

2024 HANDBOOK OF BUSINESSES

December 2024

DIPLOMA PLC
VALUE-ADD SOLUTIONS



CONTENTS

OVERVIEW	03				
CONTROLS SECTOR	04	SEALS SECTOR	12	LIFE SCIENCES SECTOR	20
Windy City Wire	05	R&G	13	Life Sciences North America	21
IS Group	06	DICSA	14	Life Sciences Europe	22
Peerless	07	Diploma Australia Seals	15	Life Sciences Australasia	23
Clarendon	08	M Seals	16		
Shoal	09	Hercules Aftermarket	17		
T.I.E.	10	VSP	18		
Techsil	11	Hercules OEM	19		

OUR SECTORS

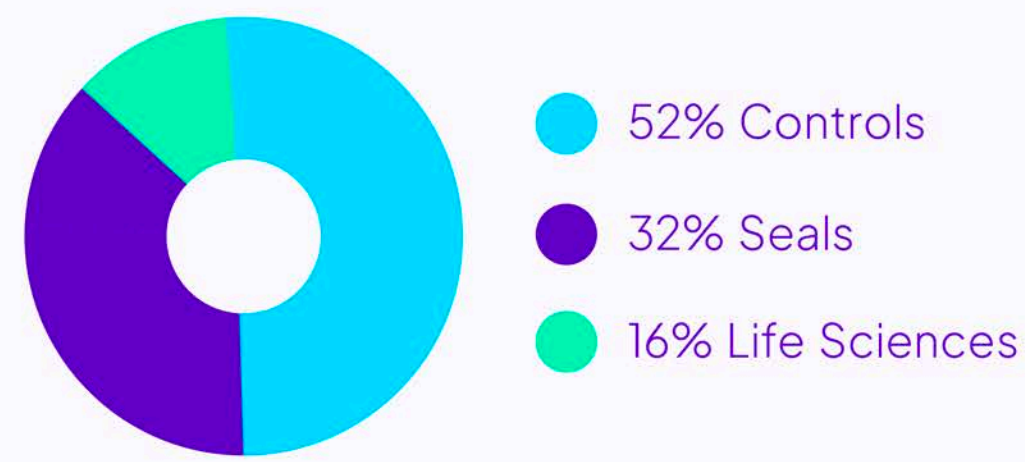
CONTROLS		SEALS		LIFE SCIENCES
International Controls	Windy City Wire	International Seals	North American Seals	Life Sciences
<div><div>IS Group</div><div>International interconnect solutions</div></div> <div><div>Peerless</div><div>US specialty fasteners</div></div> <div><div>Clarendon</div><div>International specialty fasteners</div></div> <div><div>Shoal</div><div>UK wire and cable</div></div> <div><div>T.I.E.</div><div>US industrial automation</div></div> <div><div>Techsil</div><div>UK specialty adhesives</div></div>	<div><div>Windy City Wire</div><div>US wire and cable</div></div>	<div><div>R&G</div><div>UK fluid power</div></div> <div><div>DICSA</div><div>European fluid power</div></div> <div><div>M Seals</div><div>European sealing solutions</div></div> <div><div>Diploma Australia Seals</div><div>Australian pump and sealing solutions</div></div>	<div><div>Hercules Aftermarket</div><div>US sealing solutions</div></div> <div><div>VSP</div><div>US sealing solutions</div></div> <div><div>Hercules OEM</div><div>US sealing solutions</div></div>	<div><div>Life Sciences North America</div></div> <div><div>Life Sciences Europe</div></div> <div><div>Life Sciences Australasia</div></div>

Diploma is a decentralised, value-add distribution Group. Our businesses deliver practical and innovative solutions that keep key industries moving.

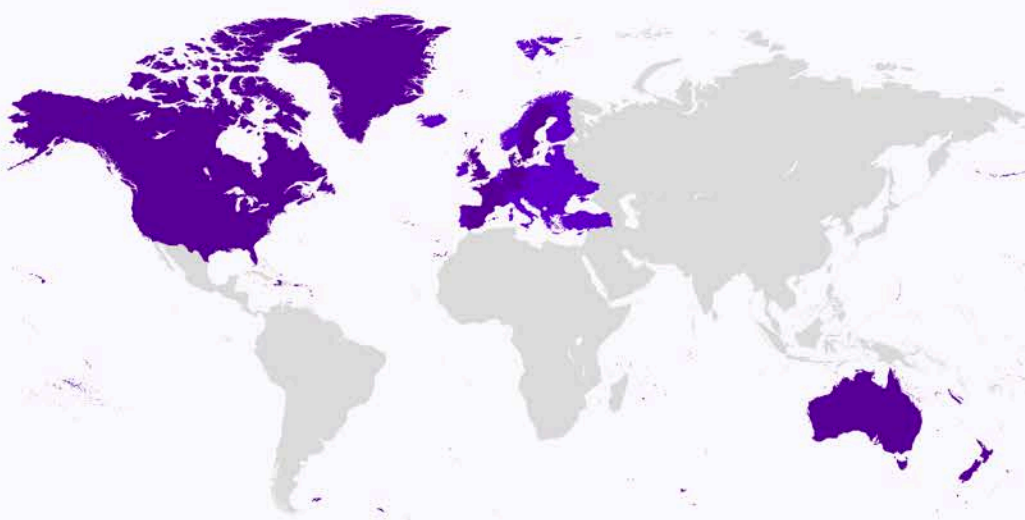
We are a distribution group with a difference. Our businesses have the technical expertise, specialist knowledge and long-term relationships to provide value-add products and services that make our customers' lives easier and deliver better outcomes.

OUR REVENUE

REVENUE BY SECTOR



REVENUE BY GEOGRAPHY



We operate in developed markets across:

North America	56%
Europe	18%
United Kingdom	16%
Australasia/other	10%

OUR SECTORS

CONTROLS

The Controls Sector businesses deliver a wide range of products for technically demanding applications across broad end markets, including aerospace, infrastructure, energy, medical and rail.

SEALS

The Seals Sector businesses supply sealing and fluid power products and solutions into aftermarket repairs, original equipment manufacturing and maintenance, repair and overhaul projects across wide-ranging end markets.

LIFE SCIENCES

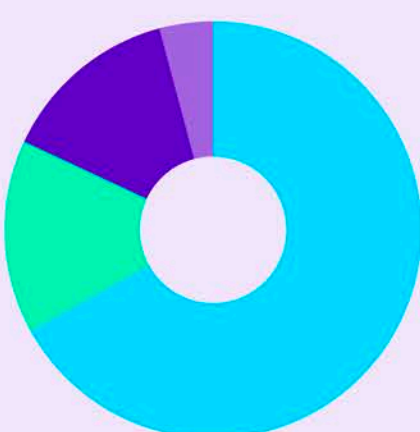
The Life Sciences Sector sources and supplies technology-driven, value-add solutions in in vitro diagnostics, scientific and medtech segments of the global healthcare market.

