

Tecan Group UBS Virtual Global Healthcare Conference

DR. ACHIM VON LEOPRECHTING, CEO

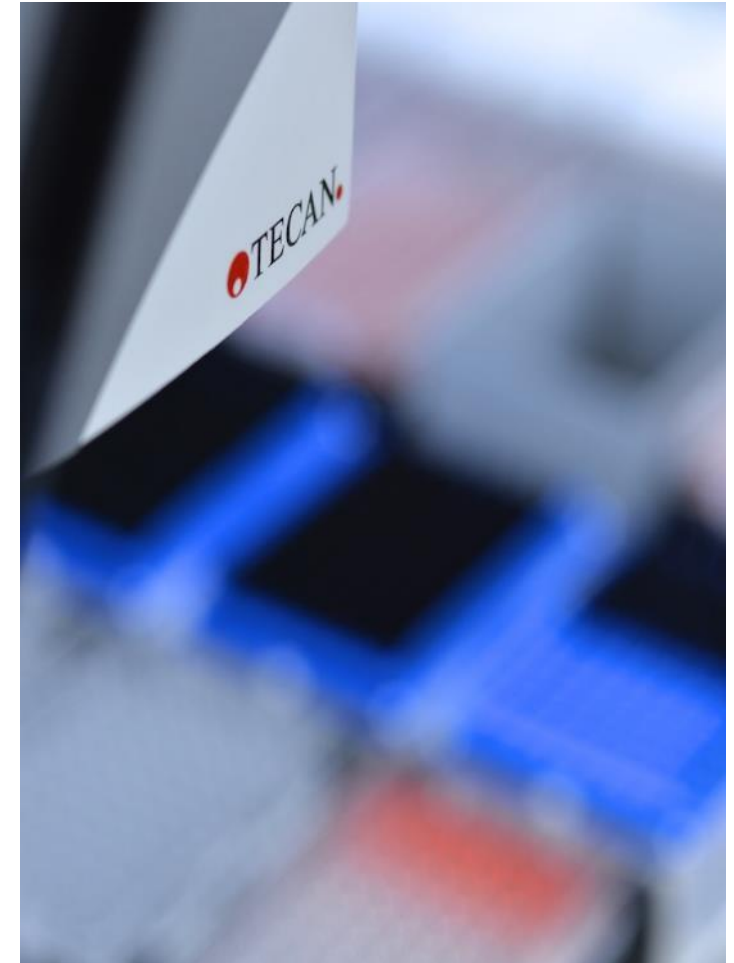
MAY 18-19, 2020



Safe Harbor Statement

All statements in this presentation not referring to historical facts are predictions of the future and constitute no guarantee whatsoever of future performances. They are subject to risks and uncertainties including, but not limited to, future global economic conditions, exchange rates, legal regulations, market conditions, activities of competitors and other factors outside the Company's control.

Tecan Group AG is making all efforts to include accurate and up-to-date information into this presentation. Yet, it cannot be ruled out that omissions or errors might have occurred. Therefore, Tecan Group AG cannot make any representations or warranties, expressed or implied, as to the accuracy or completeness of the information provided in this presentation. The Company assumes no obligation to update the information in this presentation. Changes in this presentation can be made any time without notice. All mentioned trademarks are protected by law.



© Tecan Group AG, Tecan Trading AG, Switzerland, all rights reserved.





Empowering the Century of Biology.



Tecan is Benefitting from Multiple Megatrends

5 key trends...



Population growth
and the aging population



High levels of investment in healthcare and
life science research in emerging markets



Development of targeted pharmaceuticals
and use of companion diagnostics



Explosion of biological knowledge is
leveraged into applied markets



Genetic testing directly for consumers and
population sequencing programs

...fuel need for lab automation



Increasing test volumes



Increasing needs

- Productivity
- Reproducibility and standardization
- Precision
- Robustness of processes
- Regulatory compliance



