

SARTORIUS

Combined Annual Shareholders' Meeting of Sartorius Stedim Biotech
CEO Presentation

Dr. René Fáber

Challenging year 2023 for the
entire life science industry

Temporary demand normalization after the pandemic affects sales revenue and profitability

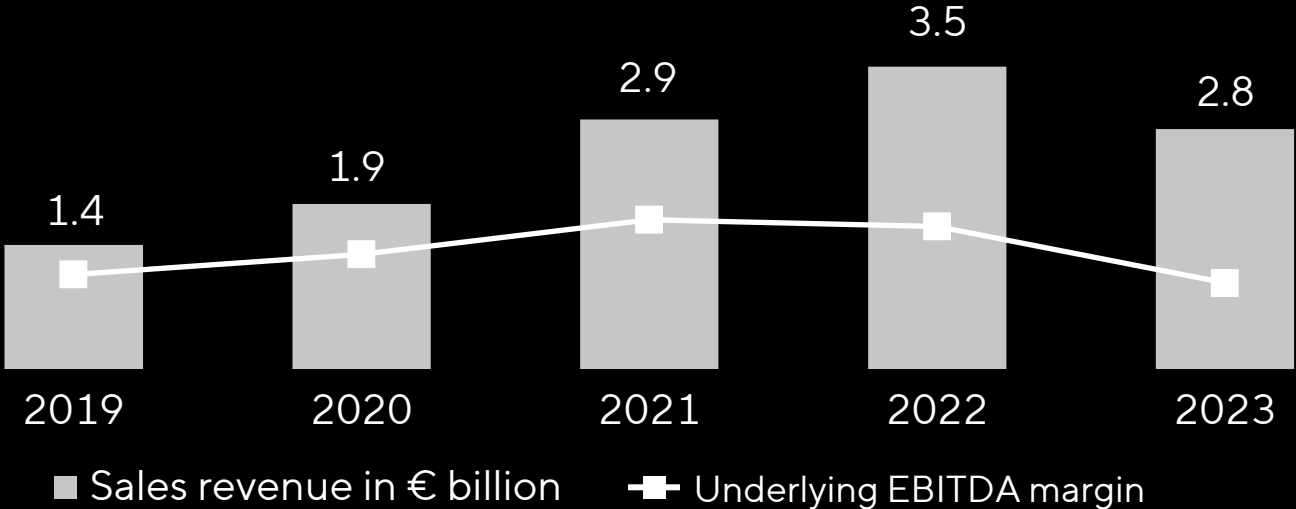
€2.8bn | -20.5%
Sales revenue

€785mn | -35.7%
Underlying EBITDA

28.3%
Underlying EBITDA margin

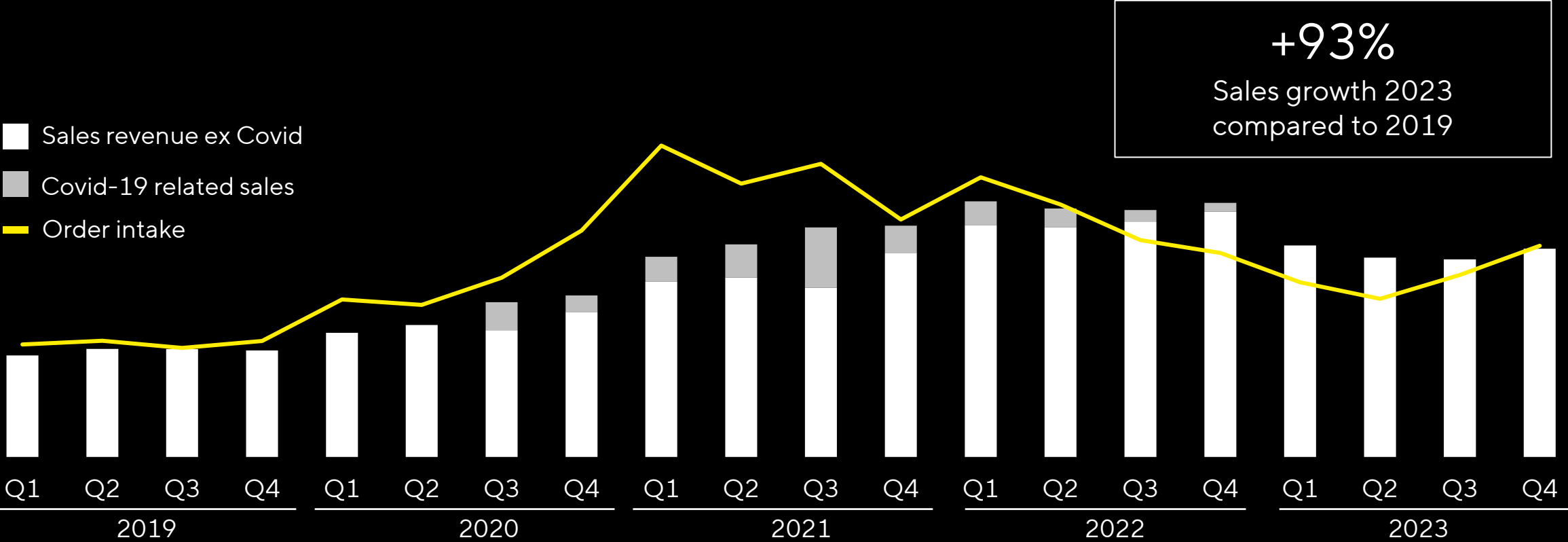
+93%
Sales growth 2023 compared to 2019

+86%
Und. EBITDA growth 2023 compared to 2019



Sales growth in constant currencies; Underlying EBITDA: Earnings before interest, taxes, depreciation, and amortization and adjusted for extraordinary items

