

# FY 2016

## Preliminary Financial Results

Conference Call  
March 14, 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.

## HIGHLIGHTS FY 2016

- **Revenues** increased by 25.9 % to **€ 184.9 million**
  - Organic revenue growth ~ 1 %
- **EBIT margin at 17.4 %**
  - margin dilution through acquisitions
- Very strong Q4 with major contribution to profitability
- **Dividend proposal** planned to be **increased to € 0.77 per share**
- Initial integration phase completed successfully
  - Exchange of know-how, cross business unit development leverage, process harmonization, first joint sales activities, reporting structure
- **Platform development** in advanced phase

# FINANCIALS AT A GLANCE

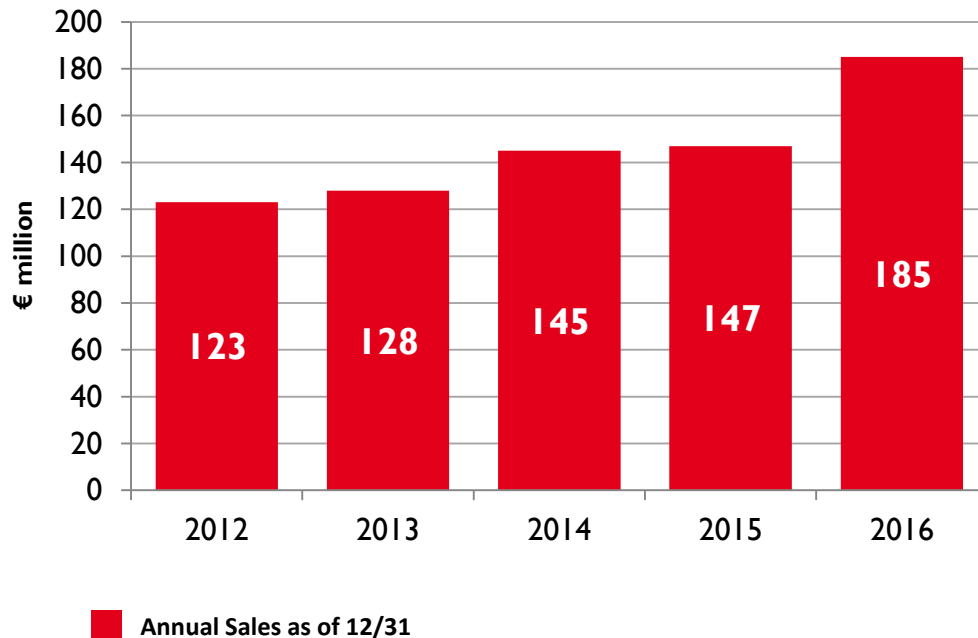
## Key figures

(€ million)	Dec 31, 2016	Dec 31, 2015	Change
Sales	184.9	146.9	+ 25.9 %
EBIT	32.2 <sup>1</sup>	26.9	+19.7 %
EBIT margin (%)	17.4 <sup>1</sup>	18.3	-90 bps

<sup>1</sup> 2016 figure adjusted for one-off items resulting from transaction activities and related reorganization expenses

# SALES

## Full Year Sales as of December 31

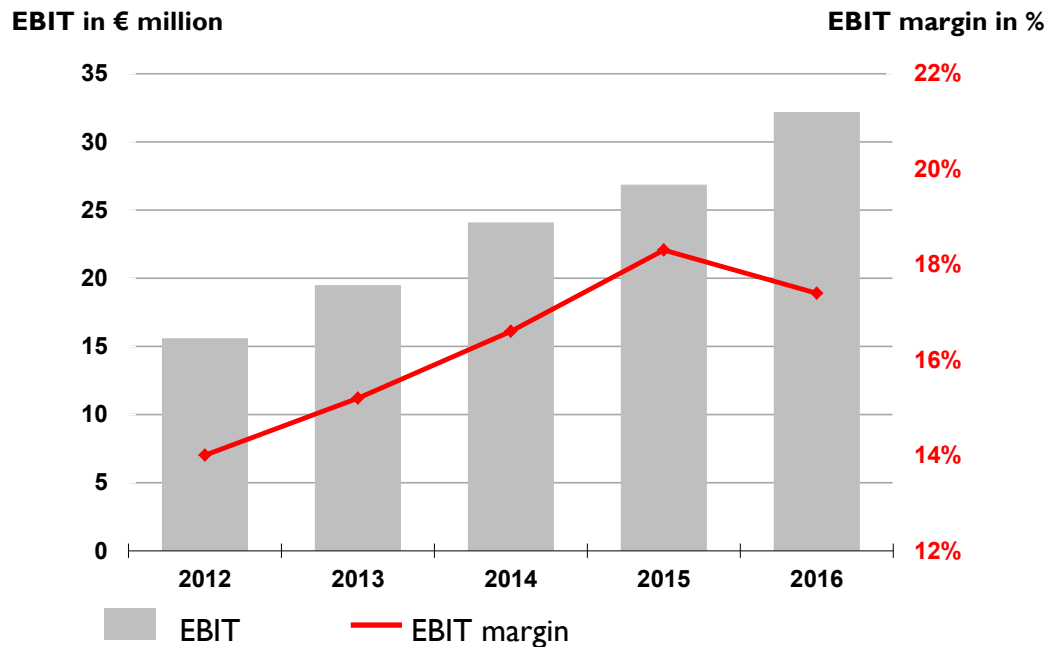


### FY 2016 Sales

- +25.9 % to € 184.9 million
- Small organic growth
- Acquired companies with good performance
- Initial integration phase completed
- First synergies

## EBIT & EBIT Margin

As of December 31



### EBIT margin at 17.4 %

- Lower margins at the new subsidiaries
- Q4 with strong contribution to profitability

<sup>1</sup> 2016 figure adjusted for one-off items resulting from transaction activities and related reorganization expenses

# ADJUSTMENTS

## Adjustments as of December 31, 2016

in € million	01.01.- 12.31.2016
EBITDA	35.4
Adjustments due to company acquisitions and reorganization expenses	3.2
<b>Adjusted EBITDA</b>	<b>38.6</b>
Depreciation and amortization	-11.2
Adjustments due to purchase price allocation	4.8
<b>Adjusted EBIT</b>	<b>32.2</b>

## PROJECT PIPELINE

2017

- MDx system
- Immunohematology system
- Immunoassay platform
- Diatron Aquila
- Several other projects

2018

- Immunoassay system
- Diatron clinical chemistry instrument
- Several other projects



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**TICKER**

Symbol:	SBS.DE
Bloomberg:	SBS:GR
Reuters:	SBSG.DE
ISIN:	DE000STRA555
WKN:	STRA55

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