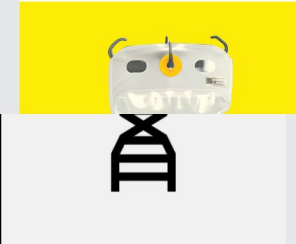
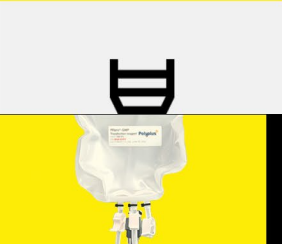


Simplifying Progress



Sartorius Stedim Biotech Capital Markets Day 2024

May 16, 2024

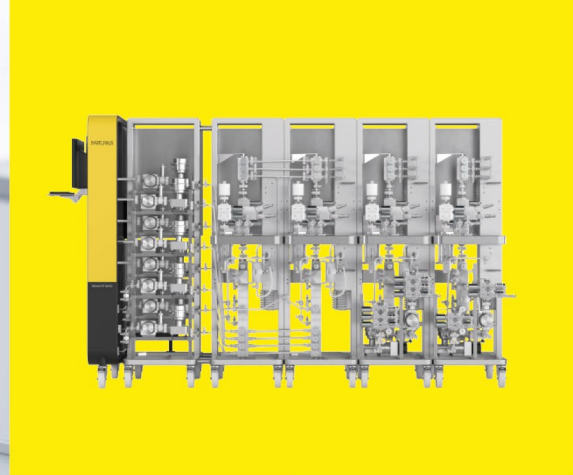
SARTORIUS



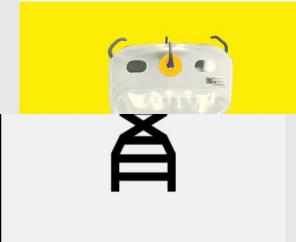
Note

This presentation contains statements concerning the future performance of the Sartorius Group and Sartorius Stedim Biotech. 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 harbor 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.

Transcripts or recordings of this event are not permitted.



Simplifying Progress



Sartorius Stedim Biotech
Vision & Strategy

SARTORIUS

Our path to further growth and value creation

Sustainability at the core of our business: “Good health and well-being”

