

SARTORIUS

Simplifying Progress

Conference Call Q1 2023 Results

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Sartorius | Sartorius Stedim Biotech | April 20, 2023



Q1 2023 overview

- Demand normalization continues as expected; Q1/23 sales -13%cc below PY; w/o Covid moderate decline
- Underlying EBITDA margin at 30.1% in line with revenue; focused cost management
- No significant impact from destocking expected for H2; outlook 2023 confirmed
- Announced acquisition of Polyplus: further broadening of portfolio for Advanced Therapies



Agenda

Sartorius Group
Q1 2023 results | FY 2023 guidance

Sartorius Stedim Biotech Group
Q1 2023 results | FY 2023 guidance

Questions & Answers



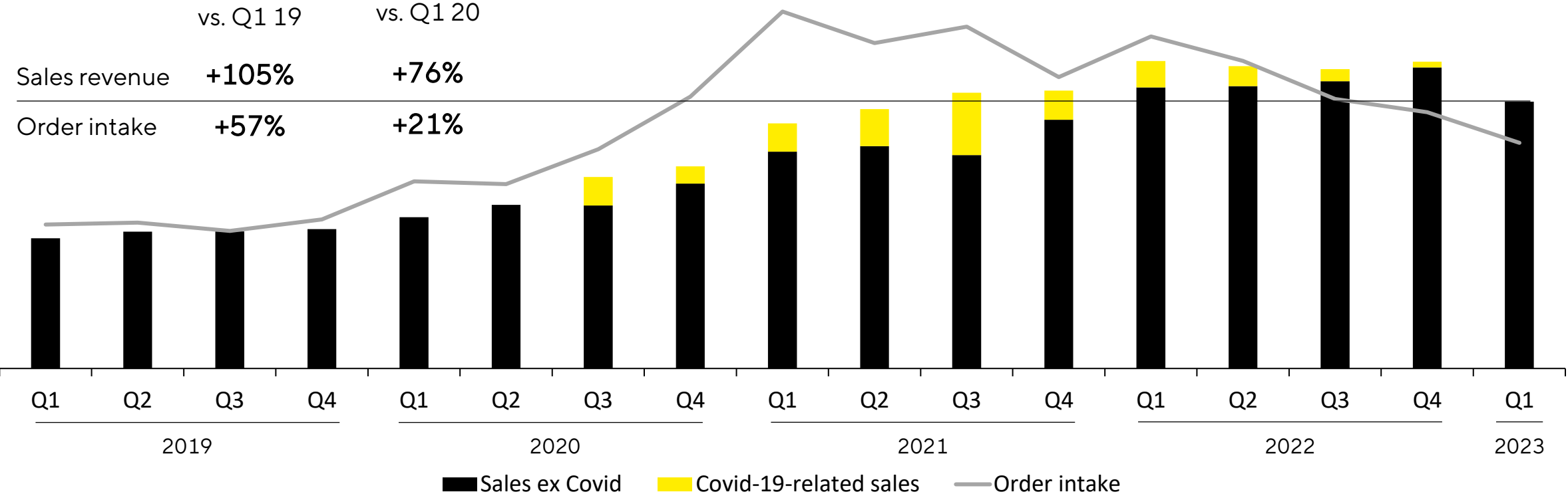
Ongoing demand normalization as expected

Sartorius Group in millions of € unless otherwise specified	Q1 2022	Q1 2023	▲ in %	▲ in % cc ¹
Sales revenue	1,025	903	-11.9	-13.2
Order intake	1,112	765	-31.2	-32.0
Underlying EBITDA ²	349	272	-22.1	
Underlying EBITDA ² margin in %	34.1	30.1	-3.9pp	
Underlying EPS ³ (ord.) in €	2.44	1.69	-30.6	
Underlying EPS ³ (pref.) in €	2.45	1.70	-30.5	

- Marginal Covid-related business; excluding this effect, sales decline in the mid single-digit percentage range
- OI strongly affected by customer destocking; normalization effect expected to fade in H2 2023
- Underlying EBITDA margin below prior year as a result of sales development and a higher cost base

Q1 2022 figures restated due to final PPA for the acquisitions of ALS Automated Lab Solutions and the Novasep Chromatography Division 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

