**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.

**Key Figures**

<table>
<thead>
<tr>
<th>Key Figures</th>
<th>Q1 2024</th>
<th>Δ in %</th>
<th>Q1 2023</th>
<th>FY 2023</th>
<th>FY 2022</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue (%Δ in const. fx)</td>
<td>819.6</td>
<td>-7.6%</td>
<td>903.2</td>
<td>3,395.7</td>
<td>4,174.7</td>
<td>3,449.2</td>
</tr>
<tr>
<td>Order intake (%Δ in const. fx)</td>
<td>826.3</td>
<td>9.8%</td>
<td>764.8</td>
<td>3,066.9</td>
<td>4,007.3</td>
<td>4,267.9</td>
</tr>
<tr>
<td>Underlying EBITDA</td>
<td>234.4</td>
<td>-13.8%</td>
<td>271.9</td>
<td>962.7</td>
<td>1,410.4</td>
<td>1,175.0</td>
</tr>
<tr>
<td>Underlying EBITDA margin in %</td>
<td>28.6</td>
<td>-1.5 pp</td>
<td>30.1</td>
<td>28.3</td>
<td>33.8</td>
<td>34.1</td>
</tr>
<tr>
<td>Relevant net profit</td>
<td>69.9</td>
<td>-39.9%</td>
<td>116.2</td>
<td>338.5</td>
<td>655.4</td>
<td>553.4</td>
</tr>
<tr>
<td>Underlying EPS per ordinary share in €</td>
<td>1.01</td>
<td>-40.5%</td>
<td>1.69</td>
<td>4.94</td>
<td>9.57</td>
<td>8.08</td>
</tr>
<tr>
<td>Underlying EPS per preference share in €</td>
<td>1.02</td>
<td>-40.3%</td>
<td>1.70</td>
<td>4.95</td>
<td>9.58</td>
<td>8.09</td>
</tr>
<tr>
<td>Equity ratio in %</td>
<td>35.4</td>
<td>-1.3 pp</td>
<td>36.7</td>
<td>28.3</td>
<td>38.1</td>
<td>30.2</td>
</tr>
<tr>
<td>Net debt to underlying EBITDA</td>
<td>4.4</td>
<td>-</td>
<td>1.8</td>
<td>5.0</td>
<td>1.7</td>
<td>1.5</td>
</tr>
</tbody>
</table>

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**

- Bioprocess Solutions: ~€3.40bn, ~79%
- Lab Products & Services: ~€3.06bn, ~21%

**Earnings per Share**

<table>
<thead>
<tr>
<th>Years</th>
<th>Ordinary shares (SRT)</th>
<th>Preference shares (SRT3)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>3.06</td>
<td>3.06</td>
</tr>
<tr>
<td>2020</td>
<td>4.37</td>
<td>4.37</td>
</tr>
<tr>
<td>2021</td>
<td>8.09</td>
<td>8.09</td>
</tr>
<tr>
<td>2022</td>
<td>9.57</td>
<td>9.57</td>
</tr>
<tr>
<td>2023</td>
<td>4.94</td>
<td>4.94</td>
</tr>
</tbody>
</table>

**Investment Highlights**

1. Focus on the high-growth biopharma market
2. Broad and differentiating product offering
3. Strong global presence
4. High share of recurring business; significant market entry barriers
5. Proven track record with alliances and acquisitions;
6. High continuity with respect to customer base, employees and management

**2024 Guidance**

| Sector | Sales Revenue Growth (in %) | EBITDA-Margin
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sartorius Group</td>
<td>mid-to high single-digit percentage range</td>
<td>slightly above 30 %</td>
</tr>
<tr>
<td>Bioprocess Solutions</td>
<td>mid-to high single-digit percentage range</td>
<td>above 31 %</td>
</tr>
<tr>
<td>Lab Products &amp; Services</td>
<td>low single-digit percentage range</td>
<td>approx. on prior year level</td>
</tr>
<tr>
<td>Capex Ratio</td>
<td>~13.0%</td>
<td></td>
</tr>
</tbody>
</table>

1 In constant currencies
2 Underlying = excluding extraordinary items
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

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**Facts about Preference Shares**

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

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**Facts about Ordinary Shares**

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

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**Sartorius Shares in Comparison (indexed)**

<table>
<thead>
<tr>
<th>Date</th>
<th>Ord. share</th>
<th>Pref. share</th>
<th>DAX</th>
<th>MSCI Europe</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 1, 2023, to March 31, 2024</td>
<td>150</td>
<td>100</td>
<td>50</td>
<td>100</td>
</tr>
</tbody>
</table>

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**Shareholder Structure: Ordinary Shares**

- Administered by an executor ~55%
- Bio-Rad Laboratories Inc. ~38%
- Free float ~7%

**Shareholder Structure: Preference Shares**

- Bio-Rad Laboratories Inc. ~28%
- Free float ~72%

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_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._

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**Financial calendar**

- **July 19, 2024:** Publication of Half-Year Report Jan. - June 2024
- **October 17, 2024:** Publication of Quarterly Statement Jan. - Sep. 2024

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**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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