

# FY 2015 Annual Results

**Conference Call**

April 14, 2016

## SAFE HARBOR STATEMENT

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Forward-looking statements involve risks.

This company presentation contains various statements concerning the future performance of STRATEC. These statements are based on both assumptions and estimates. Although we are convinced that these forward-looking statements are realistic, we can provide no guarantee of this.

This is because our assumptions involve risks and uncertainties which could result in a substantial divergence between actual results and those expected.

It is not planned to update these forward-looking statements.

# AGENDA

- **2015 at a Glance**
- Performance in 2015
- Focus 2016
- Questions and Answers

## 2015 at a Glance

### Financial Performance

- Sales: € 146.9 million (+1.4%)
- EBIT: € 26.9 million (+11.7%)
- EBIT margin: 18.3% (+170 bps)
- Net income: € 22.1 million (+11.7%)
- Tax rate at 18.7% (2014: 17.8%)
- EPS: € 1.87(+11.3%)
- Equity ratio: 82.0% (2014: 81.3%)
- Proposed dividend per share: € 0.75 (previous year: € 0.70)

## 2015 at a Glance

### Operational Performance

- Service parts business improved to 24.3% of total sales (2014: 23.4%)
- New developments for major customer programs started
- Milestones for ongoing developments achieved
- Development of two system platforms
- Capacities extended in Switzerland, Romania and UK
- Efficiency improvements throughout the company

