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.
Agenda

Overview | Strategy
Climate Action
Materials &Circularity
Social Sustainability & Human Rights
Governance
Sartorius at a glance

~€3.45bn
Sales revenue 2021

~18%
Sales CAGR\(^1\) 2011-2021

34.1% | +14.4pp
EBITDA margin\(^2\) and chg. 2011-2021

60+
Locations, HQ in Göttingen, Germany

~15,000
Employees 03/2022

High exposure to attractive biopharma and life science industry

Group sales revenue

~€412m
Sales with life science customers

~85%

1 In constant currencies 2 Excluding extraordinary items
Sartorius` business activities contribute directly to more sustainability

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.

Good health and well-being at the focus of Sartorius’ business activities
Strategic focus of both divisions on life science and biopharma
Improving availability and affordability of biologics by offering solutions for efficient and accelerated discovery and manufacture

Developing a new drug is time-consuming and costly; manufacturing is complex

- €2bn average costs of developing a new drug
- ~10% Probability of success (clinical phase I to approval)
- >10 years From drug discovery to approval
- $2.1bn Costs for the gene therapy Zolgensma

Sartorius’ solutions contribute to increasing quality, efficiency and productivity
Addressing customers’ pain points and allowing them to bring drugs faster to the market, at lower costs

**Customer needs**
- Increase efficiency and flexibility of production
- Improve quality and affordability of innovative drugs

<table>
<thead>
<tr>
<th>Lower CAPEX investment</th>
<th>&lt;50%</th>
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<tbody>
<tr>
<td>Faster buildout time</td>
<td>&lt;2 years</td>
</tr>
<tr>
<td>Flexible, smaller footprint</td>
<td>50-70%</td>
</tr>
<tr>
<td>Higher productivity</td>
<td>2-3x with PI</td>
</tr>
<tr>
<td>Lower COGS</td>
<td>&gt;30%</td>
</tr>
</tbody>
</table>

**Our solutions**
- **Process intensification**
  Maximize overall productivity of the different unit operations
- **Data-driven optimization**
  From bioanalytics in R&D to MVDA in bioprocessing
- **High-impact innovation**
  New technologies that enable production of advanced drug modalities
- **Reliable partner**
  With a localized production footprint in all relevant biopharma markets

**Proof of concept**
- Lower CAPEX investment: <50%
- Faster buildout time: <2 years
- Flexible, smaller footprint: 50-70%
- Higher productivity: 2-3x with PI
- Lower COGS: >30%
ESG is integrated into the company DNA

„To Sartorius, sustainability means operating responsibly over the long term – with respect to business partners, employees and society as well as to natural resources. Sustainability is one of our three corporate values.“

Joachim Kreuzburg, CEO
Long-term value creation by focusing on four topics that are material for our business activities

1. Advance innovation, contribute to medical progress
2. Protect the environment by reducing emissions, waste and water use
   - Assuming responsibility for our products throughout their life cycles
3. Find and retain employees, provide good working conditions
   - Protect health and safety, promote continuous development
4. Responsible corporate governance and compliance
   - Respect for human rights throughout the supply chain
Innovation is key to achieving ESG targets; innovation strategy is based on three pillars

1. Specialized product development in areas of strong own core competencies
2. Cooperation with external partners that are leading in areas of future relevance
3. Integration of innovations through acquisitions with complementary and differentiating technologies

Constantly accelerating speed of innovation in biotech and life sciences

Research activities in future key technologies and application areas

- Analytical Technologies
- Data Analytics
- New Cell Systems
- Intensified Processing
- Advanced Materials
- ~€190m\textsuperscript{1} R&D Spend

1 In 2021, including capitalized development costs, excluding M&A shares
Intensified ESG efforts on all levels; first climate targets set

1997
Implementation of environmental management system; first environmental report published

2012
Sartorius Stedim Biotech reports key ESG indicators; audited by an independent third party; Sartorius Group aligned with these specifications

2017
First non-financial Group statement; audited with limited assurance

2018
Sartorius signs the UN Global Compact
Sartorius establishes a Corporate Responsibility Steering Committee chaired by the CEO
Start of SDG reporting
Econsense membership