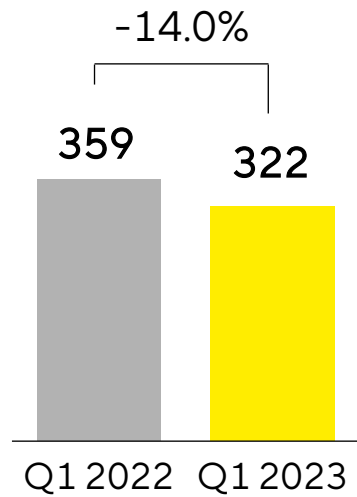
Navigating through volatility: Temporary decline in perspective



Demand normalization throughout all geographies

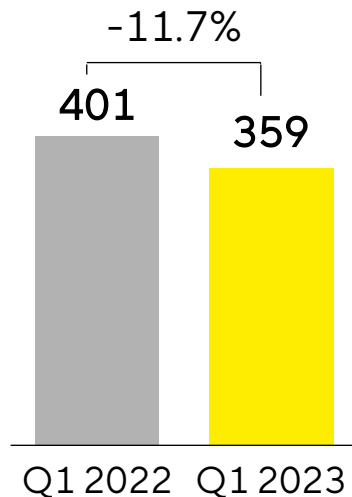
Americas

€ in millions



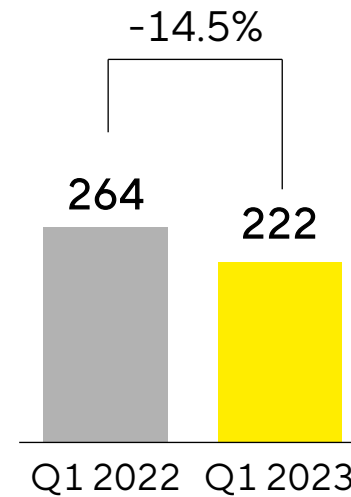
EMEA

€ in millions



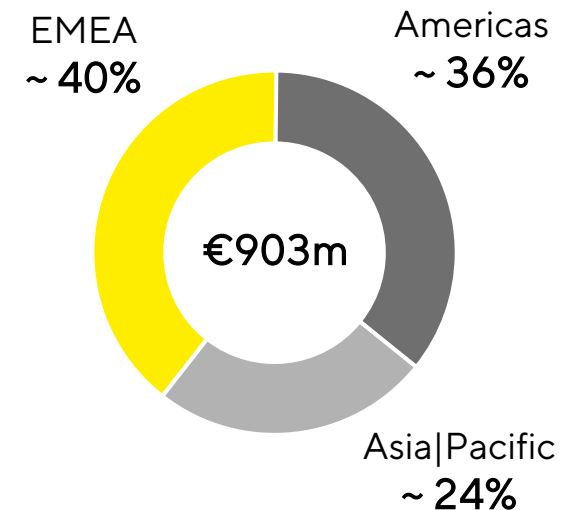
Asia|Pacific

€ in millions



Sales by Region

in %



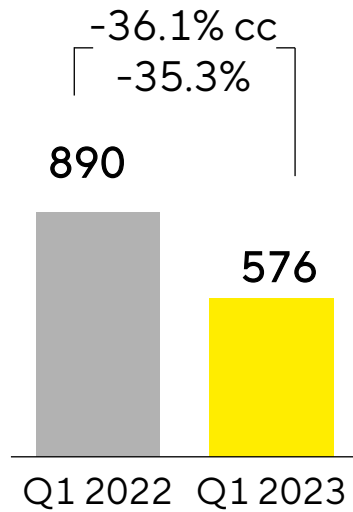
- Lower sales in the Americas in both divisions; LPS especially affected by strong comps
- EMEA with robust sales growth in LPS while BPS below very high comps; additional effects from Russia
- Asia|Pacific with strong sales growth in LPS; BPS revenue decline mainly because China business below expectations