Strong performance during the pandemic; very high volatility in order intake; positive trend since Q3 2023



Sales growth in constant currencies

Business performance in 2023 characterized by mutually reinforcing factors

Customers



Destocking

Sector



End of coronavirus pandemic

Macro



Economic slowdown

Geopolitics



Discontinued business in Russia



Adjustment of target inventory levels



Market weakness in China



Rising interest rates



Decoupling tendencies



Reluctance to invest

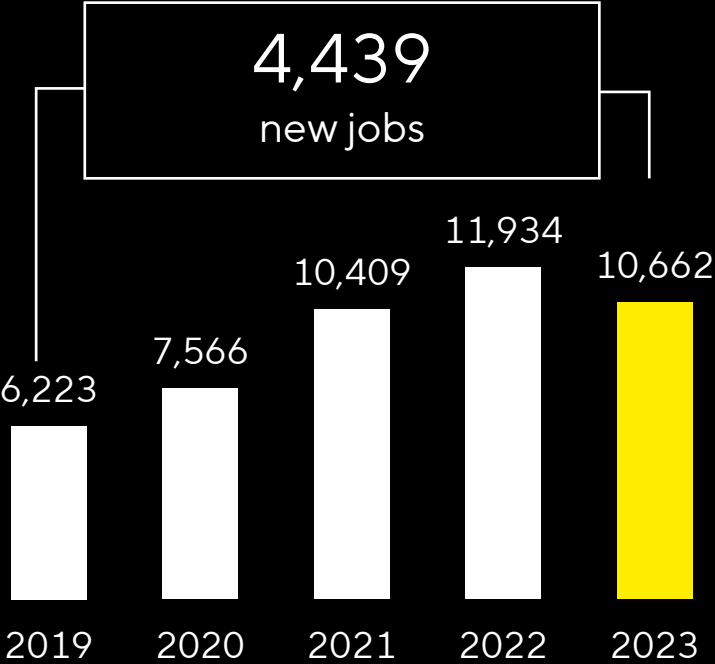


Muted biotech funding environment

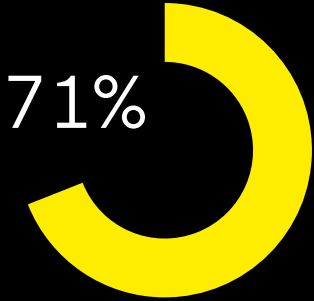
Strong headcount increase over 5 years; now moderate adjustment of capacities in line with business development

