Tecan Group KeplerCheuvreux 19th Swiss Seminar

DR. DAVID MARTYR, CEO MARCH 23, 2018 ZÜRICH

Introduction



Tecan's Vision Statement

Every lab. Every day.

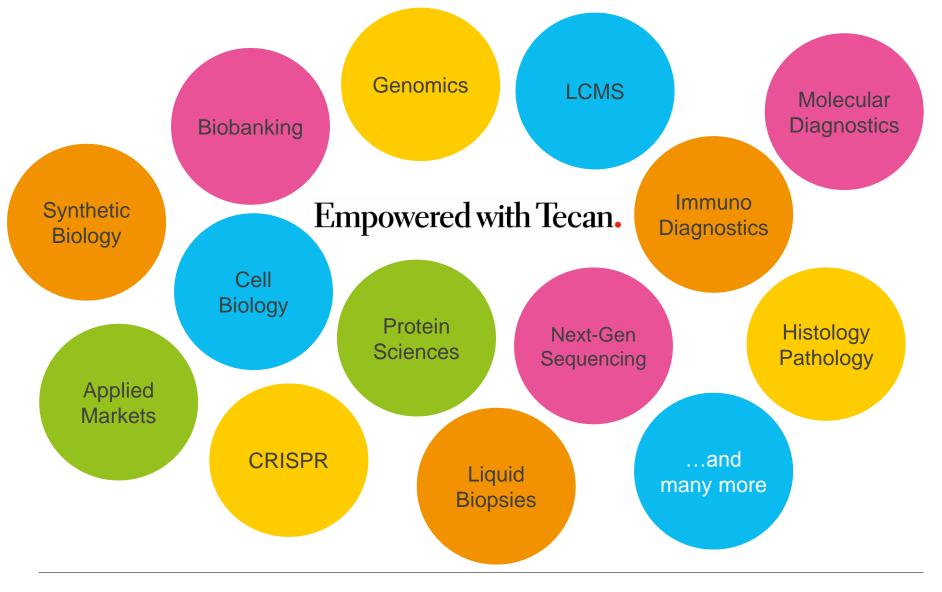
Empowered.

Our vision is to empower every laboratory, every day, around the world with Tecan technology, products and support.

We will help to shape the future of automated workflows in life sciences and clinical diagnostics through unrivaled expertise, products and customer support.



Tecan in the Center of a Dynamic Environment



Introducing Tecan

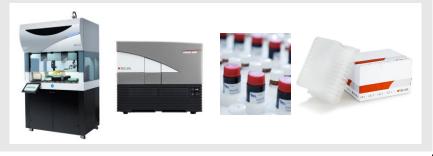
- Pioneer and global leader in laboratory automation since over 35 years
- Our solutions accelerate, automate and enhance the processes in state-of-the-art diagnostics and life sciences labs
- Offering solutions in select application areas: immunoassays for specialty diagnostics and mass spectrometry sample preparation
- HQ in Switzerland, 3 manufacturing and R&D sites in Europe and 2 in the US; software competence center in Germany
- ~1,500 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
- Instruments, reagents, consumables, customer service, spare parts



56% OF GROUP SALES

PARTNERING BUSINESS

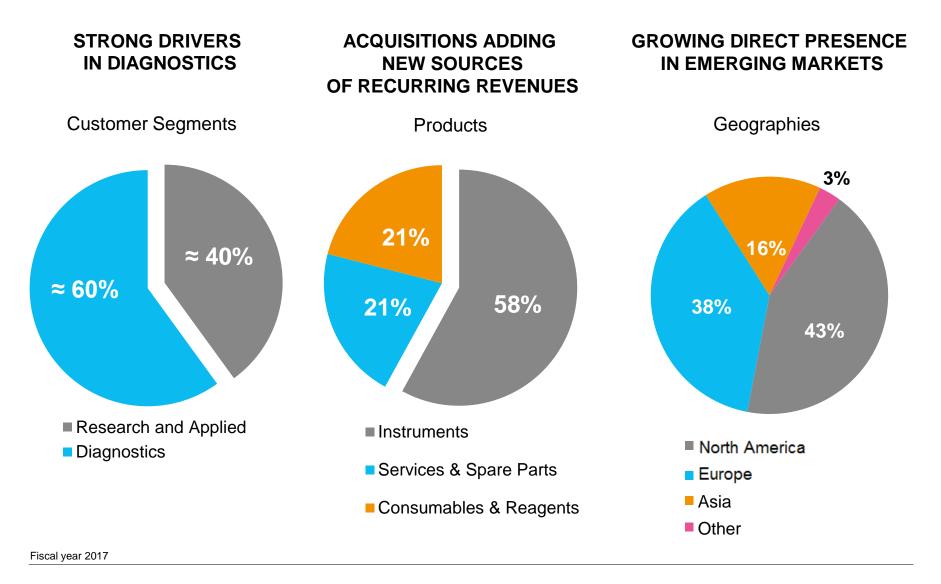
- Focused on all OEM activities
- Products sold by partners under their own brand, partner combines instruments with own reagents/tests
- Dedicated systems, platform-based instruments, components, consumables, spare parts, service