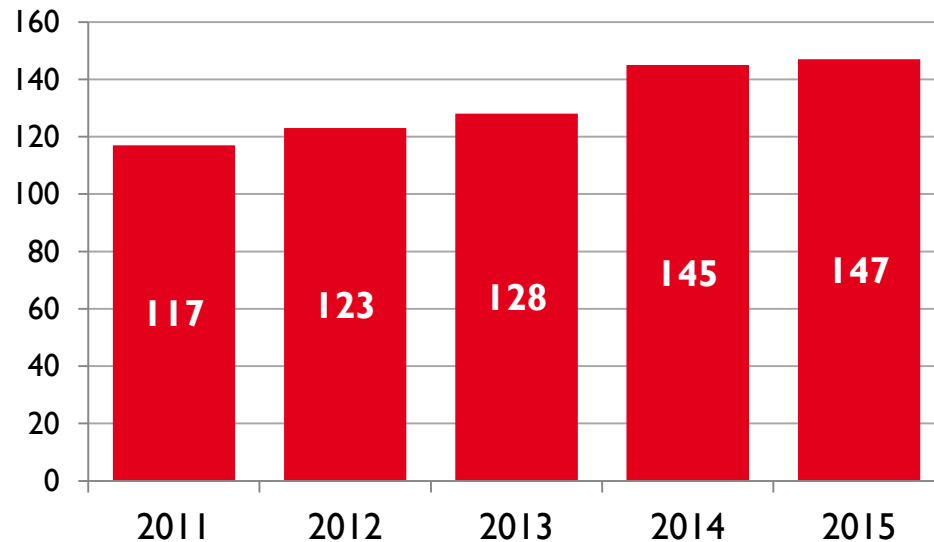
## AGENDA

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# Sales

## Full Year Sales as of December 31

Sales in € million



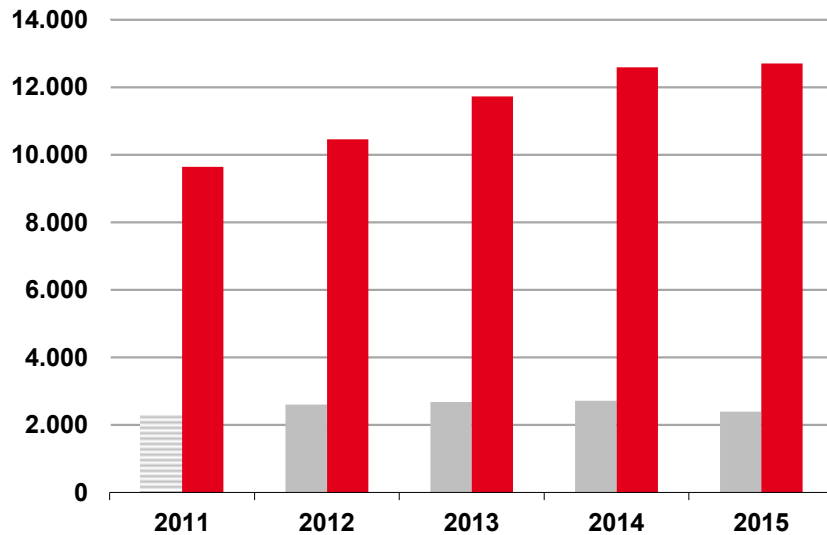
■ Annual Sales as of 12/31

- 2015: +1.4% to € 146.9 million
- Growth driven by:
  - Service parts business
  - Workflow management software
  - Favourable currency rates
- Slow down from one partner in Asia

## Installed base and product groups

As of December 31

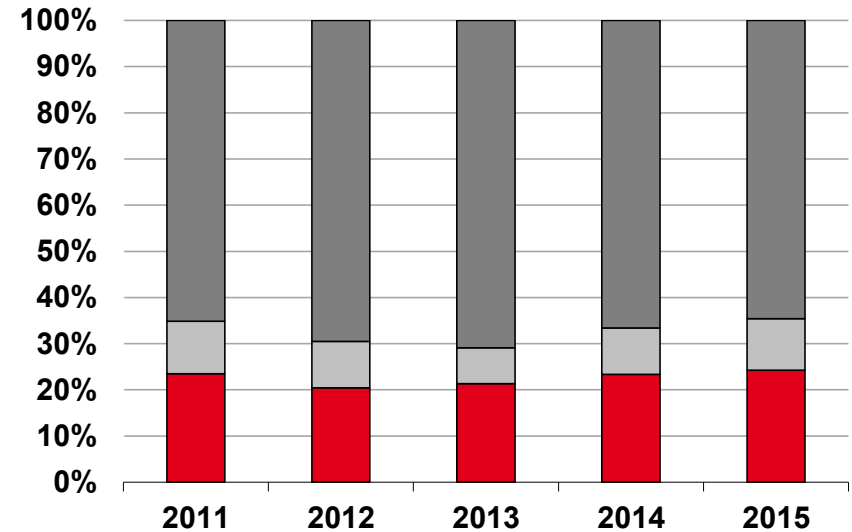
### Delivered systems & installed base



- Number of analyzer systems delivered
- Installed base (based on a 5 year average life cycle)

As of December 31

### Relative share by product group



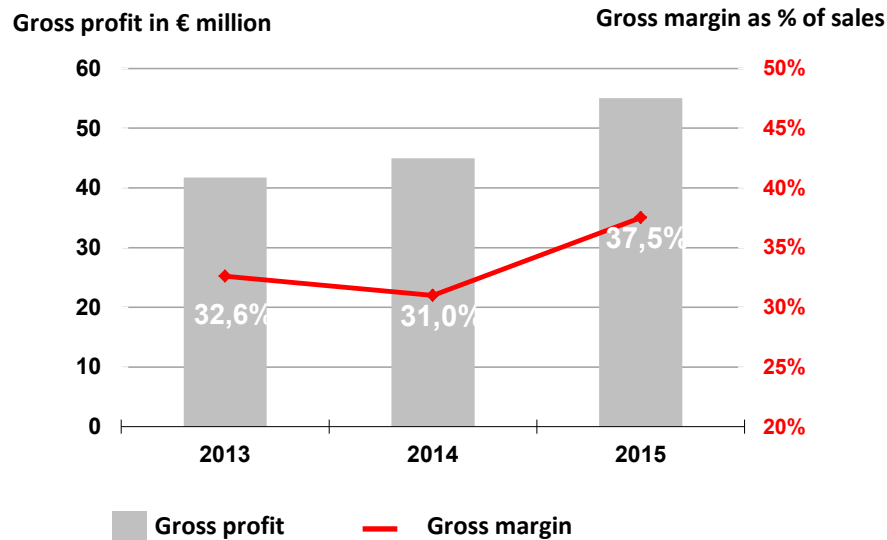
- Analyzer systems
- Development, service and consulting
- Service parts



