

# SARTORIUS

## Simplifying Progress

### Conference Call H1 2023 Results

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Sartorius | Sartorius Stedim Biotech | July 21, 2023



# H1 2023 overview

- Temporary weak demand continued throughout Q2; customers signal re-ordering to start from late Q3 onwards
- Underlying EBITDA margin at robust level of ~30%; cost containment measures in place, managing delivery ability remains key
- Revised outlook 2023 confirmed
- Polyplus acquisition closed; start of integration; bond issuance in preparation





# Agenda

Sartorius Group  
H1 2023 results | FY 2023 guidance

Sartorius Stedim Biotech Group  
H1 2023 results | FY 2023 guidance

Questions & Answers



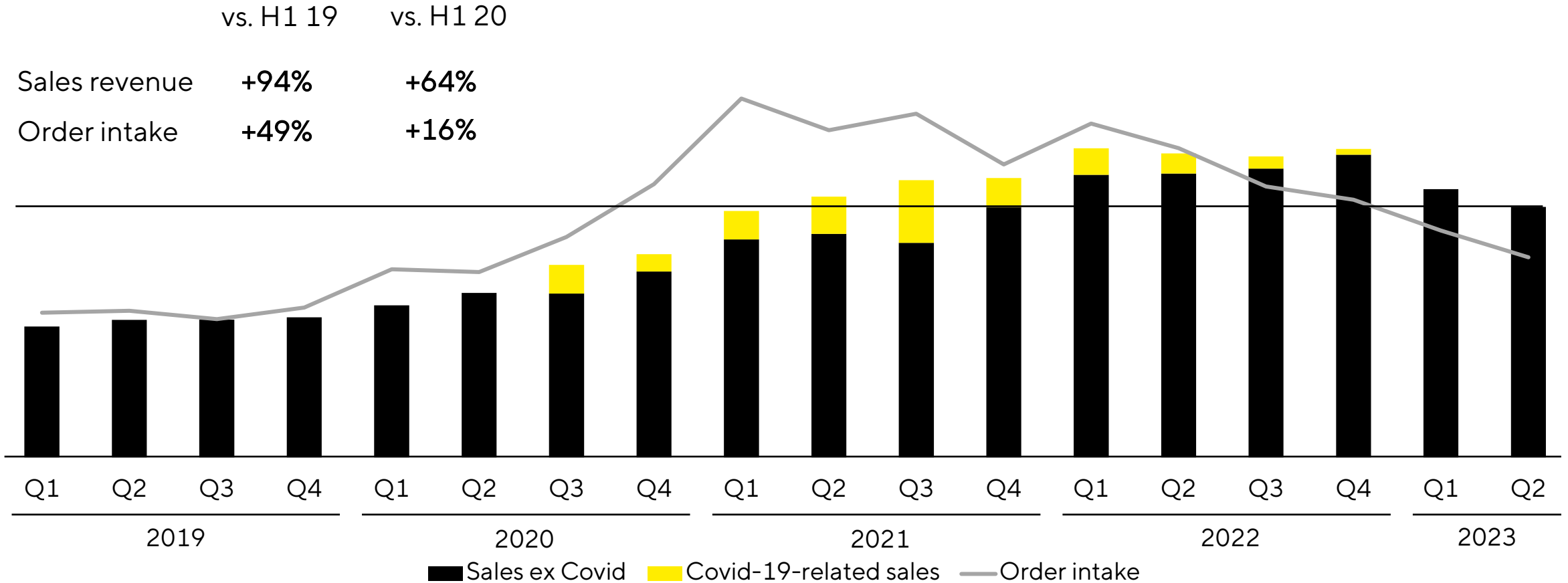
# Expected soft top line development; margin remains on robust level

<b>Sartorius Group</b> in millions of € unless otherwise specified	H1 2022	H1 2023	▲ in %	▲ in % cc <sup>1</sup>
Sales revenue	2,060	1,735	-15.8	-15.4
Order intake	2,169	1,450	-33.2	-32.7
Underlying EBITDA <sup>2</sup>	697	517	-25.9	
Underlying EBITDA <sup>2</sup> margin in %	33.9	29.8	-4.1pp	
Underlying EPS <sup>3</sup> (ord.) in €	4.88	2.95	-39.4	
Underlying EPS <sup>3</sup> (pref.) in €	4.89	2.96	-39.3	

- Marginal Covid-related business; excluding this effect, sales decline in the upper single-digit percentage range
- OI strongly affected by destocking and low investment activities of customers
- Underlying EBITDA margin in line with expectations and on a decent level considering lower volumes

