

Berenberg
European Conference

Pennyhill Park, December 7, 2016

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.

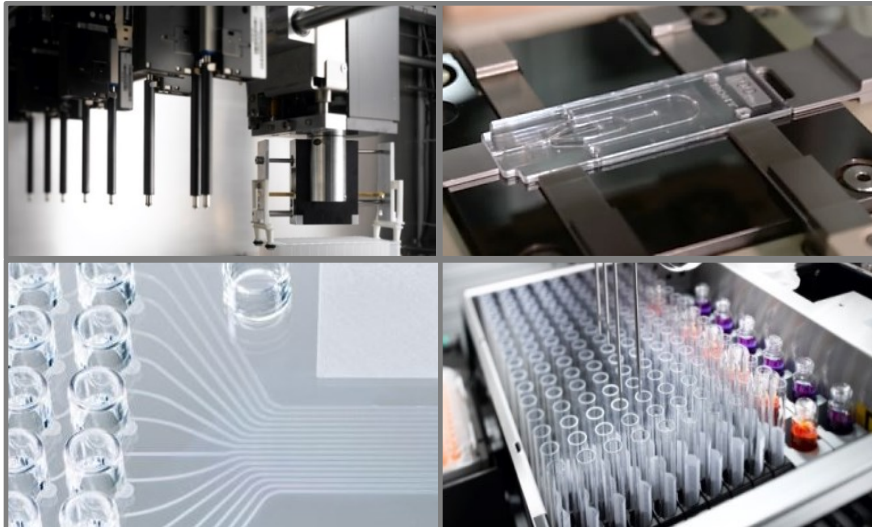
AGENDA

- OVERVIEW AND BUSINESS MODEL
- THE IVD MARKET
- FINANCIALS
- FUTURE GROWTH

OVERVIEW AND BUSINESS MODEL



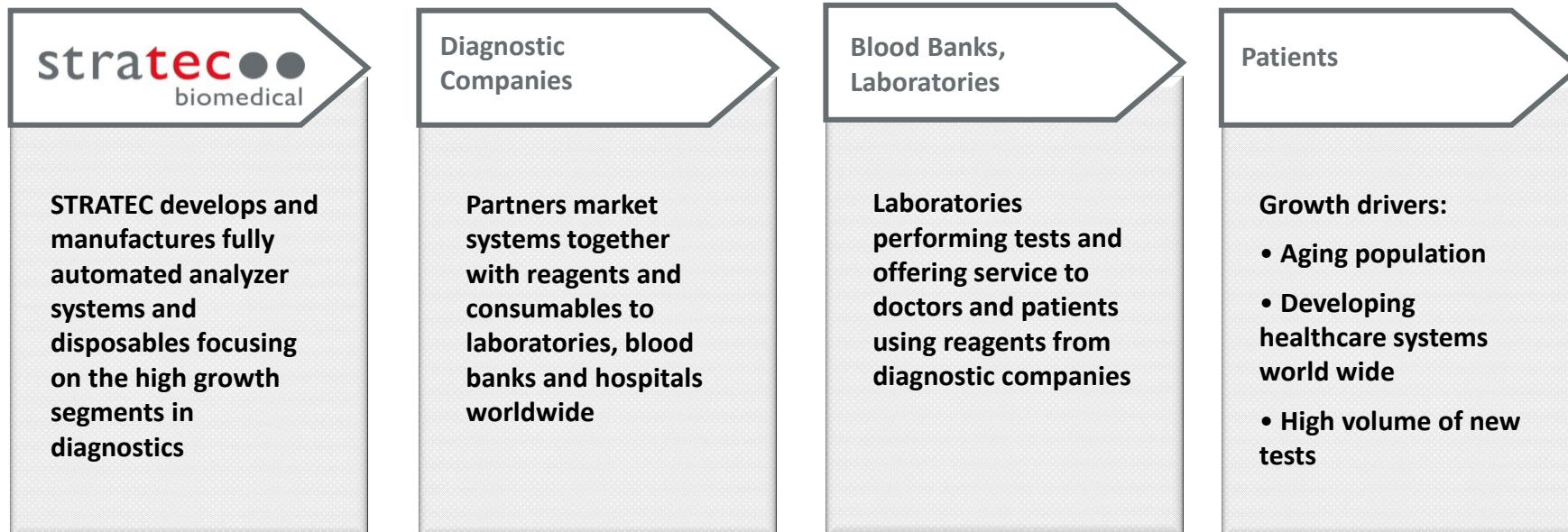
STRATEC AT A GLANCE



- Market leader in automation solutions for the diagnostics industry and translational research
- ~ 980 employees worldwide
- More than 13,000 systems with medium to high throughput installed globally (e.g. DiaSorin's LIAISON XL | Hologic/Gen-Probe's PANTHER | Siemens' ADVIA Centaur | bioMérieux's new VIDAS)
- More than 25,000 low throughput systems installed globally
- 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-1 Analyzer Prototype

