Company Overview

Talent Acquisition
Explore a bright future at Thermo Fisher Scientific

As the world leader in serving science, we empower our people to advance innovative technologies, develop meaningful solutions, and build rewarding careers. With revenues of $17 billion and the largest investment in R&D in the industry, we give our 50,000 extraordinary minds the resources and opportunities to make significant contributions to the world. Discover our values, our business areas, and the innovative work we do. We invite you to embark on your own story of professional excellence with us.
What story will you tell?
Global Scale

- 50,000 employees in 50 countries
- $17 billion in revenues
- $700 million spent on R&D
- Unparalleled commercial reach

Unmatched Depth

- Leading innovative technologies
- Applications expertise
- Lab productivity partner
- World-class logistics management

Premier Brands
We enable our customers to make the world healthier, cleaner and safer.
Our Culture

4iValues

**Integrity**
Honor commitments, communicate openly and demonstrate the highest ethical standards

**Innovation**
Create value by transforming knowledge and ideas into differentiated products and services for our customers

**Intensity**
Be determined to deliver results with speed, excellence and a passion to succeed

**Involvement**
Make connections to work as one global team, embracing unique perspectives and treating others with dignity and respect
Our Discipline

Quality

• Consistently deliver world-class products and services

Productivity

• Improve operating and process efficiency to strengthen our competitive advantage

Customer Allegiance

• Exceed expectations to maximize customer success

PPI Business System
Corporate Social Responsibility

Employee Engagement

• Year-round volunteerism
• Signature STEM outreach programs

Philanthropic Giving

• Strategic giving
• Company match for employee donations
• Disaster relief campaigns

Business Sustainability

• Efficiency gains through PPI
• Sustainability efforts including Zero Waste
• Diversity & inclusion

MY WORK IS A STORY OF ENLIGHTENMENT.

Robert
Product Manager

Ideas that inspire thousands of teachers and students
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Our Revenue Profile Positions Us for Growth

Balanced and Diverse Customer Base

- Diagnostics & Healthcare: 25%
- Pharma & Biotech: 30%
- Industrial & Applied: 20%
- Academic & Government: 25%

Strong Recurring Revenue Mix

- Instruments: 24%
- Consumables: 62%
- Services: 14%

Growing Presence in Emerging Markets

- Asia-Pacific: 18%
- Europe: 25%
- ROW: 4%
- North America: 53%

Total Revenue: $17.3B

NOTE: Percentage estimates based on unaudited LTM revenue through Q1 2016.
Industry-leading Capabilities to Meet Customer Needs

Industry-leading technologies to solve a broad range of complex analytical challenges

Unmatched depth of capabilities for life sciences research, discovery and diagnosis

Leading positions in attractive niche diagnostic segments

Most extensive offering for the laboratory and leading productivity partner

$17.3B Revenue

Analytical Instruments 18%
Life Sciences Solutions 25%
Specialty Diagnostics 19%
Laboratory Products and Services 38%

NOTE: Revenue and segment percentages based on LTM as of Q1 2016.
Our Vision for 2020

- Deliver consistent and strong financial performance
- Meet the needs of our customers by developing innovative technologies, leveraging our global presence and harnessing the power of our value proposition
- Create an environment where our colleagues are inspired by what we do and involved in our success
- Achieve all the goals above to become recognized as one of the world’s most admired companies

A true indicator of a healthy, growing company is its ability to deliver strong financial results – year after year. This is a hallmark of Thermo Fisher.

We have a long track record of consistently delivering strong financial performance, and 2015 was no exception. We grew revenue to a record $16.97 billion. Our adjusted operating income increased 3 percent to $3.82 billion, and we expanded our adjusted operating margin by 60 basis points to 22.5 percent. We also delivered $7.39 of adjusted earnings per share – a 6 percent increase year-over-year. In addition, we continued to reduce our debt following our acquisition of Life Technologies two years ago and achieved our target leverage ratio sooner than we originally planned.

* Adjusted earnings per share, adjusted operating margin and adjusted operating income are non-GAAP financial measures that exclude certain items. For a reconciliation of these non-GAAP financial measures to comparable GAAP measures, see accompanying consolidated statement of income on pages 6 and 7 of this annual report.
We help accelerate innovation and enhance productivity for our customers.
Accelerating Customer Results

Solving Analytical Challenges
- Scientific instruments and equipment
- LIMS and laboratory software
- Process monitoring and industrial instruments
- Environmental monitoring and safety

Improving Patient Diagnostics
- Transplant diagnostics
- Clinical assays
- Immunodiagnostics
- Microbiology
- Anatomical pathology

Increasing Lab Productivity
- Laboratory equipment
- Laboratory plasticware, glassware and supplies
Leading Life Sciences Technologies

