



Eppendorf – In touch with life<sup>®</sup>



# Introduction to Eppendorf-SE

**Dr. Mike Hansen – BD Director North America – Eppendorf Corporate Development**

*AUTM Connect & Collaborate Webinar (November 6, 2024)*

# Eppendorf – At a Glance



Dr. Heinrich Netheler and Dr. Hans Hinz began doing business in 1945

To this day, the Eppendorf Group remains an entirely **family-owned company** with headquarters in Hamburg, Germany

An **expert and preferred partner in the field of sample management**

- as a supplier of premium-quality products and services

**Leading market position** in most of the markets served



EPPENDORF

eppendorf

# One of the World's Leading Life Science Companies



## Who we are

The Eppendorf Group has been providing customers worldwide with **premium products, systems and services** for almost **80 years**.

Around **5,000 employees** in 33 countries put their knowledge to work making Eppendorf one of the leading companies in the life science industry.



## Eppendorf's Strengths

- ✓ Commitment to strategy by the Board and owner families
- ✓ Deep customer and application understanding
- ✓ Global market access, large installed base and strong, emotional brand
- ✓ Comprehensive R&D skills regarding hardware and software
- ✓ Established processes: Production, Quality Management & Regulatory Affairs, Sales, Services
- ✓ Willingness and capability to invest in target areas of innovation – internally or externally

## Facts & Figures



Europe	33.7%
Americas	35.8%
Asia/Pacific/Africa	15.8%
China	14.7%

Consolidated revenue  
**€ 1.08 billion**  
(2023)



**8** Production sites  
Subsidiaries in  
**33** countries



Operating profit  
**€ 113.8 Mio.**  
(2023)



Investment in R&D  
**69.2 Mio.**  
(2023)

# Commercial Focus on Lab Tools for Academia and Pharma-Biotech Customer Applications



**Academic and biomedical research**



**Pharmaceuticals, biotech, vaccines and diagnostics development or use**



**Agriculture, food and biofuel**



**Healthcare**



**Forensics and regulatory authorities**



# Have Today's Solutions for Everyday Lab Problems

- > **Actively looking for tomorrow's novel innovations to augment our ability to help remove workflow "pain points" of our customers**



Liquid Handling and Consumables Divisions are now the Automation Division

# We Develop From The User's Point of View

- > **Interactions with similarly solution-focused institutions and companies is critical for us to understand and access novel innovations that augment our internal R&D and product development capabilities - capacity**

## User behavior and the application at the center of considerations



Application expert  
teams by product type



Global  
access to lab users



Leverage  
qualitative interviews  
and quantitated  
surveys



Verification of the  
achievement of the planned  
product features in direct  
contact with users

# Who to Connect With at Eppendorf-SE?

> That's me! [Hansen.M@eppendorf.com](mailto:Hansen.M@eppendorf.com)



On an open, non-confidential basis:

- ✓ Get to know each other
- ✓ Understand the ideas, capabilities and needs of the other party
- ✓ Assess the technology, product, team and company maturity
- ✓ Evaluate the potential for cooperation-collaboration and exchange first views on preferred forms thereof
- ✓ Define the next interaction and decision steps



> See you at AUTM Annual 2025!



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Thank you