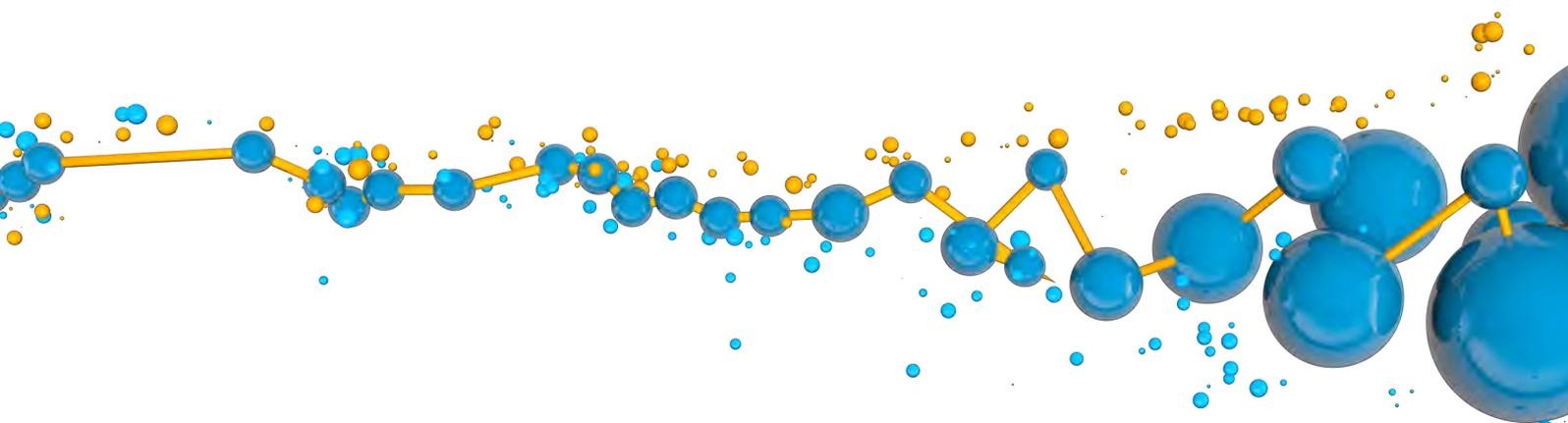
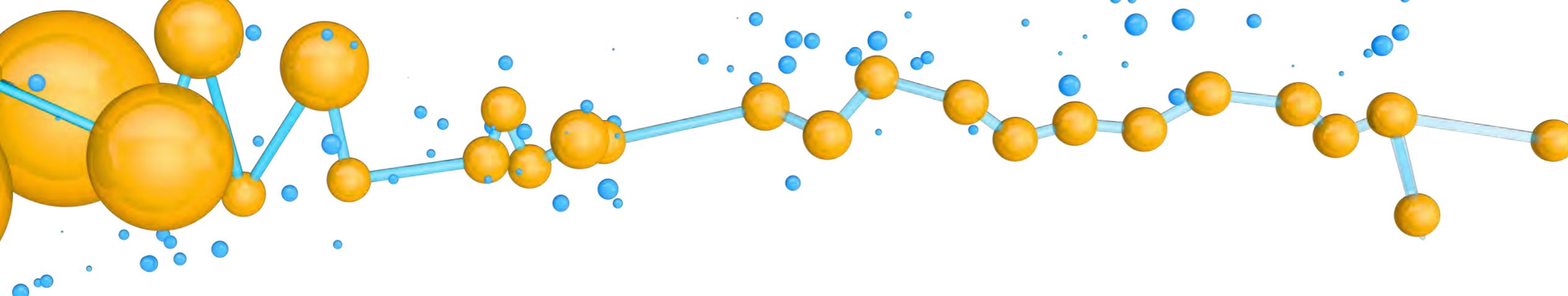


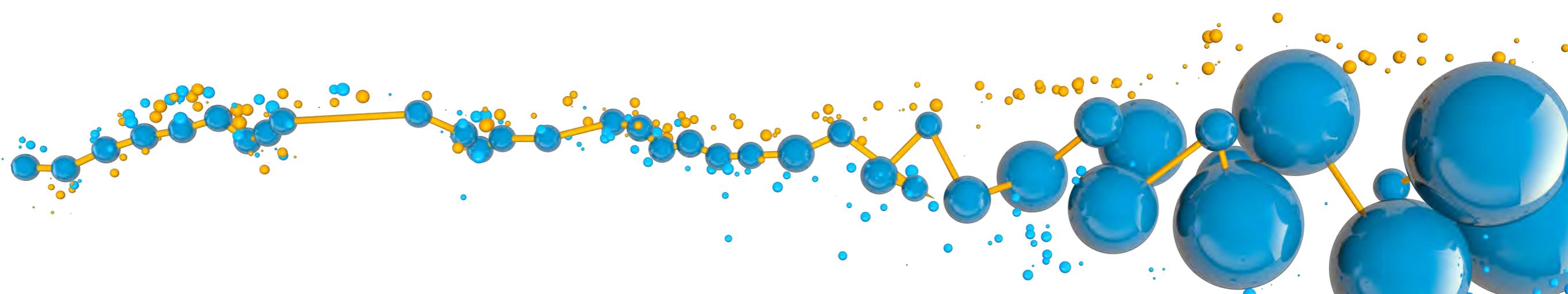
KEMOMED

BRINGING SOLUTIONS





Twenty years of proficiency,
reliability and developing
partnerships



SLOVENIA

May 17-19, **1996** - Pope John Paul II visits Slovenia

1998 - Beginning of cancer treatments with cell therapies and immunotherapies in Slovenia

May 1, **2004** - Slovenia joins EU

2007 - National Institute of Chemistry Ljubljana begins awarding the prestigious Pregl Awards. Friderik Pregl was a Slovene chemist born in Ljubljana, who won the Nobel Prize in Chemistry in 1923

