LabWare Overview

ChemAxon UGM 2013, San Diego

Enterprise Laboratory Platform

lims eln

Keith Wipprecht and Vance Kershner

Introductions

- Keith Wipprecht
  - Director of Pharmaceutical Business Dev.
  - Location: Cincinnati, OH
  - 12 years with LabWare
- Vance Kershner
  - Founder and President of LabWare
  - Chief Technology Officer
  - Location: Wilmington, DE Corporate HQ
  - 25 years with LabWare

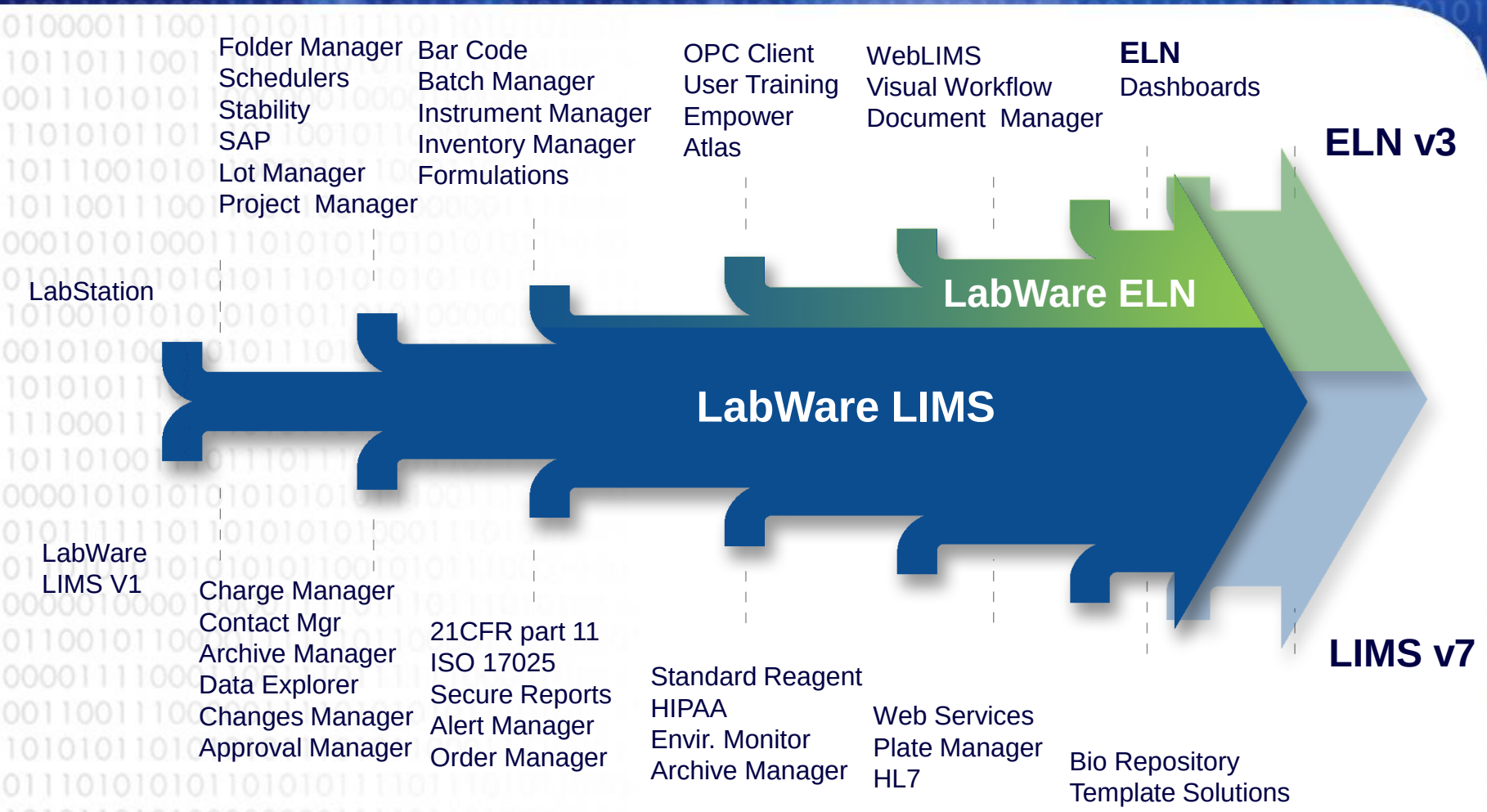
LabWare Overview

What Distinguishes LabWare

- Innovative Laboratory Automation Software Company
  - We are a world leader in Laboratory Automation Software, 100 MM$ in 2012
  - LIMS / Electronic Lab Notebook / Instrument Interfacing / Clinical LIS
  - >1,000 Companies use LabWare products in 90 countries
  - LabWare has sales, support and implementation staff located in 40 countries
  - Many of our customers use LabWare Software globally as a centralized enterprise solution within their business.

