

## IT Vision 21

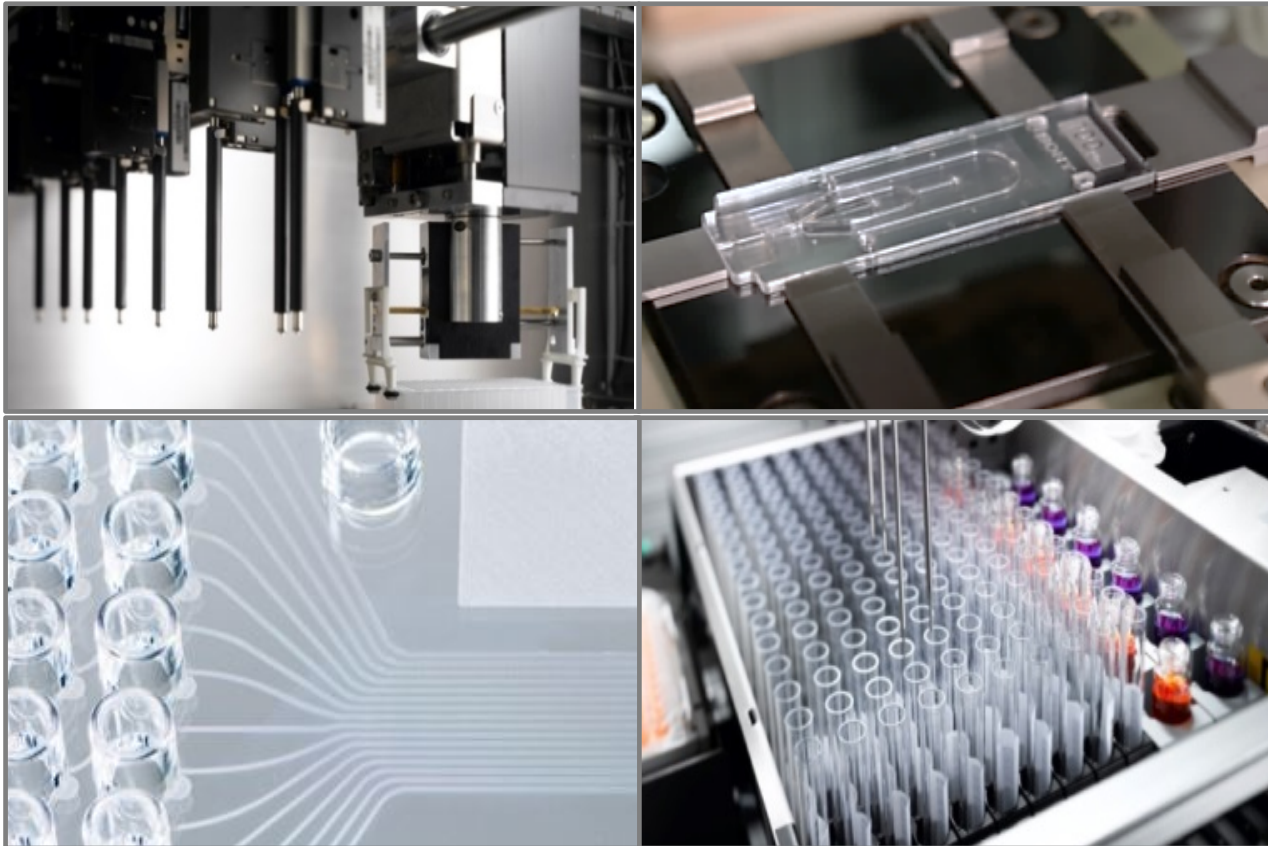
May 2017

# AGENDA

1. Stratec  
Overview and Business Model
2. Future Growth
3. IT Road map  
Vision 21



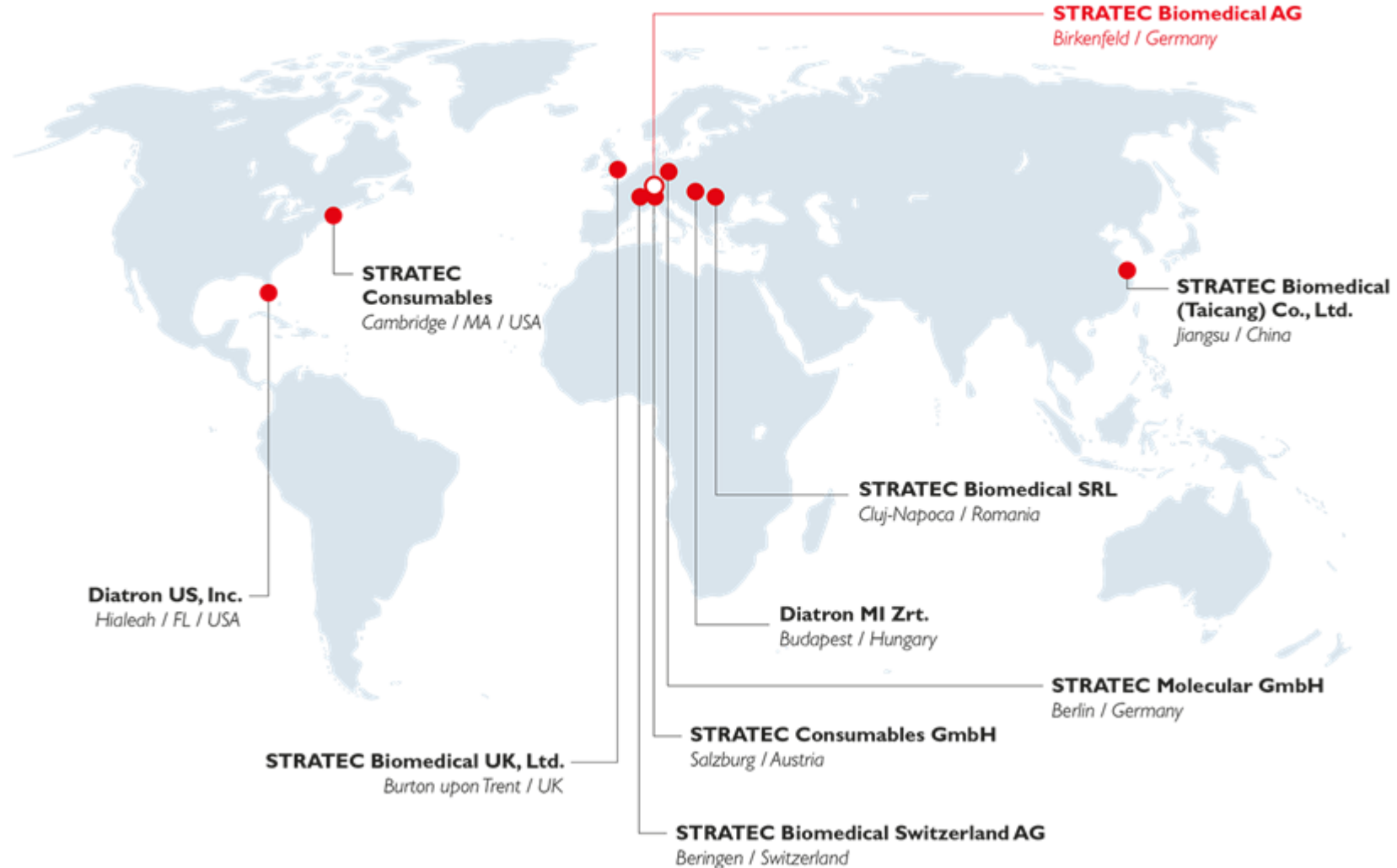
# STRATEC AT A GLANCE



- Market leader in automation solutions for the diagnostics industry and translational research
- ~ 1.000 employees worldwide
- More than 13,000 systems with medium to high throughput installed globally (e.g. DiaSorin's LIAISON XL | Hologic/Gen-Probe's PANTHER | Siemens' ADVIA Centaur | bioMérieux's new VIDAS)
- More than 25,000 low throughput systems installed globally
- Revenue € 184.9 million in 2016  
(CAGR revenues since IPO: ~18%)
- Revenue growth forecasted to € 205 - € 220 million in 2017
- Dividend payments raised over 12 consecutive years
- Acquisition of Diatron (Hungary) and Sony DADC Bioscience (Austria) in 2016