WORLD

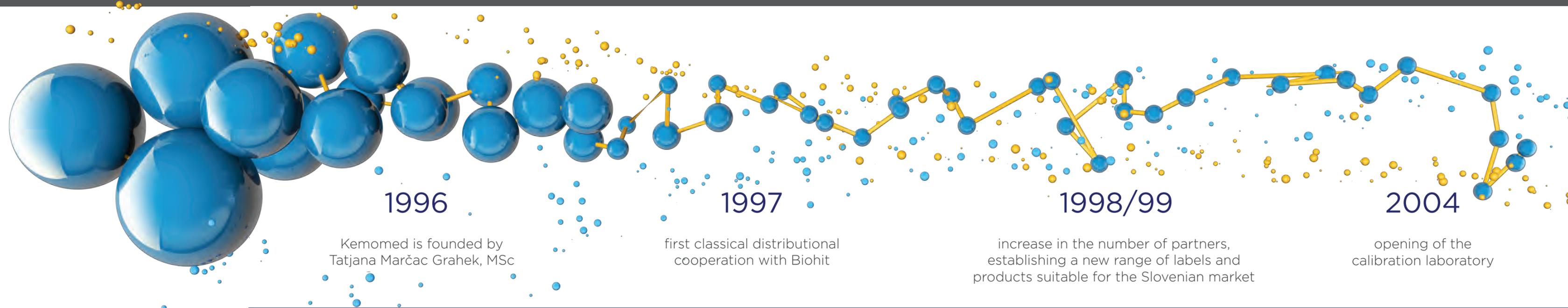
July 5, **1996** - Dolly the sheep is the first mammal cloned from an adult somatic cell. Cloning is carried out at the Roslin Institute in Midlothian, Scotland

September 4, **1998** - Sergey M. Brin and Lawrence E. Page, students at Stanford University, establish the company Google in California

January 15, **2001** - Jimmy Wales founds Wikipedia, the free online encyclopedia that is edited by hundreds of volunteers from all over the world

February 4, **2004** - Mark Zuckerberg, a student at Harvard, founds Facebook, Inc. in Cambridge (Massachusetts)

We would like to thank everyone that has been with us for the past 20 years, combining experiences and emotions into a unique harmonious score. In tune with the promise of quality and excellence, we strive to move forward.



KEYSTONES

BD, Biohit

Biohit, Elga, Grom

Promega, Gibco, Invitrogen, Chromachol, Molecular, Sanyo, Peqlab, Phenomenex, TPP, Vici, Berthold

BioTek, Cytognos, Medac, Minerva, Pipette Doctor, Polyscience, Syngene



January 1, **2007** – Euro is introduced as the new currency

2008 – In the first half of 2008, Slovenia holds the Presidency of the European Council for the first time

2012 – Maribor is, together with other partner cities, the European Capital of Culture

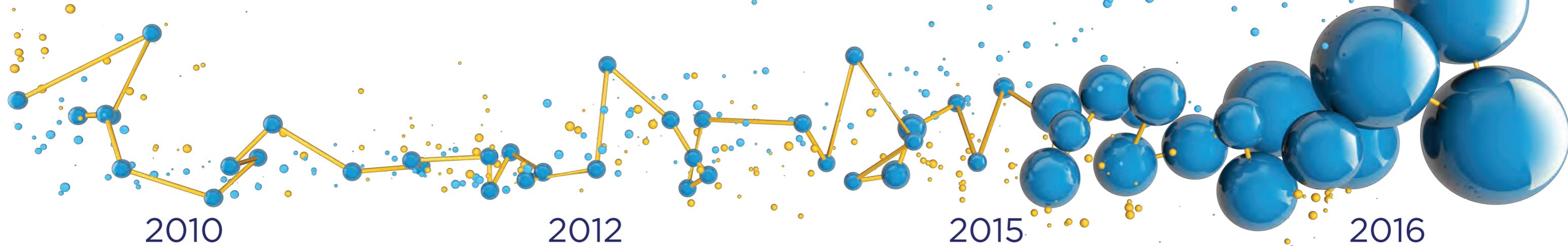
2016 – Slovenian scientists publish an article in The New England Journal of Medicine in which they are the first in the world to prove a link between Zika virus and microcephaly.

September 21, **2008** – Global recession is predicted after the stock market crash

July 25, **2010** – WikiLeaks, an international non-profit journalistic organisation, leaks more than 90,000 secret documents about the US war in Afghanistan covering the period between 2004 and 2009

September 25, **2015** – NASA confirms that flowing water can be found on Mars

June 23, **2016** – Brexit: UK has voted to leave the European Union.



2010
began representing Shimadzu and Netzsch

2012
signing of contracts to cooperate with Nippon Genetics, Kapa, StemCell Technologies, IDT Technologies, and Illumina

2015
opening of a subsidiary in Croatia

2016
launching new projects, consolidation of business in Croatia

Shimadzu, Netzsch, PAA, Panasonic, Grant, Greiner, Kbiosciences, Sartorius

illumina, Kapa, Nippon Genetics, IDT technologies, Stemcells, SCAT

MagnaMedics

LGC





"The transformation cycle from being a distributor to a service company is complete. Because of all of you, who have recognised us as an equal partner, we bravely walk the path of progress towards new horizons."

Solutions in tune with the rhythm of change

Trust is the thing that we have been most keen to maintain over these past 20 years. We carefully and responsibly choose internationally acclaimed suppliers with the most innovative solutions. With our expertise, experience and, most of all, will to improve, we make sure that these solutions come to life in your research environment and ensure the desired results. We believe relationships only grow stronger if they are tended to.

