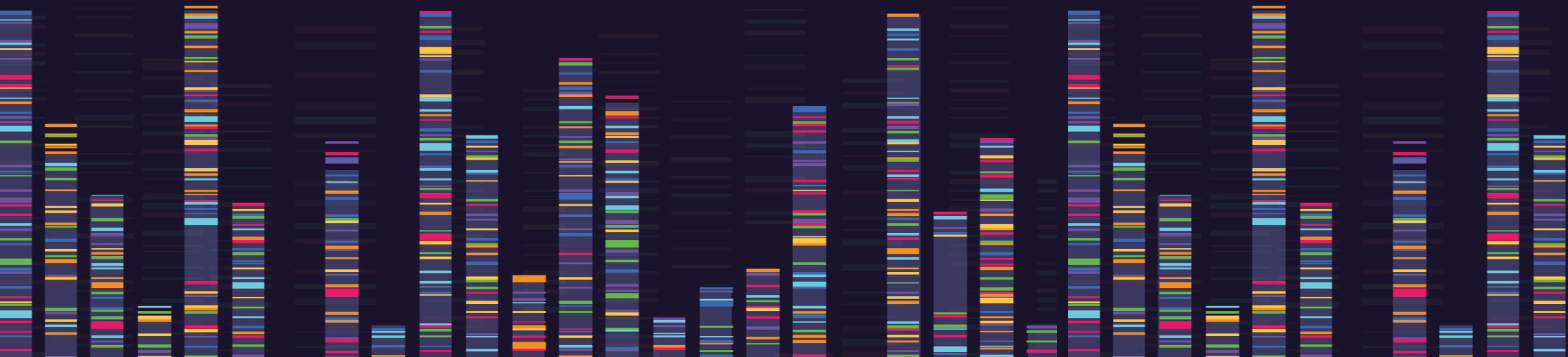


HI 2024 FINANCIAL RESULTS

Birkenfeld – August 9, 2024

ALL ON THE RADAR



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

1. HI 2024 AT A GLANCE
2. FINANCIAL REVIEW
3. OUTLOOK
4. Q&A
5. APPENDIX

HI 2024 AT A GLANCE

- Noticeable **improved business dynamics** in the **second quarter** (sales **+5.3%** at constant currency) despite **postponement of some system deliveries** to the **second half of the year**
- **Efficiency measures** and **structural improvements** taking effect: H1/2024 adjusted **EBIT margin** up by **260 bps yoy to 8.2%** → margin in **Q2/2024** at **9.6%**
- **Concluding development milestone** for customer **products** in the field of **transfusion diagnostics** reached
- **Well-filled development pipeline** and **promising negotiations** for **additional development cooperations**
- **Confirmation** of full year **2024 guidance**

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FINANCIAL REVIEW

FINANCIALS AT A GLANCE¹

€ 000s	HI/2024	HI/2023	Change	Q2/2024	Q2/2023	Change
Sales	119,076	125,006	-4.7% (cc: -4.9%)	68,205	64,528	+5.7% (cc: +5.3%)
Adjusted EBITDA	17,318	13,897	+24.6%	10,473	6,605	+58.6%
Adjusted EBITDA margin (%)	14.5	11.1	+340 bps	15.4	10.2	+520 bps
Adjusted EBIT	9,715	6,965	+39.5%	6,570	3,149	+108.6%
Adjusted EBIT margin (%)	8.2	5.6	+260 bps	9.6	4.9	+470 bps
Adjusted consolidated net income	5,479	4,060	+35.0%	4,253	1,927	+120.7%
Adjusted basic earnings per share (in €)	0.45	0.33	+36.4%	0.35	0.15	+133.3%
Basic earnings per share IFRS (in €)	0.32	0.20	+60.0%	0.29	0.09	+222.2%

