

**Tecan Group
Annual J.P. Morgan
Healthcare Conference 2021**

**ACHIM VON LEOPRECHTING, CEO
JANUARY 14, 2021**



Safe Harbor Statement

All statements in this presentation not referring to historical facts are predictions of the future and constitute no guarantee whatsoever of future performances. They are subject to risks and uncertainties including, but not limited to, future global economic conditions, exchange rates, legal regulations, market conditions, activities of competitors and other factors outside the Company's control.

Tecan Group AG is making all efforts to include accurate and up-to-date information into this presentation. Yet, it cannot be ruled out that omissions or errors might have occurred. Therefore, Tecan Group AG cannot make any representations or warranties, expressed or implied, as to the accuracy or completeness of the information provided in this presentation. The Company assumes no obligation to update the information in this presentation. Changes in this presentation can be made any time without notice. All mentioned trademarks are protected by law.

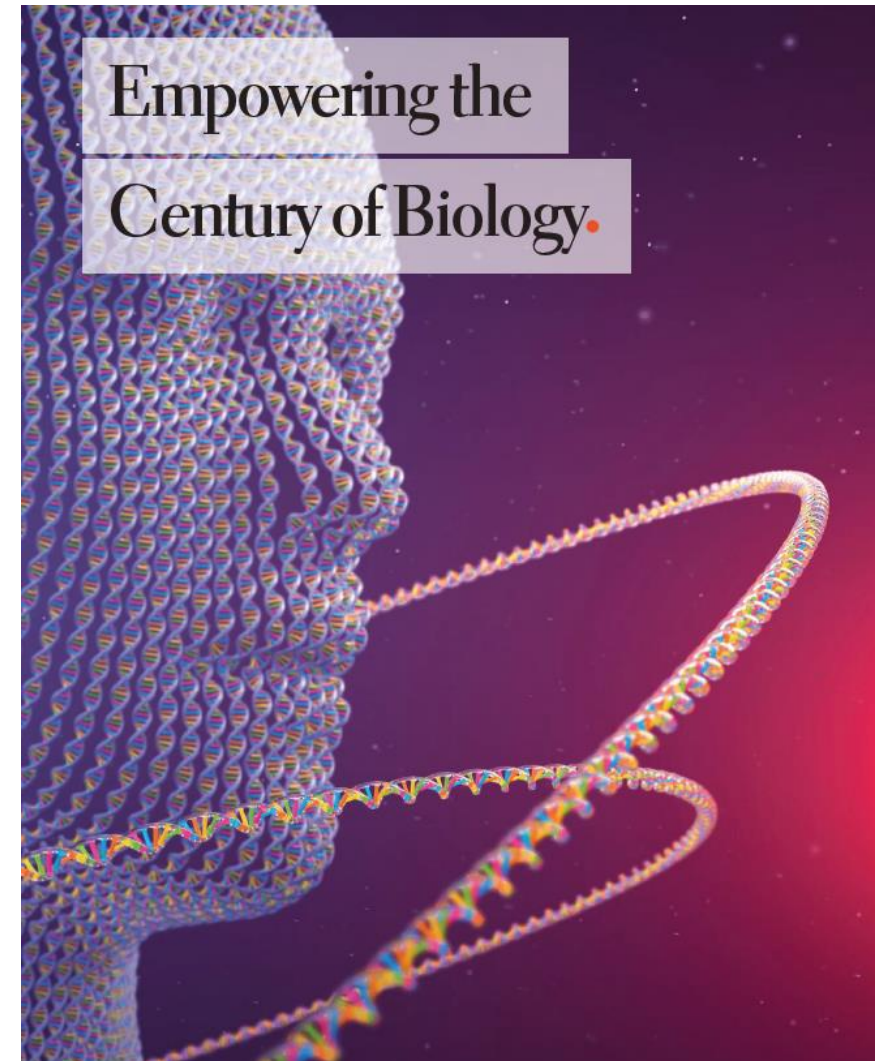


© Tecan Group AG, Tecan Trading AG, Switzerland, all rights reserved.



