

Happy New Year

Haier Biomedical's Acquisition of Suzhou Kangsheng Demonstrates its Ambition to Further Expand Smart Laboratory Solution Scenarios



Haier Biomedical is accelerating its steps of acquisitions. On December 5th, Haier Biomedical acquired Suzhou Kangsheng Biotechnology Co., Ltd. (hereinafter referred to as "Suzhou Kangsheng"), a leader in the field of domestic consumables. This acquisition marks the next steps by Haier Biomedical to incorporate disposable laboratory plastic consumables into its business portfolio and expand smart laboratory application solution scenarios.

Suzhou Kangsheng primarily engages in R&D, production, and sales of laboratory plastic consumables. The company principally manufactures pipette tips and molecular consumables and are rapidly expanding its presence into the field of cryopreserving, cell culture, and microbial applications. Since its inception, Suzhou Kangsheng has developed rapidly and accumulated an abundance of technological capabilities and resources.



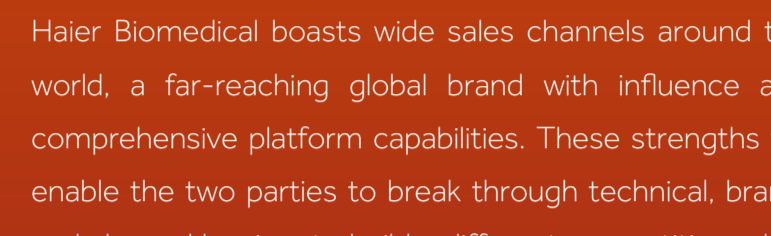
Smart laboratory solutions have always been one of the main engines that drives our efforts in our growth in the field of life science. By utilizing the Internet of Things, big data, AI, 5G and other emerging technologies, Haier Biomedical created 7 core scenarios such as microbiology laboratory and cell laboratory, providing customized services for more than 10,000 universities, scientific research institutions, and enterprises across the world.

This acquisition signals another move by Haier Biomedical to explore digital scenario ecosystems in life science, a move that will unleash new potentials for domestic and international markets. Suzhou Kangsheng will not only improve the technical level of laboratory consumables of Haier Biomedical, but also help to enhance its brand influence and continue our global market growth.



Currently, the international biomedical markets enjoy a promising future, for example, the Asia-Pacific and European markets have a great demand for smart laboratories. The acquisition of Suzhou Kangsheng will continue Haier Biomedical's ongoing commitment to the betterment for all through life science, while strengthening our global presence and build scale of our company, partners, key stakeholders and more importantly provide professional solutions for end users.

Since the acquisition, Haier Biomedical and Suzhou Kangsheng will jointly create a global leading brand in laboratory consumables to provide users with cost-effective, time-efficient, high-quality, and customized laboratory consumable solutions. This will be achieved by leveraging the advantage of Haier Biomedical in laboratory scenario solutions, and Suzhou Kangsheng will cover all needs of laboratory users. This will also strengthen the ability of Haier Biomedical to continuously meet users' needs and enhance the benefits of international users.



Additionally, Suzhou Kangsheng has a mature technology development platform and manufacturing process, and Haier Biomedical boasts wide sales channels around the world, a far-reaching global brand with influence and comprehensive platform capabilities. These strengths will enable the two parties to break through technical, brand, and channel barriers to build a global competitive edge, accelerate the development of global markets, and unleash greater potential for growth.

From the Haier Biomedical team to the end user, the synergy, integration, and innovation in areas such as the supply chain, market and solution will improve its capacity for high-end manufacturing. By building digital platforms and establishing capabilities for professional fast support Haier Biomedical will continue to refine services of smart laboratories and expand into application scenarios such as biopharmaceuticals and IVD diagnosis. This will allow the company to continue its leading role in equipment, platform, and services in the medical and life science sectors.

European Partners Training at Haier Biomedical's UK Offices



Earlier this month, we held a two-day training session and distributor team building event at Haier Biomedical International UK offices and showroom. These sessions were held for our new European distributors from Austria, Belgium, and The Netherlands.

