

Opening by the Chairman of the Supervisory Board Rules

Dr. Lothar Kappich

SARTORIUS

Agenda

- | | | | |
|-----------|--|-----------|--|
| <u>01</u> | Presentation of annual and consolidated financial statements, management report and report of the Supervisory Board for fiscal year 2022 | <u>06</u> | Approval remuneration policy Executive Board |
| <u>02</u> | Appropriation of the retained profit | <u>07</u> | Approval remuneration report 2022 |
| <u>03</u> | Granting discharge Executive Board | <u>08</u> | Remuneration Supervisory Board and corresponding amendment to the Articles of Association |
| <u>04</u> | Granting discharge Supervisory Board | <u>09</u> | Amendment to the Articles of Association:
Enabling virtual general meetings |
| <u>05</u> | Selection auditor | <u>10</u> | Amendment to the Articles of Association:
Participation of Supervisory Board in AGM by means
of video and audio transmission |

Report by the CEO

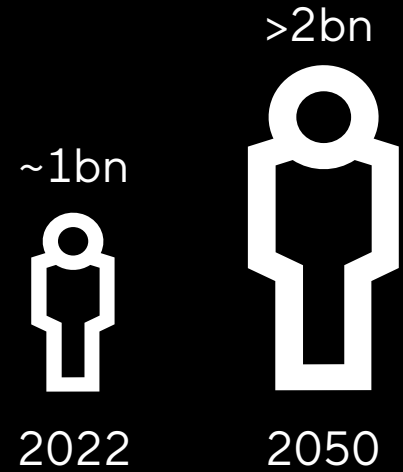
Joachim Kreuzburg

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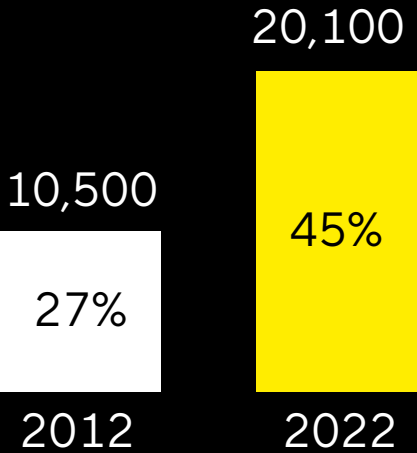
Health is one of the most relevant global topics