Focus on efficiency after strong team growth

58%
of employees with the company <5 years



Dynamic internal job market



of management positions filled internally

As of December 31, 2023

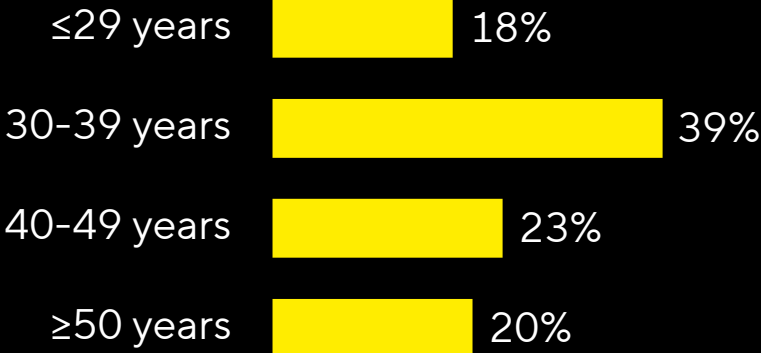
Diverse and balanced employee structure

International team

102 Nationalities

84% Non-French managers

Balanced age structure



Average age: 40

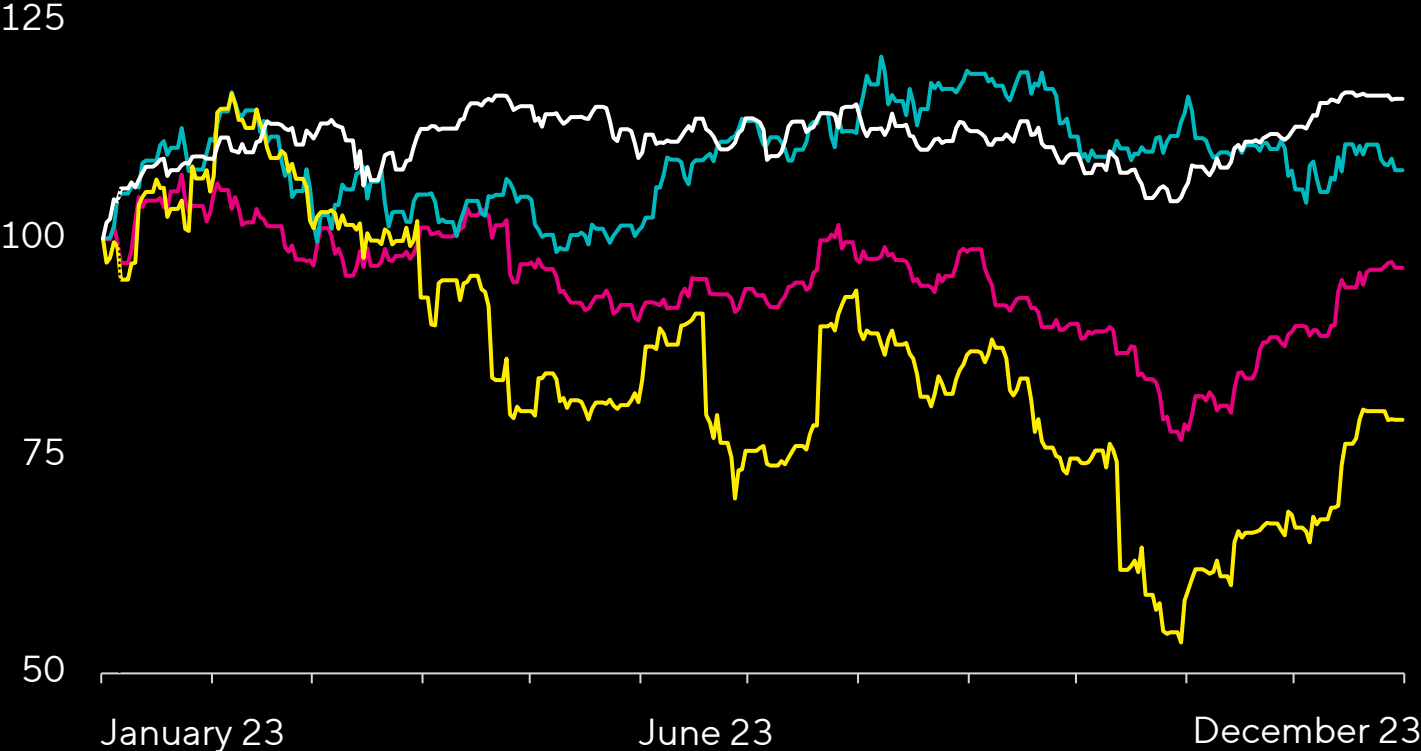
Current gender structure

39% Share of women in total workforce

24% Share of women on 1st and 2nd management level
> Target 2025: 1/3

As of December 31, 2023

Sartorius Stedim Biotech share price declines in 2023; above-average development in the multiyear perspective

