

azbil



A C O R P O R A T E O V E R V I E W





The Value of Trust

The Telstar brand conveys strength in the innovation and development of proprietary technologies with a global reach.

More than 50 years' experience has led the Telstar brand to achieve a consolidated position in the pharmaceutical and biotechnological industry markets, developing technologies and complete integrated solutions for engineering and construction of pharmaceutical plants, in addition of laboratory equipment. A journey of a business that has led the firm to be foremost among companies offering support for sectors associated with life sciences, scientific and experimental research, including industrial scale production. All of this has been achieved through the development of projects whose foundation lies in high technological complexity and strong demands on quality and innovation; requiring business partners who have adopted high-ranking positions at the forefront of technical and scientific development.

Telstar has evolved in line with the changes in our society, which is experiencing fast population growth, greater diversity and increased longevity. A society which requires rational resource management, which is progressively more committed to sustainability, equality and respect for the environment, greater technological awareness, more transverse and sensible, with diversity, co-operation and social responsibility. And all of this is manifest within an environment where knowledge management, science and technology are underlying values and technological advances continue to set the pace of new realities. This is largely reflected in the health sector, opening up as a horizon of incalculable potentials, such as personalised and regenerative medicine. A new reality that implies

an enormous advance for people's wellbeing and, at the same time, greater involvement and commitment – both exponential and irreversible – from the industries associated to the life sciences sector. Today the pharmaceutical and biotechnology sector have more assets and development expectations, where knowledge is global and produces accelerated demand changes. Therefore the solutions that contribute to this progress are measured more and more by their innovative capacity.

In recent years, Telstar has been continually developing innovative solutions through R&D activities. From the Life Science Engineering business division of the azbil Group, the Telstar brand has reinforced its competitive value. The brand's position in the market has been supported by a solid and prestigious international group which inclusively adds value to new solution generating processes in the automation field for the life sciences market. This is an attribute which results in comprehensive, bespoke solutions for every client, whose value chain is focused on a single multi-disciplinary highly qualified partner for each stage of the project, ensuring efficient and successful results.

Our competitive value is our uniqueness. The evolution of the Telstar brand reflects its solid position in a highly competitive market. The company has advanced from being an equipment manufacturer to being recognised as a reference supplier and provider of complete solutions with the capacity to develop complex projects having

global vision and using in-house resources. More and more leading international firms are placing their trust in the Telstar brand, which has become their specialized partner. I am convinced that very soon we will see the results of an increasing trend of co-operation and association agreements between suppliers and clients. A relationship of trust for personalized, very specialized and highly complex projects that require feasible and efficient solutions, developed with global vision, fully-owned expertise and a single business partner.

Our firm is aware and knowledgeable of new realities and takes on the commitment to develop a project from a global, complete perspective with the added implicit value of controlling and implementing the project with a fully-owned, multi-disciplinary team. Our guarantee is our experience and know-how, our committed professional team with specialization, an innovative spirit and the proven ability to research and innovate.

We are particularly aware that the competitive value of the Telstar brand also contributes to the knowledge-based productive model, which is characteristic of an advanced, mature society that is capable of creating wealth and prosperity. Our commitment and our challenge is to continue providing innovative ideas to promote technological progress and the well-being of a growing world.

Ton Capella
Chairman

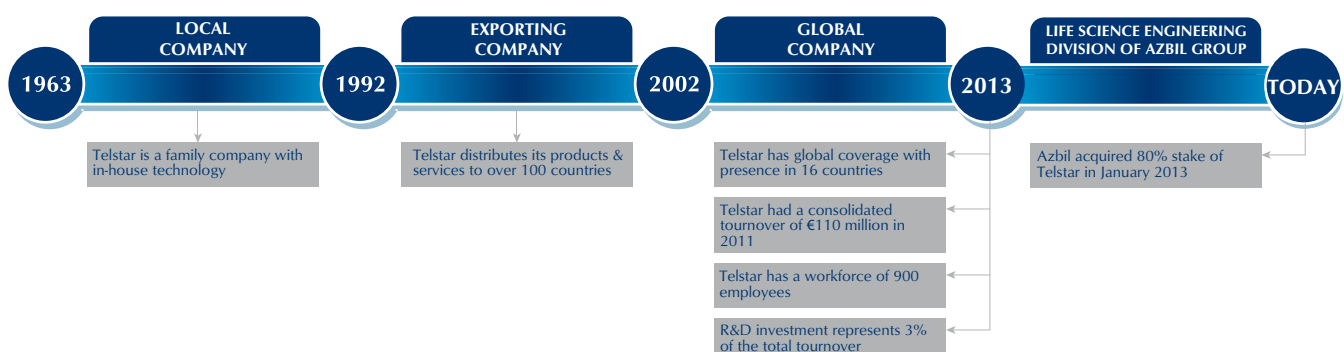


Table of contents

5	•	TELSTAR, the value of technology
6	•	Corporate Culture
8	•	The Company
11	•	Life Sciences
27	•	Vacuum Technologies / Instrumentation
30	•	Customer Orientation
31	•	Evolution
32	•	International Presence
33	•	Corporate Information
34	•	Contact



Innovation applied to the development
of our own technologies for sustainable
progress in a growing society.

TELSTAR, the value of technology

Innovation applied as a value for the development of technological products with high added value aimed at supporting sustainable, socially compatible growth of the environment is one of the main indicators determining a company's progress and competitiveness.

Societies grow and progress, and their needs in terms of healthcare, power, transport, telecommunications, etc. increase at the same time. Companies provide solutions to these needs and, by doing so, contribute to the **sustainable** growth of a country and to increasing the **quality** of life of its citizens. Telstar is at their side, committed to technology.

Telstar's vocation in the design, production and marketing of integrated equipment using its own **technology** as well as the development of complex projects and services for sectors associated with the field of life sciences, scientific research and **development**, have shaped it into one of the most important companies working to develop solutions with high technological complexity and outstanding international reach.

For more than 50 years, Telstar has remained committed to following the path of innovation, contributing to the technological development of **society**. Telstar has emerged as one of the leading partners for the pharmaceutical industry, healthcare-hospitals, laboratories, research centers, and general industry. This strengthens Telstar's position in the international market, as a technology partner to its customers and its contribution to improving the well-being and quality of life of society as a whole. Telstar today portrays the value of technology.

innovation

sustainable

quality

technology

development

society



Creativity applied to technology



Corporate Culture

**Innovative
solutions
for a constantly
evolving world**

OUR VISION

Telstar contributes to improving the well-being and quality of life of society by supplying companies and research centers with the most advanced high-tech solutions in the field of engineering & construction projects and integrated process equipment, with high levels of innovation and development and an extensive capacity for accommodating the specific needs of each customer. Telstar is currently a leading player in the pharmaceutical, healthcare-hospital, and biotechnology sectors, as well as in laboratories, research centers and high-tech industries. As a leading technology partner, Telstar's goal is to consolidate and increase its international prestige by means of excellent management and a desire to provide service, commitment and quality, consistently achieving better results.

**Innovation is our commitment
and our passion**



OUR VALUES

Telstar exhibits a strong commitment to working for the needs of its customers through flexibility and development of customized technological solutions. Telstar offers tailor-made solutions through a professional team that is committed, honest, strong and well-prepared and which exhibits the energy, confidence, and enthusiasm that brings Telstar closer to its customers. These values define Telstar's corporate culture and are aligned with a desire to offer service, quality and respect to each individual customer; projecting a global organization that is committed, innovative, flexible, dynamic, modern and has substantial international focus.

**Close to the customer with commitment,
experience and an international focus**

OUR PHILOSOPHY

Turning needs into opportunities for innovation and accepting the challenge of contributing to the development of life sciences, traditional and high-tech industry and scientific research, using the latest generation of technological solutions. These are the defining points of Telstar's philosophy. In an environment of growth and constant market change, Telstar develops innovative, solid and reliable solutions suited to newly emerging needs providing value to the market, customers, employees and shareholders with a high capacity for foresight and reaction, Telstar is developing a corporate outlook which is focused on quality, ongoing innovation, and a strong customer orientation, with a highly qualified professional team and a committed international perspective.



Telstar, part of the azbil Group, has a long track record and experience in the development of engineering projects, equipment and services solutions for companies associated with life sciences, specifically in the fields of biotechnology, nanotechnology, traditional technology and medicine. Telstar also develops vacuum applications for traditional industry and high-vacuum solutions in science and aerospace industries, as well as instrumentation for industrial and scientific research and development.

With a strong international presence, Telstar operates in over a hundred countries and has 5 manufacturing plants, 7 technology centres and 13 consulting and engineering service centres and sales offices worldwide. With manufacturing plants in Spain, China, the United Kingdom and the Netherlands, Telstar has a workforce of 900 people.

Telstar was founded in 1963 and its brand now reflects the company's strength and commitment to innovation, and experience in the development of high technology solutions for life sciences industry, traditional and advanced industries and scientific research.



