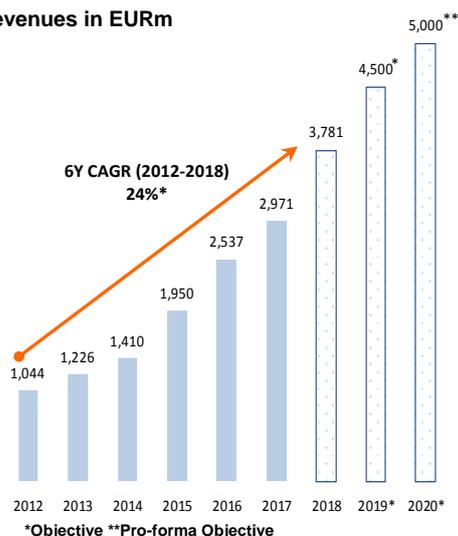


Our Vision: *To be the World Leader in Testing for Life*

Our Mission: *To contribute to global health and safety by providing our customers with high quality laboratory and advisory services whilst creating opportunities for our employees and generating sustainable shareholder value*

Our Values: *Achievement of our Mission is based on Eurofins "Core Values", which commit us to Customer focus, Quality, Competence & Team Spirit and Integrity*

Revenues in EURm



Eurofins shares are listed on Euronext Paris (since IPO in October 1997)

ISIN FR0000038259, Reuters EUFI.PA, Bloomberg ERF FP
Indices: MSCI Europe, Euronext 100, SBF 120, STOXX Europe 600, SRD & Compartment A

Share price performance as of 31 December 2018 (€326.00) vs. IPO (24/10/1997 at €1.83) +17,720% (28% CAGR)

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Please refer to our on-line group directory for laboratory contact information
<http://www.eurofins.com/media/313362/qd2017.pdf>

EUROFINS FACT SHEET

Company Overview

Eurofins Scientific is an international life sciences company which provides a unique range of analytical testing services to clients across multiple industries. The Group believes it is the world leader in food, environment and pharmaceutical products testing and in agrosience CRO services. It is also one of the global independent market leaders in certain testing and laboratory services for genomics, discovery pharmacology, forensics, advanced material sciences and for supporting clinical studies. In addition, Eurofins is one of the key emerging players in specialty clinical diagnostic testing in Europe and the USA.

Short History

Eurofins Scientific was founded in 1987 with 4 employees to market the SNIF-NMR[®] technology, a patented analytical method used to verify the origin and purity of several types of food and beverages and identify sophisticated fraud not detectable by other methods.

Today the Eurofins Group is a leading provider of analytical services with:

- an international network of more than **800** laboratories across **47** countries in Europe, North and South America and Asia-Pacific
- about **45,000** staff
- a portfolio of over **200,000** validated analytical methods
- more than **400 million** tests performed each year to establish the safety, identity, composition, authenticity, origin, traceability, and purity of biological substances and products, as well as carry out human diagnostic services.

Eurofins is one of the fastest growing listed European companies. Since its IPO on the French stock exchange in 1997, Eurofins' sales have increased by 36% each year (in compound average) to over EUR 2.97 billion in 2017.

Between the Initial Public Offering on 24 October 1997 (€1.83) and 31 December 2018 (€326.00), Eurofins' share price has multiplied by 177x, an annual average increase of 28% (against 3% for the SBF 120, 3% for the CAC 40 and 5% for the S&P 500 over the same period).

Recent Developments

In 2015, Eurofins achieved its mid-term objective set in 2012 of generating EUR 2bn annual revenues by 2017, two years early, with EUR 2.24bn pro-forma revenues in 2015 (EUR 1.95bn on a reported basis). The Group's ability to execute on its mid-term plan reflects the benefits of both past and ongoing investments to put together the most comprehensive portfolio of analytical methods and the most modern, state-of-the-art laboratory network that allows the Group to provide best-in-class analytical services to the markets it serves in the most efficient manner. Having consistently invested at higher rate than any of its large peers in the testing industry, Eurofins boasts a very modern, streamlined network of laboratories uniquely capable of providing high quality analyses at a reasonable cost. In 2018 alone, the Group added another 64,000m² of world class laboratory surface to its network, and plans another 135,000m² additional capacity between 2019 and 2020.

Over the years, Eurofins has developed many new analytical testing methods and has participated in, or led several R&D projects to find better ways to analyse food, the environment, and pharmaceutical products. More recently, the Group has also started to leverage its world-renowned genomics expertise in the area of specialty clinical diagnostics testing to provide new human diagnostic capabilities. In 2018 Eurofins made very good progress towards its operational objectives for 2020 of building an unmatched state-of-the-art global laboratory infrastructure in its markets. Thanks to this and continued strong organic growth above peers, Eurofins has published strong 2018 results in-line with its recently-upgraded objectives.

Future Plans

Eurofins is committed to supporting its clients' objectives of ensuring that their products reach the best possible quality and safety levels in all markets in which they operate and supporting medical practitioners and patients with innovative diagnostic services. The Group intends to continue to develop and acquire the most comprehensive range of state-of-the-art analytical technologies as well as expand its geographical reach in order to support its clients' increasingly stringent quality and safety standards and the expanding demands of regulatory authorities and healthcare practitioners around the world.

Following two years of intense M&A activity and heavy investments into its leading global platform (mostly in state-of-the-art laboratories, start-ups and proprietary IT solutions), the Group will now increasingly focus on operational performance optimisation, which it expects should also improve its margins and cash flow generation. As such for now, Eurofins intends to keep M&A investments under EUR 300m per annum on average in 2019 and 2020 and may not even reach that level in the absence of compelling assets.

At 2018 average exchange rates, Eurofins management has set the following objectives for the year 2019: EUR 4.5bn revenues*, EUR 850m adjusted EBITDA*, and EUR 350m Free Cash Flow to the Firm*. These objectives are accompanied by significantly reduced cash outflow resulting from self imposed limits of EUR 300m each for capex spend and M&A spend in 2019 and 2020. For 2020, Eurofins' objectives are to achieve EUR 5bn of revenues* and EUR 1bn Adjusted EBITDA* (at 2018 average exchange rates and on a pro-forma basis), translating into an Adjusted EBITDA margin objective of 20% for 2020 as the benefit of its laboratory network modernisation and streamlining and of IT investments should start to kick in.