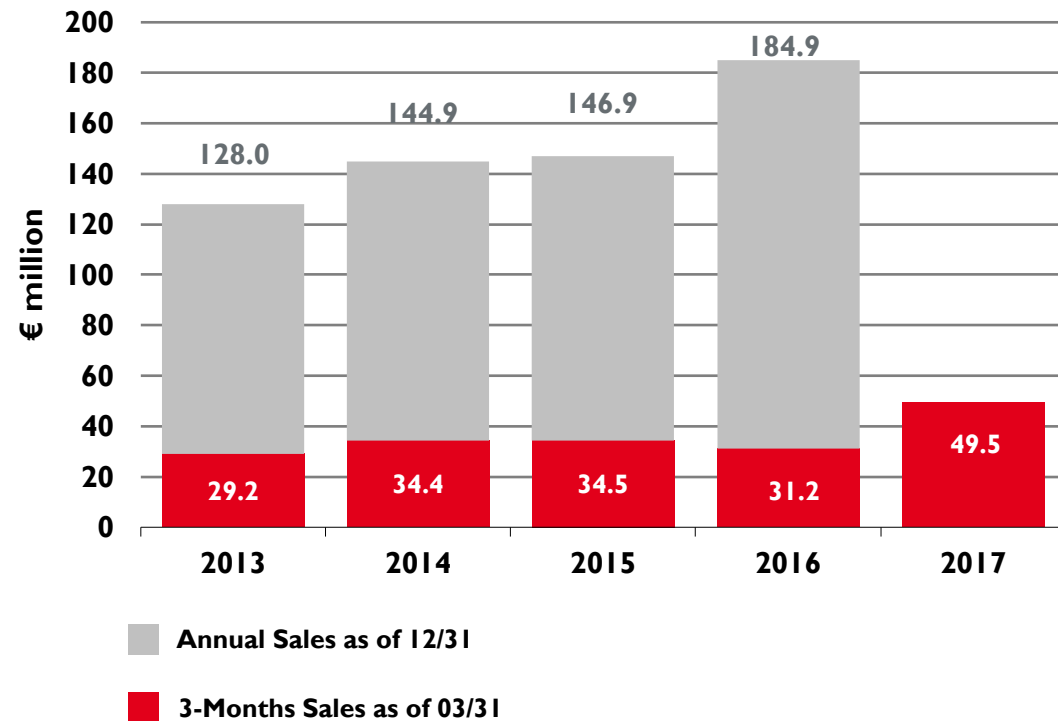


# STRATEC GROUP



# SALES

## 3-Months Sales compared to Annual Sales



### Q1|2017 Sales

- +58.6% to € 49.5 million
- Organic growth +21.1%
- Contribution of Diatron and STRATEC Consumables
- High volume of development activities

# BUSINESS MODEL

## **STRATEC provides instrumentation, consumables, software and automation solutions**

- OEM development and manufacturing
- More than 7,000 fully automated analyzer systems manufactured in 2016
- Wide range of intellectual property rights

## **Extensive collaboration with partner during design phase**

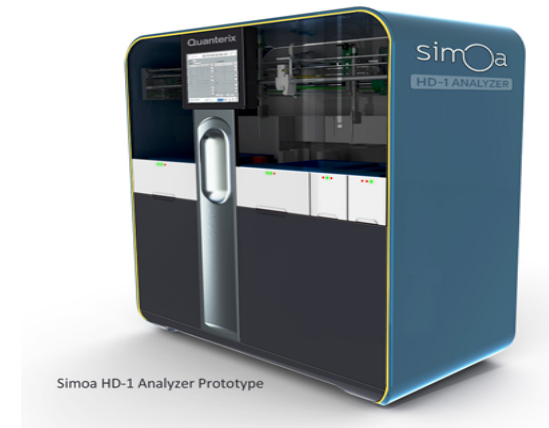
- STRATEC: Engineering / automation, software, QM
- Partner: System / reagent / market requirements

## **Systems have long market lifecycles**

- Leads to longstanding partnerships
- Expanding installed base of systems
- Product enhancement and extension drives value



Consumable for “Simoa HD-1”



“Simoa HD-1” for Quanterix

# PARTNERS AND ANALYZERS



1 .... **LIAISON® XL**  
DiaSorin

2 .... **Panther™**  
Gen-Probe

3 .... **NEO**  
IMMUCOR GAMMA

4 .... **Simoa™ HD-1 Analyzer**  
Quanterix

5 .... **Mosaic®**  
Quotient Biodiagnostics Ltd.

