Bruker Corporation (Nasdaq: BRKR)

Q2 2019 Earnings Presentation

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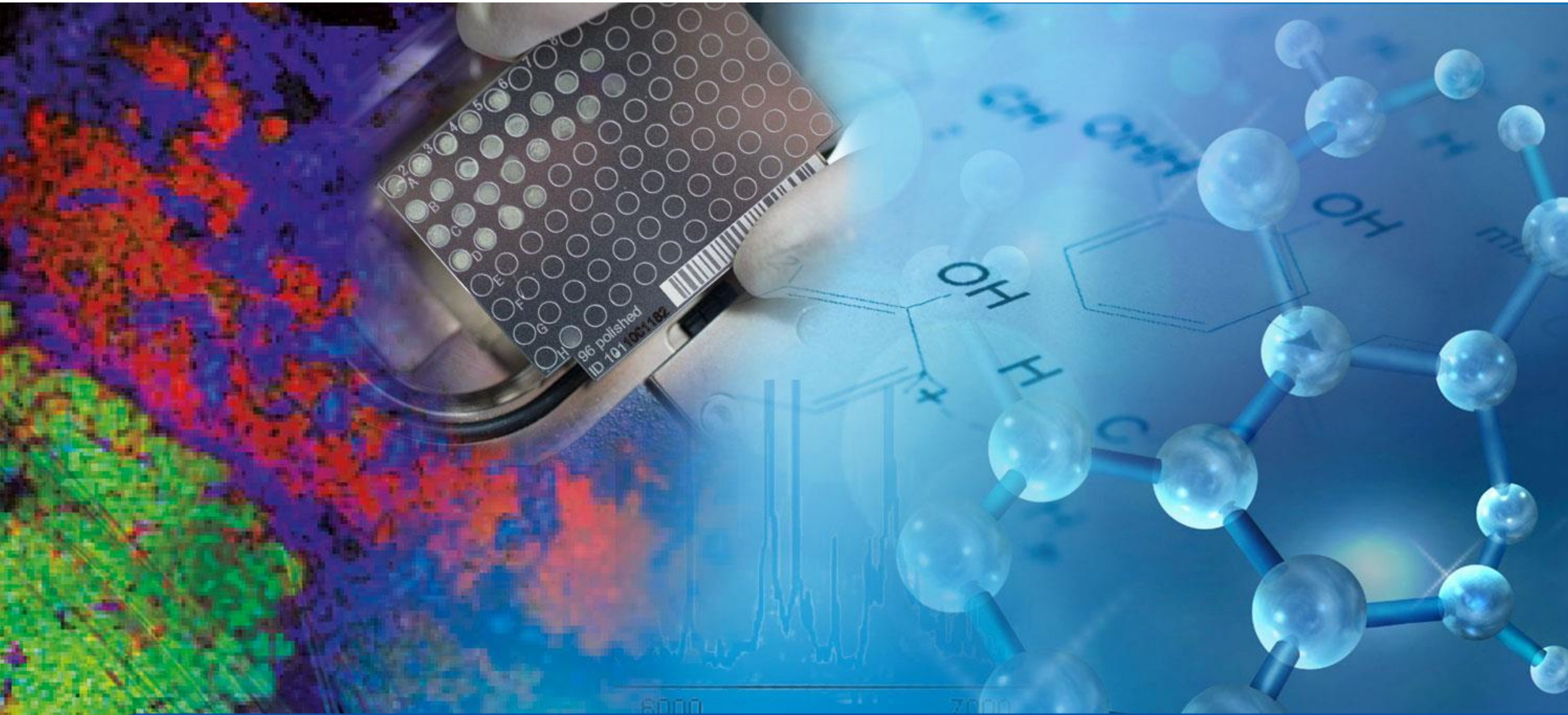
August 1, 2019



