Agenda

Overview | Mission

Green sustainability

Social responsibility

Governance
Sartorius at a glance

- **~€4.17bn**
  Sales revenue 2022

- **~18%**
  Sales CAGR\(^1\) 2012-2022

- **33.8%**
  EBITDA margin\(^2\) 2022

- **60+**
  Locations worldwide,
  HQ in Göttingen, Germany

- **~16,000**
  Employees 12/2022

---

Two divisions with clear focus on attractive biopharma and life science industry

- **80%**
  Bioprocess Solutions Division

- **20%**
  Lab Products & Services Division

- **~85%**
  with life science customers

---

1 In constant currencies 2 Excluding extraordinary items
Supporting customers from the initial idea in the lab to commercial-scale production of biologics
Long-term value creation by focusing on four material topics

1. Economic performance
   - Advance innovation, contribute to medical progress
2. Ecologic performance
   - Protect the environment by reducing emissions, waste and water use
   - Assuming responsibility for our products throughout their life cycles
3. Social performance
   - Find and retain employees, provide good working conditions
   - Protect health and safety, promote continuous development
4. Governance performance
   - Responsible corporate governance and compliance
   - Respect for human rights throughout the supply chain
At the core of our business: “Good health and well-being”

Our mission

We empower scientists and engineers to simplify and accelerate progress in life science and bioprocessing, enabling the development of new and better therapies and more affordable medicine.
Health is one of the most relevant global topics

Growing and aging population

World population over 65 years¹

~1.6bn

~0.8bn

2022

2050

Development and manufacturing of drugs are time-consuming and costly²

Research > Commercial production

>€2bn

1 out of 10,000

> of 10 years

The challenge: Many innovative biotech medications are very expensive

**Rheumatism**
- Monoclonal antibody therapy
- ~€12,000
  - Annual cost of treatment in Germany

**Blood cancer**
- CAR-T cell therapy
- ~€280,000
  - Cost per treatment in Europe

**Hemophilia**
- Gene therapy
- ~€3.5 mn
  - Cost per treatment in the USA
Three drivers for innovation: The key to achieve ESG targets

**Product development**
in areas of own core competencies

**Acquisitions**
of complementary and differentiating technologies

**Cooperations**
with partners that are leading in areas of future relevance

- Bioanalytics
- Downstream processing
- Cell and gene therapies

- Advanced materials
- 3D cell printing technology
- Process automation & digitization
- Bioanalytics

Product launch Sartobind® Rapid A
Sartorius’ technologies enable researchers to achieve results faster, ...

Example: digitalization and automation of laboratory processes

- More experiments with lower error rate
- Data and analysis for better decisions
- Shortening time-to-clinic

Saves more than 5 weeks in the selection of cell clones
... and increase yield and efficiency in biopharma production

Example: new, innovative bioprocess technologies

| CIMmultus® | Downstream processing time reduced by **60%**
|            | Significantly higher yields of viral vectors required for gene therapies |
| Sartobind® Rapid A | **20x** Higher productivity compared to classical column chromatography |
|            | **>30%** Cost reduction in clinical manufacturing |
A strong lever of impact on green aspects: Our customers’ operations

Global GHG emissions in CO₂ equivalents in 2021¹
>50 billion tons

Of these related to the healthcare sector²
~4-5%

Attributable emissions of Sartorius³ make up
~0.025%

¹ UN Environment Programme „Emissions Gap Report 2022“, preliminary estimate ² According to World Economic Forum June 2021 ³ Own calculations
SU technologies help to reduce water and energy consumption at the customers’ sites

Water consumption\(^1\) ~ -30%

Energy consumption\(^1\) ~ -30%

1 Based on data from Flanagan et al (2011). LCA of a mAb process at 2,000 L scale.
Process intensification leads to higher efficiency and less eco impact

Process Mass Intensification\(^1\)

-50%

\[
PMI = \frac{\text{Total raw materials, consumables and water (kg)}}{\text{Product (kg)}}
\]

1 Data from in-house case study: 300 kg/year and 1,500 kg/year throughputs. PMI measured for a traditional stainless steel fed batch process (SS 15kL), and a process intensification scenario (SU dynamic perfusion process with downstream multi-column chromatography). Data was generated using BioSolve modeling software.
Data analytics solutions support customers in further CO₂ reduction

Success Story
Implementation of Umetrics® Suite data analytics tools at Michigan University helps increase process efficiency and reduces carbon footprint significantly

Phase 1 | prevented
780 tons CO₂e

Phase 2 | aims to prevent
10,000 tons CO₂e
Agenda

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Sartorius' environmental fields of action at its own operations

- Climate Action
- Materials & Circularity
- Water & Effluents
- Supply Networks
Only a small portion of emissions under own control

**Scope 1**
Direct emissions
from sources for which we are responsible, such as our manufacturing processes or company vehicles.