6 .... **InviGenius®**  
STRATEC Molecular

7 .... **DaVinci®**  
bioMérieux

8 .... **EVOLIS™**  
Bio-Rad

9 .... **EVOLIS™ Twin Plus**  
Bio-Rad

10 .... **TANGO™ infinity**  
Bio-Rad

11 .... **TANGO™ optimo**  
Bio-Rad

12 .... **LIAISON®**  
DiaSorin

13 .... **ETI-Max 3000**  
DiaSorin

14 .... **EUROIMMUN Analyzer I**  
EUROIMMUN

15 .... **ELISYS QUATTRO®**  
Human

16 .... **Galileo**  
IMMUCOR GAMMA

17 .... **ADVIA Centaur® CP**  
Siemens Healthcare Diagnostics

18 .... **BEP 2000 Advance®**  
Siemens Healthcare Diagnostics

# DIATRON – PRODUCTS

## Hematology analyzers



- For use in small and medium-sized labs
- Throughput ~ 50 tests per hour

## Consumables



- Hematology and clinical chemistry reagents

## Clinical chemistry analyzers



- For use in small, medium and large laboratories
- Benchtop and free-standing devices

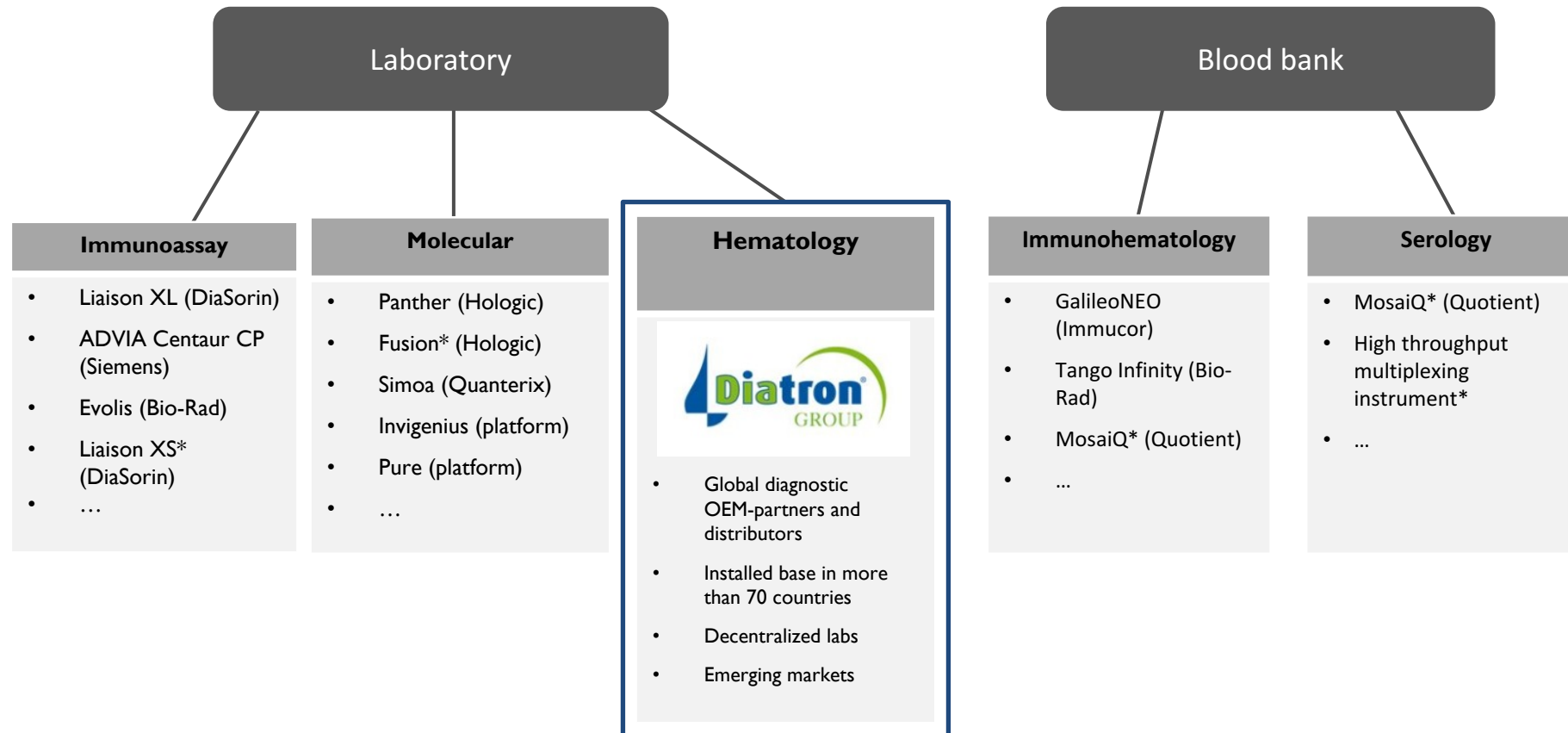
## Spare parts and others



- Spare parts for hematology and clinical chemistry analyzers
- High availability of spare parts



# DIATRON – EXPANDING THE VALUE CHAIN



diatron●●

\*under development

## STRATEC CONSUMABLES – OVERVIEW

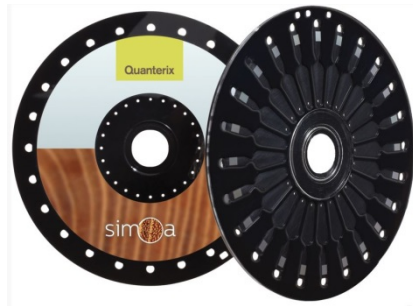
### SMART CONSUMABLES

- Leading global OEM supplier of smart consumables for diagnostics, life sciences and medical technology applications
- Specialized in development and design of polymer consumables / injection molding
- Headquartered in Anif (Salzburg), Austria
- Sales offices in Asia and America
- 120+ employees

strattec●●  
consumables

# STRATEC CONSUMABLES – PRODUCTS

## SINGLE MOLECULE ARRAY



State-of-the-art array containing over 200,000 femtoliter-sized wells and integrated microfluidics.

## POLYMER CHIP



Disposable polymer chip to target and amplify hundreds to thousands of specific regions of the genome using RainDance's microdroplet-based PCR for subsequent sequencing.