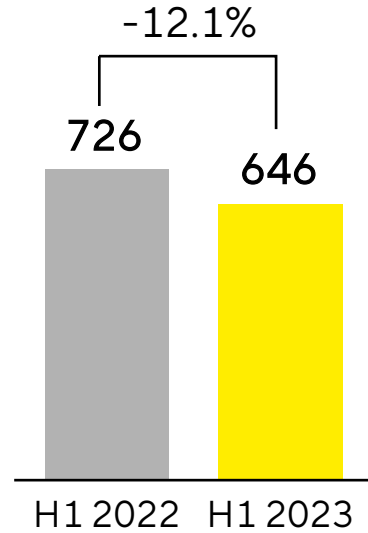
1 Constant currencies 2 Underlying = excluding extraordinary items 3 Underlying EPS = based on net profit after non-controlling interest; adjusted for extraordinary items as well as amortization and based on a normalized financial result and normalized tax rate

# Navigating through volatility: Temporary decline in perspective

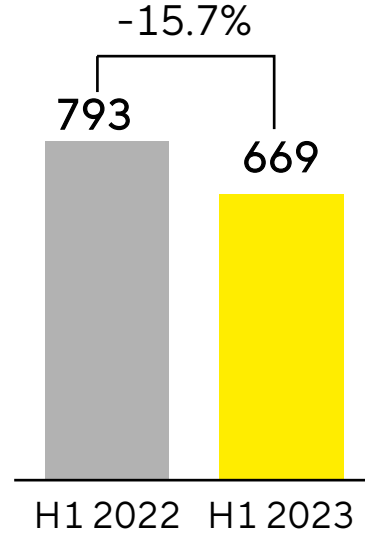


# All regions influenced by destocking and low investment activities

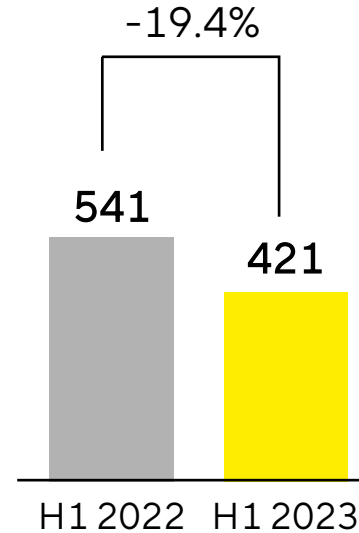
**Americas**  
€ in millions



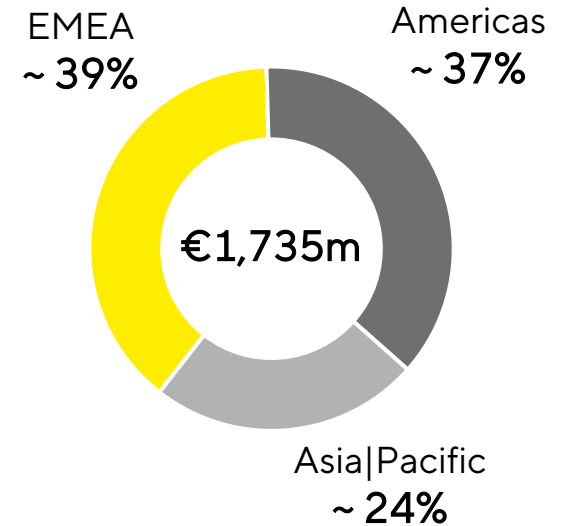
**EMEA**  
€ in millions



**Asia|Pacific**  
€ in millions



**Sales by region**  
in %



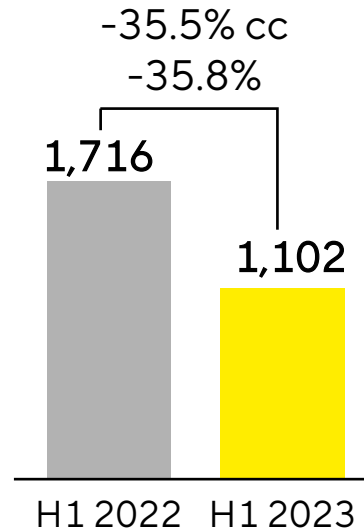
- Lower sales in the Americas in both divisions; LPS especially affected by strong comps
- EMEA with stable sales in LPS, BPS below very high comps; Russia influenced top line by ~ 4pp
- Asia|Pacific with slight sales decline in LPS, BPS revenue decreased mainly due to soft China business