Introducing Tecan

- Pioneer and global leader in laboratory automation, in 2020 we celebrated our 40th anniversary
- Our solutions accelerate, automate and enhance the processes in state-of-the-art diagnostics and life sciences labs
- Adding reagents and consumables to complete automation solutions:
 - Immunoassays for specialty diagnostics
 - Functional consumables for MassSpec sample preparation
 - Reagents and consumables for Genomics NGS library preparation
- Innovative digital offering for laboratory management and services
- HQ in Switzerland, 3 manufacturing and R&D sites in Europe and 4 in the US, 1 manufacturing site in Asia; software competence center in Germany
- ~2,000 employees; global sales and service network
- Listed at the SIX Swiss Exchange (TECN; TECN SW)



Tecan's Products, Business Structure and Markets

LIFE SCIENCES BUSINESS

- Focused on all end-user activities
- Products marketed under the Tecan brand through own sales & service organizations and distributors
- Instruments, reagents, consumables, customer service, spare parts



57% OF GROUP SALES

PARTNERING BUSINESS

- Focused on all OEM activities
- Products sold by partners under their own brand, partner combines instruments with own reagents/tests
- Dedicated systems, platform-based instruments, components, consumables, spare parts, service



43% OF GROUP SALES

CHF 637M IN REVENUE (2019)

LIFE SCIENCE
RESEARCH

DIAGNOSTICS

APPLIED
MARKETS

Fiscal year 2019



Transition from Research to Diagnostics

TECAN HAS A UNIQUE POSITION TO BRIDGE FROM RESEARCH TO DIAGNOSTICS SETTINGS

LIFE SCIENCE RESEARCH



LAB DEVELOPED TESTS (LDT)



IN-VITRO DIAGNOSTICS

Life Sciences
Business

Partnering
Business

Empowered with Tecan.

Covering individual steps of a
specific workflow

Sample-to-Result Solution

EXAMPLES

- Next-Generation Sequencing (NGS)
- Mass Spectrometry
- Liquid Biopsies / Circulating Tumor Cells (Oncology / NIPT / Infectious Diseases)
- Tissue Pathology (IHC, ISH, NGS, MS)
- Ultra-Sensitive Biomarker Detection and many more...