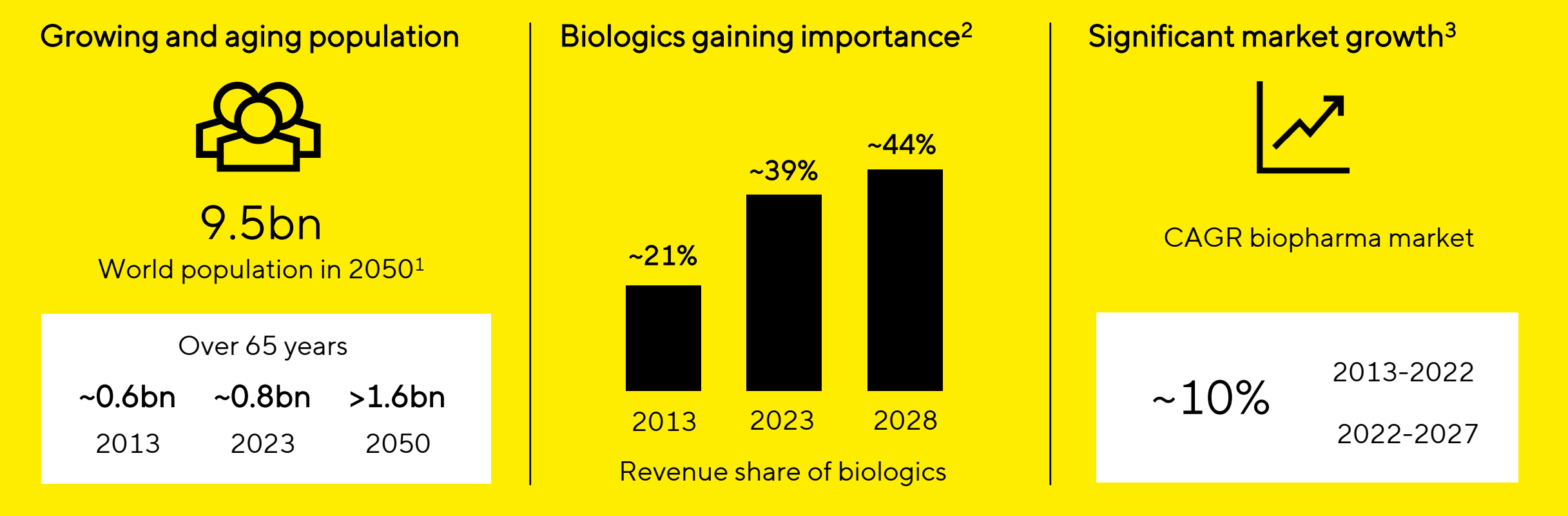
3 GOOD HEALTH
AND WELL-BEING



Sartorius mission

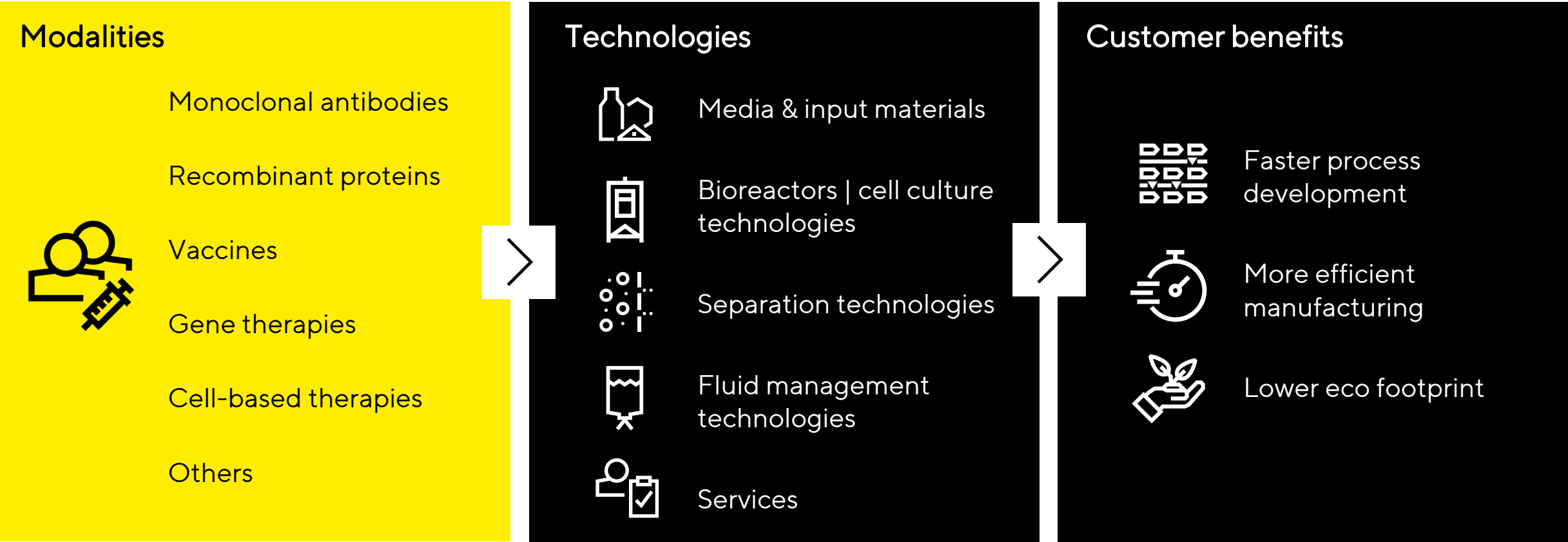
We empower scientists and engineers to simplify and accelerate progress in life science and bioprocessing, enabling the development of new and better therapies and more affordable medicine.