Acc. to customers' location; growth in constant currencies

# Temporary soft market environment for Bioprocess Solutions

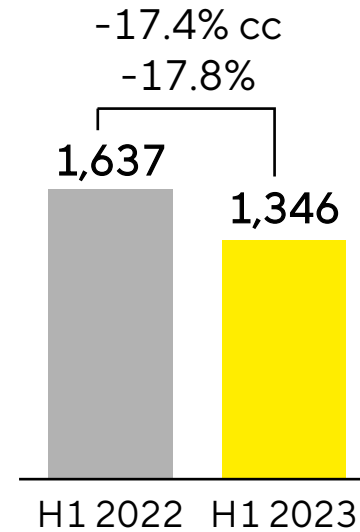
## Order intake

€ in millions



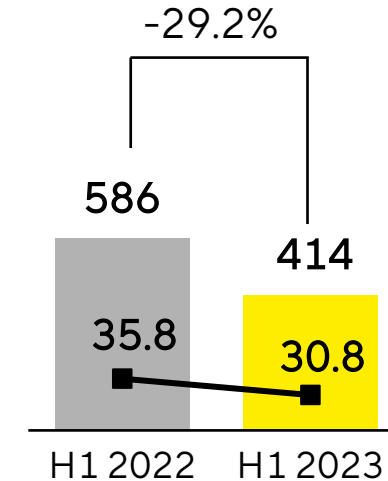
## Sales revenue

€ in millions



## Underlying EBITDA & margin

€ in millions

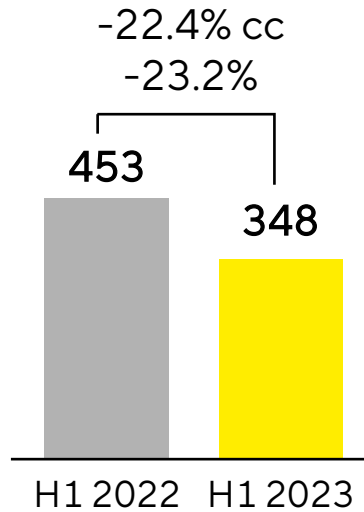


- Acquisitions contribute ~1pp to sales growth; excl. Covid, decline in sales revenue in upper single-digit percentage range
- OI very significantly impacted by destocking and low investment activities of customers
- Underlying EBITDA margin in line with expectations and on healthy level considering lower volumes

# Lab Products & Services with robust results in a challenging market

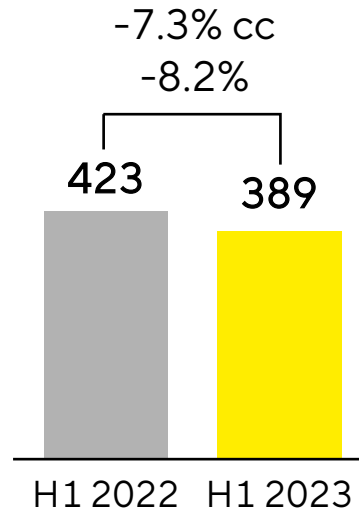
## Order intake

€ in millions



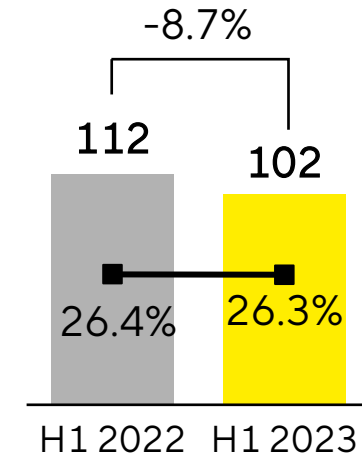
## Sales revenue

€ in millions



## Underlying EBITDA & margin

€ in millions



- Excluding Covid-related business, decline in sales revenue in mid single-digit percentage range
- OI impacted by omission of business related to components for corona testing and overall weaker markets, particularly for early-stage biotech companies
- Underlying EBITDA margin stable on high prior-year level



# Cash flow influenced by working capital development and CAPEX

<b>Sartorius Group</b> in millions of € unless otherwise specified	H1 2022	H1 2023	▲ in %
Underlying EBITDA	697	517	-25.9
Extraordinary items	-12	-61	> -100
Financial result	93	19	-79.4
Underlying net profit <sup>1,2</sup>	334	202	-39.4
Reported net profit <sup>2</sup>	371	188	-49.4
Operating cash flow	290	363	+24.9
Investing cash flow <sup>3</sup>	-294	-327	-10.9
CAPEX ratio (in %)	10.7	17.3	+6.6pp

- Extraordinary items driven by acquisitions and integrations, structuring measures and corporate projects
- Financial result influenced by non cash-relevant valuation of BIA Separation's earn-out liability
- Operating cash flow increase driven by working capital optimization and lower tax payments
- Investing cash flow reflects substantial CAPEX program