Tecan at the Forefront of the Fight Against COVID-19

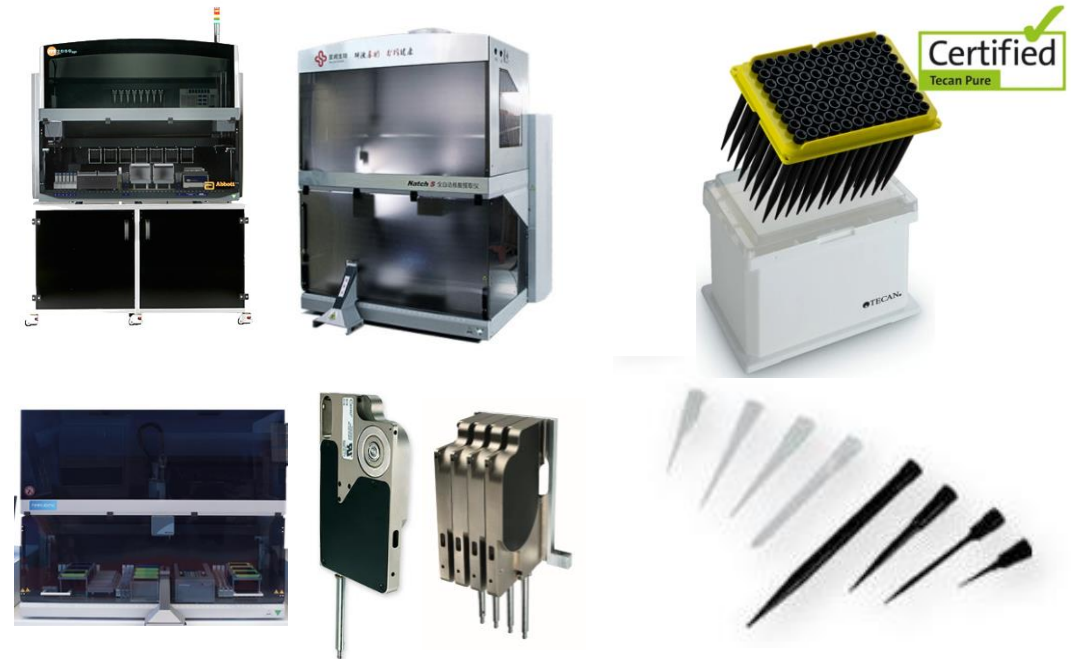
WE ARE PASSIONATE ABOUT SUPPORTING AND EMPOWERING LABS AND DIAGNOSTIC COMPANIES

LIFE SCIENCES BUSINESS



Supporting and equipping individual labs and lab chains to further scale up COVID-19 testing

PARTNERING BUSINESS



Supplying in vitro diagnostic companies with instruments, components and/or disposable pipette tips



Agreement with Thermo Fisher Scientific

LEVERAGING TECAN'S AUTOMATION TECHNOLOGY TO ENABLE SCALED-UP COVID-19 TESTING GLOBALLY

- Thermo Fisher Scientific is introducing a new highly automated, real-time PCR solution
- The Thermo Fisher Scientific Amplitude Solution is a molecular diagnostic testing system designed to analyze up to 6,000 samples in a single day
- It leverages Thermo Fishers's Applied Biosystems QuantStudio 7 PCR instruments
- It includes instruments of the Tecan Fluent Laboratory Workstation family and the Introspect software
- Perfect example for interplay between Tecan's Life Sciences and Partnering Business to the benefit of the customer

THERMO FISHER SCIENTIFIC AMPLITUDE SOLUTION



Tecan is Benefitting from Multiple Megatrends

5 key trends...



Population growth and the aging population



High levels of investment in healthcare and life science research in emerging markets



Development of targeted pharmaceuticals and use of companion diagnostics



Explosion of biological knowledge is leveraged into applied markets



Population sequencing programs and genetic testing directly for consumers

...fuel need for lab automation



Increasing test volumes



Increasing needs

- Productivity
- Reproducibility and standardization
- Precision
- Robustness of processes
- Regulatory compliance



