

## Press Release

### **Edison publishes SYGNIS research update and sees “Electrifying Sales Potential” in the announced Expedeon acquisition**

**Madrid, Spain and Heidelberg, Germany, 25 May 2016** – Edison Investment Research Limited has published a research update on the DNA amplification and sequencing tools company SYGNIS AG (Frankfurt: LIO1; ISIN: DE000A1RFM03; Prime Standard segment of the German Stock Exchange) entitled “Electrifying Sales Potential”.

According to the Edison analysts, the Expedeon deal in strategic terms is excellent for SYGNIS: the impact on SYGNIS’ combined sales line will be dramatic as the acquisition will broaden the product range and add direct sales. The businesses are complementary, with SYGNIS operating in emerging molecular biology sectors and Expedeon in more mature markets for protein analysis (proteomics), with cleverly designed products based around a core range of electrophoresis products. Expedeon has a UK- and US-focused sales and marketing team as well as a representative office in Singapore. Furthermore, Expedeon has strong OEM deals in place, e.g. with Sigma and Tanon. Edison believes that these deals might offer further opportunities for SYGNIS’ molecular biology products. Expedeon has a five-year sales CAGR of about 20% and was profitable with an EBITDA-margin of 13% in 2015.

Edison expects synergies from 2017 when both companies combine their product lines:

While SYGNIS’ core IP covers a range of novel engineered enzymes for genetic analysis and genome sequencing, Expedeon’s core sales include a range of electrophoresis products. The products offer good value through innovative features and are not discounted. These techniques have been used in biochemistry laboratories for decades to analyse mixtures of proteins and to get basic data like molecular weight.

Edison sees the two types of product lines to be often used in the same research facility so it should be easy to add in extra sales calls and boost the sales per call as a result. After Expedeon sales people have been trained and understand the relatively complex, technical and fast-moving molecular biology area with multiple competing products, the deal should deliver good synergies.

The full Edison research report is available for download under <http://www.edisoninvestmentresearch.com/research/report/sygnis4/full>

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**About SYGNIS AG: [www.sygnis.com](http://www.sygnis.com)**

SYGNIS, headquartered in Germany and Spain, specializes in the development and commercialization of innovative products for DNA amplification and sequencing. Based on its proprietary technologies, SYGNIS has developed a commercial product portfolio addressing key challenges in the fast-growing fields of molecular biology and next-generation sequencing applications. Key products include the TruePrime™ product line and SensiPhi®, licensed to a leading industry partner, for whole genome DNA amplification and sequencing, as well as the SunScript™ Reverse Transcriptase product family to convert genetic information from RNA molecules back to DNA. SYGNIS AG is listed on the German Stock Exchange in the Prime Standard segment (Ticker: LIO1; ISIN: DE000A1RFM03).

**About Expedeon Holdings Ltd.: <http://www.expedeon.com/about>**

Expedeon Holdings Ltd. is privately held proteomics tools and reagents company headquartered in the UK. Expedeon is focused on providing high quality, simple and rapid solutions for protein research including RunBlue® gels for electrophoresis, the VersaWave spectrophotometer for quantitation or NVoy kits for refolding proteins to name just a few. Expedeon manufactures and sells a wide range of innovative, proprietary products through a direct sales force as well as well-established distribution channels. The company has manufacturing facilities in San Diego, California, USA and a representative office in Singapore.

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