



# Bruker Energy & Supercon Technologies (BEST)

**Aquisition of Oxford Instruments Superconducting Wire LLC  
Important Questions**



# Important Questions of our Customers and Suppliers



- **Who can I contact if I have questions about the purchase of Oxford Instruments Superconducting Wire LLC (OST) by Bruker Energy and Supercon Technologies (BEST)?**

Please contact your existing business contacts or

- Andre Aubele : + 49 6181 4384 266 ; [andre.aubele@bruker.com](mailto:andre.aubele@bruker.com)
- Mark Glajchen: + 1 732 850 9311; [mark.glajchen@bruker.com](mailto:mark.glajchen@bruker.com)
- **How does this purchase of OST affect my supply?**
  - Bruker EAS and OST will continue to honor all current contractual arrangements and orders. At this point no change in your supply or key contacts is expected.
- **Why was this purchase made?**
  - The manufacture and supply of superconductor is a capital intensive, long lead time process. It was identified that the combined business could better respond to the demands of the largest users. Operating the multiple sites will enhance response times, flexibility and reliability for all customers.

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- **Is this an asset or share purchase?**
  - Bruker Energy and Supercon Technologies Inc will be purchasing all the shares of Oxford Superconducting Wire LLC from Oxford Instruments.
- **Under which name will OST operate in future?**
  - OST will in future operate under the name Bruker OST LLC
- **How does this purchase provide benefit to me as user of superconductor?**
  - We recognize that the answer to this question will be different for each customer, however we believe that all customers can look forward to enhanced response times, flexibility and reliability. We also believe that the combined business will be able to drive further strides in R&D – both in low temperature superconductors and the emerging markets for high temperature superconductors.

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- **How does this purchase affect my existing contract or purchase order?**
  - This should not have any effect. Bruker EAS and OST fully intend to honor all existing contractual commitments and orders. If any administrative change is required we will contact you in advance.
- **Will this improve product lead times or supply?**
  - We expect that as the integration of both businesses progress the opportunity to streamline processes and utilize the most efficient logistics will facilitate improved lead times for your business. We also expect that this efficiency improvement will allow for additional supply to be available.
- **Will you be changing your investment in R&D?**
  - The combined business plans to continue its involvement in efforts to advance the performance of its portfolio of both low temperature and high temperature superconductors.

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- **Do I need to change my payment details?**
  - No, please continue to pay for your purchases in the same way you do today. If any administrative change is required we will contact you in advance.
- **Where will you be available to meet so I can discuss this purchase further?**
  - The BEST teams will be at a number of exhibitions and conferences over the coming months and will be happy to meet up with you. Amongst the key ones are RSNA in Chicago, FCC in Berlin, MT in Amsterdam and EUCAS in Geneva.
  - The BEST team will also be able to arrange to meet you at your facility for further discussions where appropriate.

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- **Can I now purchase former OST products from EAS or visa versa?**
  - In due course this will be possible however at the outset each business will continue to sell its own products. Your key business contacts will however be happy to make the necessary introductions and will ensure that your history as a customer is well understood.
- **Where will the superconductor production and customer service sites be located?**
  - BEST will continue to operate its legacy facilities in
    - Hanau , Germany (near to Frankfurt)
    - Alzenau, Germany (near to Frankfurt)
    - Carteret, New Jersey, USA (near to New York City)

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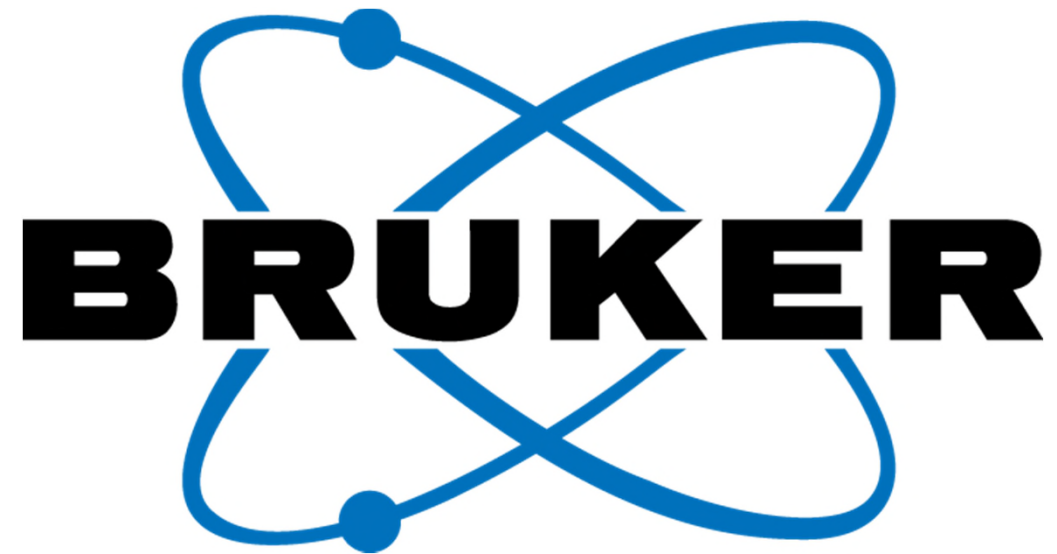
- **If I only supply Bruker EAS or OST today, will there be any change?**
  - No change is expected in the initial period. Once an internal assessment is completed opportunities may be identified for suppliers to extend the availability to other locations.
- **Will there be a consolidation of suppliers?**
  - All production sites are planned to continue operating at current output levels during the initial period to ensure continued service to our customers. Over time the opportunity may arise for suppliers to extend the availability of their products to other locations.
- **Will my supply contracts still be valid?**
  - Bruker EAS and OST will continue to honor all current contractual arrangements and orders. At this point no change in your supply or key contacts is expected.

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- **How can I increase my business with the new organization?**
  - Please continue to provide the service and support that has made you a valued supplier. In due course the BEST organization will review what opportunities may exist to extend supply relationships. In the interim if you have suggestions please contact your local representative.
- **Do my local Bruker EAS or OST contact people change.**
  - No. Please continue to deal with your existing contacts and representatives of the two organizations.





Innovation with Integrity