**Scope 2**
Indirect emissions
from purchased electricity, steam, heating and cooling at our 60+ sites worldwide.

**Scope 3**
Indirect emissions
from sources upstream and downstream in the value chain that we only partially control, e.g. purchased goods/services, product life cycle, employee commuting.

~10% of total emissions

~90% of total emissions
Ambitious climate targets until 2030

~10% p.a. reduction of CO$_2$eq emission intensity on average by 2030

Spending of ~1% of revenue p. a.

Avoidable$^1$ emissions in Scope 1 and 2 until 2030

1 Process emissions from membrane manufacturing are currently considered unavoidable based on available technology; base year 2019
CO₂ reduction levers across the value chain

**Upstream** (Scope 3)
- Purchased goods & services
- Eco-design products & packaging
- Efficiency in manufacturing
- Supplier engagement
- Eco-design packaging
- Transport: Frequency, Distance, Fright mode, Fuels
- Production process steps

**Upstream incl. int. transportation**
- Reduce travel
- Sustainable travel

**Business travel**
- Improve energy efficiency
- Produce clean energy
- Procure renewable energy

**Production Scope 1&2**
- Manufacturing & warehousing

**Downstream** (Scope 3)
- Down-stream transportation
- Eco-design packaging
- Transport: Frequency, Distance, Fright mode, Fuels

**Product use & end of life**
- Eco-design products & packaging
- Process intensification

**Other**
- (capital goods, employee commuting, buildings)
- Buildings & construction
- Capital goods
- Commute sustainably
Expanding renewable energy capacity at Sartorius’ sites worldwide

- Royston, Stonehouse, UK
  - In % of group: -3
  - Renewable energy %: 0
  - Outlook: >90% in 2027

- Helsinki, Kajaani FI
  - In % of group: -4
  - Renewable energy %: -52
  - Outlook: 100% in 2030

- Aubagne, FR
  - In % of group: -5
  - Renewable energy %: -94
  - Outlook: 100% in 2025

- M’hamdia, TN
  - In % of group: -3
  - Renewable energy %: 0
  - Outlook: 100% in 2030

- Yauco, PR
  - In % of group: -14
  - Renewable energy %: <0.5
  - Outlook: >90% in 2026

- Göttingen, DE
  - In % of group: -49
  - Renewable energy %: -45
  - Outlook: 100% in 2030

- Beijing, CN
  - In % of group: -6
  - Renewable energy %: 0
  - Outlook: 100% in 2030

- Bangalore, IN
  - In % of group: -2
  - Renewable energy %: -10
  - Outlook: >60% in 2023

Expansion of renewable energy capacity depending on availability of renewable energy sources

* FY 2022
Flexsafe® - first film designed for recycling

A milestone on the way to circularity

- From 20ml to 2,000l, Flexsafe® is the first film in the industry designed for recycling in a standard polyethylene waste stream
- Used in bioprocessing for non-hazardous applications, it can technically be recycled into raw materials with quality equivalent to pristine grades of polymers.

Partners
Materials and circularity: Transitioning towards a circular economy

Our ambitions

We aim to optimize the selection and use of materials to improve our products’ environmental footprint.

- Optimize use of resources
- Avoid packaging waste
- Recycle production waste
- Life cycle analysis

75%
Current plastics recycling rate

Biopharma accounts for
~ 0.01% of total plastic waste

1st company in the industry to sign
Current projects regarding the single-use technology life cycle

Feedstock | Beginning of life

| Fossil | Naphtha | Crackers |

Production

| Resins | Product |

Product usage

| Packaging |

Product end of life

|Recycling Options|

Alternative Feedstock

1. Scrap Reduction Recycling Program

2. Less Material

3. PMI

4. Recycling Options

5.
Initiatives to improve waste management in Aubagne

Enhanced film recyclability → Reduced film consumption → Improved waste collection and sorting → Increased waste recycling

Total Waste (t/1000 Units)

<table>
<thead>
<tr>
<th>Year</th>
<th>Waste Recycling</th>
<th>Energy Recovery</th>
<th>Landfill</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>17% 26% 57%</td>
<td>15% 19% 66%</td>
<td>10% 6%</td>
</tr>
<tr>
<td>2019</td>
<td>15% 19% 66%</td>
<td>12% 4% 84%</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>12% 4% 84%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>10% 6% 84%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Waste Processing