2019
Climate Strategy, Plastics Initiative, Sustainable supply chain management system kicked off

2020
Climate Strategy, Plastics Initiative, Sustainable supply chain management system kicked off

2021
Deutsche Börse includes Sartorius in its new index for sustainable investment
Sartorius signs European Plastics Pact as the first company in its industry

2022
Sartorius sets target to reduce CO2 emission intensity
Sartorius publishes GRI report
### Sartorius sustainability focus areas

<table>
<thead>
<tr>
<th>Holistic steering and reporting</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Climate action</strong></td>
</tr>
<tr>
<td>CO₂ footprint, compliance, regulation, carbon trading</td>
</tr>
</tbody>
</table>

**Sustainability in supply chains** - Supplier engagement, supplier sustainability, ESG assessments
Select sustainability ratings and index memberships

Sartorius is listed in the DAX® 50 ESG

Sartorius receives good sustainability ratings, e.g.

<table>
<thead>
<tr>
<th>Silver</th>
<th>B</th>
<th>A</th>
<th>Low risk</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020 ecoVadis CSR Rating</td>
<td>CDP</td>
<td>MSCI</td>
<td>Sustainalytics</td>
</tr>
</tbody>
</table>
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~4.5% of global emissions stem from health care, thereof ~0.02% from Sartorius

Global CO₂ emissions (2019)

- Transportation 16%
- Buildings 18%
- Agriculture 20%
- Other Industries 24.5%
- Waste 3%
- Other 14%

~50,000 mio tons CO₂

Health Care & Life Sciences* 4.5%

Thereof Sartorius: 450 kilotons (~0.02%)

* Health Care according to World Health Organization incl. all organizations, institutions, and resources devoted to producing health actions
Only ~10% of Sartorius` emissions are produced by own operations; a total of ~50% can be influenced by Sartorius to different degrees.
Ambitious climate targets to reduce CO₂ emission intensity until 2030; implemented as new non-financial KPI

**CO₂ emission intensity**
Emissions in proportion to sales (g CO₂/€)

<table>
<thead>
<tr>
<th>Year</th>
<th>Emissions (g CO₂/€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>~250</td>
</tr>
<tr>
<td>2030e</td>
<td>~80</td>
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**Reduction by ~10% p.a.**

- 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
- New target parameter for Executive Board remuneration

- 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)
## Overview of levers across the value chain

<table>
<thead>
<tr>
<th>Purchased goods &amp; services (plastics)</th>
<th>Purchased goods &amp; services (other materials)</th>
<th>Inbound transportation</th>
<th>Business travel</th>
<th>Manufacturing, assembly &amp; warehousing</th>
<th>Internal &amp; outbound transportation</th>
<th>End of life</th>
<th>Product use</th>
<th>Other (capital goods, employee commuting, waste)</th>
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</table>

- **Sartorius’ control**
- **In customer/supplier control or unavoidable emissions**
- **Jointly controlled**

[19]
Various initiatives for reduction of CO₂ emission intensity started

<table>
<thead>
<tr>
<th>Purchased goods</th>
<th>Business travel</th>
<th>Production (~10%)</th>
<th>Transport &amp; Logistic</th>
<th>Product usage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supplier selection</td>
<td>Reduction of travel</td>
<td>Energy efficiency</td>
<td>Route planning</td>
<td>Eco-design</td>
</tr>
<tr>
<td>Choice of Material</td>
<td>Sustainable travel</td>
<td>Scrap reduction</td>
<td>Fright mode</td>
<td>Recycling</td>
</tr>
<tr>
<td>Amount of Material</td>
<td></td>
<td>Renewable energy</td>
<td>Distribution Centers</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>E-cars</td>
<td></td>
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</tbody>
</table>
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Materials & Circularity
Social Sustainability & Human Rights
Governance
Sterile single-use products account for the majority of revenues

- Extensively used in the life science industry
- Primary raw materials are polymers and plastics
- Products are incinerated (thermal recovery) after usage to prevent cross-contamination