Health is one of the most relevant global topics

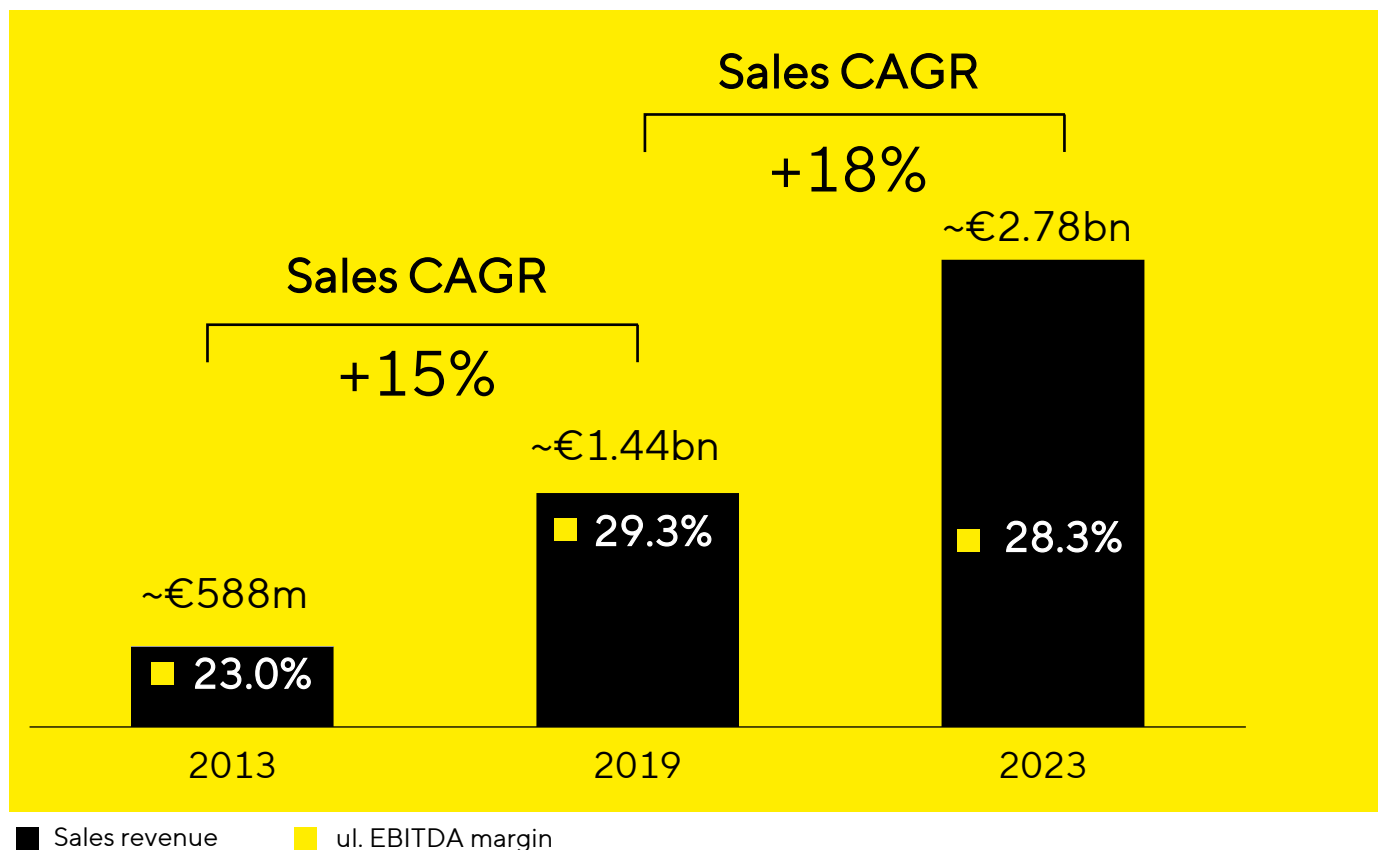


1 United Nations: World Population Prospects, 2022 2 Evaluate Pharma: World Preview 2023, August 2023 3 Company estimates based on EvaluatePharma 2023, IQVIA 2023, Global Data 2023, Roots Analysis 2021, Markets

Scalable solutions for all biopharmaceutical modalities



Track record of profitable sales growth above market



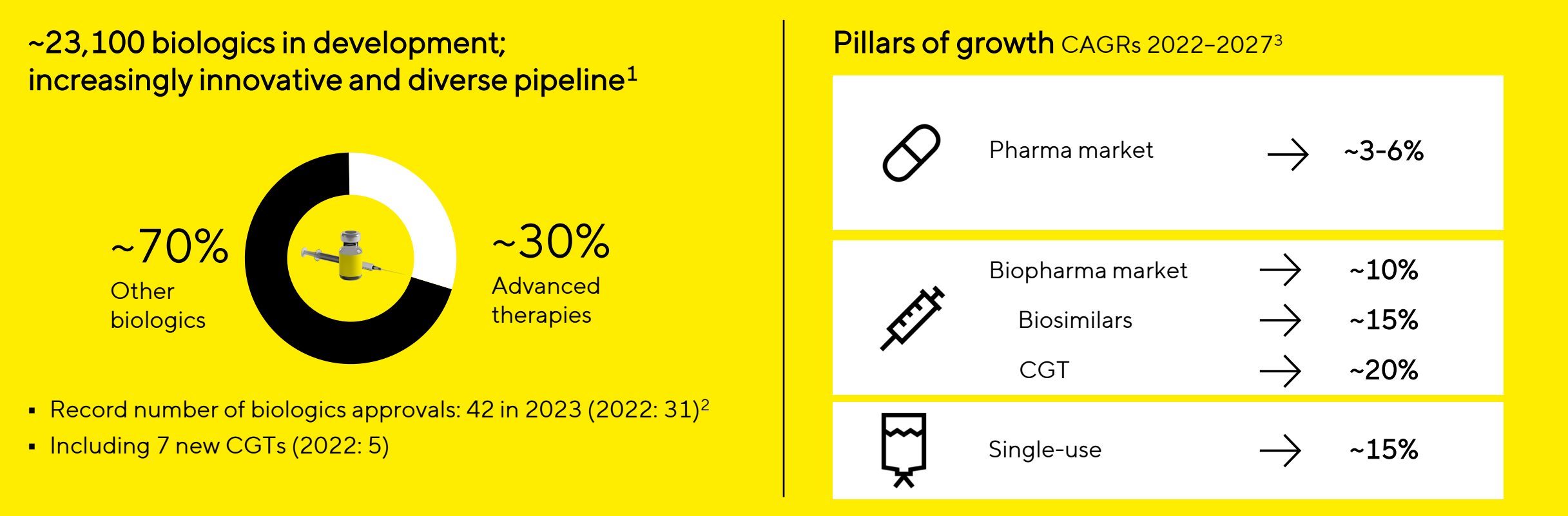
Sales CAGR in constant currencies; ul. EBITDA margin excluding extraordinary items

Increase share of wallet by addressing critical steps at customers

- Solution offering building on deep application know how
- Innovation leadership in dedicated areas through M&A, cooperations, and inhouse R&D
- Particular focus on recurring revenue

Fundamental trends
strong and transparent

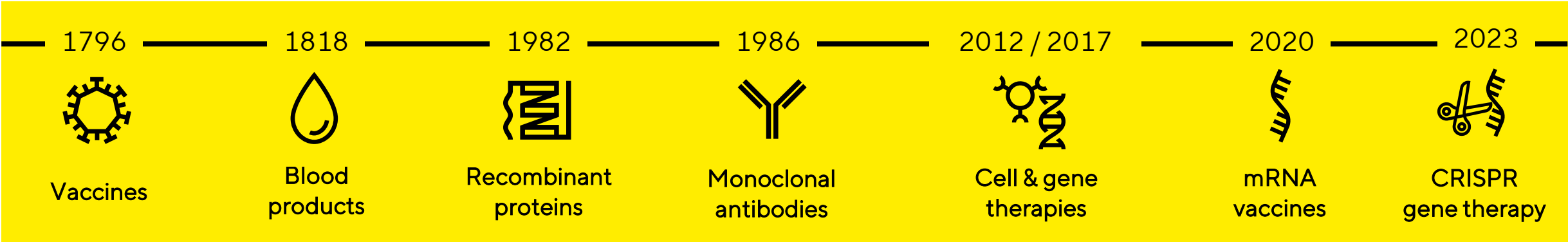
Strong market fundamentals, additional dynamics from new modalities



1 Global Data, 2024 2 Includes CDER and CBER approvals 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

Integration of innovative technologies is a Sartorius Stedim Biotech’s core competency




