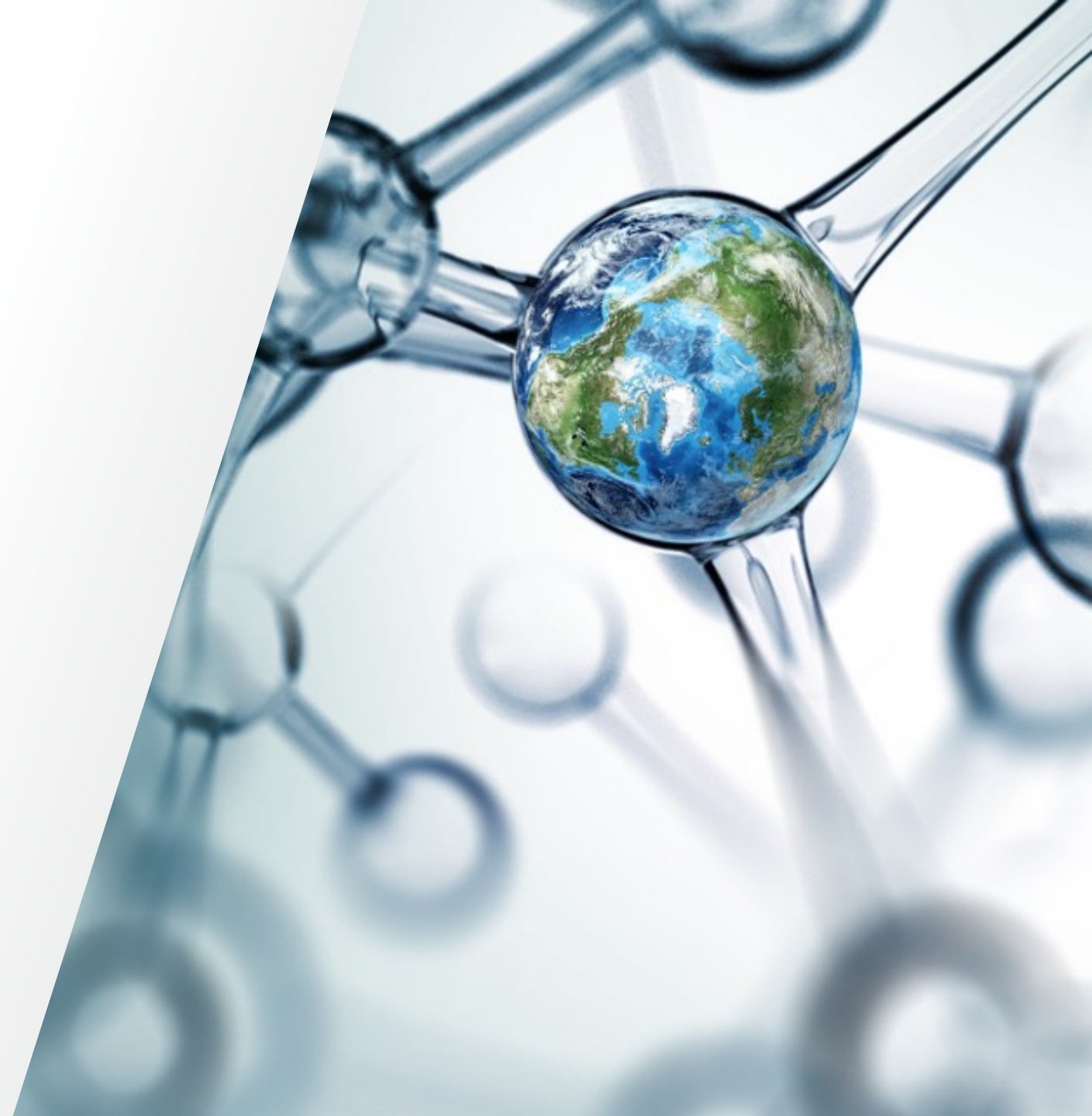


# Thermo Fisher Scientific

## An overview

Stefan Schweizer  
Sr. Mgr., Corporate Innovation Partnerships

 The world leader in serving science



# We take pride in our Mission:

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

# World leader in serving science

ThermoFisher  
SCIENTIFIC

thermo  
scientific

applied  
biosystems

invitrogen

fisher  
scientific

unity  
lab services

patheon

PPD



>125,000  
colleagues



7,000  
R&D scientists/engineers



\$1.5B  
R&D investment



>\$40B  
revenue



2500  
active licenses

## Industry-leading scale

- Exceptional commercial reach
- Unique customer access (academic and corporate R&D and commercial production)
- Extensive global footprint