£652.4m
Revenue 2024

£489.1m
Revenue 2024

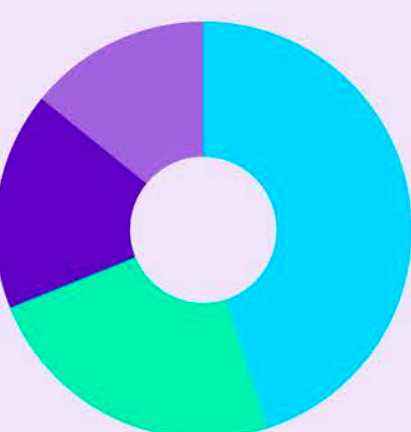
£221.9m
Revenue 2024

Controls Revenue



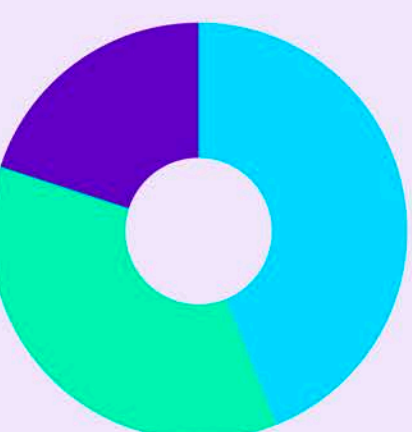
North America	67%
United Kingdom	15%
Europe	14%
Other	4%

Seals Revenue



North America	45%
United Kingdom	24%
Europe	17%
Australasia/other	14%

Life Sciences Revenue



North America	44%
Europe and UK	36%
Australasia/other	20%

CONTROLS SECTOR

The Controls Sector businesses deliver a wide range of products for technically demanding applications across broad end markets, including aerospace, infrastructure, energy, medical and rail.

FY24 FINANCIAL HIGHLIGHTS

£652.4m

Revenue
FY23: £568.4m | +15% YoY

£169.9m

Adjusted operating profit
FY23: £136.6m | +24% YoY

+10%

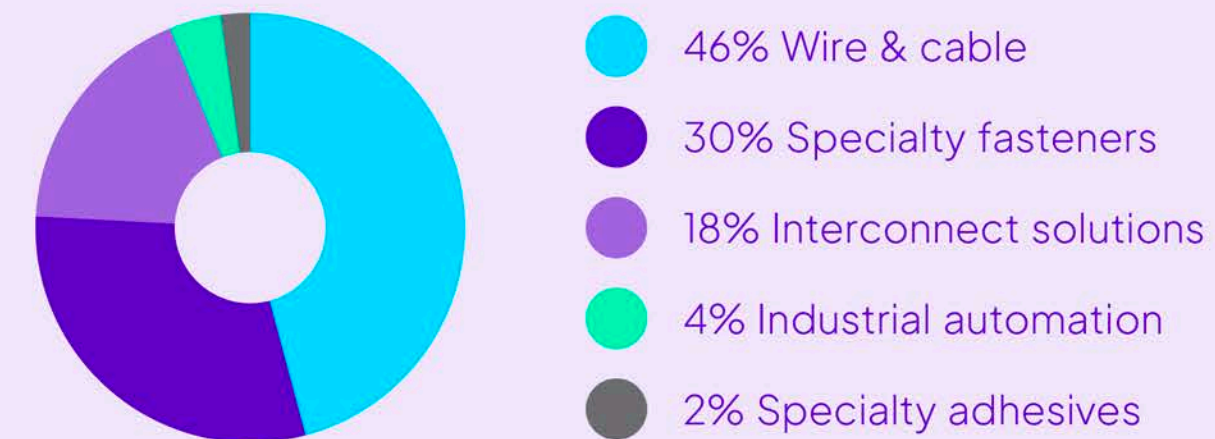
Organic revenue growth
FY23: +11%

26.0%

Adjusted operating margin
FY23: 24.0% | +200bps

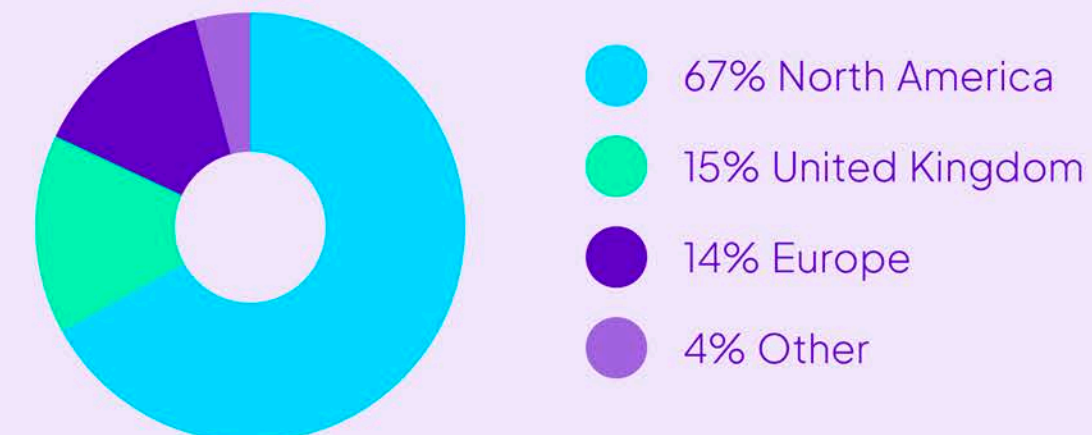
WHAT WE SELL

REVENUE BY PRODUCT



WHERE WE SELL

REVENUE BY GEOGRAPHY



WHO WE SELL TO

OUR END MARKETS

Aerospace	Infrastructure
Automation	Marine
Automotive	Medicinal & pharma
Datacentres & digital	Motorsport
Defence	Oil & gas
Electrification	Rail
Energy	Renewables
Industrial	Space

OUR CUSTOMERS

Our Controls businesses supply a wide range of customers across complex supply chains in technically demanding applications often with high regulatory requirements. Customers include original equipment manufacturers, large infrastructure project managers and businesses providing maintenance and repair services.