Sales by category

- Single-use products ~70%
- Equipment ~30%

- Equipment typically used for many years or even decades
- Extensive maintenance and repair service
- Primary raw materials and components include stainless steel and electronics
Single-use products offer key benefits including a better eco-footprint

Sustainability aspects of single-use bioprocessing
- Lower consumption of water and energy compared to stainless-steel alternatives
- Enable better ecological footprint during usage phase
- Smaller production footprint and less clean room capacities necessary

Classic stainless steel plants
Flexible systems with sterile bags
Continuous development and implementation of innovation to improve ecological and economic performance:

- Trend from batch to continuous production
- Process intensification reduces need for resources and makes purification more challenging
- Product end of life treatment needs to be addressed

Production of biologics is complex and expensive; single-use technologies are used throughout the process to increase efficiency
Initiatives to improve material efficiency along the product life cycle

- Eco-design of products & packaging
- Reduce absolute amount of plastic
- Reduce share of virgin material
- Improve sorting and recycling
- Minimize proportion of landfilled waste

### Polymers
- Polyethylene
- Polypropylene
- Polyamide

### Plastics
- Polymers & additives

### Products and packaging
- Bags, filters, transfer sets...
- Pre-use | not in contact with pharma raw materials

### Usage
- Upstream & downstream
- Post-use | most products in contact with pharma raw materials

### Supply

### Production

### Customer
Complementary approaches do decrease fossil resources depletion

**Energy input**

**Feedstock**
- Oil is the most used source of carbon today
- Existing commercial application from *vegetal feed-stock*
- Emerging technology bioprocessing of *living cells to capture carbon* | *convert carbon* to monomers

**Monomers**
- Ethylene
- Propylene
- ... (Trade names)

**Polymers**
- Polyethylene
- Polypropylene
- Polyamide
- ...

**Chemical Solvent base purification**

**Chemical | Biological Depolymerization**

**Chemical | Biological Feedstock recycling “pyrolysis” “gasification” “waste to plastic” “enzymatic recycling”**

**Plastic**
- Polymers & Additives
- (Trade names)

**Products and packaging**
- Bags, filters, transfer sets

**Use**
- Upstream & Downstream

**Post-use management**

**Circular Economy Hierarchy**
- Reduce
- Re-use
- Recycle

**Non Circular Hierarchy**
- Post-use management
- 1. Energy recovery
- 2. Incineration
- 3. Landfill

**Value**
Examples – recycling in Aubagne and packaging design

Rethink packaging to recycle plastic and reduce weight and complexity

- Easy-to-separate cardboard boxes and foam materials
- Reduction of packaging weight
- Optimization of logistics data

-40% less weight
+30% more product on pallet
+100% return for recycling

Comparison of former vs. new packaging for MaxiCap 10” filter elements
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Creating new jobs and retaining employees is key of the social dimension

**Strong growth in workforce**
Number of employees

- 2017: 7,501
- 2018: 8,125
- 2019: 9,036
- 2020: 10,637
- 2021: 13,832

~1,600 additional jobs created on avg. per year

**Mix of experience and fresh ideas**
Length of employment

- ~15% More than 15 years
- 25% Between 5 and 15 years
- 60% Less than 5 years

Average length of employment: 6.7 years

**Low fluctuation rate; promoting continuous development**

- 5 yrs. avg. fluctuation rate: 8.0%
- Training hours on avg. per employee: 12.2

As of Dec. 31, 2021
Sartorius promotes diversity uniting people from 110 countries

110 Nationalities in the group

64 Nationalities at Göttingen HQ

3 Nationalities on the four-member executive board

71% non-German managers in the group

### Top 10 nationalities – Share and number of staff

<table>
<thead>
<tr>
<th>Nationality</th>
<th>Share</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>31%</td>
<td>4,286</td>
</tr>
<tr>
<td>U.S.</td>
<td>12%</td>
<td>1,635</td>
</tr>
<tr>
<td>France</td>
<td>10%</td>
<td>1,362</td>
</tr>
<tr>
<td>China</td>
<td>6%</td>
<td>854</td>
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<tr>
<td>UK</td>
<td>6%</td>
<td>853</td>
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<tr>
<td>Puerto...</td>
<td>6%</td>
<td>803</td>
</tr>
<tr>
<td>India</td>
<td>5%</td>
<td>730</td>
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<tr>
<td>Tunisia</td>
<td>5%</td>
<td>700</td>
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<tr>
<td>Finland</td>
<td>2%</td>
<td>297</td>
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<tr>
<td>Israel</td>
<td>2%</td>
<td>230</td>
</tr>
</tbody>
</table>
Supporting participation of women at all levels

