

## **PROFILE**

STRATEC DEVELOPS AND MANUFACTURES FULLY
AUTOMATED ANALYZER SYSTEMS BASED ON ITS
OWN PATENTED TECHNOLOGIES FOR ITS PARTNERS
IN THE FIELDS OF CLINICAL DIAGNOSTICS AND
BIOTECHNOLOGY. STRATEC'S PARTNERS ARE MOSTLY
GLOBAL PLAYERS OPERATING IN THE IN-VITRO
DIAGNOSTICS INDUSTRY. THESE COMPANIES MARKET
STRATEC'S SYSTEMS UNDER THEIR OWN NAMES, IN
GENERAL TOGETHER WITH THEIR OWN REAGENTS, AS
SYSTEM SOLUTIONS TO LABORATORIES, BLOOD BANKS,
AND RESEARCH INSTITUTES AROUND THE WORLD.

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## **HIGHLIGHTS**

Sales of €25.6 million\* in Q1/2012 (+15.5%; Q1/2011: €22.2 million)

EBIT margin of 17.0%\* in Q1/2012

(Q1/2011: 18.0%)

Consolidated net income of €3.4 million in Q1/2012

(+15.6%; Q1/2011: €3.0m)

Earnings per share of €0.29 in Q1/2012

(+11.5%; Q1/2011: €0.26)

Publication of specific company forecast planned at the latest by Annual General Meeting on May 16, 2012

## KFY GROUP FIGURES AT A GLANCE

in € thousand	01.0103.31.2012	01.0103.31.2011	Change
Sales	28,841	22,145	+ 30.2%
Adjusted sales*	25,573	22,145	+ 15.5%
Overall performance	29,571	25,368	+ 16.6%
EBITDA	5,324	4,757	+ 11.9%
EBIT	4,349	3,982	+ 9.2%
EBIT margin (%)*	17.0	18.0	-
Consolidated net income	3,439	2,974	+ 15.6%
Earnings per share (€)	0.29	0.26	+ 11.5%
No. of employees (absolute)	512	454	+ 12.8%
in € thousand	03.31.2012	12.31.2011	Change
Shareholders' equity	86,750	83,231	+ 4.2%
Total assets	117,868	110,997	+ 6.2%
Equity ratio (%)	73.6	75.0	-

<sup>\*</sup> adjusted for a one-off item due to an earnings-neutral transfer of unfinished services and prepayments received of € 3.3 million due to the impairment of a development project. Unadjusted sales amounted to € 28.8 million and the resultant EBIT margin amounted to 15.1%.

# FOREWORD BY THE BOARD OF MANAGEMENT

#### Dear Shareholders,

STRATEC has begun the 2012 financial year on a successful note, maintaining its growth as expected in the first quarter as well. Sales for the first three months of 2012 rose by 30.2% to  $\leq$  28.8 million. This sharp increase includes a one-off item due to an earnings-neutral transfer of unfinished services and prepayments received due to the impairment of a development project. Excluding this one-off item, sales grew in line with the budget by 15.5% to  $\leq$  25.6 million. It is particularly pleasing to note that we generated further growth with systems already established in their respective markets for many years now, as well as with systems launched onto the market in the past 24 months. Consolidated net income increased by 15.6% to  $\leq$  3.4 million, while earnings per share rose by 11.5% to  $\leq$  0.29.

This company growth in line with expectations gives us reason to propose a ten-percent increase in our dividend to  $\in 0.55$  per share for approval by this year's Annual General Meeting. It was important for us to allow our shareholders to participate in our positive company performance in the form of yet another increase in our dividend, while at the same time ensuring that we maintain a good balance between the interests of our employees and shareholders, as well as giving due consideration to the needs of our external and organic growth.

We expect to see several positive developments in the form of further market approvals and new development projects in the coming months. However, the specific timing of these events is difficult to predict. They nevertheless give us grounds to expect ongoing long-term, substantial growth at our company, particularly in view of the further intensification in the trend towards outsourcing solutions.

