

Company profile

Sartorius is a leading international partner for the biopharma sector. Our solutions are supporting our customers to develop and produce drugs safely, timely and economically. Founded in 1870, Sartorius currently employs around 14,800 people in more than 30 countries. Its operational business is subdivided into two divisions: Bioprocess Solutions and Lab Products & Services.

Investment Highlights

- 1. Clear focus on the attractive biopharma sector
- 2. Long-term growth drivers and significant market entrance barriers
- 3. Market leading position in key technologies and recognized brand
- 4. High share of recurring revenue as well as diversified earnings base
- 5. Proven track record with alliances and acquisitions; strong presence in growth regions

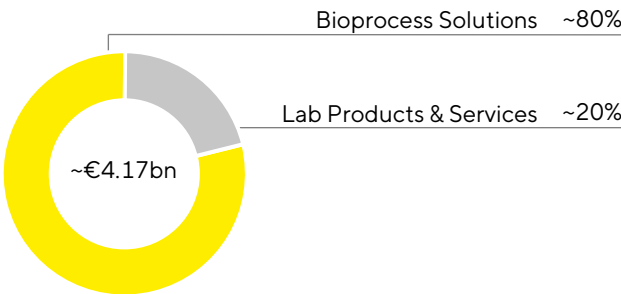
Key Figures

in millions of € unless otherwise specified

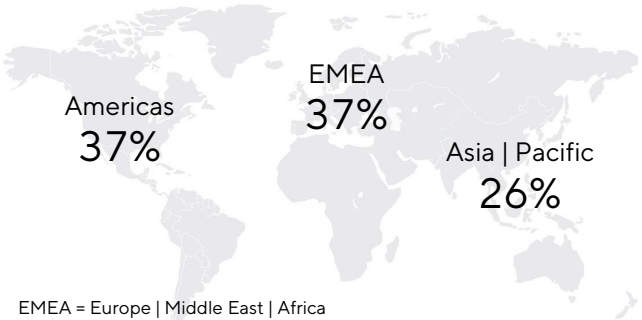
	9M 2023	Δ in %	9M 2022 ¹	FY 2022	FY 2021	FY 2020
Sales revenue (%Δ in const. fx)	2,545.9	-16.4	3,112.9	4,174.7	3,449.2	2,335.7
Order intake (%Δ in const. fx)	2,200.9	-27.9	3,121.1	4,007.3	4,267.9	2,836.3
Underlying EBITDA ²	733.4	-30.3	1,051.5	1,410.4	1,175.0	692.2
Underlying EBITDA margin ² in %	28.8	-5pp	33.8	33.8	34.1	29.6
Relevant net profit ³	273.9	-45.3	501.2	655.4	553.4	299.3
Underlying EPS per ordinary share ³ in €	4.00	-45.4	7.32	9.57	8.08	4.37
Underlying EPS per preference share ³ in €	4.01	-45.3	7.33	9.58	8.09	4.38
Equity ratio in %	27.6	-7.7pp	35.3	38.1	30.2	30.8
Net debt to underlying EBITDA ⁴	4.5		1.7	1.7	1.5	2.6

1 Slightly restated due to finalization of the purchase price allocation for the acquisition of Alburnedix Ltd
2 Relevant / underlying EBITDA: earnings before interest, taxes, depreciation and amortization and adjusted for extraordinary items
3 After non-controlling interest, adjusted for extraordinary items as well as amortization, and based on a normalized financial result and the normalized tax rate
4 Ratio of net debt to underlying EBITDA of the past twelve months including the pro forma contribution of acquisitions for this period

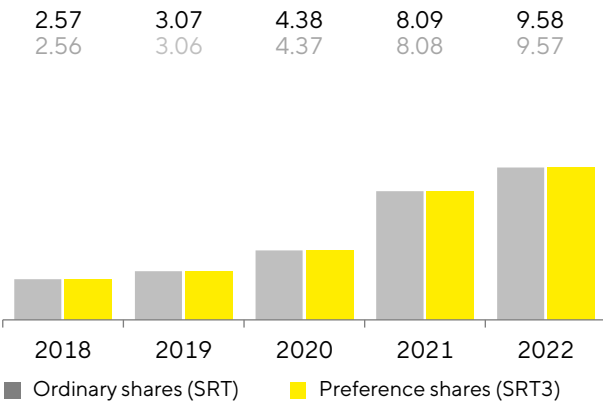
Sales Revenue by Division 2022



Sales Revenue by Region 2022



Earnings per Share¹ in €



2023 Guidance¹

	Sales Revenue Growth (in %)	EBITDA-Margin ²
Sartorius Group	-17% ³ / -12% ⁴	Slightly above 28 %
Bioprocess Solutions	-18% ³ / -13% ⁴	Slightly above 29 %
Lab Products & Services	-13% ³ / -10% ⁴	Slightly above 25 %
Capex Ratio	~17.5%	

