

# Toyobo Acquires Spain's Spinreact S.A., a Global Manufacturer and Marketer of Diagnostic Reagents and Instruments

### —Marking the Acceleration of Toyobo's Overseas Expansion Strategy in Biotechnology—

Toyobo purchased 100% of the shares of Spinreact, S.A. (hereinafter, Spinreact), which manufactures in vitro diagnostic (IVD) reagents and instruments and markets these products through its global network. The purchase was completed on July 31, 2013, and all the shares were purchased from the corporate group of U.S. company Alere Inc. (NYSE: ALR). Following the acquisition of Spinreact, Toyobo will substantially accelerate its strategy of overseas expansion in the field of biotechnology.

#### 1. Background of the Acquisition

Toyobo, as a company aiming to be "the category leader, continuing to create new value that contributes to society in the environment, life science, and high-function products fields," has set the objectives of being a "strong company" that can grow and develop sustainably and that can contribute to societies around the world through its business activities. In the Biotechnology field, where Toyobo is focusing on IVD reagents and instruments as well as other products, overseas, mainly in the emerging countries, markets are forecast to expand at more than 10% annually. To expand sales in overseas markets, Toyobo has been considering alliances and M&A with overseas companies.

Given these circumstances, Toyobo acquired Spinreact, which has a network of dealers in approximately 90 countries around the world, covering not only Spain but also Africa, Central and South America, Europe, Asia, and elsewhere as well as an extensive lineup of IVD-related products that have been adapted for use in the emerging country markets.



 $[USCANNER_{\textcircled{0}}]$ (Urine Cell Analyzer)



(Enzyme for At-Home Blood Sugar Sensors)

# 2. Toyobo's objectives in Acquiring Spinreact as a Wholly Owned Subsidiary

(1) To utilize Spinreact's global sales network

In the field of IVD reagents and instruments, Toyobo will use Spinreact's sales network to market its biochemical diagnostic agents, which are one of its strengths, as well as its urine analysis and gene analysis systems that are based on Toyobo's advanced image processing and ultra high-speed PCR technology

### (2) To expand its product lineup.

Toyobo will market Spinreact's biochemical, immunology, and serology diagnostic reagents through Toyobo's sales network in China and Southeast Asia.

(3) To secure a production base in Europe

Toyobo will draw on Spinreact's production capal

Toyobo will draw on Spinreact's production capabilities in Europe to develop its overseas bioproducts business.

### 3. Confirmed Acquisition Date: July 31, 2013

### 4. Outlook Going Forward

Going forward, Toyobo and Spinreact will use their bioproducts and sales networks to expand existing businesses. Next, the two companies will combine their biotechnologies to develop new products and expand into new markets.

## 5. Supplementary Information

(1) Outline of Spinreact S.A.

Location of the head office: Girona, Spain

Date of establishment: 1975

Representative: Josep Puig (General Manager)

Lines of business: Sales, manufacturing and developing of IVD

reagents

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