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

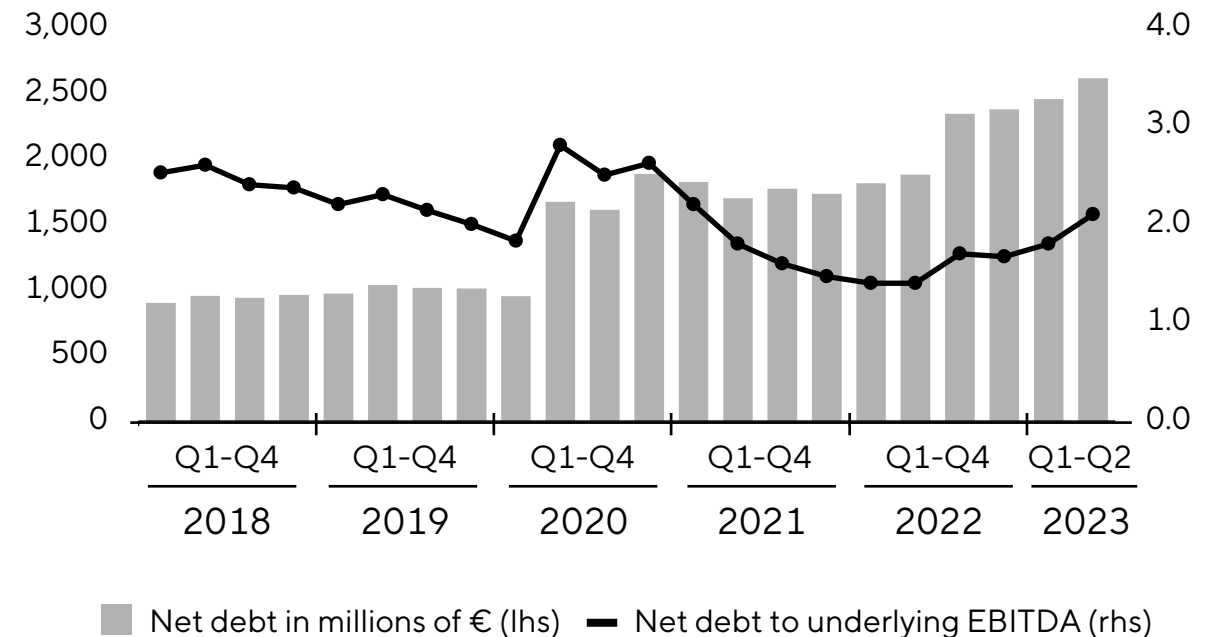
# Sound balance sheet and financial KPI

## Key financial indicators

Sartorius Group	Dec. 31, 2022	June 30, 2023
Equity ratio in %	38.1	38.4
Net debt in millions of €	2,375	2,611
Net debt   underlying EBITDA <sup>1</sup>	1.7	2.1

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

## Net debt and net debt to underlying EBITDA



# 2023 P&L outlook confirmed as revised in June

Guidance 2023 <sup>1</sup>	Sales revenue development (in %)	Underlying EBITDA margin
<b>Sartorius Group</b>	<b>Low to mid-teens decline</b>	<b>~30%</b>
excluding Covid-related business thereof from acquisitions	Mid- to high-single digit decline ~2pp <sup>2</sup>	
<b>Bioprocess Solutions</b>	<b>Low to mid-teens decline</b>	<b>~31%</b>
excluding Covid-related business thereof from acquisitions	High single-digit to low teens decline ~2pp <sup>2</sup>	
<b>Lab Products &amp; Services</b>	<b>Low single-digit decline to stable</b>	<b>~26%</b>
excluding Covid-related business	Low- single-digit decline to low single-digit growth	

- Polyplus included since July 18; expected to contribute ~1pp sales revenue growth; no impact on outlook bandwidth
- Covid-related business expected to be marginal
- Margin targets include expenses for reduction of CO<sub>2</sub> emission intensity of around 1% of sales
- CAPEX ratio expected at ~15%
- Net debt to underlying EBITDA anticipated slightly above 4<sup>2</sup>

1 In constant currencies 2 Including Polyplus acquisition

# Agenda





Sartorius Group  
H1 2023 results | FY 2023 guidance

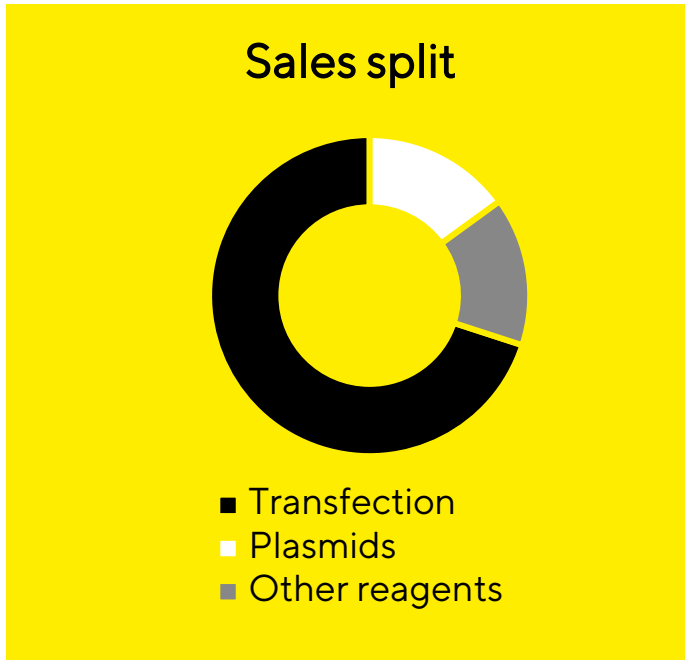
Sartorius Stedim Biotech Group  
H1 2023 results | FY 2023 guidance

