



Tecan Group **UBS Global Healthcare Conference**

DR. ACHIM VON LEOPRECHTING, CEO
MAY 21, 2019
NEW YORK CITY

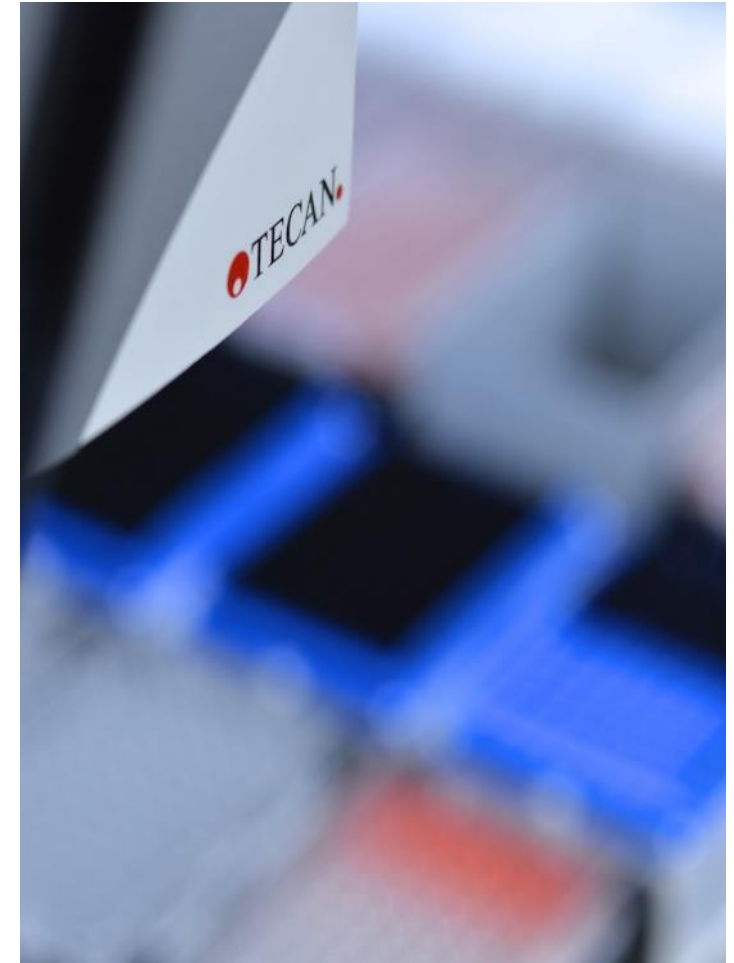


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Empowering the Century of Biology.



FROM DISCOVERY OF NOVEL MEDICATIONS ALL THE WAY TO BETTER DIAGNOSIS OF DISEASES

Better...

- 
- Cancer

Infectious Diseases

Hereditary Diseases

Rare Diseases

and also
applies to
other
markets

Metabolic Diseases

- Genomics
- Protein analysis
- Cell & tissue analysis

- Sequencing
- PCR
- Mass Spectrometry
- Immunoassays
- Imaging
- Advanced Staining

- Applications and Workflows
- Robotics and Automation
- Software and Informatics
- Detection and Imaging
- Precision Handling of Liquids
- Reagents and Consumables

All built on a robust foundation of:

- Product Development and Systems Integration Expertise
- Quality Management System
- Regulatory Expertise
- Efficient Operations

AND MANY MORE

Empowering Genetic Testing

MEDICAL TESTS THAT IDENTIFY CHANGES IN CHROMOSOMES, GENES OR PROTEINS

- Molecular genetic tests (or genomic tests)
- Chromosomal tests
- Biochemical tests
- Non-Invasive Pre-Natal Testing (NIPT)
- Liquid biopsies
- Personalized Precision Medicine

Empowered with Tecan.