## Unmatched depth of capabilities

- Leading innovative technologies through organic and inorganic growth
- Deep applications expertise
- Comprehensive biopharma services offering
- Premier productivity partner

## Sustainable value creation

- Positive societal impact
- Comprehensive ESG strategy

# Unsurpassed and evolving portfolio mix



Immunodiagnosics



Clinical Diagnostics



Microbiology



Transplant Diagnostics



Clinical Oncology



Genetic Analysis



Reproductive Health



Mass Spectrometry



Human Identification



Cell Analysis Cell Culture



Electron Microscopy



Chemical Analysis



Chromatography



Lab Equipment



Laboratory Chemicals



Lab Consumables



Scientific Supplies



Bioproduction



API



Formulation



Manufacturing



Clinical Trials

Healthcare

Life Sciences

Applied Markets

Lab Equipment, Chemicals and Scientific Supplies Channel

Pharma and Biotech

Enterprise-wide services and digital science solutions

# Broad Areas of Focus in Cell Biology

## Advanced Cell Models

- Disease models
- Stem cell technologies (lines and generation thereof)
- Organoid and spheroid cell
- Workflow simplification and automation instruments/devices

## Transfection and Protein Expression

- Expression platform and expression scale up;
- New host cell line, including mammalian and non-mammalian line; growth media for host cell line
- Macromolecules delivery system

## Gene Editing

- CRISPR related enzymes; labeling protein
- RNAi technology
- *in-vitro* transcription tools
- RNA expression
- gene editing software

## Cell and Gene Therapy

- T cell therapy
- vaccine and gene delivery system
- Instruments and devices to simplify cell culture and cell processing
- Cryopreservation tools

# Impact of external innovation

## Strategic Opportunity Scouting

**200+**

### Potential partners contacted per year

Universities, companies, incubators, partnering conferences, SBIR (small business innovation review)

## Business Assessment and Diligence

**1,000+**

### Opportunities screened w/ functional partners

Strategic fit, scientific and IP due diligence, financial model

## Deal Negotiations

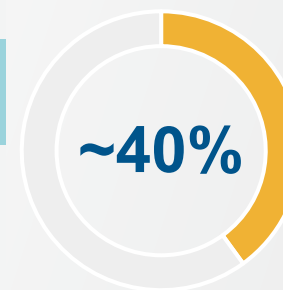
**~125**

### Transactions per year

Includes in-licenses, collaborations, IP asset purchase, OEM-in

### Deal types:

- In-License
- Collaborations
- Strategic partnership
- License & Supply
- IP asset purchase



of Thermo Fisher's Life Sciences Revenue from Externally Partnered Innovations

# InnoP Storefront

Thermo Fisher Scientific is actively seeking innovative technologies and intellectual property for product development. Please send us non-confidential information about your technology and opportunity!

ThermoFisher SCIENTIFIC Search All Search Contact Us Sign In Quick Order

**TOGETHER WE CAN!**  
Whether you have technologies to share, or are seeking new products and capabilities to enhance your portfolio, together we can.

Mission > Innovation > Global reach >

## Submit a Business Development & In-Licensing Opportunity

Business Development & In-Licensing

Business Development & In-Licensing Areas of Interest

Business Development & In-Licensing Model & Process

Submit a Business Development & In-Licensing Opportunity



### Contact Information

First Name \*

Last Name \*

Company/University/Entity Name \*

Email \*

Phone

Please enter your phone number.

### Mailing Address

Street Address \*

## Contacts

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# InnoP | Your partner for early-stage external innovation

