



Eurofins Q1 2020 Management Update

Q1 2020 results & outlook

**Eurofins broad range of solutions to support
the fight against the COVID-19 pandemic**

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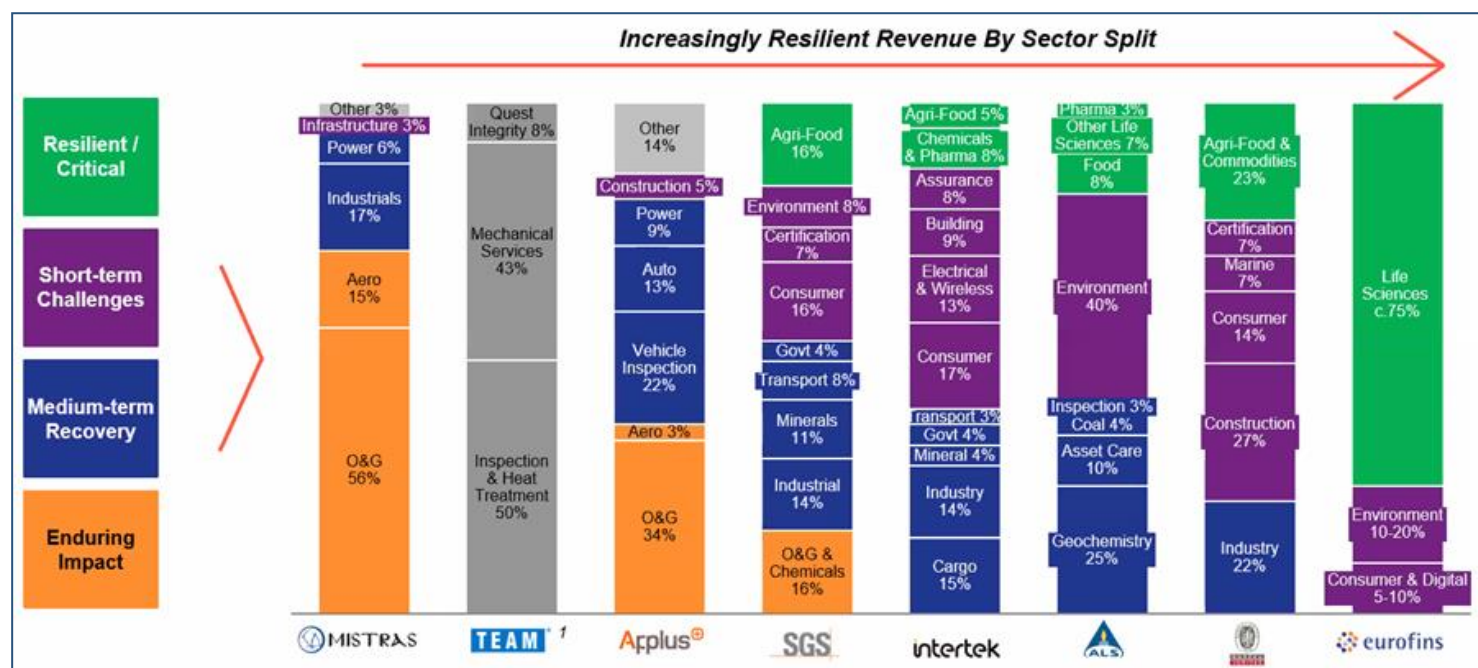
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- 1. We mobilised all scientific resources to develop solutions to fight COVID-19 - Eurofins is one of the few companies in the world that can contribute on so many levels !**
- 2. The vast majority of our activities are essential and continue to operate**
- 3. Very early on we set up a variety of social distancing and hygiene measures to protect our staff and ensure business continuity**
- 4. Our activities showed strong resilience in Q1 2020**

Strong Q1 organic growth despite COVID-19 impact demonstrating resilience of underlying markets

- Q1 2020 revenues increased **7% year-on-year** to EUR 1,142m
- 4.1% organic growth** (4.6% excluding Boston Heart Diagnostics & two laboratories closed due to a fire), showing the resilience of Eurofins underlying markets
- Negative impact recorded in Q1 2020 from lockdown measures (China, Europe, USA) not yet compensated by additional COVID-19 testing and research activities



**Note these figures are only estimates based on a report by OC&C Strategy Consultants commissioned by the TIC Council
Source: OC&C Strategy Consultants, 13 April 2020, Impact of the COVID-19 crisis on the TIC sector, Revenue by Sector of Key TIC players 2019*

Decisive financial measures to protect cash while focusing more resources on COVID-19 testing & research



