



Agenda



INTRODUCTION

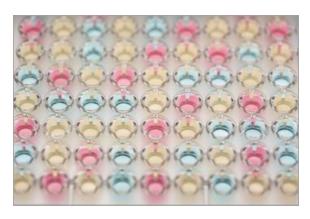
FINANCIAL RESULTS
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OUTLOOK
QUESTIONS AND ANSWERS

Financial Performance 2015

- Strong financial performance, delivering on commitments for the year
- Both business segments growing with double-digit rate in local currencies
- Recurring revenues increased to 38% of total sales, including strong performance from IBL International immunoassays
- Operating profit grew faster than sales, net profit even stronger
- High operating cash flow of CHF 99 million







Operating Highlights 2015

- Launch of the 2nd and 3rd wave of innovation for the Fluent[™] laboratory automation family,
 Tecan's next generation liquid handling platform
- Launch of all-new multimode reader platform Spark[™] 10M, conclusion of development of Spark[™] 20M, the most productive reader with industry-leading sensitivity
- US launch of FDA cleared ORTHO VISION[™] Analyzer by OrthoClinical Diagnostics, conclusion
 of development of ORTHO VISION[™] Max for high-volume transfusion medicine labs
- Smooth integration of IBL International
- Acquisition of Sias AG on 30 November 2015, a leading OEM supplier of laboratory automation solutions, to further expand our Partnering Business

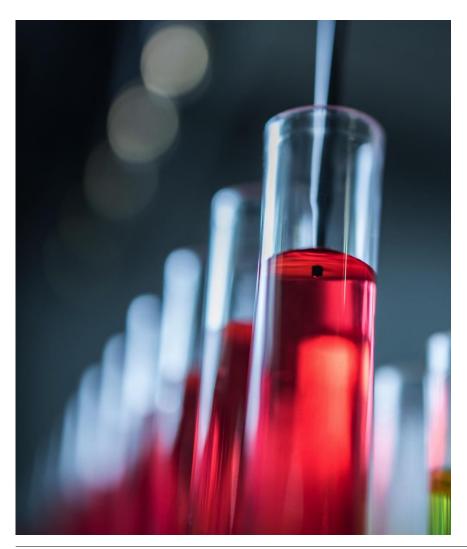






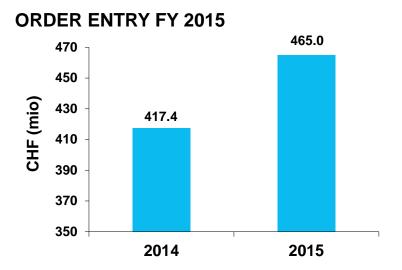


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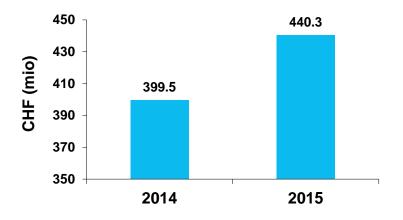


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2015 Order Entry and Sales Performance



SALES FY 2015



ORDER ENTRY H2 2015 VS. H2 2014

- +10.9% in Swiss Francs
- +13.8% in local currencies
- Organic +12.3% in local currencies

ORDER ENTRY FY 2015 VS. FY 2014

- +11.4% in Swiss Francs
- +14.1% in local currencies
- Organic +10.9% in local currencies

SALES H2 2015 VS. H2 2014

- +5.6% in Swiss Francs
- +8.7% in local currencies
- Organic +7.0% in local currencies

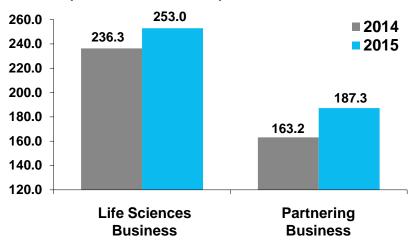
SALES FY 2015 VS. FY 2014

- +10.2% in Swiss Francs
- +13.1% in local currencies
- Organic +9.6% in local currencies

