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Spark Holland signs global OEM deal with Axel Semrau®

Emmen, The Netherlands, April 5, 2018 – Spark Holland B.V. (www.sparkholland.com), a leading supplier of analytical sample prep and sample introduction instrumentation, today announced an OEM deal with Axel Semrau. Axel Semrau will brand a comprehensive portfolio of Spark Holland instrumentation, adding value to its innovative hardware program by using CHRONOS software control and development of dedicated applications. Axel Semrau has been a distributor for Spark Holland products and services in Germany, Switzerland and Austria for more than 7 years, making the company highly experienced in the application and service of Spark Holland technology.

Through the OEM deal Axel Semrau (www.axel-semrau.de/en/) will be able to provide globally a high level of software integration, technical application and customer service. Axel Semrau will feature innovative Spark Holland technologies, for example Flow Through Desorption (FTD™ for Dried Blood Spots) and Symbiosis™ ULTRA (UHPLC sample prep with cartridge exchangeable solid phase extraction), as well as consumables, such as a full range of SPE cartridges up to 1000 bar. Using such technologies, the company will make automated sample preparation systems under the Axel Semrau label, co-branding this as CHRONECT Symbiosis™.

“The OEM deal resulted as a part of strategic decisions by both Spark Holland as well as Axel Semrau,” commented Spark President, Rob van der Knaap, “At Spark Holland we want to focus our significant capabilities on our OEM customers, continually improving our solutions, technologies, instruments and services in the Analytical Instrument market.

“We are very pleased to add Axel Semrau as our OEM customer. Its team is highly experienced in Spark Holland products, and Axel Semrau’s own advanced software now connects our technologies directly to most of the MS software packages. Since we know the Axel Semrau team to be highly qualified, determined and knowledgeable, we are confident that they will also manage our existing distribution network very professionally and provide a large experienced service team. We look forward to seeing our DBS Autosampler and new Symbiosis™ ULTRA technologies introduced in their new system range during 2018. With this deal current partners and customers win, as do Axel Semrau and Spark Holland.”

Axel Semrau’s CEO, Dr. Andreas Bruchmann is delighted with the new deal, adding, “We have long held more global ambitions to make our innovative CHRONOS software and ability to develop fully automated workflows a success. We plan to introduce new systems to increase the momentum of Spark’s well recognized and market accepted online SPE technology globally. Axel Semrau uses CTC-PAL products which will now be combined with Spark Holland technology, so we supply the software integration all the way to the MS. The Axel Semrau team will also carry out the Factory Acceptance Test, even with a proof of concept or validated workflow. We can now ensure we will meet the expectations of our customers even for the most challenging applications for sample preparation, and we are keen to start discussions with our partners and customers.”

The formal commencement date of the OEM contract is January 1st, 2019. However both teams are already working hard to start to introduce new sample prep systems during 2018. Current distributors

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of Spark Holland systems will also soon have access to a wider variety of parts and systems through Axel Semrau.

About Spark Holland BV

Spark Holland has over 35 years' experience in HPLC and UHPLC instrument innovation, specializing in the field of autosampling and online solid phase extraction and, more recently, online dried blood spot analysis. Today, Spark Holland is a leading OEM supplier of front-end UHPLC and online solid phase extraction instruments, working according to ISO9001/ISO 13485 and, when required, delivering CE-IVD compliant modules for use in clinical systems. Spark Holland is a privately held firm with operations based in Emmen, The Netherlands.

For further information, please visit www.sparkholland.com, contact sales@sparkholland.com

About Axel Semrau GmbH & Co. KG

Axel Semrau GmbH & Co. KG (www.axel-semrau.de/en/) is one of the largest commercial and service companies in the field of instrumental analysis in Germany. For more than 35 years Axel Semrau® with its employees has been active in distribution and support of special solutions for chromatography, mass spectrometry and chemical synthesis, as well as application optimized workstations throughout Germany. One focus is on the efficient automation of chromatography. The enterprise is developing its own hardware and software solutions here in order to be able to provide unique and above average automation solutions. Product developments, such as special chromatography software and products for odorant control, are marketed world-wide.

In keeping with the motto "We sense good chemistry ..." the enterprise and employees have pledged themselves to an extraordinary quality in customer service. The company received ISO 9001 certification in May of 2008 and is a certified Partner of Microsoft for software development.

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