

SARTORIUS

Simplifying Progress

Conference Call Preliminary FY 2021 Results

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Sartorius | Sartorius Stedim Biotech | January 27, 2022



Disclaimer

This presentation contains statements concerning the future performance of the Sartorius and the Sartorius Stedim Biotech Groups. These statements are based on assumptions and estimates. Although we are convinced that these forward-looking statements are realistic, we cannot guarantee that they will actually materialize. This is because our assumptions harbor risks and uncertainties that could lead to actual results diverging substantially from the expected ones. It is not planned to update our forward-looking statements. Throughout this presentation, differences may be apparent as a result of rounding during addition.

Highlights

- Outstanding year 2021 in both divisions with strong top line and bottom line growth
- Portfolio strengthened by three acquisitions relevant for innovative applications
- Significant progress in capacity expansion initiatives
- 2022 forecast: Mid-teens growth against high comps, profitability to remain on high level
- 2025 ambition: Revenue targets confirmed, profitability targets raised
- Ambitious target set for continuous reduction of CO₂ emission intensity

Agenda

Sartorius Group
FY 2021 results | FY 2022 guidance | 2025 ambition

Sartorius Stedim Biotech Group
FY 2021 results | FY 2022 guidance | 2025 ambition

Questions & Answers



Significant double-digit growth in sales, order intake and earnings

| Sartorius Group in millions of € unless otherwise specified | 2020 | 2021 | ▲ in % | ▲ in % cc ¹ |
|---|---------|----------------|--------|------------------------|
| Sales revenue | 2,335.7 | 3,449.2 | +47.7 | +49.3 |
| Order intake | 2,836.3 | 4,267.9 | +50.5 | +52.3 |
| Underlying EBITDA ² | 692.2 | 1,175.0 | +69.7 | |
| Underlying EBITDA ² margin in % | 29.6 | 34.1 | +4.5pp | |
| Underlying EPS ³ (ord.) in € | 4.37 | 8.08 | +85.0 | |
| Underlying EPS ³ (pref.) in € | 4.38 | 8.09 | +84.8 | |

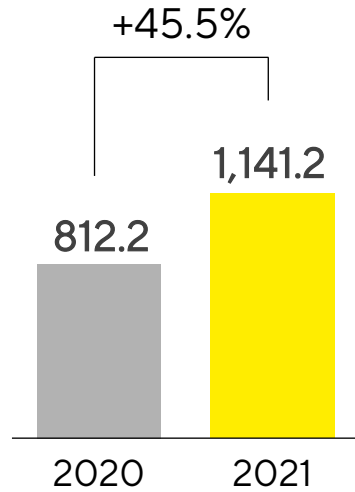
- Acquisitions contribute around 5pp to sales growth; net effect from pandemic approx. 16pp / approx. 13pp for order intake
- Book-to-Bill ratio well above historical averages up into the third quarter but normalized towards year-end
- Jump in underlying EBITDA margin driven by economies of scale and partially deferred cost development

2020 figures restated due to final PPA for the acquisitions of BIA Separations and WaterSep BioSeparations 1 Constant currencies 2 Underlying = excluding extraordinary items 3 Underlying EPS = based on net profit after non-controlling interest; adjusted for extraordinary items as well as amortization and based on a normalized financial result and normalized tax rate