Birkenfeld, April 2012

The Board of Management of STRATEC Biomedical AG

Marcus Wolfinger

Dr. Robert Siegle

Bernd M. Steidle

## INTERIM GROUP MANAGEMENT REPORT

## REPORT ON THE EARNINGS, FINANCIAL AND NET ASSET POSITION

Sales for the first three months of the 2012 financial year grew by 30.2% to € 28.8 million (previous year: € 22.1 million). Adjusted for a one-off item due to an earnings-neutral transfer of unfinished services and prepayments received of € 3.3 million due to the impairment of a development project, sales increased by 15.5% to € 25.6 million (previous year: € 22.1 million).

The gross performance rose by 16.6% to  $\leq$  29.6 million (previous year:  $\leq$  25.4 million). The cost of materials increased over the same period by 17.4% from  $\leq$  11.8 million to  $\leq$  13.8 million.

At  $\leqslant$  2.2 million, other operating expenses were virtually unchanged on the previous year's figure of  $\leqslant$  2.3 million. Depreciation and amortization increased to  $\leqslant$  1.0 million. In contrast to the previous year's figure of  $\leqslant$  -0.1 million, net financial expenses for the period under report were positive at  $\leqslant$  0.1 million. STRATEC thus generated consolidated net income of  $\leqslant$  3.4 million in the period under report (previous year:  $\leqslant$  3.0 million), corresponding to earnings per share of  $\leqslant$  0.29 (previous year:  $\leqslant$  0.26).

Despite the further increase in serial production volumes, inventories only rose slightly. Total receivables and other assets could be reduced from  $\le$  23.1 million to  $\le$  22.4 million, while cash and cash equivalents showed marked growth in the period under report, rising from  $\le$  19.4 million to  $\le$  25.3 million.

The equity ratio amounts to 73.6%. Non-current financial liabilities remained unchanged at  $\in$  9.2 million. The increase in trade payables was driven by higher procurement volumes for raw materials and supplies. Within other current liabilities, an amount of around  $\in$  9.0 million has been reported for prepayments received for development services.

The inflow of funds from operating activities amounted to  $\in$  6.2 million, thus doubling compared with the previous year. The STRATEC Group invested  $\in$  0.8 million in the first three months of the 2012 financial year (previous year:  $\in$  0.9 million).

## CHANGES IN THE BUSINESS ENVIRONMENT AND IMPLICATIONS FOR STRATEC

In its spring forecast dated April 17, 2012, the International Monetary Fund (IWF) singled out the euro crisis as the greatest risk to the global economy – alongside the geopolitical risks in Iran and the possibility of an oil price shock. The IMF raised its global economic growth expectations, but sees no reason to issue any all-clear. The situation remains highly risky and could deteriorate once again at any time.

The IMF expects the global economy to grow by 3.5% in 2012 (previously: 3.3%). Emerging economies in Asia will act as the key drivers of global economic growth, and here especially China, the world's second-largest economy with growth of more than 8% forecast for 2012. While the USA is well on track to generate new growth and benefit from economic recovery, Europe, and especially the euro area, is holding back the development in the global economy with a slight recession that will only be overcome by the end of 2012 or in 2013.

Global demographic developments represent one of the most serious challenges facing the world. The dynamic growth in the world's population, together with an unprecedented increase in the elderly share of the population and the sharp rise in the number of people with access to medical care, represent key factors which will shape the 21st century. This situation is accompanied by scientific and technological progress, which is opening up ever new possibilities in the fields of medicine, research, diagnostics and life science.

These developments will lead not only to an increase in the numbers of medical tests to be performed, but will also result in new, unique opportunities for which STRATEC is optimally positioned with its automation solutions and on which it will continue to focus its strategy and operations.

In view of the factors outlined above, global economic risks only have a very limited impact on STRATEC's business performance and business model. Moreover, long-term supply agreements with our customers and the fact that the work performed is invoiced almost exclusively in euros further minimize the potential implications for STRATEC.

