

# SARTORIUS

## Simplifying Progress

### Conference Call H1 2022 Results

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Sartorius | Sartorius Stedim Biotech | July 21, 2022



# Disclaimer

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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 substantially diverging 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.

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# Highlights

- Double-digit growth of sales revenues in both divisions
- Profitability remains at high level despite inflation and FX headwinds
- BPS: healthy order situation; corona-related demand normalizing quickly
- LPS: Positive development with Bioanalytics driving growth and profits
- Outlook for 2022 confirmed
- Uncertainties due to global geopolitical and -economic situation remain high



# Agenda

Sartorius Group  
H1 2022 results | FY 2022 guidance

Sartorius Stedim Biotech Group  
H1 2022 results | FY 2022 guidance

Questions & Answers



# Strong sales growth, high margin maintained

<b>Sartorius Group</b> in millions of € unless otherwise specified	H1 2021	H1 2022	▲ in %	▲ in % cc <sup>1</sup>
Sales revenue	1,629.2	<b>2,060.3</b>	+26.5	+20.9
Order intake	2,178.8	<b>2,168.8</b>	-0.5	-4.8
Underlying EBITDA <sup>2</sup>	555.3	<b>697.5</b>	+25.6	
Underlying EBITDA <sup>2</sup> margin in %	34.1	<b>33.9</b>	-0.2pp	
Underlying EPS <sup>3</sup> (ord.) in €	3.79	<b>4.88</b>	+28.6	
Underlying EPS <sup>3</sup> (pref.) in €	3.80	<b>4.89</b>	+28.6	

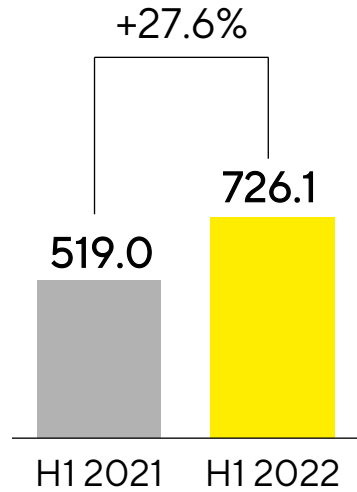
- Acquisitions contribute close to 2pp to sales growth
- OI normalizes as expected; prior-year figure impacted by pandemic and changed ordering patterns by some customers
- Underlying EBITDA margin close to prior year despite higher costs (as planned) and FX headwinds

<sup>1</sup> Constant currencies <sup>2</sup> Underlying = excluding extraordinary items <sup>3</sup> 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