Acc. to customers' location; growth in constant currencies

Bioprocess Solutions business below high comps

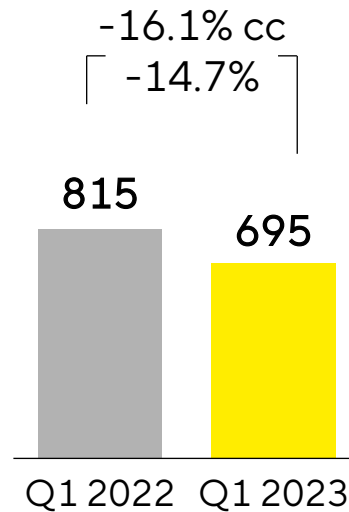
Order Intake

€ in millions



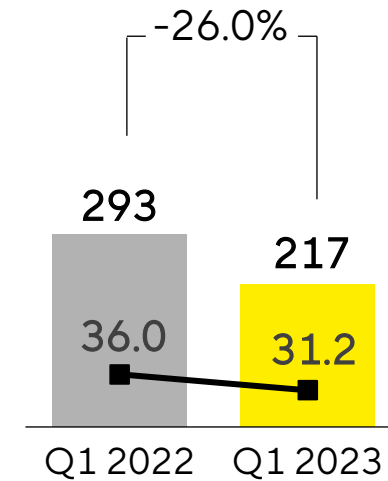
Sales Revenue

€ in millions



Underlying EBITDA & Margin

€ in millions

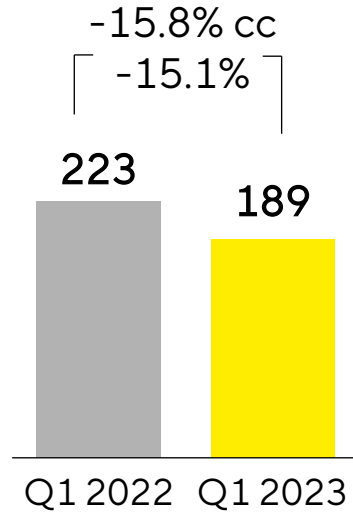


- Acquisitions contribute ~1pp to sales growth; excl. Covid, decline in sales revenue in upper single-digit percentage range
- OI considerably impacted by destocking; effect expected to fade in H2 2023
- Underlying EBITDA margin below prior year as a result of sales development and a higher cost base

Lab Products & Services' sales revenue close to high prior-year level

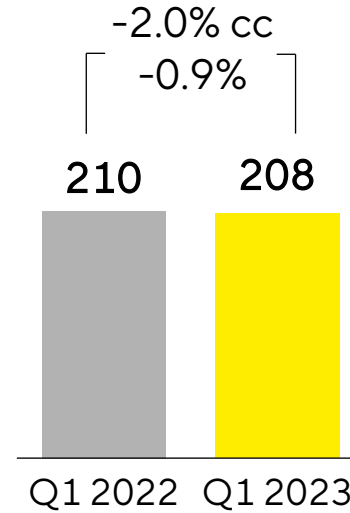
Order Intake

€ in millions



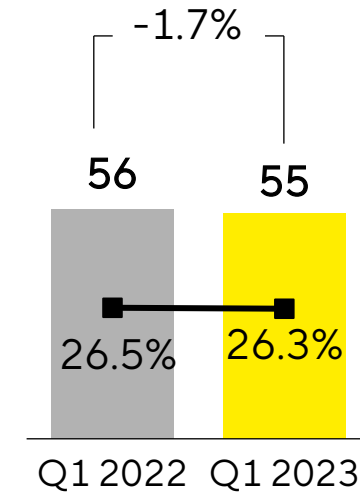
Sales Revenue

€ in millions



Underlying EBITDA & Margin

€ in millions



- Excluding Covid-related business, slight increase in sales
- OI impacted by uncertain environment, particularly for early-stage biotech companies
- Underlying EBITDA margin approximately on high previous-year level

Cash flow influenced by earnings development and CAPEX

Sartorius Group in millions of € unless otherwise specified	Q1 2022	Q1 2023	▲ in %
Underlying EBITDA	349	272	-22.1
Extraordinary items	-6	-19	-234.5
Financial result	72	-12	n.m.
Underlying net profit ^{1,2}	167	116	-30.5
Reported net profit ²	206	93	-54.7
Operating cash flow	193	202	+4.9
Investing cash flow ³	-164	-137	+16.3
CAPEX ratio (in %)	9.4	15.0	+5.6pp