Acquisitions


of complementary and differentiating technologies



9
Acquisitions since 2018



~3.7bn
Capital deployed



+950
New employees




Cooperations

with customers, research institutes, start-ups, and industry-leading experts











Own Product Development¹


in areas of core competencies



1,146
Employees in R&D



7.4%
R&D ratio²




18
Product launches


1 Financial Year 2023 2 Including capitalized R&D

Consistent M&A strategy focusing on two defined areas


Unique portfolio for
Advanced Therapies




Biological Industries
(2019)




BIA Separations
(2020)




CellGenix
(2021)



Xcell
(2021)




Albumedix
(2022)

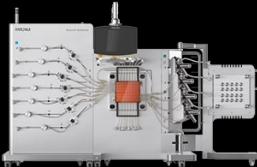


Polyplus
(2023)


Intensified technologies
for downstream processing




WaterSep
(2020)



Danaher chromatography
(2020)



BIA Separations
(2020)



Novasep chromatography
(2022)

China-for-China strategy to balance opportunities and challenges



Limited sales exposure¹

~7%



7 sites | ~450 employees

- Shanghai: Commercial hub & operations
- Beijing: Operations hub
- Customer Interaction Centers in biotech hotspots



- Net importer to China
- No IP-sensitive production
- No dependency on suppliers for global supply

Challenges

- Geopolitical tensions
- Rise of local competitors
- Stricter drug price regulation

Opportunities

- Significant market potential: ~400mn people: >65 yrs in 2050
- TAM CAGR: 11%
- Increasingly innovative market

¹ Financial year 2023

Numerous initiatives regarding carbon footprint and material consumption plus further sustainability initiatives in implementation



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

Ambitious medium-term targets

Capitalizing on opportunities while managing temporary challenges and external risks



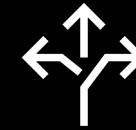
Challenges

- Changing order patterns of customers
- Geopolitical conflicts
- Market weakness in China
- Elevated interest rates



Strengths and Benefits

- Strong integrated, scalable solution offering
- Customer-focused team with deep application know how
- No customer cluster risks
- High share of recurring business
- Global, resilient setup



Opportunities

- Robust risk profile of Life Science Tools segment within biopharma
- Continuous demand for innovation
- Well-filled pipelines across the stages
- Healthy drug approval levels
- Destocking gradually fading out
- Recovery of biotech funding

