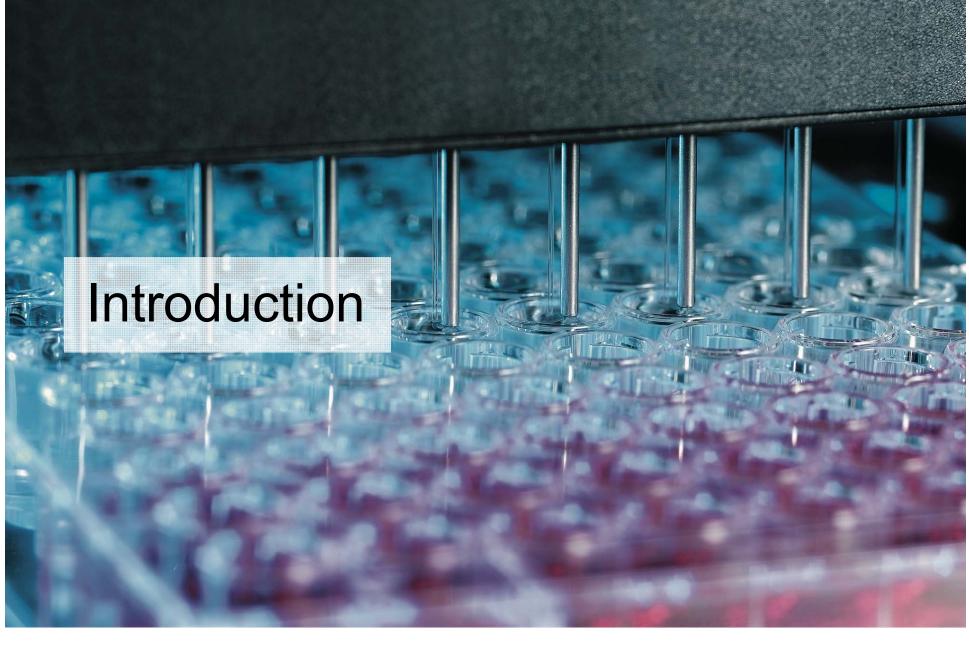
Tecan Group Vontobel Summer Conference

JUNE 8, 2016 INTERLAKEN DR. DAVID MARTYR, CEO

TECAN•



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

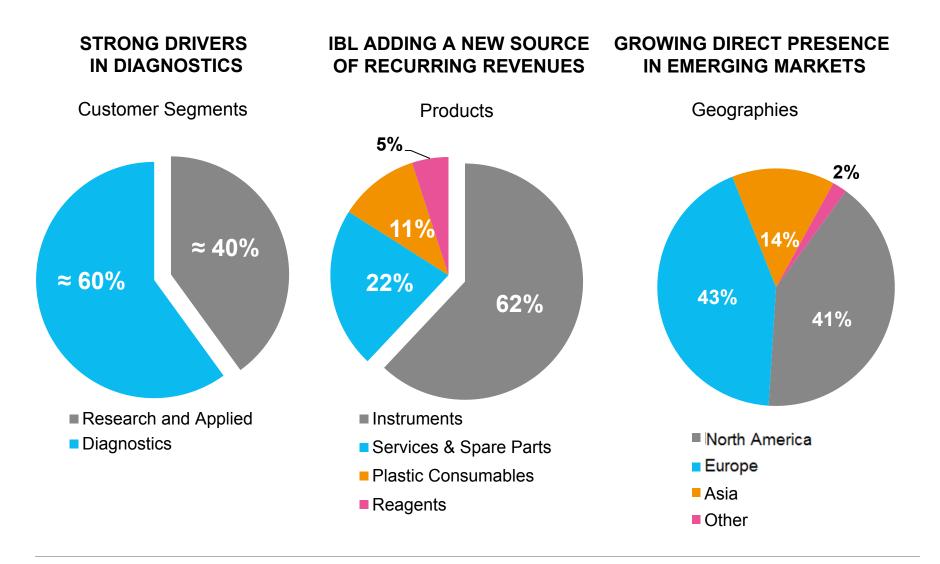


57% OF GROUP SALES

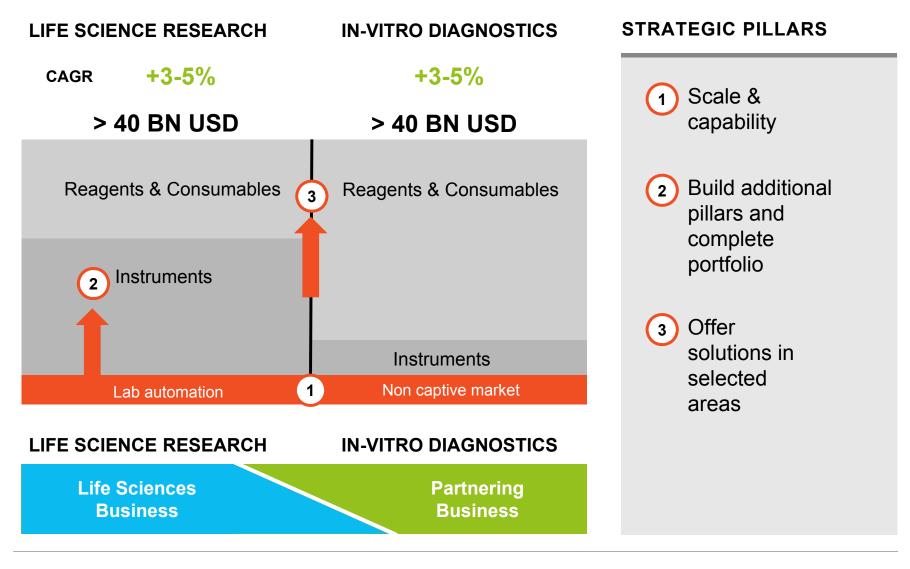




Revenue Profile Provides a Solid Basis



Basis for Corporate Strategy: Market Structure



Growth Drivers and Priorities

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
- Jan 2016: New wave of exciting features to further increase speed and flexibility

STRONG MOMENTUM IN ORDERS WITH REPEAT ORDERS FROM IMPORTANT CUSTOMERS

Major Platform Launches (2)

SPARK®* NEXT GENERATION READER PLATFORM

Greater flexibility, increased speed and productivity





* For research use only in USA

ALL-NEW MULTIMODE MICROPLATE READER PLATFORM

UPDATE

SPARK 10M LAUNCHED AT SLAS2015:

- Designed for cell biology and genomics customers
- Launch of additional modules in May 2015
- Brightfield imaging module launched at SLAS2016
- Roll-out proceeding to plan with strong uptake



SPARK 20M LAUNCHED AT SLAS2016:

- The high-end microplate reader
- Industry leading sensitivity and speed
- Integrated microcopy enables automated live cell imaging and confluence meausurement
- Unique Te-Cool[™] guarantees constant temperature for consistent results

Supporting Significant Delivery Ramp-Up (1)

DAKO OMNIS FOR DAKO (AGILENT)

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™ ANALYZER FOR ORTHO CLINICAL DIAGNOSTICS