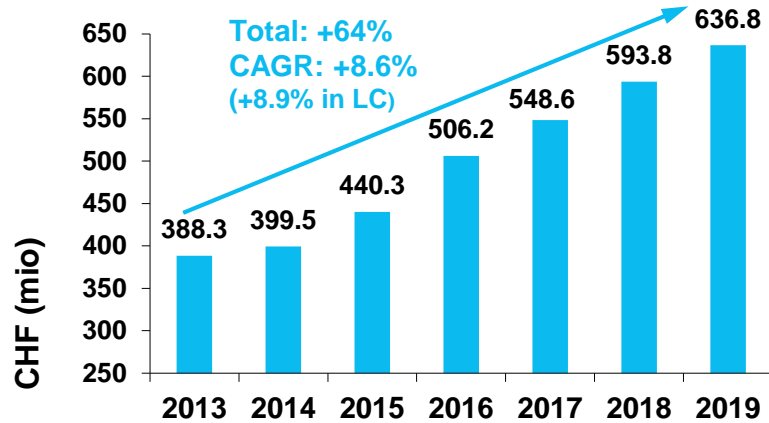
Increasing Laboratory Automation



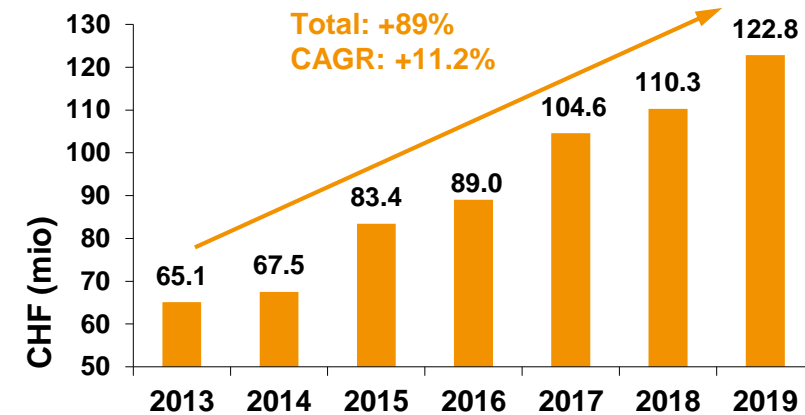
Megatrends Translating into Growth Opportunities

SUCCESSFUL FINANCIAL PERFORMANCE IN RECENT YEARS

SALES DEVELOPMENT

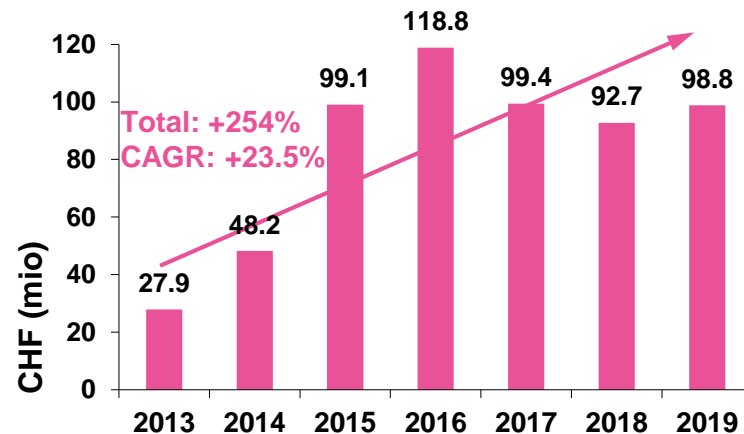


OPERATING PROFIT (EBITDA)

