

# HI 2016 Financial Results

as of June **30, 2016**

Conference Call  
July 21, 2016

# 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.

# AGENDA

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1. Highlights of the first six months of 2016
2. Financials
3. Acquisitions
4. Outlook & Focus

## Highlights 6M/2016

- Two major company acquisitions successfully executed

Consolidated as of April 1, 2016

**diatron** ●●

Budapest, Hungary

~ € 34 million sales in 2015

~ 230 employees

Consolidated as of July 1, 2016

**stratec** ●●  
consumables

Former Sony DADC BioSciences

Anif near Salzburg, Austria

~ € 14 million sales 2015/16

~ 130 employees

## Highlights 6M/2016

- Revenues increased by 11.5% to € 78.0 million
- Rising EBIT margin in Q2
- Dividend pay out after AGM in June 2016 of € 0.75 per share (2015: € 0.70)
- Number of employees: 606 +7.8% organic June 30, 2016 (6M/2015: 562)  
842 including Diatron  
~ 960 Total as of July, 2016 (incl. Stratec Consumables)
- Several new programs in pipeline

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## FINANCIALS AT A GLANCE

### Key figures after the first six months

(€ million)	June 30, 2016	June 30, 2015	Change
Sales	78.0	70.0	+ 11.5%
EBIT	12.6 <sup>1</sup>	12.0	+ 5.3%
EBIT margin (%)	16.2 <sup>1</sup>	17.1	- 95 bps
Cons. net income	10.3 <sup>2</sup>	9.8	+ 5.1%
Earnings per share (€)	0.87 <sup>2</sup>	0.83	+ 4.6%

<sup>1</sup> 2016 figure adjusted to exclude non-recurring items for transaction activities

<sup>2</sup> 2016 figure additionally adjusted to exclude financing expenses and tax expenses in connection with the acquisition of the Diatron Group and non-recurring items arising from the external tax audit for the assessment periods from 2009 to 2013.

## Adjustments as of June 30, 2016

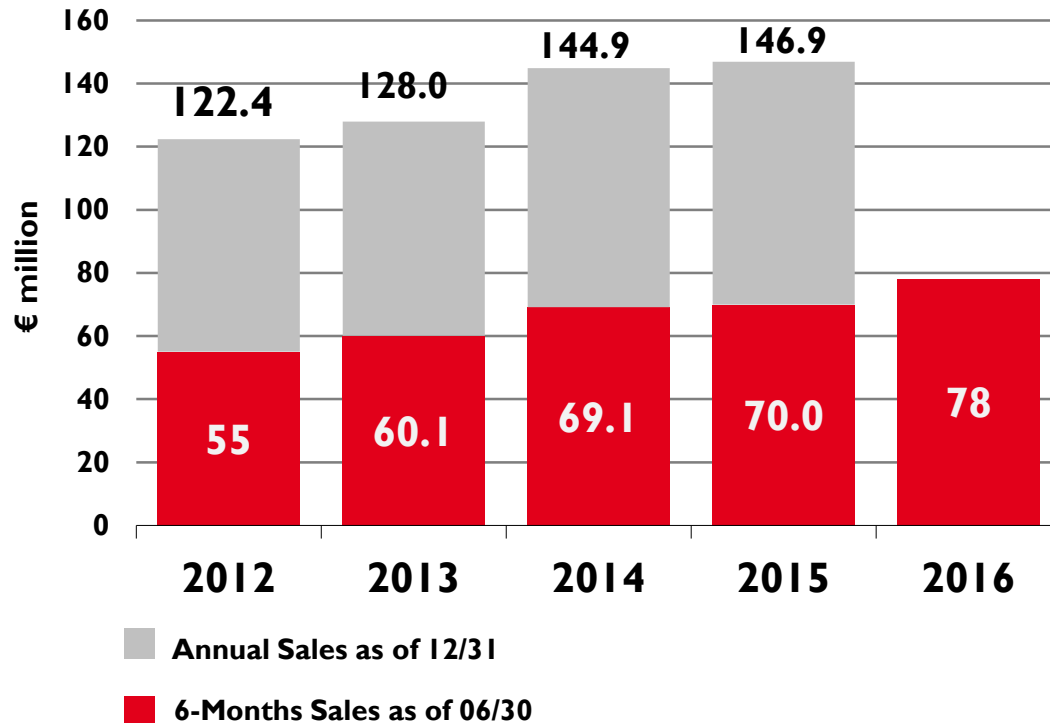
in € thousand	01.01.-06.30.2016
<b>Adjusted consolidated net income</b>	<b>10,372</b>
Adjustments	
Expenses due to company acquisitions	-985
Internal integration expenses	-218
Realization of hidden reserves identified	-263
Expenses due to purchase price allocation	-1,199
Financing expenses due to company acquisitions and external tax audit	-397
Current tax expenses	-1,052
Deferred tax expenses	201
Consolidated net income	6,399
Earnings per share (€)	0.54

in € thousand	01.01.-06.30.2016
<b>Adjusted EBIT</b>	<b>12,616</b>
Adjustments	
Expenses due to company acquisitions	-985
Internal integration expenses	-218
Expenses due to purchase price allocation	-1,199
Realization of hidden reserves identified	-263
EBIT	9,951