Midterm outlook to 2028: Expect to continue outgrowing the market



Sales revenue CAGR
to 2028

Low to mid-teens range

thereof ~1/5 from acquisitions



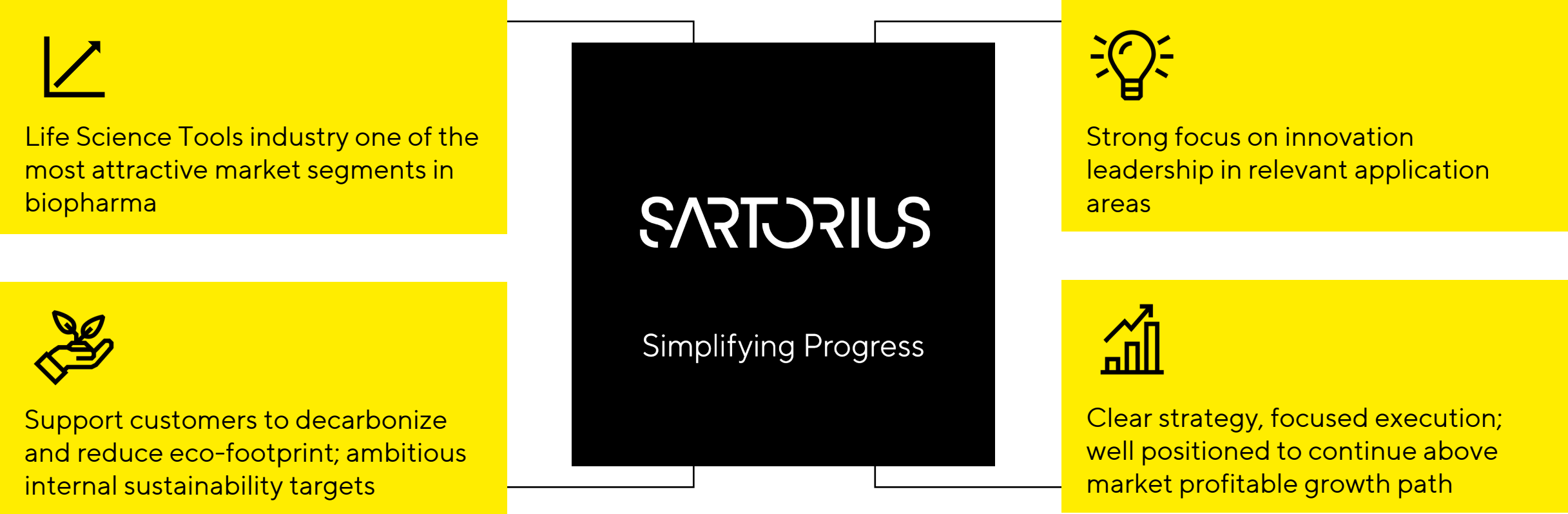
Underlying EBITDA
margin in 2028

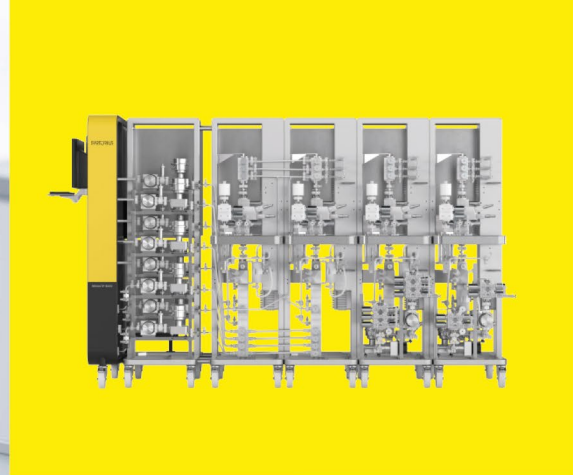
above 35 %

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

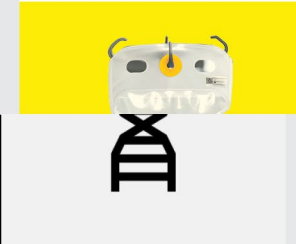
Midterm targets based on current currency exchange rates; underlying EBITDA excluding extraordinary items

Key takeaways: Sartorius Stedim Biotech is well positioned to continue its profitable growth journey





Simplifying Progress

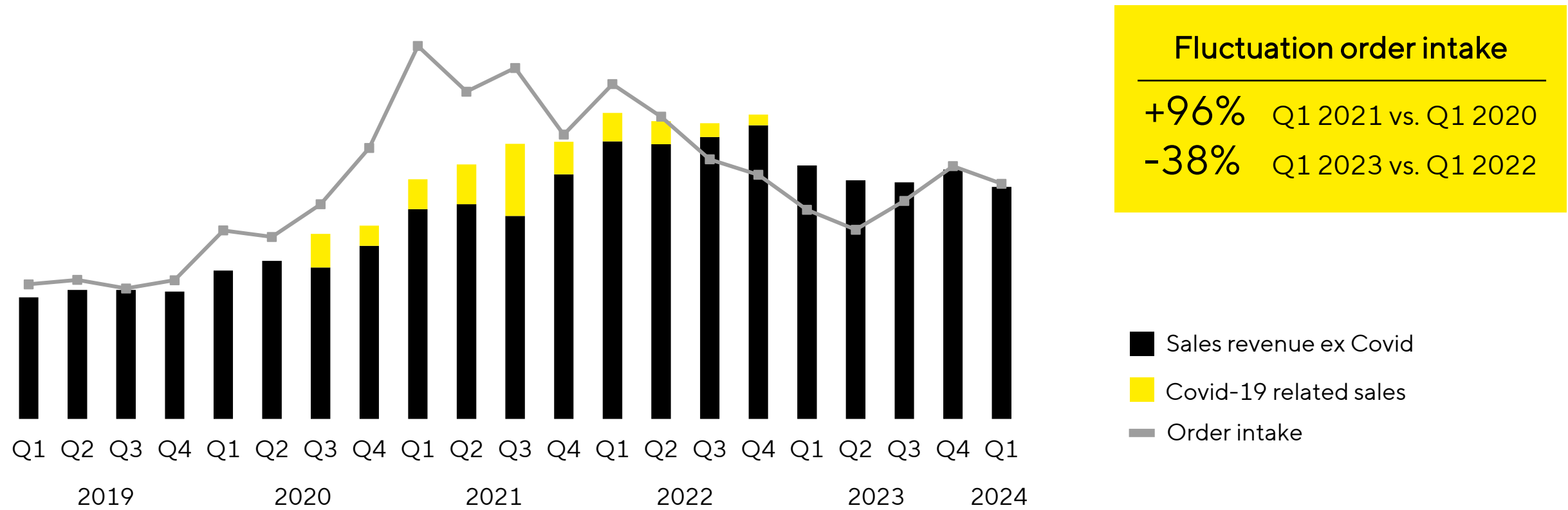


Sartorius Stedim Biotech
Financial perspective

SARTORIUS

Profitability on robust
level despite high
business volatility

Four years of high volatility and limited visibility; positive trends expected to improve gradually



Order Intake growth in constant currencies

Market snapshot: This is what we see



Normalization continues; **visibility** remains clouded after Corona dynamics



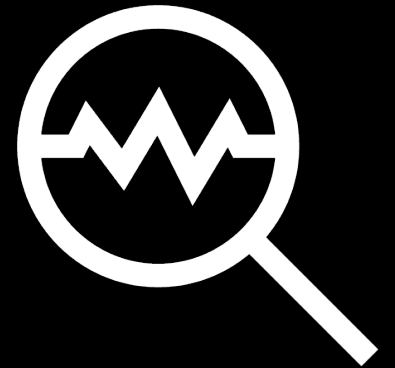
Order intake currently no reliable forward-looking indicator, particularly in quarterly perspective



Changed customer behavior: smaller orders in consumables later in time; hesitant equipment invest



Healthy customer **project pipeline** equals promising Sartorius sales funnel



Guidance 2024 recap: Profitable growth with stronger H2 2024

Sales revenue growth in cc	Mid to high SD %
----------------------------	------------------

ul. EBITDA margin	> 30%
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Capex ratio	~13%
-------------	------

Net debt / ul. EBITDA	Slightly <2.5
-----------------------	---------------

For financial modeling	
Depreciation	170mn to 180mn €
Financial result	-150mn to -160mn €
Normalized tax rate	~26%

Expecting positive revenue growth from Q2 onwards

	H1 2023	H2 2023	Q1 2024	H1 2024e	H2 2024e
Revenue growth in cc yoy	- 18.5%	- 19.0%	- 6.7%	- low SD	+ low to high teens
Book-to-bill	0.81	0.97	1.01	~0.95	~1.0
ul. EBITDA margin	29.7%	26.9%	28.6%	>28%	>32%