- **All staff**
  - Women: 61%
  - Men: 39%

- **New hires**
  - Women: 59%
  - Men: 41%

- **All management**
  - Women: 68%
  - Men: 32%

- **Management below the Board level**
  - Women: 56%
  - Men: 44%

- **Promotions**
  - Women: 66%
  - Men: 34%

**Women in %**
- Germany: 32%
- U.S.: 42%
- France: 50%
- India: 19%
- China: 45%

**Men in %**
- Germany: 68%
- U.S.: 58%
- France: 50%
- India: 81%
- China: 55%
**Employee satisfaction measured biannually**

- Groupwide biannual employee survey, focusing on leadership, employee experience, and workplace & culture
- Overall participation rate of ~70%
- Results used to initiate improvements across all teams and levels
- Employee Net Promoter Score (ENPS) used as KPI: Willingness of employees to recommend Sartorius as an employer

> "On a scale from 0 to 10, how likely are you to recommend Sartorius as a place to work?"

- Employees voting 0-6 are detractors | 7-8 are passives | 9-10 are promoters

\[
\text{ENPS} = \frac{\text{No. of promoters} - \text{No. of detractors}}{\text{Total No. of respondents}} \times 100
\]

- 83% enjoy working for Sartorius
- 83% agree that Sartorius respects and strengthens diversity
- 80% find that working conditions allow them to fully perform daily work

*All figures based on autumn 2021 results*
High relevance of the supply chains’ ESG performance

**Targets**
Ensure and support improvement of supplier ESG performance: reduce environmental footprint; uphold human rights

- Energy and emissions
- Materials and waste
- Water and wastewater
- Human rights
- Labor conditions
- Health & safety

**Management approach**
Different lenses, multiple steps, involvement of external expertise

1. Code of conduct
2. ESG checks
3. EcoVadis assessment
4. Supplier engagement

**Performance in 2021**

- 110 Assessments from EcoVadis with 165 further processes running
- ~1/3 Percentage of purchasing volume covered by assessments
- 107 Quick checks conducted despite pandemic
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Sartorius legal & operational structure

Sartorius AG (~68.4m shares)
Stock market listed in Germany

- Ordinary shares (~34.2m shares)
  - ~55% Administered by executor
  - ~38% Bio-Rad Laboratories
  - ~7% Free float

- Preference shares (~34.2m shares)
  - ~72% Free float
  - ~28% Bio-Rad Laboratories

91.2m shares
~74% Sartorius AG
~26% Free float

Sartorius Stedim Biotech S.A.
Stock market listed in France

Other Sartorius subsidiaries

Bioprocess Solutions division
Lab Products & Services division

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.
Two-tier Board system of Sartorius AG - Executive Board

Joachim Kreuzburg, CEO
Joined Sartorius in 1999
Member of the Board since 2003
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

Rainer Lehmann, CFO
Joined Sartorius in 2005
Member of the Board since 2017
Finance, Information Technology, Business Processes

Gerry Mackay
Joined Sartorius in 2015
Member of the Board since 2019
Lab Products & Services Division
Two-tier Board system of Sartorius AG – Supervisory Board and its committees

- Consists of twelve members, half of the members are shareholders` representatives and half are employees` representatives
- Of the shareholders` representatives only Lothar Kappich, who acts as chairman of the Board, is dependent in the sense of being dependent on the controlling shareholder; however, he is not dependent on the Company, and on the Executive Board as defined by German Corporate Governance Code