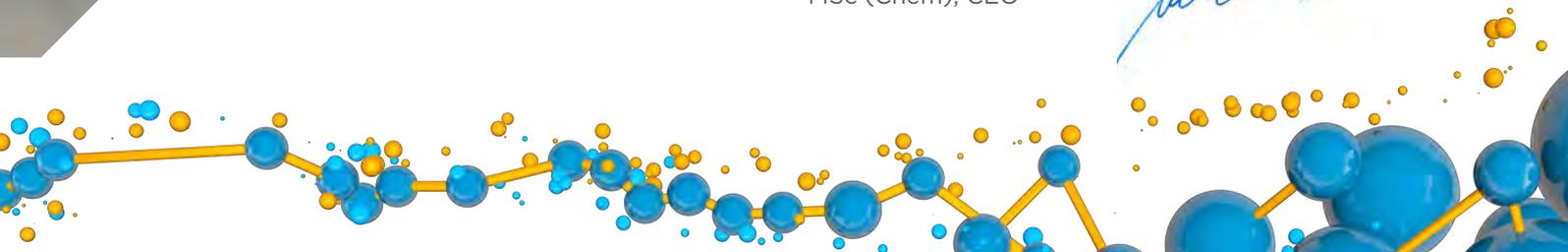
We are constantly expanding our knowledge. We enable partners to keep in touch with the newest trends and achievements. We strive to bring the best possible solutions to problems you want solved by offering educational programmes, help with purchase decisions, validation, calibration and servicing - we believe these support and consulting services make our partnerships stronger.

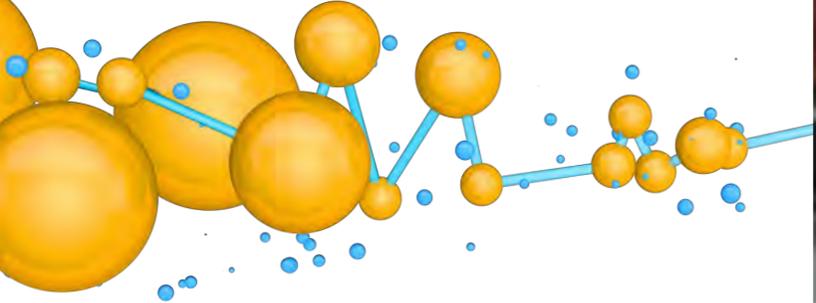
With you in mind, we wish to continue building new programmes that will strengthen your and our competitiveness in local and international environments. We are determined to enrich our premium quality services with the newest trends while also respecting the basic values of the company. Working alongside you has been like a symphony that was being written over the past twenty years.

Thank you!

Tatjana Marčac Grahek,
MSc (Chem), CEO

A handwritten signature in blue ink, appearing to read 'Tatjana Marčac Grahek'.





Intonation for progress is hidden within

Starting with one, today with seventeen exceptional individuals, Kemomed's team intertwines knowledge, experience and competence. We base our success on our services. The ability to hear our partner's needs and provide solutions is the bedrock on which we have built our reputation.



"I joined Kemomed's team in 2001, because I sensed the sales challenges would fit well with my creative nature. I believed I could achieve great results in such an environment and enrich my knowledge at the same time. In all these years, this has proven to be true. I enjoy my work and am constantly learning new things."

Andrej Vuga,
executive sales director



"Knowing every process in a company is priceless; from work in the warehouse and administration to customer relationships. The culture that is nurtured at Kemomed is encouraging and inclusive. No matter what jobs you do, you are a part of the team and share in the success."

Tina Zaplotnik,
administration



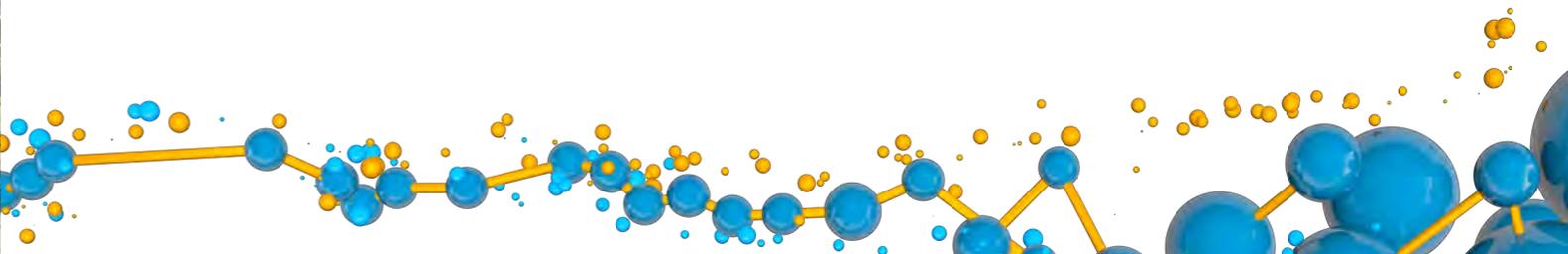
"When I was looking for my first regular employment, I had a lot of expectations. I was primarily looking for healthy interoffice relationships, a clear company vision and an opportunity to reach my full potential. Today, after 10 years of working for Kemomed, I can gladly say that I chose the right employer."