Growth in all geographies on a similar high level

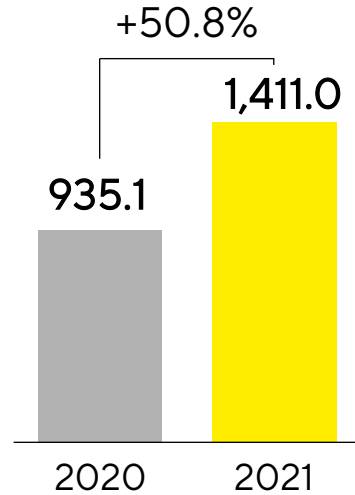
Americas

€ in millions



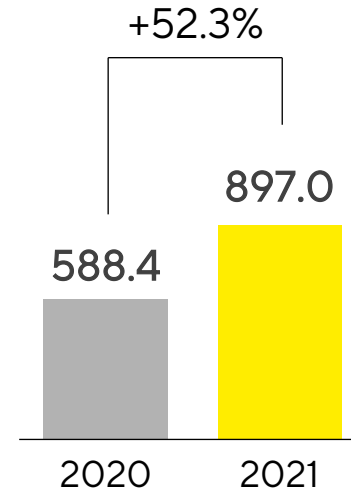
EMEA

€ in millions



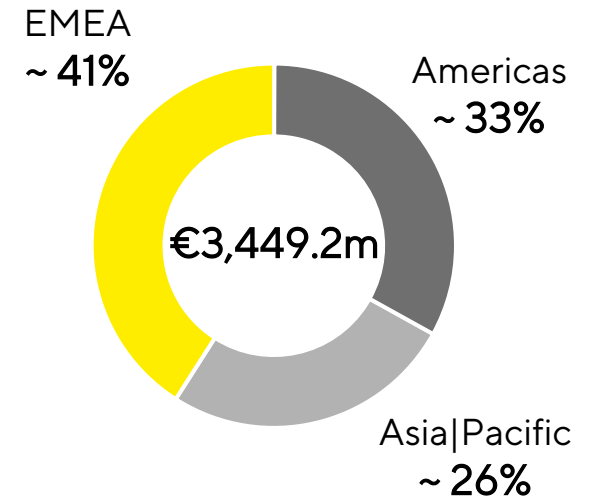
Asia|Pacific

€ in millions



Sales by Region

in %



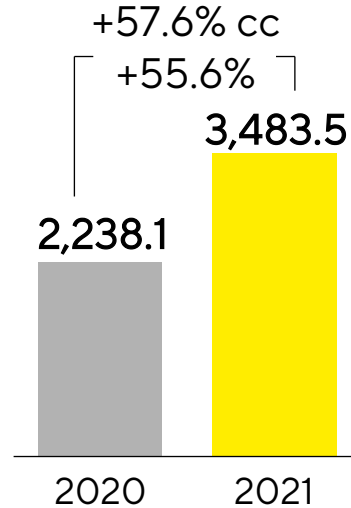
- Americas: Very solid performance of BPS; LPS with dynamic growth fueled by M&A and bioanalytics business
- EMEA: BPS with significant demand from vaccine manufacturers; considerable sales growth of LPS
- Asia|Pacific: Dynamic sales growth in BPS; LPS with strong recovery compared to soft prior-year

Acc. to customers' location; growth in constant currencies

BPS: Strong growth across the portfolio; stable, yet strained supply chains

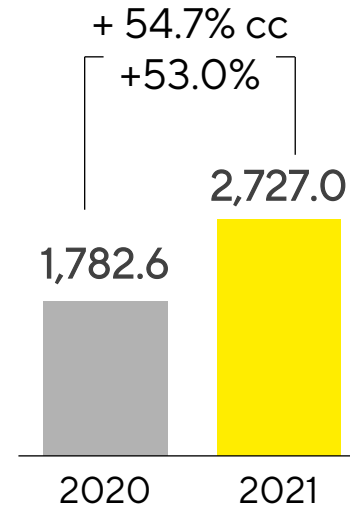
Order Intake

€ in millions



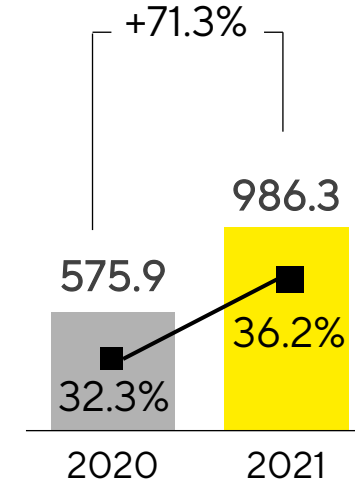
Sales Revenue

€ in millions



Underlying EBITDA & Margin

€ in millions

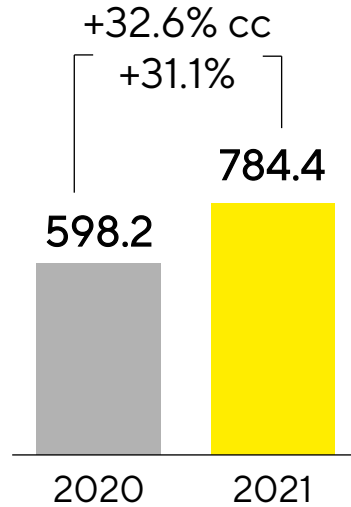


- Extraordinary OI also reflects changed ordering patterns of some customers; Corona effect approx. 15pp, M&A around 7pp
- Strong core business performance, bolstered by pandemic-related demand; Corona effect around 20pp, M&A close to 5pp
- Significant increase of underlying EBITDA margin due to economies of scale and partially deferred cost development

