

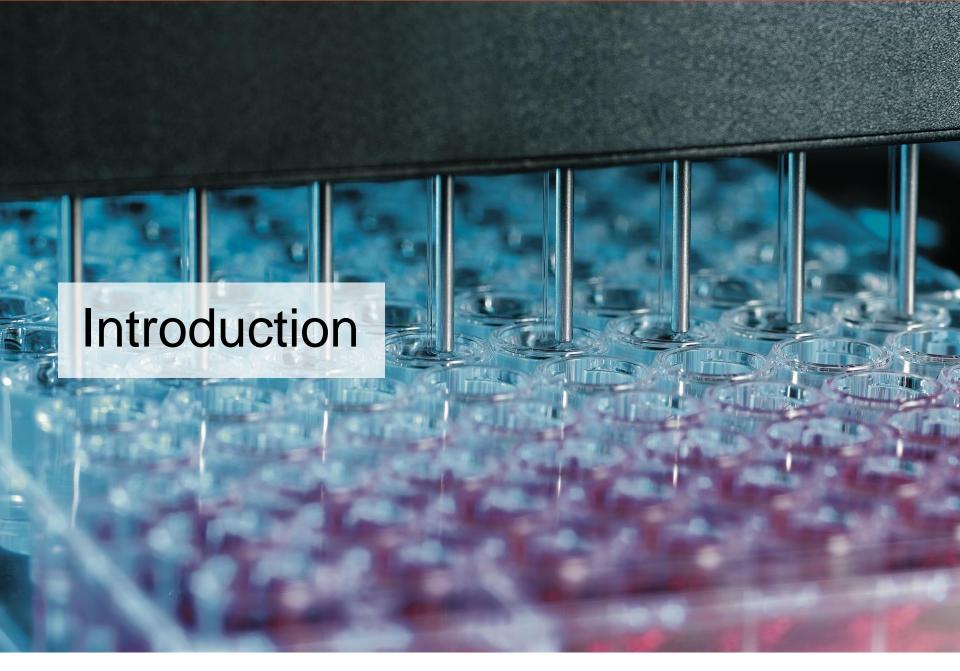
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## Introducing Tecan

- Pioneer and global leader in laboratory automation since 35 years
- Our solutions accelerate, automate and enhance the processes in state-of-the-art diagnostics and life sciences labs
- Offering immunoassays for specialty diagnostics through acquired IBL International
- HQ in Switzerland, 3 manufacturing and R&D sites in Europe and 1 in the US; software competence center in Germany
- ≈1,400 employees; sales and service network in 52 countries
- 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
- Mainly configurable open platforms







### **PARTNERING BUSINESS**

- Focused on all OEM activities
- Products sold by partners under their own brand
- Partner combines instruments with own reagents/tests