“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

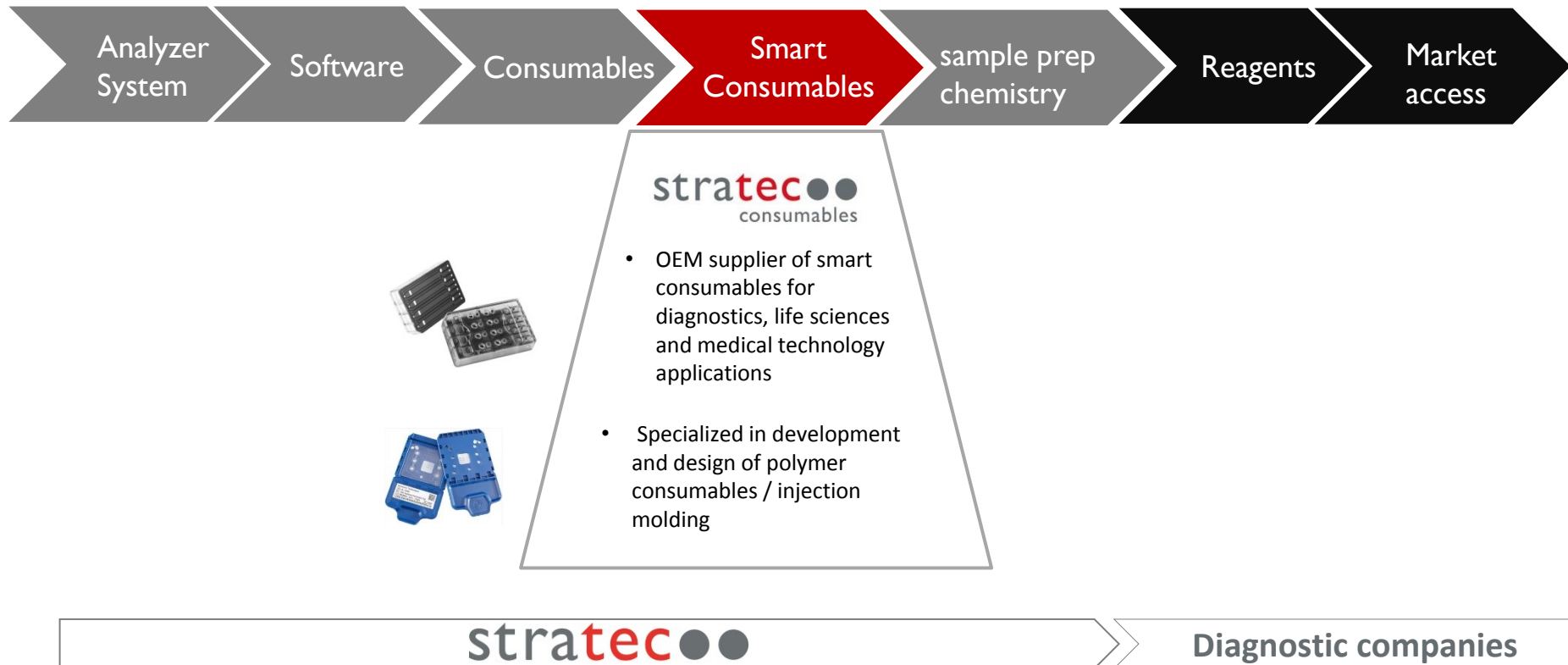


“PANTHER” for Hologic

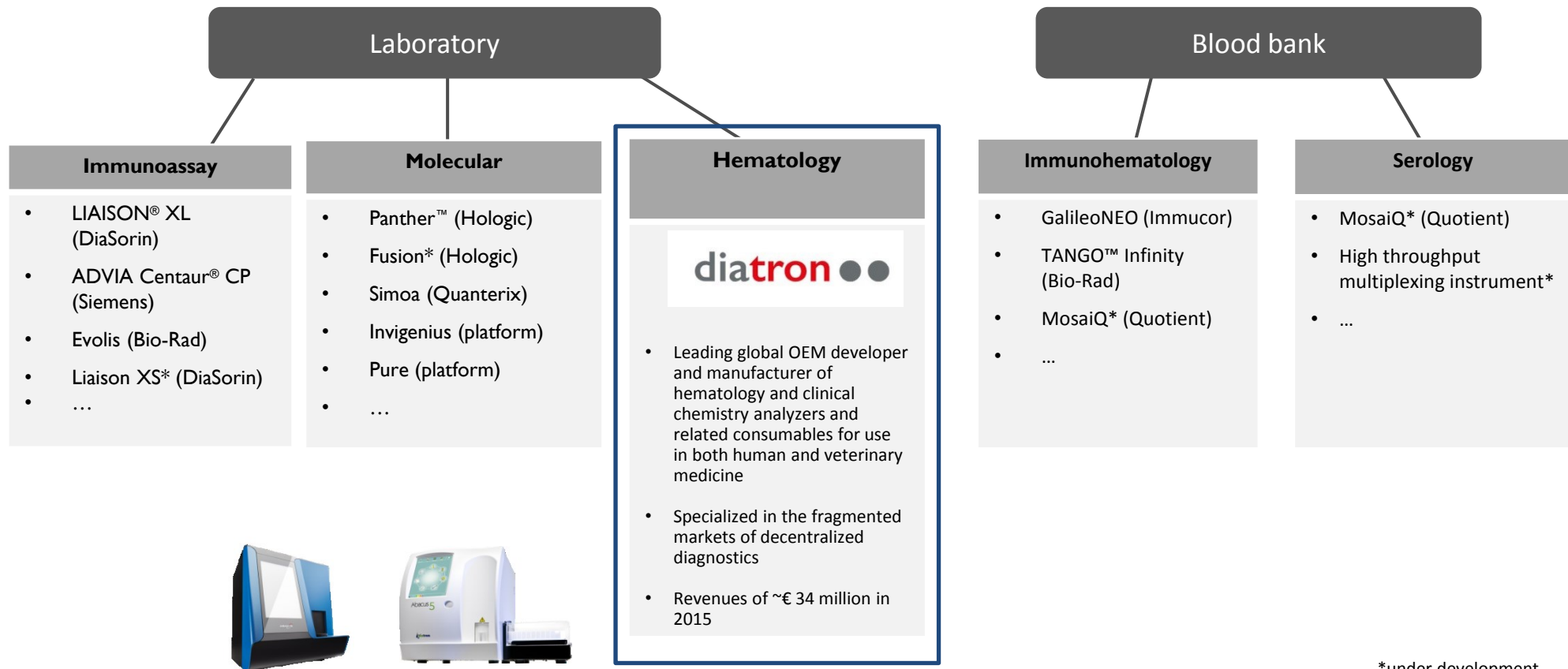


