

# HI 2017 Financial Results

as of June **30, 2017**

Conference Call  
July 25, 2017

# SAFE HARBOR STATEMENT

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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.

1. **Highlights of the first six months of 2017**
2. Financials
3. Outlook & Focus

## HIGHLIGHTS H1/2017

- Revenues increased by 29.1% to € 100.7 million
- Adjusted EBIT margin at 12.8 %
  - organic adjusted EBIT margin in H1 at 16.0%
- Several product launches by customers
- Presentation of new “KleeYa” and “Aquila” platforms at AACCC 2017
- Further expansion in workforce due to extensive development activities

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## FINANCIALS AT A GLANCE

### Key figures after the first six months

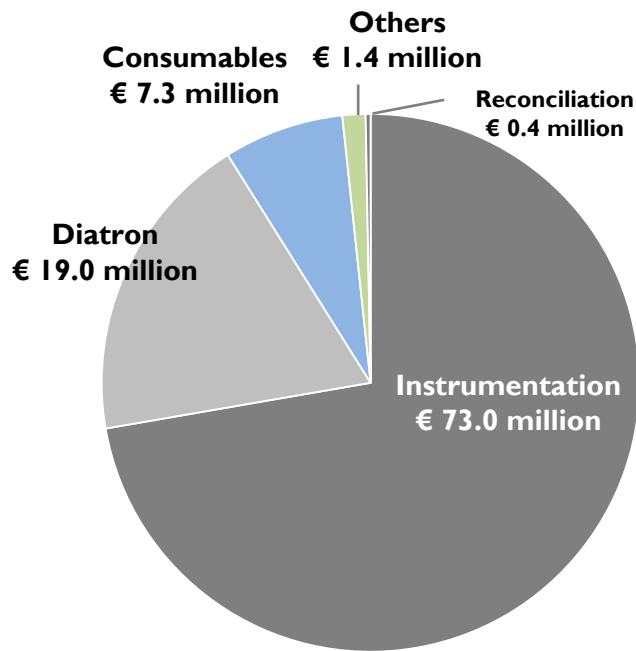
(€ million)	June 30, 2017	June 30, 2016	Change
Sales	100.7	78.0	<b>+29.1%</b>
EBITDA <sup>1</sup>	16.5	15.2	<b>+8.8%</b>
EBITDA margin (%) <sup>1</sup>	16.4	19.4	<b>-300 bps</b>
EBIT <sup>1</sup>	12.9	12.6	<b>+1.9%</b>
EBIT margin (%) <sup>1</sup>	12.8	16.2	<b>-340 bps</b>
Cons. net income <sup>1</sup>	9.9	10.3 <sup>2</sup>	<b>-3.5%</b>
Earnings per share (€) <sup>1</sup>	0.84	0.87 <sup>2</sup>	<b>-3.4%</b>

<sup>1</sup> Figures adjusted for effects from acquisition activities

<sup>2</sup> Additionally adjusted for non-recurring items arising from the 2016 external tax audit for the assessment periods from 2009 to 2013

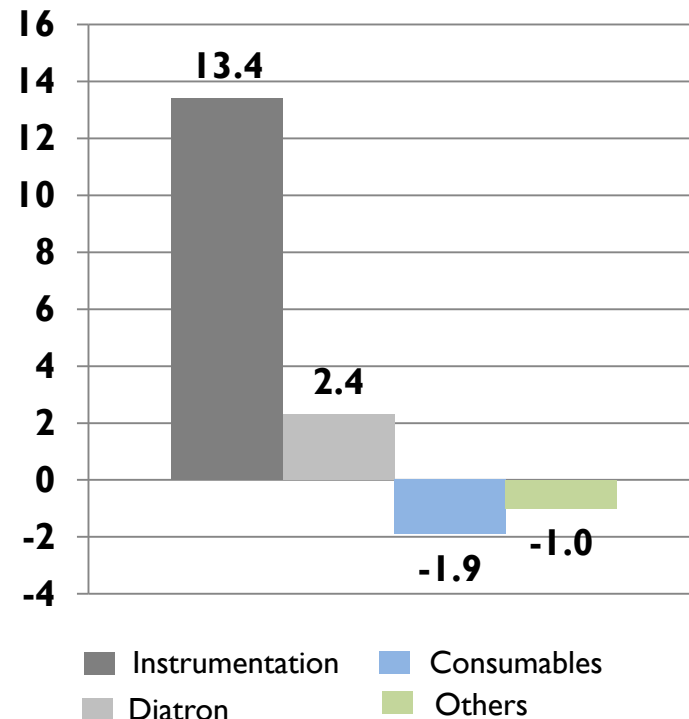
# SALES / EBIT BY SEGMENT

Sales: € 100.7 million



Adjusted EBIT: € 12.9 million

EBIT in € million



## Adjustments as of June 30, 2017

### EBIT

€ 000s	01.01.–06.30.2017
<b>Adjusted EBIT</b>	12,862
<b>Adjustments</b>	
• Expenses incurred in connection with transactions and associated restructuring expenses	-489
• Scheduled amortization (PPA)	-3,727
<b>EBIT</b>	8,646

