

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 14,600 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

	FY 2023	Δ in %	FY 2022	FY 2021	FY 2020
Sales revenue (%Δ in const. fx)	3,395.7	-16.6	4,174.7	3,449.2	2,335.7
Order intake ¹ (%Δ in const. fx)	3,066.9	-21.5	4,007.3	4,267.9	2,836.3
Underlying EBITDA ²	962.7	-31.7	1,410.4	1,175.0	692.2
Underlying EBITDA margin ² in %	28.3	-5.5pp	33.8	34.1	29.6
Relevant net profit ³	338.5	-48.3	655.4	553.4	299.3
Underlying EPS per ordinary share ³ in €	4.94	-48.4	9.57	8.08	4.37
Underlying EPS per preference share ³ in €	4.95	-48.3	9.58	8.09	4.38
Equity ratio ⁴ in %	28.3	-9.8pp	38.1	30.2	30.8
Net debt to underlying EBITDA ⁵	5.0		1.7	1.5	2.6

1 All customer orders contractually concluded and booked during the respective reporting period.

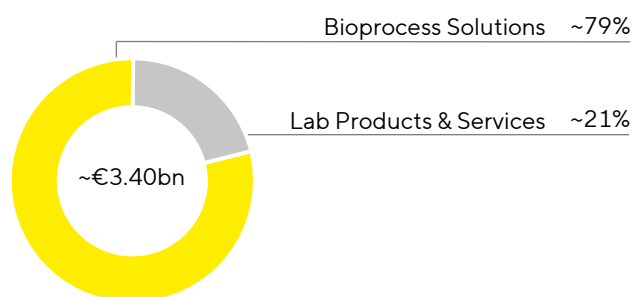
2 Earnings before interest, taxes, depreciation, and amortization and adjusted for extraordinary items

3 Profit for the period after non-controlling interest, adjusted for extraordinary items and amortization, as well as based on the normalized financial result and the normalized tax rate.

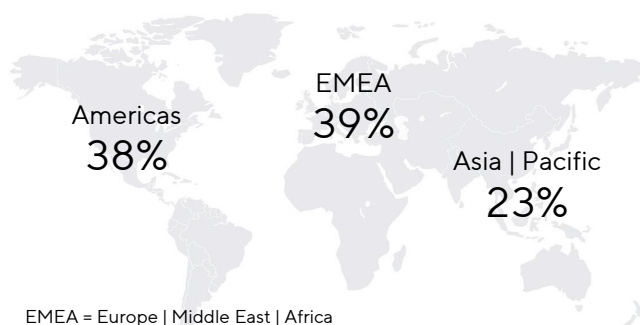
4 Equity in relation to the balance sheet total

5 Quotient of net debt and underlying EBITDA over the past 12 months, including the pro forma amount contributed by acquisitions for this period

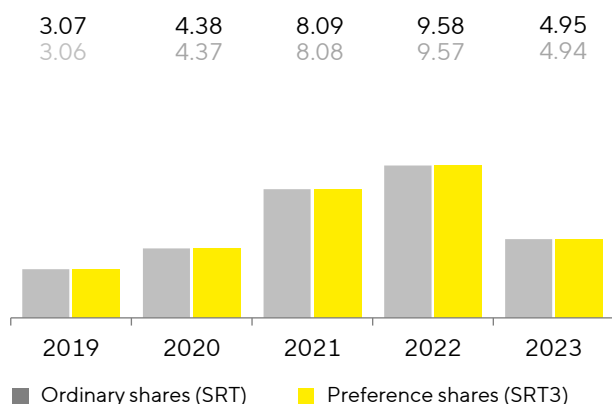
Sales Revenue by Division 2023



Sales Revenue by Region 2023



Earnings per Share¹ in €



2024 Guidance¹

	Sales Revenue Growth (in %)	EBITDA-Margin ²
Sartorius Group	mid-to high single-digit percentage range	slightly above 30%
Bioprocess Solutions	mid-to high single-digit percentage range	above 31%
Lab Products & Services	low single-digit percentage range	approx. on prior year level
Capex Ratio	~13.0%	

1 In constant currencies

2 Underlying = excluding extraordinary items

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

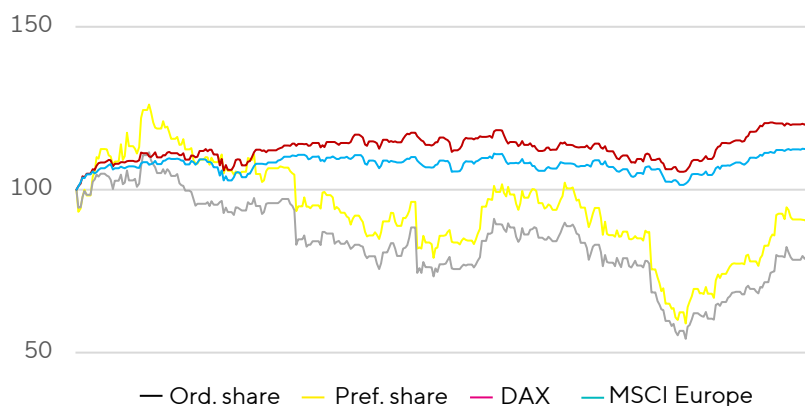
Ticker symbol Bloomberg: SRT GY

Ticker symbol Reuters: SATG

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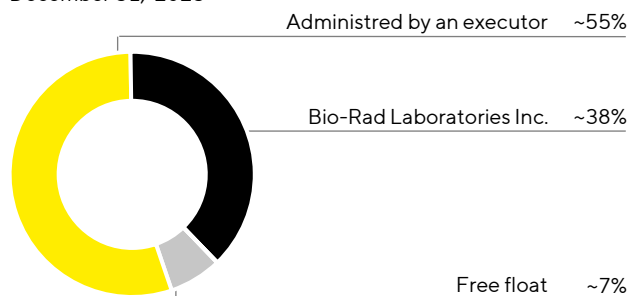
Sartorius Shares in Comparison (indexed)

January 1, 2023, to December 31, 2023



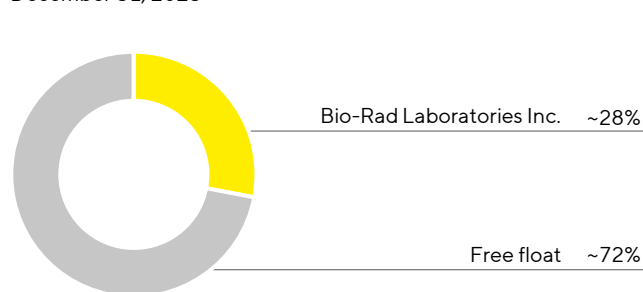
Shareholder Structure: Ordinary Shares

December 31, 2023



Shareholder Structure: Preference Shares

December 31, 2023



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

March 28, 2024

Annual General Meeting

April 18, 2024

Publication of Quarterly Statement Jan. - Mar. 2024

July 19, 2024

Publication of Half-Year Report Jan. - June 2024

October 17, 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.