“LIAISON XL” for DiaSorin

EXPANDING THE LAB AUTOMATION VALUE CHAIN



DIATRON – EXPANDING THE VALUE CHAIN



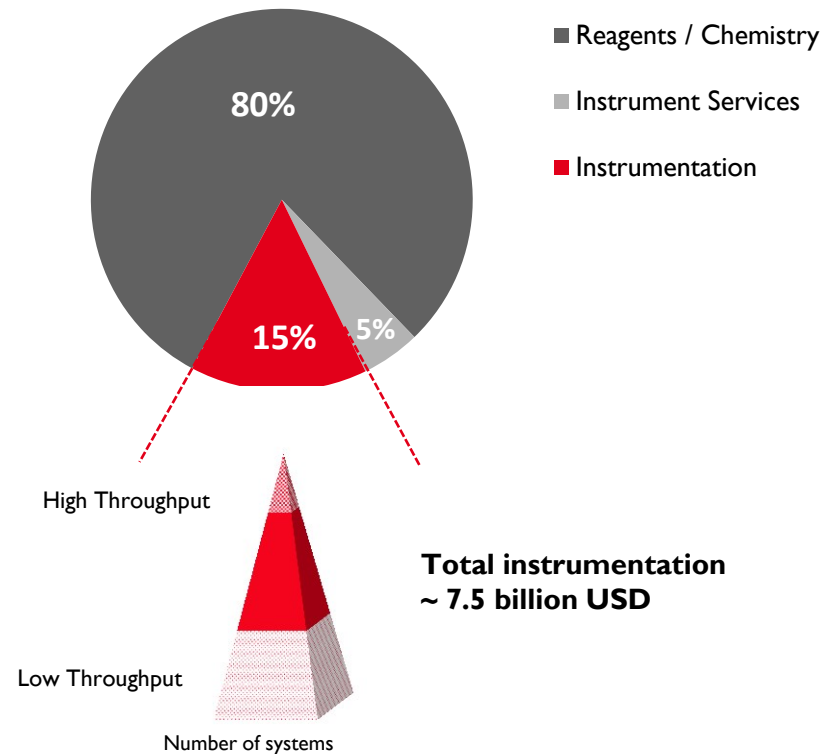
*under development

THE IVD MARKET