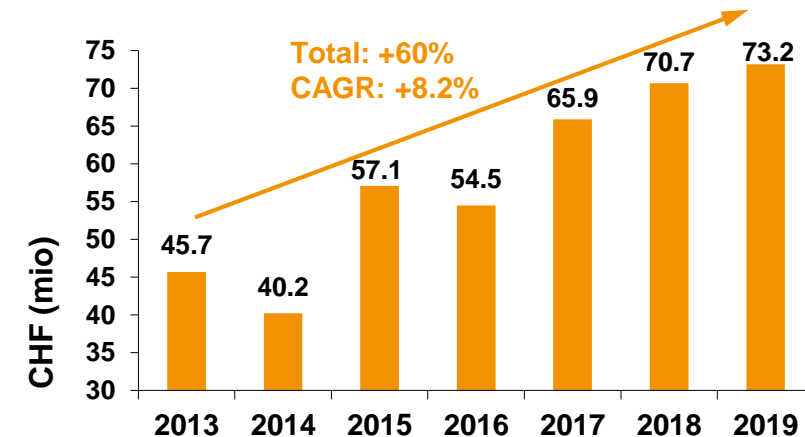


All figures are as reported,
non-adjusted for e.g.
acquisition-related costs

OPERATING CASH FLOW



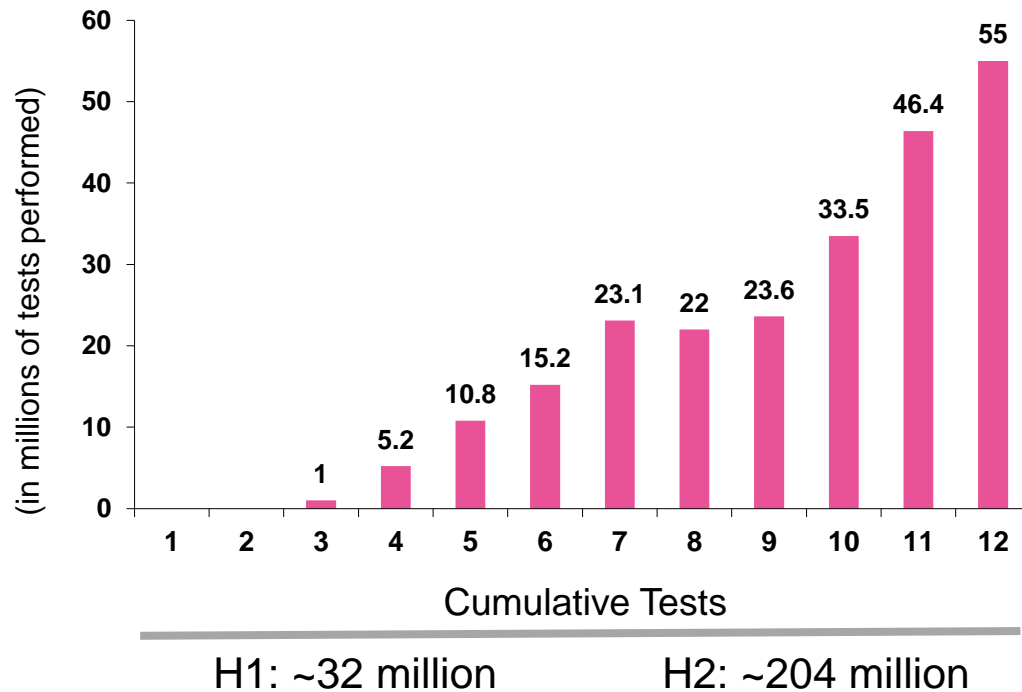
NET PROFIT



2021 Still Impacted by COVID-19

HOW LONG AND HOW MUCH THOUGH?

PCR-BASED COVID-19 TESTING IN THE US (2020)



Source: The COVID Tracking Project, UBS Estimate

FACTORS IMPACTING 2021 PERFORMANCE

- Duration and magnitude of elevated levels of PCR-based testing for acute COVID-19 infections
 - Impact on continued build out of test infrastructure in different regions
 - Impact on usage of consumables
- Shift from acute testing to broad community testing to reopen schools and businesses
- Role of serology testing and T cell assays to determine immunity status
- Role of low-plex / multiplex testing for flu and SARS CoV-2
- Rebound and recovery of research activities and routine diagnostic testing



Tecan is Well-Positioned for 2021 and Beyond

STRATEGIC ORIENTATION AND PRIORITIES

FOCUS ON CORE APPLICATIONS

- Focus especially on genomics, protein analysis, cell & tissue analysis
- Increasingly offering complete solutions with selected reagents and consumables

FOCUS ON THE EMPLOYEES

- Focus on global talent and leadership development
- Diversity and inclusion is the core of the Tecan culture

FOCUS ON THE CUSTOMERS

- Tecan's customer promise is "Always There For You"
- Comprehensive customer satisfaction program as key component

FOCUS ON EFFICIENCY AND SCALABILITY

- Focus on standardized processes and continuous improvement
- Defined processes, methods and tools: The Tecan Way!

FOCUS ON SUSTAINABLE DEVELOPMENT

- Sustainability deeply embedded in Tecan's corporate culture
- Contributing directly to the SDGs defined by the United Nations



Understand and fight disease

Accelerate discovery of disease mechanisms and development of novel treatments



Further impact

Drive translation of research insights into compliant clinical solutions at scale



Broaden access

Provide labs globally with efficient and effective diagnostic solutions



Then and now:

40 years of human discovery.



Contact and Events



NEXT EVENTS 2021

March 16: Full Year Results

April 13: Annual Shareholder Meeting

CONTACT

Martin Braendle

Senior Vice President, Corp. Communications & IR

Phone: +41 (0) 44 922 84 30

investor@tecan.com

www.tecan.com