# Double-digit growth in all regions led by the Americas

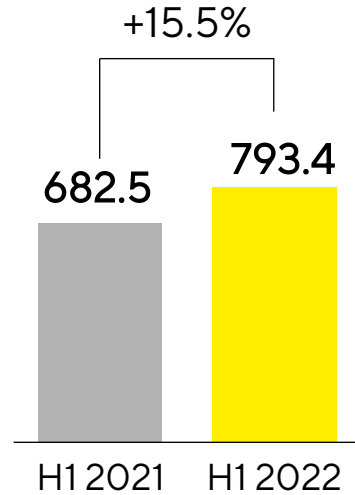
## Americas

€ in millions



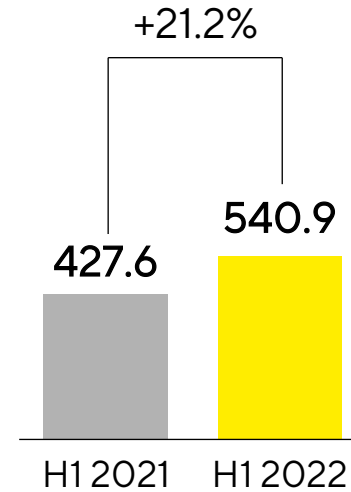
## EMEA

€ in millions



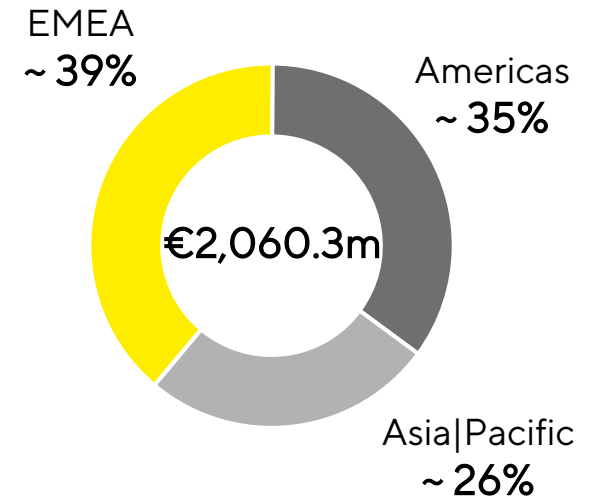
## Asia|Pacific

€ in millions



## Sales by Region

in %



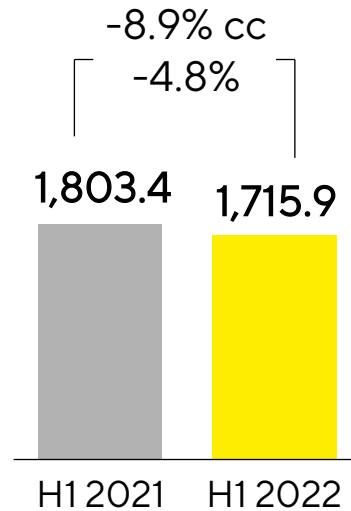
- Americas: Dynamic growth of both divisions, LPS' bioanalytics business particularly strong
- EMEA: BPS with good growth against high comparables; LPS with moderate decline
- Asia|Pacific: Solid development of BPS; LPS performs strongly; partial lockdowns in China with overall minor impact

Acc. to customers' location; growth in constant currencies

# Bioprocess Solutions: Healthy growth and order situation; pandemic-related demand below previous year

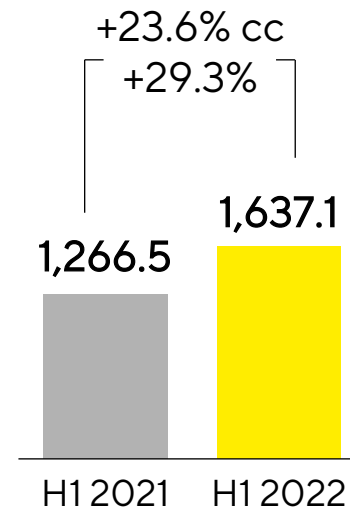
## Order Intake

€ in millions



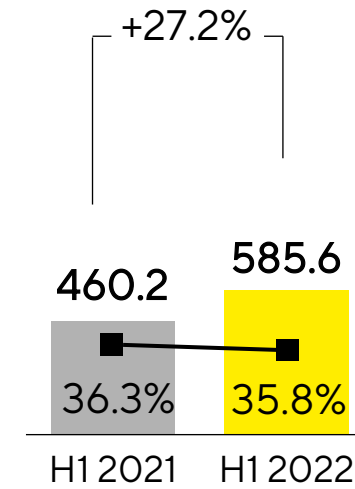
## Sales Revenue

€ in millions



## Underlying EBITDA & Margin

€ in millions

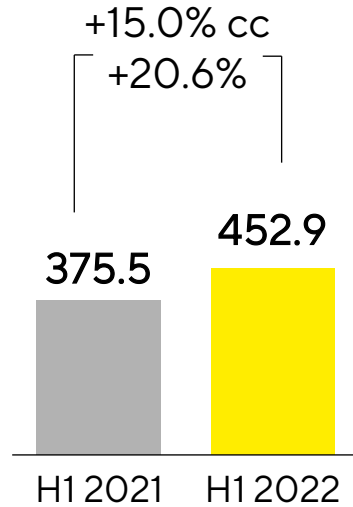


- Acquisitions contribute around 2pp to sales growth; sales with coronavirus vaccine customers declining
- OI continues to normalize; prior-year figure impacted by pandemic and changed ordering patterns by some customers
- Underlying EBITDA margin almost on high prior-year level despite higher costs (as planned) and FX headwinds

