



Supporting & Servicing Excellence

Varian - Agilent Corporate Agreement

August 2009

Many of you may be aware that on 27th July an agreement was signed that if completed, will result in Agilent taking control of Varian Inc for a sum of US\$1.5 billion. If this goes to schedule, this transaction will be complete in early 2010.

In JVA Analytical we have had some queries from our customers regarding this agreement

Q. Will this make any difference to JVA Analytical relationship with Varian?

A. In the short & medium term the corporate transaction will make no difference at distributor level. It's very much business as normal.

Any suggestions of organizational changes are speculative.

Q. What happens in the long term?

A. As in any business the long term is full of unknown factors. However we would be confident that we will be doing more or less the same job in 5 years as we are doing now. In business very few companies can plan further than this period.

Q. What happens to my Varian instrumentation, do I need to be concerned about parts?

A. There is nothing to be concerned about. Varian have a reputation for 50 years of providing excellent long term support for instruments that are long out of production. As a minimum there is a legal commitment to provide all parts for a minimum 7 years after the final example of a specific instrument is manufactured. We believe that this transaction will make no difference to the long term supply of any Varian instrumentation

Q. Is there communication between Varian & Agilent.

A. No. Varian & Agilent remain respectful competitors in the areas in which we compete, and the only communication is in the small group in corporate headquarters involved directly with the acquisition (in California). At field level there is absolutely no change in the day to day business.

Q. Will JVA Analytical be around to support the instrumentation I am buying right now.

A. Absolutely. JVA Analytical have an 18 years history of providing the highest levels of support & service to our valued customers in Ireland and we expect to be selling & supporting Varian analytical instruments into the future.

In summary while there may be long term change from this transformational transaction, JVA Analytical expect to be doing the job we are doing now many years into the future. In general Varian & Agilent have different customers for many of their products, even those that overlap. In the long term we feel this transformational coming together may provide great opportunities for our customers, and also to JVA Analytical Ltd.

If you have any queries on this, or any aspect of our business relationship, please contact either of the undersigned.

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