

# PRESS RELEASE

## **STRATEC – Significant progress with new development projects**

Birkenfeld, December 5, 2013

STRATEC Biomedical AG (Frankfurt: SBS; Prime Standard, TecDAX) announces today that it has made significant progress with major development projects, including the execution of a second major agreement for 2013, and that further projects are in advanced stages of development and negotiation.

The trend predicted in numerous studies in recent years, namely that companies in the in-vitro diagnostics (IVD) industry will increasingly outsource instrumentation solutions to specialist development and production partners, is gaining further momentum for STRATEC. Having already agreed a major project with a customer in the first quarter of 2013, STRATEC has now signed a further contract with one of the leading players in the IVD industry. For both projects, development work has already been underway for some time. They are expected to make a significant contribution to STRATEC's sales performance from 2016 onwards and are therefore partly reflected in the company's current guidance. STRATEC thus continues to expect its sales for 2014 through to 2017 to show average annual growth of 8% to 12% based on 2013 sales figures.

Furthermore, the company has also reached an important milestone in the development of a higher-throughput analyzer system. Here, achievement of the acceptance criteria for validation systems – which are necessary for clinical trials – has been confirmed by the customer. This represents an important step on the way towards serial production, which is scheduled to begin in around twelve to 18 months.

Comments Marcus Wolfinger, CEO of STRATEC Biomedical AG: "Even though our partners have already implemented four market launches of STRATEC products in the past twelve months, the latest developments represent a further major step forward. In one case, for example, we will be producing systems in Asia for the Asian markets, thus enabling us to exploit resultant benefits for the partner as a local manufacturer. We are minimizing the associated risks by means of targeted cooperation with experienced international players on location."

**About STRATEC**

STRATEC Biomedical AG ([www.stratec.com](http://www.stratec.com)) designs and manufactures fully automated analyzer systems for its partners in the fields of clinical diagnostics and biotechnology. These partners market such systems, in general together with their own reagents, as system solutions to laboratories, blood banks and research institutes around the world. The company develops its products on the basis of its own patented technologies.

Shares in the company (ISIN: DE0007289001) are traded in the Prime Standard segment of the Frankfurt Stock Exchange and are listed in the TecDAX select index of the German Stock Exchange.

**Further information can be obtained from:**

STRATEC Biomedical AG  
André Loy, Investor Relations  
Gewerbestr. 37, 75217 Birkenfeld  
Germany  
Tel: +49 7082 7916-190  
Fax: +49 7082 7916-999  
[ir@stratec.com](mailto:ir@stratec.com)  
[www.stratec.com](http://www.stratec.com)