## POLYMER CHIP



Polymer chip for gel-electrophoresis DNA analysis and DNA fragment isolation consisting of a fluidic chip, electrodes and gaskets for interfacing with the instrument and caddy.

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# STRATEC's BUSINESS OBJECTIVE

## OEM development and manufacturing of integrated solutions for reagent and instrument partners

- Consulting
- Instrumentation
- Automation
- Middleware
- Technology pool
- Intellectual property rights

## Expanded offering

- Smaller instruments (POC, benchtop)
- Consumables



"PANTHER" for Hologic Gen-Probe

# OEM PARTNERSHIP

- Reliable user friendly IVD systems
- Shorter time to market
- Innovative technical solutions
- Hardware and software from one single source
- Responsibility for manufacturing, concurrent engineering and quality processes
- Quality management (QSR / IVD-D)



“NEO” for Immucor

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# CHALLENGES

## Major challenges require action

- STRATEC's growth, strategy and business objectives obstructed by incoherent PLM and ERP software
  - Different PDM, ERP software solutions in different locations
  - No or weak support of company requirements
  - Many individually developed solutions make handling of the software difficult and inefficient
  - Not prepared for fast integration of future acquisitions
- Integration of recently acquired companies requires immediate action and issue resolution until end of 2017
  - Sony DADC system in Austria has to be left until end of 2017
  - Outdated ERP software at Diatron needs to be changed quickly
  - Outdated PDM System at Stratec, no PDM at Diatron
  - Integration of these companies in the internal engineering and manufacturing footprints.



