



## SFW Capital Partners attended SLAS 2019 in Washington, D.C.

**Washington, D.C.** - The Investment Team at SFW Capital Partners spent two days at the Society for Laboratory Automation and Screening (SLAS) Conference in Washington, D.C. on February 4-5 engaging face-to-face with industry leaders, management teams and scientists to discuss the latest trends in the Lab Automation and Screening market. Several themes emerged from the conference, including:

### Drive towards Productivity

Automation through use of robotic integrations, automated sample handling, liquid dispensing, sample prep and analysis continue to be actively deployed to reduce experiment processing time significantly. Tools that provide a more integrated workflow and allow researchers to reduce effort in sample preparation, material handling, and analysis present a clear return on investment and accelerate the pace of scientific discovery.

### Think Small

Continued interest in Micro- and Nanotechnologies and High Definition Biotechnology, reinforce industry demand for tools that will reduce sample and reaction volumes. These technologies enable scientific discovery in emerging fields, including Next Generation Sequencing, Liquid Biopsy and Single Cell Analysis, which are expected to grow around 20% per year over the next 5-10 years. In order to pursue nanotech studies and initiatives, researchers will require solutions for material handling, imaging, and analytical tools that can economically process experiments at the nanoscale.

### Democratization of Technology

Advanced instrumentation once reserved for only the largest research institutions is becoming more accessible for researchers with smaller budgets. Solutions providers at SLAS are competing to serve these small, nimble, and innovative researchers with more accessible equipment which allows them to either either compete against large pharmaceutical companies or serve as economical outsourced R&D providers.



Essen Bioscience is a leading provider of analytical instrumentation, software, reagents and services used in cell-based life sciences research.

SFW Capital partnered with the founders and management team of Essen in executing a wide range of strategic, organizational, and operating initiatives to drive significant organic revenue growth. SFW exited the business in a highly successful sale to Sartorius.

### Contact

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### Related Links

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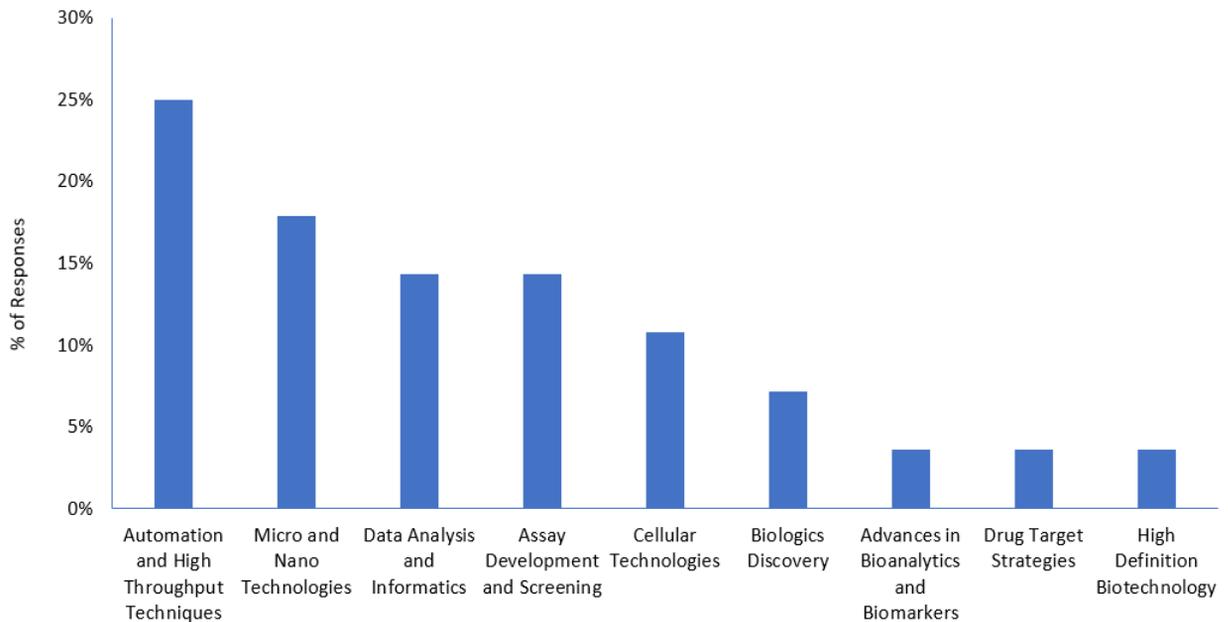
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## SLAS by the Numbers

The SFW team also asked market participants at the conference which trends they are most excited about at SLAS 2019. Here are the results:

### "What is the top technology trend at SLAS 2019?"



## About SFW Capital Partners

SFW Capital Partners is a specialized private equity firm that invests in leading Industrial and Healthcare Technology, Information, and Software companies, where our 25+ years of investing in and experience with relevant business models, technologies, competitive dynamics and service requirements gives us confidence in our ability to support management teams in growing their companies and building value.

SFW invests in companies that provide critical tools to help other businesses make better decisions and/or become more efficient. These companies, which include providers of hardware, software, data and information, services, and consumables, provide a high return on investment to their customers. While these businesses can serve any given end-market with various product types and go-to-market strategies, there are a number of business characteristics that tie them together.