Transforming transfusion medicine with Responsive Automation





NEXT-GENERATION DIAGNOSTICS INSTRUMENT FOR BLOOD TYPING

UPDATE

- Significant increase in serial production to support commercial rollout
- Clearances obtained by Ortho Clinical Diagnostics:
- ORTHO VISION[™] Analyzer for BioVue[®] Cassettes
 - CE Mark to start commercialization in Europe, Japan and Australia in October 2014
 - for ID-MTS[™] Gel Cards
 - Health Canada approval in April 2015
 - 510(k) clearance in the US in August 2015
- ORTHO VISION™ Max Analyzer
 - Two variants with higher sample throughput
 - Development completed

for BioVue® Cassettes

Received CE Mark clearance in October 2015

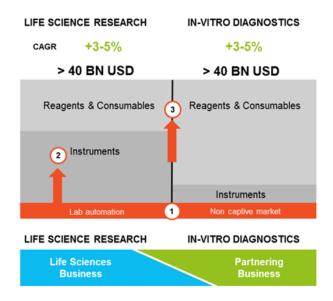
Executing on Healthy Pipeline of New Projects

- 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



Acquisitions, Key Element of Corporate Strategy



ACQUISITIONS ANNOUNCED TO DATE

December 2015: Acquisition of Sias AG

- Leading OEM supplier of a wide range of modular and complete laboratory automation solutions
- Complementary OEM liquid handling platforms
- Expansion of immunoassay and genomics capabilities



Sias Xantus platform with Ixion microplate centrifuge

August 2014: Acquisition of IBL International

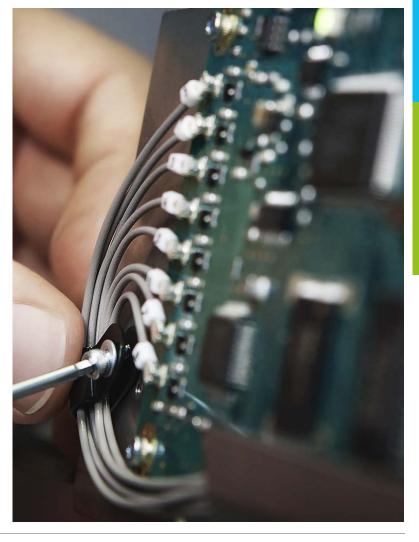
- Established and leading immunoassay company for specialty diagnostics
- Supports evolution into solutions in select applications
- Leveraging Tecan's global presence and long tradition in immunoassay processing

