

withKline



Global Pharmaceutical Overall revenue in 2018

\$1 trillion

Source: IQVIA Institute for Human Data Science

SmithKline



Global vaccine sales in 2018

\$37 billion

Source: ResearchAndMarkets



Pfizer

Vaccine revenue:

\$6.3B

(2018)

Total revenue:

\$53.6B

Merck

Vaccine revenue:

\$7.2B

Total revenue:

\$42.3B

(2018)



Sanofi

Vaccine revenue:

\$5.9B

Total revenue:

\$39.8B

(2018)



GlaxoSmithKline

Vaccine revenue:

\$7.5B

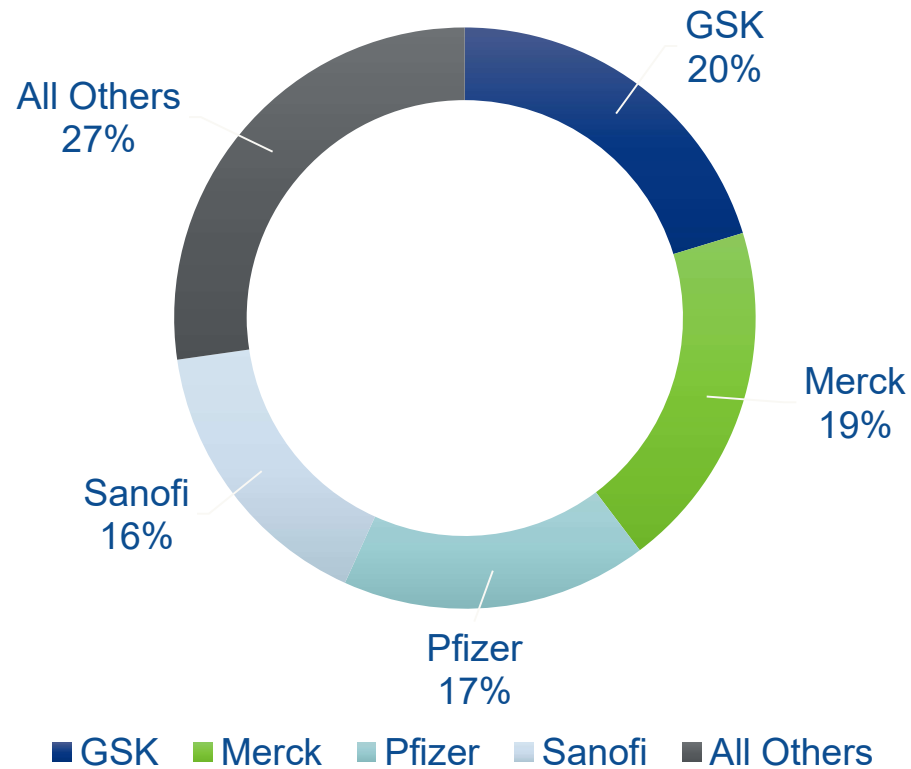
(2018)

Total revenue:

\$39.1B

Global Vaccine Market Share

2018 Global Vaccine Manufacturing



LabWare Vaccine Customers

	Pfizer	Merck	Sanofi	GSK
R&D	Yes	Yes	Yes	Yes
QA/QC	Yes	Yes	Yes	Yes
LabWare % of their Vaccine Business	100%	100%	100%	100%

Additional Vaccine Customers

AIM Vaccine Group
AstraZeneca / MedImmune
Beijing Minhai Biotechnology
BioNTech
Janssen Pharmaceutical (Johnson & Johnson)
Liaoning Chengda Biotechnology
NANOLEK
Petrovax Pharm
Porton BioPharma
Seqirus
Shanghai United Cell Biotechnology
Shenzhen Kangtai Biological Products
Takeda Vaccines
Vaccine and Infectious Disease Organization (VIDO) / Intervac
Valneva
YuXi Walvax Biotechnology

Conclusion

- LabWare LIMS and LabWare ELN supports the Global Vaccine business.
- The top 4 Vaccine companies Pfizer, Merck, Sanofi and GSK are all LabWare Customers.
- The top 4 Vaccine Manufacturing companies are all 100% standardised on LabWare for both R&D and QA/QC.