Azbil is a leading Japanese group in building automation for the building market, advanced automation for the industry market and life automation systems for the life sciences and healthcare markets as well as fields connected closely to everyday life. The group develops its own regulation, control and automation technologies, equipment and systems for use in industry and in buildings.

The Group develops its activity in the following business fields:

Building Automation – Industrial Automation Products – Industrial Automation Systems – Control Products – Central Air Conditioning System – Life Science Engineering

Azbil Group, which is listed on the Tokyo stock exchange, was founded in 1906 and currently has a workforce of 5,146 people and a revenue of 256.9K million Yen in FY2015 (31/3/2016).

www.azbil.com

**We pursue our unique value based on the idea of human-centered
We think towards the future and act progressively**



Development of complete integrated engineering, construction, equipment and services solutions for life sciences (pharmaceutical and biotechnological industry, hospitals, laboratories and research centers).

- Design and manufacture of integrated process equipment in the process field through application of in-house technologies for sterilization, process, water & waste treatment, freeze-drying, containment, clean air and cold storage
- Design and implementation of complete pharmaceutical and biotechnological turnkey installations including engineering, consulting, construction, critical systems installation, design and production of equipment, training of professionals, quality assurance, validation and commissioning.

Vacuum solutions



Telstar offers solutions that apply vacuum and high-vacuum technologies for conventional industry and high-tech industry in the power and aerospace sectors, as well as for major scientific experiments.

Instruments for solutions



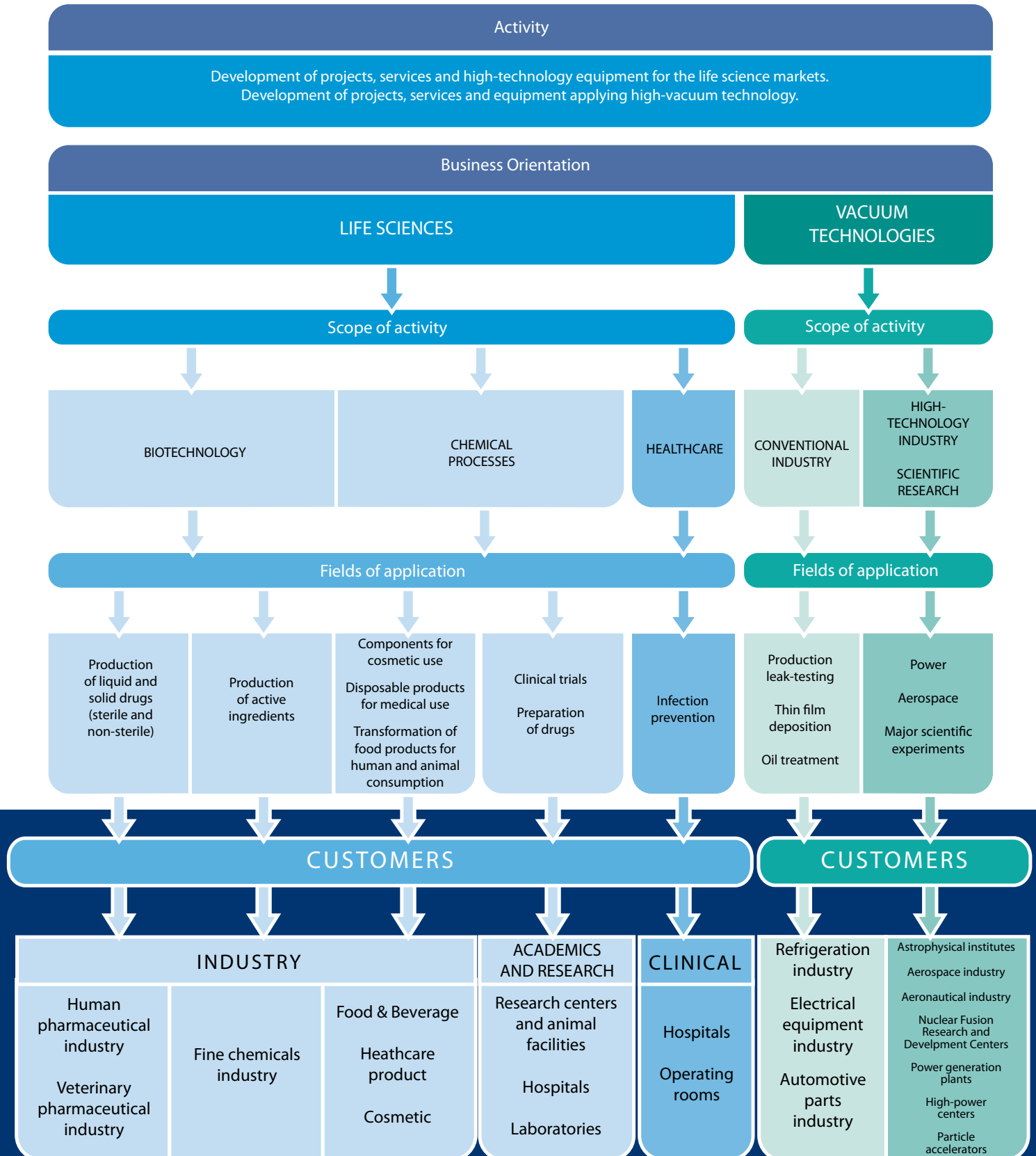
High technology instrumentation sales for Industrial and Scientific Research & Development, predominantly focused on surface analysis and metrology techniques at nanometric scale and cryogenics, High Vacuum and UHV instruments and components and Vacuum evaporation techniques for thin film deposition.

Life Science Engineering business

As a subsidiary of Azbil, Telstar leads the Life Science Engineering business division of the Japanese corporation to provide global solutions in design, engineering and manufacturing processes with automation technologies for the international life science markets, such as biopharmaceutical, life science research, personalized medicine, regenerative medicine and functional foods.

Telstar expanded its business in the Life Sciences field to provide new solutions related to manufacturing equipment with environmental systems and automation technologies for the markets contributing to people's health. This decision was made following the agreement reached by azbil Group to integrate Telstar's activity into the Japanese Group in January 2013 to lead and develop its activities in the Life Science Engineering business.

Sectors of Activity





Life Sciences

Biotechnology, Conventional Technology and Healthcare

Telstar's vocation in the design and development of high technology solutions for sectors associated with life sciences and healthcare, have molded it into one of the most significant international companies taking a technological approach to developing engineering projects, critical installations, equipment, and services for the pharmaceutical, biotechnological, medical, veterinary and cosmetic industries.

Its know-how, ability to develop its own technologies and considerable specialist knowledge across the breadth of life sciences enable Telstar to offer solutions through specific offers or an integrated approach, in accordance with the needs of its customers.

Telstar's main **competitive value** is its ability to generate **complete solutions** in design, engineering and manufacturing processes with automation technologies for the life science market. Under a 'one-stop-shop' approach, Telstar designs and implements all types of complete 'turnkey' installations and biopharmaceutical plants, including engineering processes, critical system installations, design and production of equipment, training of professionals, quality assurance and validation and commissioning of the installation.

'One-Stop-Shop' Vision for Innovative Complete Turn-Key Solutions

Innovation, Experience & Know-How. Building Trust

Telstar develops its activities in life sciences through a global integrated vision to provide the most effective, innovative and optimum solutions to the demands of the market. Under a 'one-stop-shop' approach, the company designs and manufactures a comprehensive portfolio of high-performance and efficient integrated systems for pharmaceutical and biotechnological research and manufacturing processes

Services

Consulting – Engineering – Construction – IT

Engineering, consulting, construction and implementation services for life sciences applications.

Equipment and Systems

Technologies – Integrated Solutions

Design and manufacture of complete integrated process equipment solutions using in-house technologies for sterilization, generation of water and pure steam, freeze-drying, containment, clean air and cold storage. Telstar is one of 10 major international manufacturers of equipment for this sector and one of the few companies with capacity to offer integrated solutions in the process field for the pharmaceutical industry.

OUR CUSTOMERS

Every customer is different and every solution is unique. Our customer orientation never changes.

Human and Veterinary Pharmaceutical Industry, Hospitals, Human and Animal Healthcare Laboratories, Research Centers, Universities, Clinical Trial Laboratories, Biotechnology Companies, Cosmetic Industry, R&D Laboratories, Fine Chemicals Companies, Technology Centers, Analysis and Control Laboratories, etc.

In short, all companies and research centers that contribute to improving human progress, safety, well-being, and quality of life.

