

DISTRIBUTION AGREEMENT EXPANSION WITH ROCHE



Which products are included in this agreement?

This agreement includes the exclusive distribution of Roche products, now including the following product lines in all geographies excluding Brazil:

- High Pure Kits
- Transcriptor Reagents
- EagleTaq and FastStart Master Mixes (for non-LightCycler® Systems)
- Universal ProbeLibrary Probes and Assays

We will continue to distribute Roche Biochemical Reagents (BR) products, which include products for proteomics, cell analysis, and genomics applications in all countries excluding Brazil.

Which products are not included in the agreement?

Roche will continue distribution, sales and support of the following product lines:

- LightCycler® Instruments and reagents (include FastStart Essential Reagents)
- MagNA Pure Systems and reagents
- High Pure Kits (Viral, Genomic DNA, Total RNA, and FFPE)
- RealTime Ready Assays
- Evoscript Reagents
- LightMix Modular Assays
- Transcriptor First Strand Kits

Will production, manufacturing and quality control change?

No. Roche remains the legal manufacturer and all current production processes will remain the same. The products will still have Roche branding and packaging, and go through the same Roche quality control processes.



How will this benefit customers?

Roche's high-quality products combined with our distribution & service excellence creates a powerful value proposition for these products in the life science research community. Under the agreement, we will leverage our sales, marketing and eCommerce expertise to present and distribute Roche proteomics, cellomics and genomics reagents and kits, inclusive now of these specific Life Science products listed above.

What will the implementation plan/transition look like? What are the timelines?

As of August 1, 2017 products will become available on SigmaAldrich.com in parallel with existing Roche channels. The month of August will represent a transition period, where both parties will be selling into the market in order to ensure a smooth transition. As of September 1, 2017 we will become the sole supplier and exclusive channel to market for these products, whereas all orders and technical support should be directed to our representatives.

What will happen to the eCommerce platforms?

We have put processes in place with Roche so that customers will experience a seamless transition, with no disruption in ordering, service, or delivery throughout the transition period. Please contact one of our representatives if you have any concerns.

Will Roche's product numbers change in your ordering system?

The Roche product numbers will not change in our ordering system unless there is a direct conflict with an existing product. Direct product number conflicts are expected to be minimal, and will be communicated if they arise.

What if I don't have an account on SigmaAldrich.com?

An account can easily be opened with us by calling our customer service or visiting SigmaAldrich.com under Ordering.

Can customers still order products through Roche's website? When will the products be available on the sigma-aldrich.com?

As of August 1, 2017 products will become available on SigmaAldrich.com in parallel with existing Roche channels. The month of August will represent a transition period, where both parties will be selling into the market in order to ensure a smooth transition. As of September 1, 2017 we will become the exclusive distributor of these products via SigmaAldrich.com and all of our other purchasing channels.

How can I determine whether a specific product number is included in the agreement?

A comprehensive list of included products will be available on SigmaAldrich.com/Roche2017. Please register to receive updated information as it is available.

What if I have an existing contract or tender?

During implementation of this agreement, we are committed with Roche to customer care as a first priority. Existing tenders and contracts will remain in place until they can be transferred to us.

What will happen to customer support? Where do I refer my customer questions?

We are committed with Roche to a seamless customer transition, with no disruption in ordering, service, or delivery throughout the transition period. After August 31, 2017, all orders and technical support for Roche products listed above should be directed to our representatives.

How can I make sure my product is available during and after the transition?

Please communicate critical supply needs to our representatives including specifics such as product, volume, and supply timing requirements. This critical demand information will be shared with our supply planners.

Who can I contact if I have additional questions?

Please visit www.sigma-aldrich.com/Roche2017. Further information is available and you will be able to register to receive updates