LPS: Dynamic performance against moderate prior-year comps

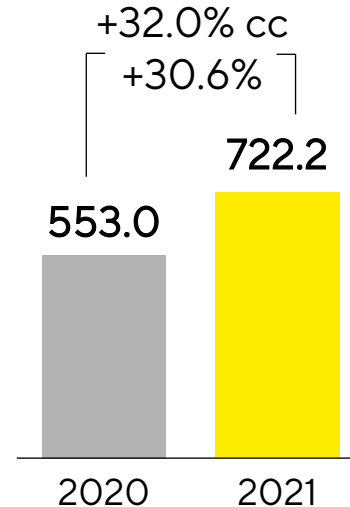
Order Intake

€ in millions



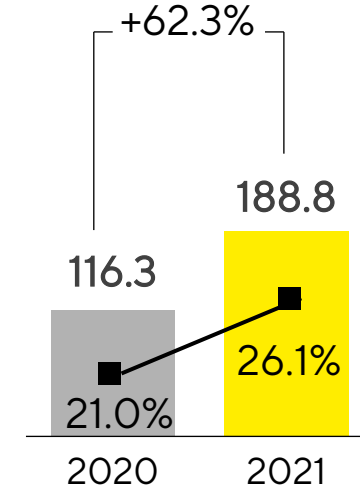
Sales Revenue

€ in millions



Underlying EBITDA & Margin

€ in millions



- Substantial organic growth supported by economic recovery; bioanalytics business particularly dynamic
- M&A contributed around 6pp to growth; approx. 6pp from pandemic-related demand
- Jump in profitability due to economies of scale, partially deferred cost development and favorable product mix

Operating cash flow increases significantly

| Sartorius Group in millions of € unless otherwise specified | 2020 | 2021 | ▲ in % |
|---|----------|----------------|--------|
| Underlying EBITDA | 692.2 | 1,175.0 | +69.7 |
| Extraordinary items | -57.7 | -40.7 | +29.4 |
| Financial result | -31.3 | -234.7 | n.m. |
| Underlying net profit ^{1,2} | 299.3 | 553.4 | +84.9 |
| Reported net profit ² | 210.1 | 318.9 | +51.8 |
| Operating cash flow | 511.5 | 865.8 | +69.3 |
| Investing cash flow ³ | -1,270.5 | -569.6 | n.m. |
| CAPEX ratio (in %) | 10.3 | 11.8 | +1.5pp |

- Net operating cash flow mostly driven by higher earnings
- Extraordinary items influenced by M&A and corporate projects
- Financial result includes valuation effect related to the earn-out liability from acquisition of BIA Separations that was impacted by share price development and positive business performance
- Investing cash flow reflects substantial investment program and acquisitions of Xell and CellGenix

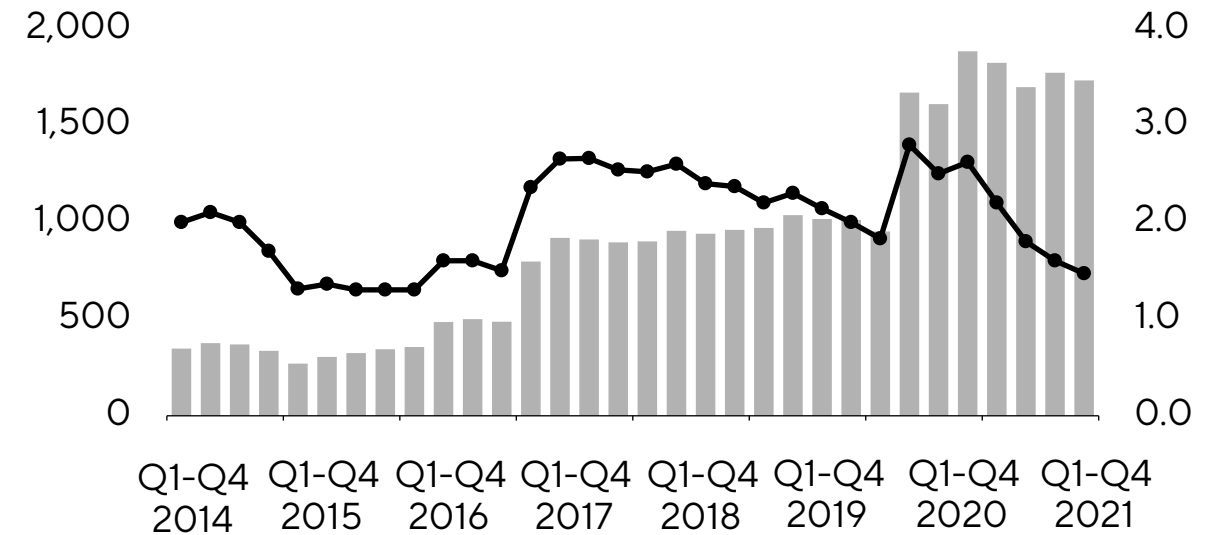
2020 figures restated due to final PPA for the acquisitions of BIA Separations and WaterSep BioSeparations 1 Underlying net profit = net profit adjusted for extraordinary items, amortization and based on a normalized financial result and a normalized tax rate 2 After non-controlling interest 3 Net cash flow from investing activities and acquisitions

