

# Q1 2016 Financial Results

as of March **31, 2016**

Conference Call  
April 26, 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.

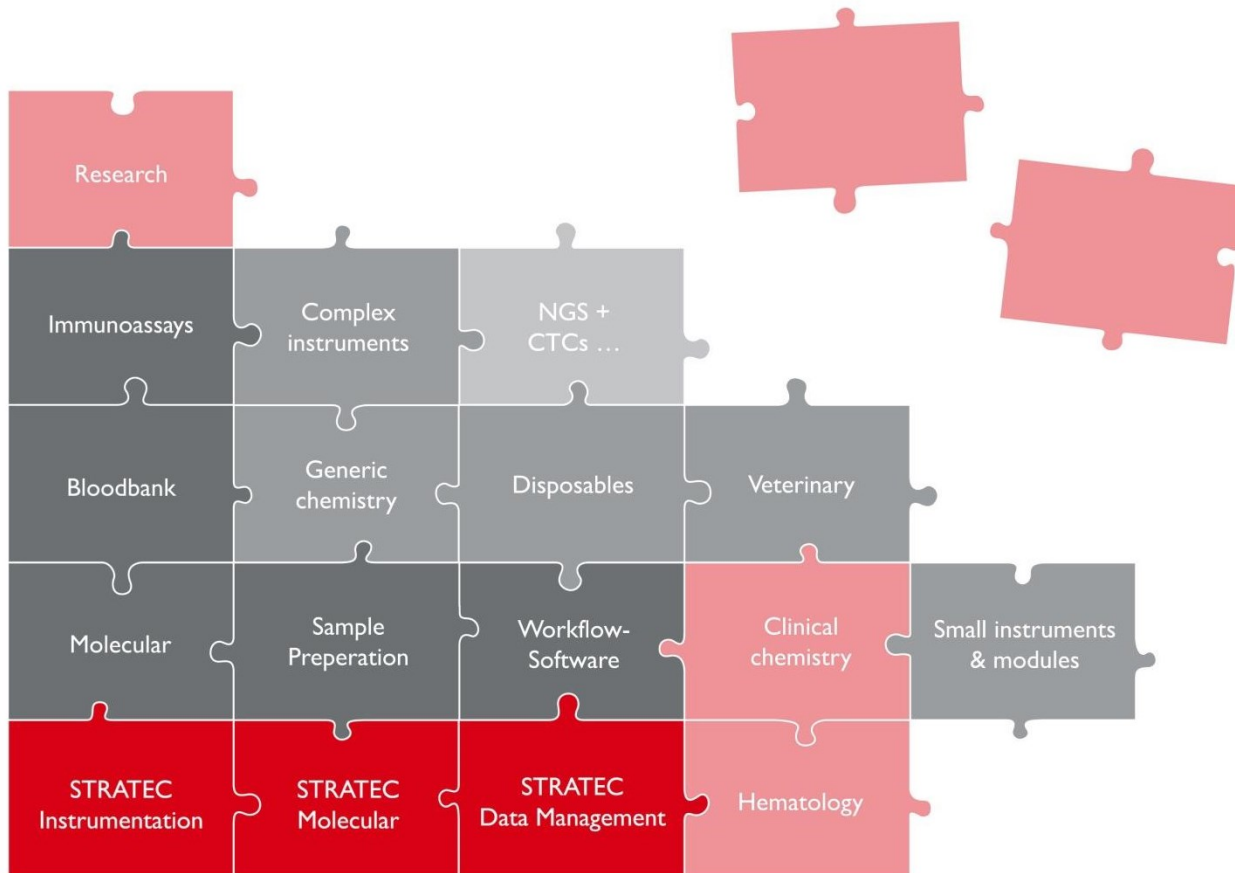
It is not planned to update these forward-looking statements.

1. Overview of the first three months of 2016
2. Financials
3. Outlook & Focus in 2016
4. Q&A

## Overview Q1 2016

- Important strategic decisions for STRATEC's future made
- Acquisition of Diatron
  - Hematology
  - Smaller instruments, modules
  - Disposables & Consumables
- Financial guidance 2016 (organic): € 150 million to € 154 million
- Q1|2016:
  - Sales of € 31.2 million (Q1|2015: € 34.5 million)
  - EBIT margin of 14.5% (Q1|2015 : 16.9%)
- Promising development projects & ongoing contract negotiations
- Dividend proposal at € 0.75 per share (previous year: € 0.70)

