

# SARTORIUS

## Simplifying Progress

### Conference Call Acquisition of Polyplus

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# Polyplus at a glance



HQ in Strasbourg, France;  
Locations in Belgium, U.S.,  
and China



~270 employees



GMP manufacturing



Founded in 2001







## Portfolio

- Transfection as well as other DNA/RNA delivery reagents
- Plasmid DNA in high quality and GMP grade
- Key applications include production of viral vectors used in cell and gene therapies and other advanced medicinal therapeutic products

## Positioning and financials

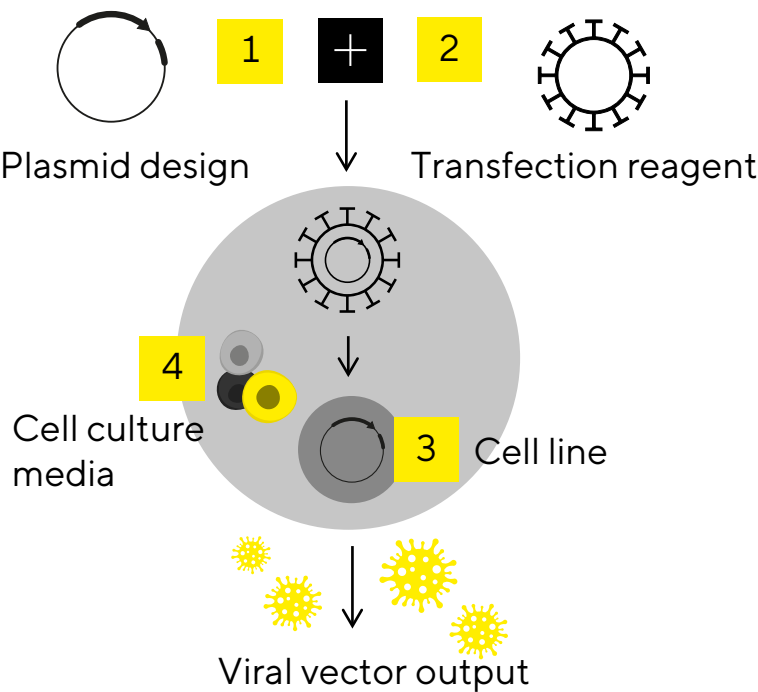
- Strongly growing and increasingly relevant end market
- Widely used products with significant win-rates and market shares
- Sales revenue 2023e in the upper double-digit million-euro range, strong growth rates
- Very substantial gross and EBITDA margins
- High share of recurring revenue, mission-critical product that is spec'd in early during the development process

# Robust innovations for each stage of the workflow

	Plasmids	Transfection		Other reagents
		PEI Pro 	FectoVIR 	
Applications	Plasmid design Plasmid production	Virus production		LNP production In-vivo RNA & DNA delivery Genome editing
Highlights	Integrated plasmid supply for viral vector production, DNA/RNA therapeutics	Transfection reagent for adherent cell culture	Transfection reagent for suspension cell culture	Novel reagents for direct delivery of nucleic acids (DNA, mRNA, oligonucleotides, siRNA)

# Transfection reagents and plasmids are critical raw materials for the production of viral vectors

## Viral vector upstream process

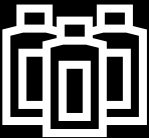



## Transfection reagents and plasmids are mission-critical

Relevant component	Impact on yield
Plasmid	Optimized plasmid design and quality / purity significantly impact yield
Transfection reagent	Match reagent to plasmid for ideal results
Cell line	Central element for upstream process
Cell culture media	Important optimization factor for the process