OUR PORTFOLIO

Global and integrated solutions

Equipment

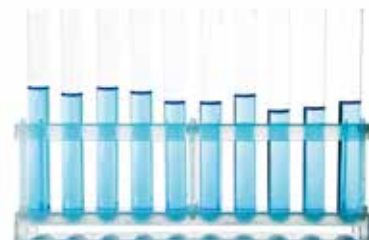
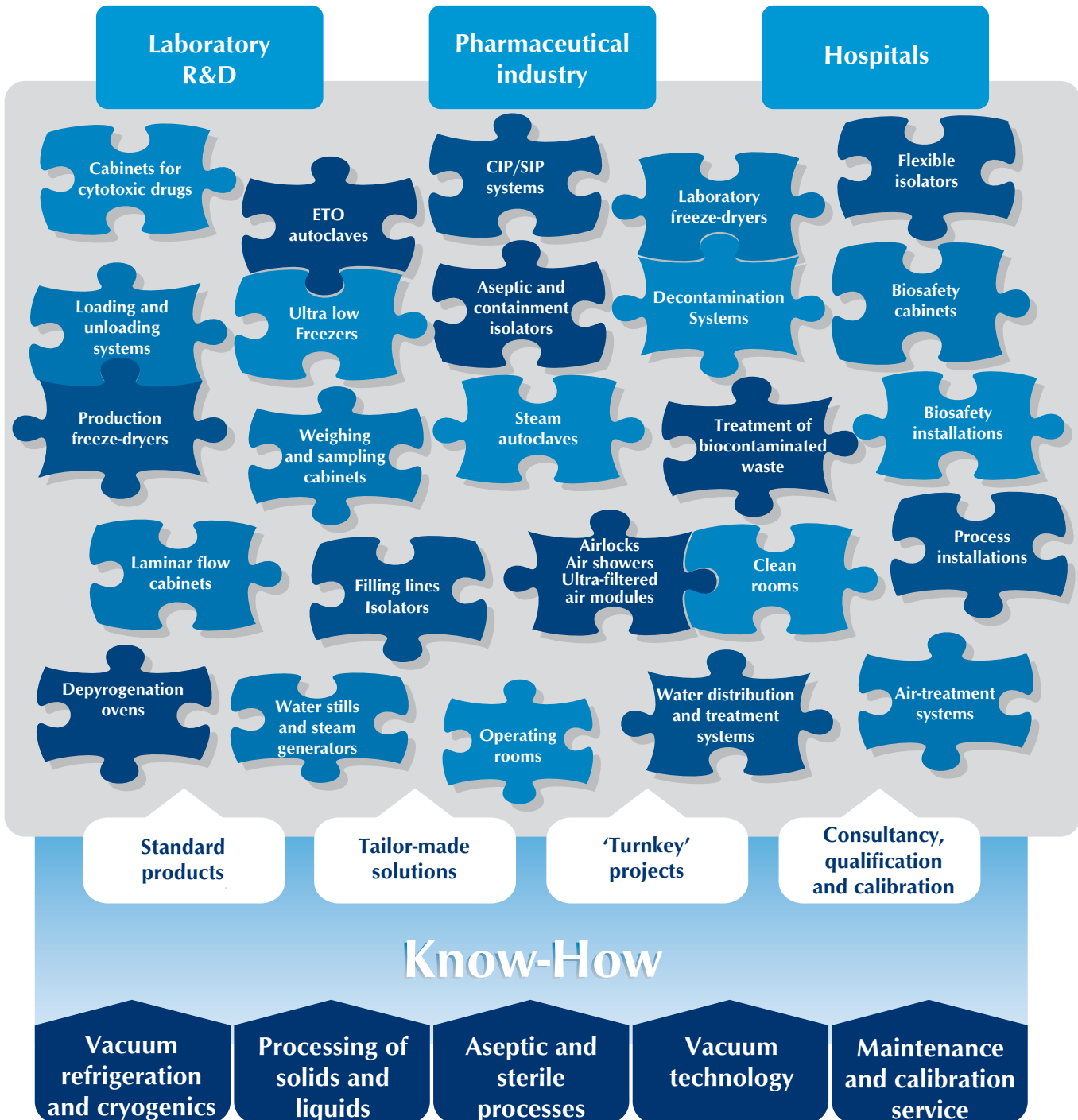
Production GMP freeze-dryers with automatic loading and unloading systems, equipment for pollution control and water production for injectables and pure steam, autoclaves, sterilization ovens, stills, pure steam generators, laminar flow modules for industrial protection, containment isolators, containment and sterile isolators, sterility test isolators, weighing cabinets, clean rooms, biosafety cabinets, vertical and horizontal laminar flow cabinets, deep-freezers and laboratory freeze-dryers, among others make up the equipment intended for the life sciences industry, in the fields of biotechnology, conventional technology and medicine for the pharmaceutical industry, hospitals, laboratories and research centres.

Services

Turnkey projects, automation and control, validation master plan, commissioning, training, installation classification, basic and detail conceptual engineering, consultancy and supervision services, purchase management, project management, supply and installation of critical systems, clean room architecture, air treatment, process study, registration, drug safety checks, inspection preparation, quality guarantee, validation, environmental control, classification of sterilization processes, thermal classifications, and calibration, among others make up the services aimed at the life sciences and healthcare sectors.



Profile



Combination of synergies

Telstar has the capacity to develop integrated turnkey projects for manufacturing plants and research centers, from designing the concept to final validation, including designing the process details and integration of in-house equipment.

The company is specialized in each of the key areas of the process for implementing and developing the business of their customers in the field of Life Sciences. The synergy between specialized units provides integrated solutions for the development of

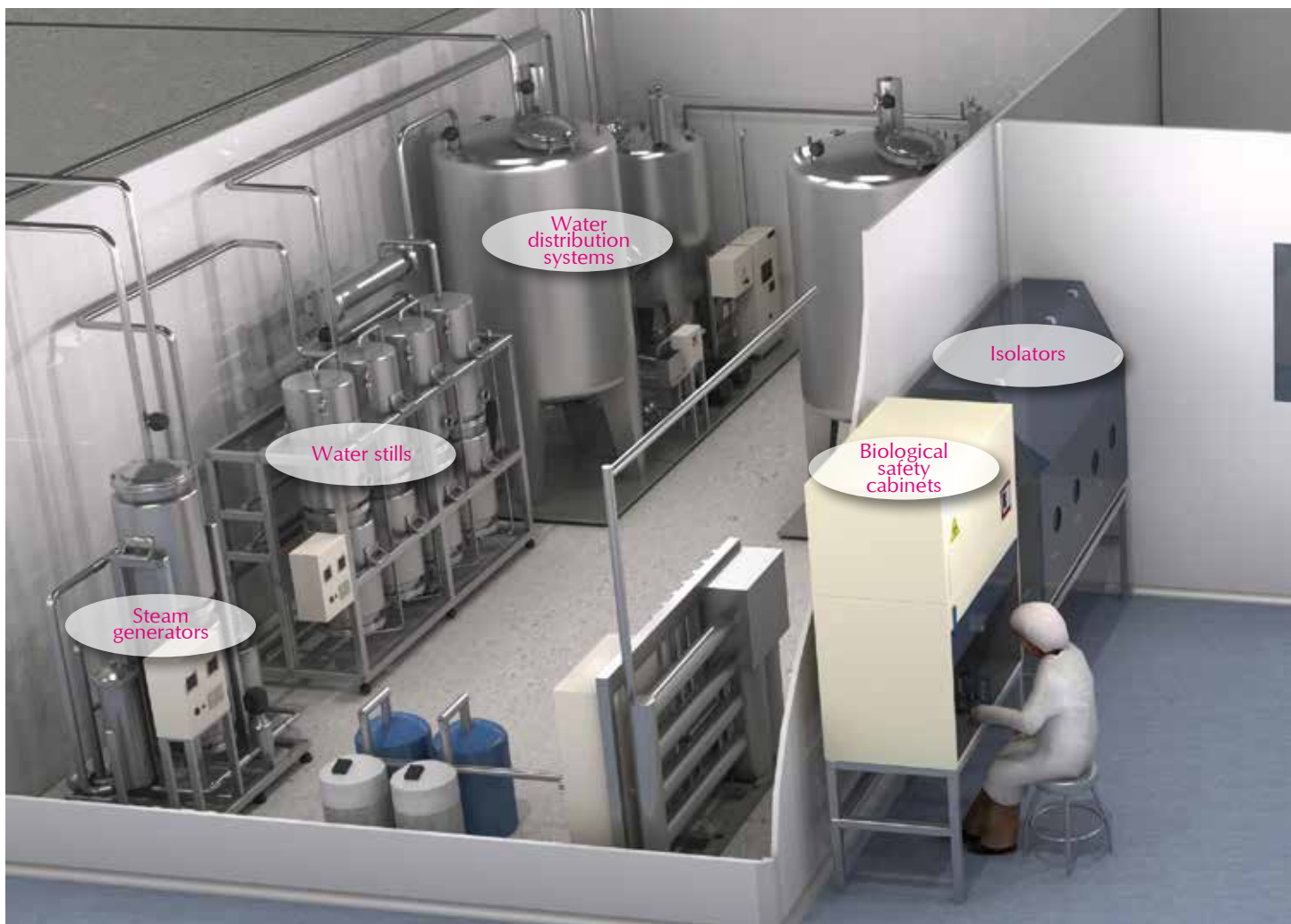
Integrated offer

complete plants in the pharmaceutical industry, drug-production laboratories and research centers, including critical equipment.