- **M&A and capex put on hold**
- **Reduction of personnel costs**
 - *Hiring freeze & furloughs whenever needed*
 - *Freeze of compensation for its key employees and leaders (ca. 1,600 FTE)*
 - *Deferment of 2019 bonus pay-outs whenever possible*
 - *Voluntary cut of Board Members & CEO compensation by 25% for Q2*
- Given the current regulatory context, uncertain world economic outlook and benefits of fast deleveraging, management will propose to the June 2020 AGM **not to distribute a dividend for 2019**
- **Strong liquidity position**, with more than EUR 1 billion of cash and undrawn bilateral facilities* available at March-end
- Focusing significant resources on massive COVID-19 testing and research services ramp-up

Outlook: increase of COVID-19 testing & research services may compensate lockdown impact



- Eurofins is positioned in **resilient markets**, with a large and diversified network of laboratories active in **essential sectors** such as Food, Water, BioPharma, Clinical and Genomics testing
- Lockdown measures in many countries have had an **impact on Q1 results** and **will continue to impact Q2 results**
- **Ramp-up of COVID-19 testing & research capabilities** did not yet compensate this impact in Q1 but may generate **very significant activity during an extended period of time**
- Except for investments on expanding COVID-19 testing and research services, the Group intends to **remain frugal** on capex, M&A and operating expenses spend, which should result in **faster deleveraging**
- **Objectives for 2020 organic development are neither withdrawn nor updated. The M&A objective is dropped.**

Eurofins broad range of solutions to support the fight against the COVID-19 pandemic

Eurofins priority is to mobilise all available scientific talent & resources to fight the COVID-19 pandemic



- Our mission at Eurofins is “**Testing for Life**”
 - Few companies have so many scientific and technological possibilities to develop new solutions and services to combat the COVID-19 pandemic
 - Over **20 multidisciplinary scientist groups assembled** to support healthcare workers, authorities and clients in their efforts against the disease
 - Eurofins has developed one of the **most comprehensive offerings** to help healthcare authorities respond to the COVID-19 crisis
- Eurofins has both in vitro diagnostic (IVD) products development capabilities, and testing laboratories, mitigating supply chain issues

Eurofins COVID-19 Response



CEO Message



News



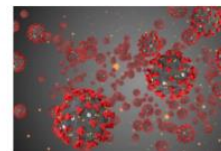
Business Continuity



COVID-19 Diagnosis



Product Testing of PPE



Surface Testing



Serology Testing Kits



Genomic Solutions



BioPharma Product Testing



Medical Device Testing

<https://www.eurofins.com/covid-19-response/>

Highlight of main initiatives to date to help fight the COVID-19 pandemic



- **Real time Polymerase Chain Reaction (RT-PCR) tests** for SARS-CoV-2 offered across 23 laboratories in 9 countries, ramping up to reach **100,000 tests per day** from mid-May 2020
- **Serology-based antibody testing** offered across 13 laboratories in 7 countries, ramping up to reach **100,000 tests per day** by mid-May 2020
- U.S. Food and Drug Administration (FDA) Emergency Use Authorisation (EUA) and other National Regulatory Agencies approval for RT-PCR tests developed by Eurofins laboratories
- **IVD Kits for serology-based antibody testing**, ramping up to produce kits for **10 million tests per month** by public and private laboratories by the end of May
- Testing, and inspection on Personal Protective Equipment (**PPE**) and **Medical Devices**
- **Environmental surfaces** testing to protect **work place** & hospital environment available globally
- Six sites across the world for the **production of probes, primers and positive controls**, key components for RT-PCR testing
- “SARS-CoV-2 **Full-length Genome Sequencing**” service, enabling surveillance of the coronavirus genome sequence and mutational drift
- Comprehensive service offering for biotech and pharmaceutical companies to **support accelerated COVID-19 drug and vaccine development**

