



Harvard Apparatus Inc. Acquires The Biochrom Business Of Pharmacia & Upjohn Inc.

Harvard Apparatus, Inc. (HAI) of Holliston, MA. announces the acquisition of the Biochrom Business of Pharmacia & Upjohn and a distribution partnership with Amersham Pharmacia Biotech for the continued distribution of Biochrom products as well as future products developed or acquired by HAI.

Biochrom designs and manufactures a line of UV-VIS Spectrophotometers tailored through hardware and software specifically for the life science market and also offers the Biochrom Model 20 Amino Acid Analyzer (AAA) System. Today, end-user sales of these products are approximately \$20M.

This acquisition gives HAI a strong market position for dedicated spectrophotometers in the molecular biology market and an excellent technology base on which to build future products. The distribution partnership between Harvard/Biochrom and Amersham Pharmacia Biotech for these and future Harvard/Biochrom products affords HAI access to life science researchers through one of the strongest direct selling organizations in the market. Amersham Pharmacia Biotech has sales offices in 25 countries and has more than 1,000 sales reps, technical specialists, and service engineers in its worldwide distribution organization. This relationship will now enable HAI to look at the more sophisticated products for the life science market which require a direct selling organization rather than the historical method of distribution of HAI products through its 750 page catalog. The acquisition of Biochrom is consistent with HAI's strategy to focus on providing a wide array of products required by researchers in the development of new drugs. Today HAI manufactures syringe pumps, ventilators and cell injectors and distributes a broad range of products principally used in the toxicology, metabolism and efficacy testing of new drugs.

Biochrom will trade under the name of Biochrom Ltd., is located in the Science Park in Cambridge, England and will continue to operate as a free standing subsidiary of Harvard Apparatus, Inc.. Barry Brown will continue as the Managing Director.

For further information, please contact HAI; Chane Graziano, CEO or David Green, President at (800) 272-2775.

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