- Extraordinary items driven by structuring measures, integrations, corporate projects and smaller one-offs
- Financial result influenced by valuation of BIA Separation's earn-out liability
- Investing cash flow reflects substantial CAPEX program; previous year impacted by acquisitions of ALS and Novasep Chromatography Division

Q1 2022 figures restated due to final PPA for the acquisitions of ALS Automated Lab Solutions and the Novasep Chromatography Division 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

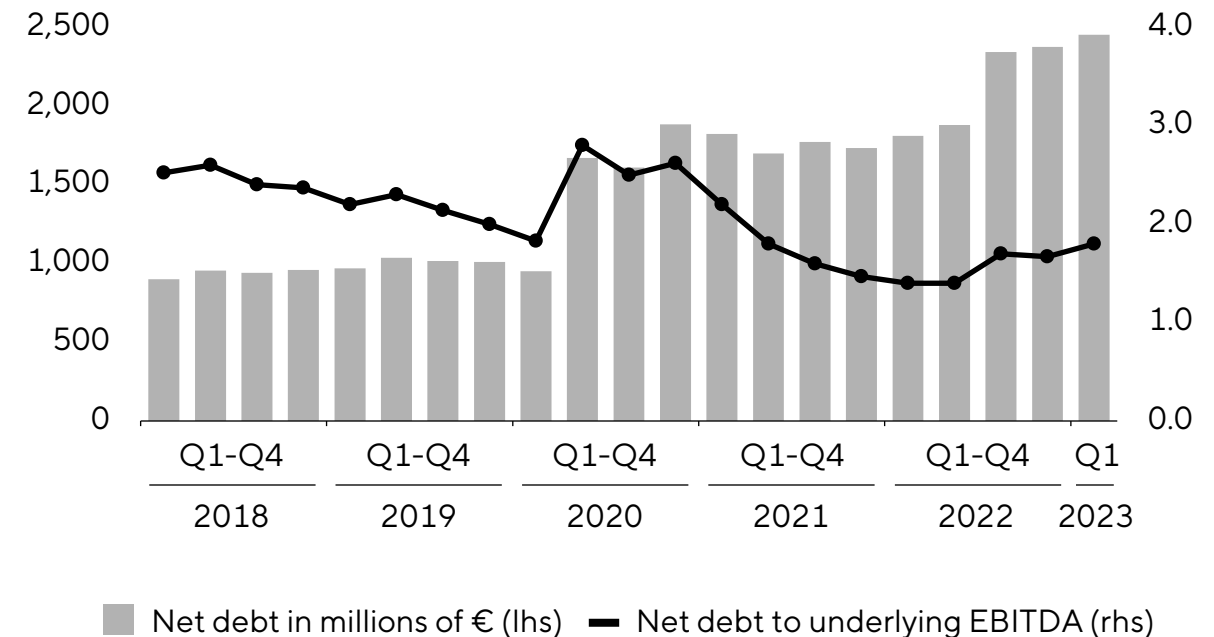
Very sound balance sheet and financial KPI

Key Financial Indicators

Sartorius Group	Dec. 31, 2022	March 31, 2023
Equity ratio in %	38.1	36.7
Net debt in millions of €	2,375	2,452
Net debt underlying EBITDA ¹	1.7	1.8

¹ Includes underlying pro forma EBITDA of acquisitions completed in 2022

Net Debt and Net Debt to Underlying EBITDA



Outlook 2023 confirmed

Guidance 2023 ¹	Sales revenue growth (in %)	Underlying EBITDA margin
Sartorius Group	Low single-digit	Around prior-year level
excluding Covid-related business thereof from acquisitions	High single-digit ~1pp	
Bioprocess Solutions	Low single-digit	Around prior-year level
excluding Covid-related business thereof from acquisitions	High single-digit ~1pp	
Lab Products & Services	Mid single-digit	Around prior-year level
excluding Covid-related business	High single-digit	

- Covid-related business expected to be marginal
- Margin targets include expenses for reduction of CO₂ emission intensity of around 1% of sales
- CAPEX ratio expected at around 12.5%
- Net debt to underlying EBITDA anticipated at around 1.5