Financial indicators remain on very solid level

Key Financial Indicators

| Sartorius Group | Dec. 31, 2020 | Dec. 31, 2021 |
|---|---------------|----------------|
| Equity ratio in % | 30.8 | 30.2 |
| Net debt in millions of € | 1,883.9 | 1,732.7 |
| Net debt underlying EBITDA ¹ | 2.6 | 1.5 |

Net Debt and Net Debt to Underlying EBITDA



■ Net debt in millions of € (lhs) — Net debt to underlying EBITDA (rhs)

¹ Includes underlying pro forma EBITDA of acquisitions completed in 2020 and 2021

Acquisition of Automated Lab Solutions expands LPS' bioanalytics offering



Jena, Germany



~30 employees



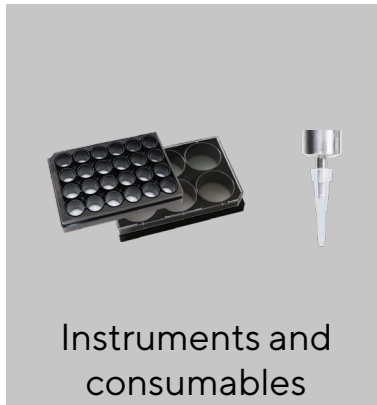
High single-digit revenue,
double-digit EBITDA margin



Closed January 2022



CellCelector



Instruments and
consumables

Strategic rationale

- Complementary technology for automated analysis, selection and isolation of cells
- Improves access to life science customers in very early stages of drug development; leverage Sartorius' reach and product development capabilities