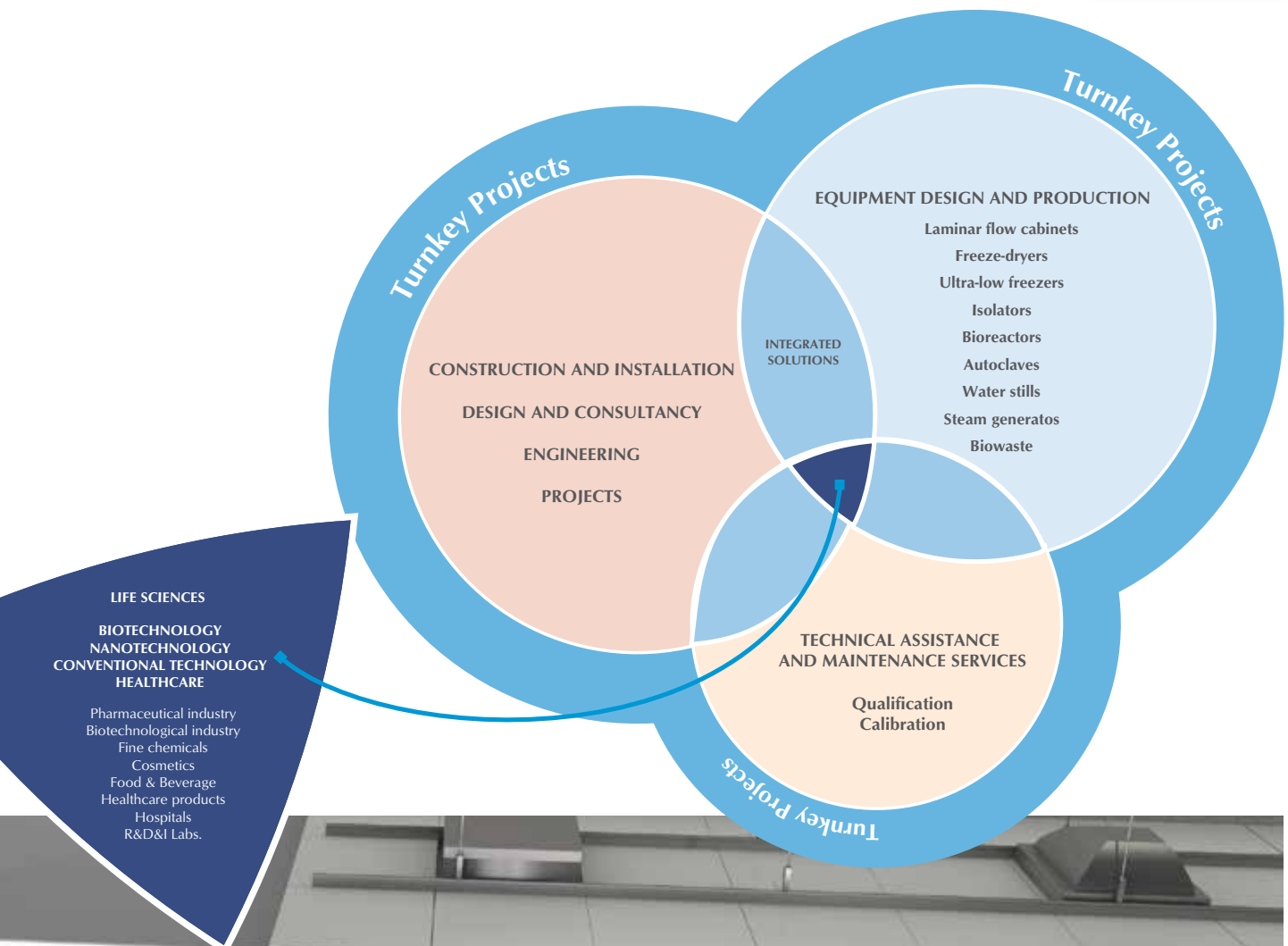
One example of Telstar's capacity from the point of view of an integrated process is the installation of a drug-manufacturing plant for the pharmaceutical industry, in which Telstar's specialized divisions are involved in every stage of the process.

Efficient solutions

From conceptual engineering to plant classification, including integration of in-house equipment.



Turnkey solutions: Design, Engineering, Construction,



Projects

Consultancy – Engineering – Construction – IT

In the services field, Telstar provides high added-value solutions in consultancy, engineering and construction of pharmaceutical and biotechnology plants and complete laboratories for the manufacture of medicines, including critical equipment. This encompasses validation, regulatory compliance and implementation services for logistics management and maintenance systems. Telstar takes on overall management of customised, integrated, innovative and effective turnkey projects, including consultancy, development and end-to-end monitoring of projects.

Consultancy

Consultancy focused on strategic technology-based businesses and services and aimed at addressing regulatory compliance requirements in critical manufacturing processes in the life sciences field, ensuring efficiency, quality and risk minimisation at the same time as assured compliance to quality regulations and standards demanded by different national and international health authorities.

Strategic consultancy

- Technological and commercial feasibility analysis

Integrated qualification and validation management

QA consultancy

Scientific Consultancy (Scientific Affairs)

- Regulatory services
- Quality in Clinical Research
- Preclinical and Clinical Consultancy
- Development Studies

Consultancy and IT process tools

Training

Freeze drying laboratory

Sterilization laboratory



Living Projects

LABWARE

A leading brand in software for warehouse management, offers computerized solutions for life science industry regulated processes (WMS, ERP, MES, Scheduling, eCTD, DMS, etc). As a technological partner, Telstar includes Labware technology in its turnkey integrated comprehensive processes.



Warehouse solutions – Lab software – Software for Regulatory Affairs – Production software – Quality software – Business Intelligence

Engineering

Design of integrated turnkey projects for sectors associated with the life sciences, from the technical feasibility study and definition of requirements, development of the basic and detailed engineering using the most advanced tools to ensure a top-quality result from the start of the project, right through to qualification, all overseen by a project management team of Telstar professionals who work closely with the client to offer support and advice in critical decision-making and ensure the ultimate success of the project.

• URS + Concept engineering

To determine the project's technical and economic feasibility based on a feasibility study and definition of project requirements.

• Basic engineering

Phase covering all user requirements, basic specifications, implementation timeline and economic evaluation.

• Detailed engineering

Phase involving a detailed review of the basic engineering and configuration, updating and re-scoping of the project, as required.

• Project management

Increasingly exacting production process requirements necessitate the use of suitable facilities that assure the quality of the end product. In order to achieve these standards, Telstar project management works closely with the client to offer appropriate support and advice for critical business decision-making which can arise during the course of the project. The result of this cooperative, team-working approach is that Telstar clients' facilities take the form of modern, user-friendly, safe, high-quality installations. Project management thus ultimately results in high value-added installations for the client while adhering at all times to the applicable regulations.

Construction and facilities

Telstar makes available to the life sciences industrial sector its expertise and technological capability in the development of integrated critical and non-critical facilities and the construction of pharmaceutical and biotechnology plants.

Construction

- Construction management
- Construction
- Purchase management
- Commissioning & Implementation
- Qualification

Critical Facilities and Clean Rooms

- Architecture
- Air treatment
- Associated equipment
- SAS
- Controlled air showers
- Integrated laminar flows

Critical Process Facilities

- CIP/SIP cleaning and sterilisation systems
- Process facilities
- Bio-contaminated waste treatment systems

Engineering and Construction Projects

Europe - New biotechnological plant for the production of recombinant growth hormone (r-hGH)

Under the EPCM (Engineering, Procurement and Construction Management) model, Telstar has carried out complete execution of the project including the basic and detailed engineering of the production area with its pharmaceutical and industrial services and the new office building. The scope included: purchase management; project and site management, and; construction supervision services.



Europe - Large volume parenterals manufacturing facility

Under an EPC (Engineering, Procurement and Construction) arrangement, Telstar undertook the complete project management - Process and Process Equipment Design, GMP, Clean Room Architecture, HVAC, E & I, Clean Piping - from Concept through Basic and Detailed Design to EPC Contractor, Protocol preparation and execution through to OQ Completion. Telstar also supplied Systems & Equipment (including Weighing & Sampling Booths) to this new pharmaceutical manufacturing and process facility for continuous processing of high potent parenteral solutions.