Revenue growth assumptions

- Existing order book to support 2024 sales
- Sales mainly driven by consumables recovery
- Growth assumptions within bandwidth of peers
- Uncertainties remain high

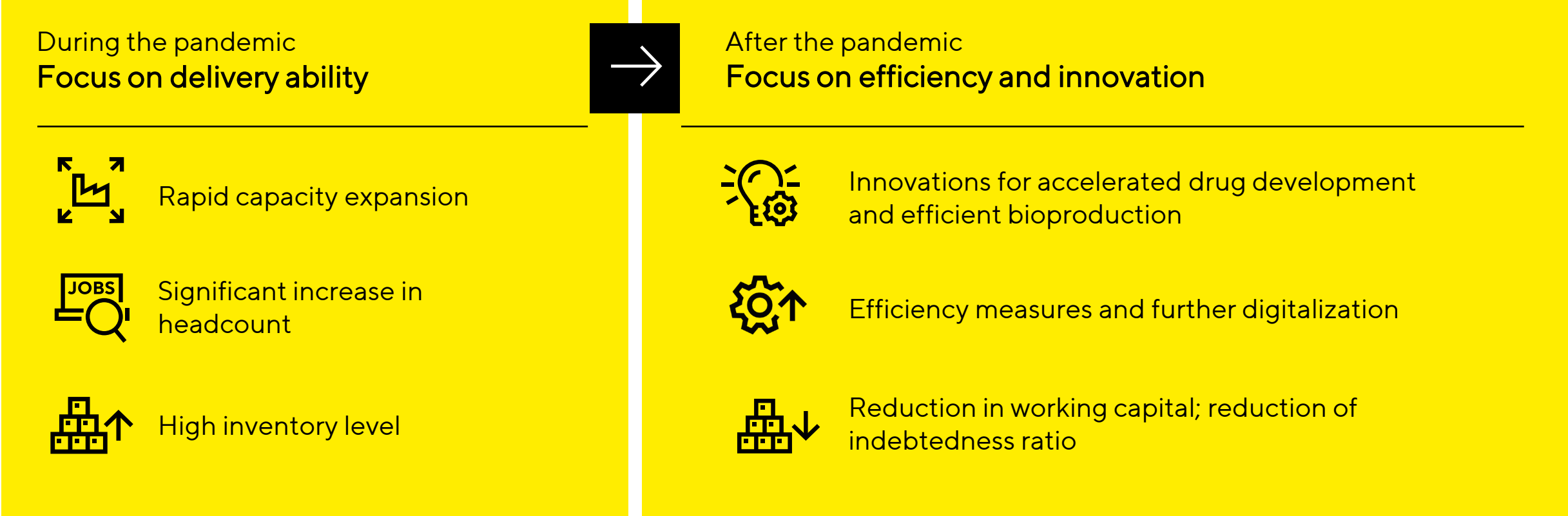
Book-to-bill assumptions

- BtB normalizing to historical averages between 0.9 – 1.1
- Short-term BtB below one on the back of normalizing order patterns

Profitability assumptions

- Margin increase mainly driven by efficiency program but also volume, mix
- Q2 margin slightly below Q1 due to timing effects

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



Margin peak in 2021 driven by artificially low costs; volume, mix and adjusted cost base to contribute to further margin expansion

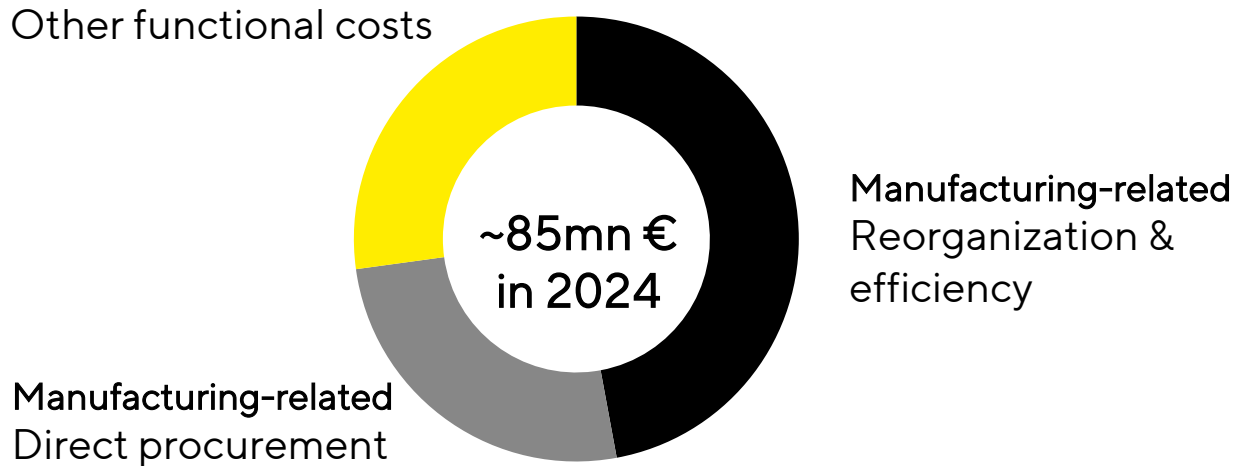
Share of cost positions				Expected contribution	
	2013	2021	2023	2024e	2028e
Sales	100%	100%	100%		
Cost of sales	-50%	-45%	-51%	↑	↑
S&D	-21%	-13%	-15%	→	→
R&D	-6%	-4%	-5%	→	→
Overhead	-5%	-4%	-6%	↗	↗
Depr. / other	+5%	+3%	+4%	→	↗
ul. EBITDA margin	23.0%	35.8%	28.3%	>30%	~35%