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Tecan's Vision Statement

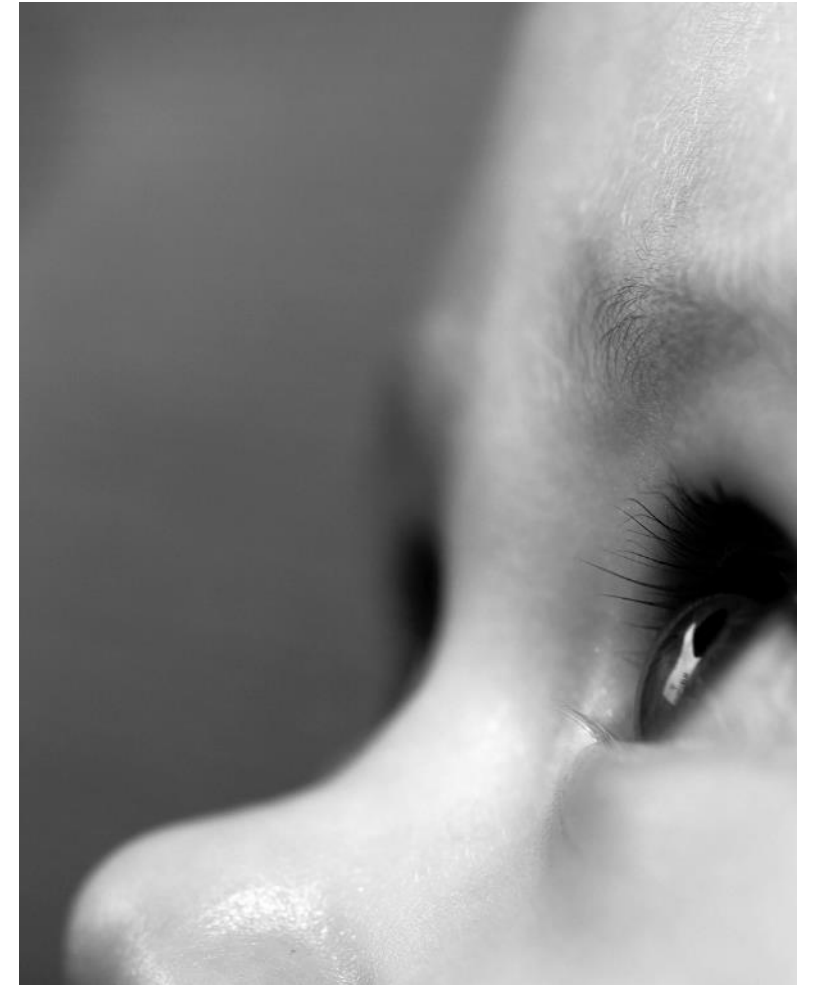
Every lab.

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.



Introduction



Introducing Tecan

- Pioneer and global leader in laboratory automation since almost 40 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
 - Consumables for LCMS sample preparation
 - Reagents for NGS library preparation
- HQ in Switzerland, 3 manufacturing and R&D sites in Europe and 3 in the US; software competence center in Germany
- ~1,700 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



55% 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



45% OF GROUP SALES

CHF 594M IN REVENUE

LIFE SCIENCE
RESEARCH

DIAGNOSTICS

APPLIED
MARKETS

Fiscal year 2018

Transition from Research to Diagnostics

TECAN HAS A UNIQUE POSITION TO BRIDGE FROM RESEARCH TO DIAGNOSTICS SETTINGS

LIFE SCIENCE RESEARCH



LAB DEVELOPED TESTS (LDT)



IN-VITRO DIAGNOSTICS

Life Sciences
Business

Partnering
Business

Empowered with Tecan.

Covering individual steps of a
specific workflow

Sample-to-Result Solution

EXAMPLES

- Next-Generation Sequencing (NGS)
- Mass Spectrometry
- Liquid Biopsies / Circulating Tumor Cells (Oncology / NIPT / Infectious Diseases)
- Tissue Pathology (IHC, ISH, NGS, MS)
- Ultra-Sensitive Biomarker Detection and many more...