## REPORT ON FORECASTS AND OTHER STATEMENTS CONCERNING THE COMPANY'S EXPECTED DEVELOPMENT

Our indicators and forecasts, together with the company's current business performance, give reason to forecast further growth for 2012 and enable us to confirm our current guidance figures. At present, our ability to issue forecasts is temporarily impeded by external factors, such as market approval by authorities, the dates of further market launches, analyzer system generation changes, macroeconomic market influences, further consolidation in the IVD market, and planned production ramp-ups for new systems. We plan to publish a more precise breakdown of our current company forecast for the 2012 to 2014 financial years at the latest by our Annual General Meeting on May 16, 2012.

Based on 2010 figures, the current guidance figures for the 2011 to 2013 financial years predict average annual sales growth of 17%. Furthermore, the company is forecast to generate an EBIT margin of at least 19% in the 2012 and 2013 financial years.

Following the recovery in the overall economic situation in the wake of the international economic crisis and the resultant economic downturn, all industrial sectors are still confronted with a low level of budgeting reliability, not least on account of the immense debt accumulated by some countries and the resultant potential implications (debt crisis). This situation continues to harbor risks for STRATEC's customers and suppliers, as a result of which STRATEC also faces economic risks. The ongoing difficult economic climate also means that STRATEC continues to face increased market risk.

Apart from this, since the assessment of the company's situation provided on March 12, 2012 upon the compilation of the Annual Report for the 2011 financial year, no new information has arisen which could lead to any change in our assessment of the company's expected development.

#### OPPORTUNITY AND RISK REPORT

We analyze and evaluate the risks facing the company and its business environment within the framework of our risk management system, which has been established as an early warning risk identification system. Furthermore, this system also includes a compliance system to ensure compliance with the relevant legal and industry-specific requirements.

STRATEC's business activities basically focus on sustainability and responsible behavior. In future, the company will document this in a sustainability report.

Apart from the factors outlined in the "Report on forecasts and other statements concerning the company's expected development", we do not see any changes compared with the risks and opportunities identified in the Group Management Report for the 2011 financial year dated March 12, 2012. Reference is made to the "Risk Report" section within the 2011 Group Management Report for details concerning our risk management system and our company's specific opportunity and risk profile

## CONSOLIDATED BALANCE SHEET

as of March 31, 2012 of STRATEC Biomedical AG

<b>ASSETS</b> in € thousand	03.31.2012	12.31.2011
NON-CURRENT ASSETS		
Goodwill	4,503	4,584
Other intangible assets	5,803	5,874
Property, plant and equipment	17,430	17,212
Interests in associates	382	351
Deferred taxes	823	630
	28,941	28,651
CURRENT ASSETS		
Raw materials and supplies	9,384	8,269
Unfinished products, unfinished services	30,697	30,409
Finished products and goods	866	774
Prepayments made	73	С
Trade receivables	15,449	15,331
Future receivables from construction contracts	4,714	5,992
Receivables from associates	85	122
Other receivables and other assets	2,164	1,679
Securities	245	222
Cash and cash equivalents	25,250	19,548
	88,972	82,346
TOTAL ASSETS	117,868	110,997

SHAREHOLDERS' EQUITY AND DEBT in € thousand	03.31.2012	12.31.2011
SHAREHOLDERS' EQUITY		
Share capital	11,675	11,675
Capital reserve	15,336	15,306
Revenue reserves	55,380	40,098
Consolidated net income	3,439	15,282
Other equity	920	870
	86,750	83,231
DEBT		
Non-current debt		
Non-current financial liabilities	9,208	9,167
Deferred taxes	1,219	1,352
	10,427	10,519
Current debt		
Current financial liabilities	784	777
Trade payables	5,382	3,955
Liabilities to associates	105	40
Other current liabilities	11,882	10,314
Current provisions	1,546	1,427
Income tax liabilities	968	710
	20,667	17,223
Deferred income and accrued expenses	24	24
TOTAL SHAREHOLDERS' EQUITY AND DEBT	117,868	110,997

