

45 Years KNAUER

► *45 Years of Passion for Innovation*

Esteemed customers, partners and friends,

For 45 years, KNAUER has worked to establish itself as a medium-sized company on the world market. Numerous innovations and novel developments, for which we've received over 20 innovation awards and accolades, are the foundation of our success.

This was all only possible with you, our customers and partners, and above all our dedicated employees, who have shown us so much loyalty, commitment and creativity over the years.

Our goal at KNAUER has always been to develop innovative instruments which would be useful for our customers. This vision of developing uncomplicated well-built instruments was complemented over the years by our strategy of focusing on our core areas of expertise.

The transfer of ownership to the next generation has long been completed. Our daughter Alexandra is now in her twelfth year of managing the company. We are very pleased that she also embodies our values and that together with the new General Manager Dr. Alexander Bünz, is leading the company into the future successfully.

We thank all of those who have joined us on this journey for their loyalty and eagerly look forward to the next anniversary.

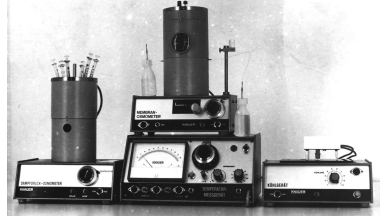
Yours warmly,

*Dr. Herbert Knauer and Roswitha Knauer
Company founders*



1962

It all started with a worldwide sensation: Dr. 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. Herbert Knauer and his wife Roswitha on October 1, 1962, is established.



1970

KNAUER is honored with a gold medal during the Leipzig Trade Fair in East Germany – then a rare honor for a West German company. Thanks to this award, the East European market for vapor pressure osmometers is open to KNAUER.



45 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 4,500 square meters of working space for production, development and administration.



1986

Worldwide launch of the innovative HPLC connection system DYNASEAL. Starting in 1986, KNAUER spins out several specialized subsidiaries including "SÄULENTECHNIK Dr. Knauer GmbH" which are later re-integrated into the parent company.

1980

A new line of instruments for the clinical laboratory is introduced: an automatic freezing point osmometer and a colloid osmometer.

1976

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





1996

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

1990

Introduction of innovative electronic pulsation dampening for HPLC pumps, making more sensitive measurements possible.

1997

Unique on the market: the 8-fold pump head for parallel chromatography. A pump equipped with one of these pump heads can provide the performance of 8 single piston pumps. KNAUER's quality management system is certified according to DIN EN ISO 9001.

— Timeline of a success story

1987

First column refill service in the world for HPLC columns from a wide range of manufacturers. The KNAUER column product palette already includes columns with 2, 4, 8, 16, and 32 mm inner diameters.



1995

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

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.



1992

Introduction of a complete range of products for preparative chromatography.





1999

Introduction of the CHANCE® system, the smallest portable HPLC system in the world (5 kg).

2001

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



2007

Introduction of SmartMix, the versatile patent-pending eluent mixer. Submitted for the Berlin-Brandenburg Innovation Award 2007.

2005

Launch of new HPLC columns for chiral separations.

2007

2000

Alexandra Knauer becomes sole owner of the company.

2004

Alexandra Knauer is awarded with the first Berlin Prize for Female Entrepreneurs.



2003

Introduction of the modern Smartline HPLC series with a diode array detector with an attractive new look and price/performance ratio.



2006

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



KNAUER 2007/2008

► *Management and Current News*

- CEO and Owner Alexandra Knauer and Managing Director Dr. Alexander Bünz together manage the company
- German innovation award in the category biotechnology for the latest CHANCE® system, the smallest HPLC in the world
- New development of capillary columns
- Expansion of the production of detectors, pumps, and mechanical assemblies for other manufacturers' HPLC systems (OEM)
- Large investment in the most modern manufacturing equipment
- Re-design of corporate identity
- Development of systems for fast LC

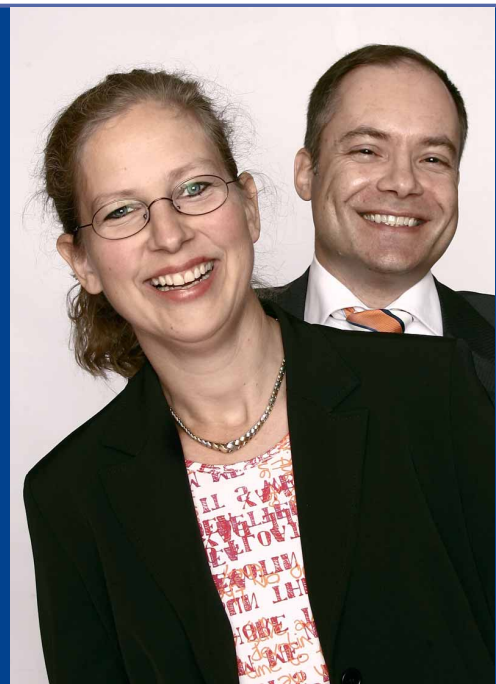
45

2007

Strategic Alignment *for the next 10 years*

Expansion of our presence in the traditional HPLC market worldwide and establish KNAUER as the premier German HPLC experts. Increased focus on tailor-made solutions and application-specific systems. Development of high performance LC modules and premium class HPLC systems. Further expansion into the continuous chromatography, biochromatography, and amino acid analysis markets.

Our goal is to double business volume by the year 2017 while maintaining and creating more jobs in Berlin. The company will remain financially independent from other organizations as well as external capital. KNAUER will continue to share the company's financial success with each of its employees.



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 (7) and Melina (5).

Dr. Alexander Bünz

Earned his degree and doctorate in chemical engineering from the Hamburg University of Technology, followed by a postdoctoral appointment at the University of California, Berkeley (USA) and an executive MBA from the TSM Business School in Twente (Netherlands). Held various positions in the industrial chemistry sector and successfully managed a medium-sized manufacturer of laboratory instruments for several years. He and Tatjana are the proud parents of daughter Julika (7).



KNAUER 2007/2008

► 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).

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

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

Address and Contact Information

Wissenschaftliche Gerätebau
Dr. Ing. Herbert Knauer GmbH
Hegauer Weg 38
14163 Berlin, Germany
Telephone +49-(0)30-8097 27-0
Fax +49-(0)30-8015010
E-Mail info@knauer.net

