Disclaimer

Cautionary Statements
This presentation contains “forward-looking statements” within the meaning of the federal securities laws. Except for historical information contained herein, the statements in this presentation are forward-looking and made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements made herein relate to, among other things, future sales, earnings, return on equity, cost savings, process improvements, free cash flow, share repurchases, capital expenditures, acquisitions, benefits of investments and partnerships, business strategies and other matters. Such statements can be identified by words such as: “expected,” “expects,” “expect,” “forecast,” “would,” “estimate,” “will,” or similar references to future periods.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Actual results could differ materially from those stated or implied in the forward-looking statements. For a list of factors, risks and uncertainties which could make our actual results differ from expected results, please see our latest Annual Report on Form 10-K. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, as a result of new information, future developments or otherwise.

This presentation also contains non-GAAP financial information. Management uses this information in its internal analysis of results and believes this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing meaningful period-to-period comparisons. For definitions of applicable non-GAAP financial measures and reconciliations of non-GAAP financial information to GAAP financial information, see the Reconciliations of GAAP to Non-GAAP Financial Measures included in the Company’s financial reports on Forms 10-Q and 10-K and related press releases.
At a Glance:
President and CEO: Chuck Kummeth
Headquarters: Minneapolis, MN
Number of Employees: +1,900
FY2017 Revenues: $563 million
NASDAQ: TECH
Market Cap: $5.5B

Market Profile:
Leader in:
• Life Science Consumables Market
• Automated Protein Analysis Solutions
• Controls & Calibrators for IVD Assays
• Molecular Anatomic Pathology
Addressable Market Size: ~$5-10 billion

Key Product Lines and Workstreams:
• Biological Content
• Automated Western Blot
• Single and Multiplex ImmunoAssays
• RNA-ISH Molecular Diagnostics
In excess of 200 employees hold PhD degree
OUR MISSION

MISSION

NASDAQ TECH

biotechne®

EPIC Tools For
EPIC Science

Empowerment
Passion
Innovation
Collaboration
A leading supplier of Life Science tools that allow our customers to make extraordinary discoveries

Key Business Drivers

• Bioprocess and Cell Culture Media
• Unlocking the treasure trove of reagents that can fuel discovery of new molecules
• Immunotherapy Opportunities
• New & Innovative Research Tools
• Continued Geographic Expansion
Biotechnology

Diagnostics

Protein Platforms

Biotechnology

Shanghai PrimeGene Bio-Tech Co., Ltd.

Diagnostics

Protein Platforms

Biotechnology

Biotechnology

Biotechnology

Biotechnology

Biotechnology

Biotechnology

Biotechnology

Biotechnology
ADDRESSABLE MARKETS

$5B-$10B Addressable Market
4-10% CAGR

Life Science Research Reagents
$1.8B

Diagnostics
$4.2B

Tumor Biology
$0.8B

Stem Cells
$0.9B

Research Imm. Assays
$0.7B

Biologics Manufactur.
$0.6B

Western Blot
$0.5B

Clinical Controls
$0.4B

Single Cell Biology
$0.9B

BioProcess Media
$1.6B

Customers Served:
Pharma
Biotech
Academia
CROs
Hospitals
Foundations
Government
SEGMENTS BY DIVISION

Note: Margin adjusted to exclude impact of acquisition costs
Marching Towards Our Long-Term Financial Goals

Revenue ($mm) 
- FY13: 311
- FY17: 563
- FY22: +$1B

Adj. Operating Income ($mm) 
- FY13: 169
- FY17: 208
- FY22: +$400

Rev CAGR
- Protein Platforms: ~15-20%
- ACD: ~30-35%
- Biotech (core): ~4-6%
- Diagnostics: ~5-8%

OM% in 5yrs
- Protein Platforms: ~30%
- ACD: ~40%
- Biotech (core): +50%
- Diagnostics: ~30%

Assumes no further unannounced acquisitions
DISCIPLINED M&A AND INVESTMENT STRATEGY

- Healthy hopper of targets
- Sound prioritization strategy
- Targets that fill gaps
- Targets with ROIC > WACC
GLOBAL LOCATIONS

GEOGRAPHIC SITES

NORTH AMERICA
- Minneapolis, MN
- San Marcos, CA
- Devens, MA
- Cambridge, MA
- San Jose, CA
- Newark, CA
- Emeryville, CA
- Littleton, CA
- Oakville, ON
- Toronto, ON
- Ottawa, ON
- Wallingford, CT
- Gaithersburg, MA
- Atlanta, GA
- Woburn, MA

EUROPE
- Abingdon, UK
- Langley, UK
- Bristol, UK
- Wiesbaden, Germany
- Lille, France
- Milan, Italy
- Zug, Switzerland
- Madrid, Spain
- Warsaw, Poland
- Prague, Czech Republic
- Budapest, Hungary

ASIA
- Shanghai, China
- Beijing, China
- Hong Kong, China
- Singapore
- Tokyo, Japan
Develop and manufactures biological reagents used in all aspects of life science research (Research Tools such as: proteins, antibodies, small molecules & immunoassays) and molecular probes for the Molecular Pathology market.

Provide controls, calibrators and diagnostic assays for the regulated diagnostic market, such as: hematology controls, blood gases, chemistry controls and diagnostic assays reagents.

Automated solutions that improve the efficiency of process work streams, such as: automated western blot instruments, bioprocess purity analyzers, microfluidic imaging instruments, multiplex-ELISA instruments, etc.
We offer more than 250,000+ manufactured and/or distributed products

- Recombinant Proteins
- GMP Proteins
- Antibodies
- ELISAs
- Luminex® Assays and High Performance Assays
- Stem Cell Products
- Cell Culture
- Small Molecules & Peptides
- Enzymes
- ELISpots
- cDNA Clones
- Flow Cytometry Workflow Solutions
- Proteome Profiler™ Antibody Arrays
- Activity Assays and Reagents
- Supplemental Reagents
- Immunotherapy Research Products
- Ubiquitin Proteasome System

GMP grade proteins
• **Advanced Cell Diagnostics** enables manual and automated gene expression analysis by providing optimized single and multiplex chromogenic and fluorescence assay kits

• >15,000 off-the-shelf target probes

• Pharma assay services based on RNAscope® technology

• The most advanced RNA in situ hybridization (ISH) assay which allows monitoring of transcriptome analysis, gene quantitation and retention of tissue morphology
Automation of Western Blotting and Electrophoresis of Proteins
Strong Pharma adoption
Significant consumables revenue stream
IP protected technology

Over 100 Maurice instruments sold first year
Crossed 1,000 Wes instruments in the Field to date
Custom Products
Contract Manufacturing
OEM Manufacturing

- 510k Cleared Calibrators & Controls
- Immunoassay Development
- Reagents for Diagnostic applications
- Kit Filling and Packaging
Our brands bring you >300,000 quality products

Over 1800 employees globally

Our companies have been manufacturing and sourcing reagents for 40 years

Generated using our products

6 instrument platforms that leverage biological content
THANK YOU