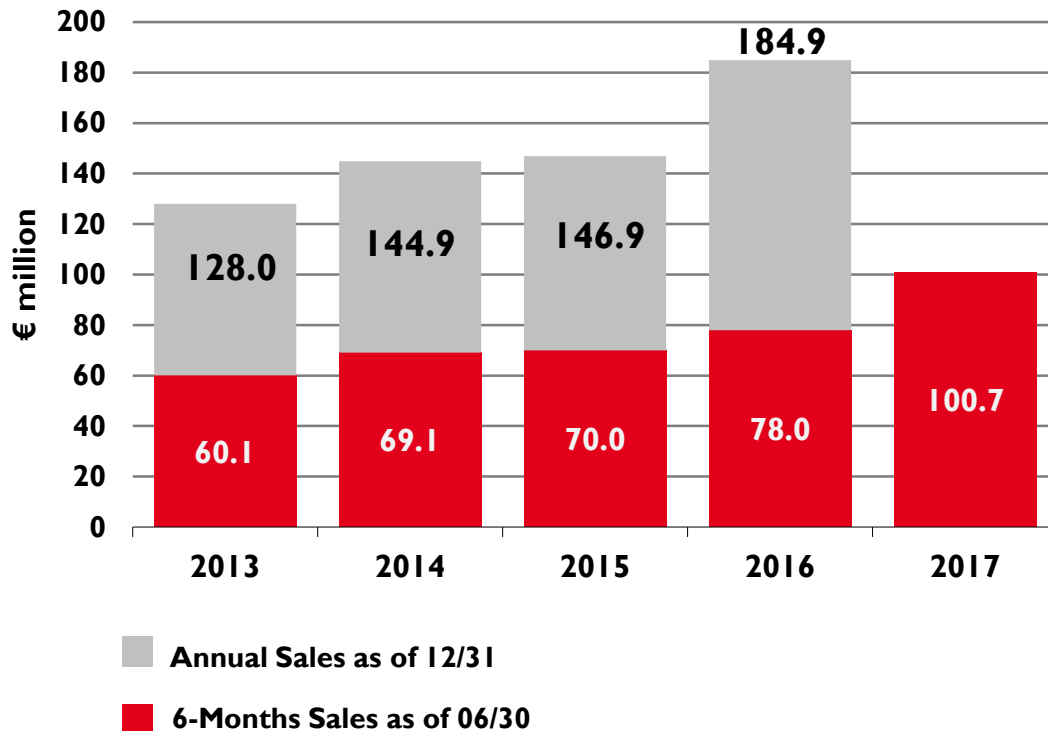
### Consolidated net income

€ 000s	01.01. – 06.30.2017
<b>Adjusted consolidated net income</b>	9,948
<b>Adjusted earnings per share in €</b>	0.84
<b>Adjustments</b>	
• Expenses incurred in connection with transactions and associated restructuring expenses	-489
• Scheduled amortization (PPA)	-3,727
• Financing expenses due to company acquisitions	-371
• Deferred tax expenses	236
• Deferred tax income	617
<b>Consolidated net income</b>	6,215
<b>Earnings per share in €</b>	0.52



