



Deutsche Bank's
42nd Annual Health Care
Conference

Boston

May 4, 2017

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.

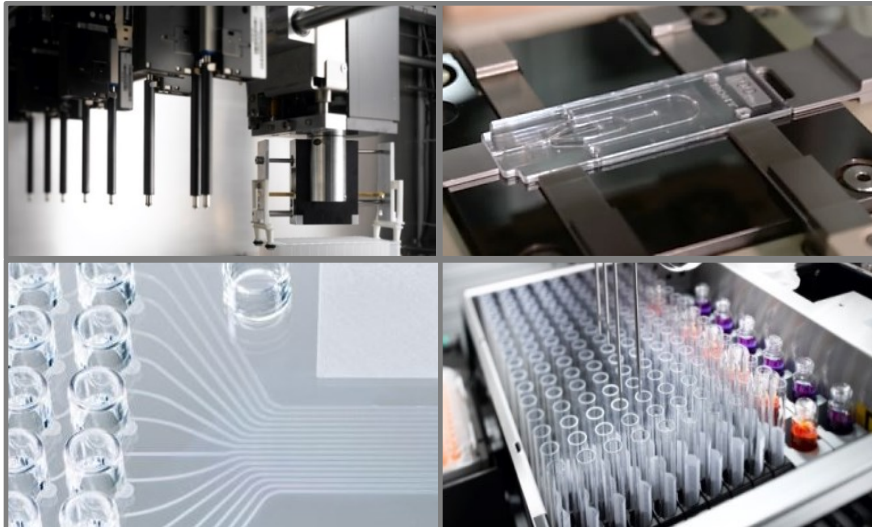
AGENDA

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

OVERVIEW AND BUSINESS MODEL



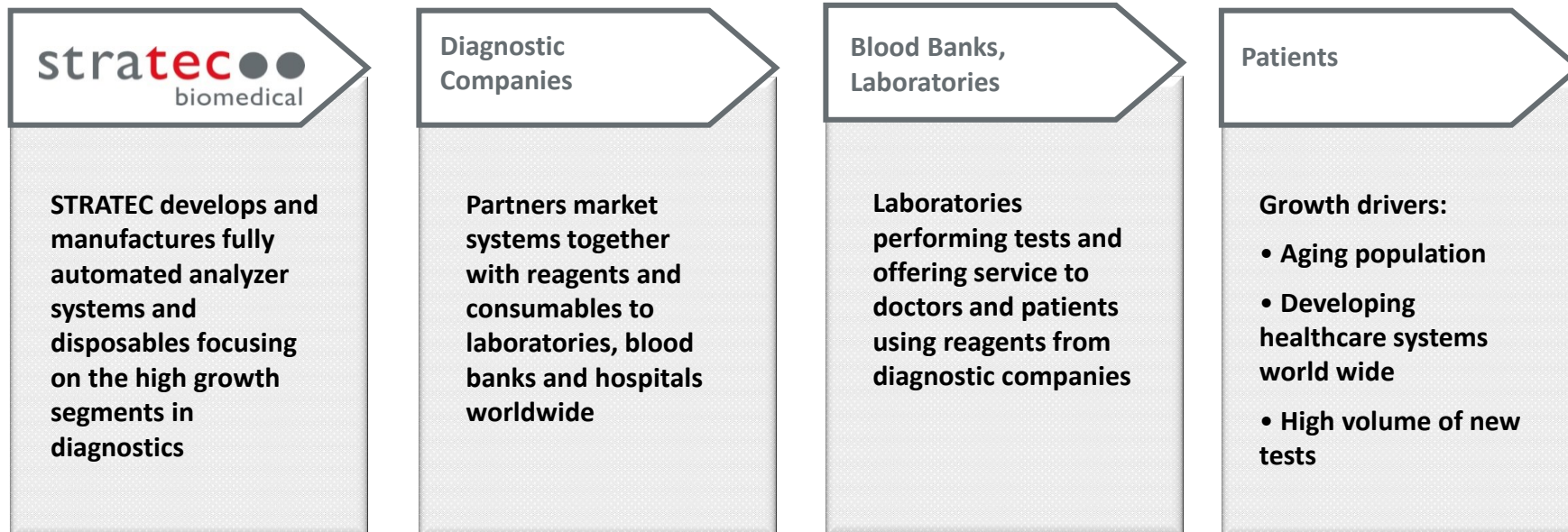
STRATEC AT A GLANCE



- Market leader in automation solutions for the diagnostics industry and translational research
- ~ 1.000 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 € 184.9 million in 2016
(CAGR revenues since IPO: ~18%)
- Revenue growth forecasted to € 205 - € 220 million in 2017
- 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 7,000 fully automated analyzer systems manufactured in 2016
- 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