Questions & Answers



# Polyplus acquisition closed

		Portfolio	
 <p>HQ in Strasbourg, France; sites in Belgium, USA, China ~270 employees GMP manufacturing Founded 2001</p>	 <p>PEI Pro      FectoVIR</p>	<p>Transfection reagents</p>	
	 <p>e-Zyvec<sup>+</sup> <i>Tailor-made plasmids by Polyplus</i></p> <p>Xpress Biologics</p>	<p>Plasmids Plasmid design Plasmid production</p>	
	 <p>Polyplus<sup>+</sup> <i>the delivery experts</i></p> <p>polyplus<sup>+</sup> DNA Transfection Reagent 200 µl # 101-4001 (4 x 1 ml) 100 µl # 101-4002 (4 x 1 ml) 50 µl # 101-4003 (4 x 1 ml) 10 µl # 101-4004 (4 x 1 ml)</p>	<p>Other reagents LNP production In-vivo RNA &amp; DNA delivery Genome editing</p>	

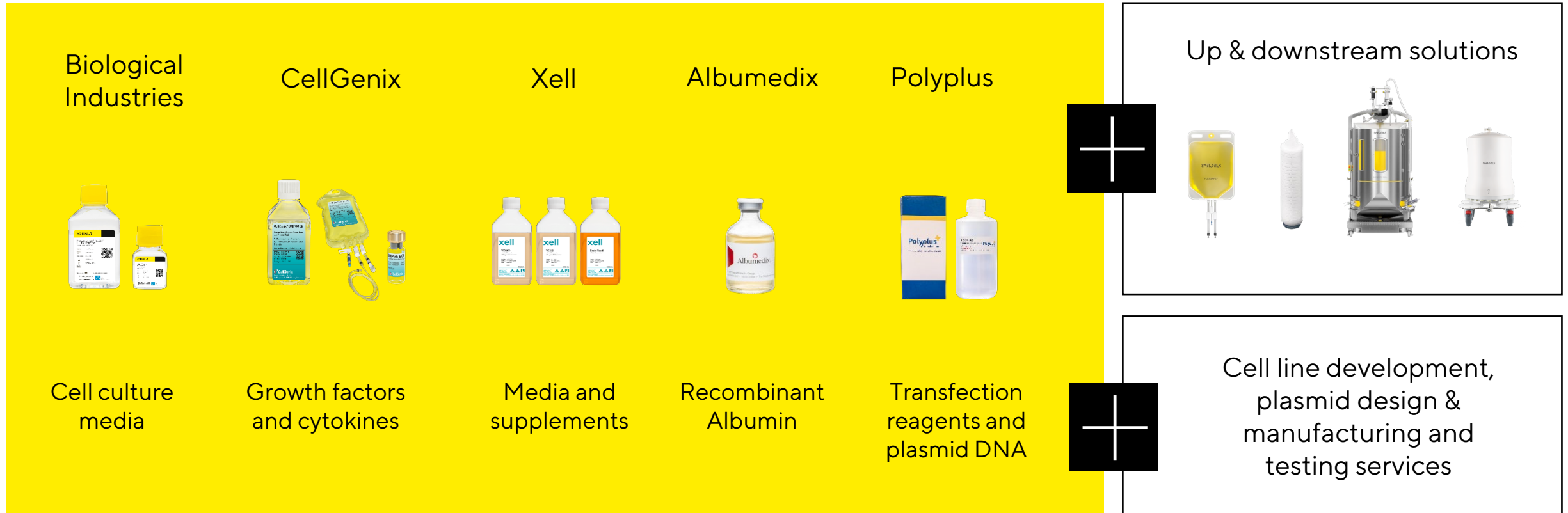


### Profitability

Significantly above BPS margin



# Unique combined portfolio for cell & gene therapies (CGT)



# A high-growth, increasingly relevant market segment

~30% of biopharma pipeline is focusing on CGT<sup>1</sup>

Other biologics  
~70%



CGT  
~30%

**>6,000**  
CGT candidates in development<sup>2</sup>

Number of commercial processes is expanding rapidly

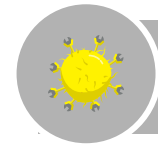
**~60**  
approved CGT globally<sup>1</sup>