1 Figure taken from: Vachette, Elisabeth & Fenge, Christel & Cappia, Jean Marc & Delaunay, Lucie & Greller, Gerhard & Barbaroux, Magali. (2014). Robust and convenient single-use processing: The superior strength and flexibility of flexsafe bags. 12.
Water and wastewater: Improve water efficiency in own operations

The ambitions
- Reduce use of drinking water, increase use of rainwater
- Decrease wastewater, increase water recycling
- Optimization of production cycles with solvents

Water is primarily used in BPS for membrane production and modification.
Solvent and water reuse at the Yauco plant

4 distillation columns
Processing capacity: 16,500 kg/day of spent solvent (oldware)

3.9 million kg
of oldware processed for reuse

11.9 million litres
of water processed for reuse

90% recovery
of 2-pyrrolidone (2P) from oldware

98% recovery
of Isopropanol (IPA) from oldware

Base April 2022
Supply chain due diligence act: Risk assessment

Hard facts risk assessment

- Country risks
- 3rd party assessment
- Code of Conduct
- Certificates

If high risk

- > 90%¹
- > 50%¹
- > 40%¹

Soft facts risk assessment

- Sustainability report/strategy
- Commitment to SDGs
- Member Sustainability Association

If high risk

Actions with supplier

- Improvement actions

¹ Coverage in terms of spend as of June 2023
Agenda

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People at Sartorius: A growing team of >15,000 people

New hires in 2022: 3,652
New employees from M&A in 2022: 245
Less than 2 years in the company: 40%

~2,000 new jobs per year

Many opportunities to grow with the company

55% of management positions filled internally
An increasingly diverse team that brings in a variety of perspectives

<table>
<thead>
<tr>
<th>International workforce</th>
<th>Balanced age structure</th>
<th>Share of women at a high level</th>
</tr>
</thead>
<tbody>
<tr>
<td>119 Nationalities</td>
<td>≤29 years: 21%</td>
<td>39% Share of women in the entire workforce</td>
</tr>
<tr>
<td>70% Non-German managers</td>
<td>30-39 years: 36%</td>
<td>35% Share of women at 1st and 2nd management levels</td>
</tr>
<tr>
<td>3 Nationalities on the four-member Board</td>
<td>40-49 years: 23%</td>
<td>47% Female executives on 1st level below the Board</td>
</tr>
<tr>
<td></td>
<td>≥50 years: 20%</td>
<td></td>
</tr>
<tr>
<td>Ø39 years age</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

As of December 31, 2022
High employee satisfaction reflected internally and externally

- **90%** say they contribute to the company's mission
- **85%** are proud to work for Sartorius
- **84%** agree that Sartorius respects and strengthens diversity

<table>
<thead>
<tr>
<th>Platform</th>
<th>Rating</th>
<th>Comparator</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Glassdoor</td>
<td>3.8</td>
<td>Intern. competitors</td>
<td>3.7</td>
</tr>
<tr>
<td>Kununu</td>
<td>4.0</td>
<td>DAX40</td>
<td>3.7</td>
</tr>
</tbody>
</table>

As of Q3 2022
Promoting science, education and innovation – also beyond our walls

**Cell Culture Facility at Penn State |**
Supporting groundbreaking research with $1.5 million

**Life Science Factory |**
Promoting startups and attract entrepreneurs in life sciences

**LifeScienceXplained |**
Creating a stage for science communicators since 2021
Engaged in humanitarian aid and disaster relief globally

**action medeor** provides medical care to humanitarian organizations and health centers all over the world.

**Our latest commitments include**

- Support for earthquake victims of in Türkiye and Syria
- Humanitarian aid for the people of Ukraine
- Healthcare support in Guatemala
- Pharmaceutical training in West Africa
Agenda

Overview | Mission
Green sustainability
Social responsibility
Governance
Sartorius actively manages its sustainability impacts, risks and opportunities at its own operations

Existing and upcoming EU regulation

- Corporate Sustainability Due Diligence Directive (CSDDD)
- Taxonomy Regulation
- Corporate Sustainability Reporting Directive (CSRD)

Annual management process

1. Identify relevant topics
2. Assess material IRO
3. Define measures / action plan
4. Monitoring
5. Reporting
6. Policy review
Multiple data points to be consistently tracked consistently