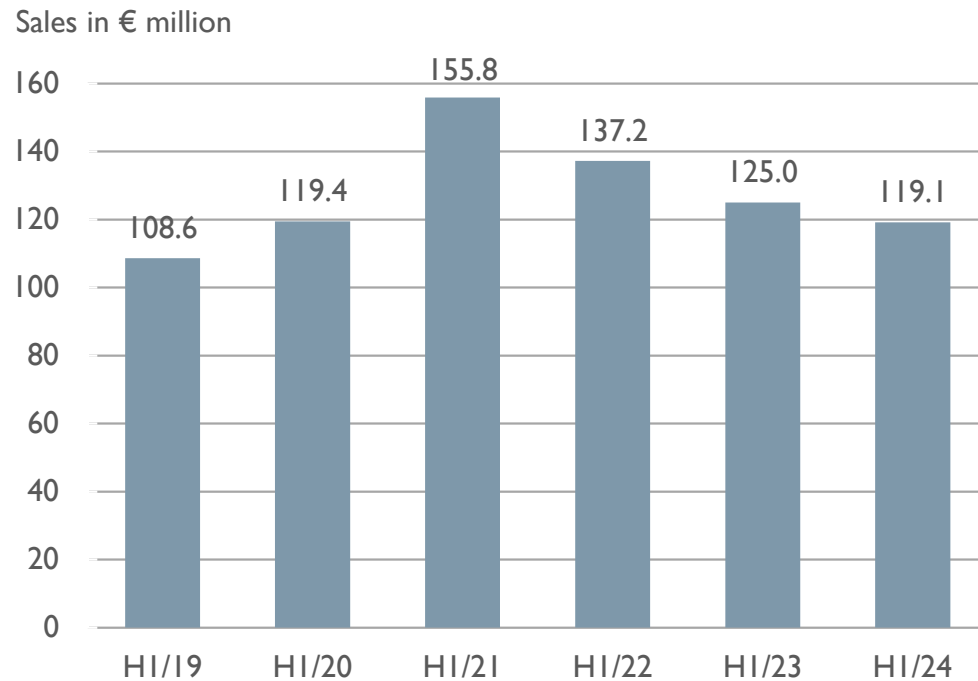
bps = basis points

cc = at constant currency

¹ To facilitate comparison, figures have been adjusted to exclude amortization resulting from purchase price allocations in the context of acquisitions and other non-recurring items (including advisory expenses and restructuring expenses relating to M&A activities, as well as one-off personnel expenses).

FINANCIAL REVIEW

SALES HI/2024



As of June 30

HI/2024 down by 4.9% yoy at constant currency to € 119.1 million¹

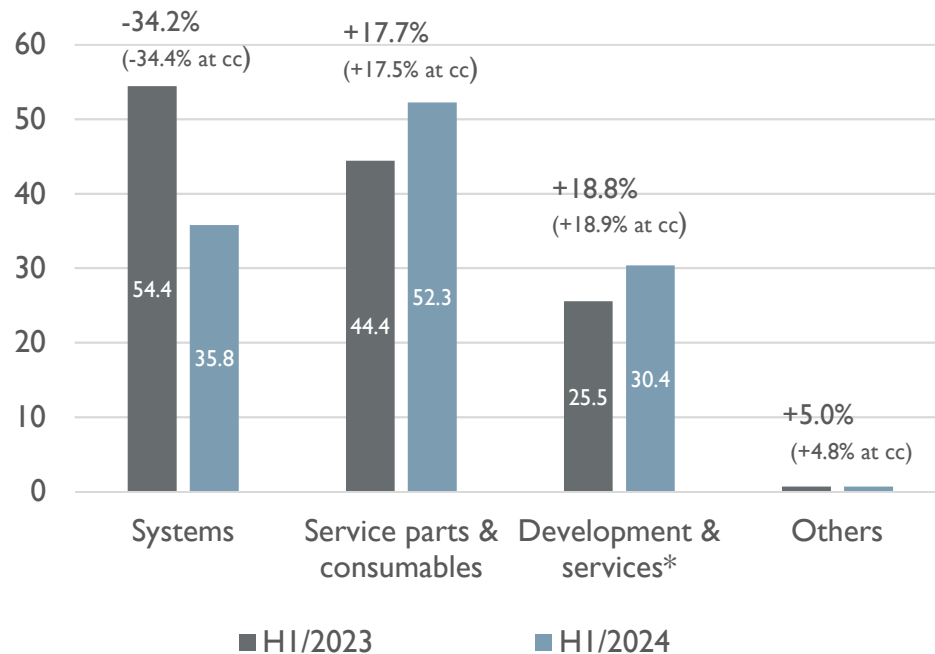
- (-) Lower pandemic-related demand for molecular diagnostics solutions
- (-) Flatter than expected ramp-up phase of recently launched MDx product
- (-) Some system deliveries, originally expected for Q2, have been postponed to the second half of the year
- (+) Healthy demand for service parts and consumables
- (+) Significant progress within development projects and corresponding revenue recognition