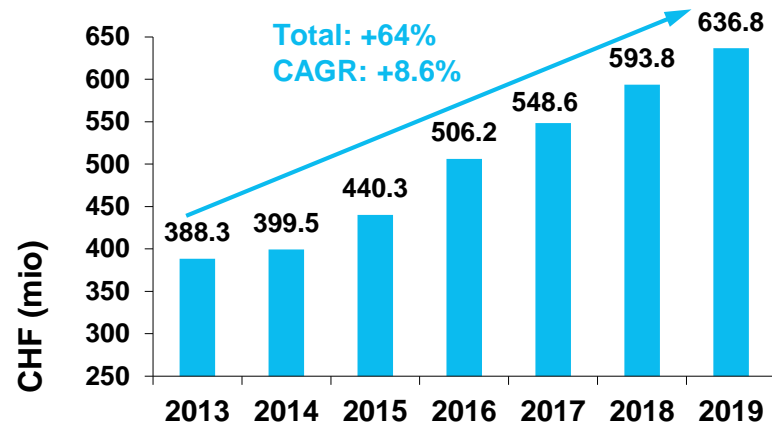
Increasing Laboratory Automation



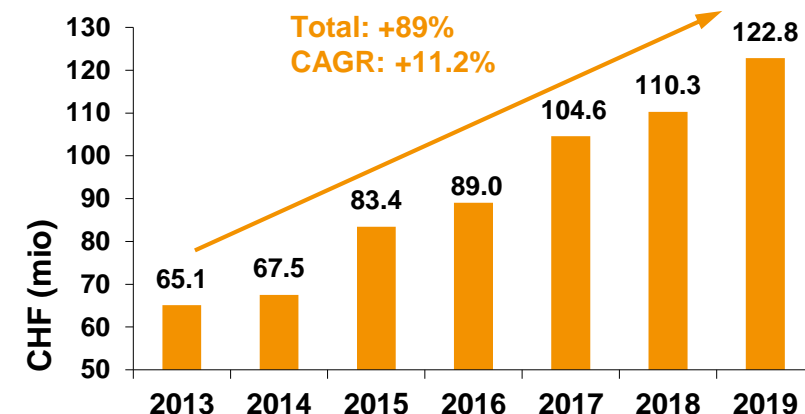
Megatrends Translating into Growth Opportunities

SUCCESSFUL FINANCIAL PERFORMANCE IN RECENT YEARS

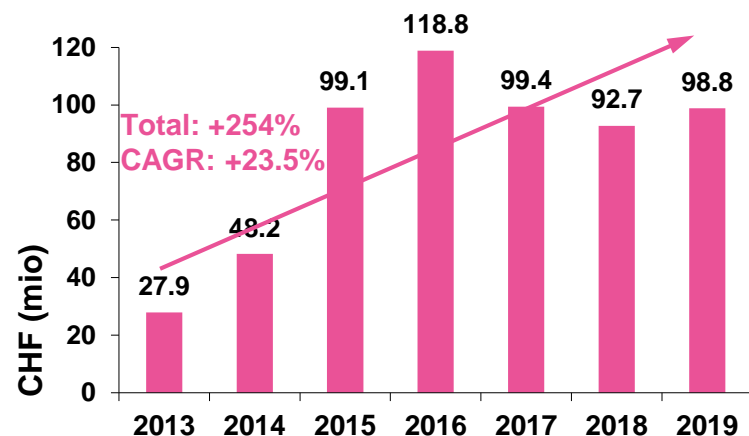
SALES DEVELOPMENT



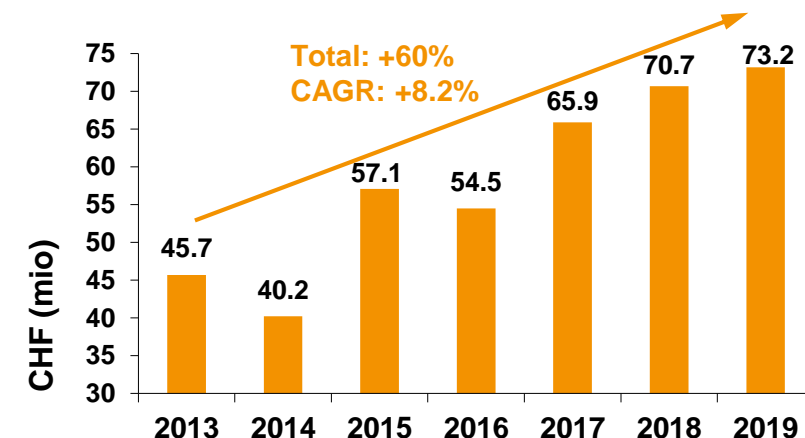
OPERATING PROFIT (EBITDA)



OPERATING CASH FLOW



NET PROFIT



All figures are as reported,
non-adjusted for e.g.
acquisition-related costs

Tecan Competencies Empowering the Century of Biology

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

HEALTHCARE USE

Better...

