

# stratec

## **13th Annual European**

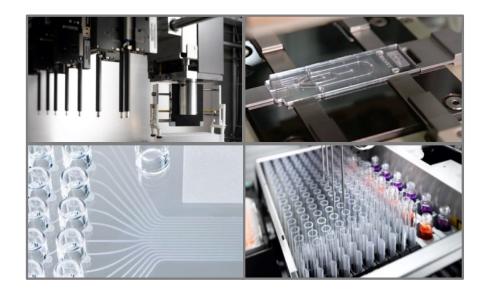
## Medtech and Healthcare Services

# Conference

Goldman Sachs London, September 8<sup>th</sup>, 2016



## STRATEC AT A GLANCE



Market leader in automation solutions for the diagnostics industry and translational research



More than 13,000 systems installed globally (e.g. DiaSorin's <u>LIAISON XL</u> | Hologic/Gen-Probe's <u>PANTHER</u> | Siemens' <u>ADVIA Centaur</u> | bioMérieux's <u>new VIDAS</u>)

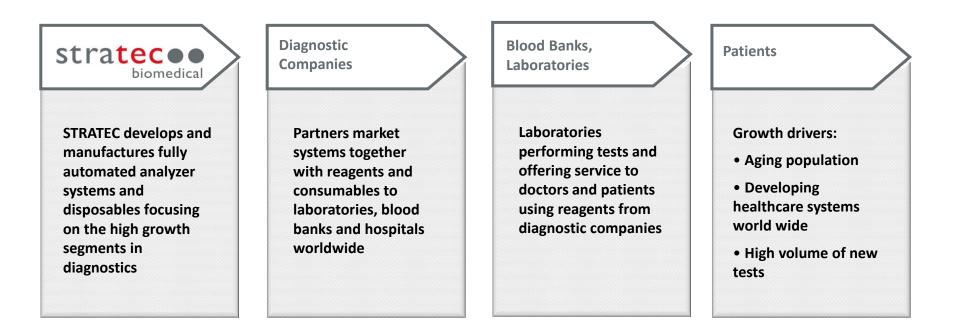


- Revenue € 146.9 million in 2015 (CAGR revenues since IPO: ~18%)
- Revenue growth forecasted to € 175 - € 182 million in 2016
- Dividend payments raised over 12 consecutive years



### **UNIQUE MARKET POSITION**

#### STRATEC IN THE IVD VALUE CHAIN





## **BUSINESS MODEL**

STRATEC provides instrumentation, consumables, software and automation solutions

- OEM development and manufacturing
- More than 2,300 fully automated analyzer systems manufactured in 2015
- Wide range of intellectual property rights
- Extensive collaboration with partner during design phase
  - STRATEC: Engineering / automation, software, QM
  - Partner: System / reagent / market requirements

Systems have long market lifecycles

- Leads to longstanding partnerships
- Expanding installed base of systems
- Product enhancement and extension drives value



Consumable for "Simoa HD-I"



"Simoa HD-I" for Quanterix



## SECURING RETURN ON INVESTMENT

Long-term agreements with partners

- Milestone payments during development stage
- Operating sales during series production stage
- Continuous revenues from consumable sales

#### Minimum volume commitment

- Firm purchase orders
- STRATEC an integral part of partners' plans

#### **Reliable partnership**

- Shortened development time
- Integration of analyzer system and reagents
- Agreed development budget & transfer price
- High commitment by both partners