Accelerating Scientific Discovery

- Molecular biology
- Cell biology
- Protein analysis
- Genetic analysis

Advancing Personalized Medicine

- Molecular diagnostics
- Genomic medicine
- Regenerative medicine

Applying Biology Beyond Research

- Human identification
- Synthetic biology
- Food safety
- Animal health
- Bioproduction
Choice & Convenience

- 800,000+ products
- Leading brands
- Local language catalogs across the globe
- eCommerce strength

Leading Logistics

- Global network
- Regional warehousing
- Onsite inventory

Clinical Services

- Clinical trials logistics
- Biobanking and biorepositories
- Cold-chain logistics
Maximize Operations

Instrument Services
- Support Plans
- Parts & Consumables
- Training Services
- Compliance Services

Enterprise Services
- Consulting
- Asset Management
- Supply Management
- Scientific Support

Proprietary & Confidential
Technology
Innovation Leadership

Unique Customer
Value Proposition

Unparalleled
Global Reach
Clinical Oncology
Next Gen Sequencing

Life Science Solutions
Genetic Sciences
QuantStudio Dx R qPCR

Biosciences
Human Identification
GlobalFiler PCR Amplification Kit

ImmunoDiagnostics
ImmunoCAP Allergy and Asthma Tests

Specialty Diagnostics
Clinical Diagnostics
Oral-Eze Oral Fluid Collection System

Pathology
Rotary Microtome

Microbiology
Antimicrobial Susceptibility Testing Solutions

Transplant Diagnostics
NXType High Resolution Genotyping

Analytical Instruments
Mass Spectrometry
Q-Exactive HF mass spectrometer

Chromatography
Vanquish Ultra HPLC

Chemical and Environmental Analysis
Gemini handheld analyzer

Laboratory Products and Services
Lab Equipment
Sorvall WX+ Ultracentrifuge

Distribution and BioPharma Services
Enterprise and Instrument Services

Chemicals

$17.3B
Revenue

25%
18%
19%
38%
Life Sciences Solutions

The systems and reagents offered through Life Sciences Solutions enable, simplify and accelerate a broad spectrum of biological research of genes, proteins and cells within academic and life science research, clinical research and commercial applications. The company’s scientific expertise assists in making biodiscovery research teams more effective and efficient for pharmaceutical, biotechnology, agricultural, clinical, government and academic scientific professionals with backgrounds in a wide variety of scientific disciplines.

This segment includes:

- Biosciences
- Genetic Sciences and Next Generation Sequencing
- Bioproduction

A family changed forever by sequencing technology

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Through the Analytical Instruments segment, Thermo Fisher provides a broad offering of instruments, reagents, consumables, software and services that are used for a range of applications in the laboratory, on the production line and in the field. These products are used by customers in all four of the company’s key end markets: pharmaceuticals and biotechnology; academic and government; industrial and applied; and healthcare and diagnostics.

**This segment has three primary businesses:**
- Chromatography and Analytical Technologies
- Mass Spectrometry
- Chemical Analysis

Providing the groundwork for scientific discovery
[jobs.thermofisher.com/stories](jobs.thermofisher.com/stories) | [YouTube Video](https://www.youtube.com/watch?v=dQw4w9WgXcQ)
Specialty Diagnostics

The Specialty Diagnostics Segment offers a wide range of diagnostic test kits, reagents, culture media, instruments and associated products in order to serve customers in healthcare, clinical, pharmaceutical, industrial, and food safety laboratories. Thermo Fisher’s healthcare products are used to increase the speed and accuracy of diagnoses, which improves patient care in a more cost-efficient manner.

This segment has six businesses:
• Clinical Diagnostics
• Immunodiagnostics
• Microbiology
• Anatomical Pathology
• Transplant Diagnostics
• Healthcare Market

Support for lifesaving medical advances
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Laboratory Products and Services

The Laboratory Products Segment offers virtually everything needed for the laboratory. Thermo Fisher’s unique combination of self-manufactured and sourced products and extensive service offering enables customers to focus on their core activities and helps them to be more efficient, productive and cost-effective. The company serves pharmaceutical, biotechnology, academic, and government customers in both clinical and industrial markets.

This segment has five key businesses:

- Laboratory Equipment
- Laboratory Consumables
- Global Chemicals
- Research and Safety Market Channel
- BioPharma Services

Helping protect millions of people from polluted water sources
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What Story Will You Tell?

We are 50,000 colleagues transforming the industry, enabling our customers to make the world healthier, cleaner and safer.
What story will you tell?

Begin telling your story at Thermo Fisher Scientific by contacting a member of our Talent Acquisition Team.

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