OUR BUSINESSES



CONTROLS: Windy City Wire

KEY FACTS AND STATS

% of Group revenue: **21%**

% of Controls Sector revenue: **40%**

Average order size: < £1,500

Sites: **19** key sites in the US

HQ: Bolingbrook, Illinois, US

Geographies served: **Primarily US**

Part of Diploma since: **2020**

Founded in: **1994**

Grown as a single business
100% sourced in North America

ABOUT THE BUSINESS

Windy City Wire specialises in providing low-voltage wire and cable solutions. They are known for their innovative products, such as SmartWire and the RackPack Field Systems Solution, which enhance efficiency and reduce labour costs in cable installations. The company emphasises quality, reliability, and customer service, offering custom cable constructions and nationwide delivery to meet diverse project needs.

Who we sell to:

End markets

Datacentres & digital, infrastructure, oil & gas

Our customers

Commercial construction, including datacentres (new and refurbished) - AV, building automation, CCTV, distributed antenna systems, fire safety, temperature control

How we add value:

- Labour saving (20–30% contractor time on installations)
- Stock availability & fast delivery
- Excellent customer service
- American-made quality products
- Bespoke solutions

What we sell:

Low-voltage wire in a patented packaging solution that helps minimise installation costs.



www.windycitywire.com



CONTROLS: IS Group

KEY FACTS AND STATS

% of Group revenue: **10%**

% of Controls Sector revenue: **18%**

Average order size: **< £1,500**

Sites: **7 key sites in the UK, US & Europe**

HQ: **Swindon, UK**

Geographies served: **Continental Europe, the UK and North America**

Part of Diploma since: **1998**

Founded in: **1986**

Grown organically and through bolt-on acquisitions

ABOUT THE BUSINESS

Interconnect Solutions Group (IS Group) supplies high performance interconnect solutions to customers in aerospace, defence, space, energy, medical, industrial and motorsport industries. Customers benefit from tailored solutions, responsive customer service.

Who we sell to:

End markets

Aerospace, defence, space, energy, medical, industrial and motorsport industries

Our customers

Aerospace and defence OEMs, energy installers, industrial and medical device manufacturers, Formula 1, Indy Car, Americas Cup, Hypercar OEMs.

How we add value:

- Design-in
- Extensive product range
- Bespoke specifications
- Speed to market
- Product quality
- Excellent customer service
- Kitting
- Flexible minimum order quantities

What we sell:

High performance interconnect solutions including connectors, cable, tubing, sleeving and accessories.



www.isgroup-international.com

INTERCONNECT
SOLUTIONS GROUP

CONTROLS: Peerless

KEY FACTS AND STATS

% of Group revenue: **9%**

% of Controls Sector revenue: **18%**

Average order size: **< £3,500**

Sites: **1 facility in the US, with forward stocking locations throughout the US/Europe/Asia**

HQ: **Farmingdale, NY, US**

Geographies served: **Primarily North America, with exposure in Continental Europe and Asia**

Part of Diploma since: **2024**

Founded in: **1952**

Grown as a single business

ABOUT THE BUSINESS

Peerless supplies a broad range of specialty fasteners to customers in the aerospace market. Customers benefit from breadth of inventory, technical expertise, quality assurance and certification, bespoke kitting and automatic inventory replenishment.

Who we sell to:

End markets

Aerospace and defence

Our customers

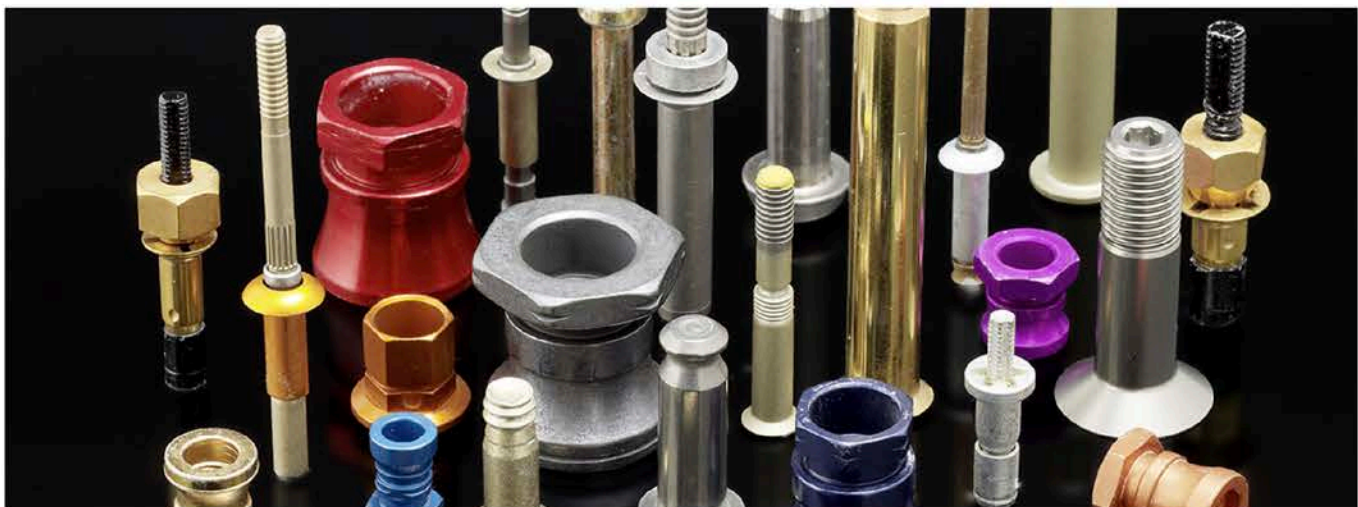
Original equipment manufacturers (OEMs), subcontractors, maintenance, repair and overhaul (MRO) and distributors

How we add value:

- Extensive inventory / product availability
- Customer service
- Timely delivery
- Quality assurance
- Approved supplier status to most all aerospace manufacturers and US Department of Defense
- Product traceability
- Vendor Managed Inventory

What we sell:

Extensive range of specialty fasteners (nuts, bolts, rivets, screws), hardware and associated products.



www.pafcorp.com



CONTROLS: Clarendon

KEY FACTS AND STATS

% of Group revenue: **6%**

% of Controls Sector revenue: **12%**

Average order size: **< £2,500**

Sites: **6 key sites in the UK, US & Europe**

HQ: **Royal Wootton Bassett, UK**

Geographies served: **North America, the UK, continental Europe**

Part of Diploma since: **2001**

Founded in: **1982**

Grown organically and through bolt-on acquisitions

ABOUT THE BUSINESS

Clarendon supplies a range of specialty fasteners to into aerospace, space, motorsport and defence markets. Customers benefit from technical expertise, quality assurance and certification, design, bespoke kitting and automatic inventory replenishment.