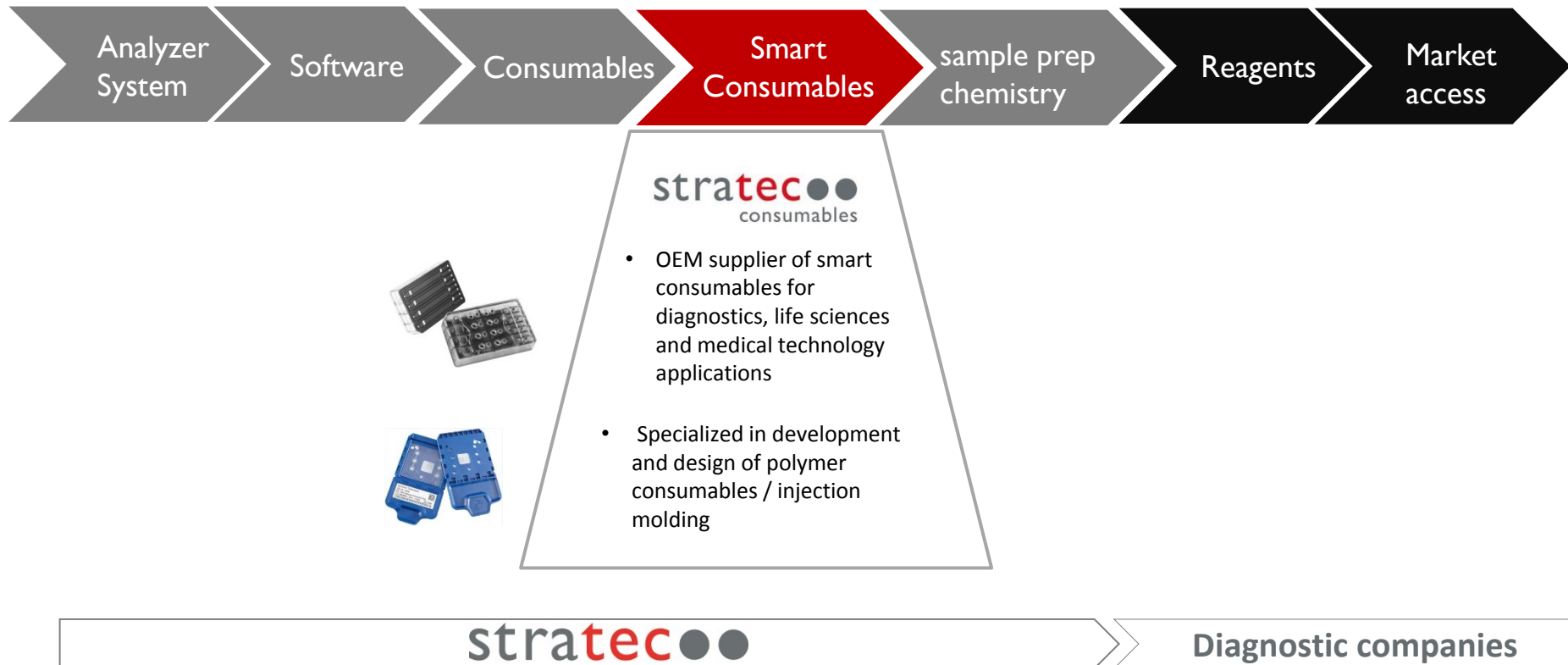


“PANTHER” for Hologic

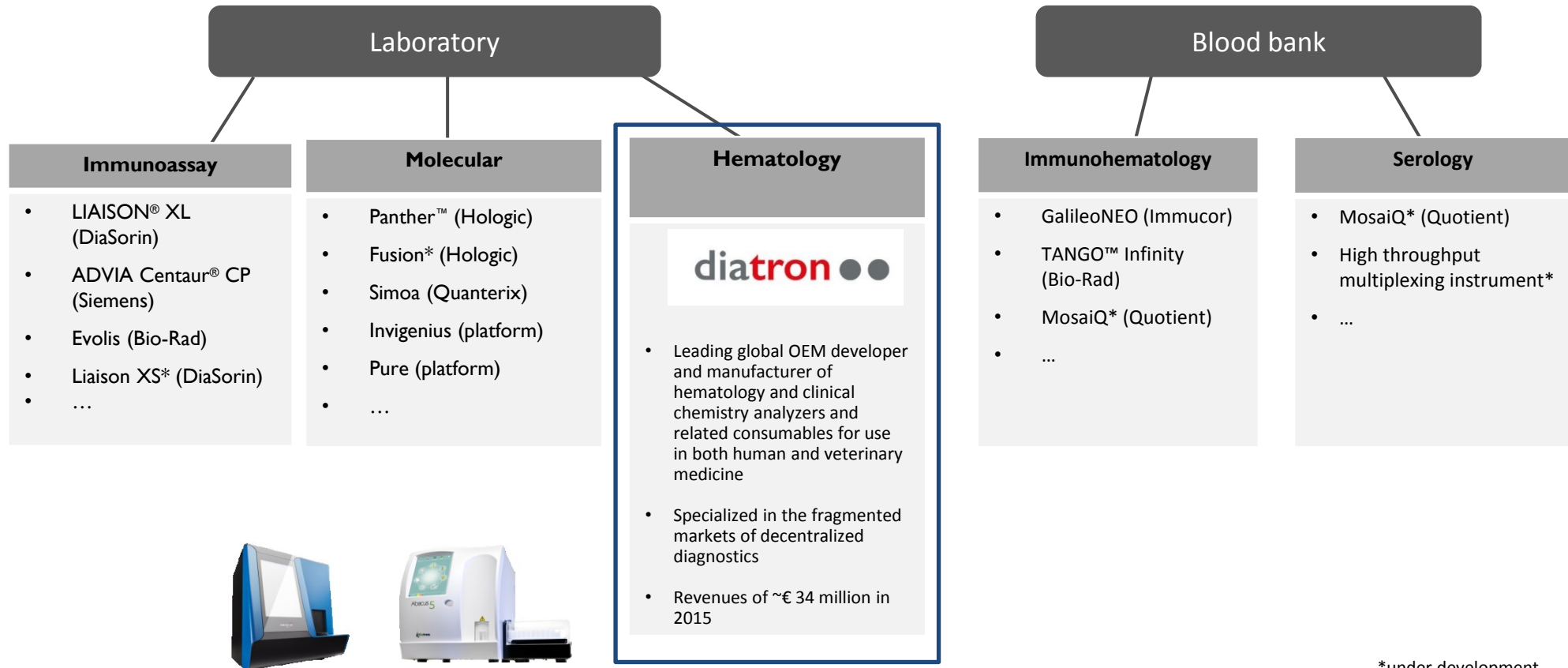


“LIAISON XL” for DiaSorin

EXPANDING THE LAB AUTOMATION VALUE CHAIN



DIATRON – EXPANDING THE VALUE CHAIN