Safe Harbor

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Q2 2019 & H1 2019

Business Update

Q2 2019: Good revenue growth, strong margin expansion and EPS growth

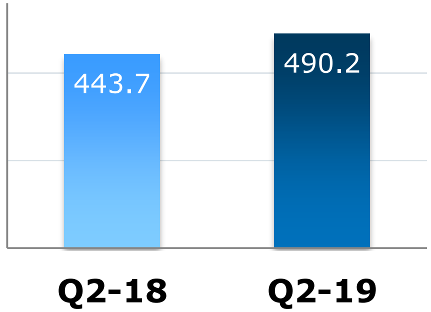
BRUKER

Q2 2019 Performance Year-over-Year

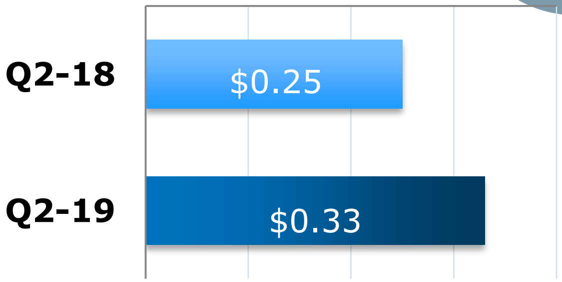
- Revenues increase +$47M, or +10.5%
  - Organic growth +4.8%, with BSI up +3.4%, and BEST up +18.2%
  - Acquisitions add +8.7%
  - Constant currency growth +13.5%
  - Negative FX translation of -3.0%
- Non-GAAP gross margin increases 190 bps
- Non-GAAP operating margin increases 170 bps
  - Due to operational improvements, mix, accretive acquisitions and an FX tailwind
- GAAP EPS of $0.23, compared to $0.20 in Q2-18
- Non-GAAP EPS of $0.33, an increase of 32.0% compared to $0.25 in Q2-18

Q2 Financials

Revenues [$M] **+10.5%**



Non-GAAP EPS **+32.0%**



*Reconciliations of non-GAAP to GAAP financial measures are available in our earnings press release and at the end of this presentation. Y-o-y: year over year. Bps: basis points

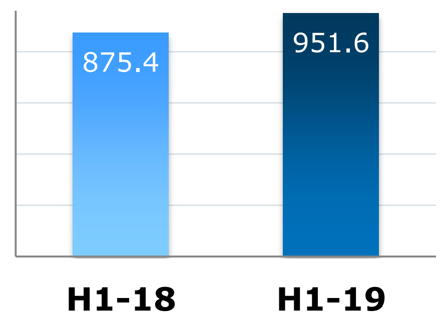
H1 2019: Solid revenue growth, strong margin expansion and EPS growth

H1 2019 Performance Year-over-Year

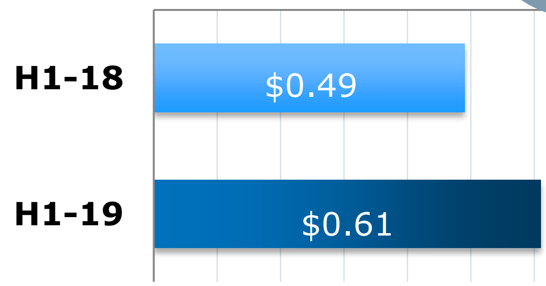
- Revenues increase +$76M, or +8.7%
  - Organic growth +5.1%, with BSI up +4.4%, and BEST up +11.6%
  - Acquisitions add +7.4%
  - Constant currency growth +12.5%
  - Negative FX translation of -3.8%
- Non-GAAP gross margin increases 160 bps
- Non-GAAP operating margin increases 150 bps
  - Due to operational improvements, mix, accretive acquisitions and an FX tailwind
- GAAP EPS of $0.43, compared to $0.37 in H1-18
- Non-GAAP EPS of $0.61, an increase of 24.5% compared to $0.49 in H1-18

H1 2019 Financials

Revenues [$M] **+8.7%**



Non-GAAP EPS **+24.5%**



*Reconciliations of non-GAAP to GAAP financial measures are available in our earnings press release and at the end of this presentation. Y-o-y: year over year. Bps: basis points

GROUP OVERVIEW:

H1 2019 Revenue Performance Year-over-Year(1)

Bruker BIOSPIN Group

- BIOSPIN up mid-single digits, with growth in systems revenue and aftermarket, and contributions from software acquisitions
- NMR systems revenue grows, including a 1.0 GHz system
- Preclinical imaging lower compared to strong H1-18
- Solid aftermarket increase

Bruker CALID Group

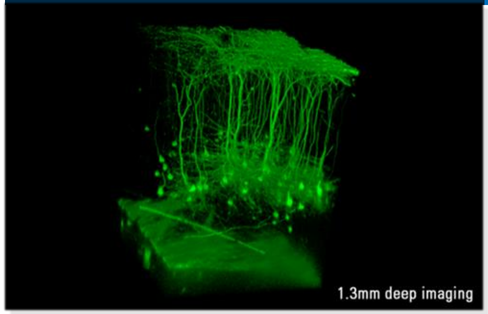
- CALID up double digits, with strong organic growth and contributions from acquisitions (primarily Bruker-Hain)
- Strong growth in microbiology
- Strong growth in life science mass spectrometry
- Bruker-Hain majority acquisition adds more consumables revenue
- Molecular spectroscopy (FTIR/NIR) flat compared to strong H1-18

(1)All in constant currency and in comparison to the six months ended June 30, 2018.
Double digits: 10%+; mid-single digits: 4%-7%

GROUP OVERVIEW:

H1 2019 Revenue Performance Year-over-Year(1)

Bruker NANO Group



- NANO up double digits, due to acquisitions
- X-ray business up with solid academic demand
- Strong growth in nano-analysis tools (e.g. EDS, microXRF)
- Nano-surface tools grow due to Anasys, JPK and Alicona acquisitions
- Semicon metrology tools grow due to RAVE acquisition