- Exclusively focused on LIMS & ELN solutions
  - The leading ***Customer Configurable LIMS & ELN*** (100% COTS based)
  - All customers running the same core product, **NO** customization is required
  - Approx. 250 software modules that are available with the system at **NO additional cost**
  - Extraordinary high customer retention rate… 99%

LabWare's Enterprise Laboratory Platform



7-Annual User Group Meetings in 2012!

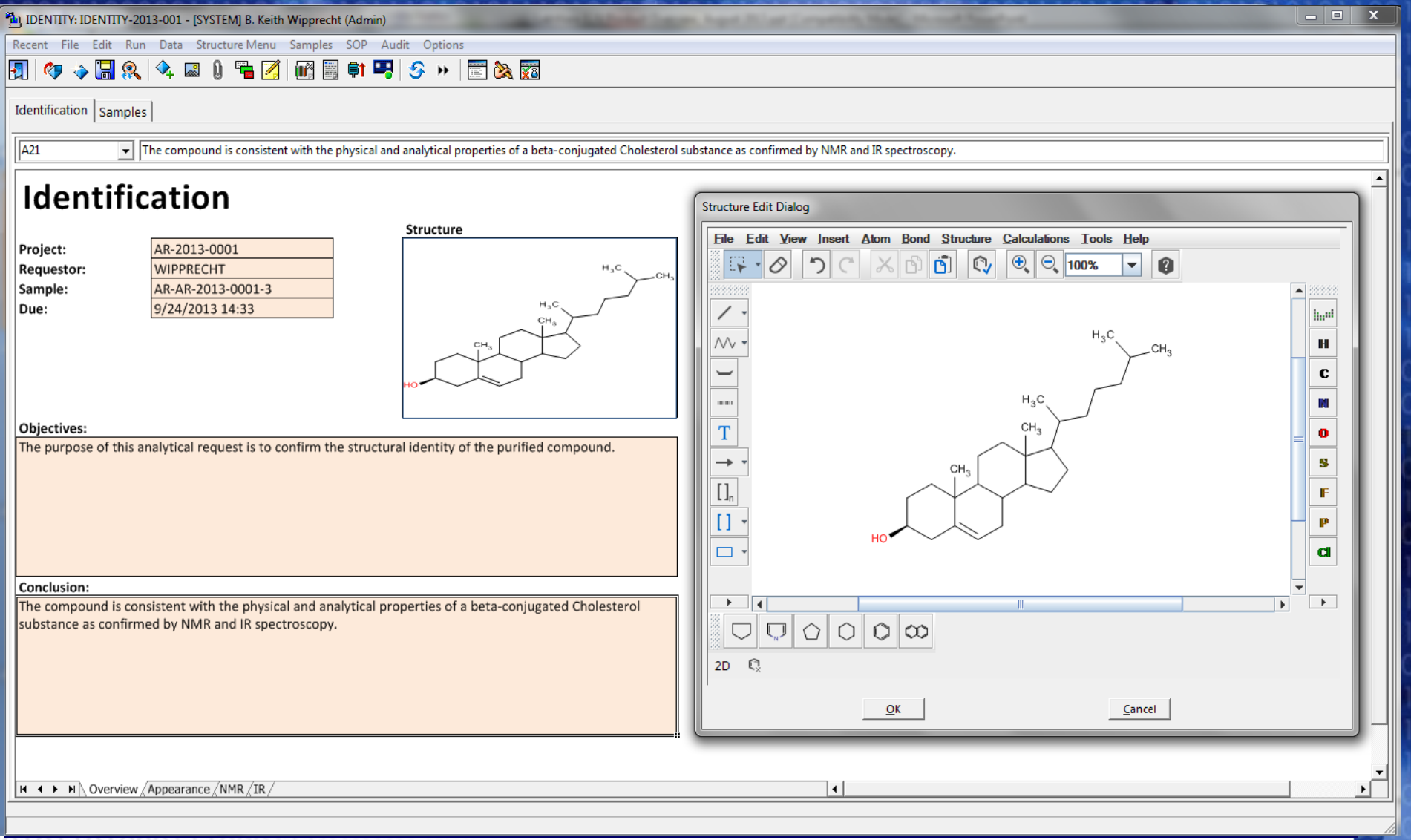
North America, Europe, Latin America, Asia-Pacific, South Africa, Middle East, and China

2012 CUSTOMER EDUCATION CONFERENCES

South Africa, China, Middle East, Latin America, Asia Pacific, North America, and Europe

THANKS FOR A GREAT YEAR!