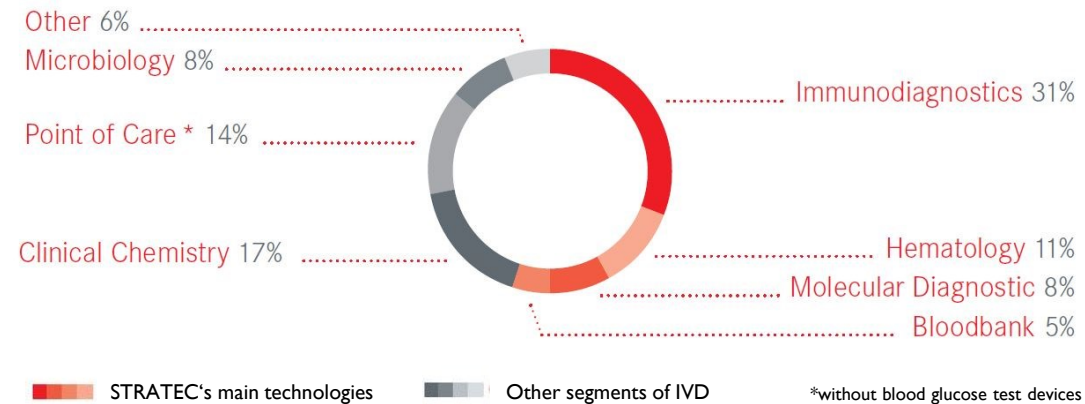


IVD MARKET SEGMENTS / IVD Market: ~ 50 billion USD in 2015

Market by product type



Market by sector



CAGR 2013 - 2018:

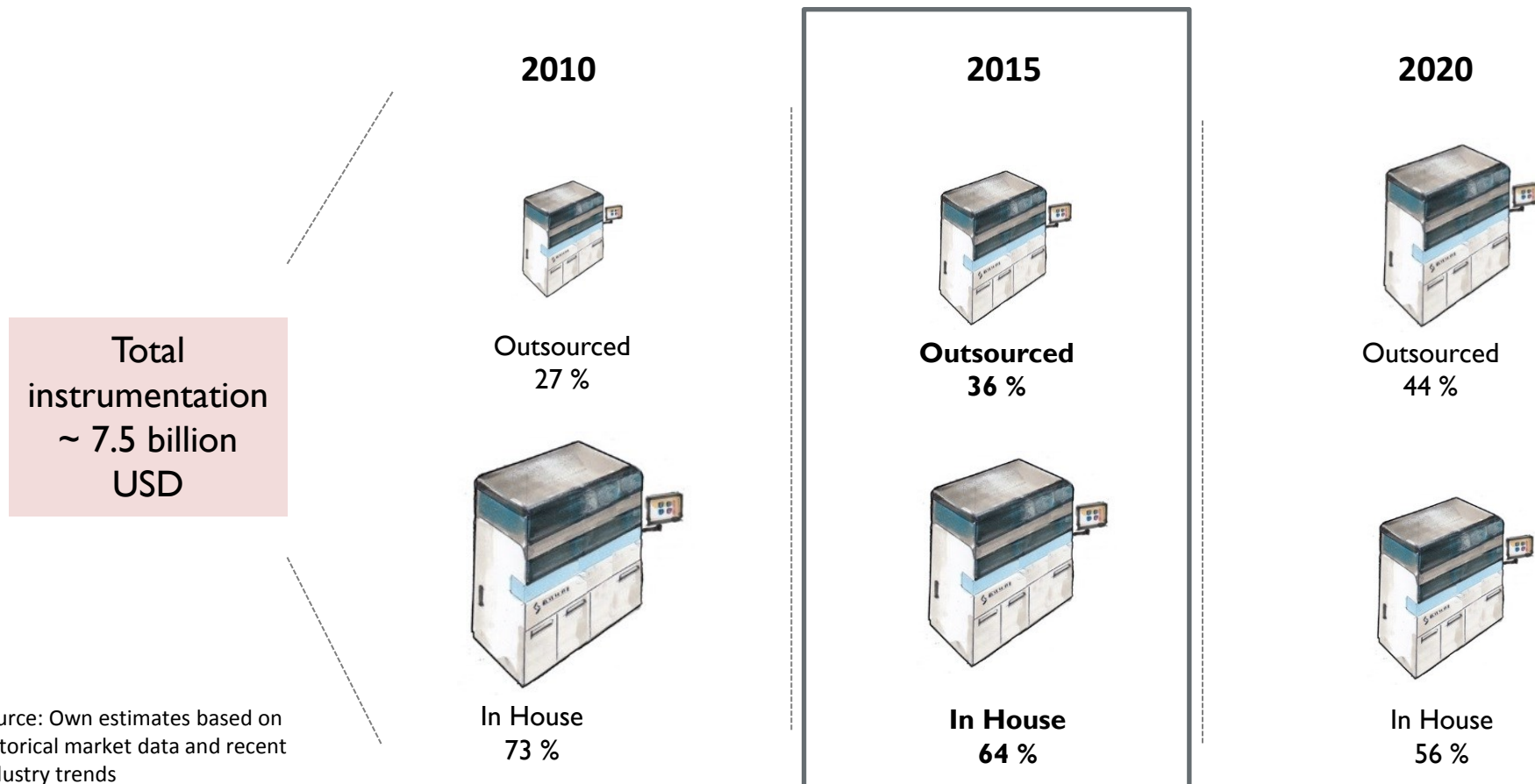
IVD Market: 4%

Molecular Diagnostic: 8%
Hematology: 2%

Immunodiagnostics: 4%
Blood bank: 6%

Source: The worldwide market for In Vitro Diagnostic Tests, 9th Edition.

OUTSOURCED VS IN HOUSE INSTRUMENTATION MARKET




A SELECTION OF STRATEC CUSTOMERS

GLOBAL TOP 20 IVD COMPANIES		Revenues 2014 (USD billion)
1.	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
11.	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