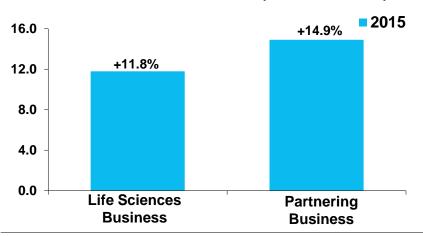


2015 Segment Sales

SALES (IN CHF MILLIONS)



SALES IN LOCAL CURRENCY (CHANGE IN %)



LIFE SCIENCES BUSINESS:

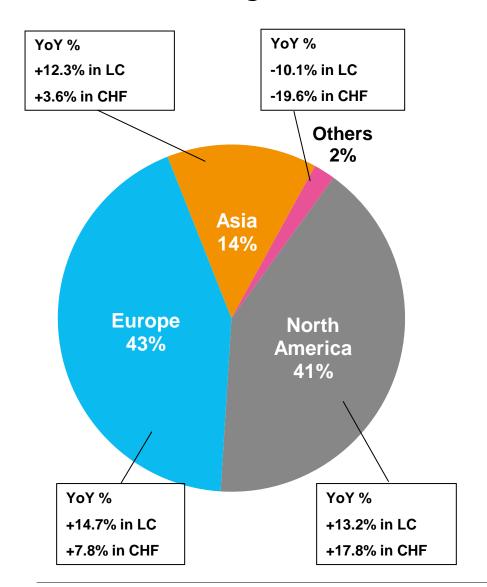
- <u>H2</u> Sales up by 7.5% in CHF and 12.7% higher in local currencies (LC)
 - Organic sales growth of +11.3% in LC
- **FY** Sales 7.1% above prior-year in CHF and 11.8% higher in LC
 - Organic sales increased by 6.7% in LC
 - Newly launched platforms contributed considerably
 - Strong order entry; exceeded sales

PARTNERING BUSINESS:

- H2 Sales increased by 2.9% in CHF and 3.1% in LC
 - Organic sales growth of +1.0% in LC
- **FY** Sales up by 14.7% and 14.9% in LC
 - Organic sales increased by 13.7% in LC
 - Instruments launched in the past two years and components contributed significantly
 - Order entry exceeded sales considerably



FY 2015 Regional Sales Development



EUROPE:

- Life Sciences Business growth driven by newly launched products and IBL International reagents
- Partnering Business with solid sales for instruments and components

NORTH AMERICA:

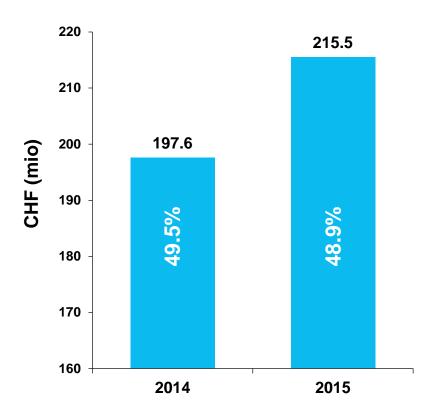
- Significant contribution from new products
- Life Sciences Business and Partnering Business both growing at double-digit percentage rate

ASIA:

- Both segments posted solid growth; negative exchange rate impact
- Overall situation in China improved; once again posting double-digit growth

FY 2015 Gross Profit

GROSS PROFIT (% = % **OF SALES**)



GROSS PROFIT INCREASED TO CHF 215.5M

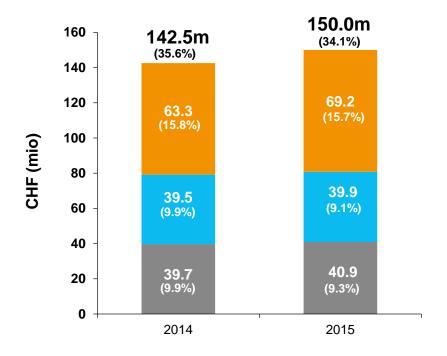
CHF 17.9m or 9.0% above 2014

GROSS PROFIT MARGIN DOWN BY 60 BPS

- (-) Product mix impact: higher sales contribution from new products with lower profitability in the launch phase
- (-) Impact from acquisitions
- (+) Material cost savings, less non-standard cost of sales and positive exchange rate impact
- (+) Price increases

