

# VICAM

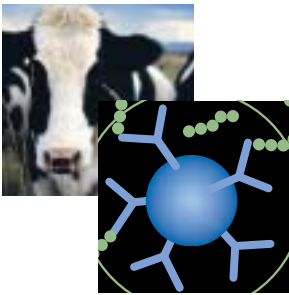


Cultivating  
**success** through  
science



## Leadership in food, agriculture, and veterinary

Success in leverageable  
technologies



One of life's essentials is wholesome food in adequate amounts. Ensuring this quality is not simple. Hazardous substances contaminate 25% of our limited world food supply.

There is an answer. It is VICAM, a world leader in agricultural biotechnology and bioseparations. With patented separations technology as our expertise, we have developed products that safeguard food quality and increase agricultural productivity. One of our recent scientific breakthroughs has been described as "the most sought-after reproductive technology of all time."

We remember that it is our customers who have awarded us a key role in shaping agriculture's future. We proudly serve them by *cultivating success through science*.™

## A global scientific and distribution presence

Founded in Boston in 1985 by agribusiness executives and scientists from Harvard and MIT, VICAM products are now used with confidence around the world and are protected by worldwide patents and trademarks. VICAM supports a global scientific and distribution presence to develop, market, sell, and service its products. Sales offices and distribution points are located in 97 countries throughout Europe, the Americas, Africa, the Middle East, and the Pacific Rim. Some scientific collaborators are presented below:

Our regulatory  
relationships include:

- AOAC
- FDA
- FGIS
- USDA
- Laboratoire de Médecine Vétérinaire, France
- Laboratórios de Veterinária de Portugal
- Agriculture Laboratory, The Netherlands
- Istituto Superiore di Sanita, Italy
- FDA, Taiwan
- Ministerio de Salud, Chile
- Ministerio de Salud, Colombia
- Health Canada
- Veterinary Lab, South Africa
- Ministère de l'Agriculture, France
- EECC
- Ministère de l'Agriculture, Belgium
- Ministry of Veterinary, Singapore
- Analytical Laboratory, Australia
- CIQ, China
- Amherst College
- Johns Hopkins University
- Harvard University
- Massachusetts Institute of Technology
- Memorial Sloan-Kettering Cancer Center
- University of Kentucky
- Istituto Tossine e Micotossine da Parassiti Vegetali, Italy
- Ministère de l'Agriculture, Belgium
- Brigham and Women's Hospital
- University of California at Davis
- Institut für Veterinär-Pharmakologie, Germany
- Purdue University



## Platforms yield separations technologies and rapid detection products

The cycle of quality and food safety products



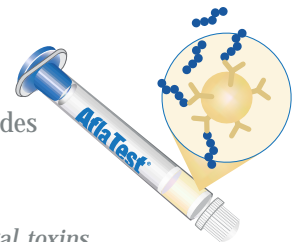
The European Union, the world leader in food quality, continues to tighten its regulations, lowering the permitted levels for hazardous food contamination. This stiffening of EU import standards drives worldwide adoption of tests that are ever more precise, accurate, and sensitive. Furthermore, many countries mandate domestic usage of these same tests to prevent agricultural products rejected elsewhere from entering their food chains.

VICAM benefits from this cycle of quality. Our products dominate markets and incorporate patented technology recognized as superior by the worldwide scientific community. VICAM's opportunities grow as performance standards tighten and weaker technologies fail.

Small molecule separation products to reduce carcinogenicity

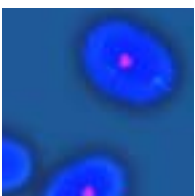


VICAM products protect humans from exposure to the world's most potent naturally occurring carcinogen. VICAM also provides a full array of tests for fungal toxins and food quality.



<b>Mycotoxin Test Kits</b>	<i>Rapid tests to detect precise levels of fungal toxins</i>
<b>Veterinary Separations</b>	<i>Separations technologies to improve animal reproductive performance</i>
<b>Amylase Testing</b>	<i>Detection products to ensure wheat and flour quality</i>
<b>Mold Testing</b>	<i>Tests to detect mold levels in fruits and vegetables</i>
<b>Microbiological Testing</b>	<i>Tests to separate and detect microbiological organisms in food</i>

Living cell separations



Someone contracts foodborne disease every few minutes worldwide. Aggressive testing diminishes risk. VICAM's bacterial tests incorporate proprietary, affordable, separations reagents that are leverageable beyond the diagnostic arena. Developed and optimized in demanding food applications where other methods fail, these separations reagents are uniquely suited to cross-industry applications, including some with market potentials approaching 1 Billion USD. By separating larger cells, including those of mammalian origin, VICAM separations reagents have recently been used to improve animal reproductive performance and hold potential for increasing human welfare.



## A solid financial platform for growth

Boston: A world center  
for biotechnology



VICAM is a world leader in helping customers improve food safety and quality through bioseparations and rapid detection products. We are a privately held, limited partnership whose rapid development of successful products has created a strong financial base. We continue to grow at a significant rate, have positive cash flow, and are consistently profitable. Fully integrated and free-standing, VICAM has self-financed our own growth. We have achieved this success and grown effectively, yet within our limits, by focusing on growth-sustaining areas of expertise.

With our commitment to quality products, award-winning R&D and Marketing departments, customer support, and market development, VICAM anticipates a bright future of service to our food and agriculture customers who must meet the growing demand for greater safety and quality worldwide.

To maximize the potential of our business and to best uphold our responsibility to our valued customers, VICAM is acting to ensure future growth. A major activity is the introduction of our superior technical platforms to additional and broader market applications, including some with market potentials approaching 1 Billion USD.

Separations of larger cells, including those of mammalian origin, provide VICAM customers the opportunity to improve reproductive performance in domestic animals and also hold potential for increasing human welfare. Risk reduction through testing of pathogens is being advanced for selected clinical settings. These technical advances, so needed by the field, coupled with an ever-increasing focus on safety and quality, encourage great optimism regarding the future potential of VICAM's business.

VICAM is proud to be building a bright future on the foundation of support and loyalty from our customers. We are pleased and honored to be of service to you.

# VICAM

313 Pleasant Street  
Watertown, MA 02472 USA  
Tel: 800.338.4381  
+1.617.926.7045  
Fax: +1.617.923.8055  
vicam@vicam.com  
www.vicam.com



Printed on recycled paper.