**59% OF GROUP SALES** 

41% OF GROUP SALES

#### **CHF 400M IN REVENUE**

**DIAGNOSTICS** 

LIFE SCIENCE RESEARCH

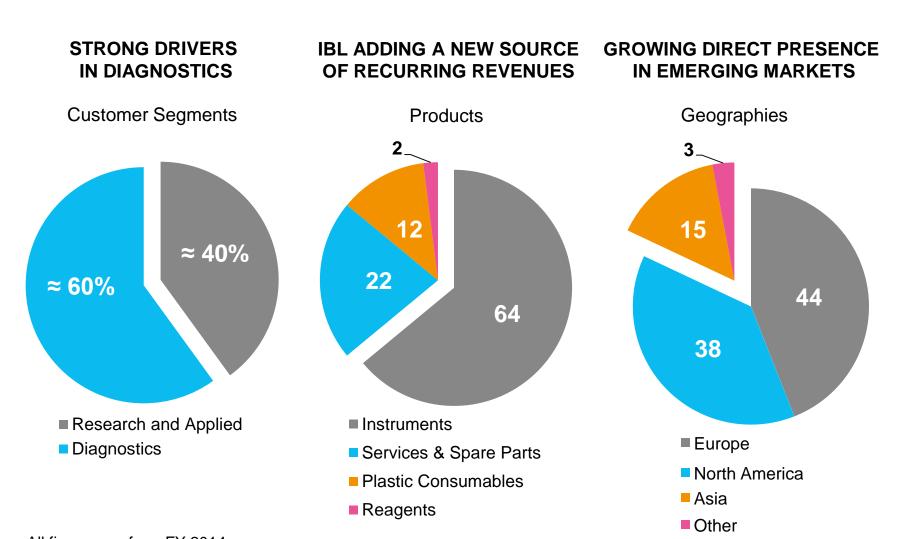
**FORENSICS** 

APPLIED MARKETS

Figures are from FY 2014



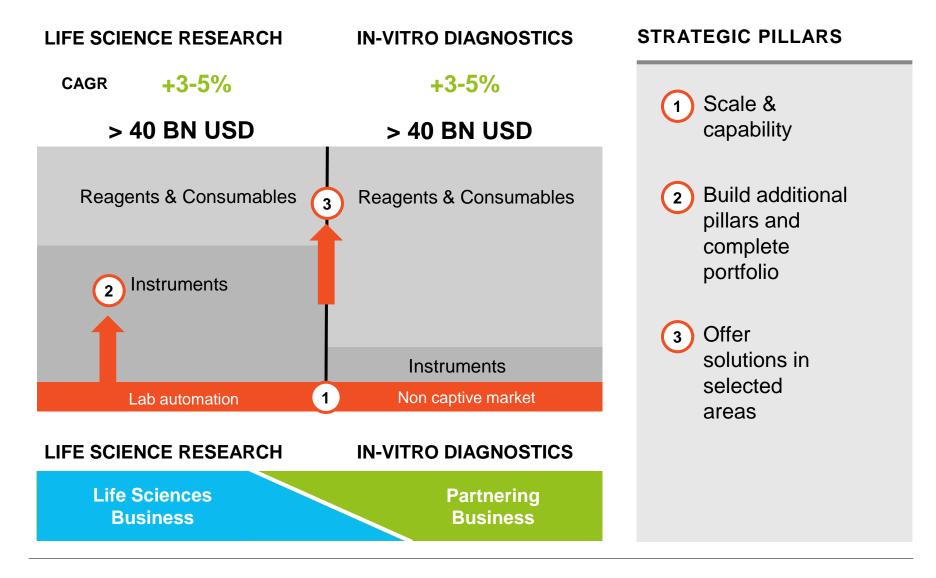
### Revenue Profile Provides a Solid Basis



All figures are from FY 2014



## Basis for Corporate Strategy: Market Structure





## Major Platform Launches (1)

### FLUENT\*\*

Setting new standards for simplicity, productivity and confidence



#### \* For research use only in USA

## NEXT GENERATION LIQUID HANDLING PLATFORM FAMILY

### **UPDATE**

### **PRODUCT ANNOUNCEMENTS:**

- Jun 2014: Cell Biology
- Feb 2015: Compound Management
- Feb 2015: New modules for increased general purpose use
- Aug 2015: Air displacement pipetting
- Aug 2015: New options enabling wider application range

STRONG MOMENTUM IN ORDERS
WITH REPEAT ORDERS FROM IMPORTANT
CUSTOMERS

## Major Platform Launches (2)

### SPARK<sup>TM\*</sup>

Greater flexibility, increased speed and productivity



## ALL-NEW MULTIMODE MICROPLATE READER PLATFORM

### **UPDATE**

#### PRODUCT ANNOUNCEMENTS:

- Launch of the Spark<sup>™</sup> 10M next-generation reader platform in February
- Designed for cell biology and genomics customers
- Launch of additional modules in May
- Roll-out proceeding to plan



<sup>\*</sup> For research use only in USA

## Supporting Significant Delivery Ramp-Up (1)

### **DAKO OMNIS**

Setting new standards with regard to flexibility, capacity, efficiency and traceability



# ADVANCED STAINING PLATFORM FOR TISSUE-BASED CANCER DIAGNOSTICS

### **UPDATE**

- Continued global commercial uptake
- Agilent reported record instrument placements for several quarters in a row
- Dako continuing to add new assays and panels to Omnis platform