... AND OTHER GAME-CHANGING COMPANIES


FINANCIALS



FINANCIALS AT A GLANCE

Key figures after the first nine months

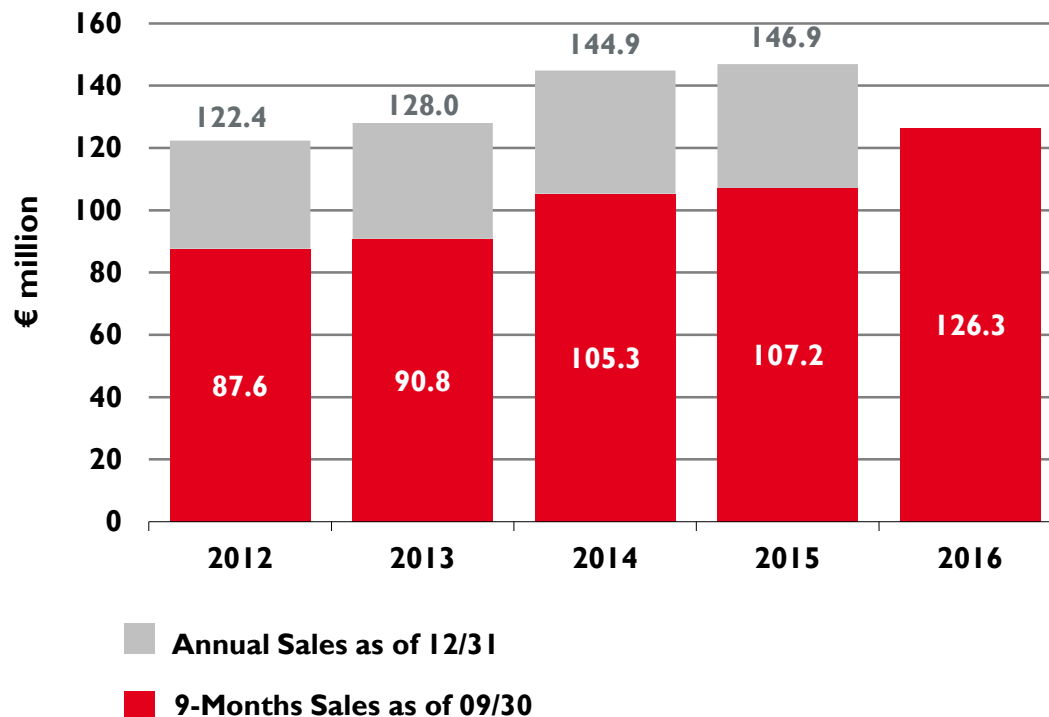
(in € thousand)	Sep 30, 2016	Sep 30, 2015	Change
Sales	126,334	107,200	+17.8%
EBITDA ¹	22,671	23,368	-3,0%
EBITDA margin (%) ¹	17.9	21.8	-390 bps
EBIT ¹	18,391	19,235	-4.4%
EBIT margin (%) ¹	14.6	17.9	-330 bps
Cons. net income ²	15,251	15,916	-4.2%
Earnings per share (€) ²	1.29	1.35	-4.4%

¹ 2016 figure adjusted for one-off items resulting from transaction activities and related reorganization expenses

² 2016 figure additionally adjusted for financing expenses and tax expenses in connection with the acquisitions of the Diatron Group and STRATEC Consumables, for one-off items resulting from the tax audit for the 2009 to 2013 assessment periods, and for tax effects relating to reorganization expenses

SALES

9-Months Sales compared to Annual Sales



9M/2016 Sales

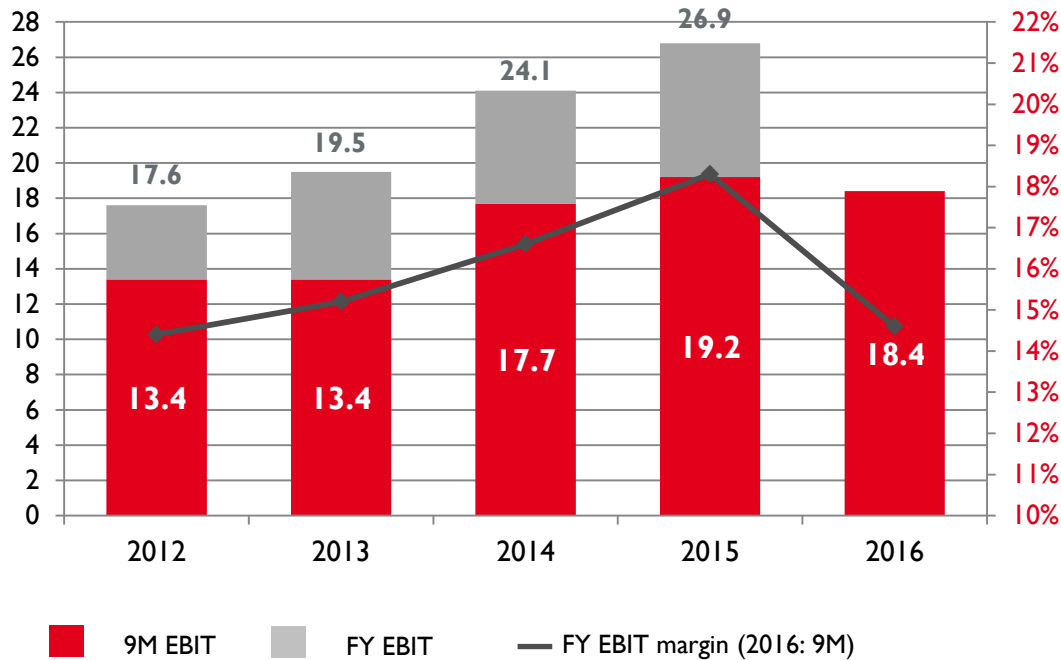
- +17.8% to € 126.3 million
- Significant contribution of Diatron and STRATEC Consumables
- Slower manufacturing ramp-ups due to limited customer menu at launch and incremental approval processes

