

# Binding Site

## Business Fact Sheet

## Mission & Vision

**Committed to improving patient lives worldwide – through education, collaboration and innovation.**

## Our Business

Binding Site leads the way in providing innovative diagnostics solutions to clinicians and laboratory staff to significantly improve the diagnosis and management of patients across a range of cancers and immune system disorders. Built on strong scientific foundations with extensive expertise in antibody specificity technology, Binding Site has a wide range of specialist protein diagnostic tests.

## Our Heritage

During the **1970s** a group of researchers based at the University of Birmingham's Medical School began to look at innovative ways to produce immunoassays to detect specific proteins and in **1986** Binding Site was founded.



## Products and Services



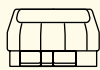
### Freelite and Hevylite

Market leading blood tests used in the diagnosis and monitoring of Multiple Myeloma and related blood cancers.



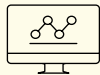
### Specialist immunology range

For the diagnosis and monitoring of a range of disorders including Primary Immunodeficiency, Central Nervous System and Renal Function.



### Optilite instrument

Our high throughput benchtop analyser optimised for protein analysis with over 750 installed worldwide.



### DataSite

Intelligent data management solution providing full QC and validation modules to increase efficiency and productivity of the laboratory.

Global Reach

Global headquarters in Birmingham, UK.  
Direct presence in **over 25 countries**

Helping **over 3,000 customers** in **over 100 countries**

**34 million** Binding site produced tests used in 2019 - 90% exported

**Over 1,500** Binding Site instruments across the globe



Working Together

Proudly paying the National Living Wage for the past 5 years. Accredited with the Living Wage foundation.

**1,100 staff**  
(Over 700 in the UK)

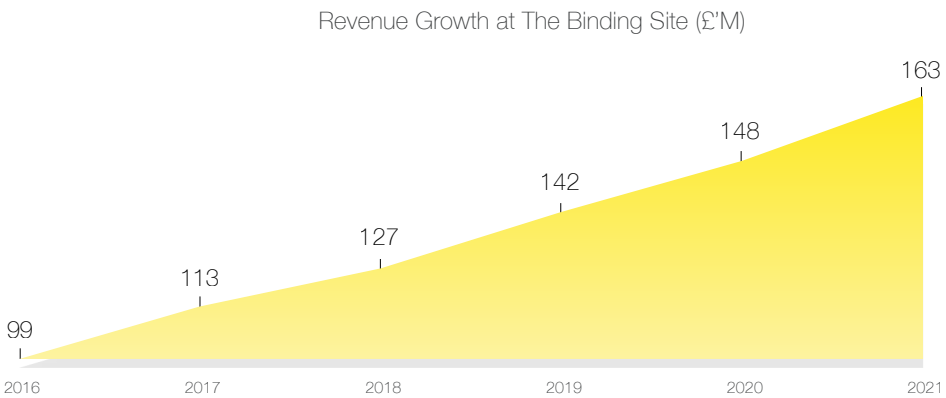
Recruited and trained **41 apprentices** over last 5 years in the UK



Financials

**Over 60% growth** in the last 5 years

Generating **over £160m** (FY2021) revenue to invest in new products and people



Local Support

**Over £70,000** raised for charity over the past 2 years

**80% of 765** suppliers used by HQ are based in the UK



Operating Board



**Stefan Wolf**  
Chief Executive Officer



**Mark Culwick**  
Chief Financial Officer



**Dr. Stephen Harding**  
Chief Scientific Officer



**Joanne Blake**  
Chief Marketing Officer



**Paul McGarry**  
Chief Operations Officer



**Ned Merrick**  
Group QA & RA Officer



**Bryan Hoenig**  
Chief Commercial Officer



**Suzannah Lucas**  
Chief Legal Officer



**Victoria Morbey**  
Chief People Officer

Awards

4 Queens Awards for Export Growth and innovation.



Commitment to Quality

We have two certificates, one of which is ISO standard, demonstrating our commitment to quality.



NORDIC CAPITAL

Nordic Capital invested in the Binding Site in 2011 and have continued to support the company's expansion and investment in jobs and new technology allowing it to bring its life changing diagnostics to more patients in more countries around the world.

Nordic Capital is a leading private equity investor with a resolute commitment to creating stronger, sustainable businesses through operational improvement and transformative growth. Nordic Capital focuses on selected regions and sectors where it has deep experience and a long history. Core sectors are Healthcare, Technology & Payments, Financial Services and Industrials & Business Services. Key regions are Northern Europe and globally for Healthcare. Since inception in 1989, Nordic Capital has invested more than EUR 14.5 billion in over 110 investments. The Nordic Capital Advisors are based in Sweden, Denmark, Finland, Norway, Germany, the UK and the US.

For further information about Nordic Capital, please visit [www.nordiccapital.com](http://www.nordiccapital.com)

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