

PRESS RELEASE

SOTAX and Waters Corporation Sign Co-Marketing and Re-Seller Agreement

01 November 2016: Agreement gives SOTAX distribution rights to Waters ACQUITY UPLC H-Class System within Small Molecule Pharmaceutical Accounts.

SOTAX Group announced today that it has entered into an agreement with Waters Corporation. Under the terms of the agreement, Waters will make available to SOTAX its [ACQUITY UPLC® H-Class System](#) for sale to drug manufacturers performing small-molecule, solid-dosage analysis in Quality Control and Analytical R&D. The Waters systems will be offered in both stand-alone configurations and directly connected to SOTAX dissolution and automated sample preparation instruments for on-line analysis.

“Working closely with Waters will allow us to generate significant value for our mutual customers in the current, data integrity driven environment. We are excited to have been selected by Waters to collaborate in the dissolution testing and sample preparation space”, said Patrick Ballmer, Vice President at SOTAX Group.

Under the terms of the agreement, Waters licenses SOTAX as an independent distributor for the Waters ACQUITY UPLC H-Class System. SOTAX will market, sell and distribute the ACQUITY UPLC H-Class System through its own direct sales force to pharmaceutical laboratories in the following countries: United States, Canada, United Kingdom, France, Germany, Italy, Switzerland and the Czech Republic.

“Improved sample preparation to keep pace with the speed of our ACQUITY UPLC instrumentation platform has often been requested by our customers,” said Mike Harrington, Ph.D., Senior Vice President – Global Markets. “This exciting new collaboration links Waters and SOTAX technologies enabling our mutual customers to streamline their analysis, characterization and preparation of pharmaceutical samples, and improve their productivity and profitability.”



→ AT Xtend™ Dissolution System with Waters ACQUITY H-Class for LC on-line dissolution testing.

About SOTAX (www.sotax.com):

SOTAX is the international leader in the development and manufacturing of fully automated systems for dissolution testing, sample preparation, and physical testing of pharmaceutical dosage forms. With over 40 years of sustained growth, SOTAX is now the world's largest company focused on dissolution testing and related services.

About Waters Corporation (www.waters.com):

Waters Corporation (NYSE:WAT) develops and manufactures advanced analytical and material science technologies for laboratory dependent organizations. For more than 50 years, the company has pioneered a connected portfolio of separations science, laboratory information management, mass spectrometry and thermal analysis systems.

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