# SALES

## 6-Months Sales compared to Annual Sales

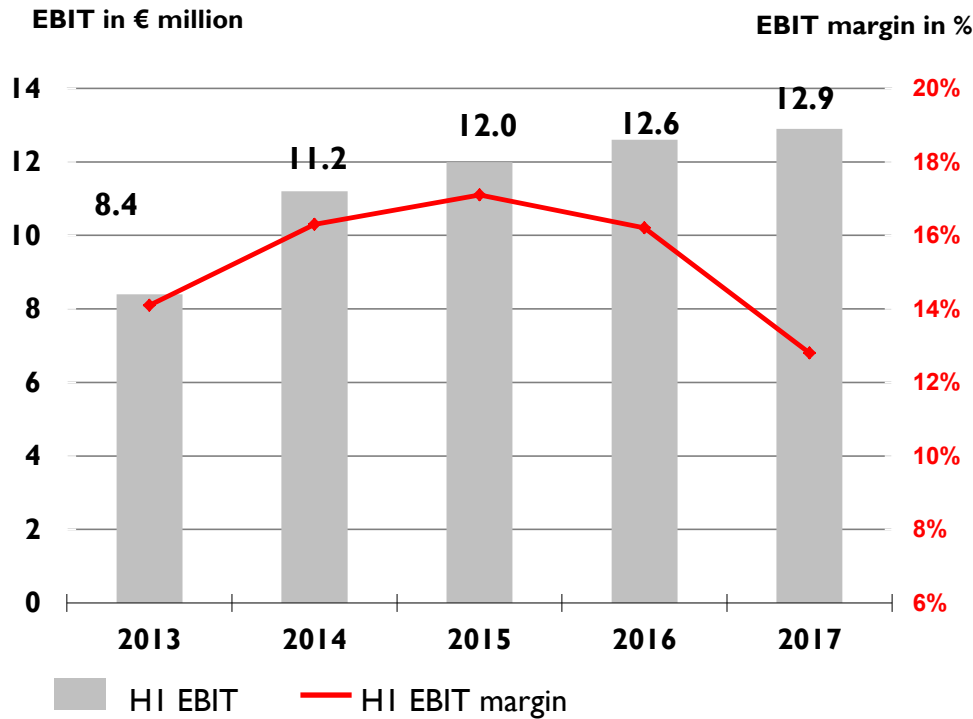


### H1/2017 Sales

- +29.1% to € 100.7 Mio.
- Diatron & STRATEC Consumables :  
€ 25.1 Mio. in H1/2017

# EBIT & EBIT MARGIN

As of June 30



EBIT margin at 12.8%

- H1/2017 organic: 16.0 %
- Dilution through acquisitions
- Recovery expected for FY 2017

Figures adjusted for effects from acquisition activities

## OUTLOOK PROFITABILITY

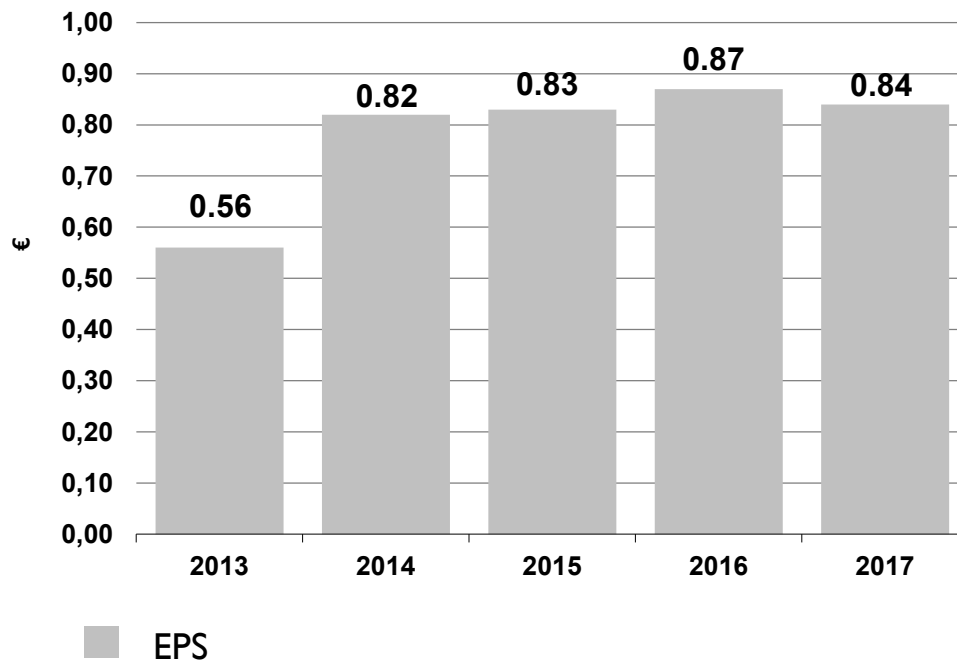
- STRATEC Consumables expected to pick up in second half
- Expansion of manufacturing depth
- Increase in gross margin through product mix
- Decline in material intensive launch support activities

### Mid-Term expectation

- Constant margin development forecasted
- Mid-term profitability planned to increase – winning new contracts will soften positive effects

## EARNINGS AFTER SIX MONTHS

Earnings per share as of June 30



- Adjusted EPS at € 0.84 (H1/2016: € 0.87)
- Adjusted H1 tax rate at 23.5% (H1/2016: 16.2%)
- Dividend pay out per share at € 0.77 (previous year: € 0.75)

Figures adjusted for effects from acquisition activities

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## STRATEC – FINANCIAL GUIDANCE

- Sales guidance for 2017: € 205 million to € 220 million
  - sales expected to significantly exceed the lower end of this range
- Organic double digit top line growth in 2017
- Profitability in 2017 on a broadly stable level

### FUTURE GUIDANCE

- Sales and profitability guidance for current years with publication of annual report
- Broader statement regarding medium-term expectation:  
Average annual organic sales growth (CAGR) in the high single-digit or low double-digit percentage range in the years ahead with a broadly consistent EBIT margin

## 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 process of instrument/consumables integration for partners
- Achieve milestones & market launches
- Execute important development and supply agreements



**STRATEC Biomedical AG**

Gewerbestr. 37  
75217 Birkenfeld  
Germany

Tel: +49 7082 7916-0  
Fax: +49 7082 7916-999  
[www.stratec.com](http://www.stratec.com)

Marcus Wolfinger  
CEO  
[m.wolfinger@stratec.com](mailto:m.wolfinger@stratec.com)

**TICKER**

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Bloomberg:	SBS:GR
Reuters:	SBSG.DE
ISIN:	DE0007289001
WKN:	728900

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