# DECISION

## Windchill PLM and SAP ERP to be implemented in the STRATEC group

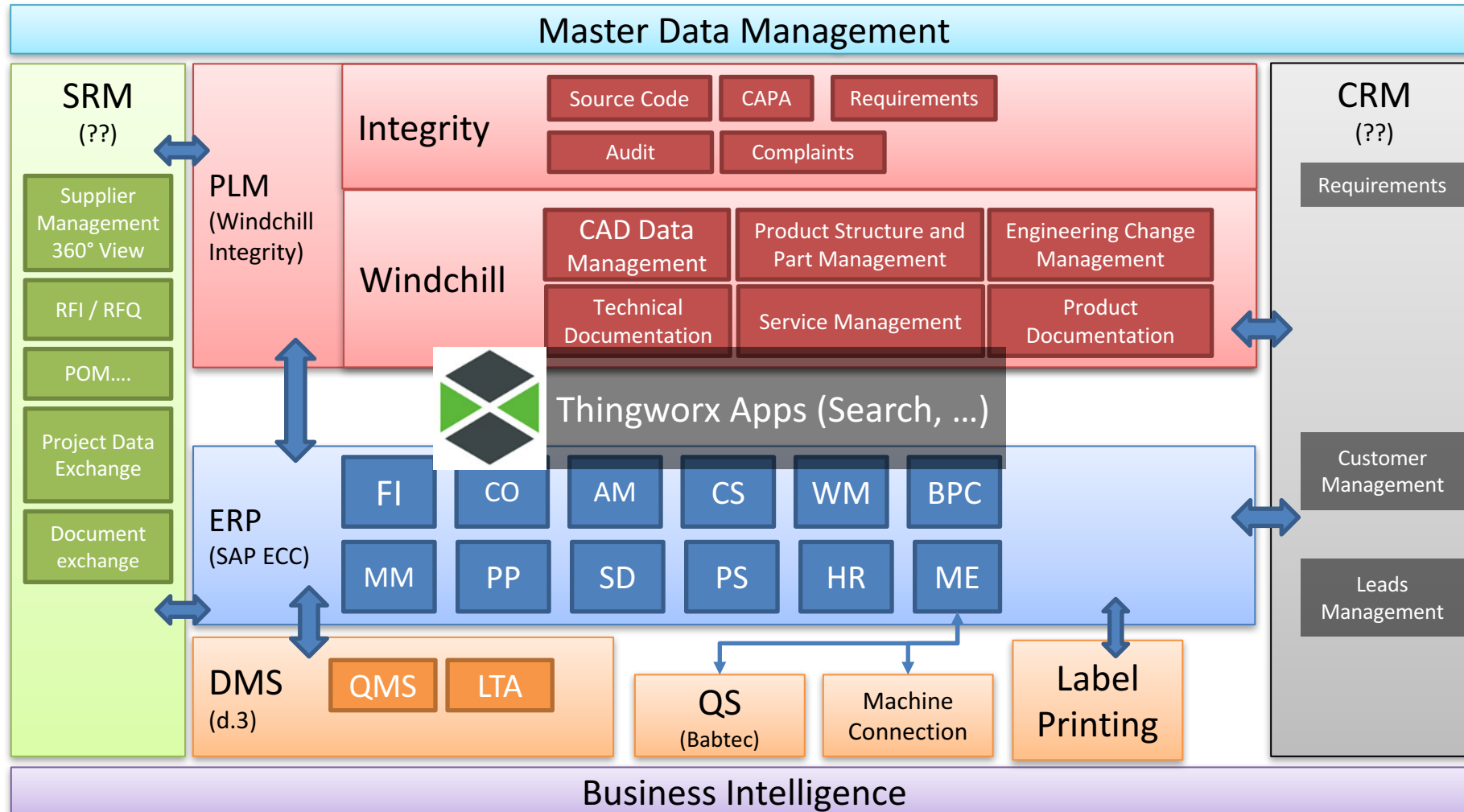
- STRATEC board decided to implement Windchill PLM and SAP ERP in all companies and subsidiaries of the Stratec group to resolve the current issues and to be prepared for future growth
- PLM focus will be on CAD Data and Product Structure Management in all engineering locations
- ERP focus will be on STRATEC Consumables in Austria and Diatron in Hungary to reach a go live until January 1 in 2018
- ERP at STRATEC's headquarter and its subsidiaries in Switzerland and UK most likely will follow until January 1 in 2019

