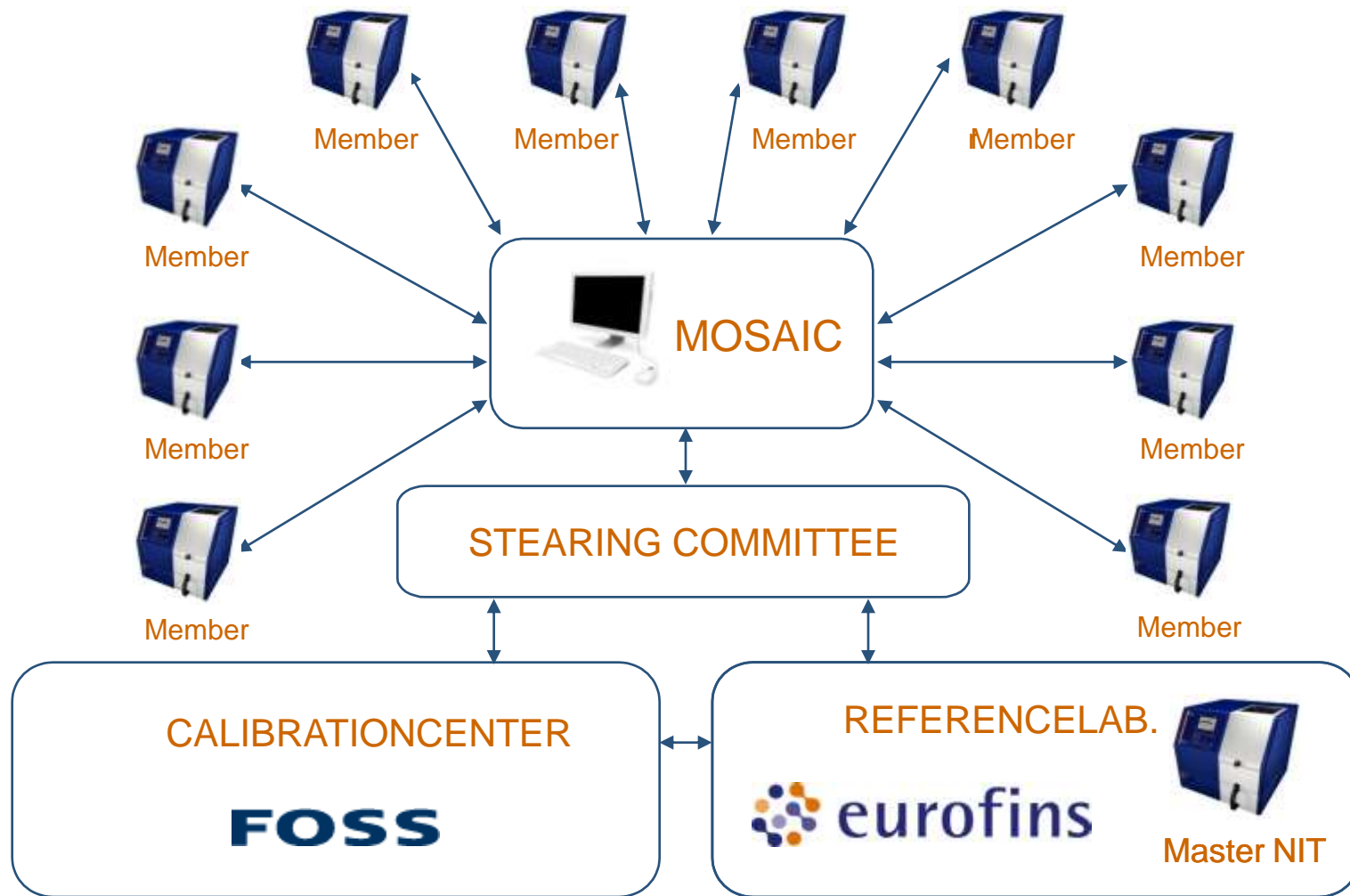
**03) Princip**  
Efter maling blandas provet med vatten. Ett högt fälltal anger en hög viskositet i kroppen att passera genom gröten.