- understand
- diagnose
- and treat

Cancer

Infectious
Diseases

Hereditary
Diseases

Rare
Diseases

and also
applies to
other
markets

Metabolic
Diseases

AND MANY MORE

APPLICATIONS

- Genomics
- Protein analysis
- Cell & tissue analysis

DETECTION & ASSAY TECHNOLOGIES

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

TECAN'S ENABLING COMPETENCIES

- 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



Tecan's Vision Statement

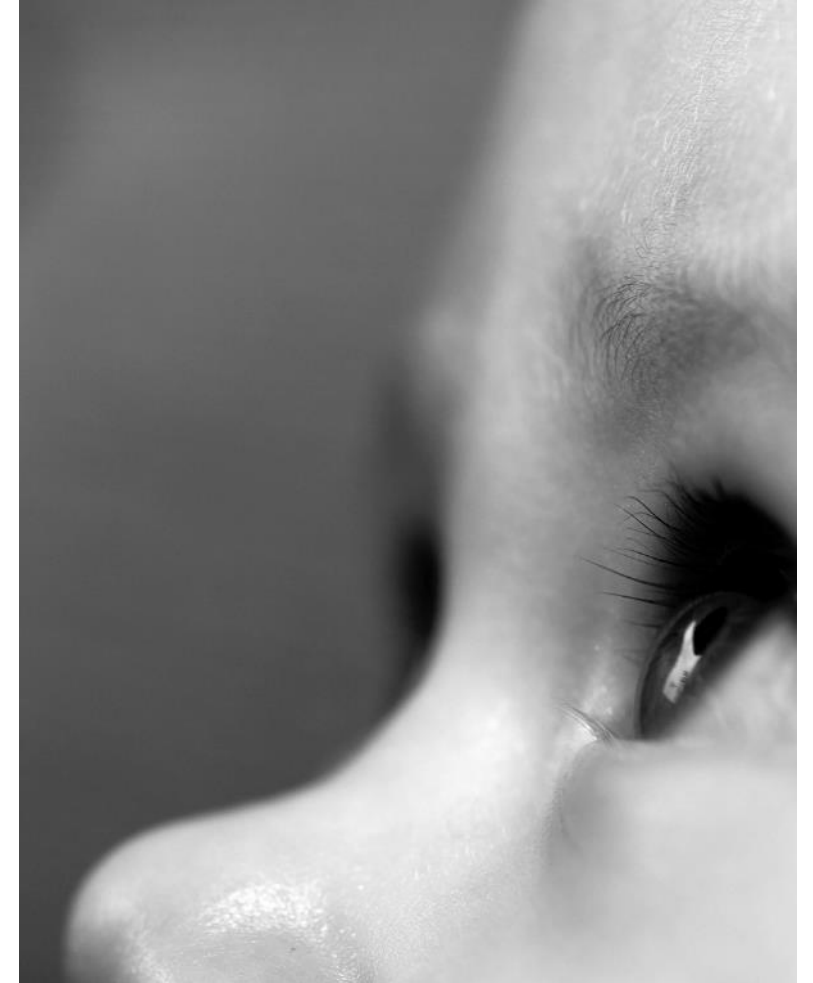
Every lab.

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.



Introducing Tecan

- Pioneer and global leader in laboratory automation, in 2020 we are celebrating our 40th birthday!
- 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 4 in the US, 1 manufacturing site in Asia; software competence center in Germany
- ~2,000 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