# Lab Products & Services: Dynamic development, especially in the Bioanalytics business and the U.S.

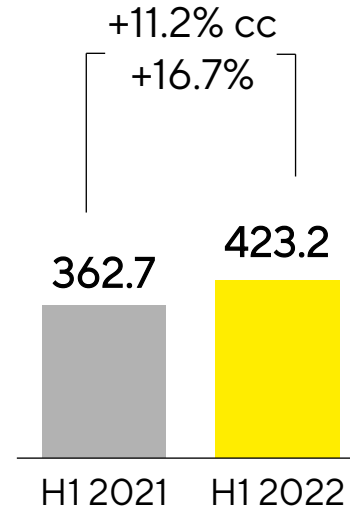
## Order Intake

€ in millions



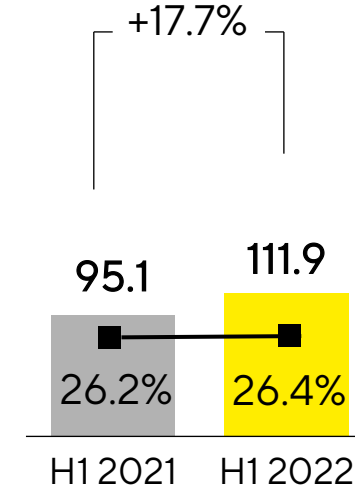
## Sales Revenue

€ in millions



## Underlying EBITDA & Margin

€ in millions



- Substantial growth in sales, order intake and earnings; M&A contribute around 1pp to sales growth
- Slightly expanded profitability due to economies of scale, a favorable product mix and despite FX headwinds



# Strong cash flow influenced by buildup of inventories

<b>Sartorius Group</b> in millions of € unless otherwise specified	H1 2021	H1 2022	▲ in %
Underlying EBITDA	555.3	<b>697.5</b>	+25.6
Extraordinary items	-10.9	<b>-12.2</b>	-11.4
Financial result	-34.5	<b>93.2</b>	n.m.
Underlying net profit <sup>1,2</sup>	259.6	<b>333.9</b>	+28.6
Reported net profit <sup>2</sup>	201.4	<b>371.5</b>	+84.4
Operating cash flow	440.7	<b>287.2</b>	-34.8
Investing cash flow <sup>3</sup>	-160.0	<b>-294.5</b>	-84.1
CAPEX ratio (in %)	9.0	<b>10.7</b>	+1.7pp

- Cash flow influenced by higher inventories to support supply security
- Financial result mainly driven by valuation effect of earn-out liability regarding BIA Separations
- Investing cash flow reflects substantial CAPEX program and M&A

H1 2021 figures restated due to final PPA for the acquisition of BIA Separations 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