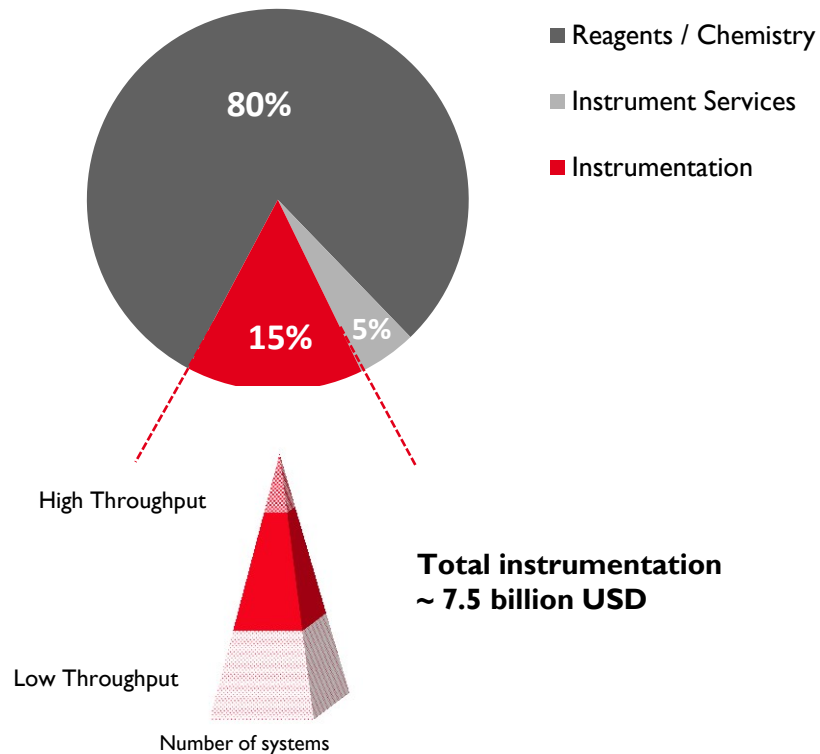


THE IVD MARKET

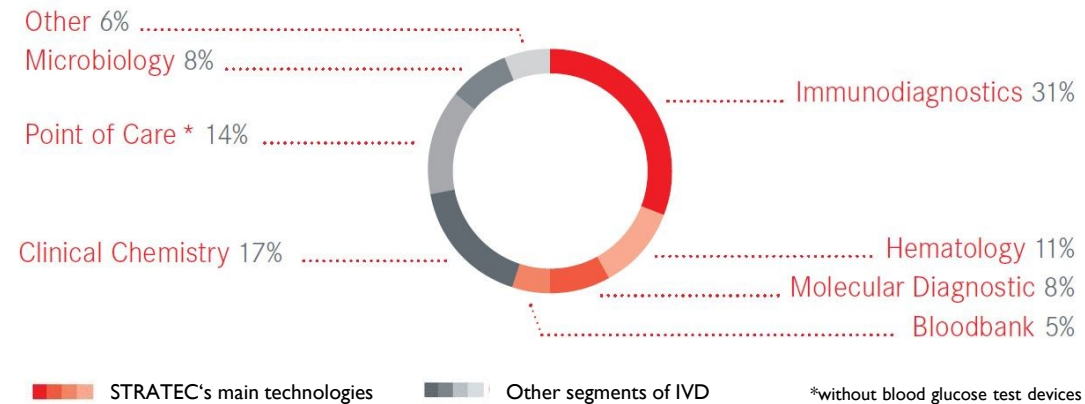


IVD MARKET SEGMENTS / IVD Market: ~ 50 billion USD in 2015

Market by product type



Market by sector



CAGR 2013 - 2018:

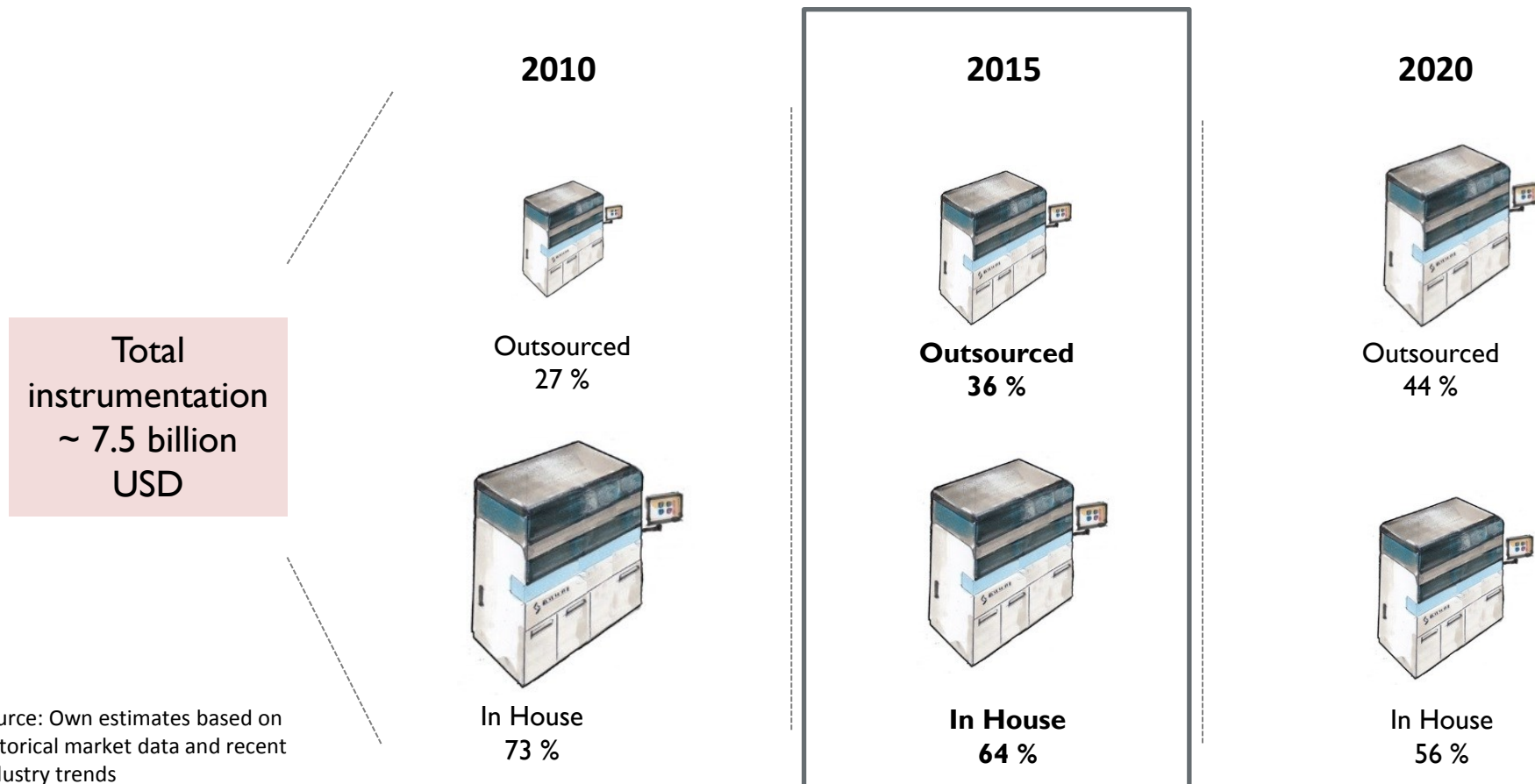
IVD Market: 4%

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 as of December 31

(in € million)	2016	2015	Change
Sales	184.9	146.9	+25.9
Adjusted EBITDA	38.7	34.2	+13.1
Adjusted EBITDA margin (%)	20.9	23.3	-240 bps
EBIT ¹	32.3	26.9	+20.1