57% 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



43% OF GROUP SALES

CHF 637M IN REVENUE

LIFE SCIENCE
RESEARCH

DIAGNOSTICS

APPLIED
MARKETS

Fiscal year 2019

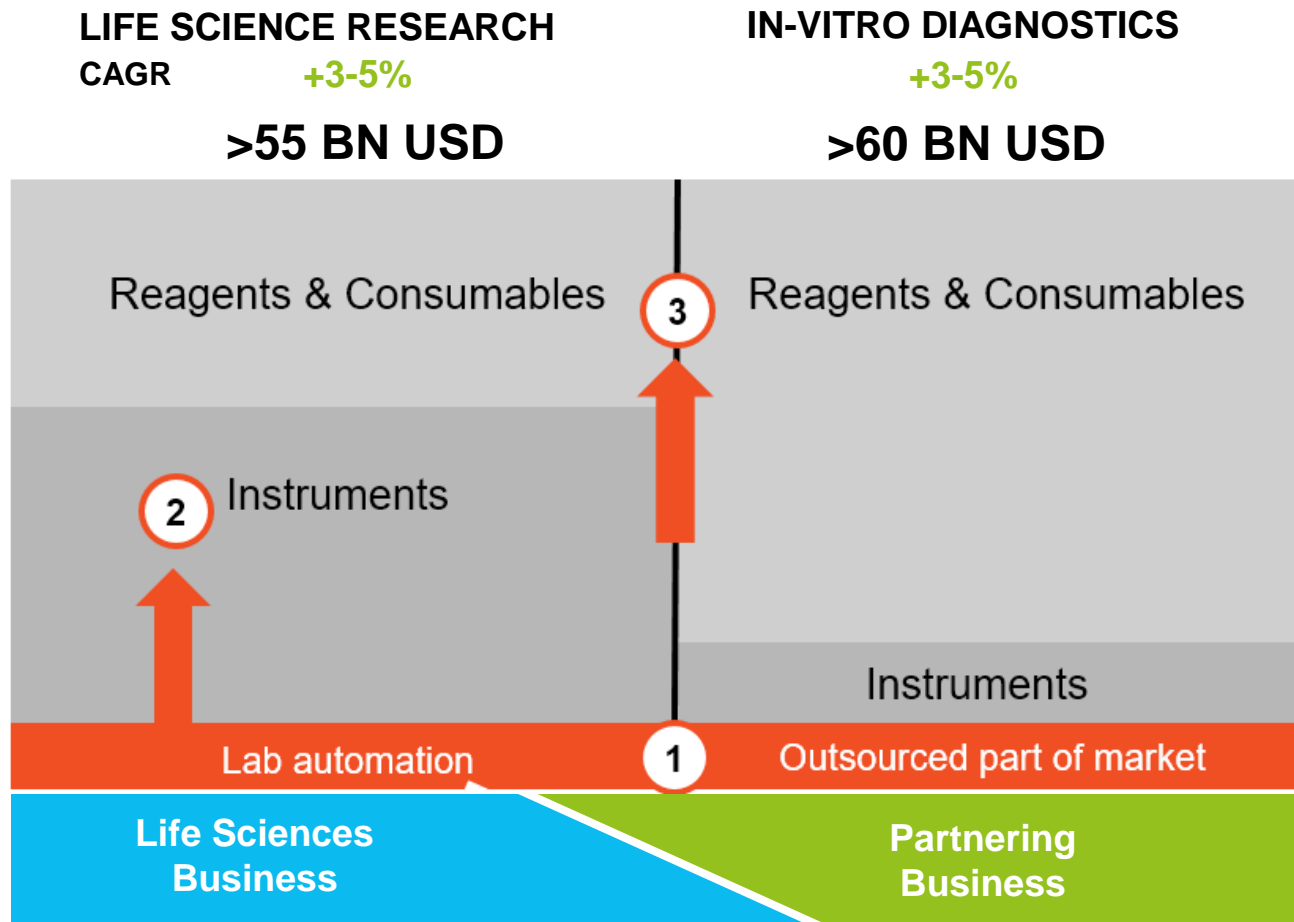


Growth Drivers & Product Launches



Continuing to Deploy Successful Corporate Strategy

FOCUSING ON HIGHER GROWTH AREAS AND REGIONS – COMPLEMENTED BY M&A



STRATEGIC PILLARS

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

COMBINATION OF ORGANIC GROWTH AND M&A

- In all pillars, a combination of organic growth and M&A will continue to play a role
- Special focus for M&A on pillar 3: Reagents & Consumables

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...