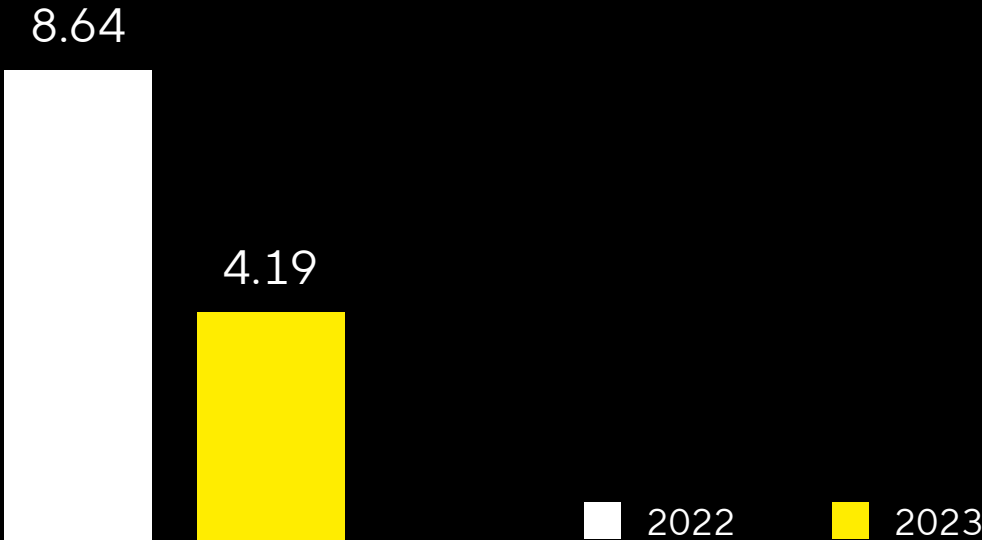


	2023	2019-2023
SSB Share	-20.8%	+174.2%
CAC Large 60	+16.1%	+55.1%
NASDAQ Biotech	+3.7%	+43.6%
S&P 500 Life Sciences Tools	-3.4%	+80.7%

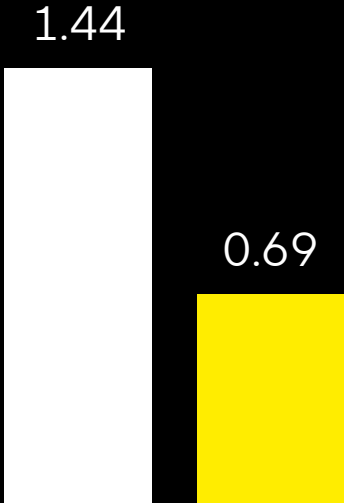
NASDAQ; indexed

Dividend development reflects business performance; payout ratio at 17.4%

Underlying earnings per share in €



Dividend per share in €

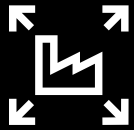


As of December 31, 2023

Normalization well advanced;
positive outlook

Focus on robust and agile positioning for future growth in a highly competitive environment

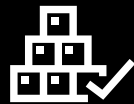
During the pandemic:
focus on ability to supply