FY 2015 Cost Structure

OPERATING EXPENSES (% = % OF SALES)



- Sales and marketing
- Research and development
- General and administration

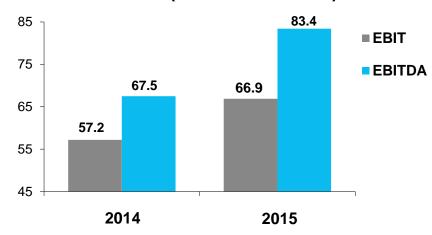
OPERATING EXPENSES GREW LESS THAN SALES

- OPEX expansion of 5.3% compared to sales growth of 10.2%
- All operating expenses include costs from acquired businesses
- Expenses benefitted from a positive one-time impact from revised pension liabilities according to IAS 19
- Sales & Marketing increased almost in line with sales with continued investments to support product launches
- R&D ratio continued to fall as planned
- Volume leverage for G&A expenses

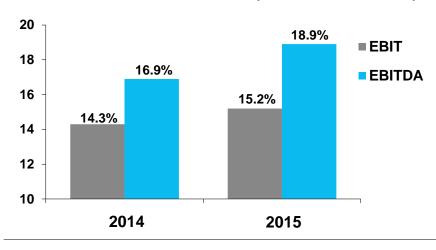


FY 2015 EBIT and EBITDA

EBIT AND EBITDA (IN CHF MILLIONS)



EBIT AND EBITDA MARGIN (% = % OF SALES)



EBIT INCREASED TO CHF 66.9M

CHF 9.7m or 17.0% above 2014

EBIT MARGIN AT 15.2%

Main effects impacting the EBIT margin:

- (-) GP margin 60 bps lower
- (+) Expenses 150 bps lower

EBITDA GREW TO CHF 83.4M

CHF 15.9m or 23.5% above 2014

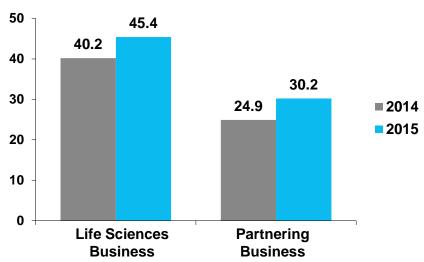
EBITDA MARGIN REACHED 18.9%

- Improvement of 200 bps exceeding the margin target of "more than 100 bps"
- Improvement of underlying EBITDA margin of 120 bps
- Tailwind of 80 bps from one-time effects

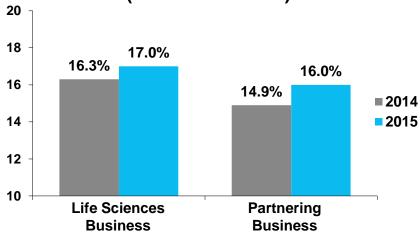


FY 2015 Segment Profitability

EBIT (IN CHF MILLIONS)



EBIT MARGIN (% = % OF SALES)



LIFE SCIENCES BUSINESS:

- EBIT margin increased to 17.0%
 - (+) Positive price effect
 - (+) Positive volume effect
 - (+) Reduced R&D expenses

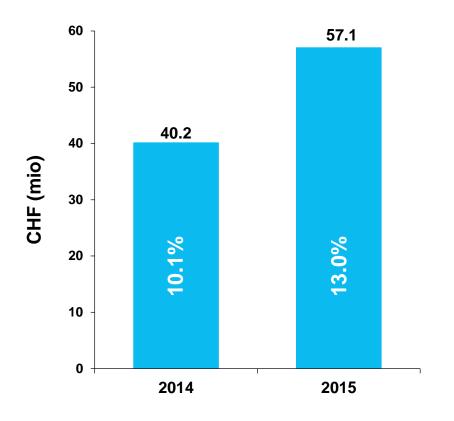
PARTNERING BUSINESS:

- EBIT margin increased to 16.0%
 - (+) Positive volume effect
 - (-) Lower profitability in launch phase of new instruments



FY 2015 Net Profit

NET PROFIT (% = % **OF SALES**)



NET PROFIT GREW FASTER THAN SALES

CHF 16.9m or 42.1% higher than 2014

EBIT INCREASE OF CHF 9.7M

BELOW EBIT LINE

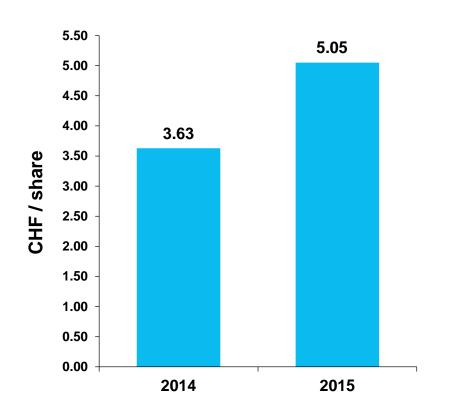
- (+) Improved financial result
- (+) Lower tax rate of 13.4% (2014: 18.2%)

NET PROFIT MARGIN +290 BPS TO 13.0%



FY 2015 Basic Earnings per Share

BASIC EARNINGS PER SHARE



EARNINGS PER SHARE INCREASED BY 39.1% TO CHF 5.05

AVERAGE NUMBER OF SHARES OUTSTANDING: 11.3M (2014: 11.1M)

INCREASE IN DIVIDEND FROM CHF 1.50 TO CHF 1.75 TO BE PROPOSED

FY 2015 Cash Flow



CASH FLOW FROM OPERATIONS MORE THAN DOUBLED TO CHF 99.1M (2014: CHF 48.2M)

High cash conversion of 22.5% of sales; operating cash flow significantly exceeding net profit

NET WORKING CAPITAL DECREASED, MAINLY DUE TO LOWER ACCOUNTS RECEIVABLES

Days Sales Outstanding at 50 days (2014: 52 days)

INVESTMENTS OF CHF 14.6M (2014: CHF 22.4M) AND CHF 16.5M FOR AMORTIZATION & DEPRECIATION (2014: CHF 10.3M)

CASH FLOW FROM FINANCING ACTIVITIES INCLUDES DIVIDEND PAYMENTS OF CHF 16.9M AND PROCEEDS FROM THE SALE OF TREASURY SHARES OF CHF 31.6M (FOR TAX REASONS)

NET LIQUIDITY² INCREASED TO CHF 198.8M (DEC 31, 2014: CHF 122.7M)



¹ Includes translation differences of -0.6m

² Net Liquidity = cash and cash equivalents minus bank liabilities and loans

FY 2015 Key Figures

| | 2014 | 2015 | Δ IN % |
|--|-------|-------|---------|
| Sales (in CHF mio) | 399.5 | 440.3 | +10.2% |
| Sales in local currencies (in CHF mio) | 389.2 | 440.3 | +13.1% |
| Gross Profit (in CHF mio) | 197.6 | 215.5 | +9.0% |
| in % of sales | 49.5% | 48.9% | |
| R&D (in CHF mio) | 39.5 | 39.9 | +1.0% |
| in % of sales | 9.9% | 9.1% | |
| EBIT (in CHF mio) | 57.2 | 66.9 | +17.0% |
| in % of sales | 14.3% | 15.2% | |
| EBITDA (in CHF mio) | 67.5 | 83.4 | +23.5% |
| In % of sales | 16.9% | 18.9% | |
| Net profit (in CHF mio) | 40.2 | 57.1 | 42.1% |
| in % of sales | 10.1% | 13.0% | |
| EPS (in CHF) | 3.63 | 5.05 | +39.1% |
| Return on net assets (RONA) | 27% | 29% | +7.4% |
| Net liquidity December 31 (1) (in CHF mio) | 122.7 | 198.8 | +62.0% |
| Equity (in CHF mio) | 361.2 | 440.7 | +22.0% |
| Cash Flow (operating) (in CHF mio) | 48.2 | 99.1 | +105.7% |