¹ In constant currencies

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Questions & Answers



Announced acquisition of Polyplus – closing expected in Q3 2023



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



~270 employees



GMP manufacturing



Founded 2001



Sales 2023e: upper double-digit
million-euro range, highly profitable



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

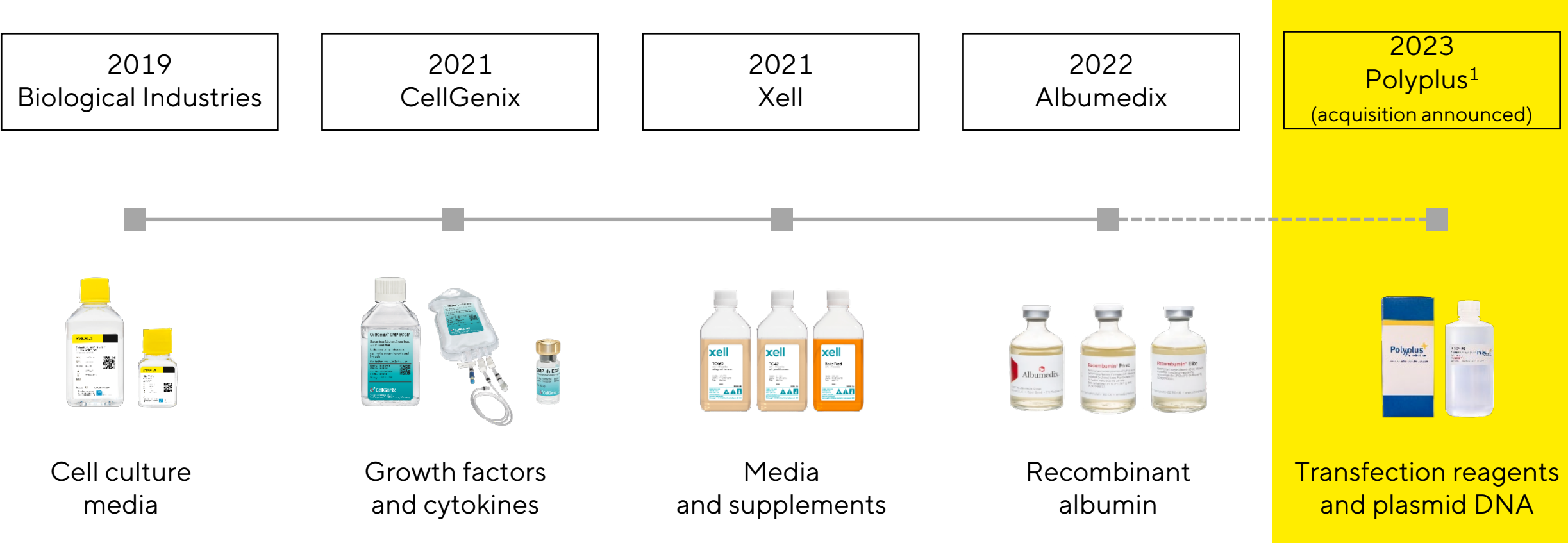
Strategic rationale

- Highly complementary portfolio with significant synergy potential upstream and downstream
- Access to customers in advanced therapies across the entire workflow
- Strongly growing and increasingly relevant end market

Purchase price & financing

- ~ 2.4bn euros
- Bridge loan facility for up to 2 years; refinancing mainly by long-term debt; smaller portion potentially through capital increase at Sartorius Stedim Biotech S.A.

Further enhance relevance of portfolio for advanced therapies



¹ Closing expected in Q3 2023; subject to approval by regulatory authorities

Ongoing demand normalization as expected

Sartorius Stedim Biotech Group in millions of € unless otherwise specified	Q1 2022	Q1 2023	▲ in %	▲ in % cc ¹
Sales revenue	862	726	-15.8	-17.2
Order intake	950	601	-36.7	-37.5
Underlying EBITDA ²	304	220	-27.5	
Underlying EBITDA ² margin in %	35.2	30.3	-4.9pp	
Underlying EPS ³ in €	2.21	1.43	-35.4	