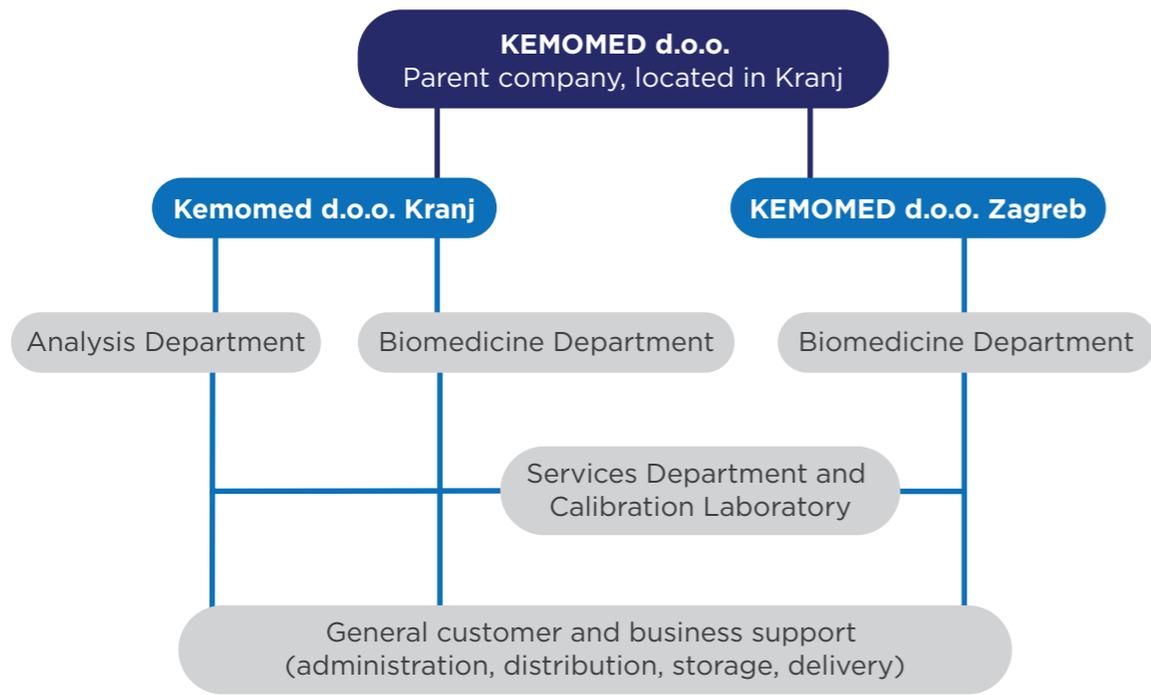
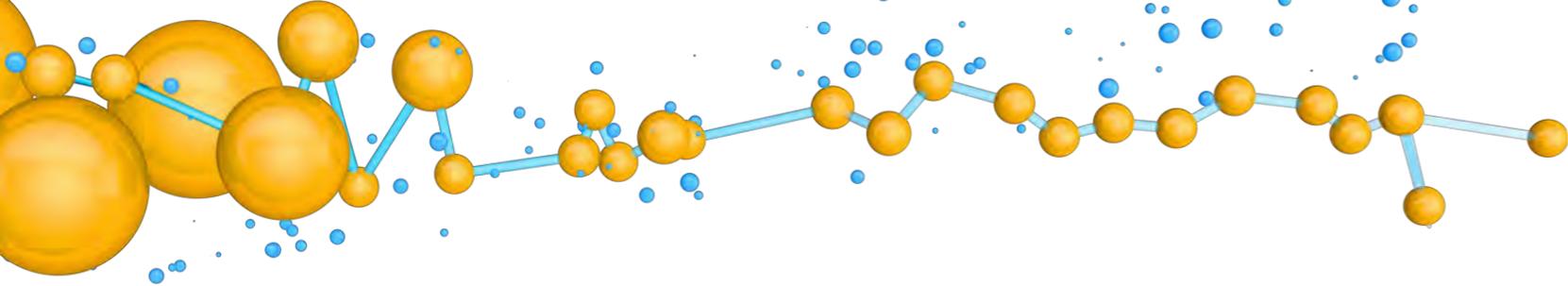
Urša Medved,
head of quality control,
servicing and
calibrations laboratory



"Understanding change as a regular feature goes without saying at Kemomed. We know we must not only adapt but also set trends. We want to be the best and that is why we do not fear change. As a matter of fact, we try to make the best of it."

Franka Bilič,
head of administration



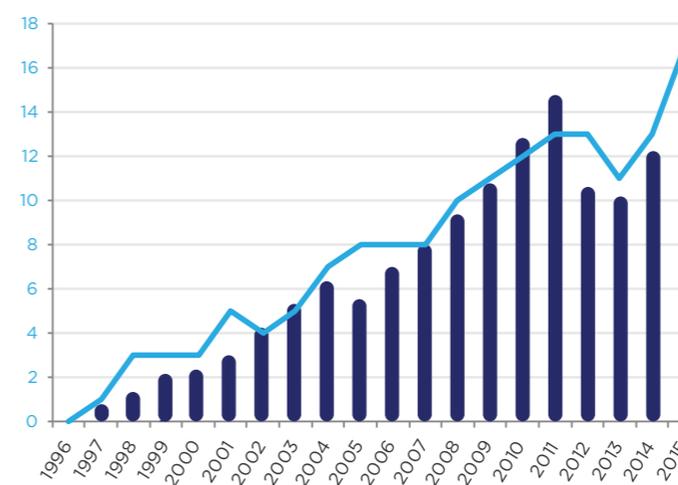


Sales Areas

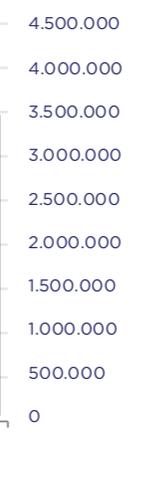
Analytics / Biomedicine / Quality Assurance / Servicing and Calibration Laboratory



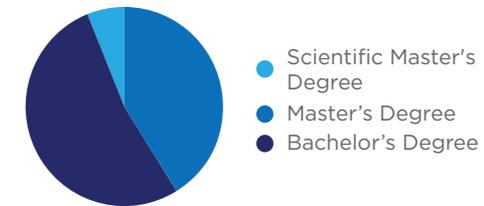
Growth in number of employees 1996-2015



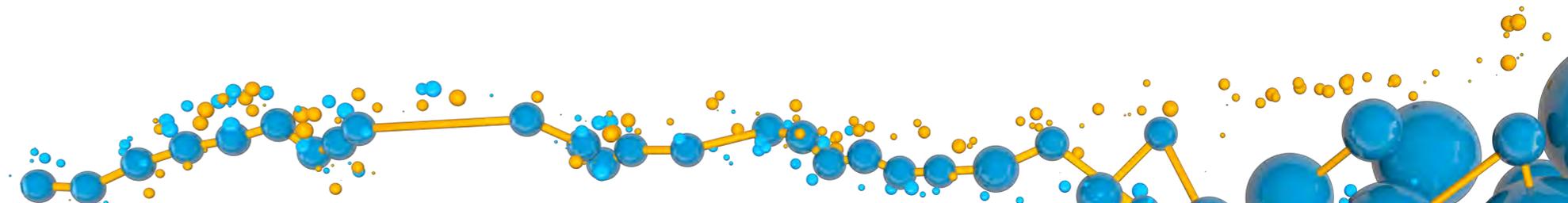
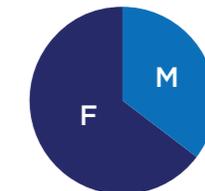
Revenue in EUR 1996-2015