⁽¹⁾ Net Liquidity = cash and cash equivalents minus bank liabilities and loans

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Review of Priorities of 2015

Driving growth in Life Sciences Business: focus on launch of new products, continued IBL integration and China expansion

- 2nd and 3rd wave launches for Fluent
- Launched all-new reader platform Spark
- Further growth with IBL immunoassays
- Solid growth in China, overall improved situation

Continue to support Partnering Business customers with delivery ramp-up and continued development of new products

- ORTHO VISION™ Analyzer launched in US
- ORTHO VISION™ Max obtained CE Mark
- Significant increase in serial production

Continue to exploit the identified material cost reduction potential and further optimize manufacturing

- Material cost savings realized
- Relocation of parts underway
- Operational efficiencies achieved

Further increase efficiency in product development and successfully launch additional new products

- Successful conclusion of multiple platform projects
- Continued to adapt organization and processes
- R&D spending fell from 9.9% to 9.1% of sales

Continue to drive appropriate, thoughtful M&A as catalyst to core business and to support evolution into solutions

- Acquisition of Sias in Q4 2015
- Continued successful integration of IBL Int'l
- Further build-up of funnel and cultivation of targets

Priorities for 2016

| Operational efficiency | Material cost savings Supply chain management Productivity projects Maintaining fast pace of innovation | |
|------------------------|--|--|
| Partnering Business | New product launches Delivery ramp-up Concluding new development agreements Sias integration | |
| Life Sciences Business | Growth from new instrument platforms Additional product launches Growth from immunoassays Driving geographic expansion | |
| Recurring revenues | Major focus on plastic consumables Further expanding existing business Leveraging installed base of instruments Expanding product portfolio | |
| M&A | Continue to drive thoughtful M&ASupport evolution into solutionsSuccessful integration of SiasFurther collaborations | |



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Outlook for 2016

SALES

Double-digit sales growth in local currencies

PROFITABILITY

EBITDA (in CHF mio) at about similar level as 2015

 Including integration costs in a mid single-digit million CHF amount related to the Sias acquisition (accretive in 2017)

Underlying EBITDA margin to expand by at least 50 bps

Excluding the Sias business and adjusted for one-time tailwind in 2015

Based on average FX rates of: 1.05 EUR/CHF and 0.98 USD/CHF

Upcoming Event



Q&A

IR IPAD APP

News, financial reports, presentations, videos and more



NEXT EVENTS

2016:

April 13: Annual Shareholder Meeting

June 16: Capital Markets Day

August 16: Half Year Results 2016

CONTACT

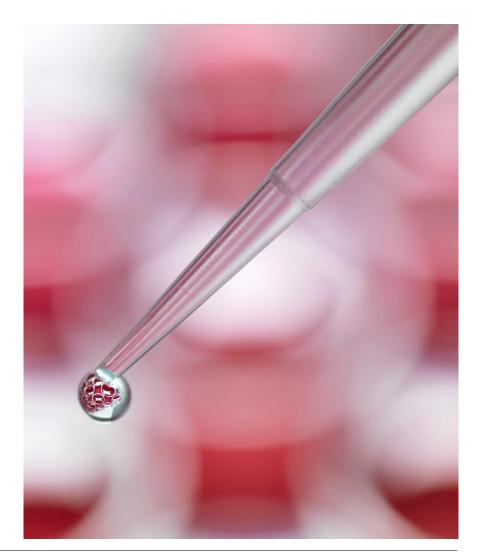
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Tecan - Who we are

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