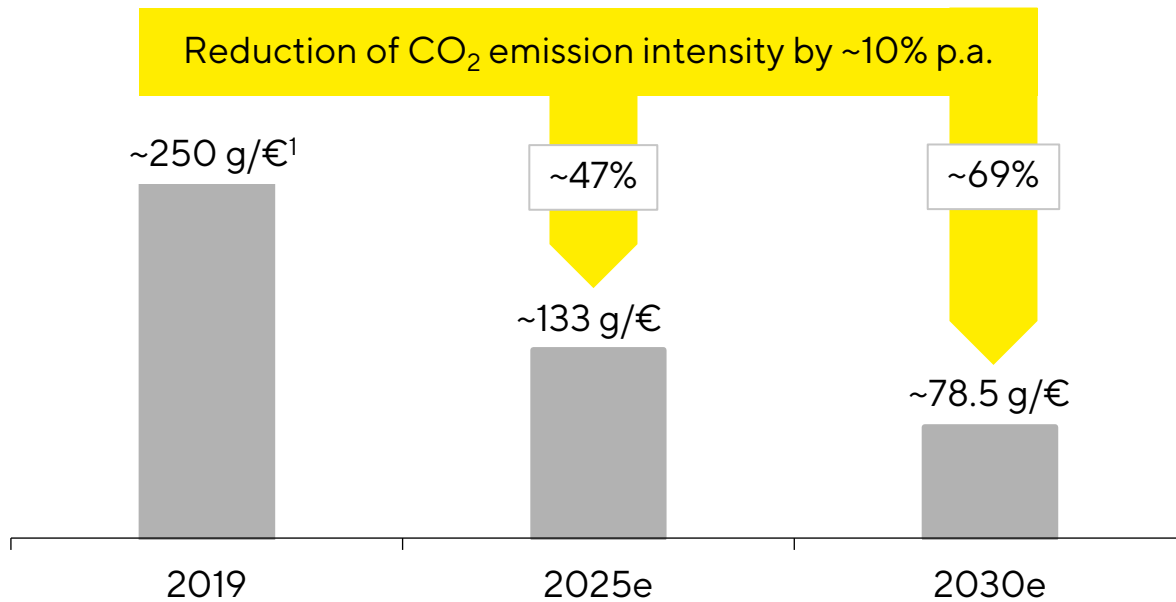
Acquisition terms

- Transaction volume of ~€24m in cash for 62.5% stake
- Remaining shares will be acquired in 2026

Ambitious climate targets to reduce CO₂ emission intensity until 2030

CO₂ emission intensity

Emissions in proportion to sales (kt CO₂ / €)



- Ambitious targets also compared to other initiatives: EU's "Fit for 55" program: ~8.5% p.a.; Science Based Targets: ~7.0% p.a.; average commitments from Sartorius' customers and suppliers: ~8.5% p.a.; (different target formats translated into approximate intensity reduction targets)
- Gross reduction of emissions is first priority; additional compensation measures may be defined at a later point in time
- Spending an average of around one percent of sales revenue annually for corresponding measures over time
- In FY22 expenses will account for about 0.5% of consolidated group sales revenue