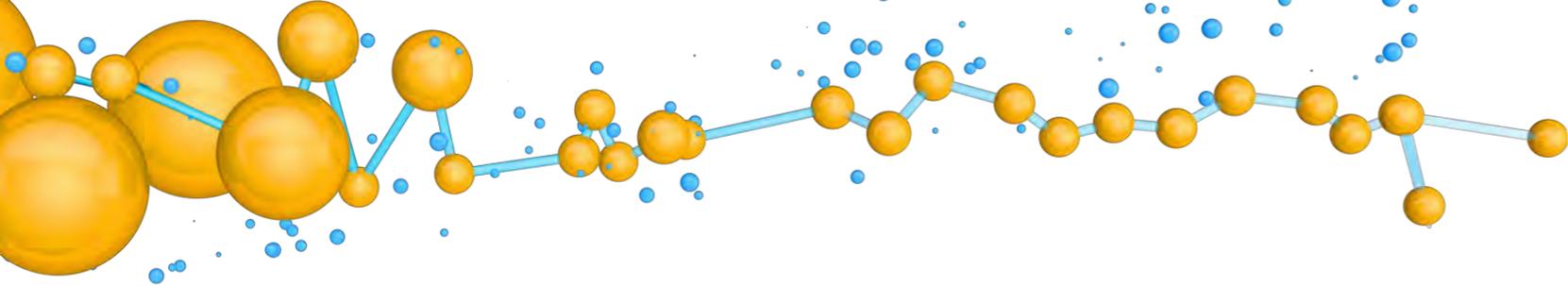


Employees by Education



Employees by Gender





The market's resonance is a measure of success

The market is an indicator of a company's value. Value cannot be created artificially. We are proud that our local and foreign business partners constantly enhance and upgrade our relationships, trust us more with each passing year and value us as an equal partner. This is echoed in our increasing sales, influx of new employees and consequently in the growing value of the company.

The development from being a simple distributor to providing wholesome solutions, applications, promotions, distribution and sales of technologically advanced solutions was not always linear. With the help of crisis management in 2013, we managed to stabilise the company's operations and gained new momentum by 2014/15. Opening a subsidiary company in Zagreb, Croatia in 2015 expanded our area of operation and strengthened business connections in the region.

Notwithstanding changes on the market, we managed to integrate novelties and expand the scope of operation every five years. An important milestone in Kemomed's history was the opening of the calibration laboratory in 2004 and acquiring the ISO 17.025 certificate that guarantees the reliability of calibration services. This acquisition was an important factor for transforming Kemomed from a distributor into a service company.

Logo 1996

KEMOMED d.o.o.

Logo and slogan 2006

KEMOMED
Prinašamo rešitve

Logo and slogan 2014

KEMOMED
PRINAŠAMO REŠITVE

Orchestration leads to innovation

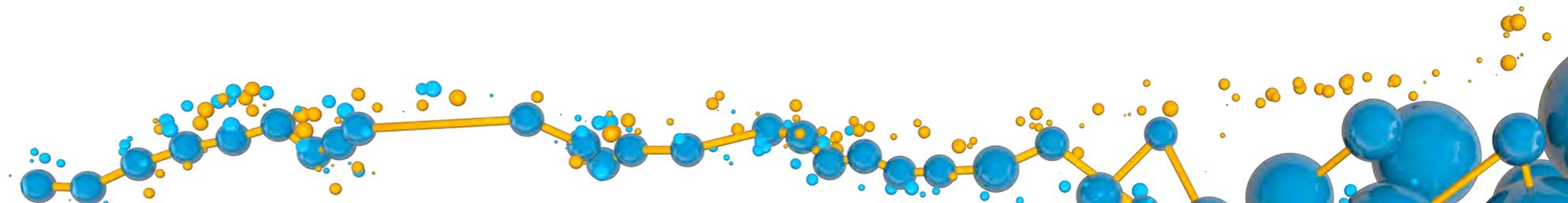
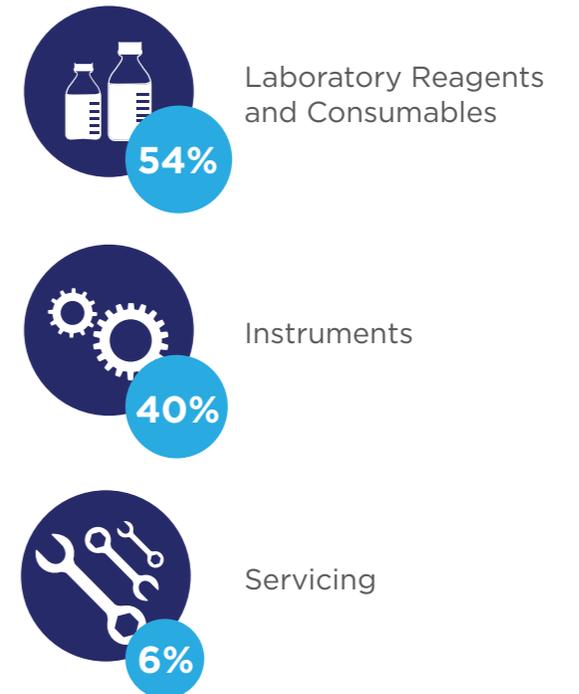
Together we can achieve more. That is why integration and cooperation are a part of Kemomed's business culture, which strengthens our competitiveness. When international business partners enter a relationship with us, they consequently enter a network of relationships with various stakeholders that we have responsibly built and nurtured as a valuable asset for the past twenty years.