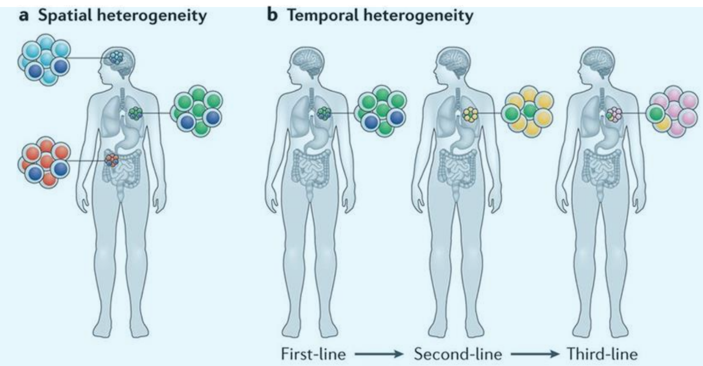
BEST Segment

- BEST up double digits, net of intercompany eliminations, on strong superconductor demand by healthcare (MRI) and ‘big science’
- BEST quarterly revenues can fluctuate

(1) All in constant currency and in comparison to the six months ended June 30, 2018.
Double digits: 10%+; mid-single digits: 4%-7%

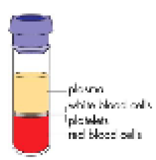
New ***timsTOF™ fleX*** with ESI & MALDI for label-free SpatialOMx™ and unique 4D-Omics workflows

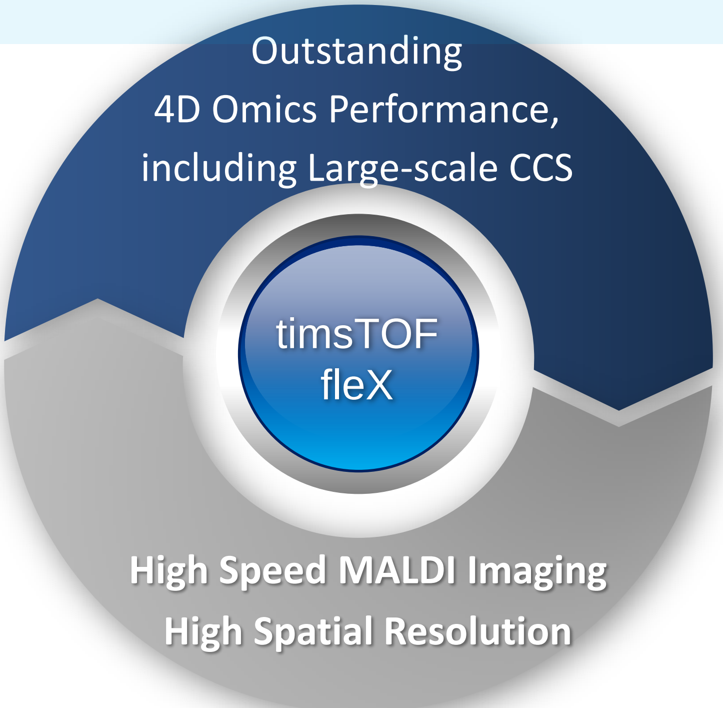
SpatialOMx is like a GPS to locate specific cellular sub-populations based on molecular expression of endogenous molecules such as glycans or lipids, …..and then use specific cells for deeper cross-omics analyses…