<table>
<thead>
<tr>
<th>Reporting topics</th>
<th>Challenges</th>
</tr>
</thead>
<tbody>
<tr>
<td>Climate</td>
<td>▪ &gt; 80 disclosure requirements</td>
</tr>
<tr>
<td>Water</td>
<td>▪ &gt; 1,000 data points</td>
</tr>
<tr>
<td>Pollution</td>
<td>▪ 17 GHG emission categories</td>
</tr>
<tr>
<td>Biodiversity</td>
<td>▪ Data from multiple sources</td>
</tr>
<tr>
<td>Resources</td>
<td>▪ Concepts for data calculation and estimates</td>
</tr>
<tr>
<td>Own workforce</td>
<td>▪ Data governance and enrichment projects</td>
</tr>
<tr>
<td>Communities</td>
<td>▪ Continuous data improvement</td>
</tr>
<tr>
<td>Workers in the value chain</td>
<td></td>
</tr>
<tr>
<td>Consumers</td>
<td></td>
</tr>
</tbody>
</table>

Reporting partially based on external data which can be subject to changes and specifications; therefore, continuous and retrospective restatements of certain data might be necessary.
Alignment of 2022 turnover & expenditures with EU taxonomy

1 Sartorius does not have any taxonomy-eligible economic activities for which it would currently have been possible to assess compliance with the technical screening criteria as legislation only addresses particularly relevant economic activities for the achievement of the environmental objectives in the field of climate change mitigation and climate change adaptation, i.e. only a limited range of industries is covered.
Listed in:

DAX® 50 ESG

Sustainability ratings:

- MSCI: A
- ecovadis: Silver
- SUSTAINALYTICS: Low risk
- CDP: B

Memberships and cooperation in internationally renowned initiatives and platforms:

- Sustainable Development Goals
- Global Compact
- econsense
- European Plastics Pact
- PSCI
- APIA
- Integrity Next
- BioPhorum
- Action Medeor
- Healthcare Businesswomen's Association
- DFKI
- Charta der Vielfalt

Sustainability ratings and partnerships
### The legal & operational structure

<table>
<thead>
<tr>
<th>Sartorius AG (~68.4m shares)</th>
<th>Ordinary shares (~34.2m shares)</th>
<th>Preference shares (~34.2m shares)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock market listed in Germany</td>
<td>~55% Administered by executor</td>
<td>~72% Free float</td>
</tr>
<tr>
<td>~38% Bio-Rad Laboratories</td>
<td>~38% Bio-Rad Laboratories</td>
<td>~28% Bio-Rad Laboratories</td>
</tr>
<tr>
<td>~7% Free float</td>
<td>~7% Free float</td>
<td>~7% Free float</td>
</tr>
</tbody>
</table>

1. The ownership relates to outstanding shares and thus excludes treasury shares. Information on shareholdings and shares in free float pursuant to the disclosure requirements of Sections 33 et seq. of the German Securities Trading Act (WpHG) and the shareholders’ own disclosures. The legal disclosure requirements refer only to voting shares and not to non-voting preference shares.

<table>
<thead>
<tr>
<th>~74%</th>
<th>100%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sartorius Stedim Biotech S.A.</td>
<td>Other Sartorius subsidiaries</td>
</tr>
<tr>
<td>Stock market listed in France</td>
<td>~91.2m shares</td>
</tr>
<tr>
<td></td>
<td>~74% Sartorius AG</td>
</tr>
<tr>
<td></td>
<td>~26% Free float</td>
</tr>
<tr>
<td>Bioprocess Solutions division</td>
<td>Lab Products &amp; Services division</td>
</tr>
</tbody>
</table>

Sartorius Group operational setup
Executive Board of Sartorius AG

Joachim Kreuzburg, CEO
Joined Sartorius in 1999
Member of the Board since 2002
Group Strategy, Corporate Research, Human Resources, Legal & Compliance, Communications, Sustainability

René Fáber
Joined Sartorius in 2002
Member of the Board since 2019
Bioprocess Solutions Division

Alexandra Gatzemeyer
Joined Sartorius in 2005
Member of the Board since May 1, 2023
Lab Products & Services Division

Rainer Lehmann, CFO
Joined Sartorius in 1999
Member of the Board since 2017
Finance, Information Technology, Data Management, Corporate Sourcing

1 Employment outside the Sartorius Group from 2004-2006
Two-tier Board system of Sartorius AG – Supervisory Board and its committees

- Twelve members, half of the members are shareholders’ representatives and half are employees’ representatives

**Executive Task Committee**
- Dr. Lothar Kappich (Chairman)
- Annette Becker
- Prof. Dr. Klaus Rüdiger Trützschler
- Manfred Zaffke

**Nomination Committee**
- Dr. Daniela Favoccia
- Dr. Lothar Kappich
- Prof. Dr. Klaus Rüdiger Trützschler

**Audit Committee**
- Prof. Dr. Klaus Rüdiger Trützschler (Chairman)
- Dietmar Müller
- Dr. Lothar Kappich
- Manfred Zaffke