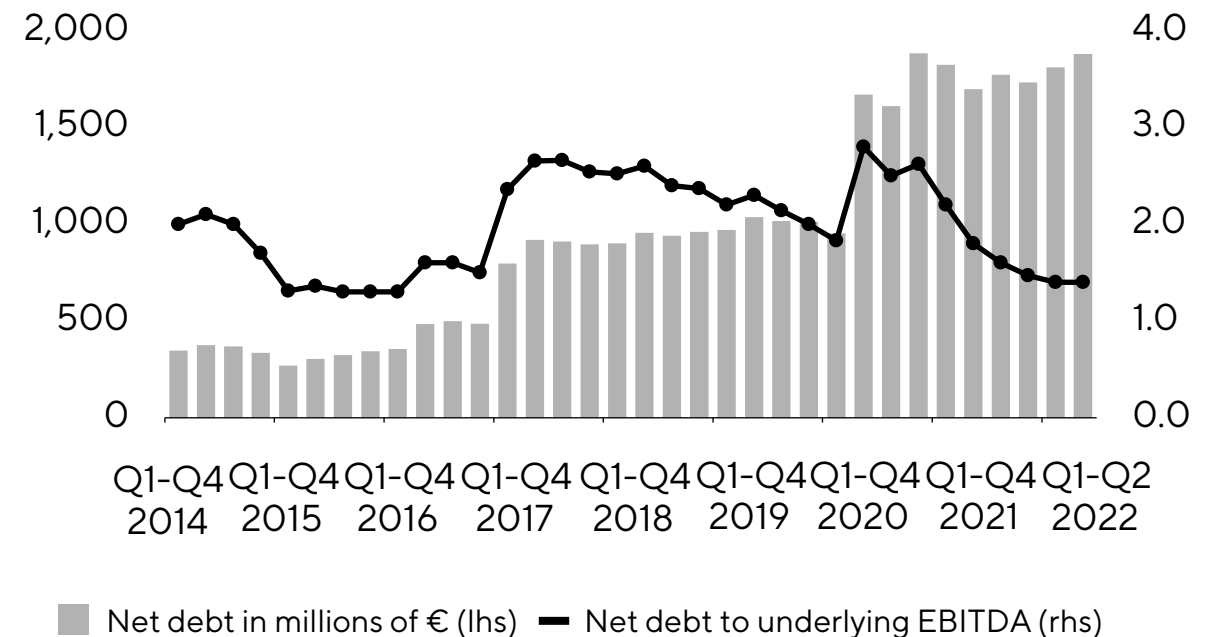
# Robust financial indicators

## Key Financial Indicators

Sartorius Group	Dec. 31, 2021	June 30, 2022
Equity ratio in %	30.2	<b>35.9</b>
Net debt in millions of €	1,732.7	<b>1,878.9</b>
Net debt   underlying EBITDA <sup>1</sup>	1.5	<b>1.4</b>

<sup>1</sup> Includes underlying pro forma EBITDA of acquisitions completed in 2021 and 2022

## Net Debt and Net Debt to Underlying EBITDA



# Guidance 2022 confirmed: Double-digit sales growth, sustained high profitability; uncertainties remain high

Guidance 2022 <sup>1</sup>	Sales revenue growth	Underlying EBITDA margin
<b>Sartorius Group</b>	<b>~15% - 19%</b>	<b>~34%</b>
thereof from acquisitions	~2pp	
<b>Bioprocess Solutions</b>	<b>~17% - 21%</b>	<b>~36%</b>
thereof from acquisitions	~2pp	
<b>Lab Products &amp; Services</b>	<b>~6% - 10%</b>	<b>~26%</b>
thereof from acquisitions	~1pp	

- Corona-related business now expected at around €250 million (previously: €500 million as in 2021)
- Margin targets include expenses for reduction of CO<sub>2</sub> emission intensity of around 0.5% of sales
- CAPEX ratio expected at around 14%
- Net debt to underlying EBITDA anticipated at around 1.1

<sup>1</sup> In constant currencies

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Sartorius Stedim Biotech Group  
H1 2022 results | FY 2022 guidance

Questions & Answers



# Double-digit increase in sales revenue and earnings

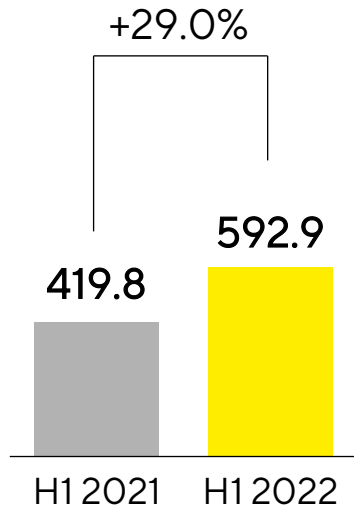
Sartorius Stedim Biotech Group in millions of € unless otherwise specified	H1 2021	H1 2022	▲ in %	▲ in % cc <sup>1</sup>
Sales revenue	1,351.9	1,724.3	+27.5	+22.1
Order intake	1,889.9	1,826.7	-3.3	-7.3
Underlying EBITDA <sup>2</sup>	487.4	607.0	24.5	
Underlying EBITDA <sup>2</sup> margin in %	36.1	35.2	-0.9pp	
Underlying EPS <sup>3</sup> in €	3.49	4.40	+26.0	

