



Lab Automation & Liquid Handling

LabChip Microfluidic Systems

Contract Research Services

IVIS Imaging

Reagents

Dear Customer,

Caliper Life Sciences and PerkinElmer are very pleased to announce that today, September 8, 2011, the two companies reached a definitive agreement under which Caliper Life Sciences will merge with PerkinElmer. We anticipate that the transaction will close in Q4 2011. Throughout the past eight years, Caliper has assembled an unparalleled suite of disruptive technologies to revolutionize medicine. We are excited about the merger with PerkinElmer as it enables us to rapidly ramp the adoption of these technologies and accelerate our expansion into molecular diagnostics and environmental health markets – areas where PerkinElmer has established and growing market positions. This is a tremendous opportunity for our customers and employees. I am personally excited to be joining the PerkinElmer team and to be part of this extraordinary opportunity to create value and fulfill our vision to improve the quality and length of life for all of humankind and to improve the earth.

We are confident that this merger maximizes value for Caliper's key stakeholders while strengthening the company's position as a leading provider of enabling technologies for personalized medicine. Our deep relationship with you, our customers and partners, will continue as we leverage PerkinElmer's global sales and service infrastructure to continue to provide you with a superior level of customer support. PerkinElmer and Caliper's technologies are a great fit, and the resulting combined portfolio promises to be the premier suite of tools that create the *in vitro* to *in vivo* to human "bridge" for personalized medicine. I truly believe that this merger will have a profound benefit to our customers and will aid you in your medical and research endeavors.

As one of many examples of $1+1=3$, you will now have access to PerkinElmer's rich portfolio of fluorescent agents to support your IVIS[®] imaging research efforts. The combination of leading reagents and innovative instrumentation will invigorate our R&D efforts and enable us to continue developing the innovative technologies you have expected from Caliper. We see similar synergistic opportunities in each of our other key technology areas, including small molecule discovery, biotherapeutics & vaccines, next generation sequencing, biomarker discovery & companion diagnostics, and regenerative medicine.

The combined company will be more than 6,500 people strong, all dedicated to providing globally-recognized, leading solutions and customer service. We greatly value you as a client and we look forward to building on our existing relationship with you. Our plan is to combine the Caliper and PerkinElmer teams after the transaction closes to leverage the available infrastructure and provide the best coverage and support possible. In the meantime, please rely upon your normal processes for communicating and doing business with each company.

This is an exciting moment for Caliper and PerkinElmer – both companies have worked hard to innovate, provide novel and enabling solutions, and build a loyal and growing base of clients. Your support has made this possible. Together, the combined company is looking forward to providing you with excellent support and on-going innovation to help you successfully achieve your goals.

If you have any questions and / or ideas of ways we can help you be successful, please don't hesitate to respond to this letter or contact me at Kevin.hrusovsky@caliperls.com or anyone else on our team. We would very much like to hear from you.

Best regards,

Kevin

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