Who we sell to:

End markets

Aerospace, defence, motorsport, space, marine, industrial

Our customers

Original equipment manufacturers (OEMs), subcontractors, maintenance, repair and overhaul (MRO)

How we add value:

- Design-in
- Technical expertise
- Customer service
- Timely delivery
- Quality assurance
- Product traceability
- Broad product portfolio
- In-house assembly, design, bespoke kitting, inspection
- Vendor Managed Inventory / automatic inventory replenishment

What we sell:

Extensive range of specialty fasteners (nuts, bolts, rivets, screws), hardware and associated products.



www.clarendonsf.com

 **Clarendon**
Specialty Fasteners

CONTROLS: Shoal

KEY FACTS AND STATS

% of Group revenue: **3%**

% of Controls Sector revenue: **6%**

Average order size: **< £500**

Sites: **2 key sites in the UK**

HQ: **Bedford, UK**

Geographies served: **Primarily UK**

Part of Diploma since: **2016**

Founded in: **1978**

Integration of previously standalone businesses

ABOUT THE BUSINESS

Shoal supplies specialist wire & cable solutions to datacentres, rail, energy, marine and construction industries. Customers benefit from same-day despatch, technical support and custom-made product and inventory solutions.

Who we sell to:

End markets

Rail, construction, renewables, infrastructure, datacentres

Our customers

Electrical engineers, construction companies, contractors, retail, resellers

How we add value:

- Speed to market
- Product range and availability
- Customer service and tech support
- Custom made and inventory solutions
- Multiple supplier teams in a single offering
- Flexible ordering options

What we sell:

Wide ranging wire & cabling solutions, and accessories.



www.shoal-group.com



CONTROLS: T.I.E.

KEY FACTS AND STATS

% of Group revenue: **2%**

% of Controls Sector revenue: **4%**

Average order size: **< £3,500**

Sites: **3 key sites in the US**

HQ: **Nashville, Tennessee, US**

Geographies served: **Primarily US**

Part of Diploma since: **2023**

Founded in: **1992**

Grown organically and
through acquisitions

ABOUT THE BUSINESS

T.I.E provides specialist repair, servicing and refurbishment of industrial automation equipment for customers in machine shops, metalworking and manufacturing industries. Customers benefit from minimised downtime, technical support and asset life extension.

Who we sell to:

End markets

Automation

Our customers:

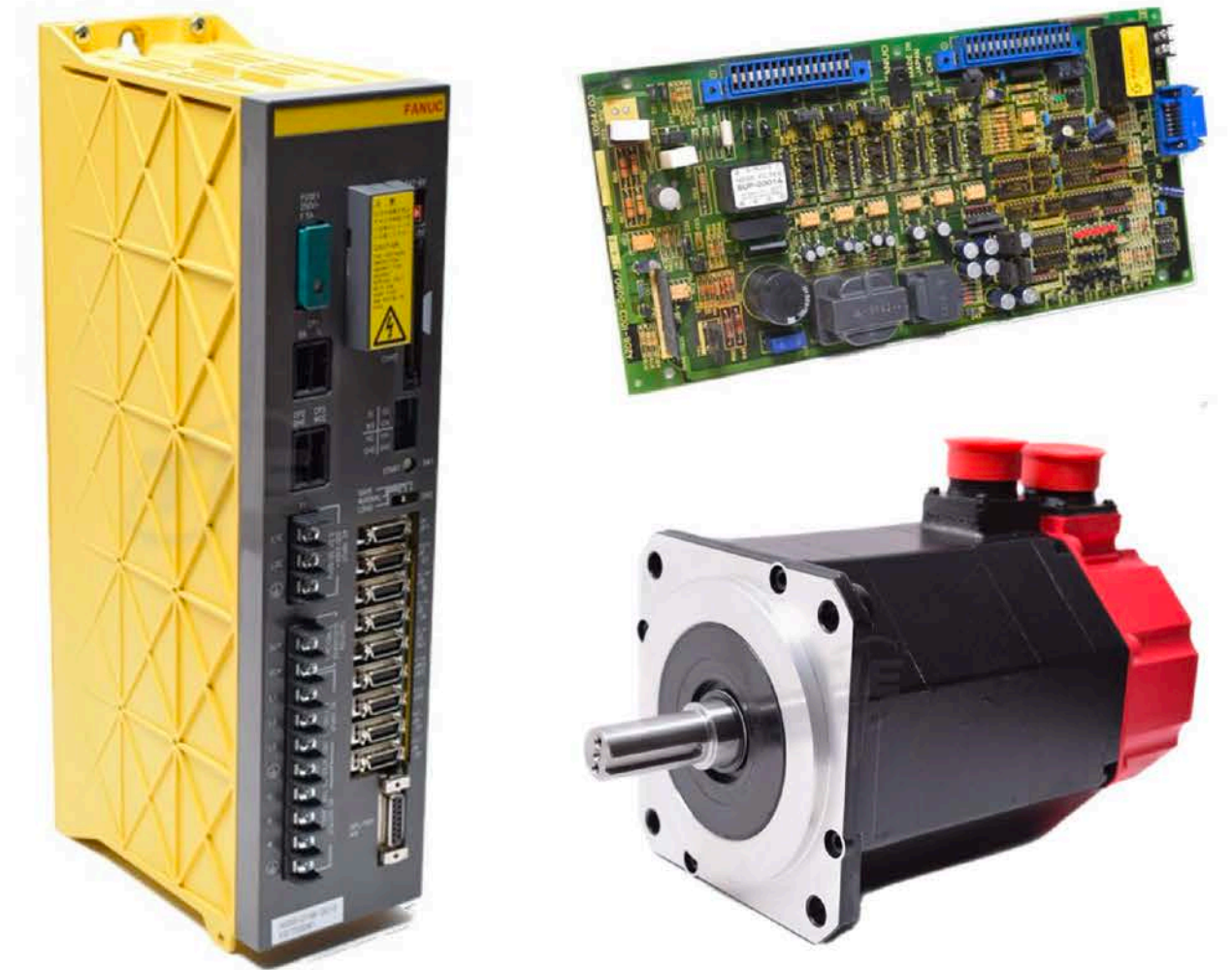
Machine shops, metalworking and manufacturing industries

How we add value:

- Minimise machine downtime
- Asset life extension
- Technical expertise
- Deep inventory of specialist products
- Servicing, repair and refurbishment
- Speed to market
- Quality assurance and warranty
- Supporting the circular economy

What we sell:

Refurbished and replacement parts for CNC machines, robotics, and robotic refurbishment solutions.



www.tieindustrial.com



CONTROLS: Techsil

KEY FACTS AND STATS

% of Group revenue: **1%**

% of Controls Sector revenue: **2%**

Average order size: **< £500**

Sites: **1 key site in the UK**

HQ: **Bidford-upon-Avon, UK**

Geographies served: **Primarily UK, some exposure in the US and continental Europe**

Part of Diploma since: **2021**

Founded in: **1989**

Grown organically and through bolt-on acquisitions

ABOUT THE BUSINESS

Techsil supplies specialty adhesives to customers in a broad range of industrial manufacturing markets. Customers benefit from innovative and bespoke solutions, inventory and supply chain management.