Nature Reviews | Clinical Oncology

Body fluids &
Cell cultures



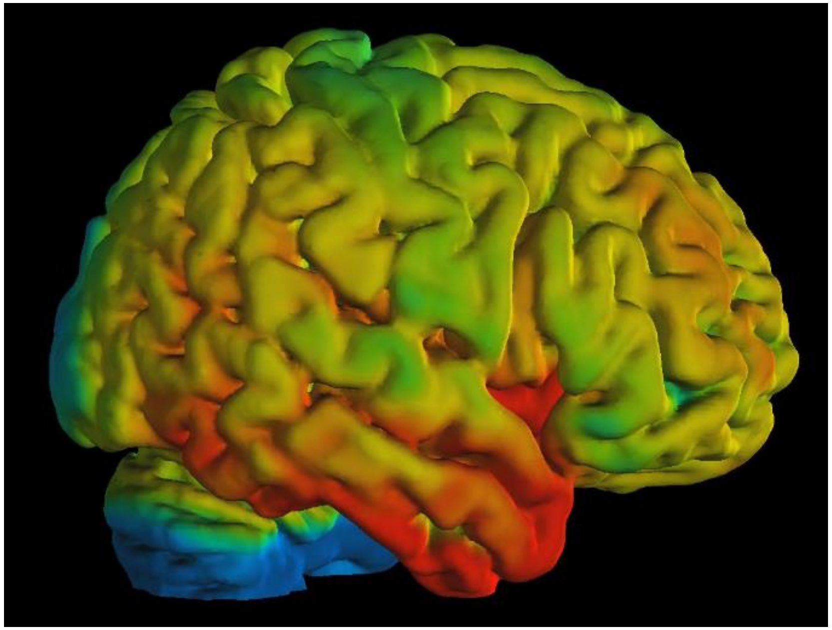


Tissue &
Tumor Molecular
Expression

VALUE-ADDED **BOLT-ON M&A** EXAMPLE

Acquisition of ***PMOD Technologies*** Adds PET Molecular Imaging Software

- PMOD is a respected provider of preclinical and molecular imaging research software
  - Widely used for PET studies in neurology, cardiology and oncology
  - Applications in molecular quantification and pharmacokinetic modeling
- Extends Bruker’s portfolio of imaging software for clinical research
- Allows Bruker to provide end-to-end preclinical PET/MR and PET/CT solutions
- Acquisition closed in early July 2019



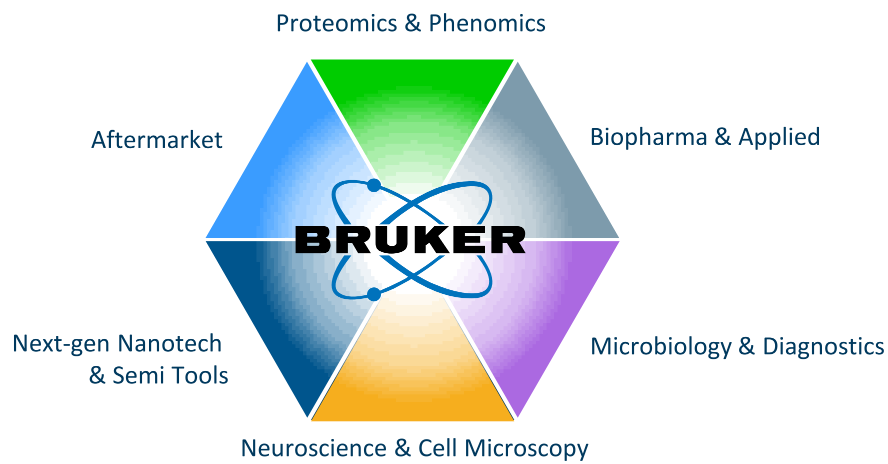
PET/MR image processed by PMOD:
Serotonin receptor density in human brain for study of psychiatric disorders. Courtesy A. Hahn, M. Savli, R. Lanzenberger, Medical University of Vienna, Austria.

BRUKER **MEDIUM-TERM OBJECTIVES**

1. Accelerate revenue growth to **above market CAGR**

- Enhance revenue growth with high-margin ***Project Accelerate*** initiatives, drive *secular growth opportunities*, advance *innovative product cycles*, develop break-out opportunities
- Target **5% - 7% organic revenue CAGR** in 2020-2022, assuming 3%-5% market growth

2. Transform portfolio with six high-growth, high-margin ***Project Accelerate*** initiatives



3. Drive ***Operational Excellence***, sustain **multi-year** margin expansion

- Expand operating margin **75-100 bps per year,** on average, over a multi-year timeframe
- Focus on commercial, product R&D and operational excellence
- Target **11%-15% non-GAAP EPS CAGR** in 2020-2022, assuming 3%-5% market growth

4. Disciplined **capital deployment** and **high ROIC**

- Strategically focused M&A in support of dual strategy
- Annual dividend of $0.16 per share and periodic share repurchases
- Expect to maintain **ROIC >20%**, conservative debt leverage

*Reconciliations of non-GAAP to GAAP financial measures are available in our earnings press release and at the end of this presentation.

Q2 2019 & H1 2019

Financial Update

NON-GAAP FINANCIAL PERFORMANCE:

Q2 2019 Overview

[$ m, except EPS]	Q2 2019	Q2 2018	Δ
Revenues	490.2	443.7	+10.5%
Operating Profit	73.7	58.9	+25.1%
Operating Margin (%)	*15.0%*	*13.3%*	*+170 bps*
Non-GAAP EPS	$0.33	$0.25	+32.0%
Free Cash Flow	-7.4	+27.1	-34.5M

[$ m]	Jun 30, 2019	Jun 30, 2018	Δ
Net (Debt)/ Cash	-205.4	38.1	-639%
Working capital (WC)[1]	818.9	683.6	+19.8%
WC-to-revenue ratio	$0.42	$0.37	13.5%

COMMENTS

- Reported revenue +10.5%, organic growth +4.8%
- Operating profit up +25.1%
- Operating margin +170 bps; driven by operational improvements, mix, accretive acquisitions and an FX tailwind
- Free cash flow of -$7.4M, vs. +$27.1M in Q2-18
- Net debt position in Q2-19, with year-to-date use of cash for acquisitions, dividends, share repurchases and capital expenditures
- Working capital higher