1 ~450 kt CO₂ emissions / ~1.8bn € sales revenues = ~250 g/€

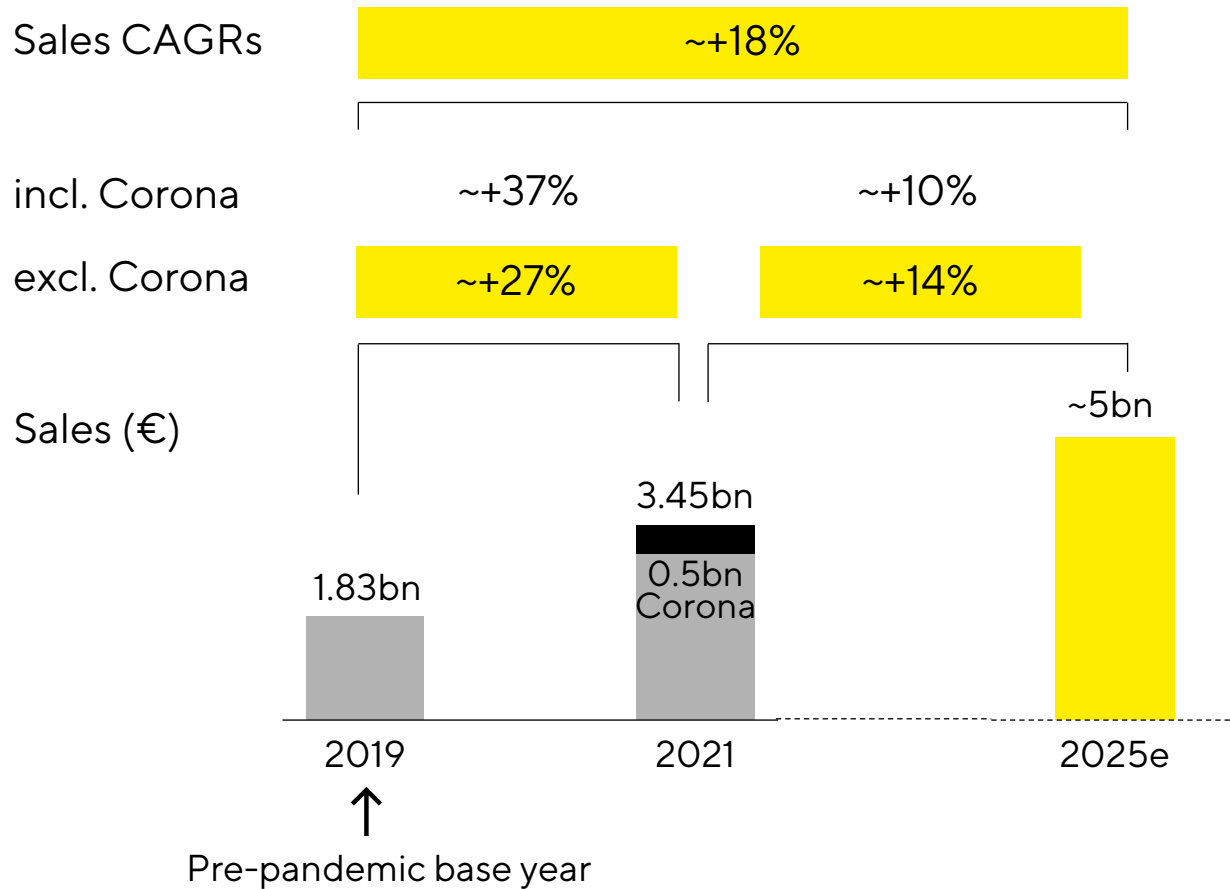
Forecast for 2022

| FY 2022 Guidance ¹ | Sales Revenue Growth | Underlying EBITDA Margin |
|--|----------------------|--------------------------|
| Sartorius Group - t/o growth by acquisitions | ~14% - 18% ~1pp | ~34% |
| Bioprocess Solutions - t/o growth by acquisitions | ~16% - 20% ~1pp | ~36% |
| Lab Products & Services - t/o growth by acquisitions | ~6% - 10% ~1pp | ~26% |

- Pandemic-related business expected to be at the previous year's level of around 500 million euros
- Margin targets for divisions and Group include expenses for reduction of CO₂ emission intensity of around 0.5% of sales
- CAPEX ratio expected at ~14%
- Net debt to underlying EBITDA reduced to ~1.1

¹ In constant currencies

Sales revenue targets need to be considered over a multi-year period



- Projected CAGR 2019-25 well above previous periods and above initial expectations
- Extraordinary growth from 2019 to 2021 even excluding Corona effects significantly exceeds fundamental market growth
- Sartorius' 2025 revenue target is based on the assumption of no pandemic-related sales (vs. ~€500m in FY21 and 22)

Updated profitability targets for 2025

BPS

LPS

Sartorius Group

Sales revenue

~€3.8bn
unchanged

~€1.2bn
unchanged

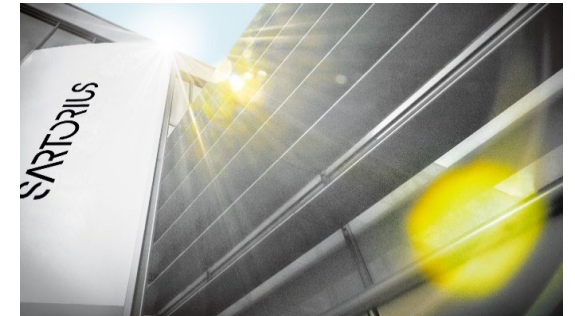
€5bn
unchanged

EBITDA margin

~36%
previously ~34%

~28%
previously ~25%

~34%
previously ~32%



Margin targets for each division and the Group include expenses for reduction of CO₂ emission intensity of around 1% of sales.

2025 targets are based on 2020 currency exchange rates; EBITDA excluding extraordinary items

Agenda

Sartorius Group
FY 2021 results | FY 2022 guidance | 2025 ambition

Sartorius Stedim Biotech Group
FY 2021 results | FY 2022 guidance | 2025 ambition

Questions & Answers



Exceptionally strong growth in sales, order intake and earnings

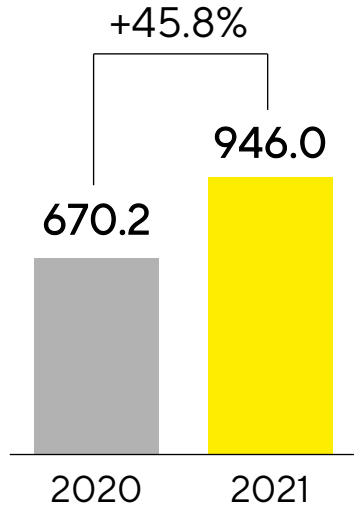
| Sartorius Stedim Biotech Group in millions of € unless otherwise specified | 2020 | 2021 | ▲ in % | ▲ in % cc ¹ |
|---|---------|---------|--------|------------------------|
| Sales revenue | 1,910.1 | 2,887.0 | +51.1 | +52.6 |
| Order intake | 2,381.0 | 3,664.4 | +53.9 | +55.6 |
| Underlying EBITDA ² | 604.7 | 1,033.4 | +70.9 | |
| Underlying EBITDA ² margin in % | 31.7 | 35.8 | +4.1pp | |
| Underlying EPS ³ in € | 4.16 | 7.46 | +79.2 | |