EBIT & EBIT MARGIN

As of September 30, 2016

EBIT in € million

EBIT margin in %



EBIT margin affected by

- Lower margins at the new subsidiaries
- Hiring of staff in connection with numerous product developments
- Postponed benefits of scale
- Sales / earnings catch-up expected to slowly become effective after 2013 project cancellation

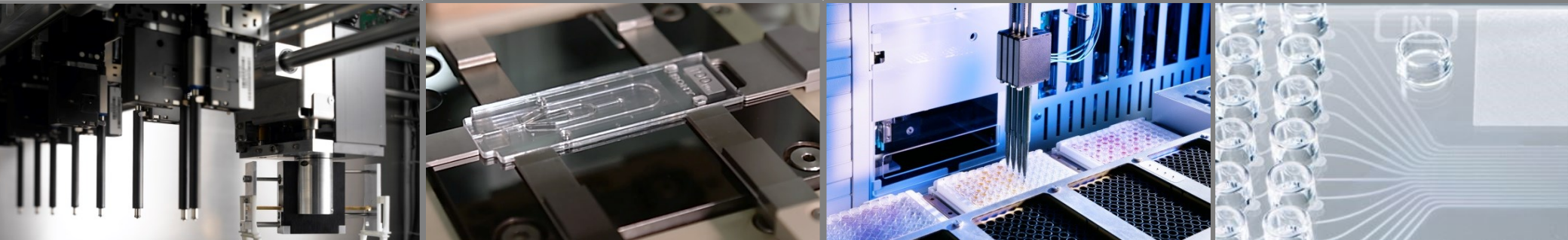
2016 figure adjusted for one-off items resulting from transaction activities and related reorganization expenses

FUTURE GROWTH



Focus in 2016 and beyond

- Finalize post merger integration process
- Improve profitability across business (benefits of scale driven by top-line growth)
- Further realize synergies through development activities across STRATEC businesses
- Expand role as developer and manufacturer of instruments, consumables and software
- Facilitate integration process of instrument and consumables for partners
- Achieve milestones & market launches
- Accelerate development and supply agreement execution



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

THANK **YOU**
FOR **YOUR**
ATTENTION!

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TICKER

Symbol:

SBS.DE

Bloomberg:

SBS:GR

Reuters:

SBSG.DE

ISIN:

DE000STRA555

WKN:

STRA55

THANK **YOU**
FOR **YOUR**
ATTENTION!