(1) WC = (Accounts Receivable + Inventory - Accounts Payable)

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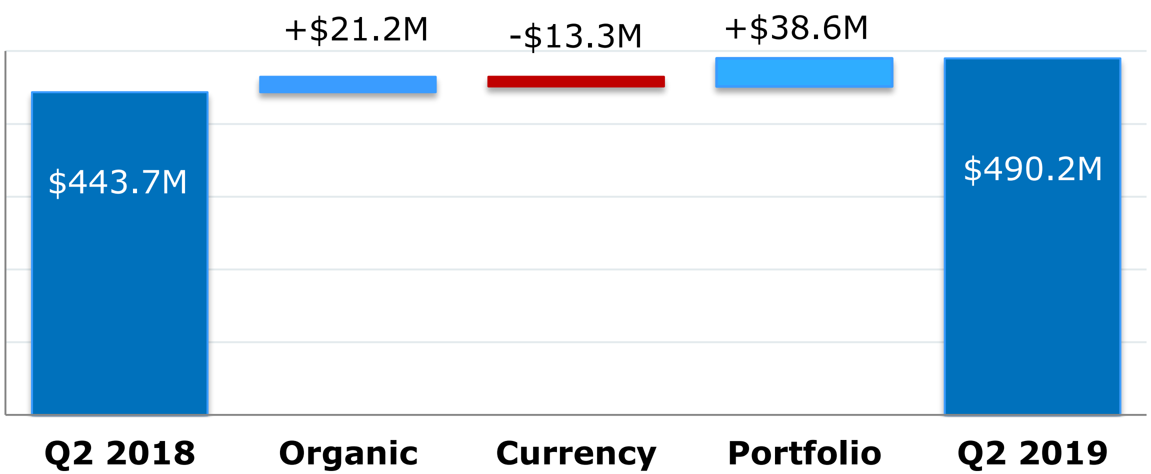
Q2 2019 Revenue Bridge

Q2 2019 Revenue Growth Year-over-Year

Organic	Currency	Portfolio	Total
+4.8%	-3.0%	+8.7%	+10.5%

Q2 2019 Revenue Bridge [$M]



Q2 2019 DRIVERS

- Reported revenue +10.5%
- Organic revenue +4.8%,
  - BSI +3.4% organic
  - BEST +18.2% organic (net of intercompany eliminations)
- Acquisitions add +8.7% to growth, including JPK, Hain, Alicona and RAVE
- Constant currency growth of +13.5%
- FX headwind of -$13M, or -3.0%

Q2 2019 Non-GAAP Results Year-over-Year

BRUKER

[$ m, except EPS]	Q2 2019	Q2 2018	Δ
Total Revenues	**490.2**	**443.7**	**+10.5%**
Gross Profit *Margin (% of revenues)*	242.8 *49.5%*	211.4 *47.6%*	+15% *+190 bps*
SG&A *(% of revenues)*	-120.6 *24.6%*	-108.9 *24.5%*	+11%
R&D *(% of revenues)*	-48.5 *9.9%*	-43.6 *9.8%*	+11%
Operating Profit *(% of revenues)*	73.7 *15.0%*	58.9 *13.3%*	+25% *+170 bps*
Tax Rate	*23.3%*	*27.0%*	+370 bps
Net Income[1]	51.5	38.7	+33.1%
Non-GAAP EPS	**$0.33**	**$0.25**	**+32.0%**
Shares Outstanding	157.6	157.0	*+0.4%*

COMMENTS

- Gross margin up 190 bps on favorable mix, operational improvements, acquisitions and FX
- Opex higher on selected investments and acquisitions
- Operating margin +170 bps; driven by operational improvements, mix, accretive acquisitions and an FX tailwind
- Q2-19 tax rate 23.3% vs. 27.0% in Q2-18
- Non-GAAP EPS up +32.0%, driven by revenue growth, margin improvement and a lower tax rate y-o-y
- Share count up modestly