Who we sell to:

End markets:

Aerospace, automotive, industrial, electrification, defence, medical

Our customers:

OEMs

How we add value:

- Innovative sealing solutions
- Technical support
- Samples, trials and testing
- Deliver to bespoke specifications
- Specialist storage and stock management
- Quality assurance
- Inventory and supply chain management

What we sell:

Industrial specialty adhesives, silicones, sealants, tapes and associated products.



www.techsil.co.uk

TECHSiL[®]

SEALS SECTOR

The Seals Sector businesses supply sealing and fluid power products and solutions into aftermarket repairs, original equipment manufacturing and maintenance, repair and overhaul projects across wide-ranging end markets.

FY24 FINANCIAL HIGHLIGHTS

£489.1m

Revenue
FY23: £419.0m | +17% YoY

£90.7m

Adjusted operating profit
FY23: £79.0m | +15% YoY

+1%

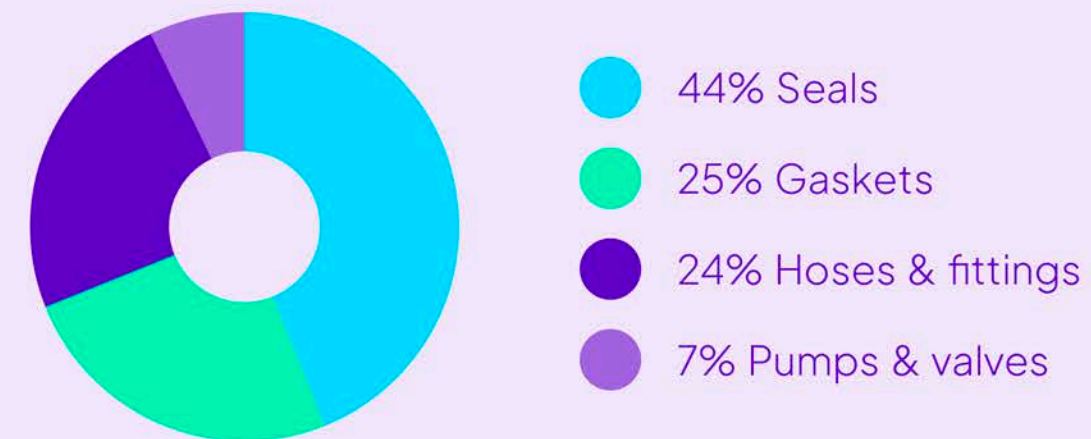
Organic revenue growth
FY23: +5%

18.5%

Adjusted operating margin
FY23: 18.9% | -40bps

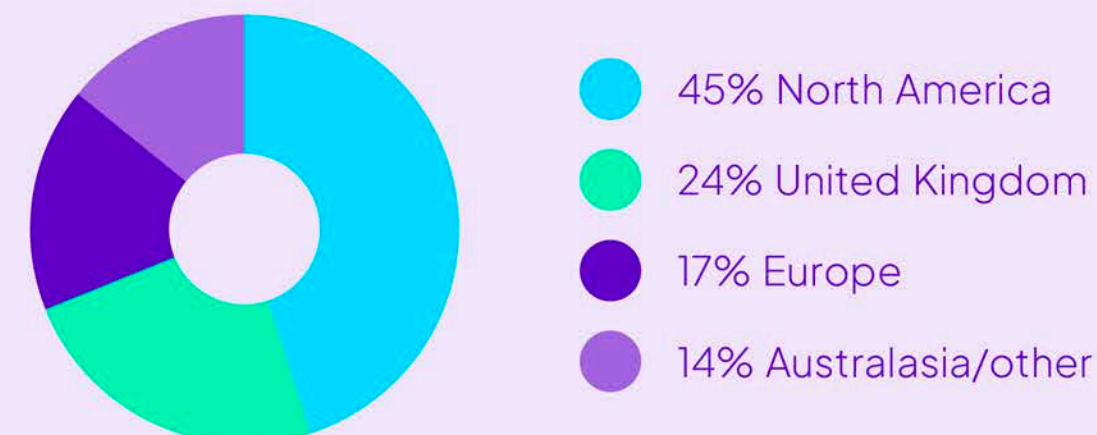
WHAT WE SELL

REVENUE BY PRODUCT



WHERE WE SELL

REVENUE BY GEOGRAPHY



WHO WE SELL TO

OUR END MARKETS

Aerospace	Infrastructure
Agriculture	Marine
Automotive	Medical & pharma
Defence	Mining
Electrification	Oil & gas
Energy	Rail
Food & beverage	Renewables
Industrial	Water management

OUR CUSTOMERS

Our Seals businesses sell to a wide range of customers across the product lifecycle from original equipment manufacturers to Aftermarket, and including maintenance, repair and overhaul projects.

OUR BUSINESSES



SEALS: R&G

KEY FACTS AND STATS

% of Group revenue: **7%**

% of Seals Sector revenue: **23%**

Average order size: **< £1,500**

Sites: **35 key sites across the UK**

HQ: **Preston, UK**

Geographies served: **Primarily UK**

Part of Diploma since: **2022**

Founded in: **2000**

Grown organically and through acquisition. Integration of previously standalone businesses.

ABOUT THE BUSINESS

R&G delivers high-quality, reliable fluid power solutions tailored to the needs of its diverse customer base. Mainly supplying into aftermarket applications, R&G customers benefit from their extensive experience, expertise, product knowledge and inventory.

Who we sell to:

End markets:

Agriculture, food & beverage, pharma, energy, oil & gas, infrastructure, industrial

Our customers:

Aftermarket and MRO

How we add value:

- Technical expertise and process know-how
- Breadth and level of inventory
- Customisation
- Service and support
- Spares management
- Reduced down time

What we sell:

Industrial and hydraulic hose, fittings and assemblies; hydraulic systems; seals, gaskets and industrial plastics.



www.rgfluidpower.com



SEALS: DICSA

KEY FACTS AND STATS

% of Group revenue: **5%**

% of Seals Sector revenue: **15%**

Average order size: **< £500**

Sites: **6 key sites in Europe**

HQ: **Zaragoza, Spain**

Geographies served: **Spain, France, Italy, wider continental Europe.**
Small exposure in the UK and US

Part of Diploma since: **2023**

Founded in: **1983**

Grown as a single business

ABOUT THE BUSINESS

Specialising in high-quality stainless steel hydraulic fittings, DICSA supplies a range of fluid power solutions across many end markets. Customers benefit from product assembly and testing, deep technical expertise, breadth of inventory, and advanced international logistics.