As part of our globalization through localization, the new EU team, led by EU Director Giorgio Citarei have worked vigorously during 2022 to bring new leading European distribution channels and partnerships to the greater Haier Biomedical global team. With team members Semir Selimovic (Germany/Austria), Harald Hilbelink (Benelux/France) and Paolo Mancini in Italy with Giorgio, the team has made great advancement for Haier Biomedical's complete portfolio across these markets.

The two intense, but informative days was led by Haier Biomedical's UK GM, Richard Jafrato, and with his team, again showcased Haier Biomedical's world leading products, and why these solutions are now leading the industry across the globe for the Biomedical and life science market sectors.

What was also important for our new partners and key stakeholders was to better understand the Haier Biomedical culture, our vision and mission to lead the development of life science for the betterment of all.

During the sessions, Haier Biomedical's products and solutions, including sales and technical training was covered by Richard and his team, showcasing the UK's strong strategy and development of their home market with case studies and references from decades of experience.

The UK team covered Sales, Technical, Installation, and Maintenance for the following Haier Biomedical products: Clean Air Products, Liquid Nitrogen Products, Incubators, Wireless Monitoring, ULT's and Biomedical Freezers, Centrifuge, Pharmacy Refrigeration, Transport Coolers, Blood Bank Refrigeration, Sparkfree Refrigeration, General Lab Refrigeration & Cryogenic Products.

Attendees included Tom and Gorik Lernout from Biomedico in Belgium, Maurice Bijl and Jean Paul Schouten from Hettich Benelux and Matthias Grimm and Harald Doknar-Posch from BARTELT Gesellschaft m.b.H. in Austria. Other attendees included our European team members Semir Selimovic and Harald Hilbelink.

However, what is more important is to hear what the attendees had to say about the training held in the UK:

Gorik Lernout
Richard and his team are tremendously driven, and their product knowledge is of a very high level. These training days were therefore very informative and useful. Biomedico is now ready to convince the market

I would like to thank you for the pleasant training last days! It was very useful to see all the equipment physically and to get direct feedback from your sales team!

Tom Lernout

Very good training on beautiful progressive products! Am impressed with the quality and performance of Haier Biomedical products.

**Maurice Bijl
Hettich Benelux**

It was a pleasure hosting a number of our European distributors for sales training at our UK head office this week. Key members of the UK sales team delivered training both through presentations and hands on with the equipment in our training room on Clean Air, Liquid Nitrogen, Incubators, ULT, Blood and Pharmacy Products as well as running through our brand-new LX-165T2R bench top refrigerated centrifuge.

**Richard Jafrato
General Manager UK**

Since its inception, the Haier Biomedical company has grown into a comprehensive solution provider committed to solving biotech challenges. Haier Biomedical is dedicated to exploring life science and medical innovation, with a focus on upgrading its "product + service" business model. This has been achieved by integrating manufacturing with IoT-based bioscience practices, creating new synergies, thus playing a leading role in the industry. By employing R&D, an innovative management model, Haier Biomedical builds a bridge between its employees and customers, and as a result caters to the needs of customers while helping employees achieve their values.

Currently, Haier Biomedical relies on high-performance products to create complete solutions to guarantee the safety of biological sample banks, blood, vaccine, laboratory supplies, and reagent. As a major part of the training, Richard, General Manager with senior UK team members from Haier Biomedical UK, provided an important, informative, and in-depth overview on products from Haier Biomedical's extensive range.

As the world's leading supplier of medical and health care equipment and comprehensive solutions, Haier Biomedical has and will continue to invest in our health care and business operations in various countries, again globalization through localization. By constantly responding to new international challenges, the Haier Biomedical team has earned trust and recognition from global partners. In the future, Haier Biomedical will hold true to its mission and remain focused on fulfilling customers' needs to provide global partners with better and safer products and services!