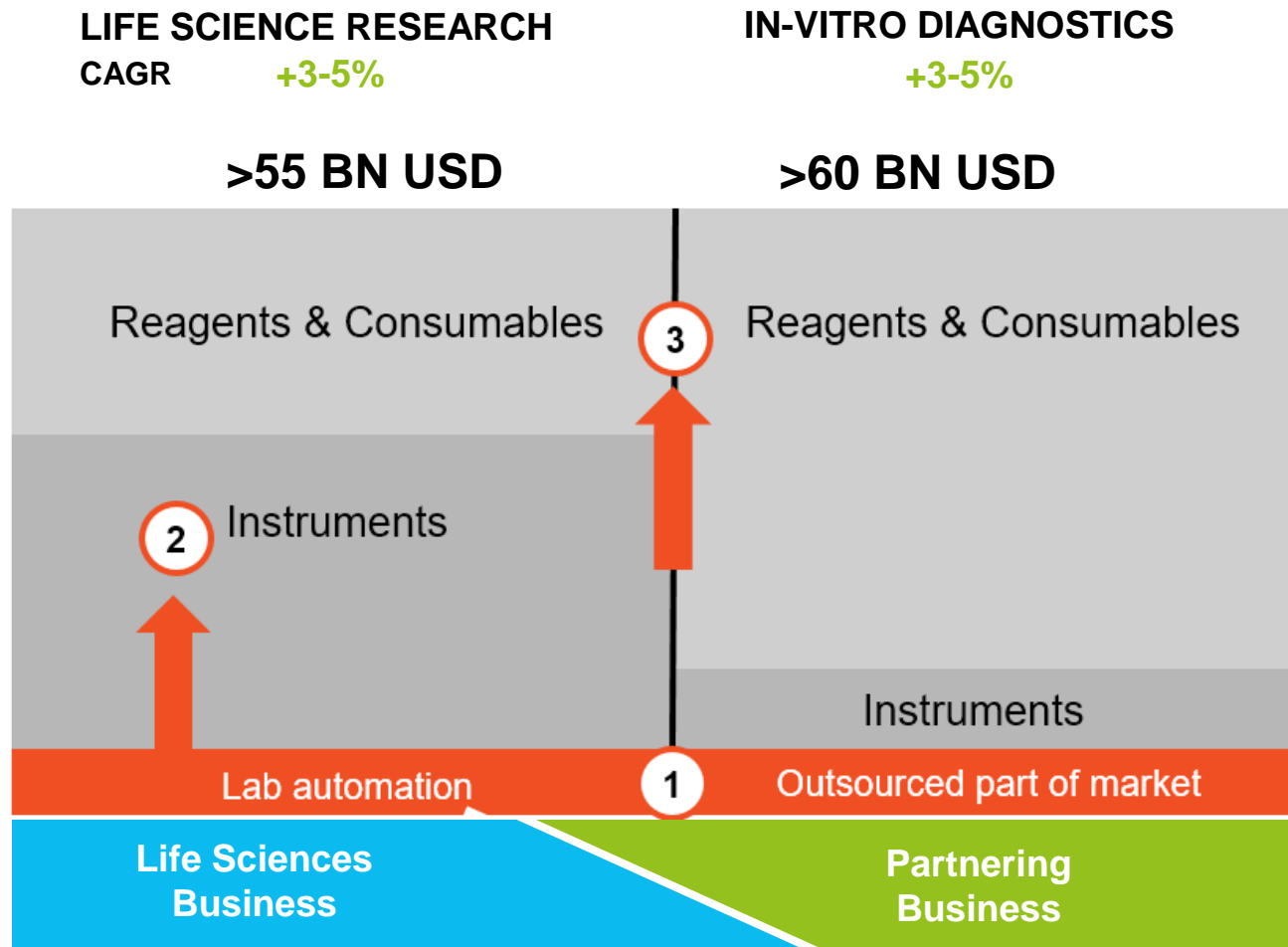




Growth Drivers & Product Launches



Basis for Corporate Strategy: Market Structure



STRATEGIC PILLARS

- 1 Scale & capability
- 2 Build additional pillars and complete portfolio
- 3 Offer solutions in selected areas

Spark Next Generation Reader Platform

NEW EXCITING VARIANTS OF THE SPARK READER

ALREADY ON THE MARKET

Greater flexibility, increased speed and productivity

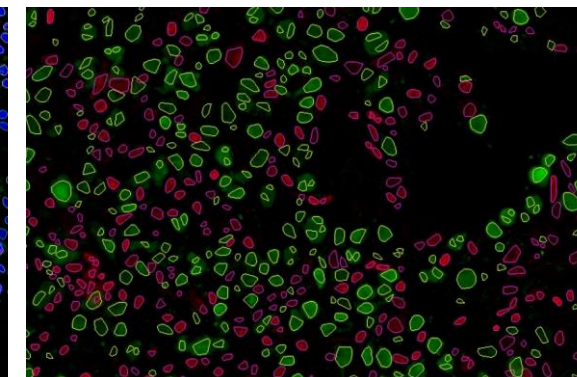
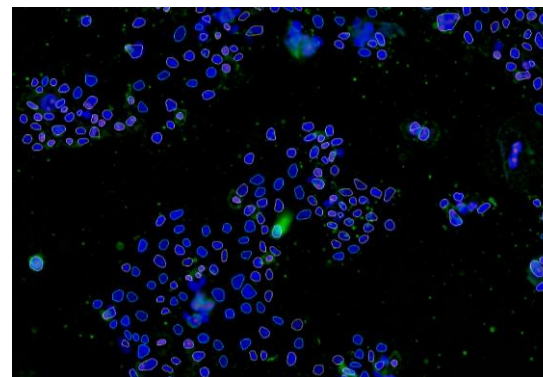


- Industry leading sensitivity and speed
- Integrated microscopy for automated live cell imaging and confluence measurement
- Engineered in a modular, upgradeable fashion
- Unique suite of technology and software enabling new assay possibilities

* For research use only in USA

COMING SOON...