**Conciliation Committee**
- Dr. Lothar Kappich (Chairman)
- Annette Becker
- Prof. Dr. Klaus Rüdiger Trützschler
- Manfred Zaffke
### One-tier Board of Sartorius Stedim Biotech S.A. subgroup

<table>
<thead>
<tr>
<th></th>
<th>Share of independent members</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Audit Committee</strong></td>
<td>75%</td>
</tr>
<tr>
<td>Dr. Joachim Kreuzburg</td>
<td>●</td>
</tr>
<tr>
<td>Dr. René Faber CEO</td>
<td>●</td>
</tr>
<tr>
<td>Christelle Baudère</td>
<td>●</td>
</tr>
<tr>
<td>Employee representative</td>
<td>●</td>
</tr>
<tr>
<td>Pascale Boissel</td>
<td>●</td>
</tr>
<tr>
<td>Susan Dexter</td>
<td>●</td>
</tr>
<tr>
<td>Anne-Marie Graffin</td>
<td>●</td>
</tr>
<tr>
<td>Lothar Kappich</td>
<td>●</td>
</tr>
<tr>
<td>Henri Riey</td>
<td>●</td>
</tr>
<tr>
<td><strong>Remuneration &amp; Nomination Committee</strong></td>
<td>75%</td>
</tr>
<tr>
<td></td>
<td>●</td>
</tr>
<tr>
<td></td>
<td>●</td>
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<tr>
<td></td>
<td>●</td>
</tr>
<tr>
<td></td>
<td>●</td>
</tr>
<tr>
<td><strong>Independence</strong></td>
<td>43%</td>
</tr>
<tr>
<td></td>
<td>●</td>
</tr>
<tr>
<td></td>
<td>●</td>
</tr>
<tr>
<td></td>
<td>●</td>
</tr>
</tbody>
</table>
### ESG aspects included in executive remuneration

<table>
<thead>
<tr>
<th>Remuneration components</th>
<th>Structure of the remuneration components</th>
<th>Maximum bonus (in % of the target amount)</th>
<th>Maximum Remuneration</th>
<th>Further benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed remuneration</td>
<td>Basic remuneration</td>
<td>Basic amount</td>
<td>100 %</td>
<td>Compensation for post-contractual non-compete clause (50% of most recent remuneration)</td>
</tr>
<tr>
<td>Retirement benefits</td>
<td>Fringe benefits</td>
<td>Additional amount (matching contribution)</td>
<td>100 %</td>
<td>Clawback</td>
</tr>
<tr>
<td>Short-term variable remuneration</td>
<td>Sales revenue</td>
<td>Order Intake (Group and/or division)</td>
<td>120 %</td>
<td>Severance cap in the event of early contract termination</td>
</tr>
<tr>
<td></td>
<td>Underlying EBITDA (Group and/or division)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Ratio of net dept to underlying EBITDA (Group)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Employee Net Promoter Score (Group)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term variable remuneration</td>
<td>Consolidated net profit</td>
<td></td>
<td>120 %</td>
<td>Extraordinary performance</td>
</tr>
<tr>
<td></td>
<td>Reduction of CO\textsubscript{2}-EEQ emission Intensity</td>
<td></td>
<td>120 %</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Panton stock units</td>
<td></td>
<td>250 %</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Share-based payment</td>
<td></td>
<td>One-time allotment; afterwards, no measurement of inflow</td>
<td></td>
</tr>
</tbody>
</table>

Proportional grant date fair value of share-based payment for the respective fiscal year.
Corporate responsibility & further financial information

To Sartorius, sustainability means operating responsibly over the long term – with respect to business partners, employees and society as well as to natural resources. Learn more about our commitment:

🌐 Sustainability Report 2022

Please click below for further financial information:

🌐 Half Year Report H1 2023
🌐 Earnings Release Q1 2023
🌐 Annual Report FY 2022
Contacts and Financial calendar

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- **September 5, 2023**
  Commerzbank & Oddo BHF Annual Corp. Conference | Frankfurt a. Main

- **September 8, 2023**
  Wells Fargo Healthcare Conference | Everett MA

- **September 11, 2023**
  Morgan Stanley Healthcare Conference | New York

- **September 19, 2023**
  Berenberg / Goldman Sachs German Corporate Conf. | Munich

- **September 20, 2023**
  Baader Investment Conference | Munich

- **October 19, 2023**
  Publication nine-months 2023 Results

- **November 9, 2023**
  Societe Generale European ESG Conference | virtual
Disclaimer

This presentation contains statements concerning the future performance of the Sartorius Group. 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.