Asia-Turnkey oral solid dosage pharmaceutical plant & new parenterals pharmaceutical plant

Telstar was responsible for performing the engineering for both 32,000 m² and 20,000 m² plants along with the full project management and the administration and provision of the pharmaceutical architecture and the process equipment and critical installations. Telstar also coordinated local installers for the remaining installations (project management, process design, GMP, architecture, E & I, HVAC system, piping, automation and construction, BMS system, clean room, process installations, production and auxiliary pharma equipment (pass boxes and showers) and qualification & validation)



Engineering and Construction Projects

Europe - Modular R+D laboratory and Kilo lab for HPAPIs production plant

Under an EPC (Engineering, Procurement and Construction) agreement, Telstar carried out the project management with a scope that encompassed the architecture, HVAC system, distribution of utilities and services, the provision of heating and cooling water, and the inside furnishings. The company undertook the detailed and construction engineering phases, the purchasing of materials and the construction, which required continuous supervision of materials quality and workmanship to achieve approval and validation of the facility



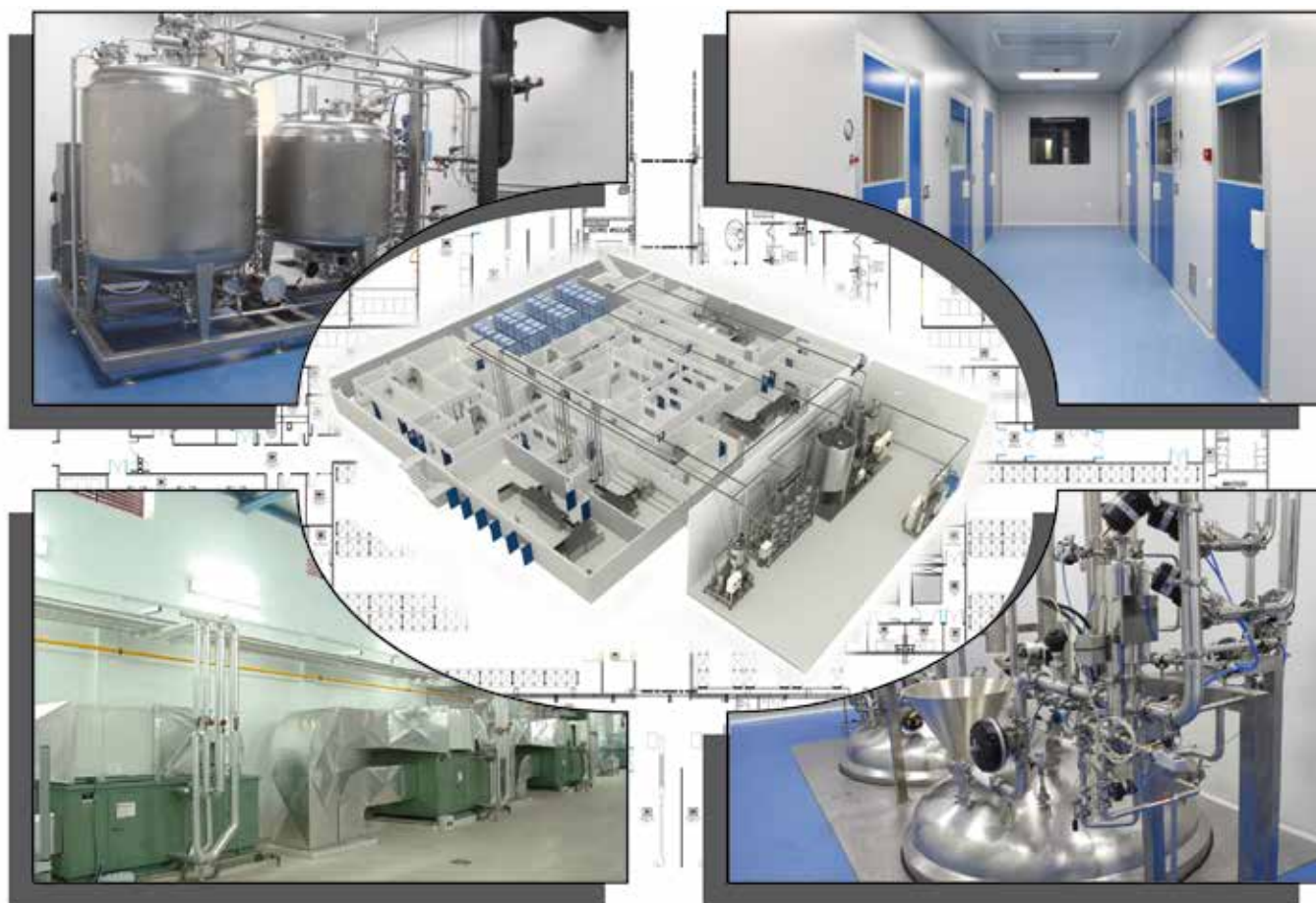
Europe - Oral solid dosage production plant

Telstar devised the complete execution of the turkey project including project management, process design, GMP, architecture, E & I, HVAC system, piping, automation and construction, process equipment design and specifications (FBD, tablet press, granulators, dispensing, packaging, coating, automatic inspection line), associated equipment supply (pass-through boxes & laminar air flow), process systems (PW generation plant, PW storage & distribution, CIP storage & distribution), process installation and qualification (IQ & OQ).



Asia - New insulin production plant

A complex and highly technical project incorporating construction engineering, as well as supply, installation, commissioning and validation for clean rooms, HVAC system, cold rooms, clean and black utilities. Telstar operated according to the multi-plant management model in close cooperation with its own international engineering centres, utilizing standardised tools which accommodate working simultaneously and in coordination with a multidisciplinary and international team of professionals.



Turnkey Projects

Telstar develops integrated turnkey plant and facilities construction projects for the pharmaceutical, biotechnology and veterinary industries, with a high degree of specialization in the design, supply, installation, qualification and implementation of critical facilities for these industries.

Solutions:

- Engineering services
- Consultancy and supervision services
- Purchase management
- Project management
- Supply and installation of critical systems
- Automation and control
- Validation master plan
- Implementation
- Training
- Qualification

Subject Matter Experts

Lyophilization, Sterilization, Barrier Systems, Clean air, Water for Injection, Purified Water and Pure Steam

Equipment & Systems

Technologies and Integrated Solutions



In life sciences fields requiring design and manufacturing of equipment solutions with high demands on technological complexity, Telstar has consolidated its position as a leader in applications in the pharmaceutical, cosmetic and biotechnology industries and research centers, backed by 50 years' experience and a strong international presence.

Telstar maintains a solid presence in the North American, Asian and European markets. Telstar has achieved considerable international recognition in Europe and in its domestic market, Spain, it is the leading player.

Telstar specializes in the application of in-house technologies to the design and development of integrated process solutions which are to be implemented in existing facilities or to be integrated into new pharmaceutical or biotechnological plants or new research laboratories. Telstar can assume responsibility for global project management and complete or partial responsibility for engineering and construction.

Capacity for generation and development of in-house technologies to be applied to its equipment solutions for life sciences is a key factor by which Telstar is recognized as a valued technological partner. The company provides tailor-made solutions configured to

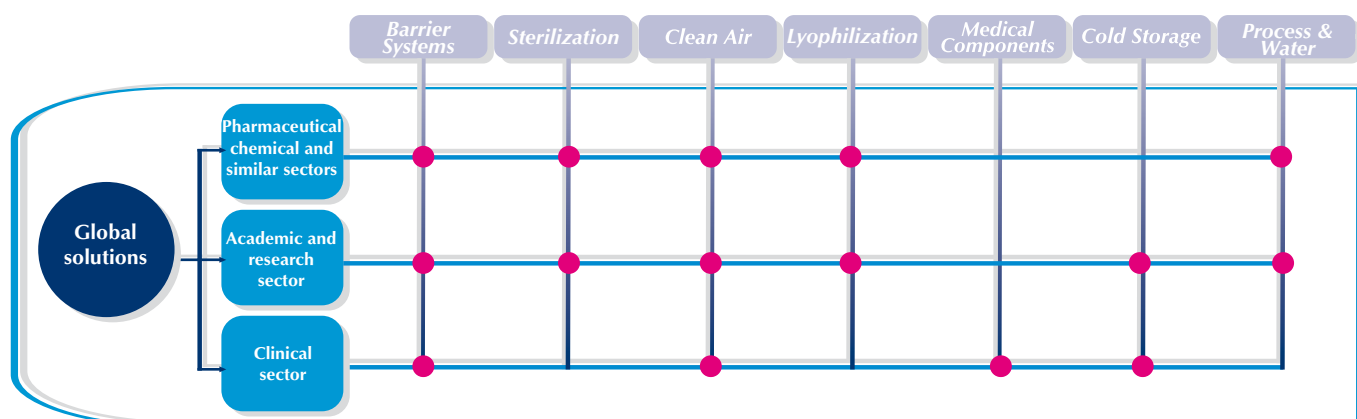
customers' needs to various degrees of complexity and to regulated life science market requirements.

In equipment solutions, Telstar directs its activities towards research and laboratory centres, pharmaceutical and biotechnological industries and hospitals. In the research market, Telstar designs, manufactures and commercializes high complexity equipment for R&D, quality control and analysis departments in sectors related to life sciences.

For the pharmaceutical and biotechnological industry the company specializes in the design, production and marketing of integrated equipment in the process field using in-house technologies for sterilization, generation of water and pure steam, freeze-drying, containment and clean air. For the medical-hospital sector, Telstar specializes in infection control and offers the latest technology for design and installation of laminar-flow operating rooms, with a ventilation system that minimizes the risk of postoperative infections.