Partner of Choice to the IVD Industry

BROAD BASE OF 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:



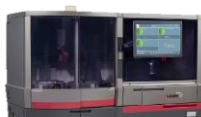
m2000sp for Abbott Molecular



Procleix Xpress for Grifols



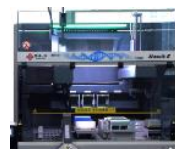
ORTHO VISION® Analyzer and ORTHO VISION® Max Analyzer for Ortho Clinical Diagnostics



Examples:



PS-10 for Sysmex Corporation



Natch S for Sansure



Qwalys® 3 for Diagast



Amplidag® Easy for Mobidiag



Dako Omnis for Agilent Technologies



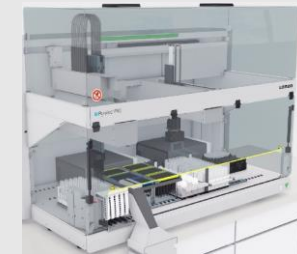
BD PrepStain™ Slide Processor for BD



Aurax for Liferiver



QUANTA Lyser® 3000 for Inova Diagnostics



PyroTec™ PRO Automated Robotic Solution for Lonza

NEWLY LAUNCHED

UNDER DEVELOPMENT

5+ projects under development

- From smaller to large potential
- Leveraging Tecan's modular approach in hardware and software



Integrated analyzer using MALDI mass spectrometry for The Binding Site

INSTRUMENT PIPELINE

25+ concrete concepts in discussions

- Richest project funnel to date; Asia contribution significant
- Majority of opportunities in molecular, genomic and other fast growing applications
- Applications and technologies moving into the clinical space increasingly represented
- Customers looking to Tecan to optimize their total cost of ownership of integrated systems

Offering More Comprehensive Workflow Solutions

COMBINING AUTOMATION, DETECTION, SOFTWARE, CONSUMABLES AND REAGENTS FOR GENOMICS

GENOMICS / NGS WORKFLOW STEPS

- 1 Sample collection
- 2 Sample identification & aliquoting
- 3 DNA or RNA extraction
- 4 Library preparation / Library quality control
- 5 Sequencing
- 6 Data analysis

EMPOWERING APPLICATIONS: FLUENT'S DNA

2019: DREAMPREP NGS



Two NGS library preps in a day

DNA-seq libraries, normalized and ready to sequence in less than 4 hours, full walk-away solution

2020: DREAMPREP NAP



DNA or RNA extraction

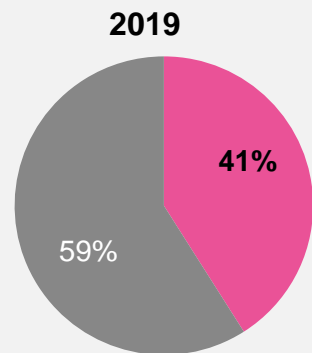
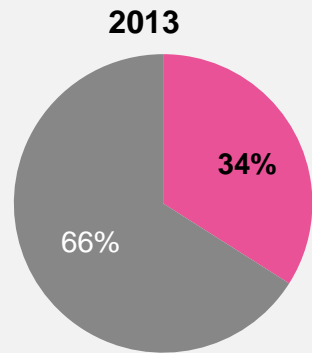
Simplifying nucleic acid extraction with integrated quantification and normalization



Strategic Focus on Recurring Revenues

APPLICATION FOCUS AND SOLUTIONS OFFERING KEY DRIVERS OF CONSUMABLES AND REAGENT GROWTH

TOTAL RECURRING REVENUES



CONSUMABLES



REAGENTS



FUNCTIONAL CONSUMABLES



SERVICES, SPARE PARTS & SOFTWARE



Financials and Outlook



New Coronavirus Sars-CoV-2 and COVID-19

SUPPORTING OUR CUSTOMERS AND PARTNERS IN FIGHTING THE OUTBREAK AND DISEASE

RESEARCH



RNA based mNGS approach identifies a novel human coronavirus from two individual pneumonia cases in 2019 Wuhan outbreak¹

Library preparation and sequencing

Total RNA extracted from BALF samples (collected on 2nd January 2020) were subject to metagenomic next-generation sequencing (mNGS) testing. The concentration of RNA samples were low (<0.5 ng/ul) based on measurement by Qubit RNA HS Assay Kit (Thermo Fisher Scientific), and therefore the library preparation was performed with Trio RNA-Seq kit (NuGEN Technologies, USA) which targeted low concentration RNA samples and contained AnyDeplete probe that removes human ribosomal RNA. The resulting libraries were subject to 150 bp pair-end sequencing with an Illumina Miseq platform. The sequencing results were obtained in less than 24 h.