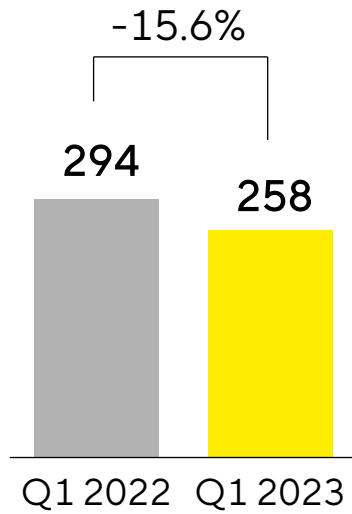
- Acquisitions contribute ~1pp to sales growth; marginal Covid-related business; excluding this effect, sales decline in the upper single-digit percentage range
- OI strongly affected by customer destocking; normalization effect expected to fade in H2 2023
- Underlying EBITDA margin below prior year as a result of sales development and a higher cost base

Q1 2022 figures restated due to final PPA for the acquisition the Novasep Chromatography Division 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

Demand normalization throughout all geographies

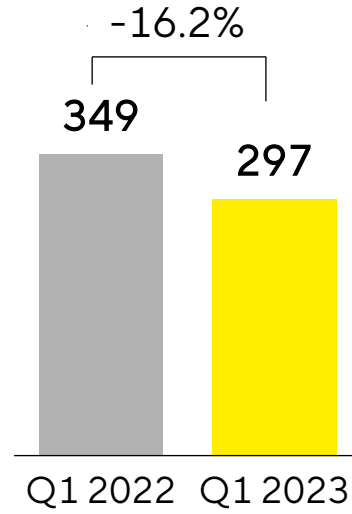
Americas

€ in millions



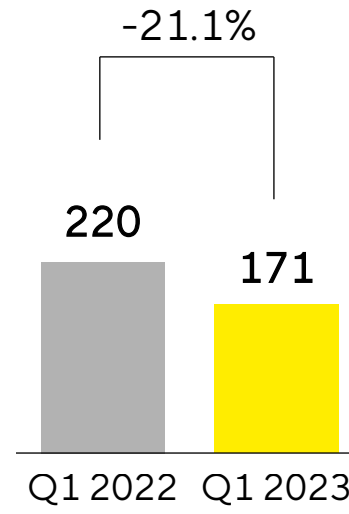
EMEA

€ in millions



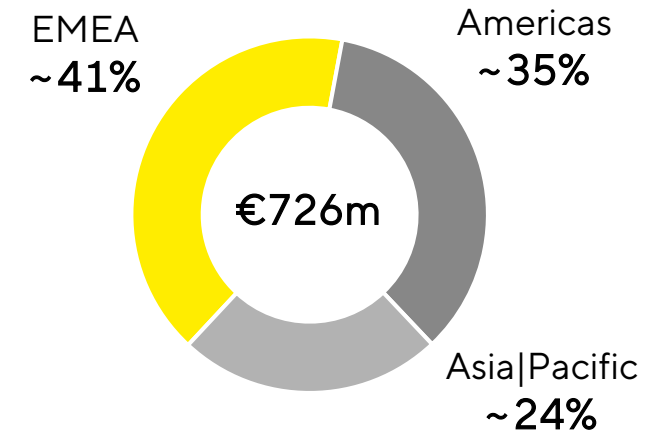
Asia|Pacific

€ in millions



Sales by Region

in %



- Decline in sales in the Americas driven by destocking
- EMEA below very high comps; additional effects from Russia
- Decline in Asia|Pacific mainly because China business below expectations

Acc. to customers' location; growth in constant currencies

Cash flow influenced by earnings development and CAPEX

Sartorius Stedim Biotech Group in millions of € unless otherwise specified	Q1 2022	Q1 2023	▲ in %
Underlying EBITDA	304	220	-27.5
Extraordinary items	-2	-18	-861.2
Financial result	77	-5	n.m.
Underlying net profit ^{1,2}	203	131	-35.4
Reported net profit ²	270	111	-58.9
Operating cash flow	172	166	-3.5
Investing cash flow ³	-122	-116	+5.3
CAPEX ratio (in %)	8.9	16.0	+7.0pp