Real-time PCR clinical testing for qualitative detection of SARS-CoV-2

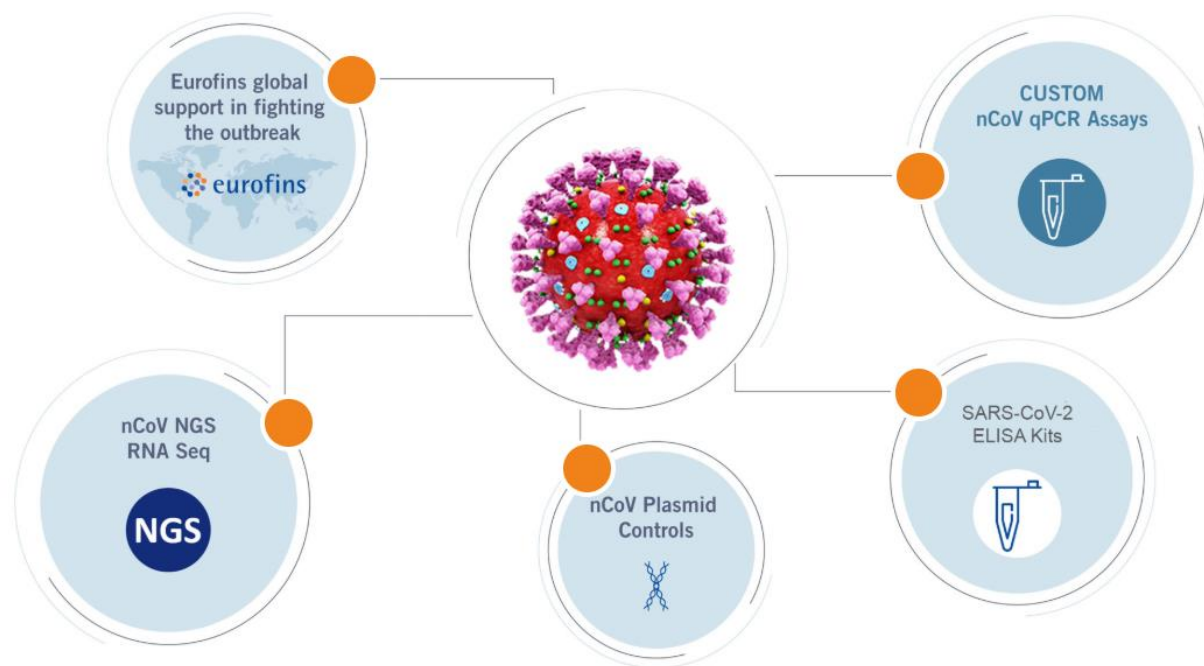
- Launched early March in both Germany and the USA
- Validated by many national health authorities including the FDA in the USA and the National Reference Centre in France



- Also offered in the USA as part of Diatherix Target Enriched Multiplex PCR (TEM-PCR) Respiratory Pathogens Panels
- Now offered from **23 laboratories across 9 countries** (USA, Germany, France, Spain, the Netherlands, Brazil, Belgium, Italy and the UAE)
- Working with health authorities in the UK, Ireland and India to set-up testing capacities in those countries rapidly
- Ramping up capacity **from 10,000 tests per day in late March to 100,000 tests per day from mid-May**

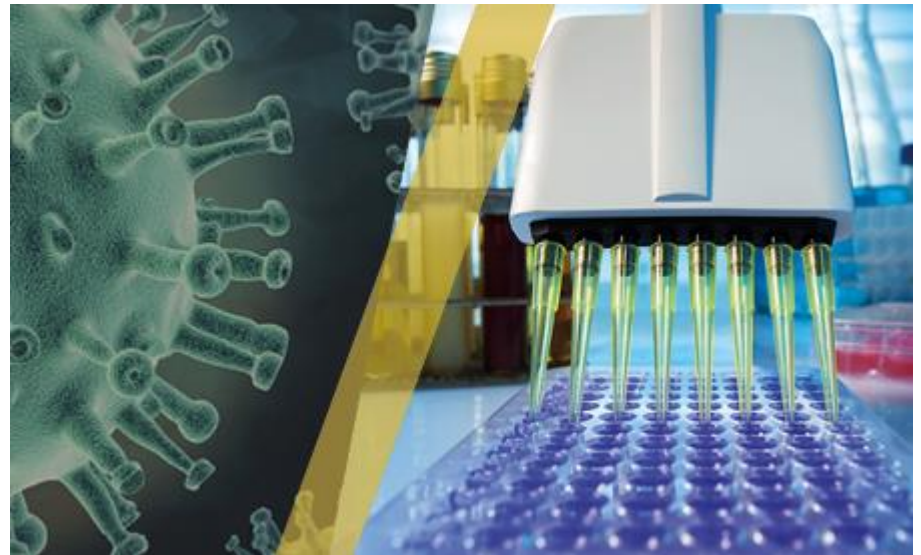
Leveraging external & internal capabilities to ramp up capacity of RT-PCR

- Amid tightening supply chain issues, Eurofins can rely on its **6 Genomics oligonucleotides production sites in the USA, Europe, India and Japan** to **produce probes, primers and positive controls**, key components for RT-PCR testing of SARS-CoV-2
- Eurofins' own IVD products companies also produce their own RT-PCR kits