# SALES

## 6-Months Sales compared to Annual Sales



### 6M/2016 Sales

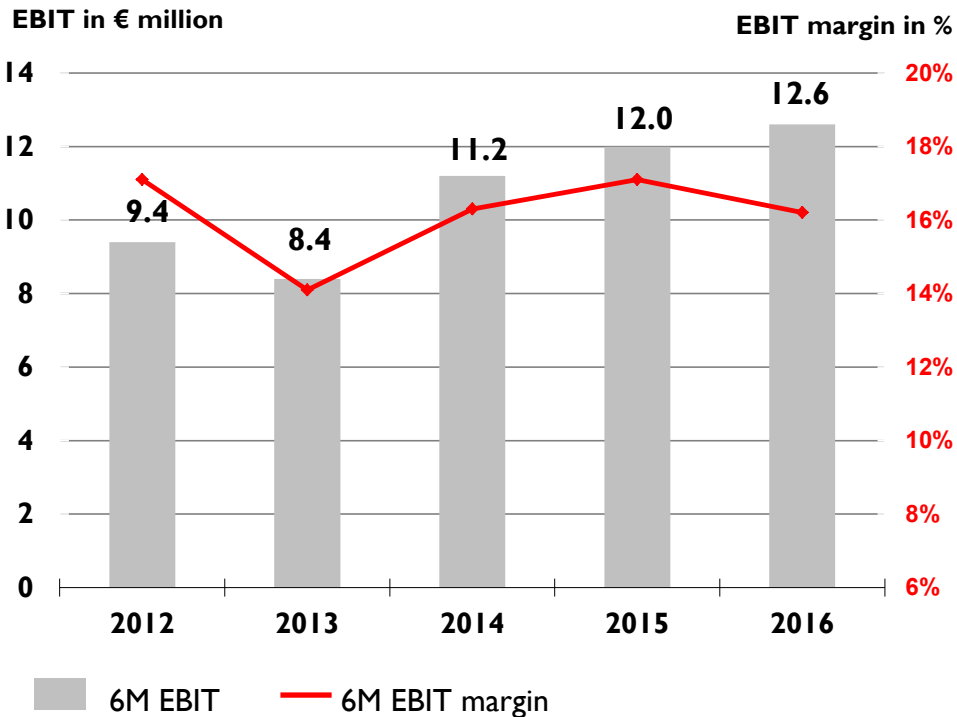
- +11.5% to € 78.0 Mio.
- Diatron: €10.5 Mio. in Q2

### Q2/2016 Sales organically

- +2.6% to € 36.3 Mio.  
(Q2/2015: € 35.5 Mio.)

## EBIT & EBIT MARGIN

As of June 30



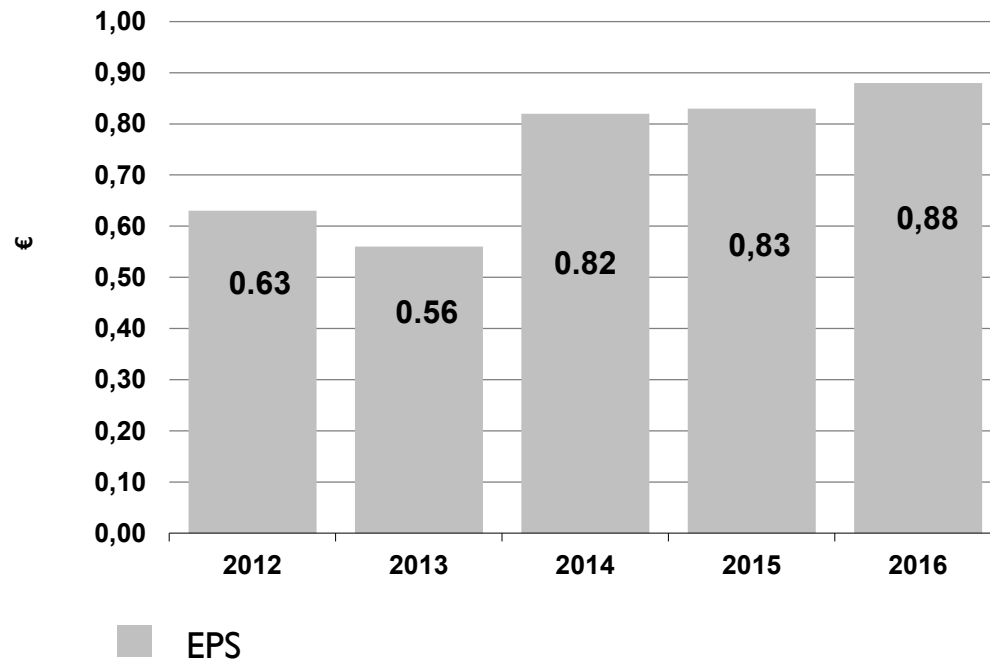
### EBIT margin picking up:

- Reinstating economies of scale in Q2
- Q2/2016 (organic): 17.49% +16 bps (Q2/2015:17.33%)
- 6M/2016: 16.17% / - 95 bps (6m/2015: 17.12%)

<sup>1</sup> figures exclude non-recurring special effects

## EARNINGS AFTER SIX MONTHS

Earnings per share as of June 30

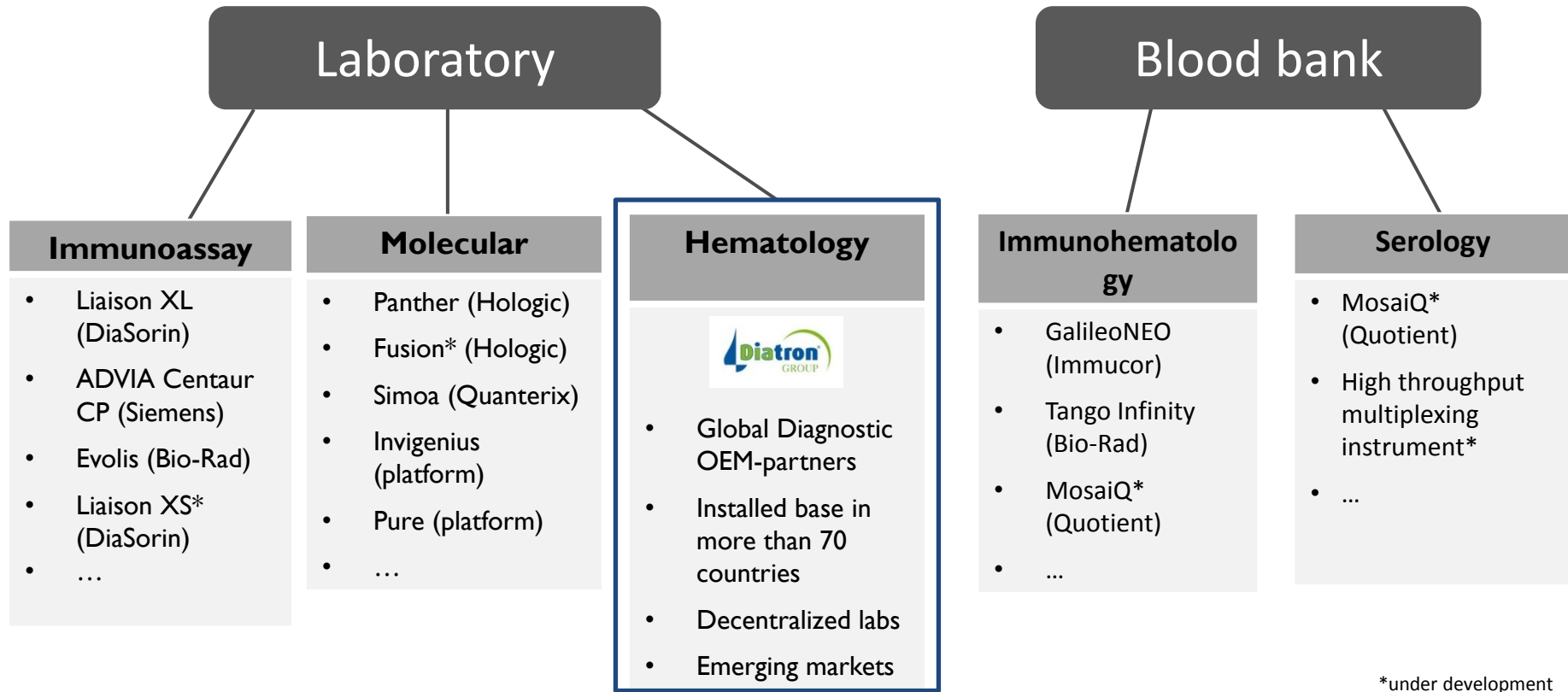


- Adjusted EPS at € 0.87 (6M/2015: € 0.83)
- Adjusted 6M tax rate at 15.9% (6M/2015: 19.2%)
- Dividend pay out per share at € 0.75 (previous year: € 0.70)