**~10-20**  
CGT approvals expected p.a. by 2025<sup>2</sup>

Polyplus spec'd into  
**significant portion**  
of approved & pipeline CGT

Strong growth projections  
CAGRs 2022-2026<sup>3</sup>

Cell therapy



~30%

Gene therapy



~20%

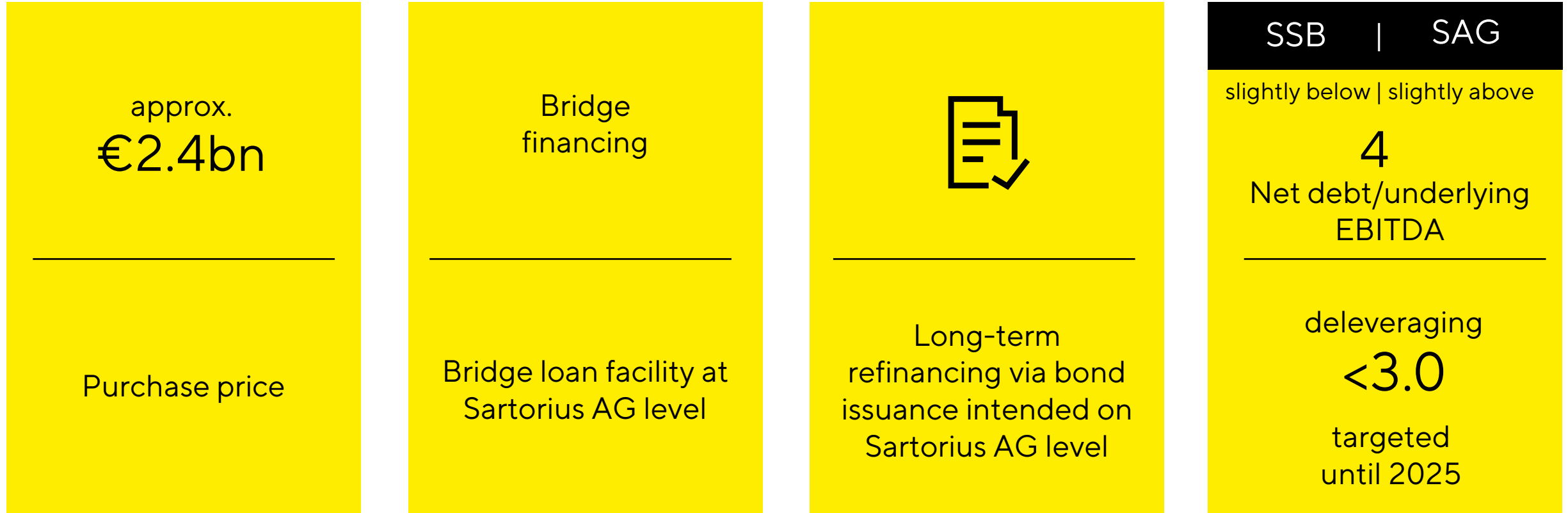
Biopharma market



~10%

1 Source: GlobalData, July 2023 2 FDA 3 Sartorius' estimates excluding Corona vaccines and therapeutics

# Financial transaction terms



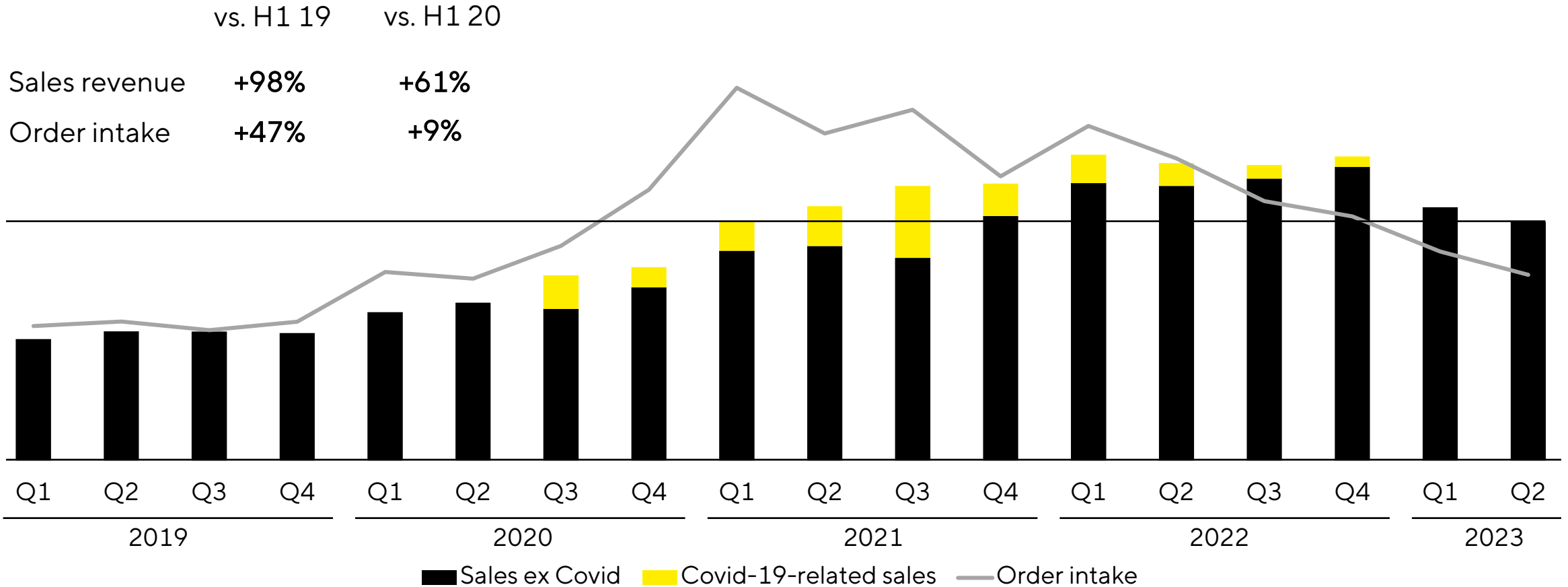
# Expected soft top-line development; margin remains on robust level