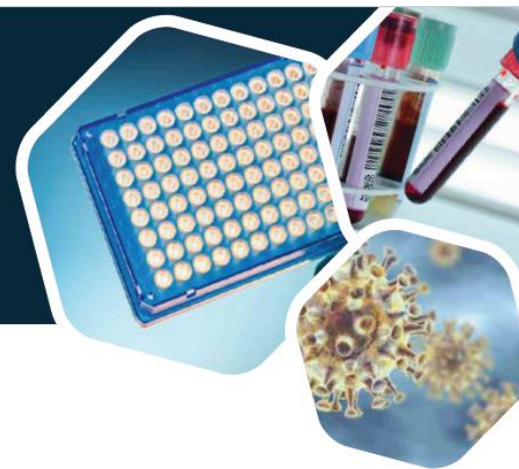
Offering serology-based tests for antibody detection eurofins

- Launched early April
- Complementing PCR swab testing to help
 - *estimate the timing of infection, support epidemiology & vaccines development*
 - *develop knowledge that may provide information about statistically reduced contagion risks*
- Now available from **13 laboratories in 7 countries** (U.S., France, Germany, Spain, Ireland, UK and UAE)
- Working with health authorities in the Netherlands and Belgium to set up testing capabilities in those countries rapidly
- Ramping capacity **from 5,000 tests per day at launch to 100,000 tests per day by mid-May**



SARS-CoV-2 Diagnostics

Antibody Detection



ELISA Kits by **VIROTECH** Diagnostics

- Launched on 9 April 2020
- Range of testing kits for serology-based antibody detection of patients that have been exposed to COVID-19
- Produced by the Group's **4 factories** and partners
- Available for government and private laboratories worldwide on most open enzyme-linked immunosorbent assay (ELISA) testing systems
- Ramping up capacity to offer **10 million tests per month by end of May**

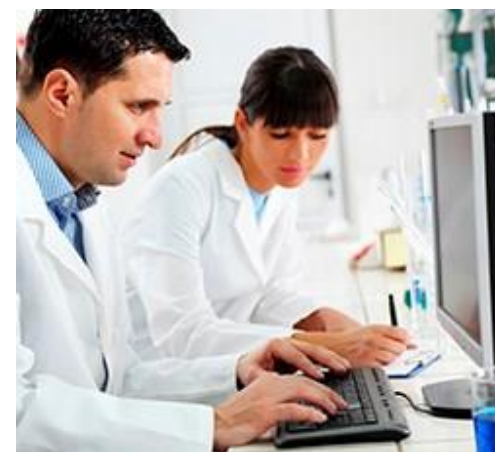
- Eurofins is ramping up production of its ELISA high throughput testing machines



Solutions to support the research for therapeutics against COVID-19



- Eurofins unique expertise and network of laboratories is supporting numerous private and public actors in their mission to accelerate COVID-19 drug and vaccine development
- Eurofins **35 BioPharma testing laboratories** throughout the world, are partnering with most actors on multiple efforts such as Antivirals, Vaccines, mAbs, Antibodies, Ribonucleic Acid (RNA) and Testing Kits
- Efforts are mostly concentrated on testing for Raw Materials, Microbiology, Viral, Cell & Molecular and Product testing, Stability and Release Method Development, Medical Device Method development and Cell banking



Providing the right tools to facilitate genomics research against COVID-19



- Detailed knowledge of SARS-CoV-2 and its characteristics is instrumental in order to identify fast and viable solutions to COVID-19 pandemic
- Eurofins Genomics supports scientists from all areas in their essential work
 - Launch of **SARS-CoV-2 plasmid DNA controls** that can be used to verify the presence of the virus, mostly used for R&D and IVD applications
 - Launch of **SARS-CoV-2 full-length genome sequencing**, enabling end-to-end surveillance of the coronavirus genome sequence and mutational drift, key for epidemiology and tracing of outbreaks



**GENOMIC SOLUTIONS ARE
JUST THE START**

Eurofins offers a broad range of solutions to support health authorities and researchers worldwide. This includes diagnostic services like **COVID-19 testing** and **antibody testing**.

