

Company profile

Sartorius Stedim Biotech is a leading provider of cutting-edge equipment and services for the development, quality assurance and production processes of the biopharmaceutical industry. Its integrated solutions and focus on single-use technologies are supporting biopharma companies around the world to develop and produce drugs safely, timely and economically. Head-quartered in Aubagne, France, Sartorius Stedim Biotech employs around 10,600 people in more than 25 countries.

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

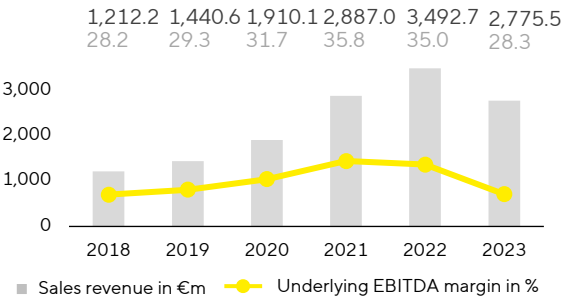
Key Figures

in millions of € unless otherwise specified

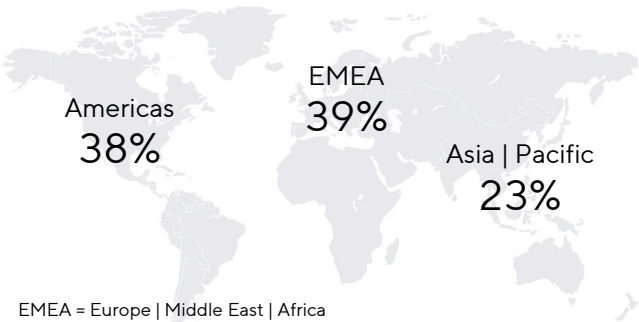
	FY 2023	Δ in %	FY 2022	FY 2021	FY 2020
Sales revenue (% Δ in const. fx)	2,775.5	-18.7	3,492.7	2,887.0	1,910.1
Order intake ¹ (% Δ in const. fx)	2,476.1	-23.6	3,314.8	3,664.4	2,381.0
Underlying EBITDA ²	785.4	-35.7	1,221.4	1,033.4	604.7
Underlying EBITDA margin ² in %	28.3	-6.7pp	35.0	35.8	31.7
Underlying net profit ³	385.9	-51.6	796.6	687.8	383.8
Earnings per share ³ in €	4.19	-51.6	8.64	7.46	4.16
Equity ratio ⁴ in %	34.5	-15.1pp	49.6	43.9	51.1
Ratio net debt to underlying EBITDA ⁵	4.5		0.8	0.4	0.8

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

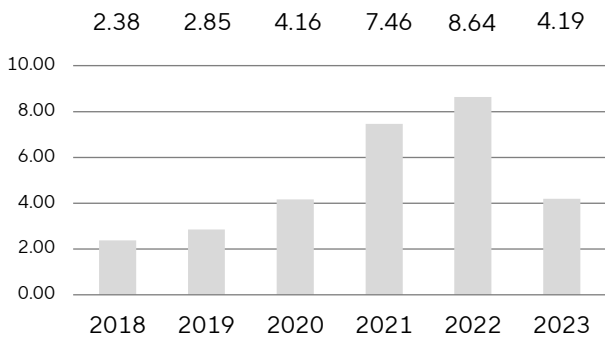
Sales and Earnings Development



Sales Revenue by Region 2023



Earnings per Share¹ in €



2024 Guidance

	FY 2023	FY 2024
Sales revenue growth ¹ (in %)	-18.7%	mid to high single digit percentage range
Underlying EBITDA margin	28.3%	above 30%
Capex Ratio	17.1%	~13.0%

1 Underlying net profit = net profit after non-controlling interest; adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate; rounded values

1 In constant currencies

Strategy

- 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 membrane chromatography
- One of the widest portfolios in the industry with a clear focus on single-use technologies such as filters, bags and cell culture media
- Regionally focused on gaining market share in North America and leveraging our strong market growth in Asia
- Continuous expansion through complementary acquisitions and alliances

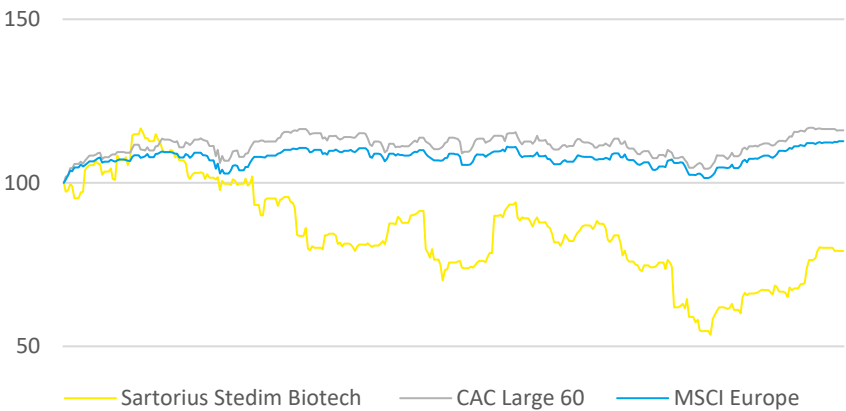
Facts about the Share

Ticker symbol: DIM
Ticker symbol Bloomberg: DIM:FP
Ticker symbol Reuters: STDM.P
ISIN: FR0013154002
Liquidity provider: Gilbert Dupont
Stock exchange: Euronext Paris
Market segment: Local Securities – Compartment A (Large Caps)
Indexes:

- SBF 120
- CAC Next 20
- CAC Large 60
- CAC HEALTH CARE
- STOXX Europe 600
- MSCI France

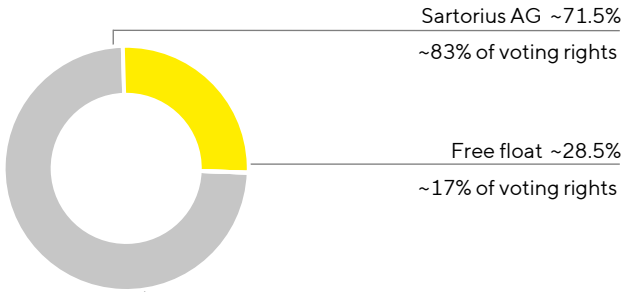
Sartorius Stedim Biotech Share (indexed)

January 1, 2023, to December 31, 2023



Shareholder Structure

February 12, 2024



Financial calendar

March 26, 2024
Annual General Meeting in Aubagne

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.

Contact

Petra Kirchhoff
Head of Corporate Communications
Tel.: +49.551.308.1686
Email: petra.kirchhoff@sartorius.com

Petra Müller
Head of Investor Relations
Tel.: +49.551.308.6035
Email: petra.mueller2@sartorius.com