# OBJECTIVES

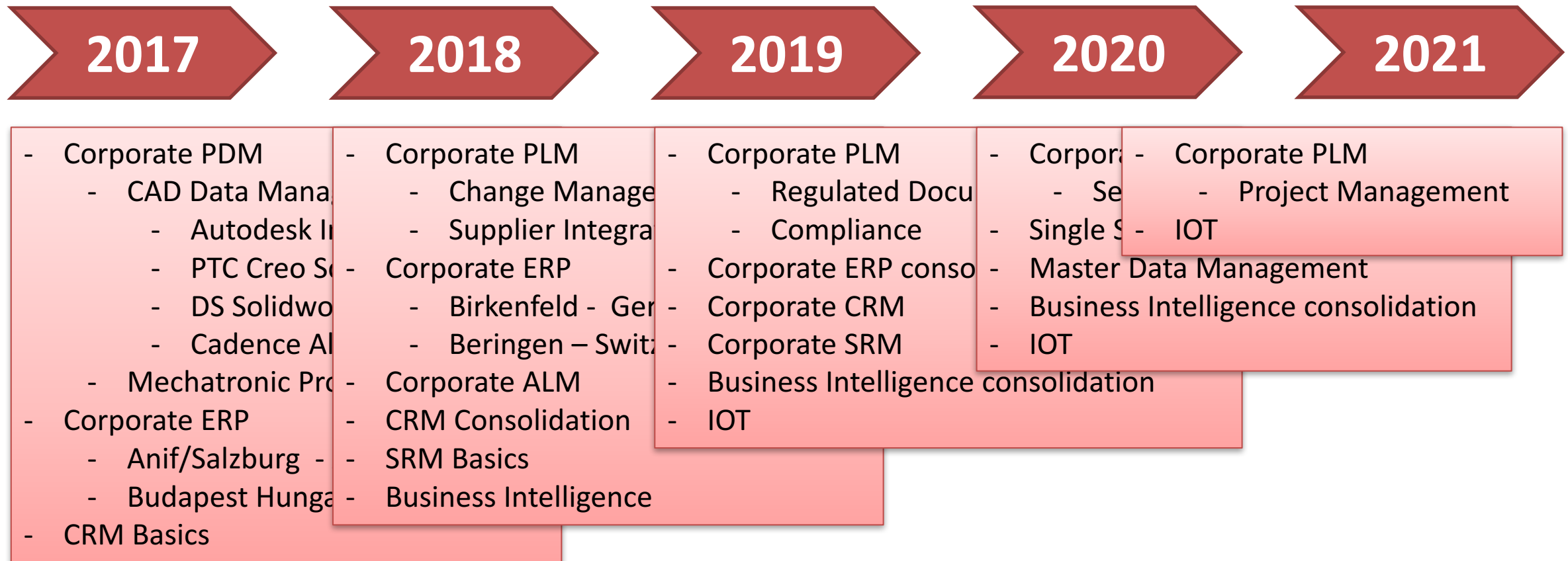
## Challenges for the company

- New PLM and ERP software supports business requirements and enables future growth
  - One PLM solution all over the STRATEC group
  - One ERP software solution all over the STRATEC group
  - All important business requirements supported and enabled
  - Uniform processes all over the STRATEC group
  - All requirements covered within the Software standards (follow the best practices) and without or very limited individual development
  - Clear and transparent IT architecture
  - STRATEC prepared for new business requirements and the integration of future acquisitions
- Subsidiaries in Austria and Hungary live until end of 2017
  - Sony DADC system in Austria left
  - Diatron runs on new and stable ERP software
  - Companies integrated in the internal engineering and manufacturing footprints