To carry on these activities, Telstar has its own centres of excellence focused on the research and development of the following technologies: containment (United Kingdom), clean air (Netherlands), freeze-drying (Spain), medical-hospital (Netherlands), sterilization (Spain), process, water & waste treatment (Spain) and cold storage (Netherlands).

TELSTAR, TECHNOLOGICAL PARTNER. Technological applications by sector



Applied technology with high added value

Technologies

Containment & Barrier Systems

Containment and Aseptic Barrier Isolators/RABs for the pharmaceutical, healthcare, cell therapy, chemical and biotech markets.

In-house technology providing customized and standard solutions.



Sterilization

Equipment solutions for contamination control, autoclaves for sterilization with moist heat, ethylene oxide and ovens for aseptic drying, sterilization and depyrogenation, steam generators and water stills.

In-house technology for sterilization

Clean Air

Equipment solutions using clean-air technology, horizontal and vertical laminar flow cabinets, biosafety cabinets and industrial protection modules using laminar flow.

In-house clean air technology



Lyophilization

Equipment solutions for freeze-drying, ranging from pilot-scale freeze-dryers to production GMP Freeze-dryers with integrated automatic loading and unloading systems.

In-house freeze-drying technology

USIFROID

Telstar is the owner of USIFROID, a French brand internationally renowned for the development of GMP lyophilizers for the pharmaceutical market and specially recognized for innovation, it has been most notable pioneering the use of liquid nitrogen (LN2) refrigeration technology in freeze drying.



Technologies

Medical Components

Equipment solutions with laminar flow and lighting technology applied to operating rooms and enclosures for immunocompromised persons.

In-house laminar flow technology for operating rooms



Cold Storage

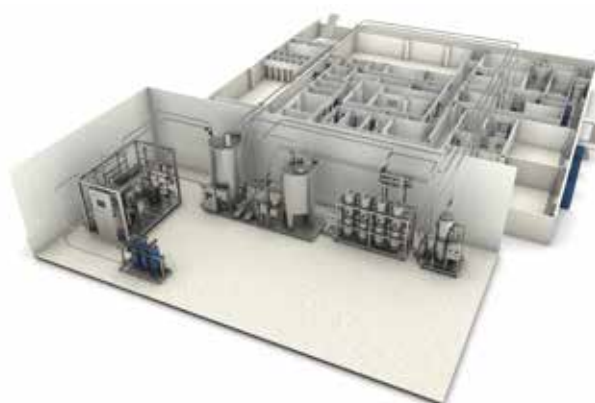
Cold storage equipment solutions for laboratory applications, including refrigeration systems and vertical and horizontal ultra-low-freezers.

In-house technology for cold storage and ultra-low freezing

Process, Water & Waste Treatment

Equipment solutions and complete systems for purified water generation, water storage and distribution skids and pure steam generation, in accordance with the latest pharmacopeias, for pharmaceutical and biotechnological industry. Including purified water systems, water for injection stills and pure steam generators.

In-house technology for purified water and water for injection



Integrated Process Solutions

Italy - Integrated equipment for manufacturing pharmaceutical products consisting of two large-scale lyophilizers each with 'push-in/push-out'-type automatic constant level vial loading and unloading systems integrated within a Restricted Access Barrier (RAB) system. During the low-temperature loading phase the RABs maintains precise control over temperature and humidity of the environment.



USA - Integrated automatic system for the bulk production of freeze-dried potent APIs combining in-house freeze-drying and containment technologies with those of automatic handling of trays of product. The system features automatic dispensing of the liquid product, the subsequent unloading of the solid form and automatic transfer to a storage container.



Integrated Process Solutions

China - Integrated automatic dosing, freeze-drying, unloading and end packing system for the manufacture of bulk sterile antibiotics, with all operations carried out aseptically within isolation technology.



Russia - Integrated aseptic system consisting of two pass-through lyophilizers with a fully automated 'push-in/pull-out'-type constant level loading and unloading system. The loading side operates in a RAB (Restricted Access Barrier) environment while and the unloading side is enclosed within an aseptic isolator which can contain toxic products.





Telstar, a leading company

With a solid innovation policy, a highly-specialized professional team and 7 centres of technological excellence around the world, Telstar is today a standard bearer in the generation of new technologies. This provides competitive value, consolidates its projection in the international market and its leadership as a one of the leading companies developing high-technology integrated process solutions with global vision for the life science market.

- Telstar is one of the top **10 pharmaceutical process equipment** manufacturers worldwide.

- **#1 supplier of pharmaceutical process equipment** in Spain.

- Telstar is one of the few companies with the capacity to develop **integrated solutions** in the **process** field for the pharmaceutical and biotechnology industry through in-house sterilization, freeze-drying, containment and clean air technologies.

- Telstar is one of the few companies in the world that can supply **fully-equipped laboratories** for drug production and research, **including process critical equipment**.

- **Telstar is one of the world's top 5 manufacturers** of biosafety cabinets and **one of the top 3 manufacturers** of laboratory freeze dryers.

- Telstar holds **10% of the world market share** in biosafety cabinets for laboratories.

- Telstar holds **80% of the BENELUX market share** (Holland and Luxemburg) in biosafety cabinets and 70% of the market share in Spain.

- Telstar holds **50% of the market in central and northern Europe** in design and installation of operating theatres with laminar flow technology.



Vacuum technology / Instrumentation

High-technology industry
Conventional industry
Scientific research

Vacuum technology

Particle accelerators, aerospace research, some types of chemical analyses, and power generation require high-vacuum technology.

New applications for vacuum technology are constantly being discovered, allowing people to lead healthier, more reasonable, more comfortable lives, making better use of natural resources, developing power sources based on the principles of nature and generating sustainable power, helping the environment and, in short, providing greater opportunities for a growing, progressing society.

Telstar offers solutions that apply vacuum and high-vacuum technologies for conventional industry and high-tech industry in the power and aerospace sectors, as well as for major scientific experiments.

Instrumentation

Developments in instrumentation promote the progress of scientific research and the large-scale technological progress of modern science. It is the challenge of experimentation and effectiveness. Instrumentation has helped optimize industrial processes, contributing to corporate and environmental development and competitiveness.

Telstar provides value through high-technology instrumentation solutions for the industrial sector and scientific research.

A solid vocation in the development of technology, research and innovation, together with strong international recognition, enables Telstar to take part in major international projects.

Know-how and experience. For greater, sustainable technological progress



Telstar develops Vacuum Technology for turnkey projects on a worldwide scale. Telstar's customer applications range from Research and Development to High Volume Industrial Manufacturing. The company evaluates, designs, manufactures, installs and maintains equipment for science and research facilities, the aerospace industry, and conventional industries (automotive, energy generation and distribution, refrigeration).

Telstar Vacuum knowledge and understanding is based on more than 50 years' experience in developing and producing vacuum equipment, playing a major role in international scientific experiments, leading innovative and high-tech projects, and manufacturing large space simulation facilities for national and international Space Agencies.

Our portfolio

• High-Vacuum Technology

- Thermal Vacuum Chambers for Space Simulation
- Thermal Control Units
- Outgassing Measuring Systems
- Ion Thruster Test Facilities

• Industrial Vacuum technologies

- Helium Leak Detection Equipment
- Helium Recovery Systems
- SF6 Filling and Recovery Equipment
- Refrigerant Filling Equipment
- Dielectric Oil Treatment Equipment
- Vacuum Drying Ovens
- Oil Filling Equipment for Transformers
- Vacuum Pressure Impregnation Installations

• Special Applications

- Sputtering Equipment



Our customers

Automotive Industry, Energy Generation & Distribution Industry, Refrigeration Industry, Aerospace Industry, Nuclear Fusion Research and Development Centers, High-Energy Centers, Aerospace Research Centers, Physics Institutes, and Synchrotron Centers.

**The value of high
technology applied to
industrial development**



In the instrumentation field, Telstar is devoted to marketing high-technology equipment, integrates advanced solutions from leading manufacturers for industry and for scientific research and development. Focusing on techniques for surface analysis and classification, quality control, and thin-film process techniques, the company acts as an interface between its principals and its customers. It offers local support and service, recommending and adapting technological tools for each application, to improve the scientific research and production processes of its customers.

Our portfolio

Instrumentation

- Analysis and classification of surfaces and mechanical properties on the nanometric scale.
- Metrology of thin films, radiometry and photometry.
- Vacuum and cryogenic metrology.
- Mass spectrometry, gas analysis and leak detectors.
- Systems for monitoring and counting air particles.

Process equipment

- Techniques for covering and growing thin films and molecular epitaxy.

Our customers

- Universities and scientific research and development centers.
- Nanotechnology, biotechnology, new material and renewable energy centers.
- Pharmaceutical, optical, automotive, and ceramic industries.



**High-technology solutions
for the development of
scientific research**

Customer orientation



Telstar is made up of professionals with a great team spirit, who combine their knowledge and experience to support the company's development. This, added to Telstar's solid technological background, explains the ongoing success of the company as it strives to meet the needs of its customers:

A team of 900 qualified professionals with a great sense of responsibility and commitment represents the foundation of the company and the engine that drives growth.