(1)Attributable to Bruker

Sum of items may not total due to rounding

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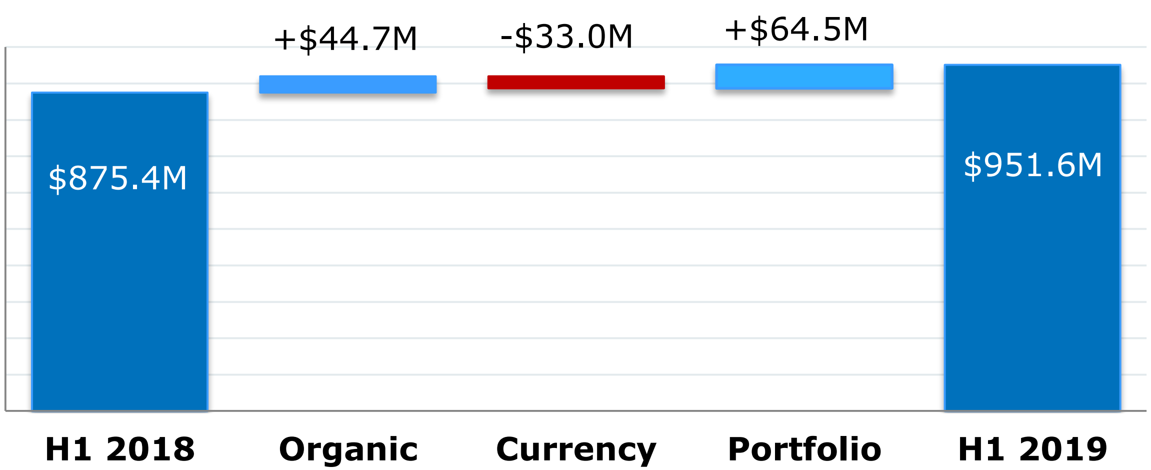
H1 2019 Revenue Bridge

H1 2019 Revenue Growth Year-over-Year

Organic	Currency	Portfolio	Total
+5.1%	-3.8%	+7.4%	+8.7%

H1 2019 Revenue Bridge [$M]



H1 2019 DRIVERS

- Reported revenue +8.7%
- Organic revenue +5.1%,
  - BSI +4.4% organic
  - BEST +11.6% organic (net of intercompany eliminations)
- Acquisitions add +7.4% to growth, including Anasys, JPK, Hain, Alicona and RAVE
- Constant currency growth of +12.5%
- FX headwind of -$33M, or -3.8%

H1 2019 Non-GAAP Results Year-over-Year

BRUKER

[$ m, except EPS]	H1 2019	H1 2018	Δ
Total Revenues	**951.6**	**875.4**	**+8.7%**
Gross Profit *Margin (% of revenues)*	468.3 *49.2%*	416.4 *47.6%*	+12% *+160 bps*
SG&A *(% of revenues)*	-237.4 *24.9%*	-217.8 *24.9%*	+9%
R&D *(% of revenues)*	-94.9 *10.0%*	-86.8 *9.9%*	+9%
Operating Profit *(% of revenues)*	136.0 *14.3%*	111.8 *12.8%*	+22% *+150 bps*
Tax Rate	*23.9%*	*25.4%*	+150 bps
Net Income[(1)]	96.0	76.9	+24.8%
Non-GAAP EPS	**$0.61**	**$0.49**	**+24.5%**
Shares Outstanding	157.7	157.0	*+0.4%*

COMMENTS

- Gross margin up 160 bps, driven by favorable mix, operational improvements, acquisitions & FX
- Opex higher on selected investments and acquisitions
- Operating margin up 150 bps: operational improvements, mix, accretive acquisitions and an FX tailwind
- H1 2019 tax rate 23.9% vs. 25.4% in H1 2018
- Non-GAAP EPS up 24.5% on revenue growth, higher margins and lower tax rate y-o-y
- Share count up modestly

[(1)]Attributable to Bruker

Sum of items may not total due to rounding

*Reconciliations of non-GAAP to GAAP financial measures are available in our earnings press release and at the end of this presentation.

H1 2019 Cash Flow Year-over-Year

BRUKER

[$ m]	H1 2019	H1 2018	Δ
GAAP Net Income	**67.7**	**58.9**	**+8.8**
Depreciation & amortization	38.4	32.4	+6.0
Changes in working capital[(1)]	-39.7	5.1	-44.8
Other	-41.6	-16.5	-25.1
Operating cash flow	**24.8**	**79.9**	**-55.1**
Capital expenditures	-28.6	-17.5	-11.1
Free cash flow (non-GAAP)	**-3.8**	**62.4**	**-66.2**

COMMENTS

- H1 2019 free cash outflow of $3.8M, compared to cash inflow of $62.4M in H1 2018:
  - Higher net income
  - Offset by:
    - Higher working capital due the timing of inventory buildup and increased AR due to late quarter shipments
    - Higher capex in H1 2019

[(1)]WC = (Accounts Receivable + Inventory - Accounts Payable)

