



Tecan Group

# Corporate Update

CONFERENCE CALL

JANUARY 15, 2019





# Speakers



Dr Lukas  
Braunschweiler  
Chairman



Dr David Martyr  
CEO



Dr Achim von  
Leoprechting  
EVP



# CEO Succession

- Tecan just finished another very successful business year 2018
- In a strong position with tremendous opportunities for the future
- CEO David Martyr to retire after 6 ½ years at the helm of the company
- The Board of Directors has appointed Achim von Leoprechting, Head of Partnering Business division, as the new CEO
  - Assumes CEO role on April 1, 2019
  - Continues in his current role in addition until a successor is appointed
- First internal succession in the history of Tecan
- Internal appointment also maximizes continuity of the corporate strategy



# Achim von Leoprechting to become CEO of Tecan

- Joined Tecan in October 2013 as a member of the Management Board and Head of the Partnering Business division
- Under his leadership, Tecan's Partnering Business has grown by an average rate of more than 9% per year
- Important new development and supply agreements with richest project funnel to date
- Extensive experience in both the life science research and in-vitro diagnostic industries
- His deep understanding of end markets and application expertise will help Tecan to further benefit from the 'Century of Biology'



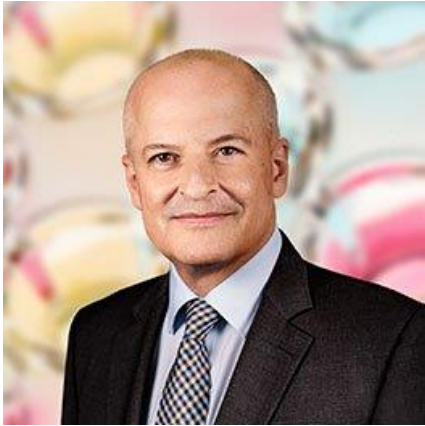
# Strong Performance During Tenure of David Martyr

- CEO of Tecan since October 2012
- Put company back on strong growth track with significantly expanded profitability
- Sales expanded by over 50% since 2012
- Around 2/3 of increase derived from organic growth
- Share of recurring revenues increased from ~30% to now ~42% of overall sales
- Complete solution provider in select application areas through synergetic M&A





# Q&A



Dr Lukas  
Braunschweiler  
Chairman



Dr David Martyr  
CEO



Dr Achim von  
Leoprechting  
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## Tecan – Who we are

Tecan ([www.tecan.com](http://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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