Telstar is in a process of constant change and continues to grow due to the efforts of the personnel in helping Telstar consolidate its presence in the international market.

Telstar's driving force: a committed, innovative workforce that views solutions as a professional challenge

After sale and technical assistance

Integrated and multidisciplinary after-sale and technical assistance service management, offering highly-specialized services in calibration, qualification and maintenance fields and equipment and facilities upgrades, training and the supplying components and spare parts.

Based on an integrated management model, through this service Telstar offers its customers a qualified professional who will act as a personalised single point of contact, with a global insight, to provide specific solutions according to the needs and requirements of their equipment and facilities in each field of technical assistance.



A sole, specialised contact person- with the help of a team of experts in each of the fields of operation- ensures greater management flexibility and agility, higher efficiency and effectiveness of results and a shorter response time.

All of this using a strong, multi-disciplinary team of over 70 professionals specialists in vacuum technologies, freeze-drying, sterilisation, air filtering (laminar flows) HVAC systems (production of hot/cold water, air treatment and control system) and instrumentation and with wide experience both in the process and upkeep of equipment and facilities.

Evolution

1963 - 1964



- Company founded by Mr. Ramón Capella. The launch of the Telstar satellite in that year inspired them founder to name the company.



- First freeze-dryer for the pharmaceutical industry; vacuum systems were later developed for other applications: metallization, leak detection, vacuum drying, etc.

1992 - 1997

- Start of the Telstar's international expansion.
- Start of the growth phase. Certain activities that until that time had been integrated in the company were given their own identities, in addition to a policy of take-overs and strong international expansion.



1997 - 2008

- Telstar becomes a corporate group with high potential. Incorporation in the group of Telstar Industrial (1997), Telstar Projects S.A. (1997), Telstar Instrumat, S.L. (1997), Telstar USA, Inc. (1999), Telstar Internacional, Ltd, in Hong Kong (2000), Telstar Projects Co., Ltd. (Beijing, 2001), Telstar Celester Technologies S.L (2002), Telstar Tecnología Mecánica S.L (2003), Telstar Huadong Co. Ltd. (2003), Telstar Far East Co. Ltd. (2005, WOFE) ,Telstar Luwa B.V. (Holanda, 2006), Telstar ACE (England, 2007), Telstar IMA (2007), Telstar LMC Medical Components GMBH (Germany, 2008) and Telstar Clean Air Techniek/ PMV (Netherlands, 2008).



2011

- New corporate headquarters in Terrassa (Spain).
- Integration of the group activity under only one brand: Telstar.



Since 2013

- Testar is part of the azbil Group
- Telstar leads the international Life Science Engineering business of the azbil Group



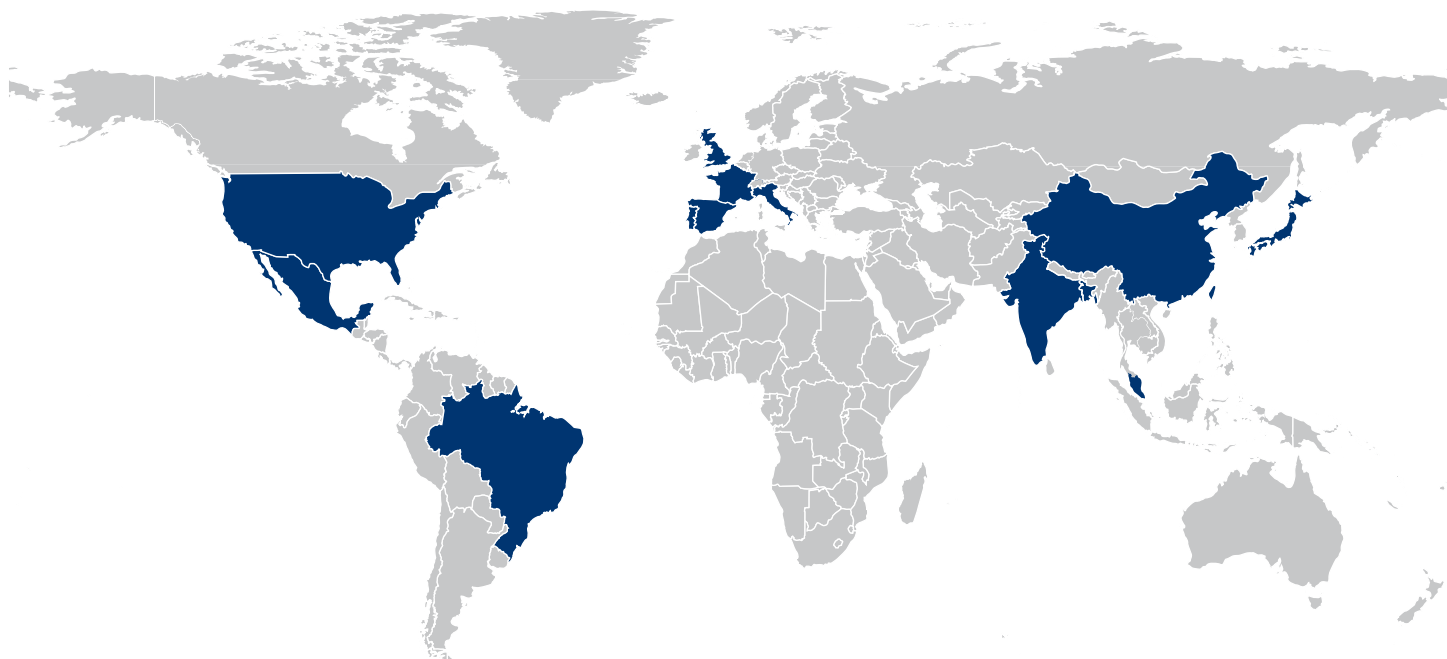
Our challenge: to grow with our customers

International Presence



Telstar is present around the world, with **manufacturing plants** in Spain, China and the United Kingdom; **centres of technology excellence** in Spain and the United Kingdom; and **consultancy and engineering services centres** in Sweden, Brazil, India, China, Italy, Portugal, Bangladesh and Spain, sales offices in the United States, Mexico, France and Japan, and a regional office in Malaysia.

Telstar supplies more than 100 countries around the world.



**Telstar gains more and more customers around the world every day
Telstar is closer to its customers every day**

Corporate Information

Azbil Corporation and Consolidated Subsidiaries Year Ended March 31, 2016

Thousands of
USD (Note 1)

Consolidated Balance Sheet

ASSETS	2016	LIABILITIES AND EQUITY	2016
CURRENT ASSETS:		CURRENT LIABILITIES:	
Cash and cash equivalents	495.110	Short-term borrowings	103.954
Marketable securities	110.672	Current portion of long-term debt	3.389
Notes and accounts receivable	820.806	Notes and accounts payable	424.357
Inventories	213.747	Income taxes payable	33.593
Deferred tax assets	47.297	Accrued bonuses	79.679
Prepaid expenses and other current assets	89.590	Other accrued expenses and current liabilities	142.143
Total current assets	1.777.222	Total current liabilities	787.115
PROPERTY, PLANT AND EQUIPMENT:		LONG-TERM LIABILITIES:	
Gross property, plant and equipment	789.304	Long-term debt	11.745
Accumulated depreciation	-573.627	Other long-term liabilities	105.223
Net property, plant and equipment	215.677	Total long-term liabilities	116.968
INVESTMENTS AND OTHER ASSETS:		EQUITY:	
Total investments and other assets	300.269	Total equity	1.389.085
TOTAL ASSETS	2.293.168	TOTAL LIABILITIES AND EQUITY	2.293.168