44% OF GROUP SALES



Revenue Profile Provides a Solid Basis



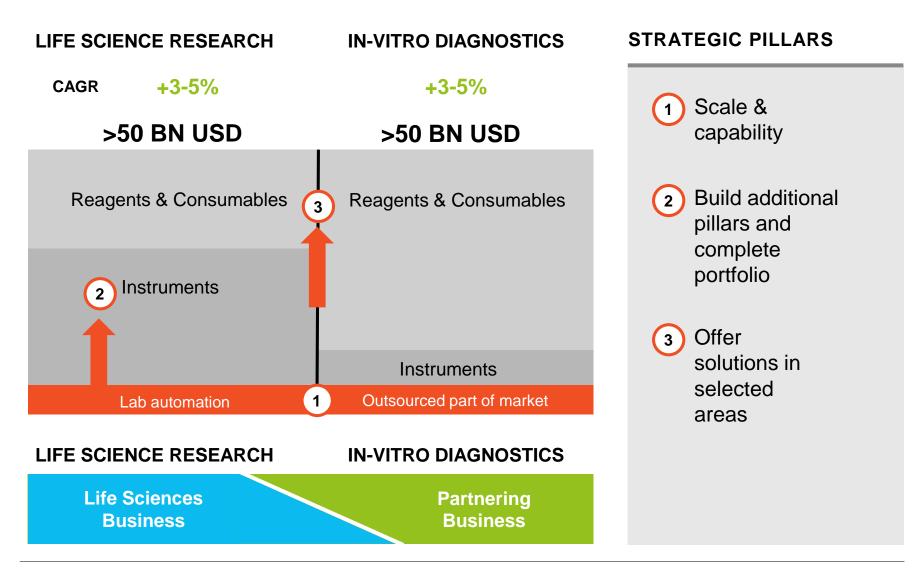
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Strategy and Growth Drivers

50mL

50mL

Basis for Corporate Strategy: Market Structure



New Platforms in Two Main Instrument Segments STRONG MARKET UPTAKE AND ORDER MOMENTUM

FLUENT®* NEXT GENERATION LIQUID HANDLING PLATFORM FAMILY

Setting new standards for simplicity, productivity and confidence





SPARK^{®*} NEXT GENERATION READER PLATFORM

Greater flexibility, increased speed and productivity

Further launches coming up in 2018!





- Built around the application-specific needs for various life science workflows
 - Genomics, cell biology, compound mgmt and a wide range of additional applications
- More capacity, increased speed, superior precision, throughput and walkaway time

- Industry leading sensitivity and speed
- Integrated microscopy for automated live cell imaging and confluence measurement
- Engineered in a modular, upgradeable fashion
- Unique suite of technology and software for entirely new assay possibilities

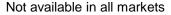
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* For research use only in USA
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Tecan's newest liquid handler coming soon to a regulated lab near you

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OTECAN

Fluent[®] Gx.





Fluent Gx brings advantages of Fluent to regulated environments

Tecan will register Fluent Gx with the FDA as a Class 1 Medical Device

Fluent Gx will offer the tools GMP, GLP, QC labs, and clinical diagnostic facilities need, such as:

- Permissions
- Method Approval
- Electronic Signatures
- Sample Traceability
- Audit Trail & Audit Tools

| Regulation and typical applications * | GMP | Clinical |
|---|-----------------------|-----------------------|
| EN 62304 Medical device software (life cycle processes) | | ✓ |
| ISO 13485 Medical Devices Quality Management System / 21 CFR 820 Quality System (US FDA) | ~ | ✓ |
| Enabling 21 CFR Part 11 (Tecan software is developed under ISO 13485, and offers multi-level user management, supporting compliance to 21 CFR Part 11 electronic records/signatures) | ~ | ~ |
| EN 14971: Medical devices – application of risk management to medical devices | | ✓ |
| EN 61010 applicable parts: safety requirements for electrical equipment for measurement, control and laboratory use | ~ | ~ |
| EN 61326 applicable parts: EMC requirements | V | ✓ |
| EN 62366 usability engineering (human factors) | | ✓ |

* This is not a comprehensive list. Contact Tecan for more information Configuration may impact intended use Not available in all markets

Sample turn around time is an increasingly greater demand in clinical diagnostics

Growing Solutions Offering in Select Applications LEVERAGING TECAN'S GLOBAL PRESENCE AND CUSTOMER BASE

IMMUNOASSAYS FOR SPECIALTY DIAGNOSTICS

Building on Tecan's long tradition in immunoassay processing with open platforms



- Offering wide range of tests for specialty diagnostics through acquired IBL International
- Increasing need for an integrated instrument and reagent offering
 - 84 assays adapted to Tecan automation, further assays in process
- Direct distribution initiated in various countries

SAMPLE PREPARATION SOLUTIONS FOR MASS SPECTROMETRY

Leveraging Tecan's leading position in mass spectrometry sample prep automation





- Expanding MS sample prep offering through acquired SPEware (now Tecan SP)
- Offering smart consumables and dedicated instruments under new Resolvex[™] brand
- Preparing for commercialization beyond North American market
- European launch initiated in H2 2017

Partner of Choice to the IVD Industry 30+ ACTIVE INSTRUMENT ACCOUNTS, MARKET LEADER IN COMPONENTS

DAKO OMNIS FOR AGILENT TECHNOLOGIES

Advanced staining platform for tissue-based cancer diagnostics



- Agilent named the Primary IHC and Special Stains vendor for Quest Diagnostics*
 - "Demonstrates the advantages of DGG's staining workflow solutions."