Sartorius Stedim Biotech Group in millions of € unless otherwise specified	H1 2022	H1 2023	▲ in %	▲ in % cc <sup>1</sup>
Sales revenue	1,724	1,402	-18.7	-18.5
Order intake	1,827	1,142	-37.5	-37.2
Underlying EBITDA <sup>2</sup>	607	416	-31.5	
Underlying EBITDA <sup>2</sup> margin in %	35.2	29.7	-5.5pp	
Underlying EPS <sup>3</sup> in €	4.40	2.62	-40.4	

- Acquisitions contribute ~1pp to sales growth; excl. Covid, decline in sales revenue slightly above 10%
- OI considerably impacted by destocking and low investment activities of customers
- Underlying EBITDA margin in line with expectations and on a decent level considering lower volumes

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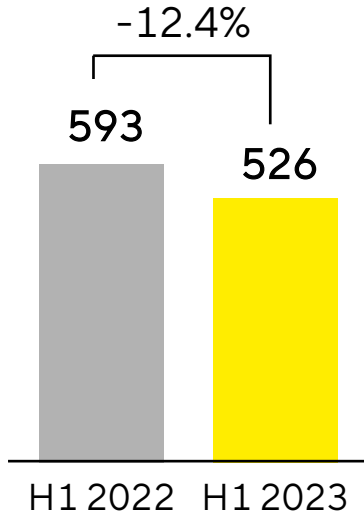
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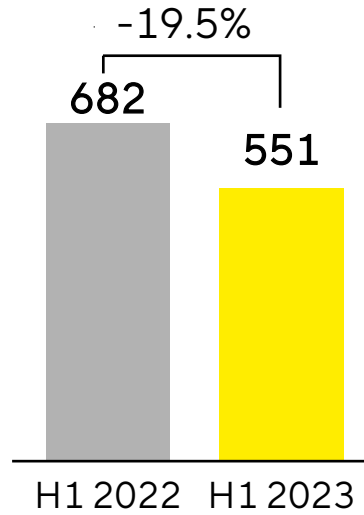


# All regions influenced by destocking and low investment activities

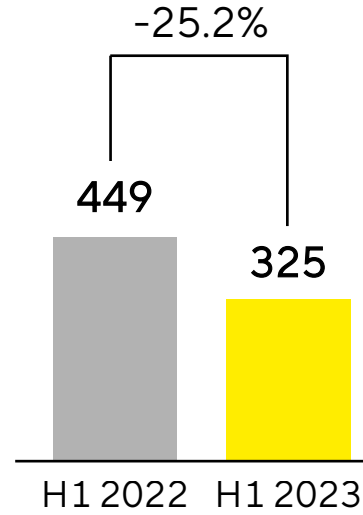
**Americas**  
€ in millions



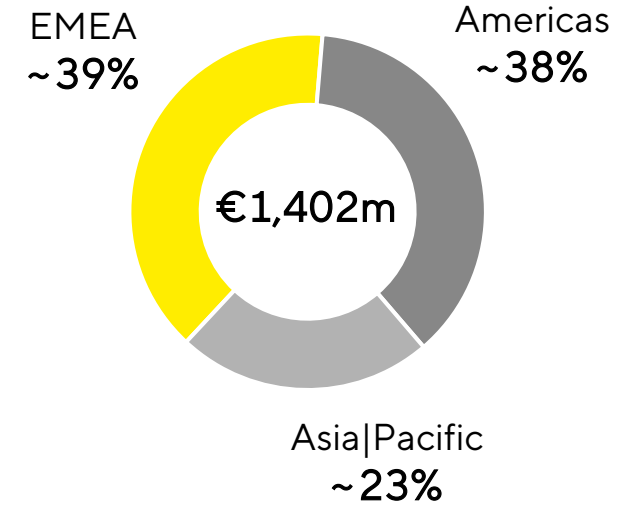
**EMEA**  
€ in millions



**Asia|Pacific**  
€ in millions



**Sales by region**  
in %



- Decline in sales in the Americas driven by destocking
- EMEA below very high comps; Russia influenced top line by close to 5pp
- Asia|Pacific revenue decreased mainly due to soft China business