## Supporting Significant Delivery Ramp-Up (2)

### ORTHO VISION™

## **Transforming transfusion medicine** with Responsive Automation





## NEXT-GENERATION DIAGNOSTICS INSTRUMENT FOR BLOOD TYPING

### **UPDATE**

- Significant increase in serial production to support commercial rollout
- Ortho-Clinical Diagnostics obtained
  - CE Mark to start commercialization in Europe, Japan and Australia in October 2014
  - Health Canada approval in April 2015
  - 510(k) clearance in the US in August 2015
- ORTHO VISION™ Max, a variant with higher sample throughput, received CE Mark clearance in October 2015

## Executing on Healthy Pipeline of New Projects

- Well-stocked pipeline of opportunities
- More emphasis on platform-based developments (level 1)
  - Leveraging Freedom EVO, Cavro Omni and Fluent platforms
  - Faster time to market, less development risks, easier to integrate in organization
  - Continue to sign agreements for platform-based solutions each year
- Pipeline also includes projects for dedicated instrument developments (level 2)
- Building a pipeline for new eFluidics technology

## DIFFERENT «LEVEL 1» PROJECTS FOR VARIOUS APPLICATIONS AND POTENTIAL CUSTOMERS







## Appropriate, Thoughtful M&A as Key Growth Driver

### KEY ELEMENT OF THE CORPORATE STRATEGY

- Experienced Corporate Development team with range of skills
- Corporate strategy to define areas of focus
- Active identification of targets, build-up of target funnel and cultivation of targets
- Disciplined approach on valuation

#### **AREAS OF FOCUS**

- Catalyst to core business and to support evolution into solutions
- Ideally high consumables/reagents content, focusing on niches where Tecan is advantaged owner
- Also interested in bolt-ons to expand addressable market

## IN JULY 2014, TECAN ACQUIRED IBL INTERNATIONAL, A LEADING SPECIALTY DIAGNOSTICS COMPANY









## Expanding Partnering Business with Acquisition\* of Sias

- Established OEM player in liquid handling solutions
- Scalable OEM platform and modules
- Immunoassay and PCR processing capabilities
- New technologies under development
- Strong project pipeline



- Market leader in laboratory automation
- Leading brand
- Global sales and service infrastructure
- Strong player in OEM components and integrated IVD systems
- Versatile software platforms

## BECOME AN EVEN STRONGER PLAYER IN OEM AUTOMATION AND IMMUNOASSAY PROCESSING

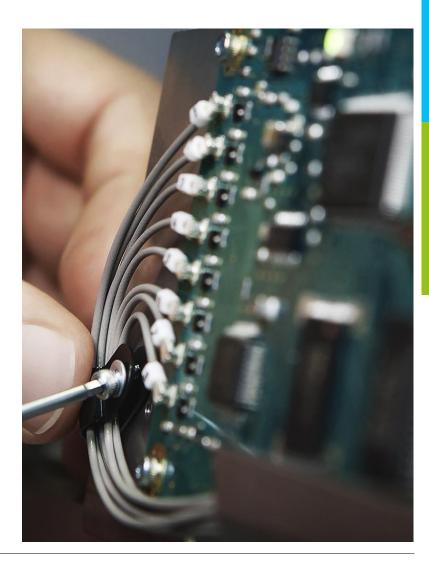
- Significant expansion of sales channel, customer base and development capabilities
- 2 Complimentary OEM liquid handling platforms
- 3 Expansion of immunoassay and genomics capabilities
- 4 Close proximity allows synergies to be implemented



<sup>\*</sup> Transaction closed on November 30, 2015.