- Acquisitions contribute around 2pp to sales growth; sales with coronavirus vaccine customers declining
- OI is normalizing as expected; prior-year figure impacted by pandemic and changed ordering patterns by some customers
- Underlying EBITDA margin influenced by higher costs (as planned) and FX headwinds

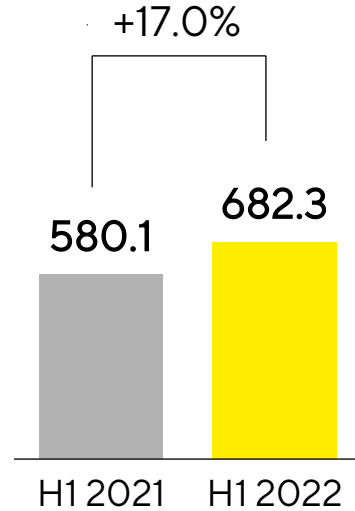
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# High double-digit sales growth in all regions led by the Americas

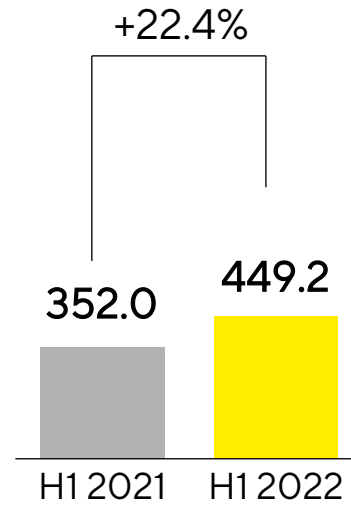
**Americas**  
€ in millions



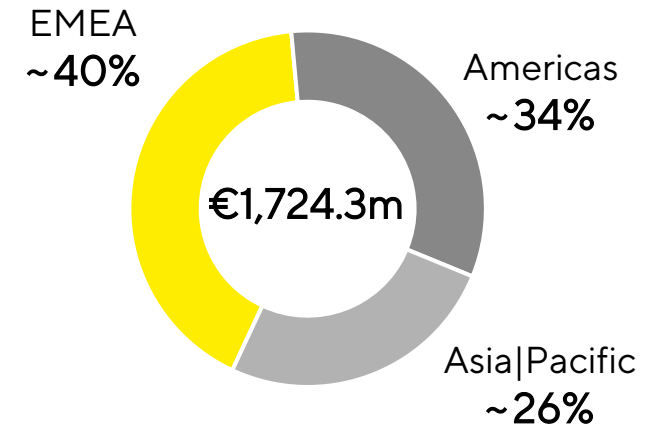
**EMEA**  
€ in millions



**Asia|Pacific**  
€ in millions



**Sales by Region**  
in %



- Dynamic increase in the Americas
- EMEA with substantial growth against high comparables
- Strong growth in Asia|Pacific; partial lockdowns in China with overall minor impact

Acc. to customers' location; growth in constant currencies

# Strong cash flow influenced by buildup of inventories

<b>Sartorius Stedim Biotech Group</b> in millions of € unless otherwise specified	H1 2021	H1 2022	▲ in %
Underlying EBITDA	487.4	607.0	+24.5
Extraordinary items	-7.0	-5.0	+28.9
Financial result	-26.5	102.4	n.m.
Underlying net profit <sup>1,2</sup>	321.6	405.2	+26.0
Reported net profit <sup>2</sup>	274.2	484.9	+76.8
Operating cash flow	368.1	247.3	-32.8
Investing cash flow <sup>3</sup>	-114.5	-224.9	-96.4
CAPEX ratio (in %)	8.4	10.4	+2.0pp

- Cash flow influenced by higher inventories to support supply security
- Financial result mainly driven by valuation effect of earn-out liability regarding BIA Separations
- Investing cash flow reflects substantial CAPEX program and M&A

