

50 Years KNAUER

► *50 years of pure curiosity! How curious are you?*



Esteemed customers, partners, and friends,

Being curious has always been a tradition at KNAUER – whether in the pursuit of technical innovation, or in the search for ways to keep KNAUER unique and to lead the company into the next 50 years.

Most of the employees at KNAUER have been working together for many years. We recognize that enthusiastic teamwork and a good work environment are essential factors in our success.

With warmest regards,

Dr.-Ing. Herbert and Roswitha Knauer
company founders

Alexandra Knauer
CEO and Owner

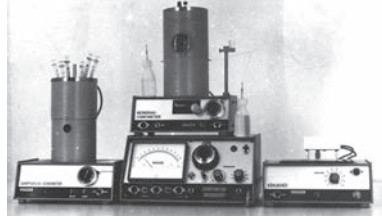
Dr.-Ing. Alexander Bünz, MBA
Managing Director

We thank you, dear customers, business partners, and employees, for your loyalty – and for your curiosity in our company and our products. You have always been an important force in driving us to further develop and improve our products.

How curious are you? We invite you to learn more about our company and join us in meeting the challenges of the next 50 years.

1962

It all starts with a worldwide sensation: Dr.-Ing. Herbert Knauer, then a 31-year-old chemist, develops a universal temperature measurement device which can measure up to 1/1000 °C. Shortly thereafter he develops another instrument: an electronic freezing point osmometer/cryoscopy device for determining molecular weights up to 3000 g/mol. With these two developments, the base for the future success of the company, founded by Dr.-Ing. Herbert Knauer and his wife Roswitha on October 1, 1962, is established.



1970

KNAUER is honored with a gold medal at the Leipzig Trade Fair in East Germany – then a rare honor for a West German company. This award helps KNAUER to gain entry into vapor pressure osmometry markets in Eastern Europe.



50 Years KNAUER –

1962

1974

KNAUER develops additional analysis instrumentation and marks its first success with instruments and columns for HIGH PERFORMANCE LIQUID CHROMATOGRAPHY (HPLC). The company, still housed within the Knauer family's own large residence, is bursting at the seams. The new company headquarters is completed in 1974 and offers 4500 square meters of working space for production, development and administration.



1987

KNAUER offers columns with inner diameters ranging from 2 to 32 mm, packed from an assortment of several hundred stationary phases, as well as expertise in column packing and application development.



1976

KNAUER is the first European manufacturer of HPLC instruments in modular format and quickly become well-known for their outstanding flexibility. KNAUER's biggest selling product at the time is the Pump 64.



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2006

The unique "Smartline Assistant" can accomplish a variety of tasks such as sample preparation, sample injection or fraction collection.



1996

Development of the world's smallest SMB system for preparative continuous chromatography for the separation of two-component mixtures such as chiral products.



2001

Starting in 2001, production is increasingly moved in-house to further ensure quality and improve flexibility. Introduction of another innovation: detectors with fiber optics.

Alexandra Knauer, daughter of the company's founder, is appointed General Manager and manages the company together with her father.

1995

our passion: liquid chromatography

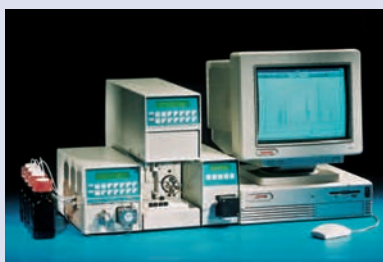
2007

Dr.-Ing. Alexander Bünz, MBA takes over from Bernward Rittgerodt as Managing Director on January 1, 2007.



1998

Completion of the WellChrom HPLC line, one of the most compact HPLC systems on the market with a scanning UV detector. Bernward Rittgerodt joins KNAUER as Managing Director alongside Alexandra Knauer. As of this year, the company begins training apprentices in technical and sales areas.



2000

Alexandra Knauer becomes sole owner of the company.

2003

Introduction of the modern Smartline HPLC series, including a diode array detector with an attractive price/performance ratio.



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1992

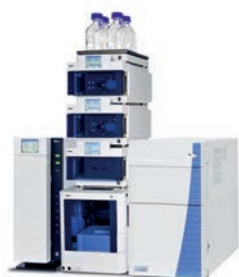
Introduction of a complete range of products for preparative chromatography.