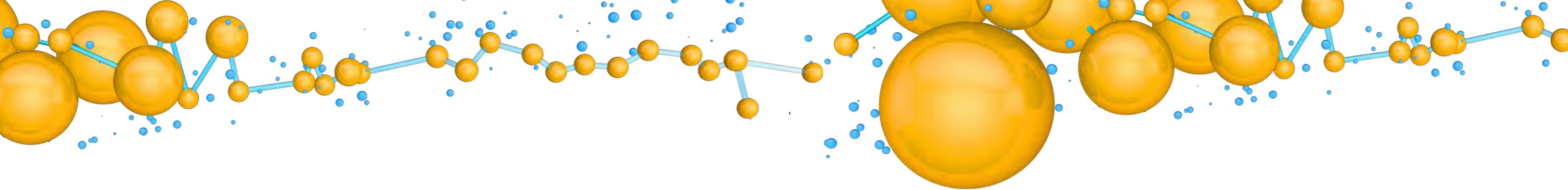
Intertwined into the symphony of our operations are various educational institutions, Faculties (of Medicine, Chemistry, Electrical Engineering, Biology, Biotechnical Faculty), institutes, healthcare facilities (both Medical centres in Slovenia and various healthcare centres), chemical and food industries, the media as well as local businesses in the immediate vicinity of the company's head office.

We gain our strength by systematically enriching and developing our portfolio of services and products. This guarantees us a unique position on the market and enables innovation that brings competitive advantages to our customers.

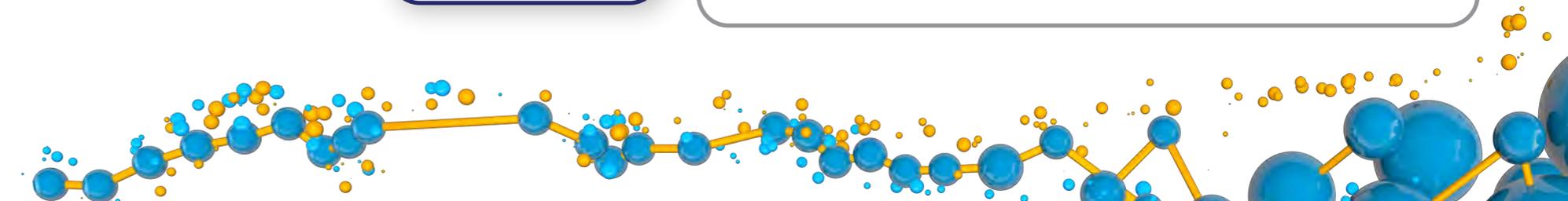
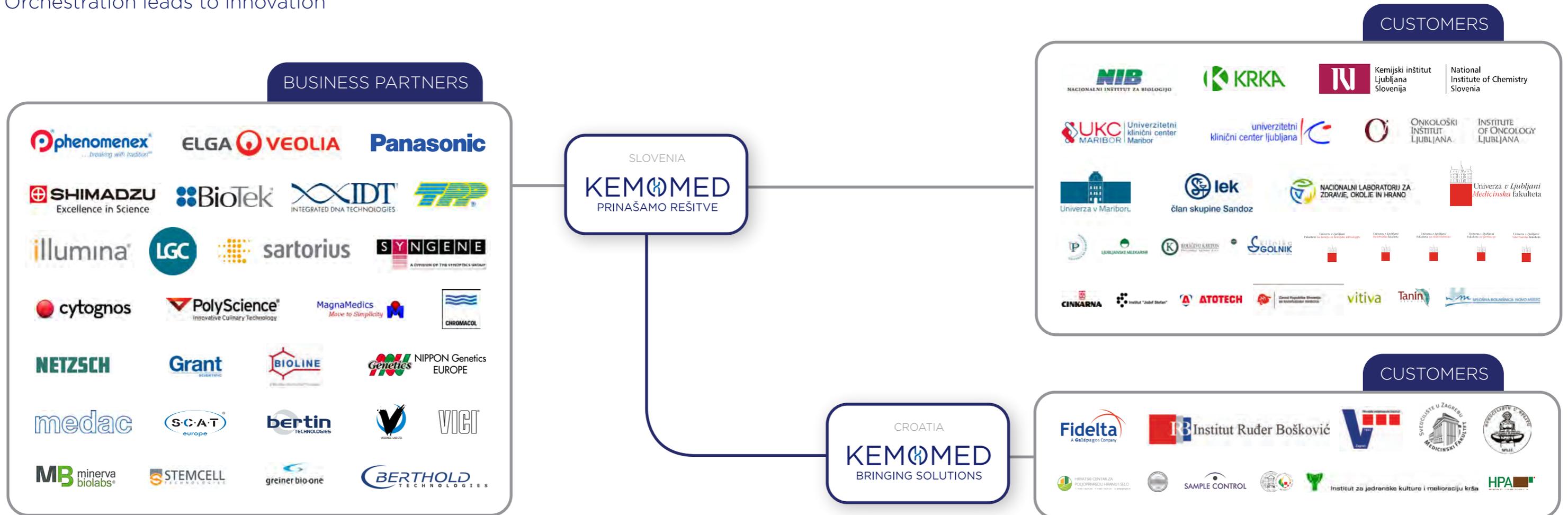
Not only do we expand our range of partners but we also expand geographically. In 2015, a subsidiary company was established in Croatia, which is a great example of cross-border business integration and transfer of business competences to other countries.

