KEWAUNEE®

Global Channel Strategy

An overview of our dealer, distribution, and owned delivery channels.

THE MARKETS WE SERVE

Different end users, diverse requirements

At Kewaunee, we believe in empowering the scientific community with spaces that inspire, innovate, and integrate. Serving the forefront of life sciences, education, healthcare, industrial, petrochemical, and government research, we deliver unparalleled laboratory environments tailored for every research and development endeavor.

LIFE SCIENCES
Biotechnology, pharmaceuticals, research

EDUCATION
Teaching labs and university research

HEALTH CARE
Diagnostics, research, pharmacy

SEMICONDUCTOR
Chip manufacturing, materials research, and testing

GOVERNMENT
Public health, forensic and agency labs

INDUSTRIAL
Product development and quality testing

PROCESS INDUSTRIES
Chemicals, petroleum, and materials

BUILDING A STRONGER FOUNDATION

The capabilities behind our next phase of growth

Kewaunee has been on a mission to strengthen our operating organization and expanded what we can provide to laboratory customers.

KEWAUNEE'S LAB PRODUCTS GROUP

Kewaunee, NuAire, and EVERHUTCH provide a broader portfolio of laboratory furniture, equipment and technical products.

GLOBAL OPERATIONS

Our Kewanee Labway India team has expanded its operations and turnkey solutions.

More broadly, we have invested in growing our international markets through new partners and a dedicated base in Spain.

NYCOM'S SEAMLESS FIT WITHIN THE STRATEGY

A known partner and a platform for owned distribution growth

Nycom is Kewaunee's largest exclusive dealer. Decades of partnership have given us direct experience with its project teams, leadership, and operating capabilities.

AN EXCEPTIONAL ADDITION TO OUR PORTFOLIO

Nycom combines exceptional laboratory design, distribution, and installation capabilities with a world-class, scalable operating model.

BEGINNING WITH AN ESTABLISHED PLATFORM

Nycom's world-class platform provides a strong foundation for Kewaunee's continued growth and expansion across North America.

OUR CHANNELS GOING FORWARD

Four models with distinct roles

INDEPENDENT DEALERS

Kewaunee laboratory products sold and supported by regional dealers with local specification, customer, and project expertise.

OWNED DISTRIBUTION

Following closing, Nycom would add an owned North American design, distribution, and installation platform for Kewaunee to build upon.

SPECIALIZED PARTNERS

NuAire reaches technical buyers through sales reps, distributors, and GPO relationships. Kewaunee pursues a similar strategy through distribution partner VWR.

DIRECT TURNKEY PROJECTS

Direct engagement where a project calls for coordinated design, construction, equipment or turnkey delivery, particularly within India, as well as the Asian and African markets.

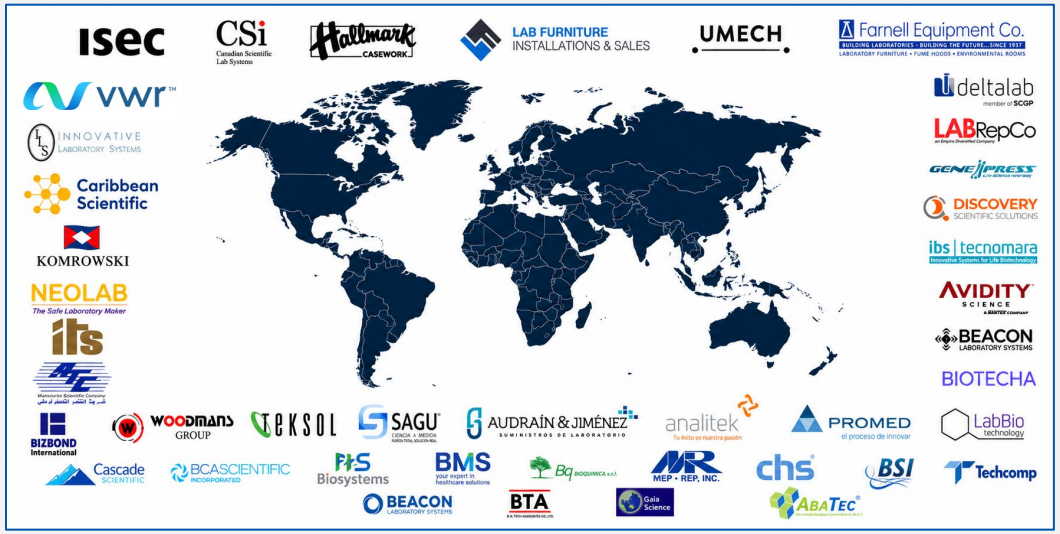
INTERNATIONAL DELIVERY

Technical products and turnkey solutions

Our global business model reflects local market conditions and project needs. Independent partners remain important, alongside regional teams that coordinate complex laboratory projects.

DEALER & DISTRIBUTOR NETWORK

Regional partners bring market access, local project knowledge and customer service.



DIRECT TURNKEY EXECUTION

In key markets, Kewaunee can coordinate laboratory design, construction, and equipment as a complete project.

A CLOSER LOOK AT OUR TURNKEY SOLUTIONS

From thought to finish, we tailor the right capabilities to create amazing lab spaces.

Every market is different, and every customer requires a unique solution. Our strategy is to serve customers with excellence by combining owned operations and independent partners to deliver the solution each project requires.

PLAN	DESIGN & ENGINEER	SOURCE & BUILD	INSTALL & DELIVER	COMMISSION & SUPPORT
• Strategic facilities planning • Site, space, and workflow programming • Capital planning, phasing, and benchmarking	• Lab planning and concept design • Detailed engineering, MEP, and BIM • Standards, safety, and technical governance	• Laboratory casework and equipment • Procurement and supply coordination • Manufacturing through Kewaunee and installation through partners	• Project management and execution • Installation, integration, and controls • Regional delivery and local coordination	• Commissioning and qualification support • Handover, training, and warranty • Parts, upgrades, and lifecycle care

TAILORED FROM FIRST THOUGHT TO FINISHED ENVIRONMENT THROUGH OWNED OPERATIONS AND INDEPENDENT PARTNERS

DISTRIBUTION GROWTH

Creating a Diverse Platform for Global Service

The planned Nycom acquisition is not intended to replace our independent dealer model. It adds an owned business alongside partners that have helped Kewaunee build long-standing customer relationships.

SELECTIVE SUCCESSION OPPORTUNITIES

Regional laboratory businesses may seek a long-term successor that values their people, customers, and local reputation.

A DISCIPLINED APPROACH

Kewaunee will pursue businesses that fit our strategy, justify our investment, and have the potential to grow with the company.

Owned Operations

Independent Partners

Local Market Expertise & Customer Relationships

Supported by Kewaunee's global capabilities

MEASURING OUR PROGRESS

Execution and investment returns will determine our success

Following closing, our priority is to maintain Nycom's customer service and project delivery while integrating the businesses carefully.

OPERATING PRIORITIES

1. Preserve existing relationships & strengths
2. Align leadership and processes
3. Support the requirements for long-term success as we scale

FINANCIAL DISCIPLINE

Manage project schedules, shifting customer schedules, and integration needs without losing financial flexibility.