» Learn more

Solutions for the detection of SARS-CoV-2 on environmental surfaces and PPE



VIRSeek Murine Norovirus (MNV) Process Control Real-



VIRSeek RNAExtractor 96 tests



VIRSeek SARS-CoV-2 Ident



VIRSeek SARS-CoV-2 Screen

- Launched in March for detecting the presence of SARS-CoV-2 virus on environmental surfaces, being rolled out globally to help for broad screening and monitoring of sanitation measures



- Global testing, inspection and regulatory services of Personal Protective Equipment (PPE), such as medical face masks, gloves and gowns, respiratory protective devices and equipment, disinfectants and hand sanitizers

Eurofins is developing programs helping employees return to work safely:

- Employer & workplace safety programmes
- Employees testing
- Environment testing
- Eurofins is a leader in bacteriology sampling and testing for retail and industry in many countries. Eurofins has the sampling and auditors teams to set up monitoring plans and collect samples and the laboratories to test employees and environmental samples
- Eurofins produces its own government approved tests and is less subject to supply chain issues

Proposing in-house mobile blood draw and remote sample collection



- Eurofins Transplant Genomics and Viracor partnering with various mobile sample collection groups, to enable patients for kidney transplants to have samples collected remotely for analysis without requiring them to visit transplant centre



Eurofins
Clinical Diagnostics



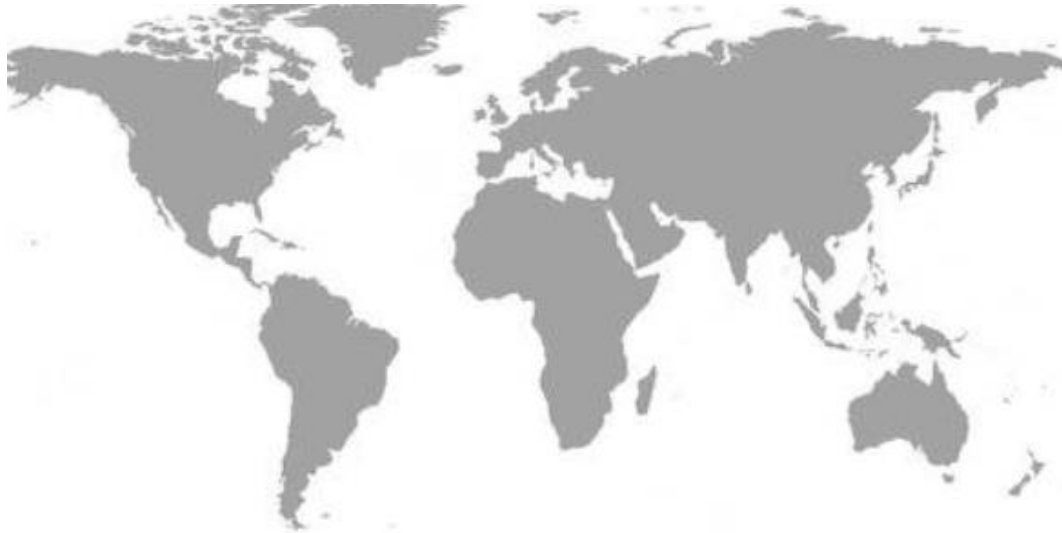
Eurofins
Clinical Diagnostics

- Launched Labs@HOME, an in-home mobile phlebotomy blood draw service for post-transplant patient testing during COVID-19 to aid in specimen collection for vital post-transplant testing directly from a patient's home

Partnering with health authorities in many countries to help combat COVID-19



- Following requests from government health authorities, Eurofins teams are working to massively increase capacity on its wide range of testing and kits offering...



- ...across most continents thanks to its unique global network of clinical laboratories

- Eurofins mission is « **Testing for Life** », this has never be more true than today, as we are actively engaged in the fight against the COVID-19 pandemic
 - Our scientists & entrepreneurs, gathered in a unique network of laboratories are offering a **wide range of services** during this crisis:
 - *Real-time PCR and Serology based antibody tests*
 - *Genomics & BioPharma services to help find drugs and vaccines*
 - *Test kits, probes, primers and DNA controls*
 - *Tests for surfaces, PPE & medical devices*
 - *Test programs to help employees returning safely to work*
 - Our **capabilities** are growing fast
 - *PCR tests: 2 million tests per month by mid-May*
 - *Serologic tests: 2 million tests per month by mid-May*
 - *Serology testing kits: 10 million per month by May-end*
 - *Production of probes, primers & positive controls for millions of RT-PCR kits*
- **Enabling over 20 million patient tests by May-end**

**Vertically integrated
from IVD testing kit
development to
laboratory testing and
workplace testing**



Eurofins. World Leader in Testing for Life.

47 000 employees. 800 laboratories. 50 countries.

Q&A