1 In constant currencies
2 Underlying = excluding extraordinary items
3 Including Covid-related business
4 Excluding Covid-related business

1 After non-controlling interest, adjusted for extraordinary items as well as amortization, and based on a normalized financial result and the normalized tax rate

Division Strategy

Bioprocess Solutions

- Positioned as a total solution provider for the biopharma industry with a product portfolio covering nearly all steps of the customers’ production processes
- Global leading positions in key technology platforms; e.g. process filtration, fluid management, fermentation and cell cultivation
- One of the widest portfolios in the industry; clear focus on single-use technologies such as filters, bags and cell culture media
- Continuous expansion through complementary acquisitions and targeted alliances

Lab Products & Services

- Premium provider of laboratory instruments, consumables and services for sample preparation and bioanalytic
- Leading international positions in laboratory balances, pipettes and lab consumables
- Outstanding brand reputation, strong product range and global services as the basis for further expansion of market share
- Extension of portfolio with complementary laboratory products through acquisitions and alliances

Facts about Preference Shares

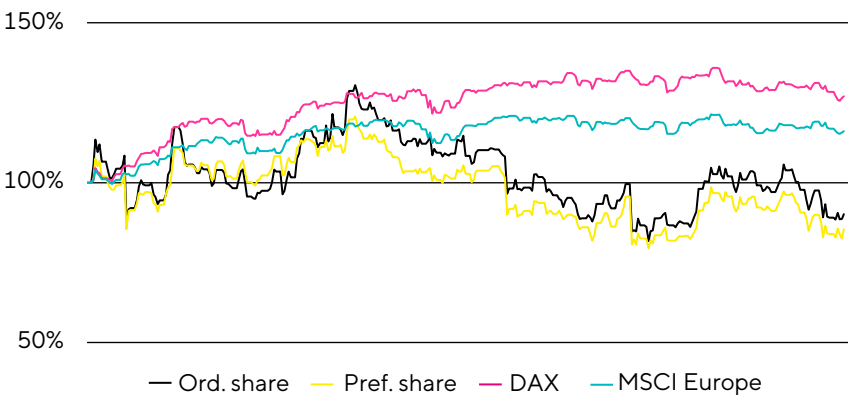
Ticker symbol: SRT3
Ticker symbol Bloomberg: SRT3 GY
Ticker symbol Reuters: SATG_pe.DE
WKN | ISIN: 716 563 | DE0007165631

Facts about Ordinary Shares

Ticker symbol: SRT
Ticker symbol Bloomberg: SRT GY
Ticker symbol Reuters: SATG
WKN | ISIN: 716 560 | DE0007165607

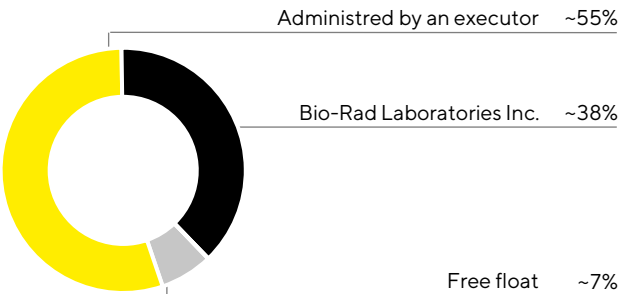
Sartorius Shares in Comparison (indexed)

October 1, 2022, to September 30, 2023



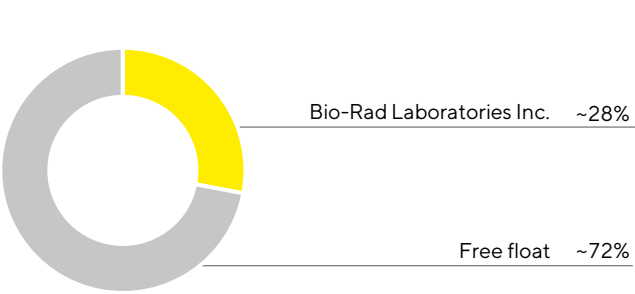
Shareholder Structure: Ordinary Shares

December 31, 2022



Shareholder Structure: Preference Shares

December 31, 2022



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

Financial calendar

- January 2024
Publication of Preliminary Results for Fiscal 2023
- March 28, 2024
Annual General Meeting in Göttingen
- April 2024
Publication of Quarterly Statement Jan. - Mar. 2024
- July 2024
Publication of Half-Year Report Jan. - June 2024
- October 2024
Publication of Quarterly Statement Jan. - Sep. 2024

Disclaimer

This fact sheet 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 harbour 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 fact sheet, differences may be apparent as a result of rounding during addition.

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