- Extraordinary items driven by structuring measures, integrations, corporate projects and smaller one-offs
- Financial result influenced by valuation of BIA Separation's earn-out liability
- Investing cash flow reflects substantial CAPEX program; previous year impacted by acquisition of Novasep Chromatography Division

Q1 2022 figures restated due to final PPA for the acquisition the Novasep Chromatography Division 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

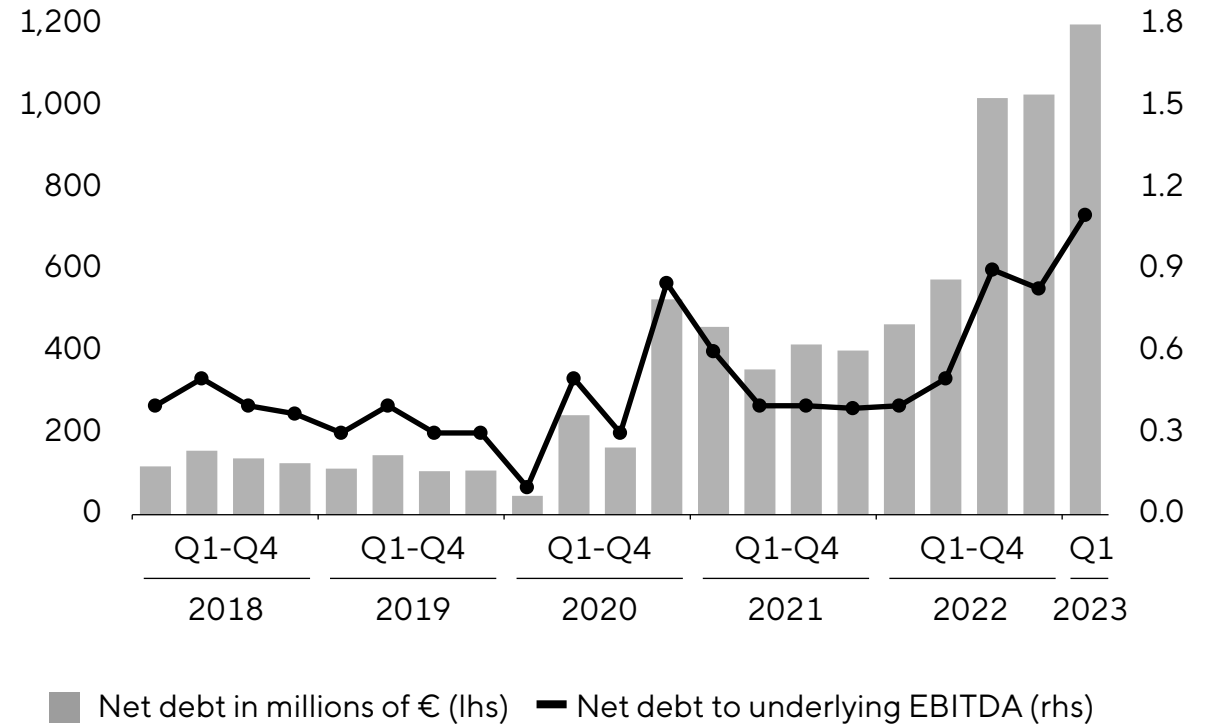
Very sound balance sheet and financial KPI

Key Financial Indicators

Sartorius Stedim Biotech Group	Dec. 31, 2022	March 31, 2022
Equity ratio in %	49.6	48.2
Net debt in millions of €	1,029	1,213
Net debt underlying EBITDA ¹	0.8	1.1

¹ Includes underlying pro forma EBITDA of acquisitions completed in 2022

Net Debt and Net Debt to Underlying EBITDA



Outlook 2023 confirmed

Guidance 2023 ¹	Sales revenue growth (in %)	Underlying EBITDA margin
Sartorius Stedim Biotech Group	Low single-digit	Around prior-year level
excluding Covid-related business thereof from acquisitions	Mid to high single-digit ~1pp	

- Covid-related business expected to become marginal
- Margin target includes expenses for reduction of CO₂ emission intensity of approx. 1% of sales
- CAPEX ratio expected at around 12.5%
- Net debt to underlying EBITDA anticipated at around 0.5

¹ In constant currencies

Questions & Answers



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 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.