¹ € 6.8 million from acquisition of Natech Group

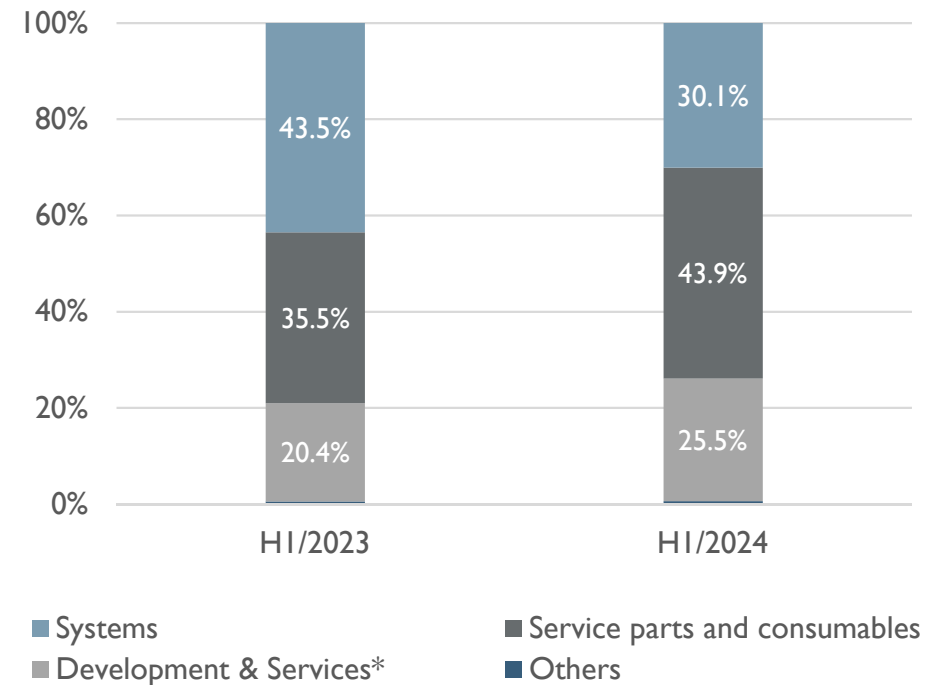
FINANCIAL REVIEW

SALES BY OPERATING DIVISIONS HI/2024

Sales in € million



In % of total sales



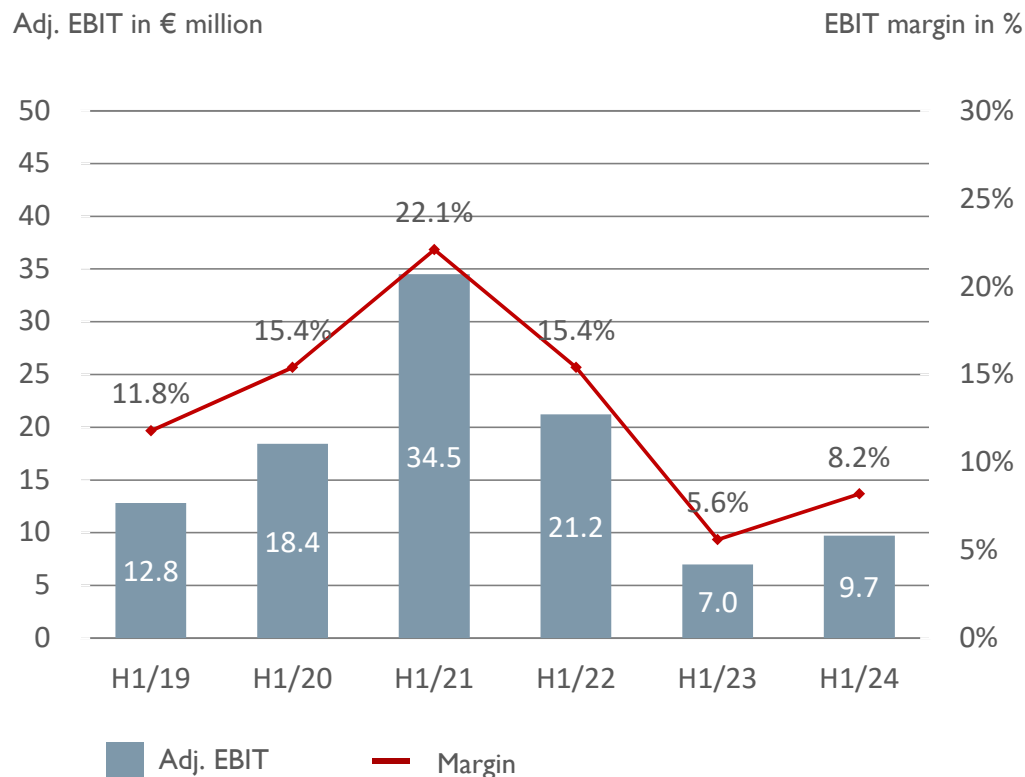
cc = at constant currency

As of June 30

*including pre-series systems and all earlier generations

FINANCIAL REVIEW

ADJUSTED EBIT AND EBIT MARGIN H1/2024



As of June 30

Adjusted EBIT margin up by 260 bps yoy to 8.2% versus 5.6% in the prior year period