# Gross Profit / EBIT

As of December 31

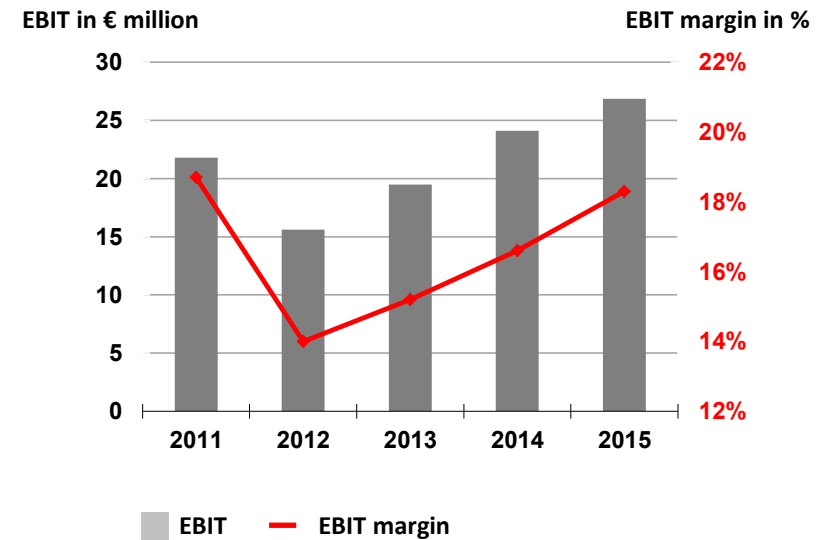
## Gross Profit and Gross Margin



- Gross margin at 37.5%
- EBIT margin at 18.3% (2014:16.6 / adjusted 17.0%)

As of December 31

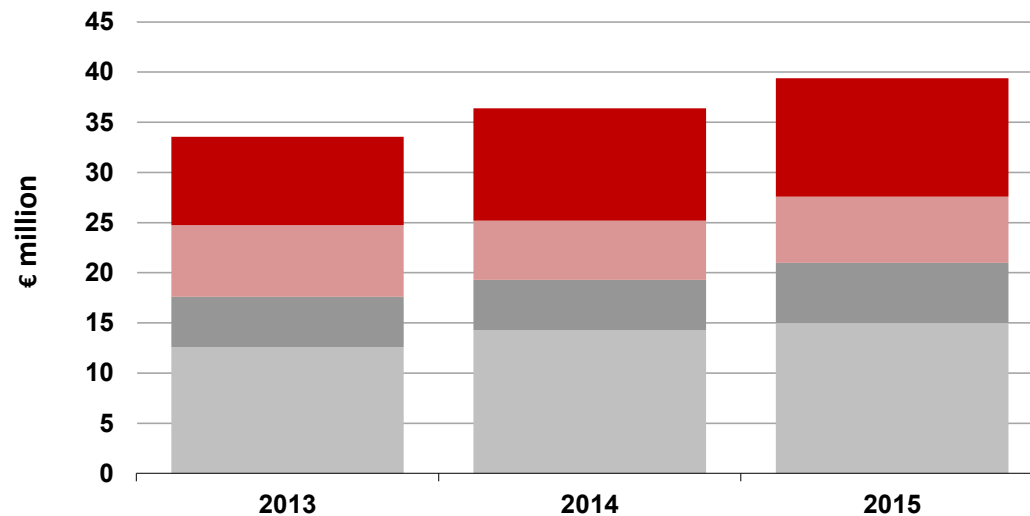
## EBIT and EBIT Margin



- Increase due to:
- Share of service parts
  - Efficiency improvements

## Cost structure

As of December 31



- General administration expenses
- Sales related expenses
- R&D (non-capitalized)
- R&D capitalized

