

FOR IMMEDIATE RELEASE

Nacalai USA and Olink Sign Distribution Agreement for Duolink™ in the Japanese Market

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Nacalai USA and its parent company Nacalai Tesque have entered into a distribution agreement with Olink Bioscience a Swedish based biotechnology company for distribution of Olink Bioscience's product line Duolink™ in the Japanese market. Nacalai Tesque, a major Japanese life science research reagent and chemical company headquartered in Kyoto, Japan, and Nacalai USA, its San Diego, California-based subsidiary, will handle distribution and service of Olink products on the Japanese market. The Duolink product line is immediately available in Japan through Nacalai Tesque.

Duolink™ enables researchers to study signalling pathways in native cells and tissue in revolutionizing ways. Based on Olink Bioscience's proprietary *in situ* Proximity Ligation Assay (*in situ* PLA), Duolink™ makes it possible to visualize, localize, and quantify endogenous protein interactions and modifications using standard fluorescence microscopy. This is the first technology that can readily detect and localize protein interactions without the need of tedious genetic engineering to tag and over-express proteins. Thereby, endogenous protein interactions in cells and tissue can be visualized using regular immuno-staining antibodies simply combined with the generic Duolink™ kit.

“We are proud to announce the collaboration with the highly respected life science reagent distributor Nacalai Tesque. Together we will offer this enabling tool to the research community in the Japanese market. We see a huge commercial potential in the product line going forward”, comments Björn Ekström, President and CEO of Olink Bioscience.

Peter Karlberg, Director of Sales and Marketing at Olink adds, “These are exciting times for us. Nacalai Tesque is known to provide products of the highest quality for leading-edge research and we are confident that they will bring us valuable new business.”

“We believe Olink's unique PLA technology and Duolink™ product line will enable the study of protein interaction at the single molecule level and accelerate our customers' investigation of more complex biology”, comments Jing Xu, Ph.D, Consultant of Technology Assessment at Nacalai USA.

“We are excited about the collaboration with Olink Bioscience. Nacalai's collaboration with Olink demonstrates our long-term commitment and continued leadership in introducing cutting-edge technology to the Japanese scientific research community.” said Toshi Ono, Vice President and COO of Nacalai USA and Head of International Business Development of Nacalai Tesque.

Nacalai Tesque is a major manufacturer and distributor of chemical and life science research reagents in Japan. Nacalai USA is the wholly-owned US-based subsidiary responsible for sales and marketing in North America and international business development in North America and Europe.

About Olink Bioscience

Olink Bioscience is a privately held company based in Uppsala, Sweden, founded in 2004 by Prof. Ulf Landegren and partners. Olink focuses on innovative methods for detecting endogenous proteins and protein complexes for basic research and high-content screening to deliver accurate information on disease mechanisms and drug response. Our mission is to contribute to a better understanding of the interactome. For more information, visit www.olink.com.

Duolink is intended for research use only. Duolink is not for use in human diagnostic or therapeutic procedures.

About Nacalai USA and Nacalai Tesque

Nacalai USA, Inc. is the wholly-owned subsidiary of Nacalai Tesque, Inc., Kyoto Japan, founded in 2005 in San Diego, California to bridge between the United States and Japan in the scientific research community. Nacalai USA strives to bring the most innovative and stringently quality-controlled biochemicals and research tools from Japan into the United States market, and also to introduce United States technologies and products into the Japanese research market.

Nacalai Tesque, Inc. is a manufacturing and marketing company of research products with its principle of business and head office in Kyoto, Japan. The organization was established in 1846 selling traditional Japanese and Chinese medicines, and was formally incorporated as a research reagent company in 1958. Since then Nacalai Tesque has been delivering world class service in the field of scientific research.

Nacalai Tesque also acts as a major distributor for foreign companies who desire to expand business into the Japanese Life Science market. Nacalai Tesque maintains 15 sales offices with over 100 direct sales representatives throughout Japan. To supplement these sales offices, Nacalai Tesque has a relationship with over 50 sub-distributors in Japan. Through its own sales offices, and with the use of sub-distributors, Nacalai Tesque is able to deliver first class service to all of Japan.

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