Capacities



Headcount expansion

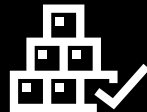


Inventories

After the pandemic:
focus on efficiency and innovation



Efficiency measures and digitalization



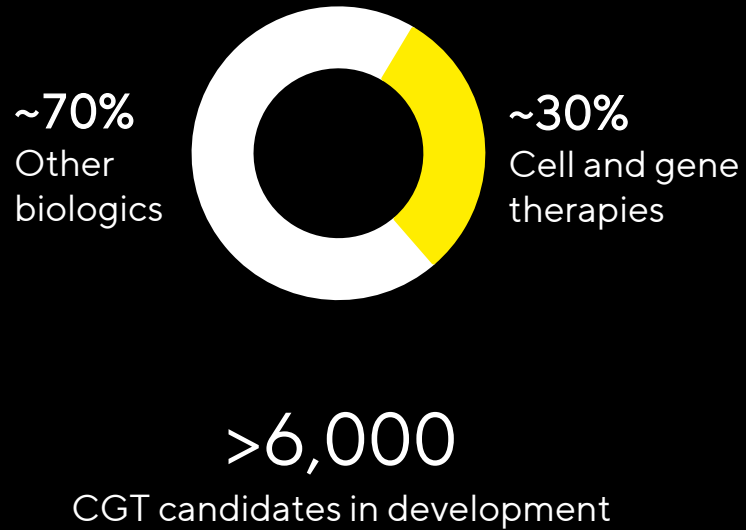
Deleveraging and working capital



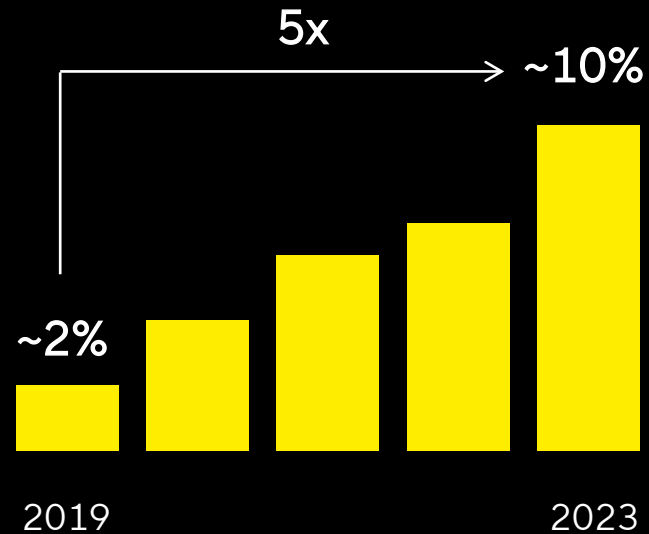
Customer-relevant innovations for accelerated drug development and efficient bioproduction

Cell and gene therapies become increasingly relevant

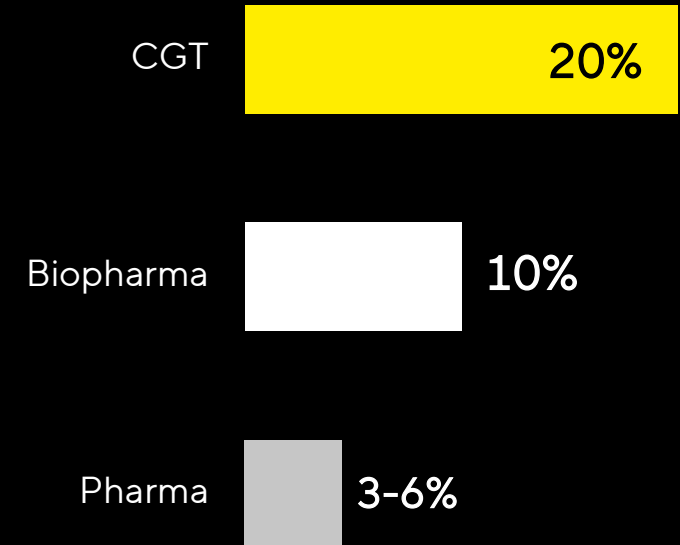
~30% of pipeline is focusing on CGT¹



CGT with increasing share of drug approvals²



Above-average growth CAGR 2022-2027³



¹ Global Data, October 2023 ² cellandgene.com ³ Company estimates based on EvaluatePharma 2023, IQVIA 2023, Global Data 2023, Roots Analysis 2021, Markets & Markets 2023

Polyplus acquisition an important building block in CGT strategy



HQ in Strasbourg, France



~270 employees



Attractive growth and profitability profile



€2.4 billion purchase price







Portfolio



- Transfection reagents
- Plasmids
- Other reagents

- Market-leading technology
- Specified in a high share of CGT in development
- Complementary to the SSB portfolio; synergies through cross-selling
- Significant customer benefits from the combination of capabilities

SSB's technology platform for cell and gene therapies is well advanced

Biological Industries  Cell culture media	CellGenix  Growth factors and cytokines	Xell  Media and supplements	Albumedix  Recombinant Albumin	Polyplus  Transfection reagents and plasmid DNA	Up & downstream solutions  Cell line development, plasmid design & manufacturing, testing services
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Polyplus spec'd into significant portion of approved & pipeline CGT

Increasing relevance of the CGT market for SSB
>10% of sales | ~ CAGR 2019-23: >35%


Our innovations for fast results, higher yields, less use of resources, lower emissions for customers




Single-use-
technologies



Process
intensification



Automation



Data
analytics



Biostat® STR Bioreactors



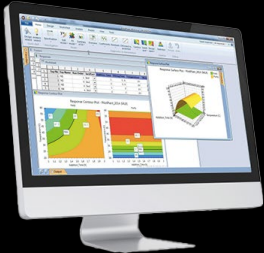
Linkit® AX mit Flexsafe®



Resolute® BioSMB



Ambr® 250HT Perfusion



Umetrics® Suite

Currently on the agenda: designing recyclable products together with users and suppliers