- Supporting customers with automation solutions and reagents, mainly in research and drug discovery
- But also facing delays of installations, impact from closed universities, not fully operational labs and reduced business activities

CLINICAL TESTING



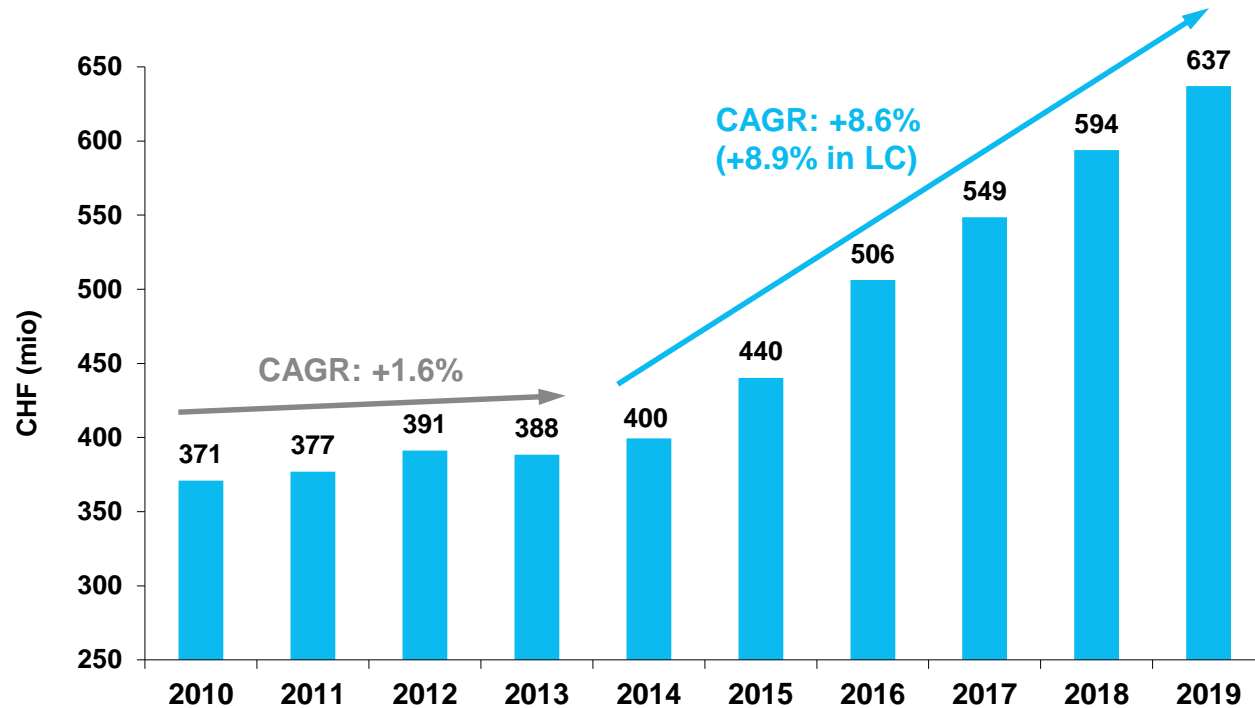
- In Q1 mostly supporting local IVD companies in China and South Korea, existing Tecan Partnering customers, with automation platforms (orders for >100 instruments)
- Starting in March, additional orders received to support testing globally, including from major in-vitro diagnostic companies
- Components business challenged

¹ For. Liangjun Chen, Weiyong Liu, Qi Zhang, Ke Xu, Guangming Ye, Weichen Wu, Ziyong Sun, Fang Liu, Kailang Wu, Bo Zhong, Yi Mei, Wenxia Zhang, Yu Chen, Yirong Li, Mang Shi, Ke Lan & Yingle Liu (2020) RNA based mNGS approach identifies a novel human coronavirus from two individual pneumonia cases in 2019 Wuhan outbreak, Emerging Microbes & Infections, 9:1, 313-319, DOI: 10.1080/22221751.2020.1725399