- High demand across the portfolio; pandemic-related effects contributed approx. 18pp, M&A a good 4pp to growth
- Pandemic-related effects on order intake approx. 13pp, M&A close to 7pp; increase also reflects changed ordering pattern
- Book-to-Bill ratio well above historical averages up into the third quarter but normalized towards year-end
- Significant increase of underlying EBITDA margin due to economies of scale and partially deferred cost development

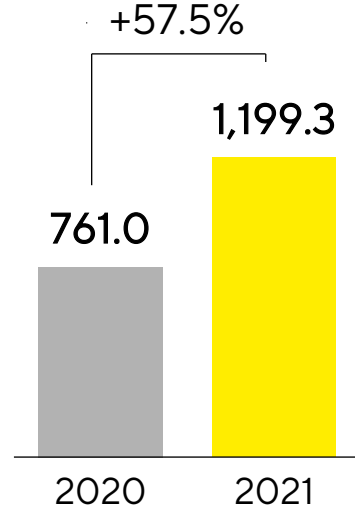
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High double-digit sales growth in all geographies

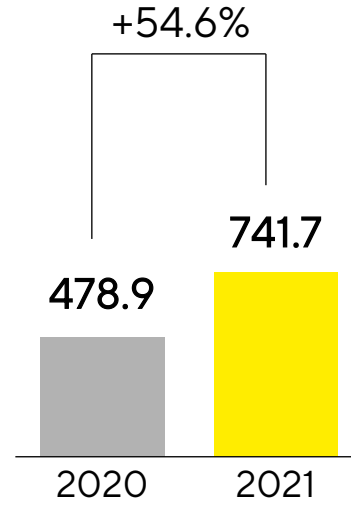
Americas
€ in millions



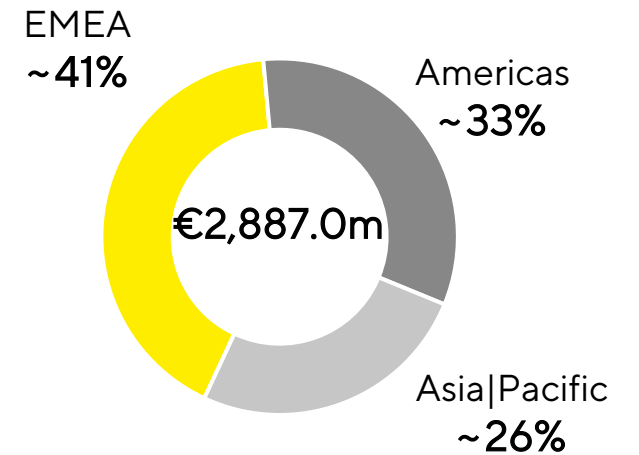
EMEA
€ in millions



Asia|Pacific
€ in millions



Sales by Region
in %



- Strong growth in the Americas
- EMEA with above average effect from vaccine manufacturing and acquisitions
- Dynamic increase in Asia|Pacific

Acc. to customers' location; growth in constant currencies

Operating cash flow rises significantly

| Sartorius Stedim Biotech Group in millions of € unless otherwise specified | 2020 | 2021 | ▲ in % |
|---|--------|---------|--------|
| Underlying EBITDA | 604.7 | 1,033.4 | +70.9 |
| Extraordinary items | -32.7 | -26.5 | +19.0 |
| Financial result | -11.0 | -218.7 | n.m. |
| Underlying net profit ^{1,2} | 383.8 | 687.8 | +79.2 |
| Reported net profit ² | 335.9 | 414.4 | +23.4 |
| Operating cash flow | 416.9 | 696.0 | +66.9 |
| Investing cash flow ³ | -621.1 | -465.2 | n.m. |
| CAPEX ratio (in %) | 8.3 | 11.2 | +2.9pp |

- Net operating cash flow mostly driven by higher earnings
- Extraordinary items influenced by M&A and corporate projects
- Financial result includes valuation effect related to the earn-out liability from acquisition of BIA Separations that was impacted by share price development and positive business performance
- Investing cash flow reflects substantial investment program and acquisitions of Xell and CellGenix