APPENDIX

STRATEC GROUP



KEY FIGURES AT A GLANCE

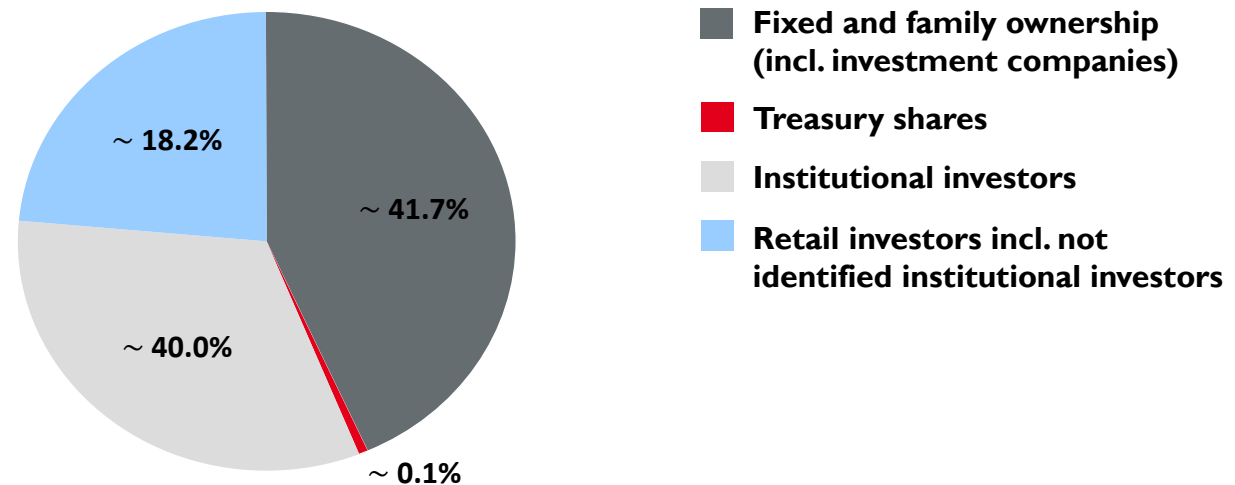
AS OF DECEMBER 31

IFRS (€ million)	2011	2012	2013	2014	2015
Sales	116.6	122.7	128.0	144.9	146.9
EBIT	21.8	15.6	19.5	24.1	26.9
EBIT margin (%)	18.7	12.7	15.2	16.6	18.3
Consolidated net income	15.3	12.5	15.5	19.8	22.1
Earnings per share (€)	1.32	1.06	1.32	1.68	1.87
Dividend per share (€)	0.55	0.56	0.60	0.70	0.75
No. of employees	503	533	546	544	583
Total assets	111.0	108.5	117.8	137.8	158.9
Equity ratio (%)	75.0	80.7	82.5	81.3	82.0
Free cash flow	8.3	0.4	13.5	32.9	17.3

SHAREHOLDER STRUCTURE & SHARE

SHAREHOLDER STRUCTURE

(as of: 12/31/2015)



SHARE

IPO

Capital increase

Number of shares

Share price (11/28/2016)

Market capitalization

Aug. 1998

< 10%, Mar. 2002

< 10%, Sep. 2005

11,859,120

€ 44.01

€ 522 million

INSTITUTIONAL SHAREHOLDERS

TOP 15 AS OF DECEMBER 2015

Holder Name	Holding
Allianz Global Investors Europe, GER	7.1 %
Threadneedle Asset Management, GBR	5.0 %
Montanaro Asset Management, GBR	4.8 %
OppenheimerFunds, USA	3.0 %
Financiere de l'Echiquier, FRA	2.9 %
BNP Paribas Investment Partners Belgium, FRA	2.8 %
ING Investment Management Advisors, NED	1.7 %
Skandinaviska Enskilda Banken, DEN	1.5 %
Norges Bank Investment Management, NOR	1.4 %
JPMorgan Asset Management, GBR	1.2 %
Comgest, FRA	0.9 %
Henderson Global Investors, GBR	0.8 %
Credit Suisse, SUI	0.6 %
Deutsche Asset & Wealth Management Investment, GER	0.6 %
Lupus alpha Asset Management, GER	0.5 %

ANALYST COVERAGE

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FINANCIAL CALENDAR 2016/2017

12/07/2016	Berenberg European Conference, Pennyhill, UK
04/11/2017	Publication of Annual Report 2016
05/03/2017	Publication of Quarterly Statement Q1 2017
05/24/2017	Annual General Meeting, Pforzheim, GER
07/25/2017	Publication of Half-yearly Financial Report H1 2017
10/26/2017	Publication of Quarterly Statement 9M 2017

Subject to confirmation and amendments