Delivering Accelerated Growth

REFINED STRATEGY AND ITS DEPLOYMENT PAYING OFF

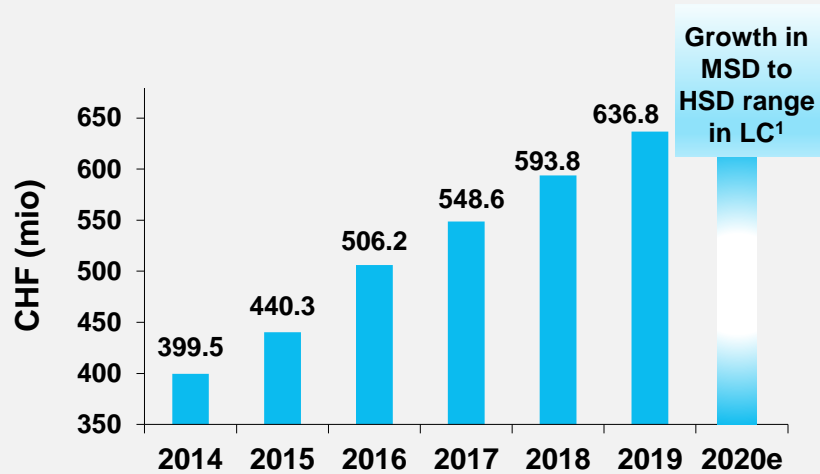
SALES DEVELOPMENT



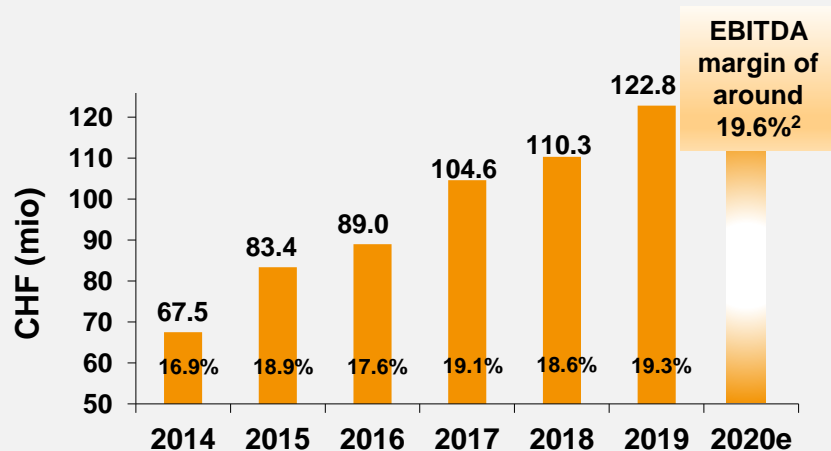
- Sales up by 64% since 2013 (CAGR 8.6% in CHF, +8.9% in LC)
- Around two thirds of the increase derived from organic growth
- Major new instrument platform launches in both business segments
- Regional expansion, especially in China
- Expanding addressable market and recurring revenues through targeted acquisitions
- Offering complete solutions for select application areas

Financial Outlook for 2020

SALES DEVELOPMENT



REPORTED EBITDA AND MARGIN



¹ In local currencies (=LC); ² Based on average FX rates of: 1.08 EUR/CHF and 0.98 USD/CHF

SALES OUTLOOK

- Forecast for growth in local currencies in the mid- to high single-digit percentage range, as in 2019
- Assuming an even higher share from organic growth
- Any impact of the Coronavirus (COVID-19) outbreak on the full-year business performance cannot be predicted at present
- Potential additional acquisitions not taken into account

REPORTED EBITDA MARGIN OUTLOOK

- Very positive margin trend in the traditional core business in 2019
- Further increase in the reported EBITDA margin expected to around 19.6% of sales
- Continues to include acquisition-related costs
- Potential additional acquisitions not taken into account



Empowering the Century of Biology.





Celebrating 40 years of Tecan.





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.

Australia +61 39 647 4100 **Austria** +43 62 46 89 330 **Belgium** +32 15 42 13 19 **China** +86 21 220 63 206 **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 **Nordic** +46 8 750 39 40 **Singapore** +65 644 41 886 **Spain** +34 93 595 25 31
Switzerland +41 44 922 89 22 **UK** +44 118 9300 300 **USA** +1 919 361 5200 **Other countries** +41 44 922 81 11

Tecan Group Ltd. makes every effort to include accurate and up-to-date information, however, it is possible that omissions or errors might have occurred. Tecan Group Ltd. cannot, therefore, make any representations or warranties, expressed or implied, as to the accuracy or completeness of the information provided. Changes can be made at any time without notice. All mentioned trademarks are protected by law. For technical details and detailed procedures of the specifications provided please contact your Tecan representative. This may contain reference to applications and products which are not available in all markets. Please check with your local sales representative.

© Tecan Trading AG, Switzerland, all rights reserved.

www.tecan.com