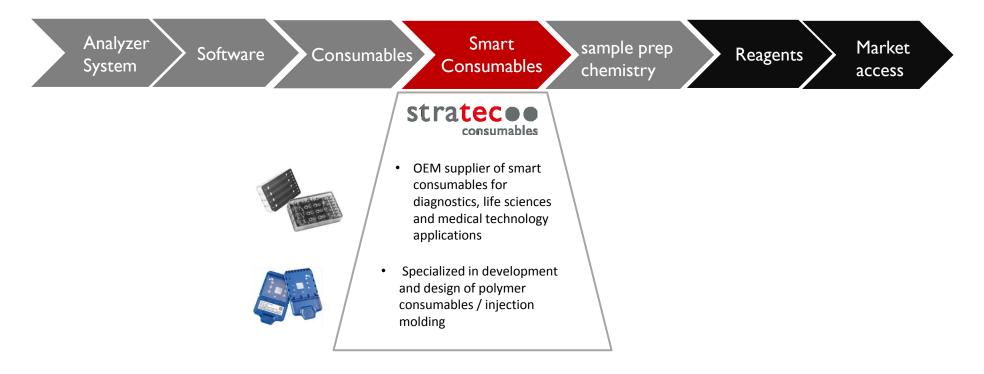


"PANTHER" for Hologic





## EXPANDING THE LAB AUTOMATION VALUE CHAIN



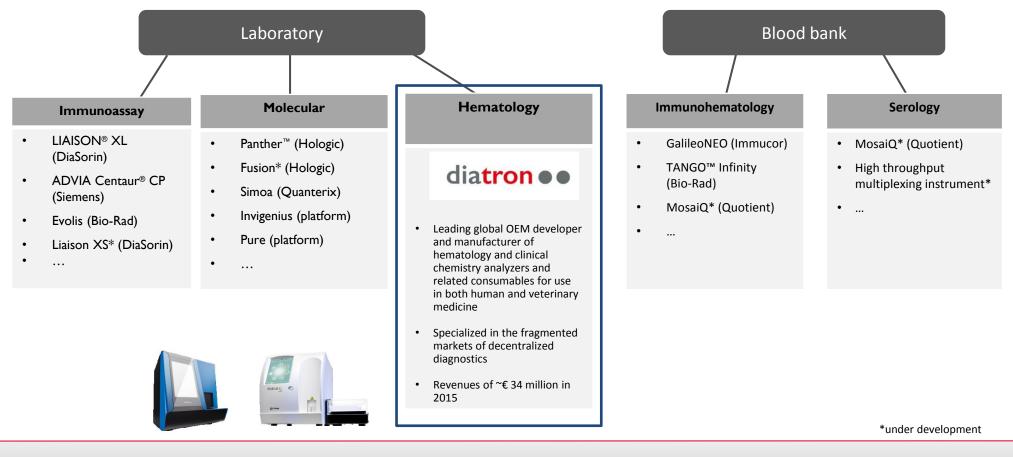
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**Diagnostic companies** 

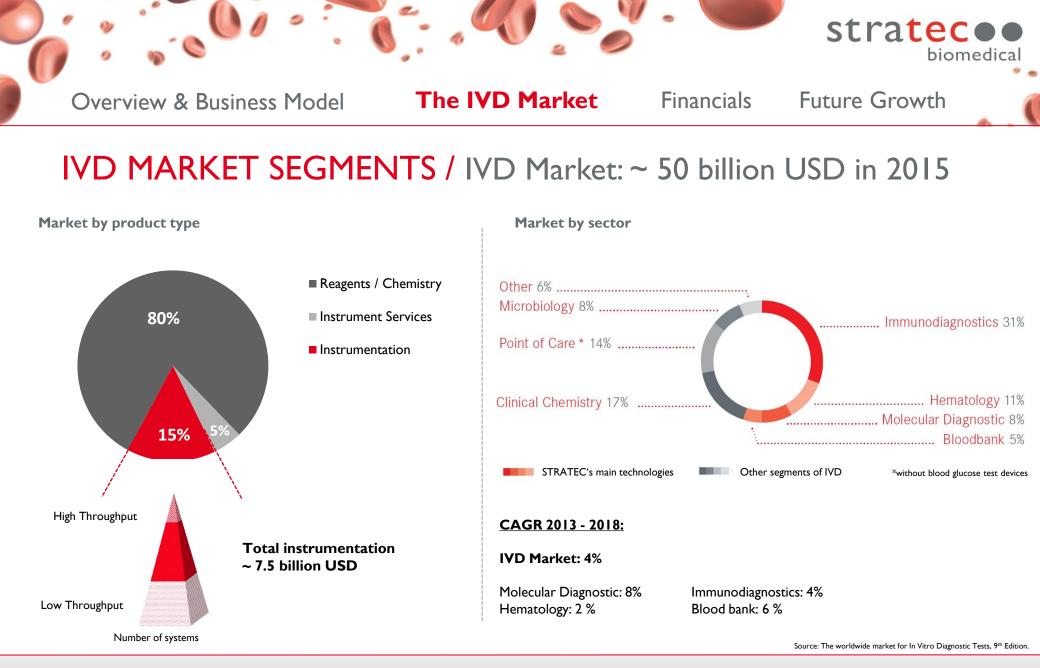
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## DIATRON – EXPANDING THE VALUE CHAIN



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#### A SELECTION OF STRATEC CUSTOMERS