↑ Positive contribution
 ↗ Slight positive contribution
 → Neutral contribution

Cost positions excluding extraordinary items and amortization

Efficiency program to right-size organization and improve 2024 margins

Expected sustainable cost reductions and contributors



Contributors



Reorganization & efficiency

- Right-sizing of structures
- Process improvements



Direct & indirect procurement

- Renegotiation of contracts
- Technical levers / scope adjustments



Other functional costs

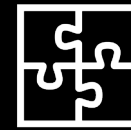
- Right-sizing of structures
- Process improvements

Further margin expansion until 2028 driven by economies of scale and mix effects



Economies of scale

- Invest projects that lead to significant cash-outflows in past years now ready to operate
- Volume ramp-up contributes to higher utilization of installed operations capacity
- Parts of manufacturing and overhead costs expected to grow under-proportionate to sales revenues



Product mix effects

- On average higher gross margins of consumables compared to equipment
- Gross margins vary widely depending on degree of automation of production process, possibility of customization and customer value
- Higher share of consumables and ATS business to positively impact margins

Resilient and scalable growth platforms

Capacity investments and resilient global setup to support organic growth



Global resilience



Redundant capacities



Operational excellence



Customer proximity



Aubagne, France



Songdo, South Korea



Freiburg, Germany



Göttingen, Germany

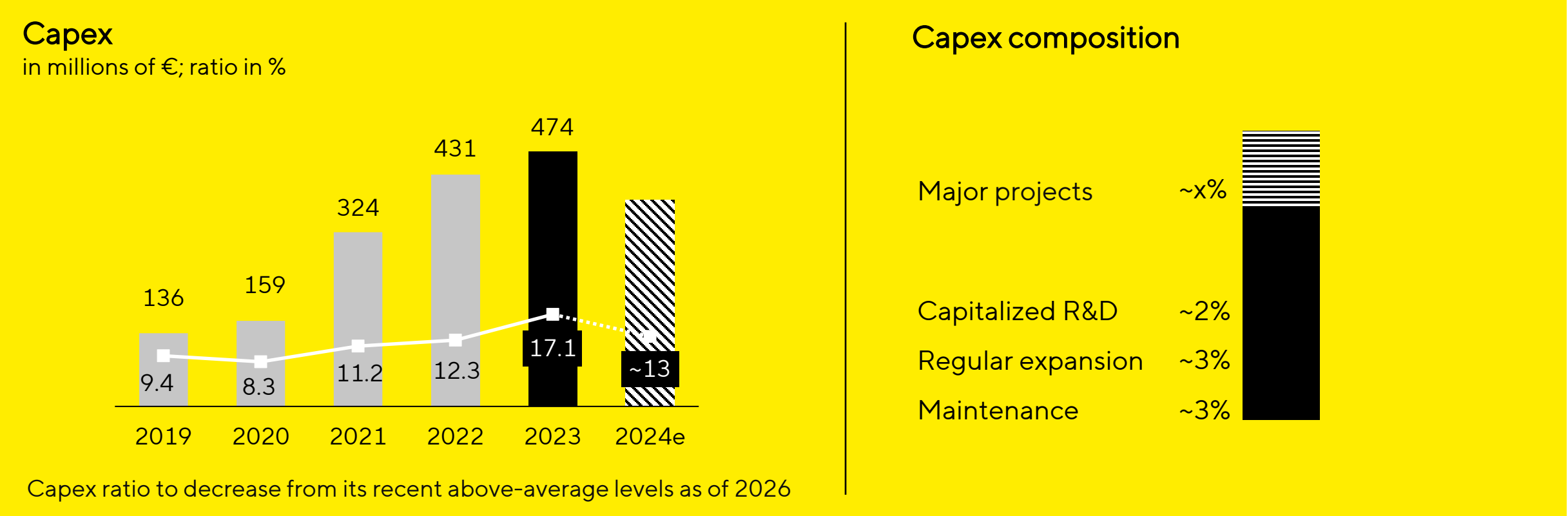


Yauco, Puerto Rico

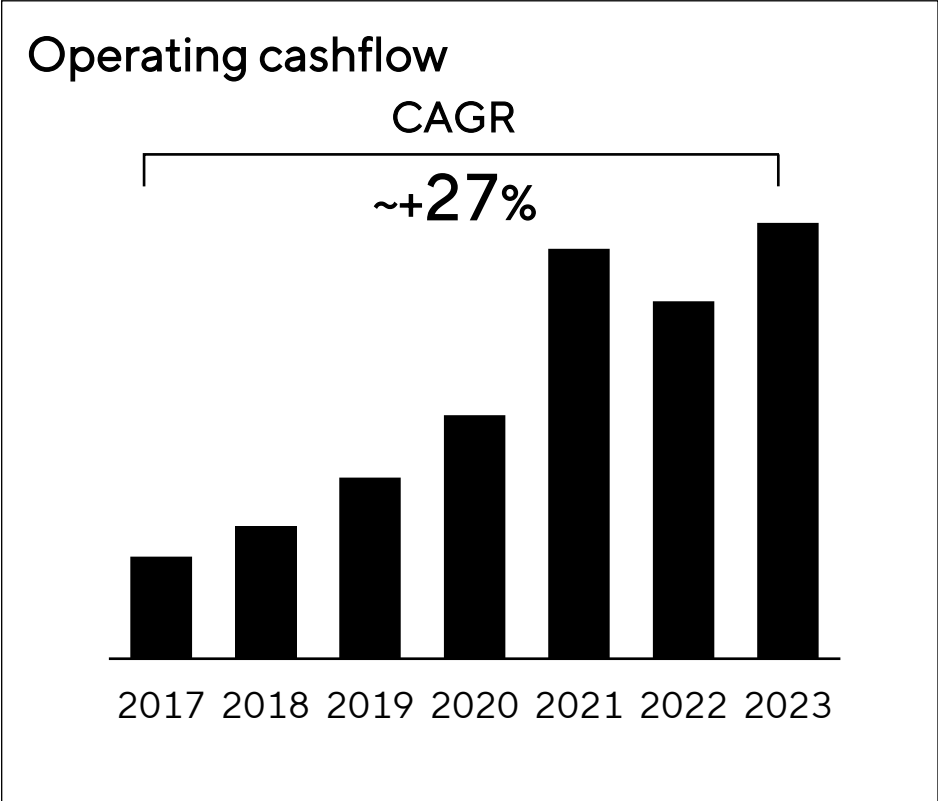
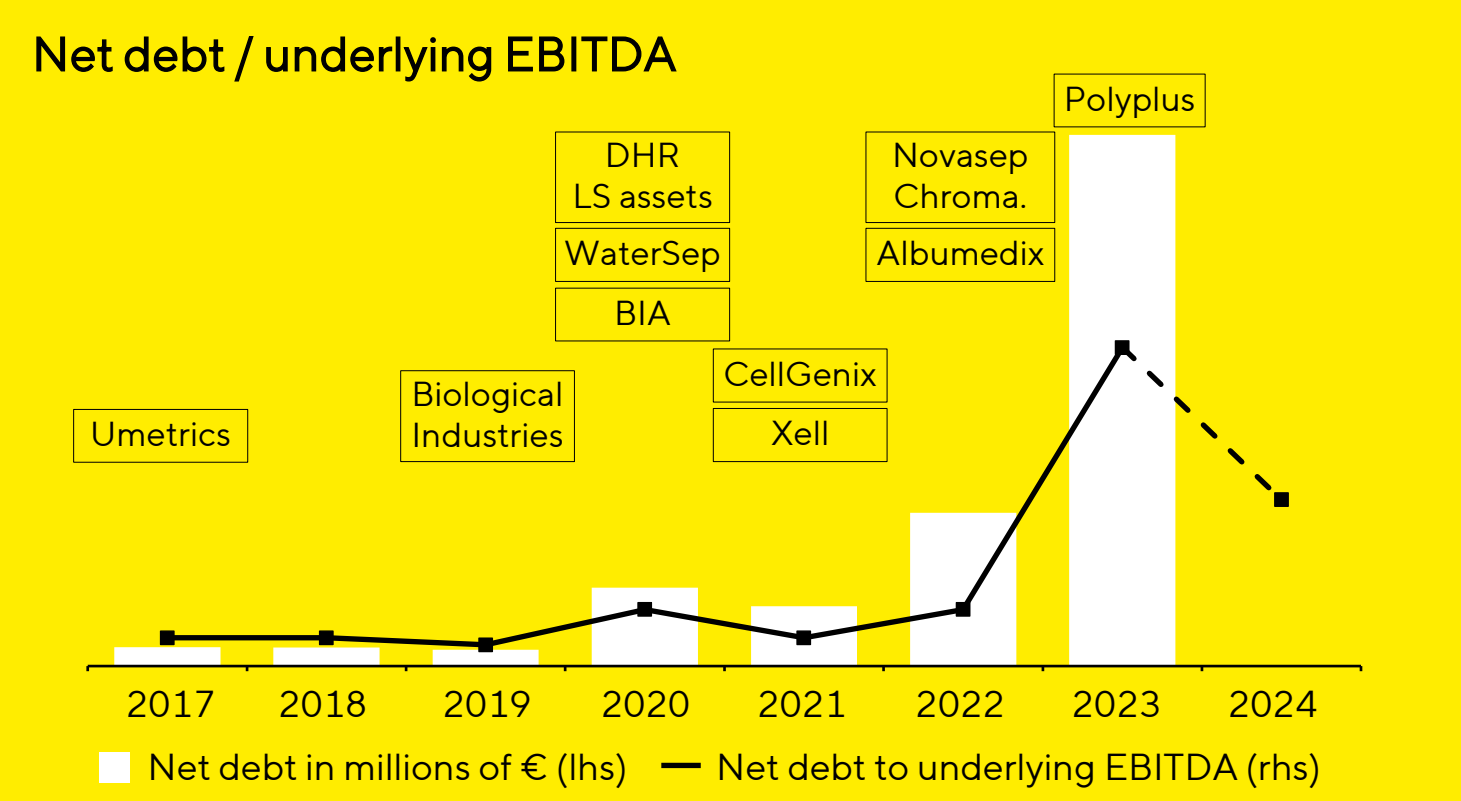
~€474mn Capex 2023

~13% Capex ratio 2024e

Current infrastructure plus ongoing expansion projects to support growth until 2028



Fast deleveraging post M&A enabled by healthy cashflows



Key takeaways: Our growth ambition is based on strong financials



Margin ambition mainly driven by efficiency measures (2024) and economies of scale (2028)



Investments in resilient infrastructure to support growth; tight capex control in 2024/2025

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Simplifying Progress



Right-sizing of the organization in dedicated areas; focus on process improvements to reduce NWC



Strong internal cash generation

Q&A