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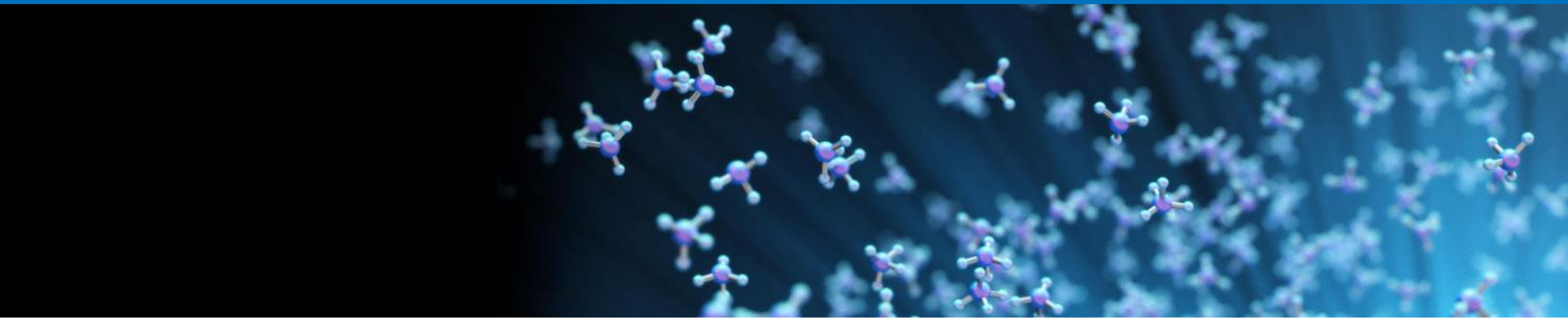

FY 2019 Outlook

FY 2019 Guidance Unchanged

FY 2019 Guidance[1]	
Revenue Growth y-o-y	+7% to +8%
Non-GAAP Operating Margin Expansion y-o-y[2]	+90 bps to +120 bps
Non-GAAP EPS	\$1.57 to \$1.61 (+12% to +15% y-o-y)

[1]Unchanged from guidance issued on May 2, 2019.

[2] From a FY 2018 non-GAAP operating margin of 16.8%, and assuming an approximately +30 bps FX tailwind in FY 2019.

2019 ASSUMPTIONS

- Organic revenue growth: +4.5% to +5.5%
- Acquisition revenue growth: approximately +5.0%
- Constant currency revenue growth: +9.5% to +10.5%
- FX revenue headwind: approximately -2.5%
- Non-GAAP tax rate: ~25%
- Fully diluted share count: ~157M shares
- Capex: ~\$80M
- FX assumptions (June 28, 2019 rates):

  USD = 107.8 Yen
  EUR = 1.14 USD
  CHF = 1.02 USD

Appendix

Q2 2019 GAAP Results Year-over-Year

[$M, except EPS]	Q2 2019	Q2 2018	Δ
Total Revenues	**490.2**	**443.7**	**+11%**
Gross Profit *Margin (% of revenue)*	230.4 *47.0%*	205.2 *46.2%*	+12%
SG&A *(% of revenues)*	-124.5 *25.4%*	-110.6 *24.9%*	+13%
R&D *(% of revenues)*	-48.5 *9.9%*	-43.6 *9.8%*	+11%
Operating Income *(% of revenues)*	53.5 *10.9%*	48.8 *11.0%*	+10% *Flat*
Net Income[1]	36.5	31.2	+17%
EPS	**$0.23**	**$0.20**	**+15%**
Shares Outstanding	157.6	157.0	*+0.4%*

[1]Attributable to Bruker

Sum of items may not total due to rounding

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Q2 2019 Reconciliation of GAAP and Non-GAAP Results Year-over-Year

BRUKER

[$M, except EPS]	Q2 2019	Q2 2018
GAAP Operating Income	**53.5**	**48.8**
Restructuring Costs	1.4	0.7
Acquisition-Related Costs	6.2	0.1
Purchased Intangible Amortization	9.9	7.8
Other Costs	2.7	1.5
TOTAL	20.2	10.1
Non-GAAP Operating Income	**73.7**	**58.9**
Non-GAAP Interest & Other Expense, net	-5.9	-5.5
Non GAAP Profit Before Tax	67.8	53.4
Non-GAAP Income Tax Provision	-15.8	-14.4
Non-GAAP Tax Rate	*23.3%*	*27.0%*
Minority Interest	-0.5	-0.3
Non-GAAP Net Income[(1)]	**51.5**	**38.7**
Non-GAAP EPS	**$0.33**	**$0.25**

[(1)]Attributable to Bruker

Sum of items may not total due to rounding

H1 2019 GAAP Results Year-over-Year

[$M, except EPS]	H1 2019	H1 2018	Δ
Total Revenues	**951.6**	**875.4**	**+9%**
Gross Profit	445.1	404.6	+10%
Margin (% of revenue)	*46.8%*	*46.2%*	
SG&A	-244.6	-220.9	+11%
(% of revenues)	*25.7%*	*25.2%*	
R&D	-94.9	-86.8	+9%
(% of revenues)	*10.0%*	*9.9%*	
Operating Income	95.4	86.9	+10%
(% of revenues)	*10.0%*	*9.9%*	*+10 bps*
Net Income[1]	67.3	58.2	+16%
EPS	**$0.43**	**$0.37**	**+16%**
Shares Outstanding	157.7	157.0	*+0.4%*