# VISION 21



# ROAD MAP to 21

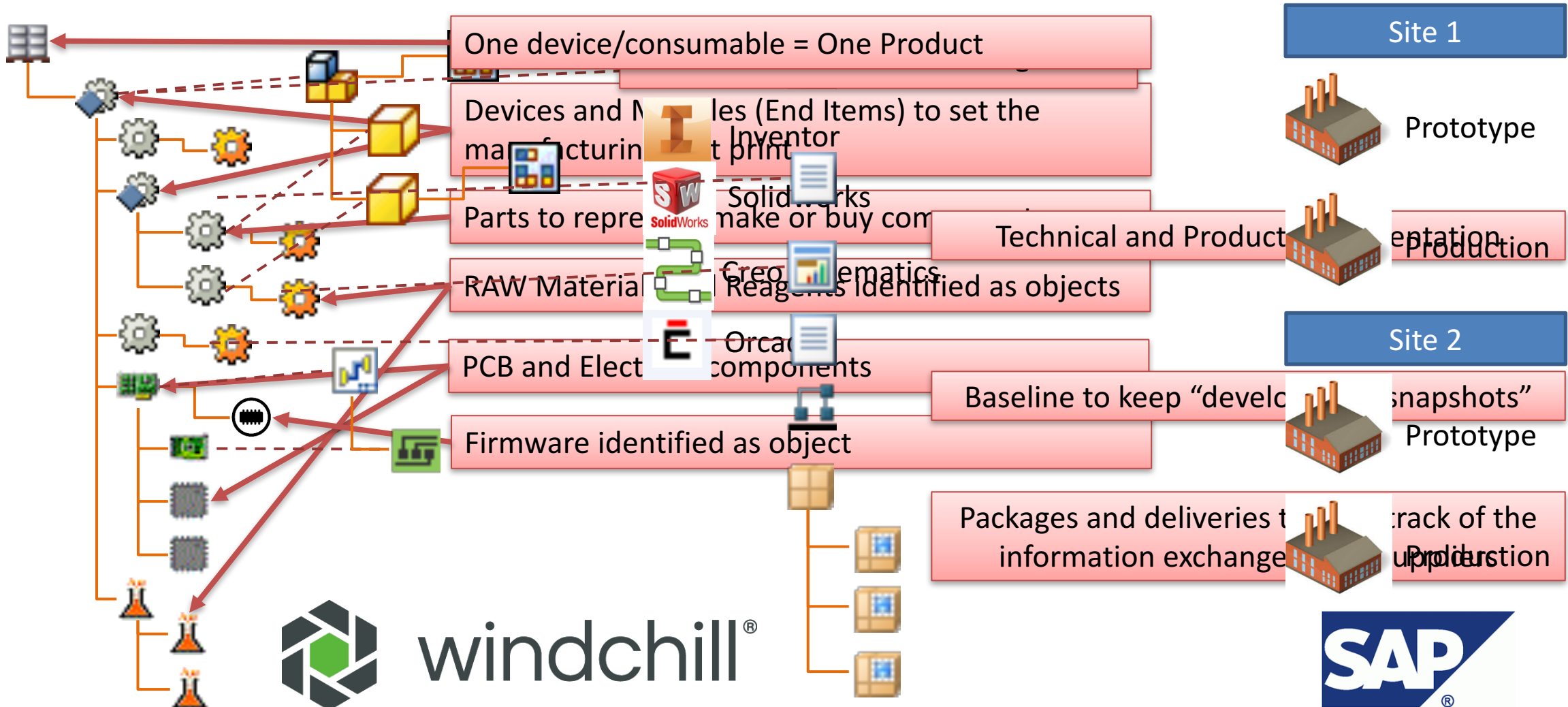




## PLM – ERP interface : Basics for 2017

- One unique place to manage the Product Structure = Windchill
- Mechatronic Product Structure for maximum transparency across the group
- One common platform for all developments (All products, tooling, gauges, etc...)
- A unique interface to ERP where all plants defined (Budapest and Anif for 2017)

# PLM – ERP interface : Basics for 2017



# First feedback

- Requirements have to be stated completely and in a clear way (Company interest beats individual interest, no modifications)
- Selection of the best implementation partner (proven expertise, fits to STRATEC)
- Board sponsoring, short ways – fast decisions
- Decisions carried to the entire organization, at all levels
- Strong own project management, dedicated key users
- Change Management (all employees have to feel as part of the endeavour)
- Risk Management to monitor and control the project risks
- Set of own know-how in time, early clarification of the maintenance

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THANK **YOU**  
FOR **YOUR**  
**ATTENTION!**



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