New high-end advanced imaging product



Partner of Choice to the IVD Industry

30+ ACTIVE INSTRUMENT ACCOUNTS, MULTIPLE DEVELOPMENTS IN PROGRESS

IN REGULAR SUPPLY PHASE

35+ different instruments supplied

- From leading diagnostics companies, segment specialists to emerging players

Examples:



m2000sp for
Abbott Molecular



Procleix Xpress
for Grifols



Natch S for Sansure



Qwalys® 3 for Diagast



BD PrepStain™ Slide
Processor for BD



Autrax for Liferiver

INSTRUMENTS RAMPING UP



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



Dako Omnis for
Agilent Technologies



Sgx Clarity™ for
Singulex



QUANTA Lyser® 3000
for Inova Diagnostics



Amplidiag® Easy for
Mobidiag

UNDER DEVELOPMENT

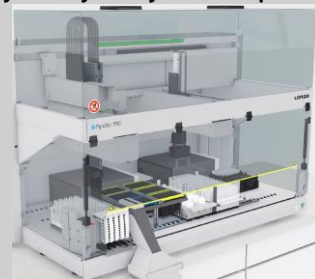
5+ projects under
development

- From smaller to large
potential

Examples:



New sample preparation platform in flow
cytometry for Sysmex Corporation



Fully automated, plate-based robotic solution for
endotoxin detection for Lonza

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

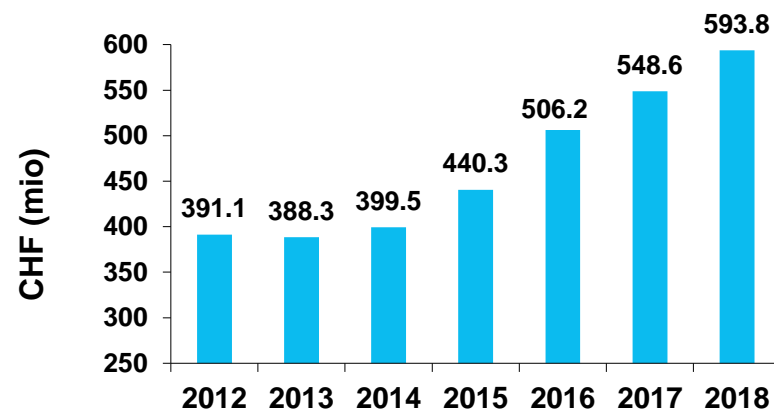


Financials and Outlook

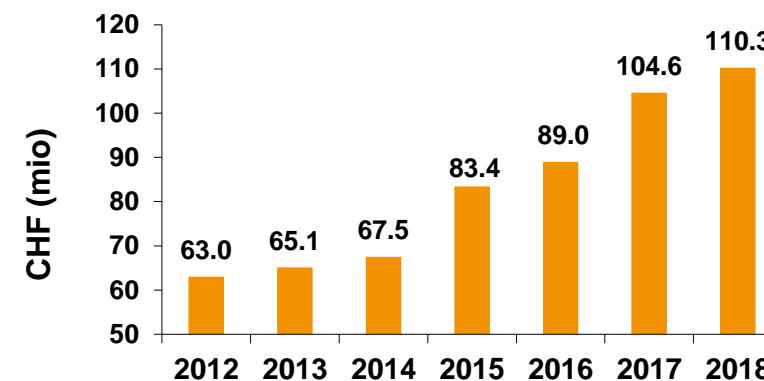