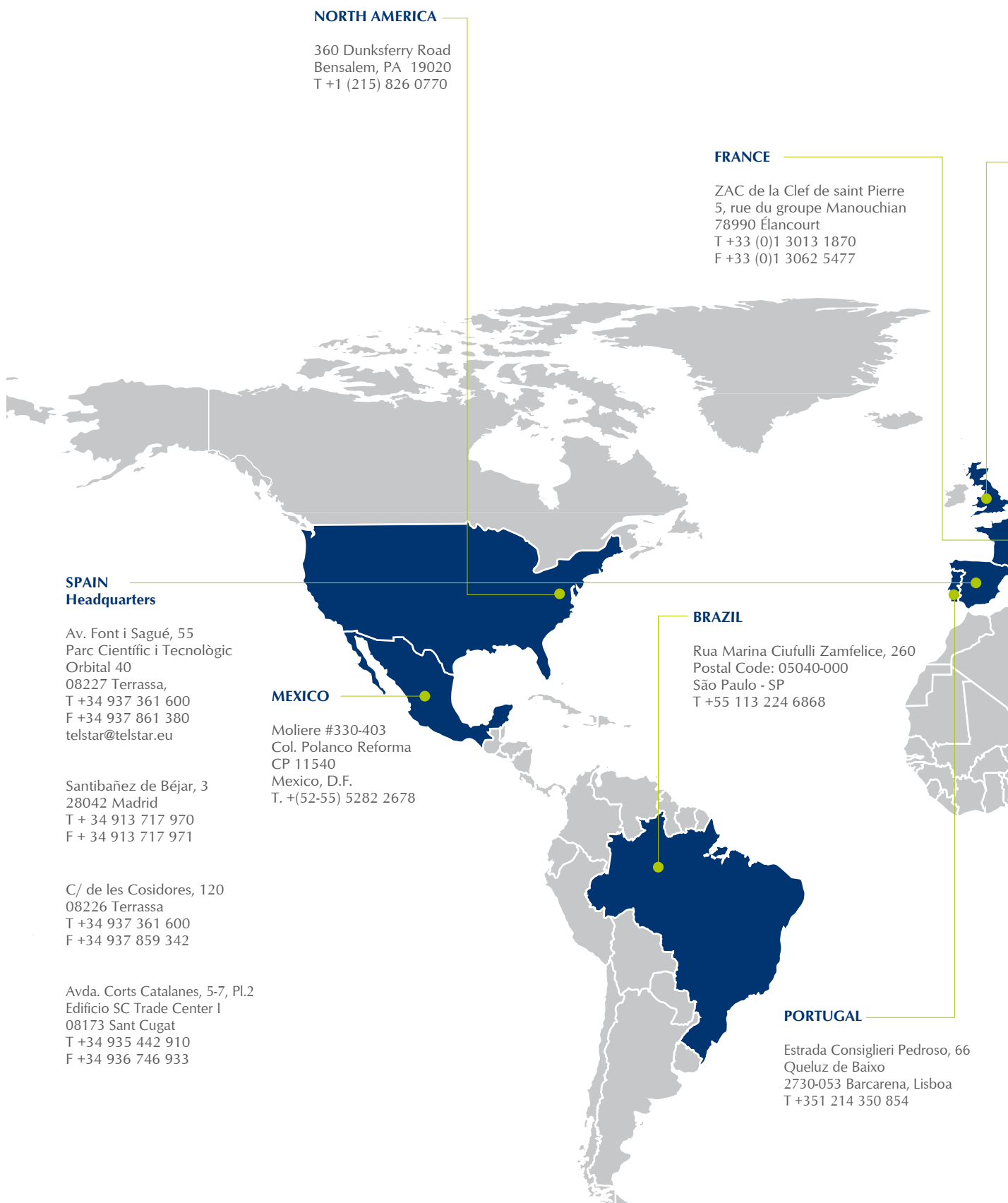
Consolidated Statement of Income

NET SALES	2.273.361
Cost of Sales	1.467.268
GROSS PROFIT	806.093
Selling, General and Administrative Expenses	654.451
OPERATING INCOME	151.642
Other income (expenses)	-35.250
INCOME BEFORE INCOME TAXES	116.392
Total income taxes	40.667
NET INCOME	75.725
Net Income Attributable to Noncontrolling Interests	-2.555
NET INCOME Attributable to Owners of the Parent	73.170

Consolidated Statement of Cash Flows

OPERATING ACTIVITIES:	
Income before income taxes	116.392
Adjustments for:	
Income taxes-paid	-40.348
Depreciation and amortization	42.761
Others net	-20.816
Net cash provided by operating activities	97.989
INVESTING ACTIVITIES:	
Others net	37.715
Net cash provided in investing activities	37.715
FINANCING ACTIVITIES:	
Others net	-93.240
Net cash used in financing activities	-93.240
FOREIGN CURRENCY TRANSLATION	
ADJUSTMENTS ON CASH AND CASH EQUIVALENTS	-6.829
NET INCREASE	35.635
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	459.475
CASH AND CASH EQUIVALENTS, END OF YEAR	495.110

Note 1: The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of ¥113 to \$1, the approximate rate of exchange as of March 31, 2016.



NORTH AMERICA

360 Dunksferry Road
Bensalem, PA 19020
T +1 (215) 826 0770

FRANCE

ZAC de la Clef de saint Pierre
5, rue du groupe Manouchian
78990 Élanecourt
T +33 (0)1 3013 1870
F +33 (0)1 3062 5477

SPAIN Headquarters

Av. Font i Sagué, 55
Parc Científic i Tecnològic
Orbital 40
08227 Terrassa,
T +34 937 361 600
F +34 937 861 380
telstar@telstar.eu

Santibañez de Béjar, 3
28042 Madrid
T + 34 913 717 970
F + 34 913 717 971

C/ de les Cosidores, 120
08226 Terrassa
T +34 937 361 600
F +34 937 859 342

Avda. Corts Catalanes, 5-7, Pl.2
Edificio SC Trade Center I
08173 Sant Cugat
T +34 935 442 910
F +34 936 746 933

MEXICO

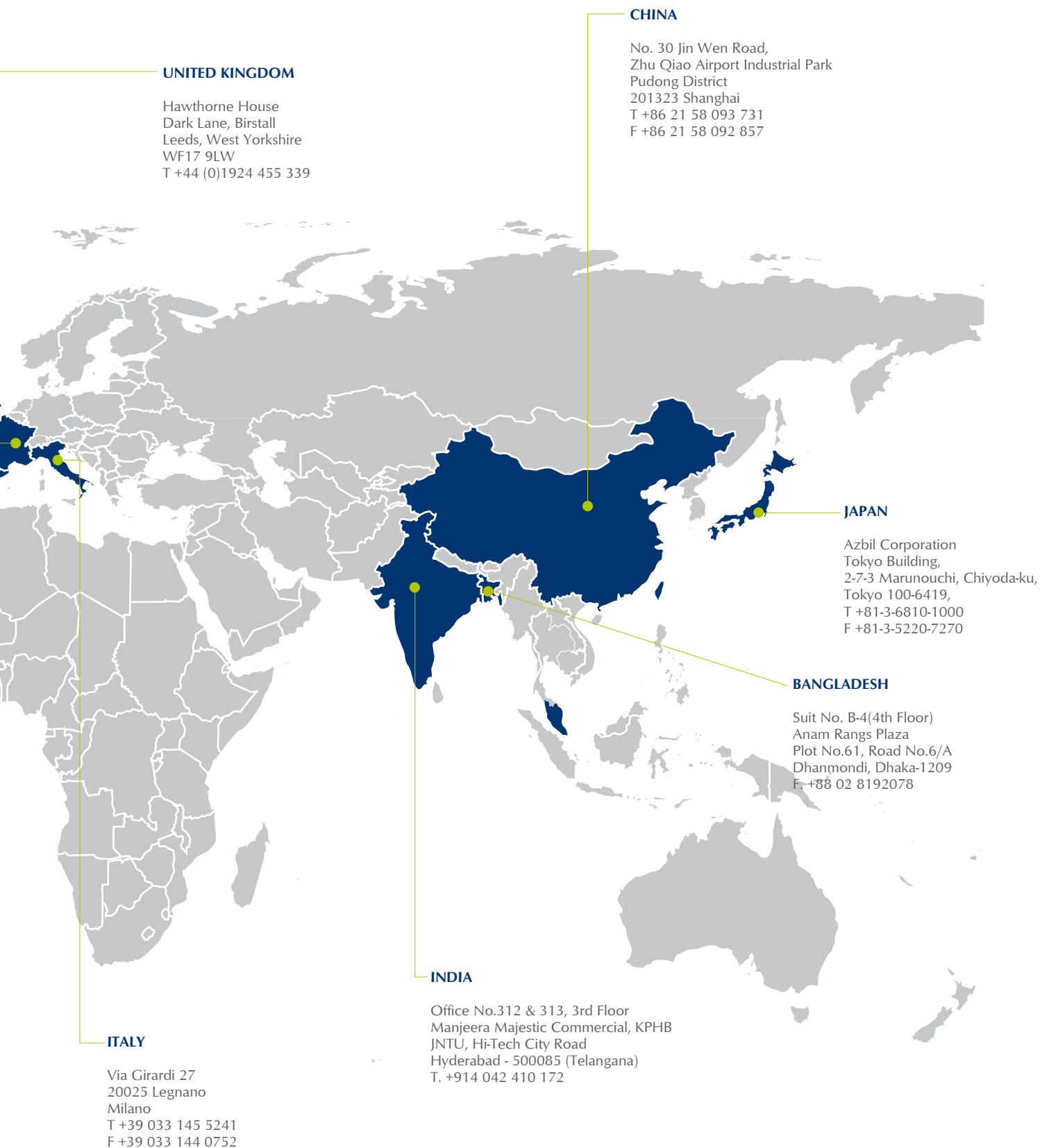
Moliere #330-403
Col. Polanco Reforma
CP 11540
Mexico, D.F.
T. +(52-55) 5282 2678

BRAZIL

Rua Marina Ciufulli Zamfelice, 260
Postal Code: 05040-000
São Paulo - SP
T +55 113 224 6868

PORTUGAL

Estrada Consiglieri Pedroso, 66
Queluz de Baixo
2730-053 Barcarena, Lisboa
T +351 214 350 854



[illegible]

BR-Corporate-Brochure-1016-EN