

MAKE THE
INVISIBLE
**VISI
BLE**

KEPLER CHEUVREUX DIAGNOSTICS DAY

November 23, 2021

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.

OVERVIEW AND BUSINESS MODEL

STRATEC AT A GLANCE

- Leading OEM player for automation solutions for the diagnostics industry and translational research
- Three decades of experience in highly regulated healthcare markets and growing technology pool
- Around 1.400 employees worldwide
 - Around 50% allocable to R&D
- Production sites in Germany (HQ), Switzerland, Hungary and Austria
- High number of systems installed globally
 - More than 13,000 medium to high throughput systems
 - More than 25,000 low throughput systems
- Sales of € 250.1 million in 2020
 - CAGR sales since IPO in 1998: ~15%
- Dividend payments raised over 17 consecutive years

SELECTED PRODUCTS



STRATEGIC PILLARS

STRATEGIC PRIORITIES

- Focus on high growth areas and segments
- Boost expertise and technology portfolio

Enable customers and STRATEC to grow above market average

Expand product/value offering

- Organically and via M&A transactions
- Without entering into competition to partners

- Utilize tailwind from increasing complexity
- Expand smart consumables business

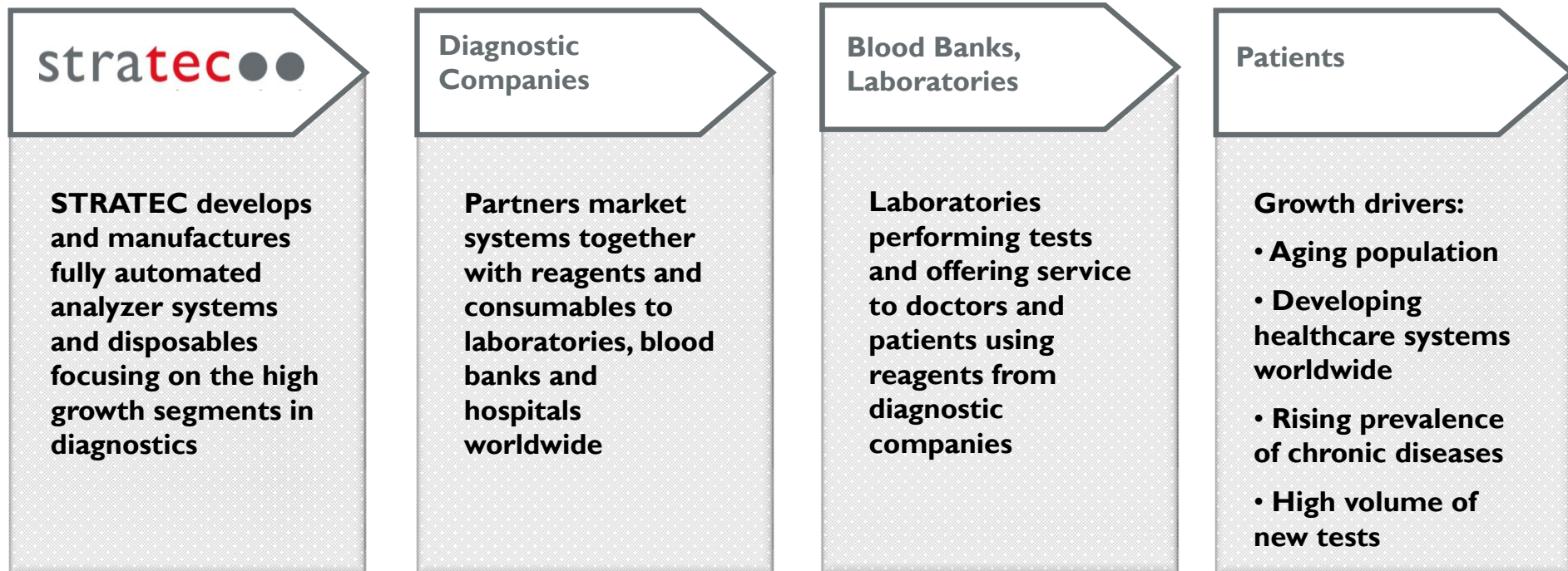
Increase proportion of recurring revenues

Drive customer diversification

- Utilize extended platform offering
- Extend components business
- New markets (e.g. veterinary, translational research)