Recyclability | Flexsafe® Bags



- Pilot project with Sanofi, Veolia and Südpack
- 1st plastic film in the industry recyclable in standard processes

Material optimization | MaxiCaps



Compared to 1st generation

- 63% less weight
- 15 kg less plastic

Transport | Celsius FFT



- Cooperation with Va-Q-tec
- Development of logistics system for shipping active ingredients

Investments in capacities and resilient regional setups for long-term organic growth

- 
Global resilience
- 
Redundant capacity
- 
Operational excellence
- 
Customer proximity



Aubagne, France



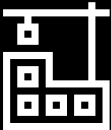
Songdo, South Korea



Freiburg, Germany



Göttingen, Germany

	<p>~€474mn Capex 2023</p>	<p>~13% Capex ratio expected in 2024</p>
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Successful share capital increase at the beginning of February 2024 strengthens strategic flexibility

Share capital increase

5,150,215	Shares
€233.0	Subscription price
€1.2bn	Gross proceeds
1,716,739	Subscription by Sartorius AG

Use of proceeds

- Accelerated debt deleveraging beyond strong operating cash flow
- Strengthening overall strategic flexibility

Guidance 2024: profitable growth with moderate first half of the year



Sales revenue growth
2024

Mid to high single-digit
percentage range

thereof ~2pp from acquisitions



Underlying EBITDA margin
2024

above 30%

- Capex ratio ~13%
- Net debt to underlying EBITDA anticipated at slightly below 2.5

In constant currency; EBITDA adjusted for extraordinary items.

Sustainable fundamental trends;
ambitious medium-term targets

Health remains one of the most relevant global topics

Growing and aging population



9.5bn

World population in 2050¹

~0.8bn

over 65 years

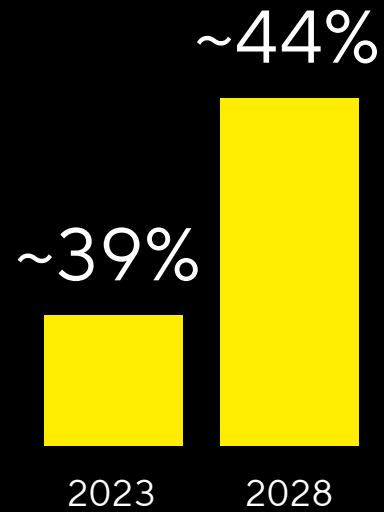
2022

>1.6bn

over 65 years

2050

Biologics gaining in importance²



Revenue share of biologics

Significant market growth³

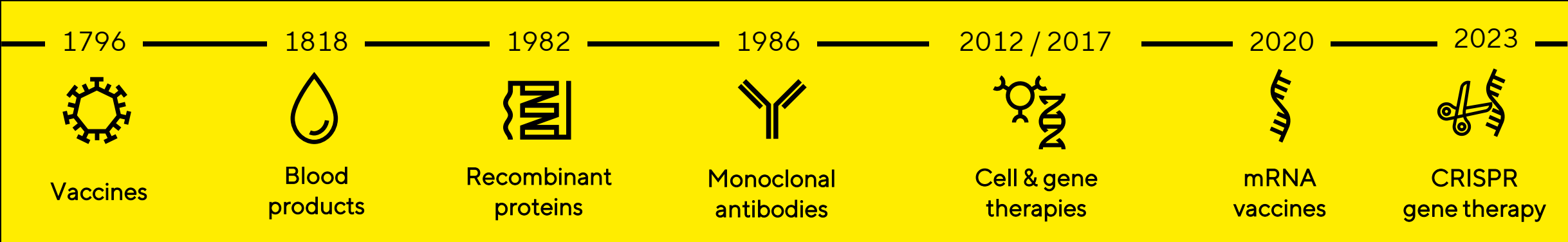
~10%

CAGR
for the biopharma market
2023-2028

¹ United Nations: World Population Prospects, 2022 ² Evaluate Pharma: World Preview 2023, August 2023 ³ Company estimates based on EvaluatePharma 2023, IQVIA 2023, Global Data 2023, Roots Analysis 2021, Markets & Markets 2023

