

**Xylem Analytics**  
100 Cummings Center 535N, Beverly, MA 01915  
Tel +1.978.778.1010 Fax +1.978.778.1011

## NEWS RELEASE

Contact: Laura Brockway  
laura.brockway@xyleminc.com  
+1.978.778.1030

Luke Giroux  
luke@LRGiroux.com  
+1.860.280.1302

### **Xylem Analytics announces expansion of customer solutions available through direct channels in North America**

**Beverly, MA** – (April 26, 2016) – Xylem Inc. (NYSE: XYL), a leading global water technology company dedicated to solving the world's most challenging water issues, announces an expansion of products and services available through direct channels in North America. Working together with Lab Synergy, this agreement supports Xylem's strategic goals to expand geographically and accelerate growth.

Lab Synergy has been the exclusive distributor of Xylem's SI Analytics titration products in North America, and has been a key Xylem partner for many years. With deep technical application expertise in industries such as food and beverage, pharmaceutical and life science, Lab Synergy holds longstanding customer relationships with industry leaders and laboratory managers across the U.S. and Canada.

With the addition of the Lab Synergy team, Xylem Analytics is now expanding the solutions available through its direct sales force in North America. As of April 4th, SI Analytics titration and viscometry products will be sold through YSI, a Xylem brand and the full line of C. Gerhardt products will be distributed through Xylem's OI Analytical brand. Both product lines were formerly sold through Lab Synergy.

This newly expanded team of experienced sales, applications, and service experts will unlock new opportunities with existing customers and better target new customers with a market leading portfolio of solutions.

The SI Analytics titration products are used for a broad range of applications from product quality in food and beverage manufacturing facilities to water quality in environmental laboratories. SI's viscometry solutions are key to determining product quality in polymer and plastics manufacturing. Learn more about SI Analytics at [www.SI-Analytics.com/en](http://www.SI-Analytics.com/en).

C. Gerhardt, a family owned company since 1846, is a leading developer and producer of analysis systems for food, agricultural, and environmental laboratories. Learn more about C. Gerhardt products at [www.gerhardt.de/en](http://www.gerhardt.de/en).

To learn more about Xylem Analytics, go to [www.xylemanalytics.com](http://www.xylemanalytics.com).

### **About Xylem Analytics**

Xylem's analytics businesses are leading manufacturers of premium field, portable, laboratory and online analytical instruments used in water and wastewater, environmental, food and beverage, pharmaceutical and life science applications. The company's meters, sensors, analyzers and related consumables are used every day by thousands of end-users worldwide to analyze and control quality in countless applications where precise measurement is required. Xylem Analytics started with the core brands of WTW, SI Analytics, Aanderaa Data Instruments, Global Water Instrumentation, ebro and Bellingham + Stanley, and has grown through a series of successful acquisitions including OI Analytical, YSI, MJK Automation, and most recently HYPACK and Tideland Signal Corporation. [www.xylemanalytics.com](http://www.xylemanalytics.com)

### **About Xylem**

Xylem (XYL) is a leading global water technology provider, enabling customers to transport, treat, test and efficiently use water in public utility, residential and commercial building services, industrial and agricultural settings. The company does business in more than 150 countries through a number of market-leading product brands, and its people bring broad applications expertise with a strong focus on finding local solutions to the world's most challenging water and wastewater problems. Xylem is headquartered in Rye Brook, New York, with 2015 revenue of \$3.7 billion and approximately 12,500 employees worldwide. Xylem was named to the Dow Jones Sustainability Index for the last four years for advancing sustainable business practices and solutions worldwide, and the Company has satisfied the requirements to be a constituent of the FTSE4Good Index Series each year since 2013.

The name Xylem is derived from classical Greek and is the tissue that transports water in plants, highlighting the engineering efficiency of our water-centric business by linking it with the best water transportation of all — that which occurs in nature. For more information, please visit us at [www.xylem.com](http://www.xylem.com).

###