<sup>1</sup> figures exclude non-recurring special effects

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# DIATRON – EXPANDING THE VALUE CHAIN



\*under development

## DIATRON PRODUCTS

### Hematology analyzers



- For use in small and medium-sized labs
- Throughput ~ 50 tests per hour

### Consumables



- Hematology and clinical chemistry reagents

### Clinical chemistry analyzers



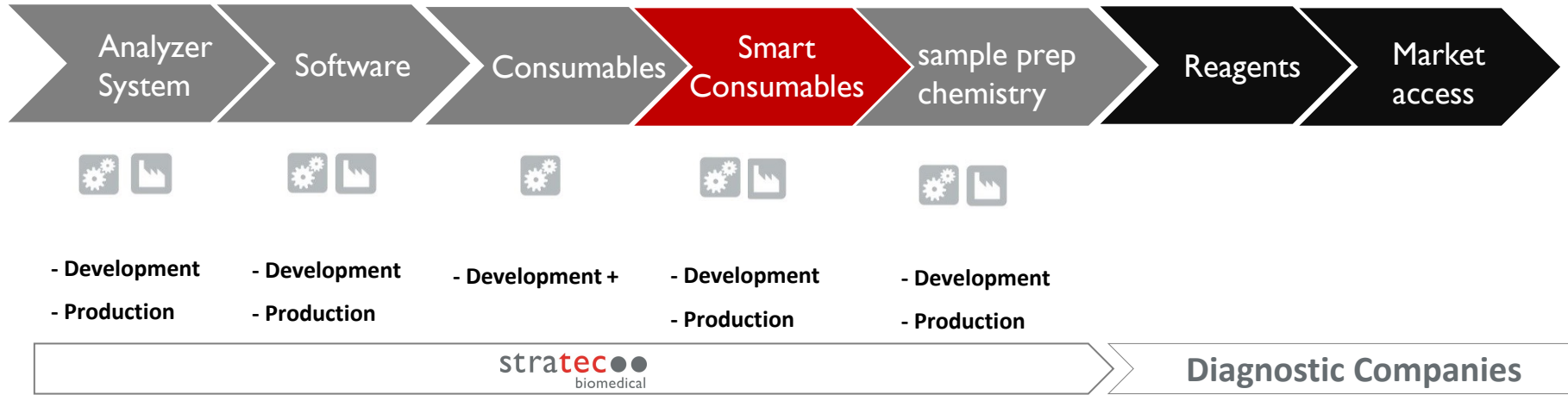
- For use in small, medium and large laboratories
- Benchtop and free-standing devices

### Spare parts and others



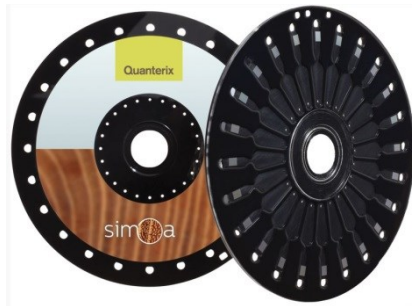
- Spare parts for hematology and clinical chemistry analyzers
- High availability of spare parts

# EXPANDING THE LAB AUTOMATION VALUE CHAIN



## PRODUCT EXAMPLES STRATEC Consumables

Single molecule array



State-of-the-art array containing over 200,000 femtoliter-sized wells and integrated microfluidics.

Polymer chip



Disposable polymer chip to target and amplify hundreds to thousands of specific regions of the genome using RainDance's microdroplet-based PCR for subsequent sequencing

Polymer chip



Polymer chip for gel-electrophoresis DNA analysis and DNA fragment isolation consisting of a fluidic chip, electrodes and gaskets for interfacing with the instrument and caddy.



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## STRATEC – FINANCIAL GUIDANCE

	FY 2016	FY 2017
<b>Revenues</b>	175 – 182 € million	205 – 220 € million
<b>EBIT-Margin</b>	16.0 % - 17.5 %	Slight growth compared to 2016

Organic growth (excluding Diatron and STRATEC Consumables acquisitions):  
CAGR ~6 % for 2016 and 2017

## Focus in 2016 and beyond

- Post merger integration process
- Expanding role as developer and manufacturer of instruments, consumables and software
- Significant synergies through joint development & production
- Reduction of integration risk withing projects for partners
- Achieve milestones & market launches



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**TICKER**

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

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