Graphical display of sales per segments for Kemomed 2015/16





Orchestration leads to innovation

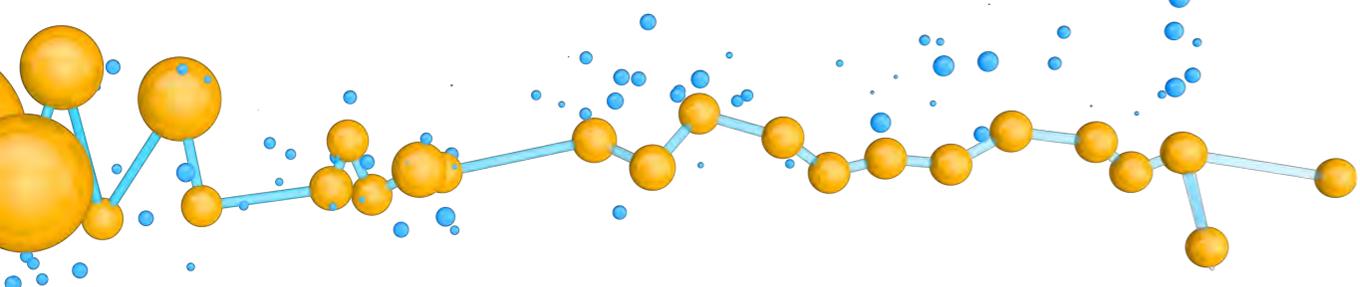




The sound of history still resonates today

The building where Kemomed is currently located at Stritarjeva 5 in Kranj has a very interesting history. It was built in 1914 by Saint Vincent's Institute. It housed an agricultural school, kindergarten, youth home and later a restaurant. The building changed owners in 1999, was renovated in 2000 and, shortly after, Kemomed moved into the new office building.

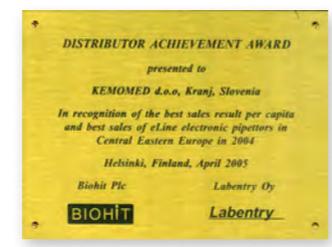
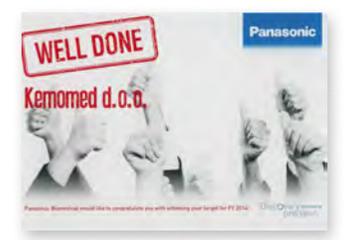
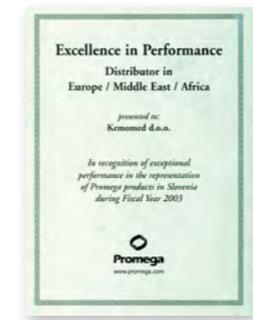
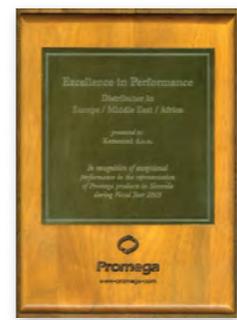


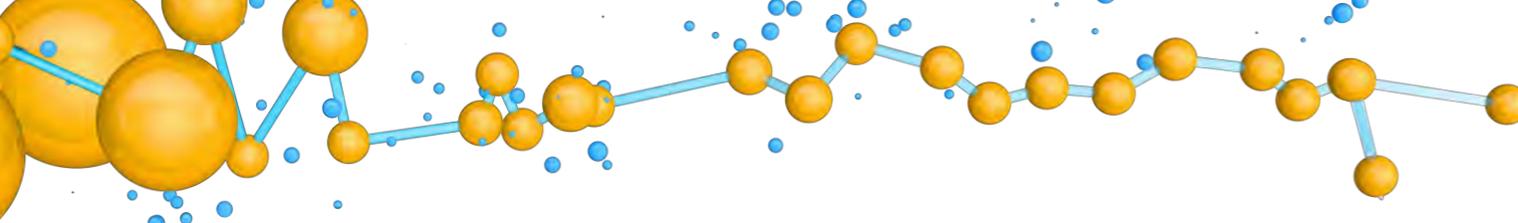


Acknowledgement is like a warm applause

We co-create with people, for people. Acknowledging our efforts and aspirations towards excellence holds special value to us. It is proof that we are on the right path and that we have established ourselves as a worthy competitor amongst various providers, partners, fellows and rivals. We are standing in the spotlight that shines upon and illuminates those that rise above the average. We exceed what is expected!

Recognition of our efforts only binds us closer to our partners. It ensures more care and energy invested in progress, in surpassing what we have already achieved and embracing new goals, new victories and new horizons.