# Combination of portfolios creates differentiated, fully integrated, and broad workflow solution to address pain points

Polyplus` solutions for transfection and plasmids



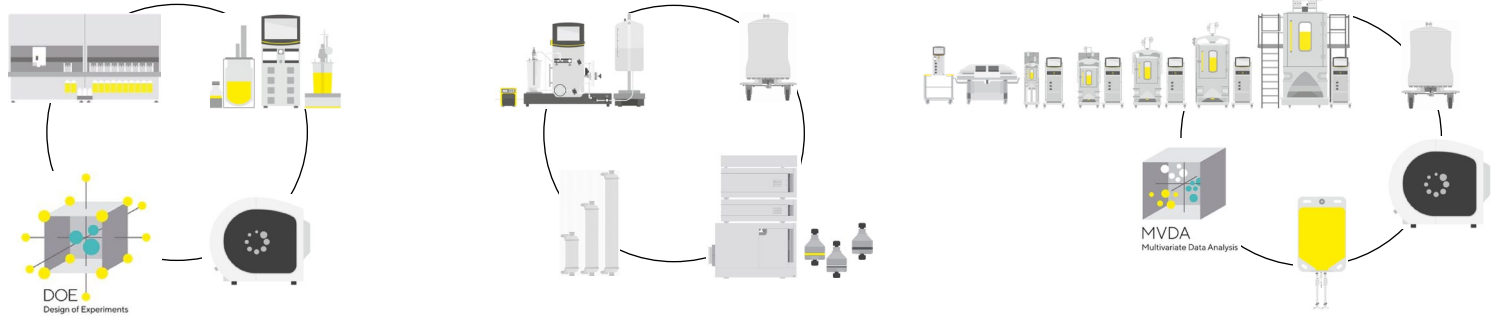


Sartorius` media, cell line and downstream capabilities





Sartorius` solutions for process development and manufacturing



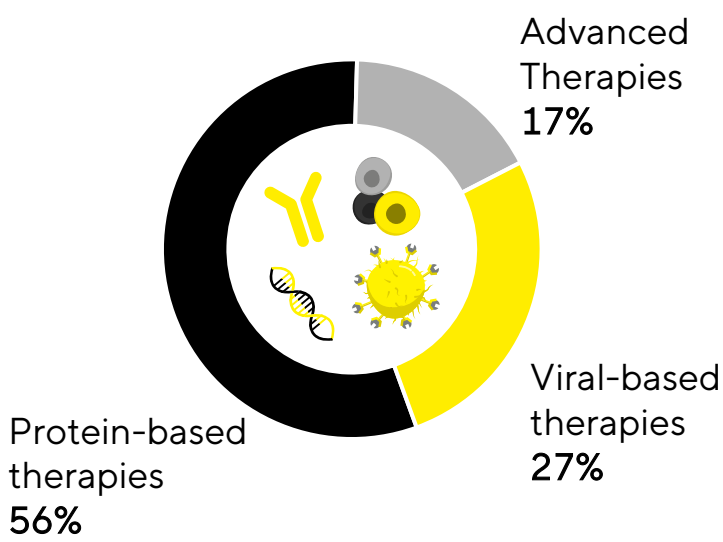
DOE  
Design of Experiments

MVDA  
Multivariate Data Analysis

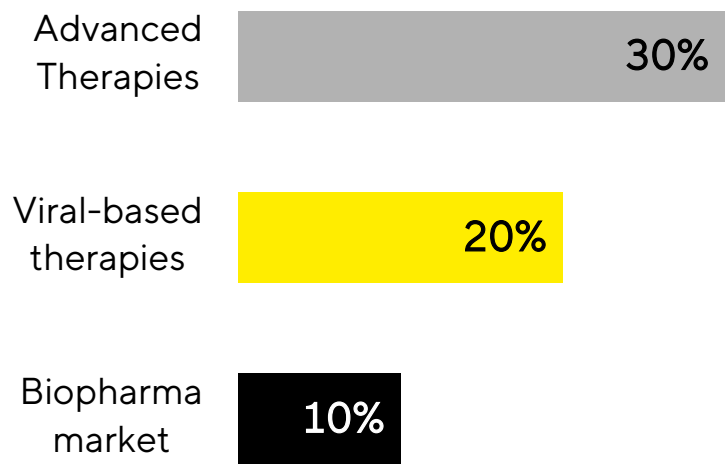


# Strengthen positioning in a high-growth segment

~45% of biopharma R&D pipeline is based on new modalities<sup>1</sup>



Viral-based and Advanced Therapies markets growing particularly fast  
CAGRs 2022-2026<sup>2</sup>



## Market dynamics

- Large and rapidly growing pipeline of gene and gene modified cell therapies as well as DNA/RNA therapeutics in development
- Maturing clinical pipelines driving significant demand for upstream process inputs and non-viral delivery reagents
- Indications with larger patient populations and expanded clinical applications of DNA/RNA beyond vaccines

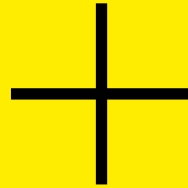
1 Source: GlobalData, November 2022; 2 Sartorius' estimates excluding Corona vaccines and therapeutics

# Significant synergy potential



## Portfolio

- Highly complementary product portfolio without overlaps
- Further enhance relevance of our portfolio for advanced therapies
- Solve key pain points



## Cross selling

- Access to customers in advanced therapies across the entire workflow
- Improve opportunities both upstream and downstream:
  - Cell culture media and media components
  - Monoliths for purification applications



## Global platform

- Complementary R&D capabilities to create innovation
- Leverage sales organization and customer reach
- Utilize global manufacturing infrastructure

# Key terms and timeline



## Purchase price

- Approx. €2.4bn



## Financing

- Bridge loan facility at Sartorius AG level for up to 2 years
- Refinancing mainly by long-term debt; depending on market conditions, a smaller portion potentially refinanced through a capital increase at Sartorius Stedim Biotech S.A.



## Conditions

- Transaction subject to customary conditions, particularly approval by regulatory authorities



## Timeline

- Closing expected during Q3 2023



## Questions & Answers



# 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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