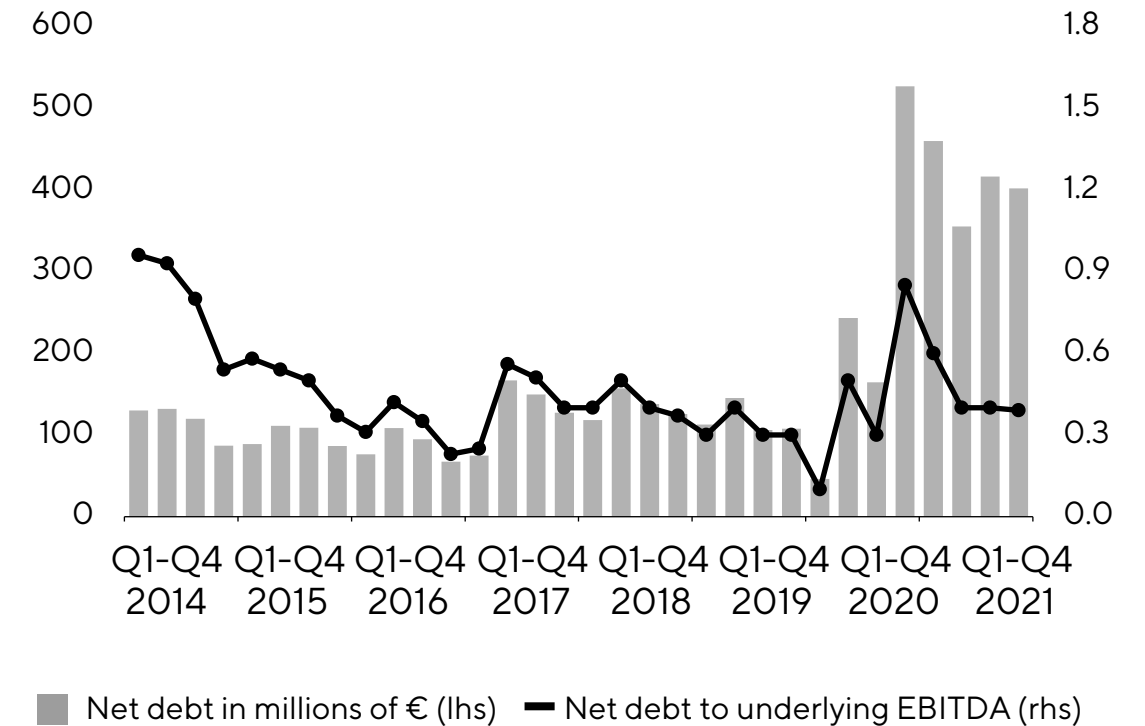
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Financial indicators remain on very solid level

Key Financial Indicators

| Sartorius Stedim Biotech Group | Dec. 31, 2020 | Dec. 31, 2021 |
|---|---------------|---------------|
| Equity ratio in % | 51.1 | 43.9 |
| Net debt in millions of € | 527.3 | 401.9 |
| Net debt underlying EBITDA ¹ | 0.8 | 0.4 |

Net Debt and Net Debt to Underlying EBITDA



¹ Includes underlying pro forma EBITDA of acquisitions completed in 2020 and 2021

Forecast for 2022

| FY 2022 Guidance ¹ | Sales Revenue Growth | Underlying EBITDA Margin |
|---|----------------------|--------------------------|
| Sartorius Stedim Biotech Group - t/o growth by acquisitions | ~14-18% ~1pp | >35.0% |

- Pandemic-related business expected to be at the previous year’s level of around 500 million euros
- Margin targets include expenses for reduction of CO₂ emission intensity of approx. 0.5% of sales
- CAPEX ratio expected at ~14.5%
- Net debt to underlying EBITDA reduced to ~0.2

¹ In constant currencies

2025 ambition – Updated profitability targets

- 2025 revenue target is based on the assumption of no pandemic-related sales (vs. €500m in FY21 and FY22)
- The margin target includes expenses for reduction of the company's CO₂ emission intensity of around 1% of sales

Sartorius Stedim Biotech Group

Sales
revenue

€4bn
unchanged

EBITDA
margin

>35%
previously ~33%



2025 targets are based on 2020 currency exchange rates; EBITDA excluding extraordinary items

Questions & Answers