Moving forward, together
In Slovenia



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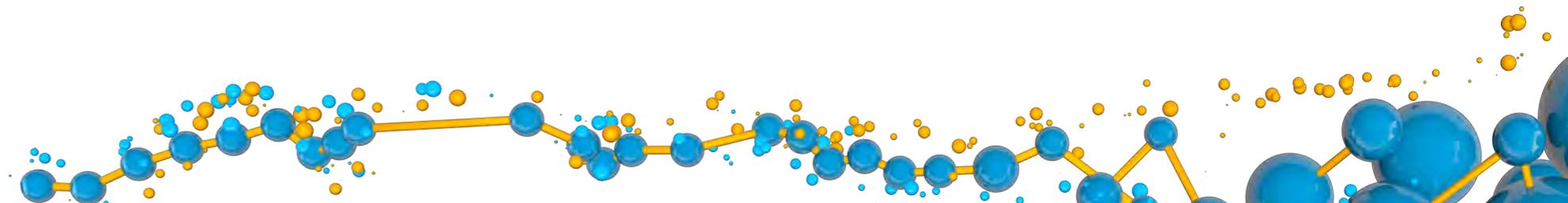
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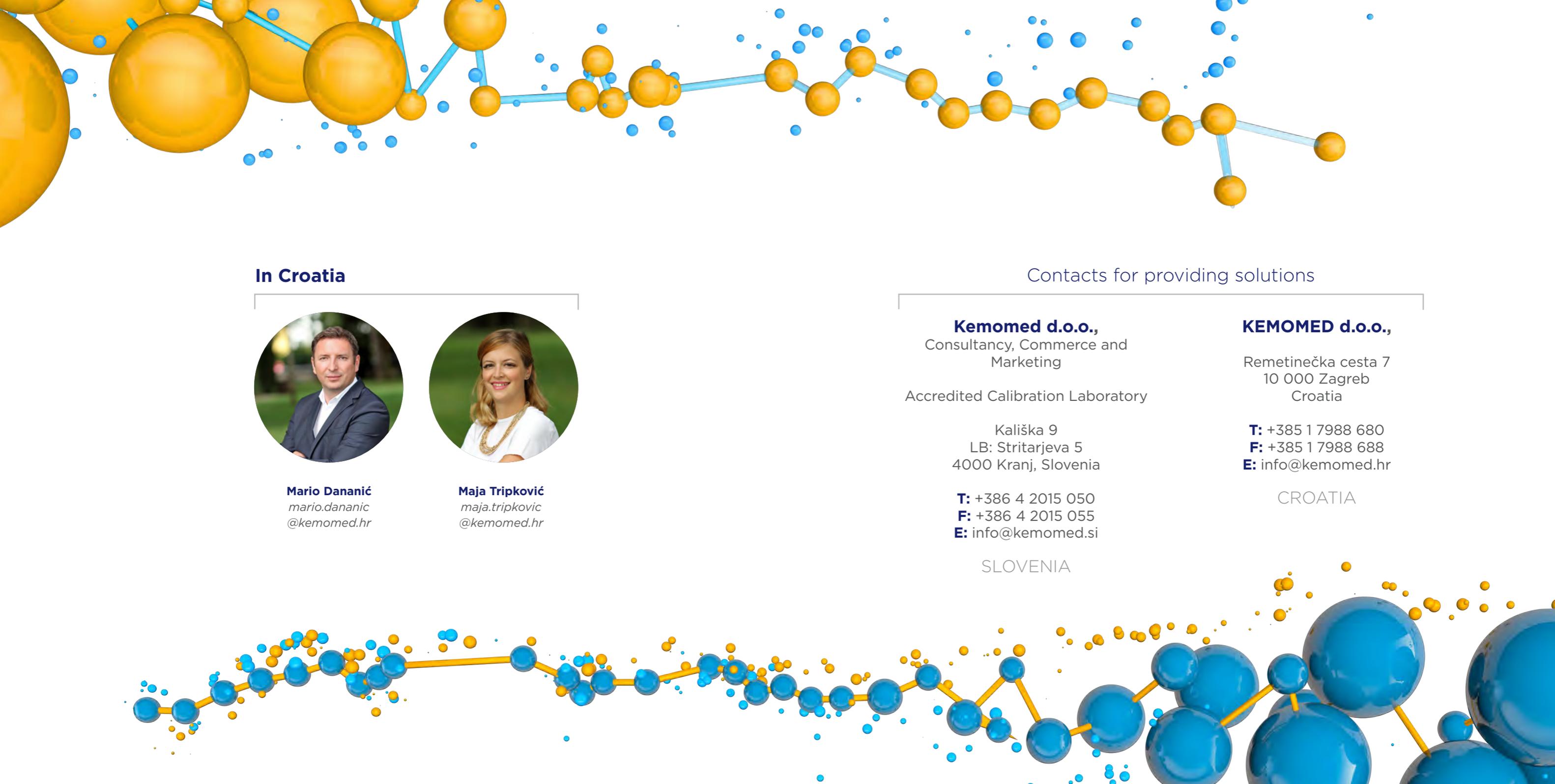


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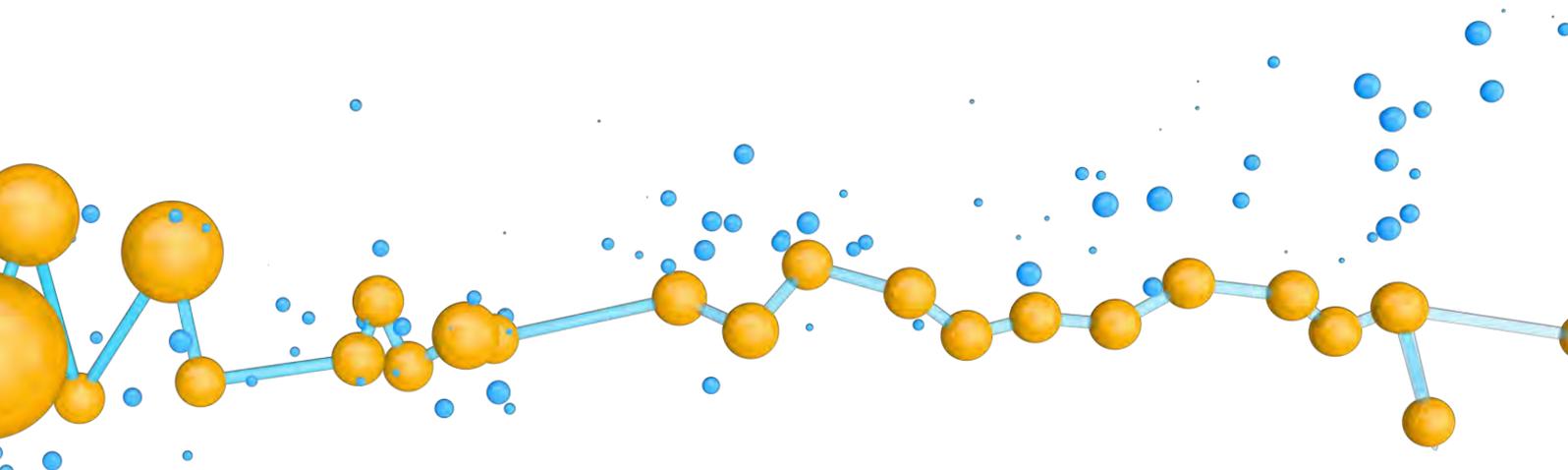
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