
June 30, 2015

Dear Customer:

I am pleased to announce today that Thermo Fisher Scientific has acquired our German channel partner, BmT GmbH, to strengthen our One Lambda offering and our support and service for transplant diagnostics customers in Europe. This combination will provide us with greater access to resources and expertise in Germany and throughout Europe, enabling us to continue to advance transplant diagnostics through innovative research, quality manufacturing and first-class technical support. Our ultimate goal is to help improve the quality of life for transplant patients worldwide.

What does this announcement mean for you?

- Easier and direct access to our extended HLA typing and antibody monitoring product portfolios
- A continued commitment to quality, and customer support
- Greater support and resources available worldwide

Given our 28-year history of collaboration with BmT GmbH, we expect this to be a seamless transition for you. For now, your product ordering process, existing sales, service and support contacts remain unchanged, so please continue to use the same communication channels with which you are accustomed. We will continue to keep you informed of our progress. In addition, Helga Pieper, owner and CEO of BmT GmbH, will remain on board as a strategic business advisor for the next six months.

Through our One Lambda brand, Thermo Fisher is privileged to serve more than 1,000 transplant centers in more than 60 countries. With BmT GmbH, the depth of our resources and the breadth of our reach are now stronger than ever. And, our common objective to ensure absolute customer satisfaction and ease of doing business with us will continue.

Finally, I want to personally thank you for your loyalty and support. If you have questions, please don't hesitate to contact me or Carlos Papadopoulos at carlos@bmt.de

Best Regards,



Parisa Khosropour
President, Transplant Diagnostics
Specialty Diagnostics Division