**04) Utrustning**  
-Fälling nummer 1600, 1700, 1800  
-Kalibrerad våg med minst en decigram  
-Provrör, kassett, viskometer/cassett  
-Automatpipetten/dispensert för 20 ml  
-Ev. Shakematic 1090, 1095.  
-Kvarn: Slagkvarn (typ modell Per) eller annan likvärdig utrustning  
-Kyltom/kylvatten

**05) Komikalier**  
Avjoniserat vatten.  
Bedömning enligt SS-EN, ISO 3696 grade 3.

**06) Skyddsföreskrifter och underhåll**  
Skydd:

# Grain - AgroNet SE & DK, new in 2013 – Ukraine and Poland, 2014- Russia?



# Proposed Testing plan / Basic Analyses for Grains



## FOSS

- Protein
- Water Content
- Test Weight
- Starch
- Wet Gluten
- Option for falling

1 min



## Perten

- Falling number

15/20 min



## Local lab and Eurofins

- **Satellite lab**
- Fusarium
- Ergot
- Damaged kernels
- Green kernels
- Foreign kernels
- Wild oats
- **Reference lab**
- Germination test
- Mycotoxins
- Dioxins
- GMO

2 hours / 8 days



## NIT- Networks offer



- Quality assurance
- Traceability
- Instant sorting
- Harvest monitoring
- Trade harmonisation

## Lab located on Silo



Weighing



Sampling



Accredited Analyses

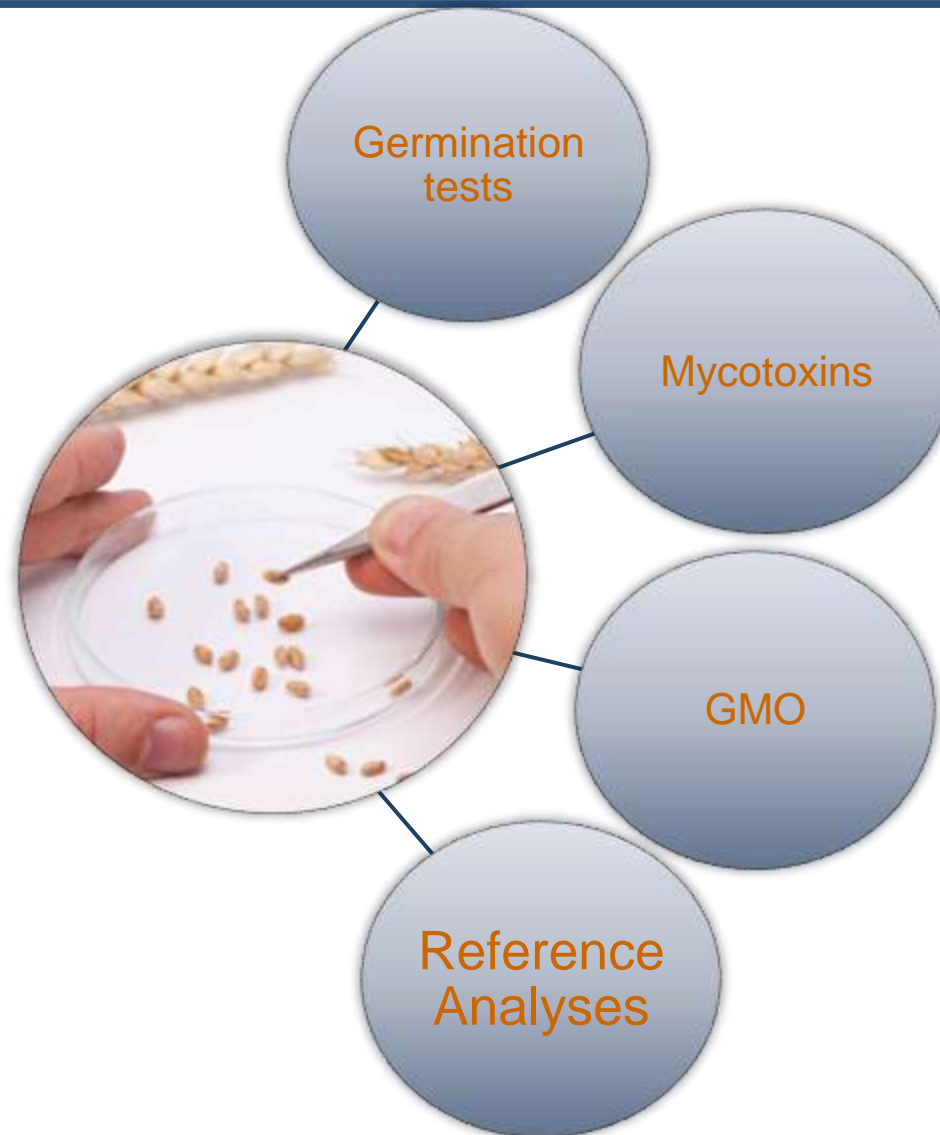


Reporting in real time



Sorting, Possibility for blending





## What does this mean for you?



**Your 'ASM' is Lilija Rozenbergaitė – Eurofins Business Development Manager.**

**Any testing in the AGRO – do not hesitate to contact:**

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**Skype: Lilija.Rozenbergaitė**

**For Soil sampling- local partner - LABSOLUT Ltd**

**For Feed/Forage testing – local presence Eurofins BLGG lab**

Questions? Thank you for your attention!

