

Beckman Coulter Signs Agreement with NPE Systems, Inc. for Novel Cellular Analysis Technology

FULLERTON, Calif. (August 11, 2004) – Beckman Coulter, Inc. (NYSE:BEC) today announced it has entered into an exclusive licensing and development agreement with NPE Systems Inc. for NPE's novel flow-based cellular analysis systems. Beckman Coulter plans to integrate NPE's Quanta family of products into its Cell Lab suite of cellular analysis solutions.

"Our agreement with NPE provides an immediate entry into the distributed testing segment of the flow cytometry market and allows us a development path for our expansion into this underserved portion of the cellular analysis marketplace." said Elias Caro, president of Beckman Coulter's Biomedical Research Division. "By combining the NPE technology with our Cell Lab solutions, we believe we can significantly impact many of the basic tests and assays for the growing cell-based assay opportunity emerging in BioPharma and disease-related research."

As cell-based assays, as opposed to biochemical assays, become the solution of choice for investigative biology the requirement for simpler and automated systems becomes ever more pressing. These systems will prove useful from early-stage biomarker discovery to clinical trials, with a particular focus being in the growing secondary screening and ADME/toxicology segment.

"We are pleased to have entered into this exclusive agreement with Beckman Coulter and are excited about the opportunity to offer customers in BioPharma and disease related research broader access to a suite of flexible, automated cellular analysis systems using our novel technology. Beckman Coulter's strong position in this market made them an obvious partner for NPE Systems," said Richard Thomas, chairman and chief scientific officer for NPE Systems, Inc.

NPE Systems, Inc., based in Pembroke Pines, Fla., is a leading provider of innovative cellular analysis systems, incorporating the Coulter principle for absolute sizing and counting, making it unique among providers of flow based cytometry systems. NPE was founded in 2000 with the vision to widen access for advanced cellular analysis systems for biomedical research. For more information, visit www.npesystems.com.

Beckman Coulter, Inc. is a leading manufacturer of biomedical testing instrument systems, tests and supplies that simplify and automate laboratory processes. Spanning the biomedical testing continuum—from systems biology and clinical research to laboratory diagnostics and point-of-care testing—Beckman Coulter's 200,000 installed systems provide essential biomedical information to enhance health care around the world. The company, based in Fullerton, Calif., reported 2003 annual sales of \$2.2 billion with 64 percent of this amount generated by recurring revenue from supplies, test kits and services. For more information, visit www.beckmancoulter.com.