MARKET POSITION

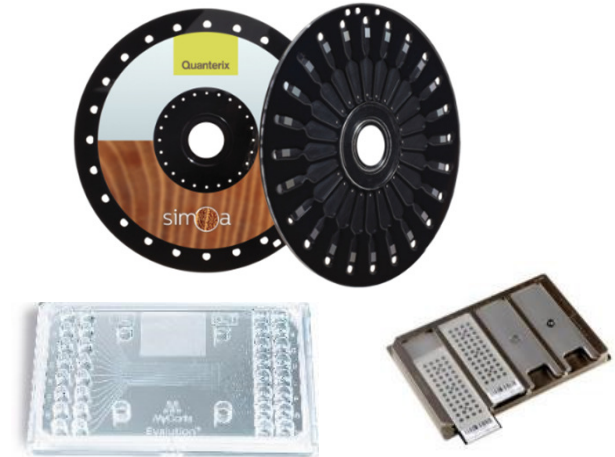
TECHNOLOGICAL DRIVEN MARKET POSITION IN THE IVD VALUE CHAIN



CURRENT TECHNOLOGY FOCUS

• Smart Consumables

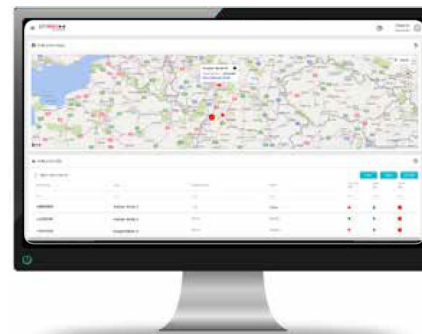
- Macro-, micro-, nano-structured and multi-layer polymer parts
- Important for many high growth applications, methods and formats (eg oncology, brain diseases, multiplexing, digital PCR, Point-of-Care)
- Extensive production know-how required and available



• MDx Multiplexing



• Digitalisation / IOT



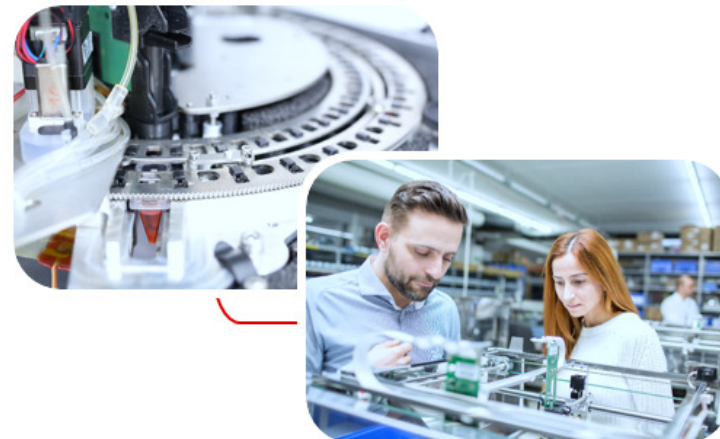
KEY CHALLENGES

COMPANY SPECIFIC

- Still tense and distorted supply chains
- Drive diversification
- Transition to post-pandemic priorities
- Execute well filled deal and development pipeline
- Intensified M&A activity within the entire industry

INDUSTRY WIDE

- Transition of installed bases to post pandemic needs
- COVID volume the unknown known
- Transferring esoteric menus into screening and applications closer to the point of use



COVID-19-UPDATE

CURRENT AND LONGER-TERM DYNAMICS

Several STRATEC customers are at the forefront of containing the COVID-19 pandemic

- Significant proportion of genetic COVID-19 testing is performed on systems developed and manufactured by STRATEC
- Additional demands for immunoassay solutions due to antibody screening and lab-based antigen tests
- Significantly increased installation base set to drive higher demand for Service & Parts & Consumables business
- Replacement potential triggered by elevated utilization levels of installed base

Expected longer-term dynamics:

- Improved perception of IVD methods and further increase in STRATEC brand awareness
- Allocation of research budgets into infectious diseases
- Growth in all throughput classes (eg renaissance of decentralized testing capacities)
- Increased and sustainable public investments in healthcare infrastructures
- Sustainable additional testing demand (eg treatment requires testing, Long COVID, respiratory panels, other screening tests)
- Increased penetration of Point-of-Care in specific areas (differentiated approach required)

SOCIAL CORPORATE RESPONSIBILITY

SELECTION OF ESG TOPICS AND LATEST ACHIEVEMENTS

- Challenges of COVID-19 pandemic successfully managed
 - Employee health top priority (new shift system, extended options for remote working, increased working hours flexibility, early and strict travel restrictions)
 - Business continuity (supply chain, production, logistics, development and business operations)
- Strong commitment to combat climate change
 - Science based reduction target (SBT) in line with Paris agreement to limit global warming to significantly less than 2.0°C
→ **30% absolute reduction of scope 1 and 2 emissions by 2030 (versus 2019)**
 - In addition, 100% compensation of unavoidable Scope 1 and 2 emissions (certified emission reduction projects)
- Employer attractiveness and talent management
 - Further employee surveys conducted in 2020
 - Roll-out of new group-wide talent development program
- UN Global Compact signed in August 2021
 - Further alignment of strategies and operations to the Ten Principles of the UN Global Compact on human rights, labor, environment and anti-corruption

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THANK YOU
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