Who we sell to:

End markets:

Agriculture, energy, renewables, aerospace, rail, marine, automotive, industrial, infrastructure, defence, food & beverage, medical & pharma

Our customers:

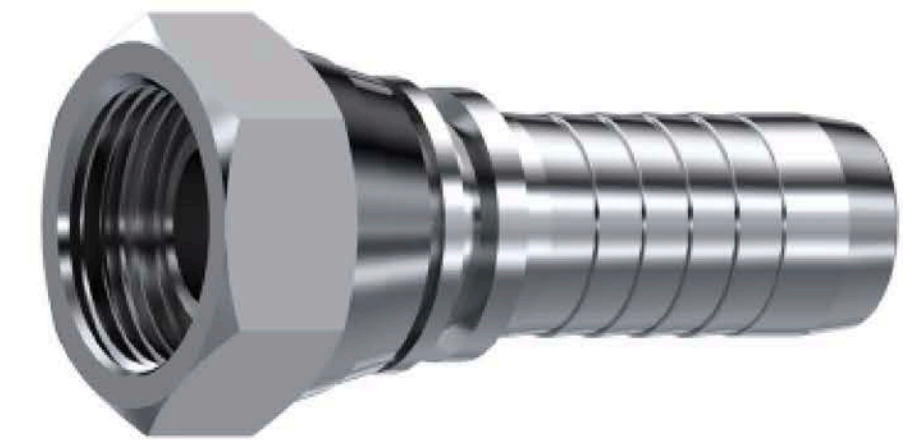
Aftermarket and MRO

How we add value:

- Proprietary stainless steel fittings
- Hose assembly and testing
- Quality assurance
- Technical expertise
- Breadth of inventory
- International logistics

What we sell:

Stainless steel fittings, hoses, hydraulic components.



www.dicsaes.com/en

DICSA

SEALS: Diploma Australia Seals

KEY FACTS AND STATS

% of Group revenue: **3%**

% of Seals Sector revenue: **10%**

Average order size: **< £15,000**

Sites: **7 key sites in Australia,
1 in New Caledonia**

HQ: **Lisarow, New South Wales, Australia**

Geographies served: **Primarily Australia**

Part of Diploma since: **2021**

Founded in: **2008**

Integration of four previously
standalone businesses

ABOUT THE BUSINESS

Diploma Australia Seals supplies premium mechanical engineering products, parts and servicing for equipment across a range of end markets, providing solutions in critical infrastructure applications. Customers benefit from reduced life cycle costs through improved efficiency and reliability, reduced energy consumption and downtime, and safer working environments for their employees.

Who we sell to:

End markets:

Water management, defence, energy, oil & gas, mining, infrastructure

Our customers:

Regional councils, defence contractors, mine operators, oil & gas asset owners, and equipment rental companies

How we add value:

- Technical expertise and designed solutions
- Improved equipment efficiency and reliability
- Reduced energy consumption and downtime
- Safer working environments for customers' employees

What we sell:

Pumps, valves, gaskets, mechanical seals, equipment servicing and anti-corrosion solutions.



www.fittresources.com.au

www.pumpnseal.com.au



SEALS: M Seals

KEY FACTS AND STATS

% of Group revenue: **2%**

% of Seals Sector revenue: **6%**

Average order size: **< £1,500**

Sites: **6 key sites in Europe and UK**

HQ: **Copenhagen, Denmark**

Geographies served: **Primarily Nordics and UK**

Part of Diploma since: **2007**

Founded in: **1963**

Integration of previously standalone businesses

ABOUT THE BUSINESS

M Seals supplies high-quality custom sealing solutions for a wide range of industrial applications. Customers benefit from bespoke services including design and engineering support, and quality control and testing.

Who we sell to:

End markets:

Renewables, medical & pharma, oil & gas, food & beverage, automotive, industrial

Our customers:

OEMs

How we add value:

- Technical partner and engineering expertise
- Compound and application design
- Reverse engineering material testing
- Sales and customer service
- Quality inspection
- Kitting, assembly and packaging
- Customer service and support

What we sell:

Seals, gaskets and custom and moulded parts.



www.m-seals.com



SEALS: Hercules Aftermarket

KEY FACTS AND STATS

% of Group revenue: **6%**

% of Seals Sector revenue : **19%**

Average order size: **< £500**

Sites: **2 key sites in US**

HQ: **Clearwater, Florida, US.**
Main hub, Louisville, Kentucky, US

Geographies served: **Primarily North America**

Part of Diploma since: **1996**

Founded in: **1962**

Grown organically and through bolt-on acquisitions

ABOUT THE BUSINESS

Hercules Aftermarket supplies an extensive range of sealing products and custom kits to customers repairing heavy machinery and hydraulic equipment across many industries. Customers benefit from next-day delivery, technical assistance, usage and installation instructions, kitting and custom seals, quality assurance and training.

Who we sell to:

End markets:

Agriculture, industrial, infrastructure, mining

Our customers:

Repair shops working with heavy, mobile, hydraulic machinery

How we add value:

- Speed of delivery
- Technical assistance and customer service
- Wide product availability
- Quality assurance
- Kitting capability
- Custom machined seals, packaging & labelling

What we sell:

Standard and custom hydraulic seals, seal kits and cylinders.



www.herculesus.com



SEALS: VSP

KEY FACTS AND STATS

% of Group revenue: **5%**

% of Seals Sector revenue: **14%**

Average order size: **< £1,500**

Sites: **8 key sites in US**

HQ: **Prince George, Virginia, US**

Geographies served: **Primarily US**

Part of Diploma since: **2019**

Founded in: **1979**

Grown organically and through
bolt-on acquisitions

ABOUT THE BUSINESS

VSP is an engineering-focused company providing bespoke solutions for high-cost-of-failure applications in the transportation, chemical processing, energy, and marine industries. Customers benefit from technical expertise, custom engineering, ongoing support and significant cost savings.