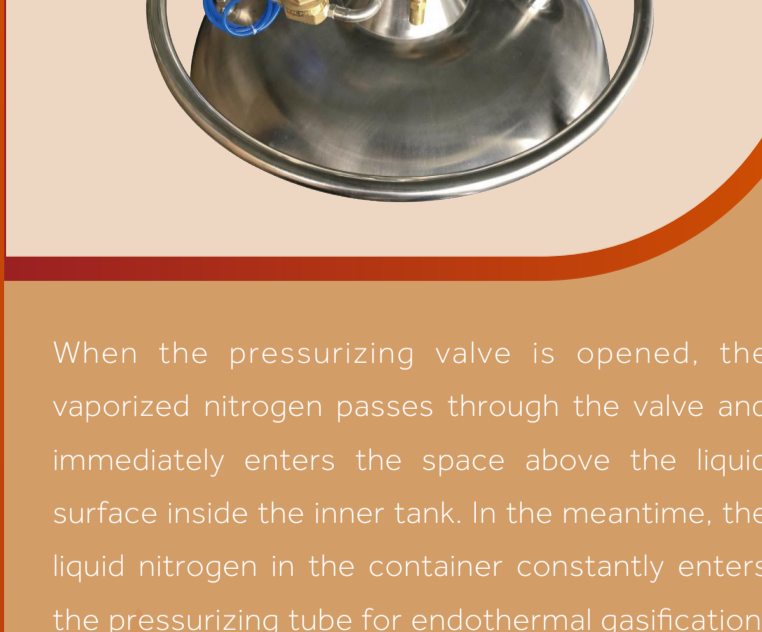
**Peter Pedersen
Director International Business Operations**
This ongoing self-improvement and training ensure that Haier Biomedical, our partners and key stakeholders have the tools and resources to meet any challenge, succeed in all markets, and with market knowledge in cooperation with the world's leading manufacturer, together we will improve life science to make life better for all.

These team building and training sessions strengthen the purpose to optimize our global strategy and improve local business operations of Haier Biomedical across all market, enabling our partners to professionally deliver our products and services to reach more local customers, the globalization through localization strategy is succeeding.

As Vice GM of Haier Biomedical International Department, I would like to thank all who attended and partners from across the world, together we will have a successful year, by staying committed to our goals. I have no doubt that we will have a fruitful 2023. And now, in the year of the rabbit, following the Lunar Festival gathering, I want to wish you all a Happy New Year, and from the entire team, we wish you all, your families, and friends a prosperous and healthy 2023 – Guangsheng Wang.

Self-Pressurized Nitrogen Container: Makes Liquid Nitrogen Filling Easier & Safer

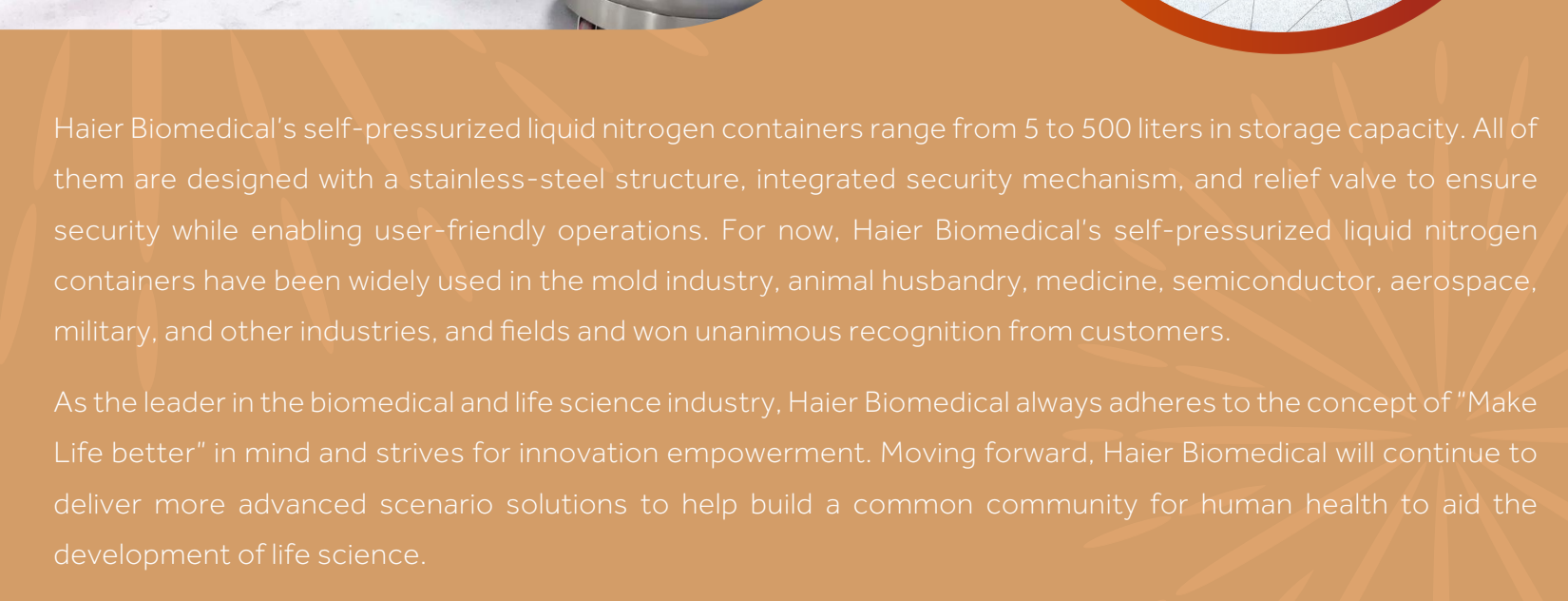
With the continuous development of science and technology, liquid nitrogen containers are playing an increasingly important role in all walks of life. In the biomedical field, they are used for long-term storage of vaccines, cells, bacteria, and animal organs, allowing the scientists to take them out and to thaw and warm them for use when conditions are ideal. The metal manufacturing industry uses liquid nitrogen stored in liquid nitrogen containers for the cryogenic treatment of metal materials so that their hardness, strength, and wear resistance can be significantly improved. In the animal husbandry field, liquid nitrogen containers are mainly used for the vital preservation and long-distance transportation of animal semen.



