

PERSPECTIVE OF AN EUROPEAN (EX) RESEARCHER

From academic Japan to corporate Japan

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» Based in Sweden (Uppsala). ~350 employees worldwide

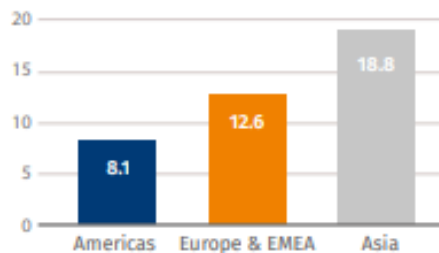
- » Other offices in
- » UK (Cardiff)
 - » America (Charlotte)
 - » Japan (Tokyo, Osaka)
 - » China (Shanghai)
 - » South Korea (Seoul)
 - » India (Mumbai)



2017 sales
by geographic market, %



2017 sales growth
by geographic market, %



2017 sales
by area, %



Biotage

Our business and customers

ORGANIC CHEMISTRY

60%

Products used in the early stages of pharmaceutical development, for example, to chemically create or purify the base substances of new drugs.

ANALYTICAL CHEMISTRY

32%

Products that facilitate and streamline the analysis of clinical and bioanalytical tests, for example, patient samples, forensic samples, and environmental and food samples.

INDUSTRIAL PRODUCTS

8%

Large-scale production products that separate substances during the manufacturing process and extract new materials for further processing, for example, pharmaceuticals and foodstuffs.

Academic



Forensic



Pharma & Clinical



Food & Agriculture



Industrial



Overview of Biotage products

For organic, peptide and analytical chemistry



Automated peptide synthesizers



Flash purification systems



MW reactors for organic synthesis



Automated samples processing



consumables for peptides (resins)



consumables for purification (columns)

The research in Biotage?

Even companies have R&D !



» Biotage Selekt (pictured left): 3 years of development, worldwide launch October 1st 2018

» New generation of flash purification systems and flash columns

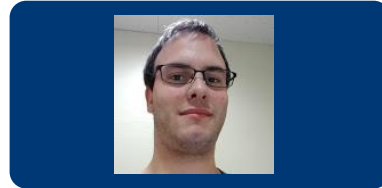
» Many departments involved in its development

» Always improving to meet researchers expectations



From academia to corporate

How it happened



Headhunted by
recruiters on



Good relationship



Organizing
transfer details

» Japan: prime importance of networking and contacts –
having good relationships is essential !

From academia to corporate

My role in the company



- » Peptide Application Chemist, Asia Pacific
- » Pre-sales and post-sales technical and scientific support for peptide & biomolecules product lines...
 - » Assist Biotage sales to understand customer needs
 - » Assist customers in finding the right solution
 - » Installation and troubleshooting of peptide instruments
 - » Follow-up on customer requests regarding projects
- » ... on the Asia Pacific area
 - » Biotage CN, Biotage KR
 - » Biotage distributors in Asia & Oceania

From academia to corporate

Academia vs corporate, thoughts 2 years ago

» Academia:

- ✓ Teaching to students
- ✓ Less pressure (vs industry)
- ✓ Choice of the topic

- ❖ Language is an issue
- ❖ Academic system “flawed”

» Corporate:

- ✓ More money
- ✓ Start-ups
- ✓ Dynamic

- ❖ Tight schedules
- ❖ Corporate system

From academia to corporate

Academia vs corporate, thoughts now

» Academia:

- ✓ Teaching to students
- ✓ Less pressure (vs industry)
- ✓ Choice of the topic

- ❖ Language is an issue
- ❖ Academic system “flawed”

- Pressure is real (“publish or perish”)
- Funding is a massive issue
- Limited positions

» Corporate:

- ✓ More money
- ✓ Start-ups
- ✓ Dynamic

- ❖ Tight schedules
- ❖ Corporate system

- Money is there but not flying around
- Getting in? Sure if you’re good...