## Improving Operational Excellence

- A multi-year project to reduce manufacturing costs (COGS) was launched in 2014
- The biggest potential is lowering material costs
- Improved supply chain management and sourcing are key factors to develop profitability further
- Increased sourcing from around the world through supplier relocation and consolidation
- Additional longer-term benefits to be realized with the start of new product development programs
  - Building modular, flexible platforms, standard elements
  - Increased re-use of common modules
  - Focus on core competencies
  - Early involvement of procurement and manufacturing engineering in product development







## Financial Summary and Outlook

### ACCELERATING SALES GROWTH

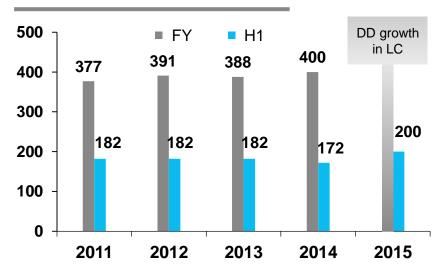
- H1 2015 with double-digit sales growth;
   Partnering Business growing by 30%
- Recurring revenues reaching 41% of total sales in H1 2015, including strong performance of IBL International
- H1 2015 Order Entry growing with doubledigit rate; benefiting from momentum in newly launched products
- Outlook for FY 2015: double-digit (DD) sales growth in local currencies (LC)

### STRONG KEY FINANCIAL METRICS

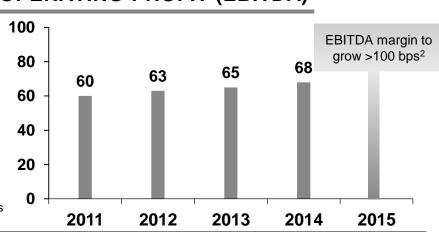
- Very positive development in Net Profit and EPS in H1 2015
- FY 2015: EBITDA margin to increase by more than 100 bps<sup>2</sup>
- High cash conversion due to low CAPEX requirements

<sup>1</sup>Historical sales data are as reported in CHF, based on different average FX rates <sup>2</sup>Based on average FX rates of: 1.05 EUR/CHF and 0.92 USD/CHF

### SALES DEVELOPMENT<sup>1</sup>



### **OPERATING PROFIT (EBITDA)**





## Every Lab. Every Day. Empowered.

- Wave of new exciting products reaching the market
- Driving commercialization of next-generation platforms in both main product lines in the Life Sciences Business
  - Fluent™ Laboratory Automation Solution
  - Spark™ Multimode Microplate Reader
  - New Freedom EVO® workstations
- Significant increase in series production for Dako Omnis and ORTHO VISION™ Analyzer in the Partnering Business
- Healthy pipeline of new projects in the Partnering Business
- Evolution into solution business for selected applications



### Q&A

### IR IPAD APP

News, financial reports, presentations, videos and more



### **NEXT EVENTS**

### 2016

March 15: Full Year Results 2015

April 13: Annual Shareholder Meeting

### **CONTACT**

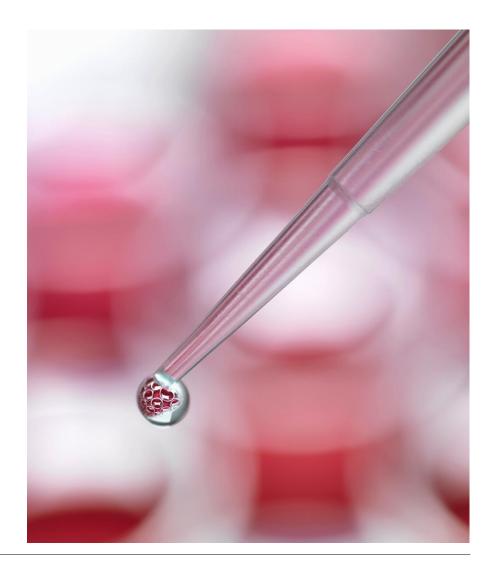
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#### Tecan - Who we are

Tecan (www.tecan.com) is a leading global provider of laboratory instruments and solutions in biopharmaceuticals, forensics and clinical diagnostics. The company specializes in the development, production and distribution of automated workflow solutions for laboratories in the life sciences sector. Its clients include pharmaceutical and biotechnology companies, university research departments, forensic and diagnostic laboratories. As an original equipment manufacturer (OEM), Tecan is also a leader in developing and manufacturing OEM instruments and components that are then distributed by partner companies. Founded in Switzerland in 1980, the company has manufacturing, research and development sites in both Europe and North America and maintains a sales and service network in 52 countries.

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