Integration of ChemAxon Marvin with LabWare ELN™



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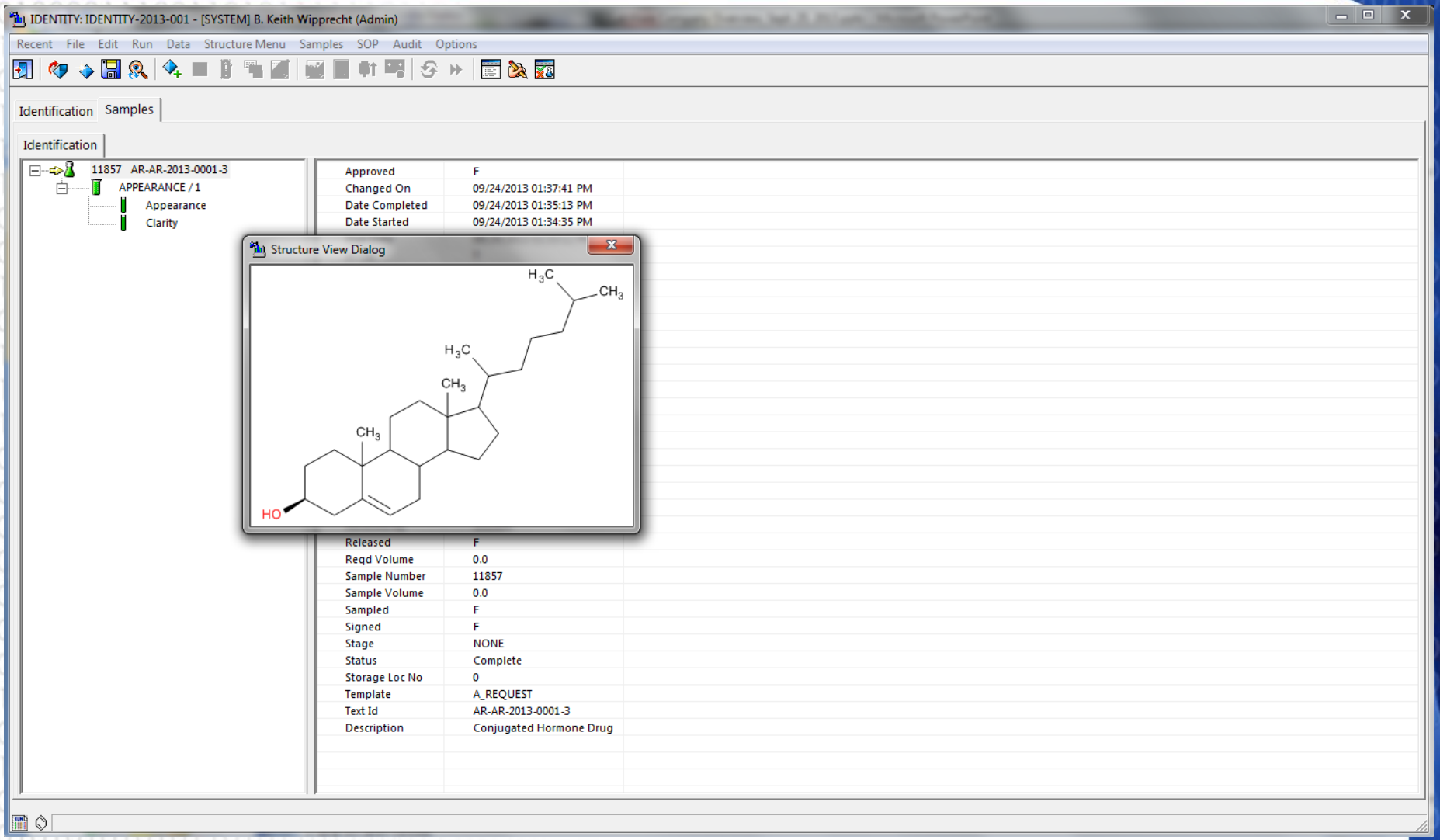

Global Pharmaceutical Customers
Proven In A Global LIMS Deployment

- Astra Zeneca (R&D and Global Manufacturing)
- Allergan, Inc. (Global R&D and QA/QC)
- Apotex Pharmaceutical Group (Global QA/QC)
- Biogen IDEC (Global R&D and QA/QC)
- Bristol-Myers Squibb (Global R&D)
- Boehringer Ingelheim Corp. (Global R&D and QA/QC)
- CSL Behring (Global QA/QC)
- Edwards Lifesciences (R&D and Quality)
- Forest Research Institute (Global R&D and QA/QC)
- Genentech (Global QA/QC)
- Gilead Sciences (Analytical Development and QA/QC)
- GlaxoSmithKline (Global R&D, Vaccines R&D, QA/QC)
- Merck & Co. (Global R&D, Clinical Trials, Global QA/QC)
- Novartis Pharmaceuticals (Global R&D)
- Novartis Vaccines & Diagnostics (Global QA/QC)
- Purdue Pharma L.P. (Global QA/QC)
- Pfizer (Global R&D, Quality and Pfizer Clinical Research)
- Sanofi Aventis Pasteur
- Teva Pharmaceuticals (Global QA/QC and R&D)
- Watson Pharmaceuticals (Global QA/QC and R&D)

Thank You and Questions