EBIT margin (%) ¹	17.5	18.3	-80 bps
Cons. net income ²	25.4	22.1	+14.9%
Earnings per share (€) ²	2.14	1.87	+14.4%

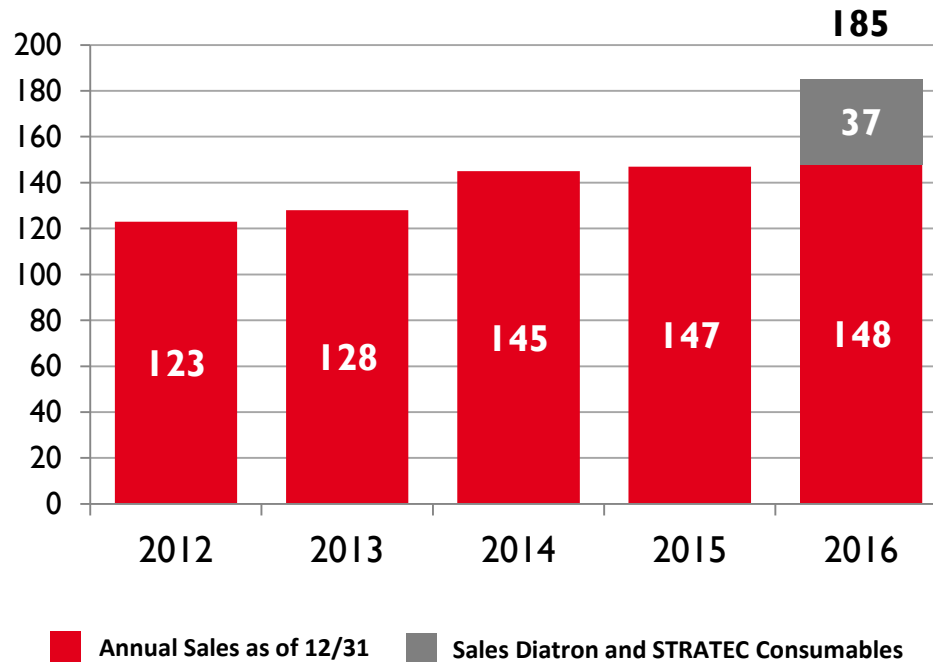
¹ 2016 figure adjusted for one-off items resulting from transaction activities and related reorganization expenses