Who we sell to:

End markets:

Industrial, rail, marine, energy, oil & gas

Our customers:

MRO and OEMs

How we add value:

- Innovative and patented technology
- Engineering, application assistance and training
- Customer cost savings
- Five distribution centres providing fast turnaround service for customers
- Customer service/ 24/7 emergency response

What we sell:

Gaskets, fasteners, pumps, hose assemblies



www.vsptechnologies.com



SEALS: Hercules OEM

KEY FACTS AND STATS

% of Group revenue: **4%**

% of Seals Sector revenue: **13%**

Average order size: **< £2,500**

Sites: **5 key sites in US**

HQ: **Minneapolis, Minnesota, US**

Geographies served: **Primarily US**

Part of Diploma since: **2008**

Founded in: **1952**

Integration of previously
standalone businesses

ABOUT THE BUSINESS

Hercules OEM provides a wide range of products and technical solutions to OEMs. Customers benefit from bespoke services including design and engineering support, and quality control and testing.

Who we sell to:

End markets:

Automotive, agriculture, energy, infrastructure, industrial, water management

Our customers:

OEMs, distributors

How we add value:

- Engineering expertise and technical partner
- Global sourcing capabilities
- Inventory management
- Kitting, assembly and packaging
- Compound and application design
- Reverse engineering material testing
- Seamless logistics
- Specialist sales and customer service
- Quality inspection

What we sell:

O-rings, custom-moulded rubber, mechanical and hydraulic seals, engineered compounds.



www.herculesoem.com



LIFE SCIENCES SECTOR

The Life Sciences Sector sources and supplies technology-driven, value-add solutions in in vitro diagnostics, scientific and medtech segments of the global healthcare market.

FY24 FINANCIAL HIGHLIGHTS

£221.9m

Revenue
FY23: £212.9m | +4% YoY

£46.8m

Adjusted operating profit
FY23: £43.2m | +8% YoY

+6%

Organic revenue growth
FY23: +8%

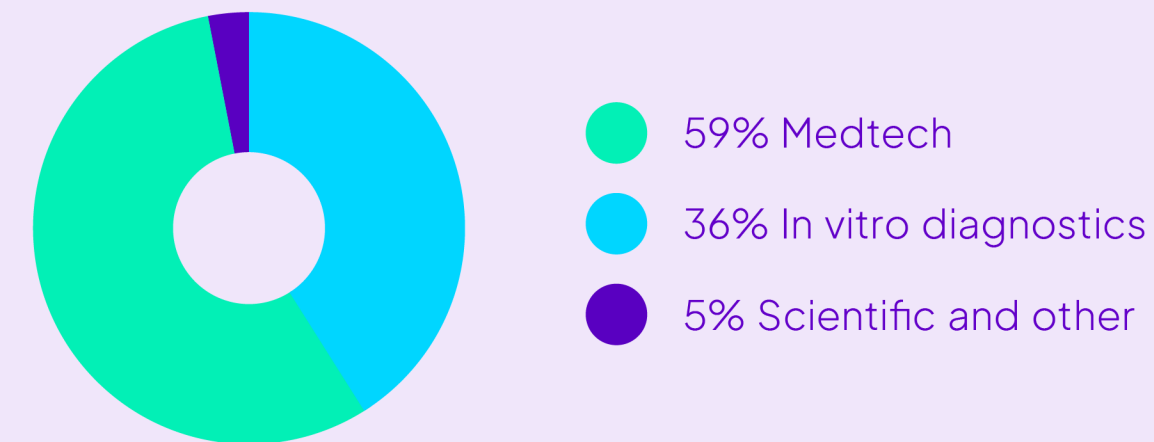
21.1%

Adjusted operating margin
FY23: 20.3% | +80bps

1. Reduction in statutory operating profit is principally due to higher acquisition related charges that arose on the settlement of deferred consideration in FY24 as stated in Note 20 of the Condensed Consolidated Financial Statements.

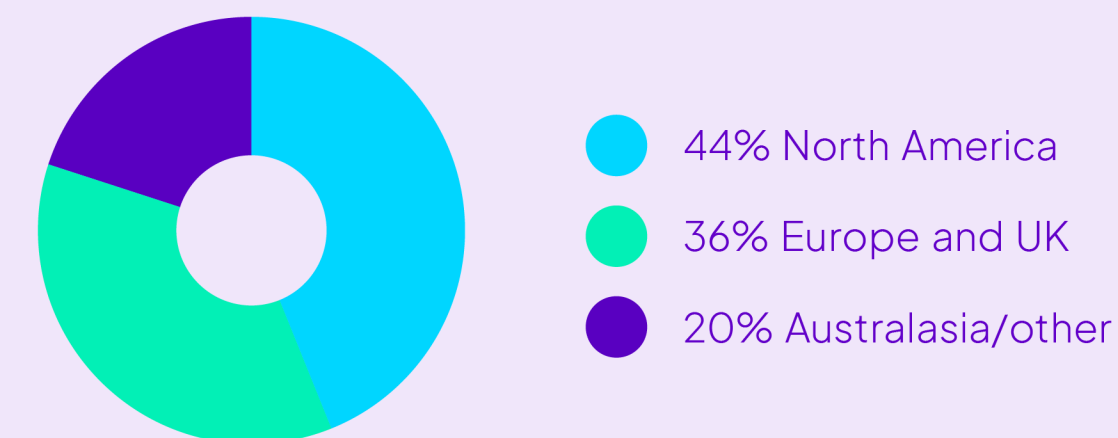
WHAT WE SELL

REVENUE BY BUSINESS



WHERE WE SELL

REVENUE BY GEOGRAPHY



WHO WE SELL TO

OUR END MARKETS

Food & beverage
In vitro diagnostics
Medical & pharma
Medtech
Scientific

OUR CUSTOMERS

Our Life Sciences businesses supply public and private hospitals, clinics and diagnostics laboratories. They also support pharmaceutical, biotech, and clinical research organisation research and supply into food & beverage industry, and manufacturing laboratories.

OUR BUSINESSES

abacus dx

Big Green

ACCUSCIENCE

TECHNOPATH

AMT SURGICAL

somagen
DIAGNOSTICS

Vantage
ENDOSCOPY

Simonsen & Weel

KUNGSHUSEN

LIFE SCIENCES: North America

KEY FACTS AND STATS

% of Group revenue: **7%**

% of Life Sciences Sector revenue: **44%**

Average order size: **< £2,500**

Sites: **2 key sites across Canada**

HQ: **Mississauga, Ontario, Canada**

Geographies served: **Canada**

Part of Diploma since: **2004**

Founded in: **1988**

Integration of previously
standalone businesses

ABOUT THE BUSINESS

Life Sciences North America is a trusted, long-term partner to its customers and suppliers. It supplies advanced diagnostic technologies and innovative medical devices and equipment that deliver improved patient care and outcomes. Customers gain access to a broad pipeline of cutting-edge healthcare solutions and suppliers benefit from an efficient route to market.