The life science industry is in a highly innovative phase

Breakthroughs at an ever-increasing pace offer hope for patients¹



¹ AstraZeneca, eurordis, WHO, Alzheimer Association

Technological innovations needed for therapies to reach patients

Cell and gene therapies effective, but expensive¹

Example spinal muscular atrophy



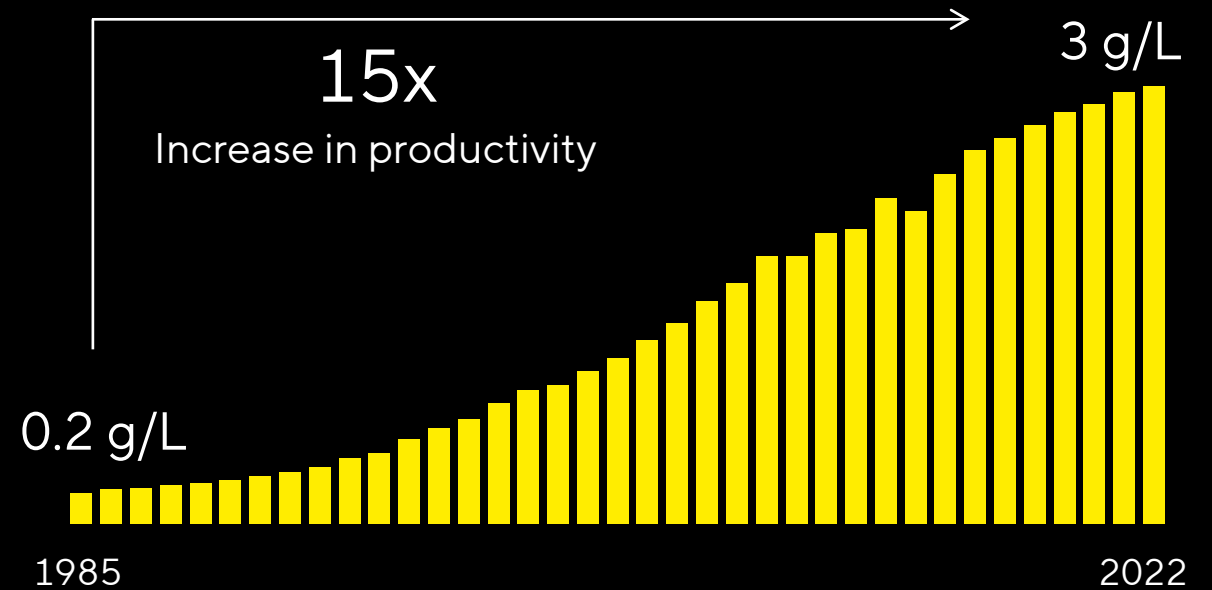
~€1.4m cost of one-off therapy

Example cancer



~€420,000 annual therapy costs

Progress required similar to antibody production²



¹ Wissenschaftliches Institut der AOK, 2023 ² Bioprocess International

Sustainability ambition and strategy aligned with Sartorius AG

2030

~10%

Scopes 1-3: Ø reduction of CO₂eq emission intensity¹ p.a.

Zero

Avoidable emissions² in scope 1 and 2

100%

Electricity from renewable sources

2045

Net zero emissions

Decarbonizing the entire supply chain in collaboration with customers and suppliers

>75%

Sales revenue with products designed according to circularity principles³

Zero

Operational waste to landfill

35

Ø Employee Net Promoter Score p.a.

2025

Reporting in accordance with CSRD

1 Compared to base year 2019, 2 Process emissions from membrane manufacturing are currently considered unavoidable based on available technology, 3 Including product and transport packaging

Midterm outlook to 2028



Sales revenue CAGR to
2028

Low to mid-teens range

thereof ~1/5 from acquisitions



Underlying EBITDA Margin
in 2028

Above 35 %

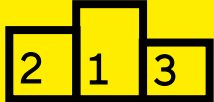
Margin target includes expenses for reduction of the company's CO₂ emission intensity of around 1% of sales

Midterm targets based on current currency exchange rates; underlying EBITDA excluding extraordinary items.

Sartorius Stedim Biotech is well positioned for the future



Strong fundamental growth drivers



Competitive, integrated product portfolio



Clear strategy



Ambitious team, strong customer focus



Powerful and resilient production and R&D infrastructure



Ambitious ESG agenda

Thank you for your
attention

SARTORIUS