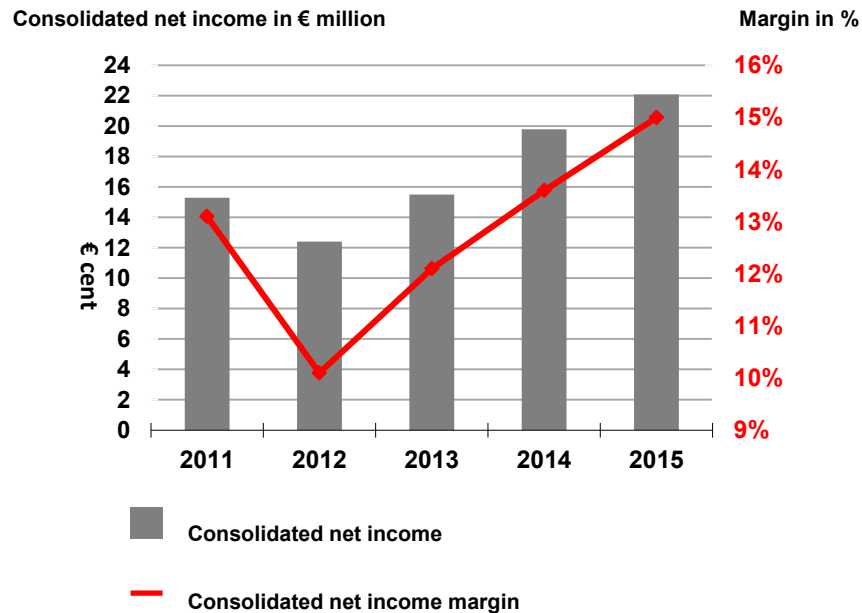
### Main cost drivers

- Sales related expenses increased by 12% to € 6.6 million due to project support for market launches
- R&D expenses +9% to € 21.0 million
  - High number of development projects
  - Increased headcount

# Net Income / EPS

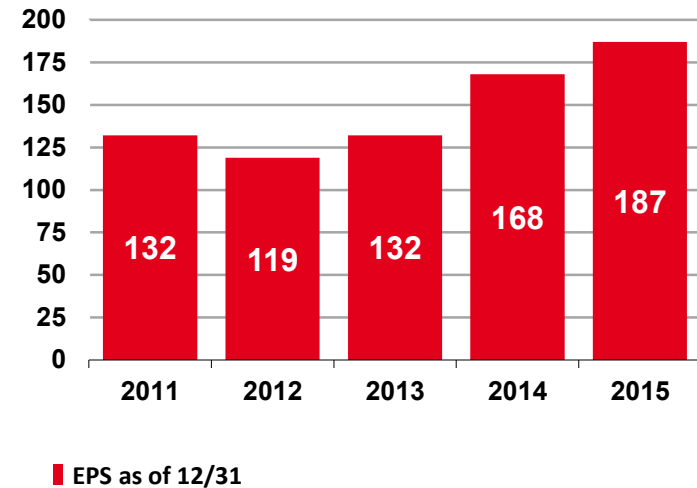
As of December 31

## Consolidated Net Income



As of December 31

## Earnings per Share



- EPS at € 1.87
- Proposed dividend per share: € 0.75 (previous year: € 0.70)

## Cash Flow

### As of December 31

<b>IFRS (€ million)</b>	<b>2015</b>	<b>2014</b>
Cash flow	<b>25.0</b>	<b>28.9</b>
Cash flow – operating activities	<b>26.0</b>	<b>39.8</b>
Cash flow – investment activities	<b>-8.7</b>	<b>-6.8</b>
Cash flow – financing activities	<b>-8.7</b>	<b>-8.0</b>
Free cash flow	<b>17.3</b>	<b>32.9</b>
Cash and cash equivalents at end of period	<b>56.4</b>	<b>46.6</b>

- 2015 at a Glance
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## Focus in 2016

### Business Development

- Successful Integration of Diatron
- M&A Opportunities
- Further extend development and manufacturing capacities
- Sign new projects

### Revenue Growth

- Product launches and ramp-ups
- Development projects
- Revenues from new business

### Profitability and Cash Flow

- Diatron: Integration cost, investments and synergy effects
- Efficiency improvements
- Continue to build up consumable business
- Reduction of working capital

## Financial Guidance & Outlook

### Financial Guidance

- Sales guidance: 6% CAGR (2014 to 2017)
- Sales guidance for 2016: €150 million to €154 million
- Profitability in 2016 on a stable level
- Guidance to be updated with H1 results in July 2016

### Outlook: Market & Special Situations

- Optimistic comments from partners
- Special effects in Asia for selected partners
- Installed base with growing complexity and ASP
- Continuous M&A activities in the healthcare industry

# QUESTIONS & ANSWERS





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**TICKER**

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FOR **YOUR**  
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