Acc. to customers' location; growth in constant currencies

# Cash flow influenced by working capital development and CAPEX

<b>Sartorius Stedim Biotech Group</b> in millions of € unless otherwise specified	H1 2022	H1 2023	▲ in %
Underlying EBITDA	607	<b>416</b>	-31.5
Extraordinary items	-5	<b>-50</b>	> -100
Financial result	102	<b>41</b>	-60.1
Underlying net profit <sup>1,2</sup>	405	<b>242</b>	-40.4
Reported net profit <sup>2</sup>	485	<b>244</b>	-49.6
Operating cash flow	250	<b>312</b>	+25.0
Investing cash flow <sup>3</sup>	-225	<b>-285</b>	-26.6
CAPEX ratio (in %)	10.4	<b>18.7</b>	+8.3pp

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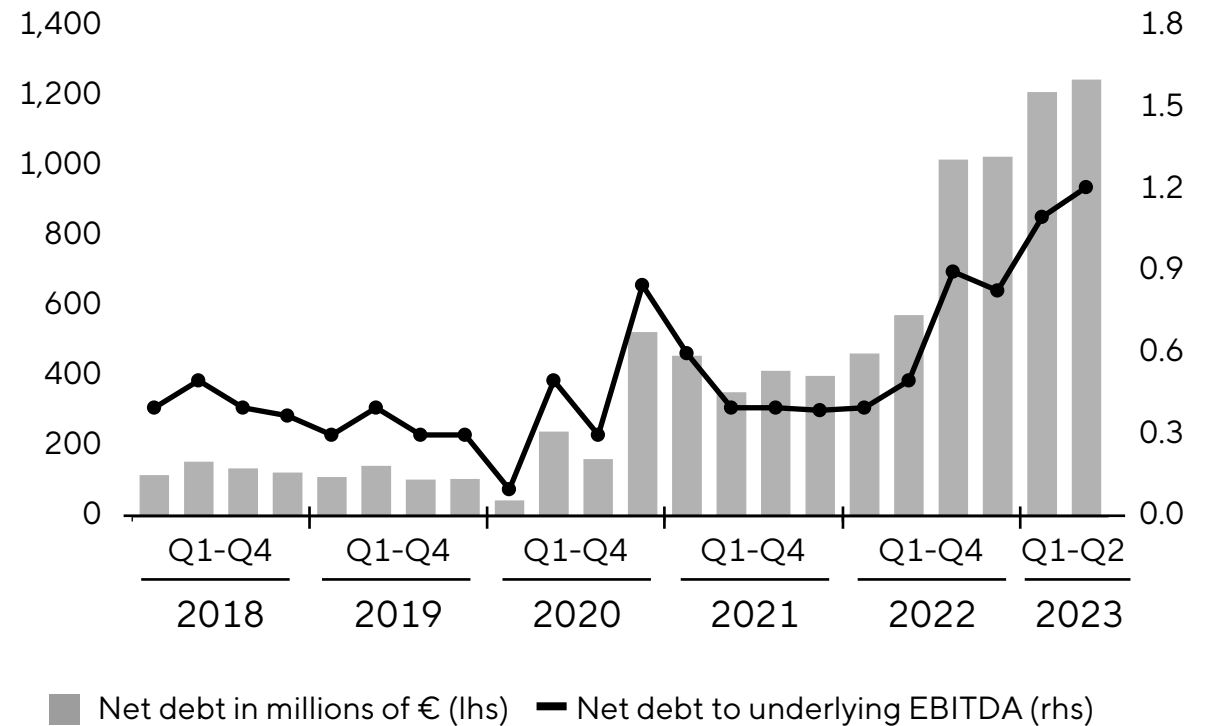
# Sound balance sheet and financial KPI

## Key financial indicators

Sartorius Stedim Biotech Group	Dec. 31, 2022	June 30, 2023
Equity ratio in %	49.6	<b>50.2</b>
Net debt in millions of €	1,029	<b>1,248</b>
Net debt   underlying EBITDA <sup>1</sup>	0.8	<b>1.2</b>

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

## Net debt and net debt to underlying EBITDA



# 2023 P&L outlook confirmed as revised in June

Guidance 2023 <sup>1</sup>	Sales revenue development (in%)	Underlying EBITDA margin
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- CAPEX ratio expected at ~15%
- Net debt to underlying EBITDA anticipated at slightly below 4<sup>2</sup>

1 In constant currencies 2 Including Polyplus acquisition

# 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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