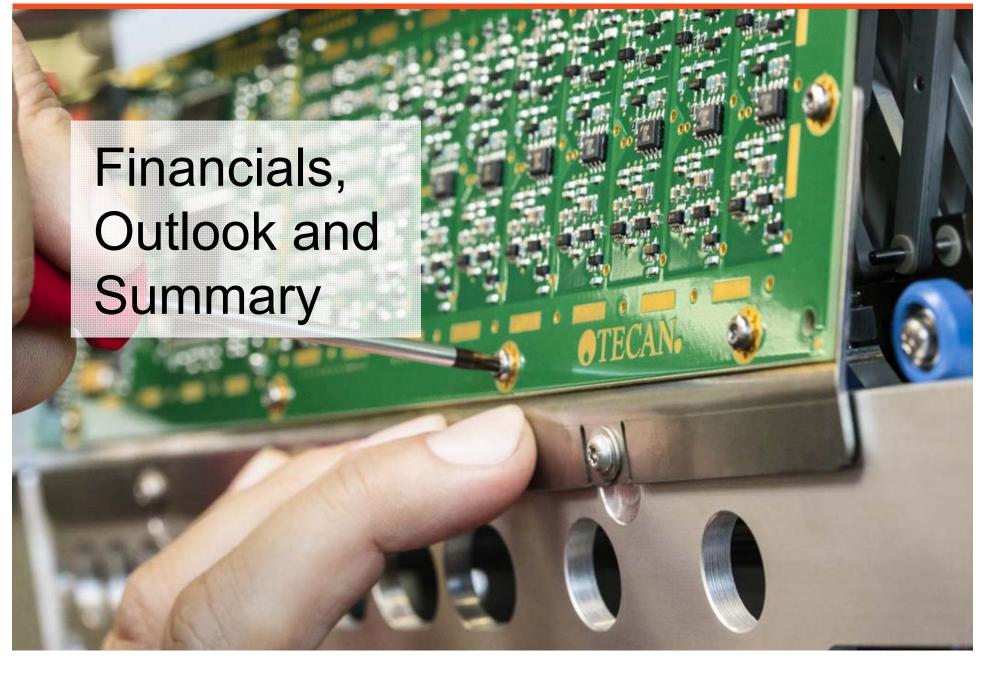
TECAN 13

PARTNERING BUSINESS **LIFE SCIENCES BUSINESS**

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 2015

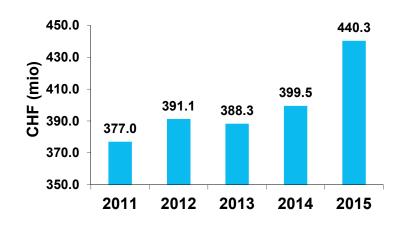
ACCELERATING SALES GROWTH

- Sales increased by 13.1% in local currencies (organic 9.6% in LC)
- Both business divisions and all major regions growing with double-digit rate
- Recurring revenues reaching 38% of total sales, including strong performance of IBL International

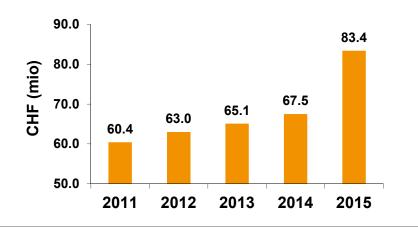
STRONG KEY FINANCIAL METRICS

- Operating profit grew faster than sales, net profit even stronger
- EBITDA margin increase by 200 bps to 18.9%
- High cash conversion due to low CAPEX requirements;
 22.5% of sales in 2015

SALES DEVELOPMENT



OPERATING PROFIT (EBITDA)



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

Every Lab. Every Day. Empowered.

- Wave of new exciting products reaching the market
- Good momentum from 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
- Strong momentum and significant increase in series production for new platforms in the Partnering Business
- Healthy pipeline of new projects in the Partnering Business
- Evolution into solution business for selected applications



Upcoming Event



Q&A



IR IPAD APP

News, financial reports, presentations, videos and more



NEXT EVENTS

2016

June 16: Capital Markets Day August 16: Half Year Results 2016

CONTACT

Martin Braendle Vice President, Communications & IR Phone: +41 (0) 44 922 84 30 investor@tecan.com www.tecan.com

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

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.

Australia +61 3 9647 4100 Austria +43 62 46 89 33 Belgium +32 15 42 13 19 China +86 21 220 63 206 Denmark +45 70 23 44 50 France +33 4 72 76 04 80 Germany +49 79 51 94 170 Italy +39 02 92 44 790 Japan +81 44 556 73 11 Netherlands +31 18 34 48 17 4 Singapore +65 644 41 886 Spain +34 935 95 2531 Sweden +46 8 750 39 40 Switzerland +41 44 922 89 22 UK +44 118 9300 300 USA +1 919 361 5200 Other countries +43 62 46 89 33

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