	GLOBAL TOP 20 IVD COMPANIES	Revenues 2014 (USD billion)
Ι.	Roche Diagnostics	8.9
2.	Danaher	5.0
3.	SIEMENS	4.8
4.	Abbott Diagnostics	4.7
5.	Thermo Fisher	3.3
6.	Alere	2.3
7.	Ortho Clinical Diagnostics	1.9
8.	Sysmex	1.9
9.	bioMerieux	1.7
10.	BIO-RAD	1.4
П.	BECTON DICKINSON	1.3
12.	Hologic / Gen-Probe	1.2
13.	CH Werfen	1.0
14.	Grifols (incl. Novartis diagnostics business unit)	0.8
15.	QIAGEN	0.7
16.	Diagnostica Stago	0.6
17.	DiaSorin	0.6
18.	Agilent / Dako	0.6
19.	EUROIMMUN	~0.4
20.	Immucor	~0.4

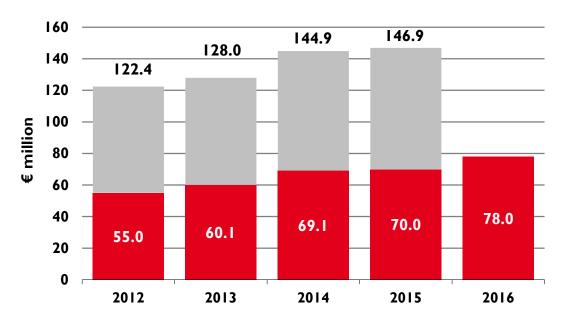


Source: IVD News / figures adjusted by acquisitions in 2012 / non-public companies estimated / non-reported sector revenues estimated



#### **SALES**

#### 6-Months Sales compared to Annual Sales



6M/2016 Sales

- +11.5% to € 78.0 Mio.
- Diatron: €10.5 Mio. in Q2

## Q2/2016 Sales organically

+2.6% to € 36.3 Mio.
 (Q2/2015: € 35.5 Mio.)

Annual Sales as of 12/31

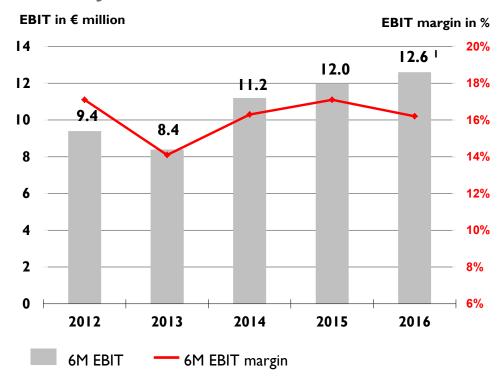
6-Months Sales as of 06/30

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## **EBIT & EBIT MARGIN**

As of June 30



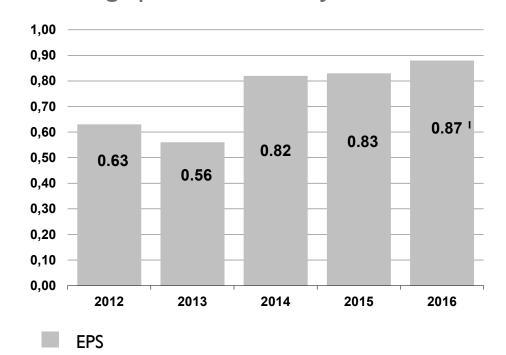
EBIT margin picking up:

- Reinstating economies of scale in Q2
- Q2/2016 (organic): 17.5% +16 bps (Q2/2015:17.3%)
- 6M/2016: 16.2% / 95 bps (6M/2015: 17.1%)

#### <sup>1</sup> figures exclude non-recurring special effects



## EARNINGS AFTER SIX MONTHS



#### Earnings per share as of June 30

- Adjusted EPS at € 0.87 (6M/2015: € 0.83)
- Adjusted 6M tax rate at 15.9% (6M/2015: 19.2%)
- Dividend pay out per share at € 0.75 (previous year: € 0.70)

#### <sup>1</sup> figures exclude non-recurring special effects

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The IVD Market

Financials

**Future Growth** 

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biomedica

## FOCUS IN 2016

#### **Business Development**

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



#### FINANCIAL GUIDANCE

	FY 2016	FY 2017
Revenues	175 - 182 € million	205 - 220 € million
EBIT-Margin	16.0 % - 17.5 %	Slight growth compared to 2016

Organic growth (excluding Diatron and STRATEC Consumables acquisitions): CAGR ~6 % for 2016 and 2017 CONTACT



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#### SAFE HARBOR STATEMENT

#### 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.

THANK YOU FOR YOUR ATTENTION!