The modular PLATINblue system for ultra high performance liquid chromatography (UHPLC) can handle pressures up to 1000 bar and acquire measurement data up to 200 Hz. A compatible range of UHPLC columns and a compact LC/MS solution are also offered.

In 2011, the PLATINblue system is supplemented with a high performance column oven. We also release a life cycle assessment of the system, the first ever to be published in the HPLC field.

2008



2009

Bioline is launched, the new product range based on proven Smartline technology optimized for biochromatography separations, in particular protein purification. The product line is further expanded with glass biochromatography columns which can withstand up to 100 bar.



2012

- AZURA® Preparative HPLC – the new product line for preparative HPLC with a wide range of modules and new column hardware featuring axial compression
- BlueShell – core-shell column material for fast separations and high resolution at conventional HPLC pressures
- AZURA Elements – compact LC modules which can be combined to create a complete high quality HPLC system
- Contichrom® lab and prep-scale systems – continuous HPLC separation technique for multi-component mixtures

50

2012/2013

2009

KNAUER introduces BlueShadow, a new product line exclusively for OEM business, suitable for both HPLC and non-HPLC applications.



2012

New central laboratory: KNAUER expands and combines its various laboratories into one new central lab with more than 1000 square meters of space in which an interdisciplinary group of employees perform research and development, test products and carry out customer contract work.

2010

Veve Clicquot, the French company and brand of premium champagne, awards Alexandra Knauer with its female entrepreneur of the year prize in 2010. In the same year, KNAUER is selected as the most family-friendly company in the Berlin-Brandenburg region.



2012

TOP 100 award: For the third time, KNAUER is ranked among the 100 most innovative medium-sized companies.



KNAUER today

► *Our mission statement*

- Our passion: liquid chromatography.
- Our driving force: pure curiosity.
- Sophisticated and eco-friendly solutions which benefit customers worldwide.
- Craftsmanship and innovation. Experience and enthusiasm.
- KNAUER, a modern German family business – 50 years of knowing how.

2012/2013

Strategic Alignment *for the next 10 years*

- We will strengthen our international presence and establish ourselves as THE German HPLC center of competence.
- Organized into strategic business divisions, we will focus on customer-specific and application-oriented solutions.
- We will develop new markets besides HPLC with existing and new products.
- We will increase our market share in the fields of continuous chromatography and biochromatography.



Alexandra Knauer

Earned her diploma in Business Administration with an emphasis on business-to-business marketing, organization and psychology. She is an active member of several Berlin business organizations and is committed to various social projects. Member of the renowned Advisory Board of the Federal Institute for Materials Research and Testing. She and her husband Christian enjoy spending time with their two children, Lukas (12) and Melina (10).

Dr.-Ing. Alexander Bünz, MBA

Earned his degree and doctorate in chemical engineering from the Hamburg University of Technology, followed by a postdoctoral fellowship at the University of California, Berkeley (USA) and an executive MBA from the TSM Business School in Twente (Netherlands) and Promoter of Innovation training at Humboldt University in Berlin. Held various positions in the industrial chemistry sector and successfully managed a medium-sized manufacturer of laboratory instruments for several years. He and his wife Tatjana are the proud parents of Julika (12).

- DIN EN ISO 9001 – quality management
- DIN EN ISO 14001 – environmental management
- TÜVus – product certification to facilitate access to US and Canadian markets
- AEO-C – authorized economic operator certification
- LCA – life cycle assessment
- TOP 100 ranking for most innovative businesses in Germany 2008, 2010, 2012



KNAUER 2012/2013

► Products and Facts

Product areas

Chromatography instruments: KNAUER is known for its reliable and high-quality instruments and systems for analytical and preparative HPLC, as well as continuous chromatography (SMB and Contichrom®).

Chromatography columns and packing materials: KNAUER produces high-performance sophisticated packing materials in-house and can supply customers with optimal solutions from one manufacturer.

Software development and customization: KNAUER offers complete software programs and services for chromatographic applications.

Osmometers: KNAUER develops and delivers osmometers for medicine, physiology, chemistry and polymer chemistry.

Company

- 115 employees
- 70% export quota
- Worldwide distribution in more than 60 countries
- Sponsorship of apprenticeships to develop skilled staff
- Production of components, instruments and systems in Germany
- Completely self-financed family-owned business

Address and Contact Information

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