# TRANSLATING VISIONS INTO SOLUTIONS



1. Overview of the first three months of 2016
- 2. Financials**
3. Outlook & Focus in 2016
4. Q&A

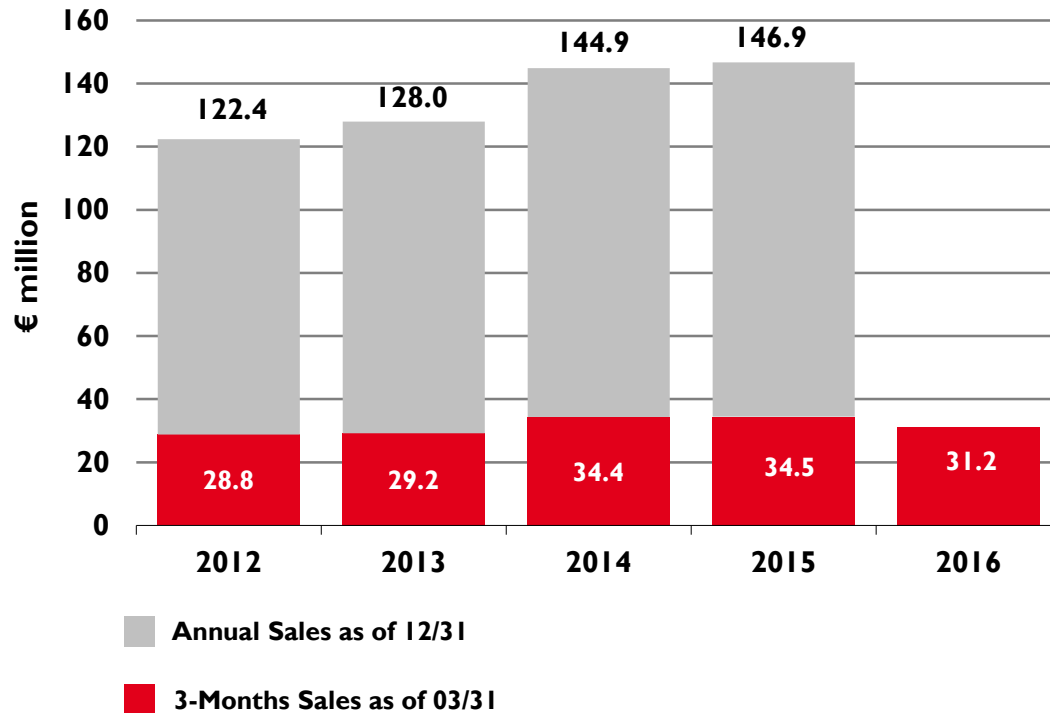
## FINANCIALS AT A GLANCE

### Key figures after the first three months

(€ million)	March 31, 2016	March 31, 2015	Change
Sales	31.2	34.5	- 9.6%
EBIT	4.5	5.8	- 22.4%
EBIT margin (%)	14.5	16.9	- 240 bps
Consolidated net income	3.4	4.7	- 22.7%
Earnings per share (€)	0.29	0.40	- 28.1%