- (+) Efficiency measures and structural changes taking effect
- (+) Revenue mix → high share of service parts and consumables sales
- (+) Currency translation effects
- (-) Negative economies of scale
- (-) Still room for improvement for product mix within systems business

FINANCIAL REVIEW

CASH FLOW AND NET DEBT

€ 000s	HI/2024	HI/2023	Change
Cash flow – operating activities	17,381	3,934	+341.8%
Cash flow – investment activities	-8,773	-8,915	nm
Cash flow – financing activities	-11,627	28,536	nm
Free cash flow	+8,608	-4,981	nm

€ 000s	HI/2024	FY/2023	Change
Cash	30,161	33,532	-10.1%
Equity ratio (%)	50.9	50.0	+90 bps
Net debt	119,907	118,180	+1.5%

- Significantly improved cash flow dynamics on the back of rising profitability and reduced trade receivables position; but still inflated inventory levels
- Investment ratio¹ at 7.3% of sales versus 7.1% in HI/2023 → in-line with full year target corridor of 6.0% to 8.0%
- Net debt / LTM EBITDA of 2.7x

¹ Total investments in intangible and tangible assets in % of sales

LTM = Last twelve months

AGENDA

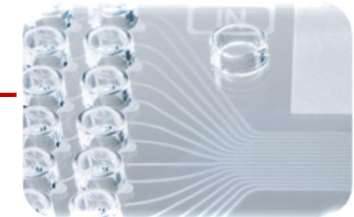
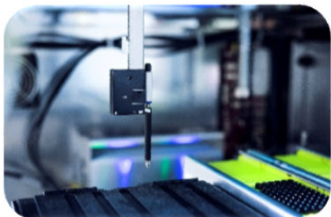
1. HI 2024 AT A GLANCE
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OUTLOOK

FINANCIAL GUIDANCE FOR FISCAL YEAR 2024

Confirmed

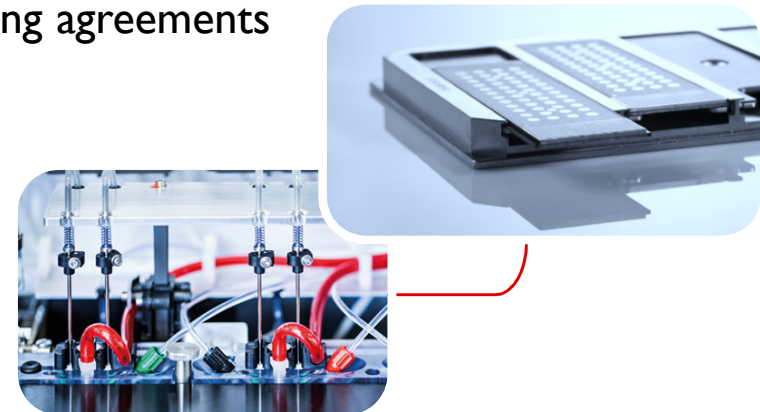
- Sales expected to remain stable or to grow slightly compared with the previous year on a constant-currency basis
- Adjusted EBIT margin of around 10.0% to 12.0% (2023: 10.3%)
- Investments in tangible and intangible assets combined of around 6.0% to 8.0% of sales (2023: 6.7%)



OUTLOOK

FOCUS IN 2024 AND BEYOND

- Maintaining cost discipline throughout the company given earnings improvement measures implemented
 - Reaching pre-pandemic efficiency levels e.g. due to efficiency gains and structural measures established in supply chain
- Continue to grow footprint in selected life science segments with shorter time to market and/or other market mechanics
- Manage and process M&A opportunities according to external growth and diversification strategy
- Execute deal pipeline regarding new development and manufacturing agreements
- Accelerate recognition of synergy potential with Natech Group



Q&A

QUESTIONS & ANSWERS

APPENDIX

ADJUSTMENTS HI/2024

EBIT

€ 000s	HI/2024	HI/2023
Adjusted EBIT	9,715	6,965
Adjustments:		
PPA amortization	-1,871	-1,256
Other ¹	-120	-937
EBIT	7,724	4,772

¹ Including advisory expenses and restructuring expenses relating to M&A activities, as well as one-off personnel expenses

Consolidated net income

€ 000s	HI/2024	HI/2023
Adjusted consolidated net income	5,479	4,060
Adjusted earnings per share in € (basic)	0.45	0.33
Adjustments:		
PPA amortization	-1,871	-1,256
Other ¹	-120	-937
Taxes on income	434	547
Consolidated net income	3,922	2,414
Earnings per share in € (basic)	0.32	0.20

¹ Including advisory expenses and restructuring expenses relating to M&A activities, as well as one-off personnel expenses

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THANK YOU
FOR YOUR
ATTENTION