Financial Summary

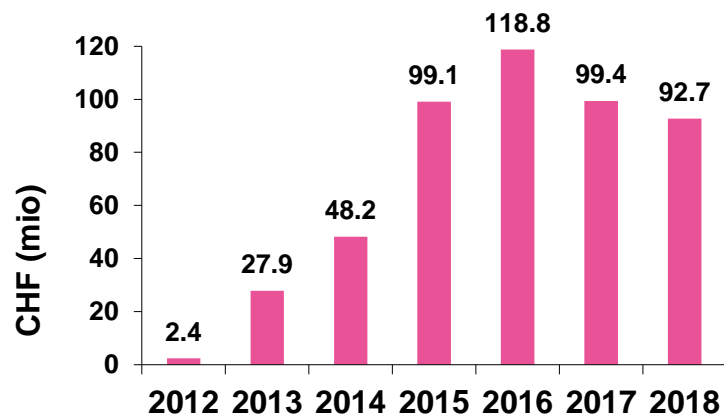
SALES DEVELOPMENT



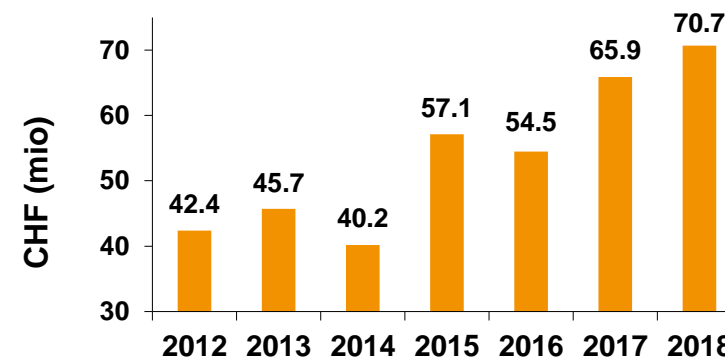
OPERATING PROFIT (EBITDA)



OPERATING CASH FLOW

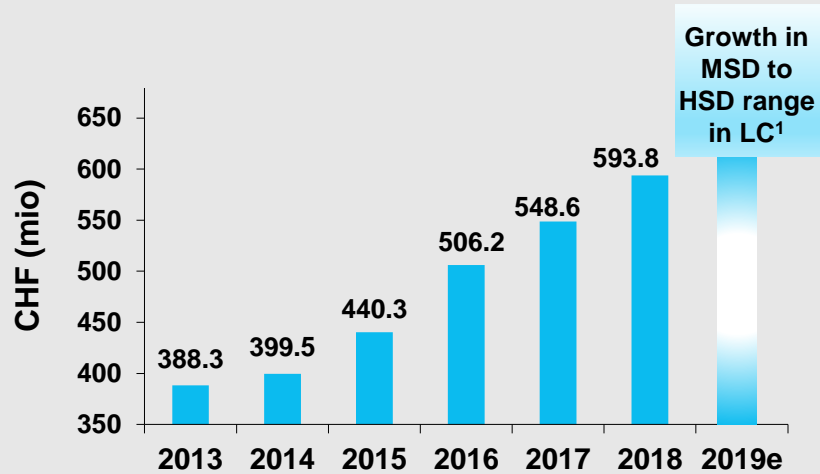


NET PROFIT

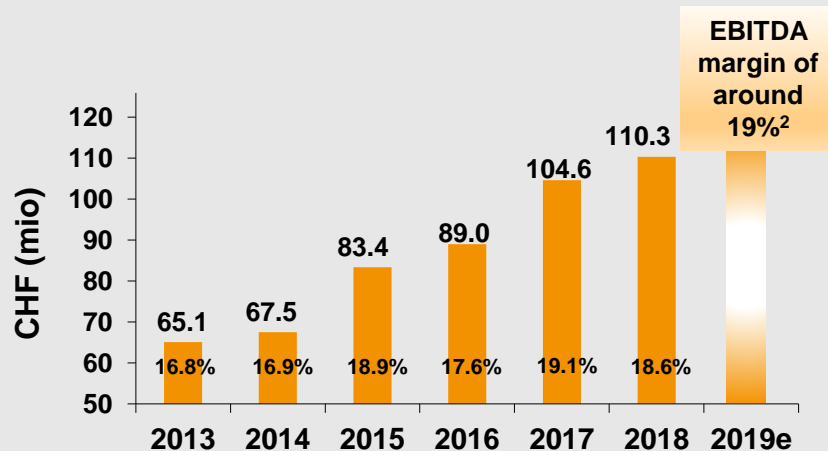


Financial Outlook for 2019

SALES DEVELOPMENT



REPORTED EBITDA AND MARGIN



¹ In local currencies (=LC); ² Based on average FX rates of: 1.14 EUR/CHF and 0.99 USD/CHF

SALES OUTLOOK

- Forecast for growth in local currencies in the mid- to high single-digit percentage range
- Potential additional acquisitions not taken into account

REPORTED EBITDA MARGIN OUTLOOK

- Integration costs and short term lower margins associated with the NuGEN acquisition will impact reported EBITDA margins (high single-digit million CHF amount expected)
- However, positive recurring impact of IFRS 16 to largely offset costs related to the NuGEN acquisition and CEO transition
- Reported EBITDA margin expected to expand to around 19% of sales

Capital Markets Day •

June 6, 2019
Maennedorf, CH
(webcasted)





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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