# SALES

## 3-Months Sales compared to Annual Sales

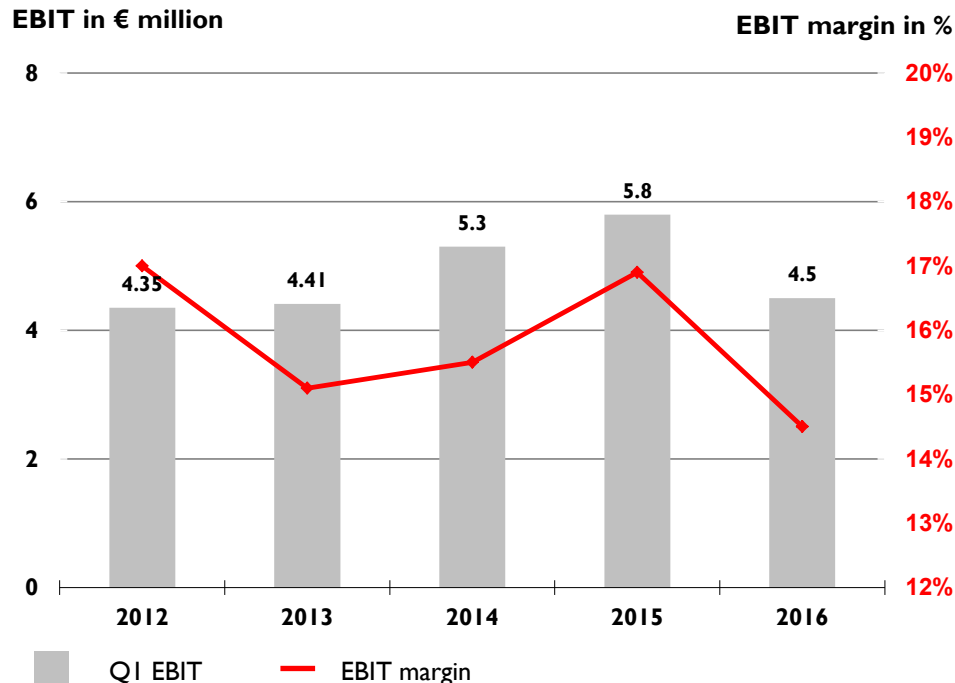


- Lower than expected instrument sales
- Stable sales from other activities
- Weakest quarter of the current fiscal year



## EBIT & EBIT MARGIN

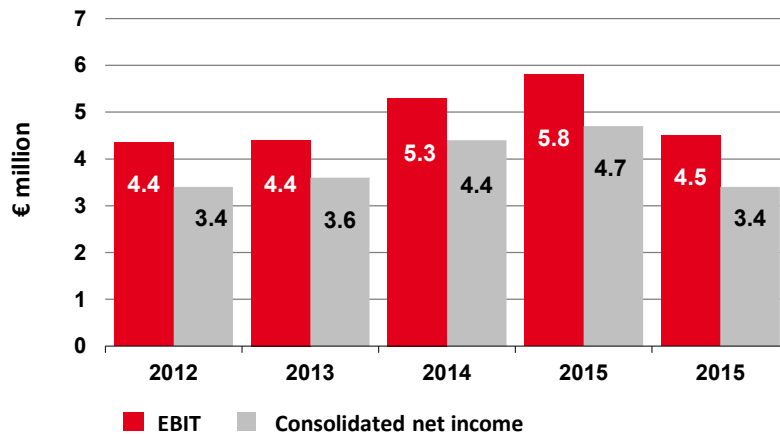
As of March 31



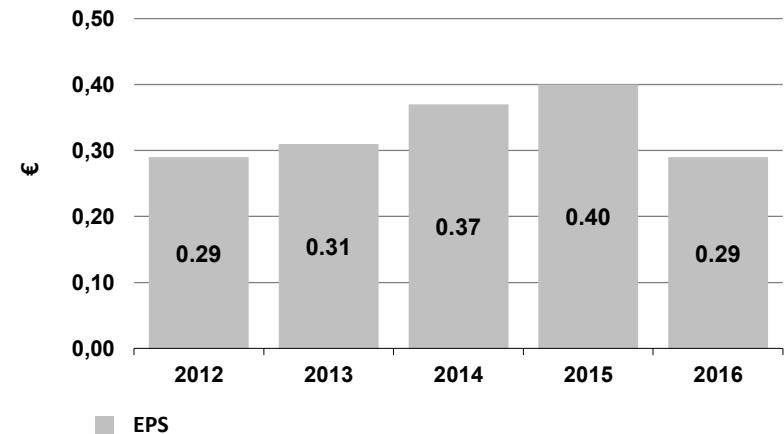
- EBIT margin at 14.5%
- Development expenditures on high level
- Service parts business on stable level
- Margin to improve in 2016

## EARNINGS AFTER THREE MONTHS

Key earnings figures as of March 31



Earnings per share as of March 31



- Q1 tax rate at 22.4% (previous year: 19.8%)
- Dividend proposal per share at € 0.75 (previous year : € 0.70)

\* 2012 and 2014 adjusted by one-off non operational items

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## FINANCIAL GUIDANCE

- Guidance to be updated with H1 results in July 2016
- Sales guidance for 2016: €150 million to €154 million
- Profitability in 2016 on a stable level
- Sales mid term guidance: 6% CAGR (2014 to 2017)

## Focus in 2016

### Revenue Growth

- Successful Integration of Diatron
- M&A Opportunities
- Implement development and manufacturing capacities
- Sign new projects

### Business Development

- Product launches and ramp-ups
- Development projects
- Revenues from new business

### Profitability and Cash Flow

- Diatron: Integration cost, investments and synergy effects
- Efficiency improvements
- Continue to build up consumable business
- Reduction of working capital

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# QUESTIONS & ANSWERS

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**TICKER**

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Reuters:	SBSG.DE
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WKN:	STRA55

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