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

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

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

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

<table>
<thead>
<tr>
<th>Name</th>
<th>Audit Committee</th>
<th>Remuneration &amp; Nomination Committee</th>
<th>Independence</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joachim Kreuzburg</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
<tr>
<td>Christelle Baudère</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
<tr>
<td>Pascale Boissel</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
<tr>
<td>Susan Dexter</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
<tr>
<td>René Fáber</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
<tr>
<td>Anne-Marie Graffin</td>
<td>●</td>
<td>●</td>
<td></td>
</tr>
<tr>
<td>Lothar Kappich</td>
<td>●</td>
<td>●</td>
<td></td>
</tr>
<tr>
<td>Henri Riey</td>
<td>●</td>
<td>●</td>
<td></td>
</tr>
</tbody>
</table>

Share of independent members:

- Audit Committee: 75%
- Remuneration & Nomination Committee: 75%
- Independence: 43%
## Remuneration system of the Executive Board

<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 + Fringe benefits</td>
<td>100%</td>
<td>Maximum amount of all cash remuneration components for the respective fiscal year</td>
<td>Compensation for post-contractual non-competition clause (50% of most recent remuneration)</td>
</tr>
<tr>
<td>Retirement benefits</td>
<td>Basic amount</td>
<td>100%</td>
<td></td>
<td>Clawback</td>
</tr>
<tr>
<td></td>
<td>Additional amount (matching contribution)</td>
<td>120%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Short-term variable</td>
<td>Sales revenue</td>
<td>Order intake (Group and/or division)</td>
<td>120%</td>
<td></td>
</tr>
<tr>
<td>remuneration</td>
<td>Underlying EBITDA (Group and/or division)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Ratio of net debt 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</td>
<td>Consolidated net profit</td>
<td>120%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>remuneration</td>
<td>Reduction of CO₂-equivalent emission intensity</td>
<td>120%</td>
<td></td>
<td>Extraordinary performance</td>
</tr>
<tr>
<td></td>
<td>Phantom stock units</td>
<td>250%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Share-based payment</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Further benefits**
- Compensation for post-contractual non-competition clause (50% of most recent remuneration)
- Clawback
- Severance cap in the event of early contract termination
- Extraordinary performance
Responsible management and long-term value creation

Holistic steering and reporting
- Sustainability aspects are structurally anchored in the corporate organization
- A combination of policies, processes, KPIs and certifications ensure that they are implemented and that we continuously improve

Environmental
- Environmental Policy
- ISO 14001, ISO 50001
- 2 initiatives: climate, circularity

Social
- Policy on Labor Practices
- Policy on Occupational Safety
- ISO 45 001 (Beijing)

Governance
- Code of Conduct I for business partners
- Anti-Corruption Code
- Complaint System
- Annual trainings
- Non-financial risk management
- ESG audits

Relevant bodies
- Compliance Organization
- Corporate Responsibility Steering Committee chaired by the CEO
- Global Regulatory Affairs Committee
### Sartorius 2025 ambition

<table>
<thead>
<tr>
<th></th>
<th>BPS</th>
<th>LPS</th>
<th>Sartorius Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue</td>
<td>~€3.8bn</td>
<td>~€1.2bn</td>
<td>~€5bn</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>~36%</td>
<td>~28%</td>
<td>~34%</td>
</tr>
</tbody>
</table>

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.
Further ESG and financial information

SRI Presentation  GRI Report 2020

Please click below for further financial information:

- Earnings Release Q1 2022
- Annual Report 2021
- Earnings Release 9M 2021
- Half-Year Report H1 2021
Contacts and Financial calendar

- **Petra Kirchhoff**
  Head of Corporate Communications & IR
  +49.551.308.1686
  petra.kirchhoff@sartorius.com

- **Petra Müller**
  Head of Investor Relations
  +49.551.308.6035
  petra.mueller2@sartorius.com

- **Mirko Koch**
  Manager Investor Relations
  +49.551.308.2402
  mirko.koch@sartorius.com

Sartorius Corporate Administration GmbH
Otto-Brenner-Straße 20
37079 Göttingen, Germany

- **July 21, 2022**
  Publication first-half 2022 Results | Göttingen

- **October 19, 2022**
  Publication nine-months 2022 Results | Göttingen