[1]Attributable to Bruker

Sum of items may not total due to rounding

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H1 2019 Reconciliation of GAAP and Non-GAAP Results Year-over-Year

[$M, except EPS]	H1 2019	H1 2018
GAAP Operating Income	**95.4**	**86.9**
Restructuring Costs	5.4	4.2
Acquisition-Related Costs	11.1	1.1
Purchased Intangible Amortization	20.0	14.6
Other Costs	4.1	5.0
TOTAL	40.6	24.9
Non-GAAP Operating Income	**136.0**	**111.8**
Non-GAAP Interest & Other Expense, net	-9.4	-7.8
Non GAAP Profit Before Tax	126.6	104.0
Non-GAAP Income Tax Provision	-30.2	-26.4
Non-GAAP Tax Rate	*23.9%*	*25.4%*
Minority Interest	-0.4	-0.7
Non-GAAP Net Income[1]	**96.0**	**76.9**
Non-GAAP EPS	**$0.61**	**$0.49**

[1]Attributable to Bruker

Sum of items may not total due to rounding

Q2 2019 Cash Flow Year-over-Year

[$ m]	Q2 2019	Q2 2018	Δ
GAAP Net Income	**37.0**	**31.5**	**+5.5**
Depreciation & amortization	19.4	16.6	+2.8
Changes in working capital[(1)]	-13.7	14.8	-28.5
Other	-32.1	-26.8	-5.3
Operating cash flow	**10.6**	**36.1**	**-25.5**
Capital expenditures	-18.0	-9.0	-9.0
Free cash flow (non-GAAP)	**-7.4**	**27.1**	**-34.5**

COMMENTS

- Q2 2019 free cash outflow of $7.4M, compared to cash inflow of $27.1M in Q2 2018:
  - Higher net income
  - Offset by:
    - Higher working capital due the timing of inventory buildup and increased AR due to late quarter shipments
    - Higher capex in Q2-2019

[(1)]WC = (Accounts Receivable + Inventory - Accounts Payable)

Sum of items may not total due to rounding

Balance Sheet

[$M]	Jun 30, 2019	Dec 31, 2018	Jun 30, 2018
Total Assets	2,349.7	2,128.6	1,806.0
Working Capital[1]	818.9	762.3	683.6
Intangibles, Net & Other Long-Term Assets	586.9	553.7	364.8

[$M]	Jun 30, 2019	Dec 31, 2018	Jun 30, 2018
Cash, Cash Equivalents & Short-term Investments	288.8	322.4	258.7
Financial Debt	494.2	341.1	220.6
Net (Debt)/Cash	(205.4)	(18.7)	38.1

[1] WC = (Accounts Receivable + Inventory - Accounts Payable)

Sum of items may not total due to rounding

Q2 2019 GAAP SEGMENT RESULTS:

BSI and BEST GAAP Performance Year-over-Year

[$ m]	Q2 2019	Q2 2018	Δ
REVENUE			
Scientific Instruments (BSI)	442.4	402.4	+10%
Organic Revenue Growth (%)	*+3.4%*	*+7.1%*	
Energy & Supercon Technologies (BEST)	51.9	42.7	+22%
Corporate Eliminations	-4.1	-1.4	
Energy & Supercon Technologies (BEST), net of Corporate Eliminations	47.8	41.3	+*16%*
Organic Revenue Growth (%)	*+18.2%*	*-25.6%*	
Total Revenue	**490.2**	**443.7**	**+11%**
OPERATING INCOME			
Scientific Instruments (BSI)	50.7	47.2	+7%
Energy & Supercon Technologies (BEST)	3.1	1.7	+8%
Corporate Eliminations	-0.3	-0.1	
Total Operating Income	**53.5**	**48.8**	**+10%**

Sum of items may not total due to rounding

H1 2019 GAAP SEGMENT RESULTS:

BSI and BEST GAAP Performance Year-over-Year

[$ m]	H1 2019	H1 2018	Δ
REVENUE			
Scientific Instruments (BSI)	859.2	789.4	+9%
Organic Revenue Growth (%)	*+4.4%*	*+5.5%*	
Energy & Supercon Technologies (BEST)	99.7	88.3	+13%
Corporate Eliminations	-7.3	-2.3	
Energy & Supercon Technologies (BEST), net of Corporate Eliminations	92.4	86.0	*7%*
Organic Revenue Growth (%)	*+11.6%*	*-12.6%*	
Total Revenue	**951.6**	**875.4**	+9%
OPERATING INCOME			
Scientific Instruments (BSI)	89.3	82.9	+8%
Energy & Supercon Technologies (BEST)	6.2	3.9	+59%
Corporate Eliminations	-0.1	0.1	
Total Operating Income	**95.4**	**86.9**	+10%

Sum of items may not total due to rounding