Who we sell to:

End markets:

Food & beverage, in vitro diagnostics, medical & pharma, medtech, scientific.

Our customers:

Public and private hospitals, clinics and diagnostics laboratories, pharmaceutical, biotech and clinical research organisation

How we add value:

- Trusted, long-term partner to customers and suppliers
- Technical product expertise
- Technological innovation
- Bi-directional value chain
- Geographic coverage and network
- Route to market in fragmented geographies
- Consultative support and training
- Equipment maintenance
- Regulatory assistance

What we sell:

Specialist medical devices, technology-enabled products for surgical and endoscopic procedures, diagnostic testing equipment and services.



www.somagen.com
www.amtsurgical.com
www.vantageendoscopy.com

AMT•SURGICAL

somagen
DIAGNOSTICS

Vantage
ENDOSCOPY

LIFE SCIENCES: Europe

KEY FACTS AND STATS

% of Group revenue: **6%**

% of Life Sciences Sector revenue: **36%**

Average order size: **< £1,500**

Sites: **5 key sites across the Nordics, UK and Ireland**

HQ: **Copenhagen, Denmark**

Geographies served: **Primarily Nordics and Ireland**

Part of Diploma since: **2004**

Founded in: **1817**

Integration of previously standalone businesses

ABOUT THE BUSINESS

Life Sciences Europe is a trusted, long-term partner to its customers and suppliers. It supplies advanced diagnostic and scientific technologies and innovative medical devices and equipment that deliver improved patient care and outcomes. Customers gain access to a broad pipeline of cutting-edge healthcare solutions and suppliers benefit from an efficient route to market.

Who we sell to:

End markets:

Food & beverage, in vitro diagnostics, medical & pharma, medtech, scientific.

Our customers:

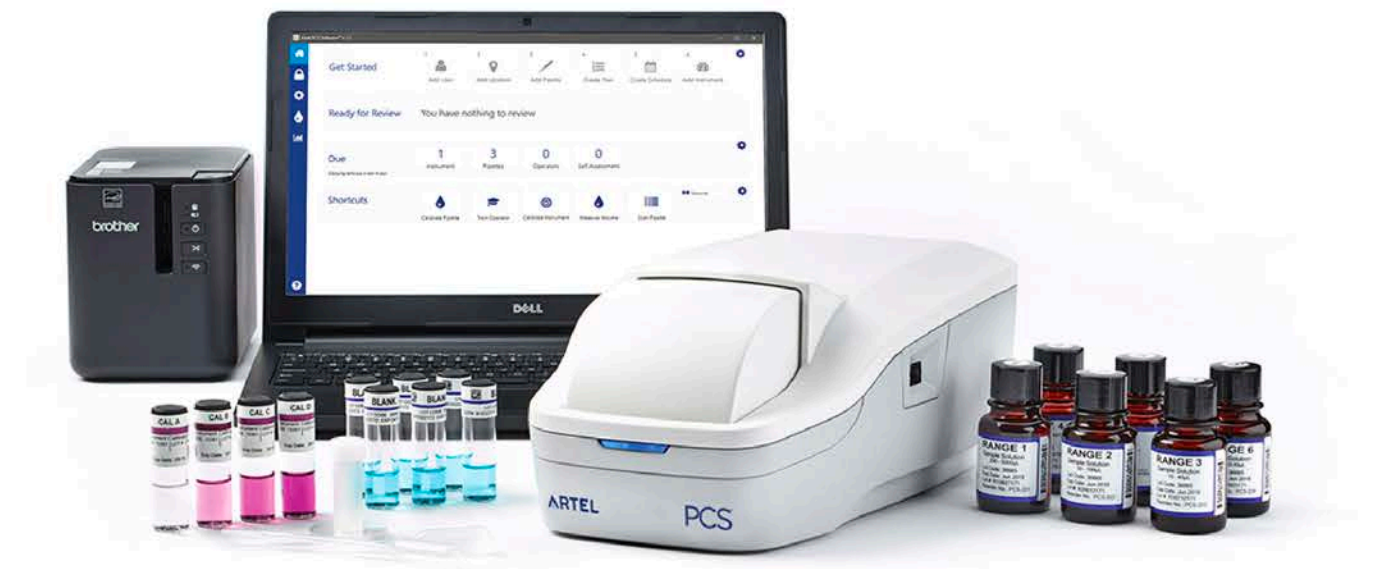
Public and private hospitals, clinics and diagnostics laboratories, pharmaceutical, biotech and clinical research organisations.

How we add value:

- Trusted, long-term partner to customers and suppliers
- Technical product expertise
- Technological innovation
- Bi-directional value chain
- Geographic coverage and network
- Route to market in fragmented geographies
- Consultative support and training
- Equipment maintenance
- Regulatory assistance

What we sell:

Specialist medical devices, technology-enabled products for surgical and endoscopic procedures, diagnostic testing equipment and services.



www.accuscience.ie
www.techno-path.com

www.kungshusen.se
www.sw.dk



TECHNOPATH



Simonsen & Weel

LIFE SCIENCES: Australasia

KEY FACTS AND STATS

% of Group revenue: **3%**

% of Life Sciences Sector revenue: **20%**

Average order size: **< £2,500**

Sites: **2 key sites across Australia and New Zealand**

HQ: **Brisbane, Australia**

Geographies served: **Primarily Australia**

Part of Diploma since: **2010**

Founded in: **1966**

Integration of previously standalone businesses

ABOUT THE BUSINESS

Life Sciences Australasia is a trusted, long-term partner to its customers and suppliers. It supplies advanced diagnostic and scientific technologies and innovative medical devices and equipment that deliver improved patient care and outcomes. Customers gain access to a broad pipeline of cutting-edge healthcare solutions and suppliers benefit from an efficient route to market.

Who we sell to:

End markets:

Food & beverage, in vitro diagnostics, medical & pharma, medtech, scientific.

Our customers:

Public and private hospitals, clinics and diagnostics laboratories, pharmaceutical, biotech and clinical research organisations.

How we add value:

- Trusted, long-term partner to customers and suppliers
- Technical product expertise
- Technological innovation
- Bi-directional value chain
- Geographic coverage and network
- Route to market in fragmented geographies
- Consultative support and training
- Equipment maintenance
- Regulatory assistance

What we sell:

Specialist medical devices, technology-enabled products for surgical and endoscopic procedures, diagnostic testing equipment and services.



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