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

for the Period from January 1 to March 31, 2012 of STRATEC Biomedical AG

in € thousand	01.0103.31.2012	01.0103.31.2011
Sales	28,841	22,145
Increase in volume of finished and unfinished products and unfinished services	250	2,870
Other own work capitalized	480	353
Overall performance	29,571	25,368
Other operating income	217	310
Cost of raw materials and supplies	13,445	11,361
Cost of purchased services	393	428
Personnel expenses	8,297	6,947
Other operating expenses	2,329	2,185
EBITDA	5,324	4,757
Amortization of intangible assets and depreciation of property, plant and equipment	975	775
EBIT	4,349	3,982
Net financial expenses	56	-113
Operating result (EBT)	4,405	3,869
Current tax expenses	1,338	905
Deferred tax income	372	10
Consolidated net income	3,439	2,974
Income and expenses recognized directly in equity (after taxes)		
Currency translation of foreign financial statements	50	-659
Comprehensive income	3,489	2,315
Earnings per share in €	0.29	0.26
Number of shares used as basis	11,662,672	11,545,332
Earnings per share, diluted, in €	0.29	0.26
Number of shares used as basis, diluted	11,707,668	11,662,102

## CONSOLIDATED CASH FLOW STATEMENT

for the Period from January 1 to March 31, 2012 of STRATEC Biomedical AG

in € thousand	01.0103.31.2012	01.0103.31.2011	
Consolidated net income (after taxes)	3,439	2,974	
Depreciation and amortization	975	774	
Current income tax expenses	1,338	905	
Income taxes paid less income taxes received	-1,145	-889	
Financial income	-63	-50	
Financial expenses	29	77	
Interest paid	-26	-77	
Interest received	59	20	
Other non-cash expenses	29	121	
Other non-cash income	-503	-353	
Cash flow	4,132	3,502	
Change in deferred taxes through profit or loss	-372	-10	
Profit from disposal of non-current assets	-13	0	
Increase in inventories, trade receivables and other assets	-746	-4,876	
Increase in trade payables and other liabilities	3,179	4,461	
Inflow of funds from operating activities	6,180	3,077	
Incoming payments from disposals of non-current assets			
Property, plant and equipment	19	4	
Outgoing payments for investments in non-current assets			
Intangible assets	-94	-68	
Property, plant and equipment	-472	-774	
Prepayments made / assets under construction	-173	-63	
Financial assets	-30	0	
Outflow of funds for investment activities	-750	-901	
Incoming payments from taking up of financial liabilities	76	318	
Outgoing payments for repayment of financial liabilities	-46	-287	
Incoming payments for issues of shares for employee stock option programs	0	57	
Inflow of funds from financing activities	30	88	
Cash-effective change in cash and cash equivalents	5,460	2,264	
Cash and cash equivalents at beginning of period	19,548	13,222	
Change in cash and cash equivalents due to changes in exchange rates	242	-101	
Cash and cash equivalents at end of period	25,250	15,385	

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

for the Period from January 1 to March 31, 2012 of STRATEC Biomedical AG

JANUARY - MARCH 2011			Revenue i	reserves	
in € thousand	Share capital	Capital reserve	Accumulated net income	Free revenue reserves	
Balance at 01.01.2011	11,569	13,915	22,445	10,540	
Allocation to free revenue reserves				3,000	
Profit carried forward			10,039		
Issue of treasury stock to employees		-130			
Allocations due to stock option plans		35			
Comprehensive income					
Balance at 03.31.2011	11,569	13,820	32,484	13,540	

JANUARY - MARCH 2012			Revenue		
in € thousand	Share capital	Capital reserve	Accumulated net income	Free revenue reserves	
Balance at 01.01.2012	11,675	15,306	26,706	13,392	
Allocation to free revenue reserves				0	
Profit carried forward			15,282		
Issue of treasury stock to employees		0			
Allocations due to stock option plans		30			
Comprehensive income					
Balance at 03.31.2012	11,675	15,336	41,988	13,392	

