

SIGMA-ALDRICH DISTRIBUTION AGREEMENT WITH ROCHE

QUESTIONS & ANSWERS

What products does the agreement cover?

The exclusive global distribution agreement covers Roche Biochemical Reagent products, which include products for, conventional genomics, proteomics, and cell analysis applications. These products complement Sigma-Aldrich's broad portfolio and allow customers to take advantage of Sigma-Aldrich's strong eCommerce and logistics capabilities.

Products covered by the agreement include:

- Genomics – Products for DNA labeling and detection, restriction enzymes, molecular cloning kits, and conventional PCR applications
- Cellular Analysis – Tissue dissociation reagents, transfection reagents and functional cell assays
- Proteomics – Protease and phosphatase inhibitors, assay substrates, antibodies and protein detection and purification reagents

What products are not included in the agreement?

There is no change to distribution, sales, and support of nucleic acid purification (NAP) or qPCR instruments and reagents (LightCycler® and MagNA Pure portfolios). Roche remains committed to supporting these products and continuing to provide innovative new solutions in this area. The agreement also does not include products for in vitro diagnostic use.

Will production, manufacturing and quality control remain with Roche?

Yes, Roche remains the legal manufacturer and all current production processes will remain the same. The products will still have Roche branding and packaging, and go through the same Roche quality control processes.

What does “global exclusive distribution agreement” mean?

The Roche products noted above will be marketed, distributed and sold solely through Sigma-Aldrich's extensive global channels including the Sigma-Aldrich website, sales force and global network.

After a transition period, Sigma-Aldrich will act as the primary contact under the agreement for customer and technical support. The products will continue to be produced by Roche.

How long will the transition period last?

Transition is expected to occur in a phased manner throughout 2015. Sigma-Aldrich and Roche are currently working to ensure processes are put in place to ensure a seamless transition, with no disruption in ordering, service, or delivery throughout the transition period. Further details will be communicated as they are available.

What will happen to customer / technical support for these products?

Sigma-Aldrich and Roche are currently working to ensure processes are put in place to ensure customers will experience a seamless transition, with no disruption in ordering, service, or delivery throughout the transition period. Further details will be communicated as they become available.

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What actions do customers need to take in light of this agreement?

During the initial transition period, no change to the buying process is required and Roche will continue to provide customer support. After the transition period in 2015, Sigma-Aldrich will offer the products through normal channels including the Sigma-Aldrich website and institutional business-to-business (B2B) catalogs.

How will this benefit customers?

The powerful combination of Roche's high-quality products and the excellence of Sigma-Aldrich service creates a powerful value proposition for these products in the life science research community. Under the agreement, Sigma-Aldrich will employ its sales, marketing and eCommerce expertise and leverage the strength of its relationships with the scientific community to present and distribute Roche conventional genomics, proteomics and cell analysis reagents and kits.

Roche will continue to serve customers in the life sciences market and will continue to provide products and support in NAP/qPCR.

How will this agreement affect a customer's current supply agreement?

No material effects are expected on current agreements during 2015. Sigma-Aldrich will honor the commercial terms of existing customer agreements as these products are brought into its distribution network. Please contact us for further information.

What if I have an existing contract or tender?

During implementation of this agreement, both Roche and Sigma-Aldrich are committed to customer care as a first priority. These tenders and contracts are being reviewed, and we will evaluate the best option of how to proceed and communicate to you accordingly.

What will happen to our freezers, eCommerce, and B2B platforms?

Sigma-Aldrich and Roche are currently working to ensure processes are put in place to ensure customers will experience a seamless transition, with no disruption in ordering, service or delivery throughout the transition period. Further details will be communicated as they are available.

After the transition period, products will be available through existing and new Sigma-Aldrich B2B systems.

Will Roche's product numbers change in the Sigma-Aldrich ordering system?

The Roche product numbers will not change in the Sigma-Aldrich system unless there is a direct conflict with an existing Sigma-Aldrich product. Direct product number conflicts are expected to be minimal, and will be communicated if they arise.

What if I don't have an account with Sigma-Aldrich?

An account can easily be opened with Sigma-Aldrich by calling Sigma-Aldrich customer service or visiting <http://www.sigmaaldrich.com/united-states/ordering.html>.

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Can customers still order products through Roche's website? When will the products be available on the Sigma-Aldrich website?

Products will remain available through Roche for the transition period. After this transition period, products will be made available through Sigma-Aldrich globally and via Sigma-Aldrich's website. Further details will be communicated as they are available.

How can I determine whether a specific product number is included in the agreement?

A comprehensive list of included products will be available on the following websites: www.lifescience.roche.com/distributionagreement or www.sigma-aldrich.com/roche. Please register to receive updated information as it is available.

Once the transition period is complete, a comprehensive list of Roche products will be available through the Sigma-Aldrich website.

Who can I contact if I have additional questions?

Please visit the following websites for updates: www.lifescience.roche.com/distributionagreement or www.sigma-aldrich.com/roche. On these pages, further information is available and you will be able to register to receive updates.