When the pressurizing valve is opened, the vaporized nitrogen passes through the valve and immediately enters the space above the liquid surface inside the inner tank. In the meantime, the liquid nitrogen in the container constantly enters the pressurizing tube for endothermal gasification. As the volume of vaporized nitrogen is more than 600 times that of liquid nitrogen, a small amount of nitrogen upon vaporization, which flows through the opened valve into the inner tank continuously. As the amount of nitrogen entering the tank increases, nitrogen built up in the space above the liquid surface begins to exert pressure on the wall and the surface of the inner tank. When the pressure gauge reading reaches 0.02MPa, the drain valve will be opened, and liquid nitrogen will enter other liquid nitrogen containers smoothly through the drainpipe.

However, liquid nitrogen evaporates as it is used, so it is necessary to replenish liquid nitrogen in the containers timely to ensure the secure storage of samples. How to fill liquid nitrogen into the liquid nitrogen containers safely and efficiently? Haier Biomedical's self-pressurized liquid nitrogen containers provide an answer to this problem.

Haier Biomedical's self-pressurized liquid nitrogen container mainly comprises a technologically advanced shell, an inner tank, a transport trolley, a drain tube, various valves, a pressure gauge and a vacuum sealing joint, etc. When the inner tank is filled with liquid nitrogen, the vent valve, the drain valve, and the pressurizing valve are closed, and the plug of the liquid nitrogen injection port is tightened. When the above parts are leak-free, due to the heat transfer of the container shell to the pressurizing tube, some of the liquid nitrogen entering the tube will be vaporized by endothermic heat.



Haier Biomedical's self-pressurized liquid nitrogen containers range from 5 to 500 liters in storage capacity. All of them are designed with a stainless-steel structure, integrated security mechanism, and relief valve to ensure security while enabling user-friendly operations. For now, Haier Biomedical's self-pressurized liquid nitrogen containers have been widely used in the mold industry, animal husbandry, medicine, semiconductor, aerospace, military, and other industries, and fields and won unanimous recognition from customers.

As the leader in the biomedical and life science industry, Haier Biomedical always adheres to the concept of "Make Life better" in mind and strives for innovation empowerment. Moving forward, Haier Biomedical will continue to deliver more advanced scenario solutions to help build a common community for human health to aid the development of life science.