### Other equity

Currency	T	Consolidated	
translation	Treasury Stock	net income	
788	-417	13,039	
		-3,000	
		-10,039	
	187		
-659		2,974	
129	-230	2,974	
788659	187	net income 13,039 -3,000 -10,039	·

#### Other equity

(	Consolidated net income	Treasury stock	Currency translation	Group equity
	15,282	-212	1,082	83,231
	0			0
	-15,282			0
		0		0
				30
	3,439		50	3,489
	3,439	-212	1,132	86,750

## NOTES TO THE GROUP INTERIM REPORT

for the period from January 1 to March 31, 2012 of STRATEC Biomedical AG

#### Summary of principal accounting and valuation methods

The consolidated financial statements of STRATEC Biomedical AG as of December 31, 2011 were prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the EU valid at the balance sheet date. In the interim report as of March 31, 2012, which has been prepared on the basis of International Accounting Standard (IAS) 34 "Interim Financial Reporting", application has been made of the same accounting policies as in the consolidated financial statements for the 2011 financial year. Application has also been made of all interpretations of the International Financial Reporting Interpretations Committee (IFRIC) with binding effect as of March 31, 2012.

There were no indications of any potential impairment in goodwill at the balance sheet date.

The company's interim reports are neither audited, nor subject to an audit review, by the group auditor, WirtschaftsTreuhand GmbH Wirtschaftsprüfungsgesellschaft Steuerberatungsgesellschaft, Stuttgart.

Reference is made to the consolidated financial statements of STRATEC Biomedical AG as of December 31, 2011 with regard to further information concerning the individual accounting policies applied.

The Group's currency is the euro. Unless otherwise indicated, all amounts have been stated in thousand euros (€ thousand).

#### Segment disclosures

There have been no changes in the segmentation of the Group's results compared with the consolidated financial statements as of December 31, 2011.

Segment data by operating segment for the period from January 1 to March 31, 2012

Total	Reconciliation	All other segments	Instrumentation	in € thousand
28,841	-1,938	836	29,943	Sales
5,324	5	-511	5,830	EBITDA
4,349	-218	-556	5,123	EBIT
4,405	-188	-563	5,156	EBT
3,439	-134	-414	3,987	Net income
117,868	-18,890	3,555	133,203	Assets
	-134	-414	3,987	Net income

Segment data by operating segment for the period from January 1 to March 31, 2011

in € thousand	Instrumentation	All other segments	Reconciliation	Total
Sales	22,207	839	-901	22,145
EBITDA	4,956	-200	1	4,757
EBIT	4,410	-223	-205	3,982
EBT	4,305	-231	-205	3,869
Net income	3,292	-289	-29	2,974
Assets	115,729	3,089	-13,257	105,561

The breakdown of sales by geographical region represents the distribution of the STRATEC Group's products. As the customers of the STRATEC Group generally supply their country outlets and customers from their own central distribution centers, however, this breakdown of sales does not represent the geographical distribution of the final operating locations of the STRATEC Group's analyzer systems.

Sales can be broken down by geographical regions (customer locations) as follows:

in € thousand	Germany	EU	Other	Total
	5,189	12,657	10,995	28,841
January - March 2012	18.0%	43.9%	38.1%	100.0%
in T€	Germany	EU	Other	Total
- March 0011	4,231	13,759	4,155	22,145
January - March 2011	19.1%	62.1%	18.8%	100.0%

#### Research and development expenses

The expenses relating to research and project management, and to development services not fulfilling the capitalization criteria set out in IAS 38 (Intangible Assets), amounted to  $\leqslant$  2.2 million in the first three months of the 2012 financial year (previous year:  $\leqslant$  1.5 million). These have been reported, mainly as personnel expenses, in the company's consolidated statement of comprehensive income. Moreover, procurement volumes of around  $\leqslant$  0.2 million (previous year:  $\leqslant$  0.3 million) were incurred during the period under report in connection with materials used in research and development. These have been included in the cost of materials item.