ORTHO VISION™ ANALYZER FOR ORTHO CLINICAL DIAGNOSTICS

Next generation diagnostics instrument for blood typing



- Early 2018, Ortho Clinical Diagnostics communicated ~1'900 installations worldwide*, up from ~1'000 at beginning of 2017*
- Two instrument variants received CE Marks, US FDA 510(k) as well as China CFDA clearances (Oct 2017)

* Agilent Q2 2017 Earnings Presentation; May 22, 2017

* Ortho Clinical Diagnostics press release; January 24, 2017; J.P. Morgan Healthcare Conference presentation, January 9, 2018



Partner of Choice to the IVD Industry 30+ ACTIVE INSTRUMENT ACCOUNTS, MULTIPLE NEW DEVELOPMENTS IN PROGRESS

IN REGULAR SUPPLY PHASE

INSTRUMENTS RAMPING UP

35+ different instruments supplied

 From leading diagnostics companies, segment specialists to emerging players

Examples:



m2000sp for Abbott Molecular



Natch S for Sansure



BD PrepStain[™] Slide Processor for BD



Procleix Xpress for

Grifols

Qwalys[®] 3 for Diagast



Autrax for Liferiver



ORTHO VISION[®] Analyzer and ORTHO VISION[®] Max Analyzer for Ortho Clinical Diagnostics



Dako Omnis for Sgx Clarity[™] for Agilent Technologies Singulex



QUANTA Lyser[®] 3000 Amplidiag[®] Easy for for Inova Diagnostics Mobidiag

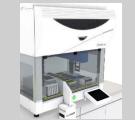
5+ projects under development

DEVELOPMENT

From smaller to large potential

Examples:

UNDER



New nucleic acid extraction platform in MDx for DiaSorin



New sample preparation platform in flow cytometry for Sysmex Corporation

INSTRUMENT PIPELINE

25+ concrete concepts in discussions

- New technologies transitioning into IVD
- Richest project funnel to date; Asia contribution significant
- Majority in MDx and other fast growing applications
- Leveraging broad portfolio of modular platforms, consumables plus company-wide application & service expertise



Highlights 2017, Financials and Outlook

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Operating Highlights 2017

- Integration of US company SPEware (now Tecan SP) and European market launch of the Resolvex[™] product line for sample preparation for mass spectrometry
- Acquisition of Pulssar Technologies to expand the technology portfolio in Partnering Business; relocation of production completed
- Signing of new platform development projects with DiaSorin and Sysmex in Partnering Business
- Further significant increase in serial production of major platforms



Production of functional consumables for LCMS sample prep at Tecan SP

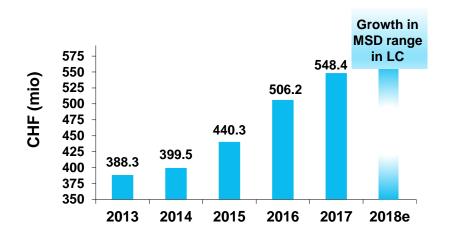
Financial Performance 2017

- With +8.0% in LC, another year of significant sales growth
- Sales up by a total of around CHF 150 million or 37% over the last three years
- Total recurring revenues now at 42% of sales
- Strong growth in order entry (+11.8% in LC)
- Significant EBITDA margin increase of 160 basis points, driven by efficiency improvements and one-time effects
- High operating cash flow of CHF 99 million or 18% of sales



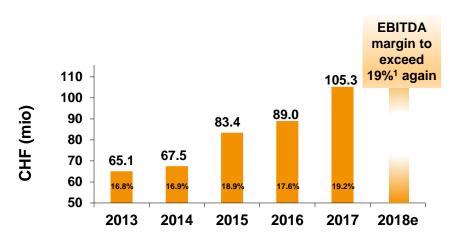
Outlook for 2018

SALES DEVELOPMENT



- Forecast for organic growth in local currencies in the mid-single-digit percentage range
- Potential acquisitions not taken into account
- In the mid-term forecasting to continue to organically outgrow the market average
 - Expecting to increase this mid-term growth rate through acquisitions

OPERATING PROFIT (EBITDA)



- After significant margin increase in 2017, a further year of EBITDA margin of more than 19% of sales expected
- Including integration costs in a low single-digit million CHF amount for already completed acquisitions
- Also beyond 2018, committed to drive underlying profitability higher together with organic sales growth

¹ Based on average FX rates of: 1.15 EUR/CHF and 0.96 USD/CHF

Q&A



IR IPAD APP

News, financial reports, presentations, videos and more



NEXT EVENT 2018

April 17: Annual Shareholder MeetingAugust 16: Half Year Results 2018

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Empowered

with Tecan.

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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