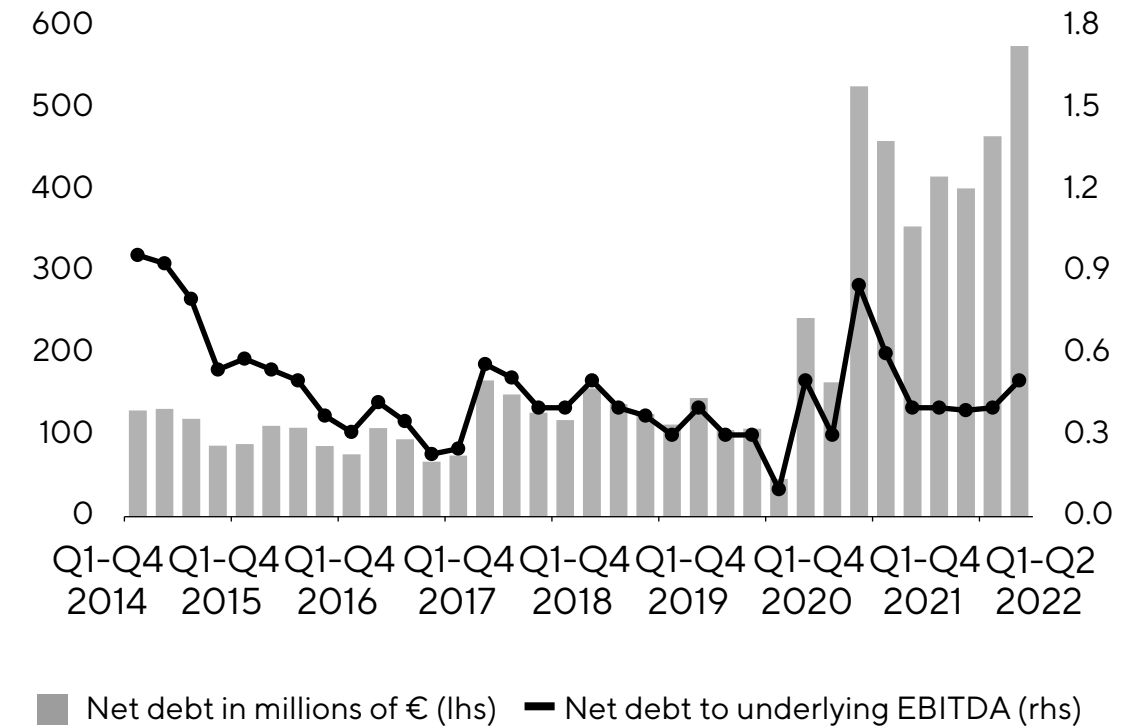
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# Robust financial indicators; low dynamic debt ratio

## Key Financial Indicators

Sartorius Stedim Biotech Group	Dec. 31, 2021	June 30, 2022
Equity ratio in %	43.9	<b>48.6</b>
Net debt in millions of €	401.9	<b>576.1</b>
Net debt   underlying EBITDA <sup>1</sup>	0.4	<b>0.5</b>

## Net Debt and Net Debt to Underlying EBITDA



<sup>1</sup> Includes underlying pro forma EBITDA of acquisitions completed in 2021 and 2022



# Guidance 2022 confirmed: Double-digit sales growth, sustained high profitability; uncertainties remain high

Guidance 2022 <sup>1</sup>	Sales revenue growth	Underlying EBITDA margin
<b>Sartorius Stedim Biotech Group</b>	~15% - 19%	>35%
thereof from acquisitions	~2pp	

- Corona-related business now expected at around €250 million (previously: €500 million as in 2021)
- Margin target includes expenses for reduction of CO<sub>2</sub> emission intensity of approx. 0.5% of sales
- CAPEX ratio expected at around 14.5%
- Net debt to underlying EBITDA anticipated at around 0.2

<sup>1</sup> In constant currencies

# Questions & Answers