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

As of December 31

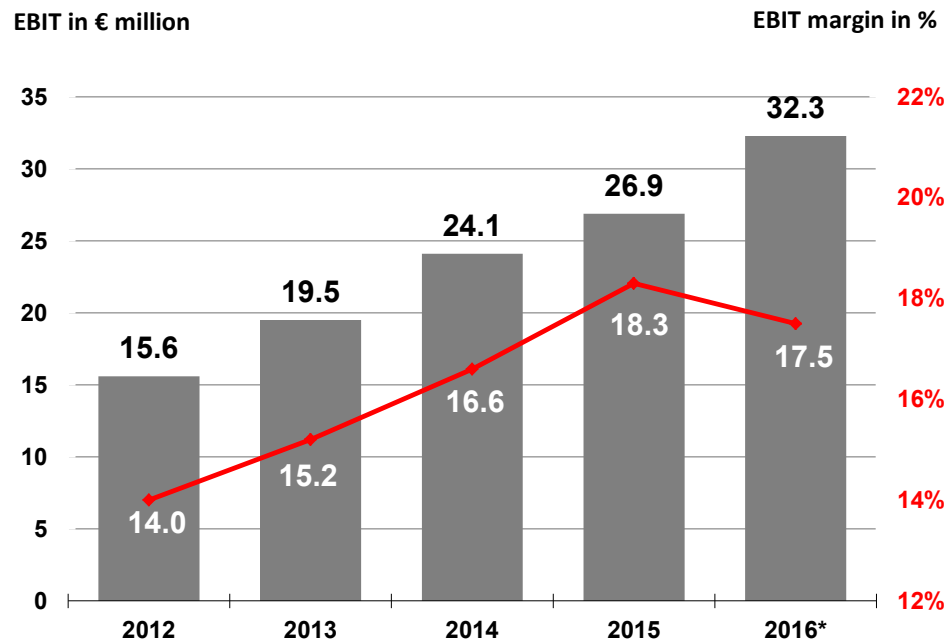
Sales in € million



- 2016: +25.9% to € 184.9 million
 - Organic: €148.1 million (+0.8%)
- Growth driven by:
 - Service parts business
 - Development projects
 - Diatron and STRATEC Consumables

EBIT & EBIT MARGIN

As of December 31, 2016



EBIT margin at 17.5%* (2015: 18.3%)

- Organic adjusted EBIT-margin at 19.3%
- Positive service parts contribution

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

EBIT adjustments

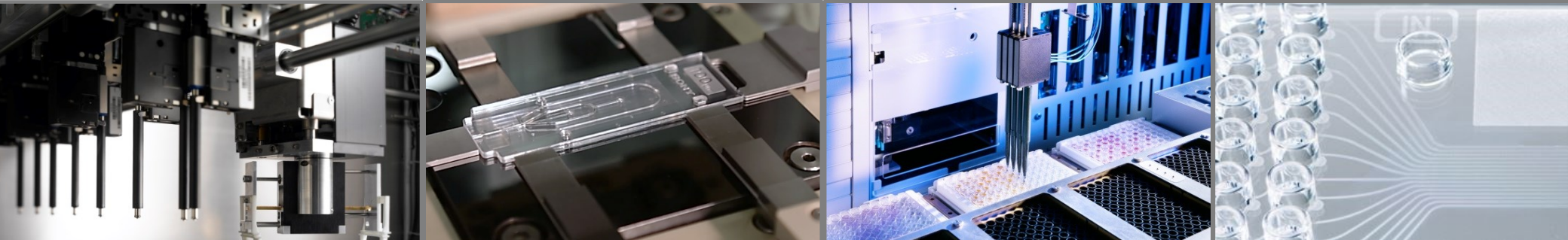
€ 000s	01.01. – 12.31.2016
Adjusted EBIT	32,273
Adjustments	
Expenses due to company acquisitions	-1,199
Internal integration expenses	-389
Recognition of hidden reserves in inventories less reversal of an onerous contract	-823
PPA amortization	-4,807
Reorganization expenses	-851
EBIT	24,204

FUTURE GROWTH



FOCUS IN 2017 AND BEYOND

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



FINANCIAL GUIDANCE

- Sales guidance for 2017: €205 million to €220 million
- Organic double digit top line growth in 2017
- Profitability in 2017 on a broadly stable level
- Guidance to be updated with H1 results in July 2017

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TICKER

Symbol:

SBS.DE

Bloomberg:

SBS:GR

Reuters:

SBSG.DE

ISIN:

DE000STRA555

WKN:

STRA55

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

APPENDIX

KEY FIGURES AT A GLANCE

AS OF DECEMBER 31

IFRS (€ million)	2012	2013	2014	2015	2016
Sales	122.7	128.0	144.9	146.9	184.9
EBIT	15.6	19.5	24.1	26.9	32.3 ¹
EBIT margin (%)	12.7	15.2	16.6	18.3	17.5 ¹
Consolidated net income	12.5	15.5	19.8	22.1	25.4 ²
Earnings per share (€)	1.06	1.32	1.68	1.87	2.14 ²
Dividend per share (€)	0.56	0.60	0.70	0.75	0.77
No. of employees	533	546	544	583	976
Total assets	108.5	117.8	137.8	158.9	258
Equity ratio (%)	80.7	82.5	81.3	82.0	55.7
Free cash flow	0.4	13.5	32.9	17.3	-70.4

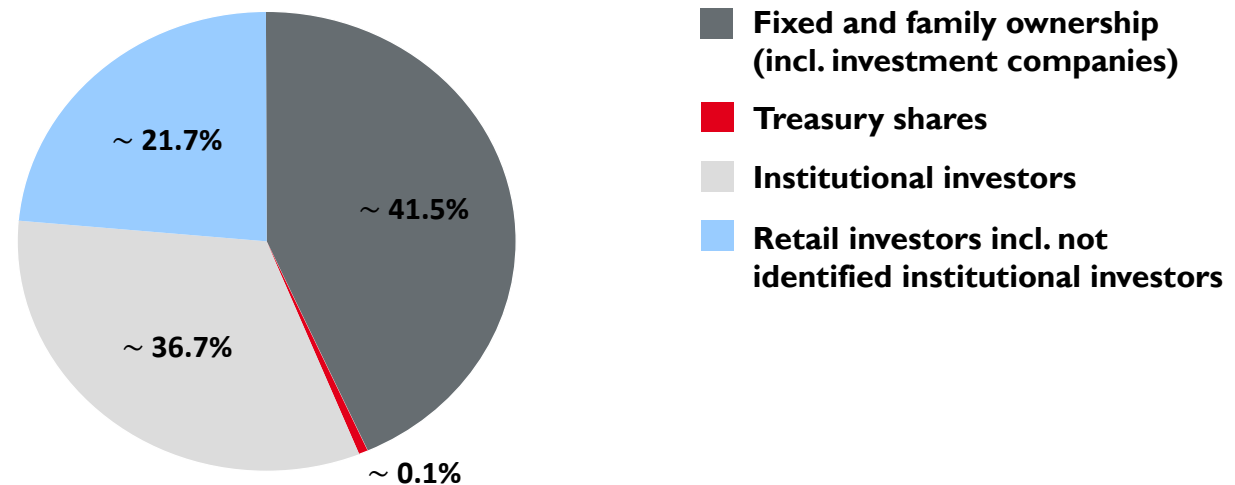
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SHAREHOLDER STRUCTURE & SHARE

SHAREHOLDER STRUCTURE

(as of: 11/30/2016)



SHARE

IPO

Capital increase

Number of shares

Share price (04/26/2017)

Market capitalization

Aug. 1998

< 10%, Mar. 2002

< 10%, Sep. 2005

11,860,995

€ 53.30

€ 632 million

INSTITUTIONAL SHAREHOLDERS

TOP 15 AS OF NOVEMBER 30, 2016

Holder Name	Holding
OppenheimerFunds, USA	5.2 %
Allianz IARD, FRA	5.1 %
Columbia Threadneedle Investments, GBR	5.0 %
Montanaro Asset Management, GBR	2.8 %
BNP Paribas Investment Partners Belgium, FRA	2.5 %
Deutsche Asset Management Investment, GER	2.5 %
Juno Investment Partners, NED	1.6 %
Comgest, FRA	1.2 %
Wellington Management Company, USA	1.1 %
Lupus alpha Asset Management, GER	1.1 %
Schroder Investment Management North America, USA	1.0 %
Amundi Asset Management, FRA	0.7 %
Credit Suisse, SUI	0.6 %
Royce & Associates, USA	0.5 %
BlackRock Asset Management Deutschland, GER	0.5 %

ANALYST COVERAGE

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FINANCIAL CALENDAR 2016/2017

05/04/2017	Publication of Quarterly Statement Q1 2017
06/14/2017	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