#### Shareholders' equity

The development in shareholders' equity at the STRATEC Group has been presented in the consolidated statement of changes in equity on Pages 13 and 14.

The number of ordinary shares with a nominal value of € 1.00 each issued by STRATEC Biomedical AG as of March 31, 2012, amounts to 11,674.895. These are all bearer shares.

# Disclosures on the volume of treasury stock and on subscription rights held by members of the company's executive and supervisory bodies and its employees pursuant to § 160 (1) Nos. 2 and 5 of the German Stock Corporation Act (AktG)

STRATEC Biomedical AG owned a total of 12,223 treasury stock at the interim balance sheet date. This corresponds to a prorated amount of  $\le$  12,223.00 of the company's share capital and to a 0.11% share of its equity.

#### Stock option programs

Members of the Board of Management / Managing Directors and employees held the following numbers of subscription rights (share option rights) at the interim balance sheet date:

	Board of Management / Managing Directors	Employees	Total
Outstanding on 01.01.2012	102,000	52,150	154,150
Issued	0	4,800	4,800
Exercised	0	0	0
Lapsed	0	0	0
Outstanding on 03.31.2012	102,000	56,950	158,950

A total of 4,800 stock option rights were granted to company employees on the basis of option agreements dated February 1, 2012 and February 23, 2012.

#### **Employees**

Including temporary employees the STRATEC Group had a total workforce of 512 employees as of March 31, 2012 (previous year: 454).

#### Major events after the interim reporting date

No events of particular significance with material implications for the business performance of our Group have occurred since the interim balance sheet date.

#### Responsibility statement

To the best of our knowledge, and in accordance with the applicable reporting principles for interim financial reporting, the interim consolidated financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the Group, and the interim management report of the Group includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group in the remainder of the financial year.

## ADDITIONAL INFORMATION

#### FINANCIAL CALENDAR

April 25, 2012 Interim Report as of March 31, 2012

May 16, 2012 Annual General Meeting, Pforzheim, Germany

July 24, 2012 Interim Report as of June 30, 2012

November 2012 Analysts' event

October 24, 2012 Interim Report as of September 30, 2012

Furthermore, based on current planning, STRATEC will be taking part in the following capital market conferences in 2012:

May 2012 HSBC London Conference, London, UK

Deutsche Bank Health Care Conference, Boston, USA

Deutsche Bank German Swiss & Austrian Conference, Frankfurt am Main, Germany

June 2012 Jefferies 2012 Global Healthcare Conference, New York City, USA

Berenberg Diagnostics Day, London, UK

August 2012 Commerzbank Sector Conference Week, Frankfurt am Main, Germany

September 2012 Goldman Sachs European Medtech and Healthcare Services Conference, London, UK

Morgan Stanley Global Healthcare Conference, New York City, USA DZ Bank German Healthcare Conference, Zürich, Switzerland

Berenberg Bank / Goldman Sachs German Corporate Conference, Munich, Germany

November 2012 German Equity Forum, Frankfurt am Main, Germany

Partially incomplete / subject to amendment

### ABOUT STRATEC

STRATEC Biomedical AG designs and manufactures fully automated analyzer systems for its partners in the fields of clinical diagnostics and biotechnology. These partners market such systems, in general together with their own reagents, as system solutions to laboratories, blood banks and research institutes around the world. The company develops its products on the basis of its own patented technologies.

Shares in the company (ISIN: DE 0007289001) are traded in the Prime Standard segment of the Frankfurt Stock Exchange and are listed in the TecDAX select index of the German Stock Exchange.

Further information about STRATEC is available on the internet at www.stratec.com.

### **IMPRINT**

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#### NOTICE

Forward-looking statements involve risks: This interim report 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.

This interim report contains various disclosures of an economic nature that do not form part of the relevant accounting requirements. These disclosures are to be viewed as a supplement to, rather than as a substitute for the disclosures made in accordance with IFRS.

Discrepancies may arise throughout this interim report on account of mathematical rounding up or down in the course of addition.

This interim report is also available in German.

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