Growing and aging population

World population over 60 years

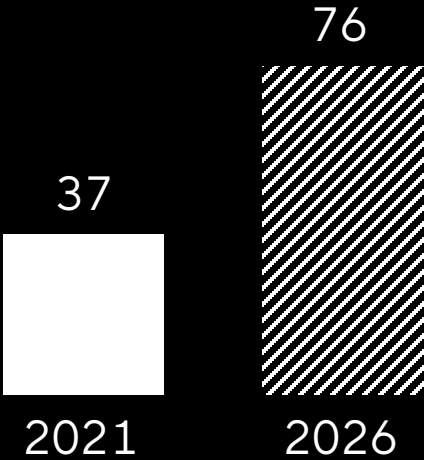


More development projects, increasing biotech share

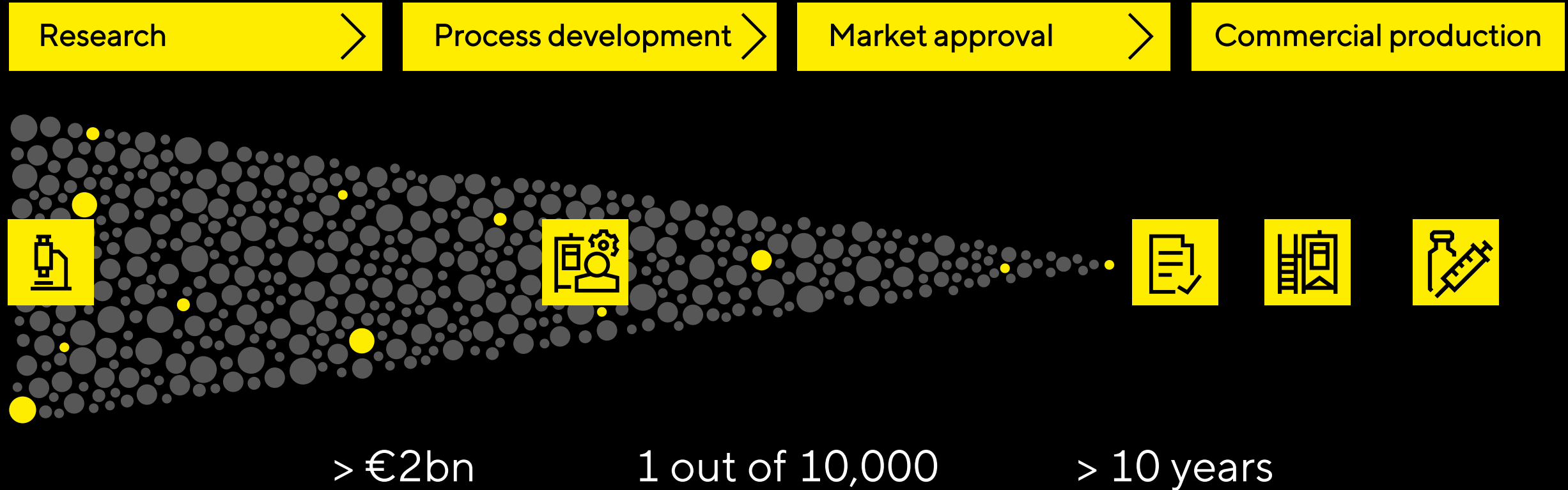


Increased demand for biologics

Protein demand in t



Development and manufacturing of drugs are time-consuming and costly



Many innovative biotech medications are highly effective but expensive

Example 1

Rheumatism

Monoclonal antibody therapy



~€12,000

Annual cost of treatment in Germany

Example 2

Blood cancer

CAR-T cell therapy



~€280,000

Cost per treatment in Europe

Example 3

Hemophilia

Gene therapy



~\$3.5 mn

Cost per treatment in the USA

Sartorius enables researchers to achieve results faster, ...

Example: digitalization and automation of laboratory processes



Incucyte® SX5



iQue®3

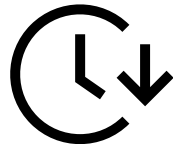


Octet®

More experiments with lower error rate
Data and analysis for better decisions
Shortening time-to-clinic



CellSelector



Example: saves more than **5** weeks in the
selection of cell clones

... increase yield and efficiency in biopharma production, ...

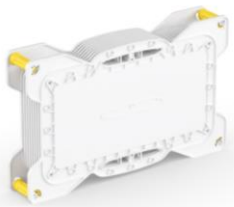
Example: new, innovative bioprocess technologies



CIMmultus®



Downstream processing time reduced by **60%**
Significantly higher yields of viral vectors required for gene therapies



Sartobind® Rapid A



20x Higher productivity compared to classical column chromatography
>30% Cost reduction in clinical manufacturing

...and reduce water and energy consumption at the customers' sites



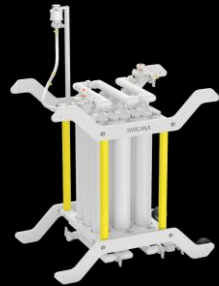
Water consumption
-30%



Energy consumption
-30%



Celsius® FFT Freeze
& Thaw Solutions



Maxicaps®
Sterile filter



Sartopore®
Platinum



Flexsafe®



Linkit® AX

This is how we contribute to better health for more people



Our 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.

Our innovation activities are based on three pillars

Product development

in areas of own core competencies



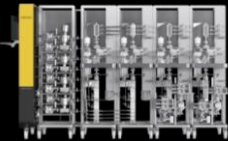
Product launch
Sartobind® Rapid A

Acquisitions

of complementary and
differentiating technologies



Albumedix



Novasep



ALS Automated
Lab Solutions

Cooperations

with partners that are leading in
areas of future relevance

Advanced materials

Process automation &
digitization

3D cell printing
technology

Bioanalytics

Business model provides stability and attractive growth rates

Revenues along the life cycle of a drug



Sustainable, profitable growth

~70%	High share of recurring revenues
~18%	Ø Revenue growth p.a. 2012-2022
+13.7 pp	Und. EBITDA margin 2012-2022

Successful fiscal year 2022

Strong sales growth, high profit margin, normalization has set in

€4,175mn
+15%

Sales revenue

€4,007mn
-10%

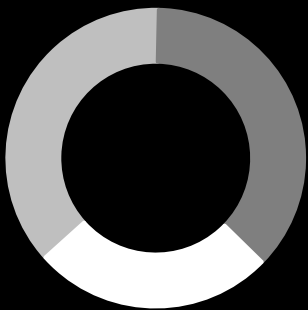
Order intake

€1,410mn
+20%

Underlying EBITDA

€9.57 | €9.58
+18%

EPS ord. | pref.



37% | +21%
Americas

37% | +9%
EMEA

26% | +16%
Asia | Pacific

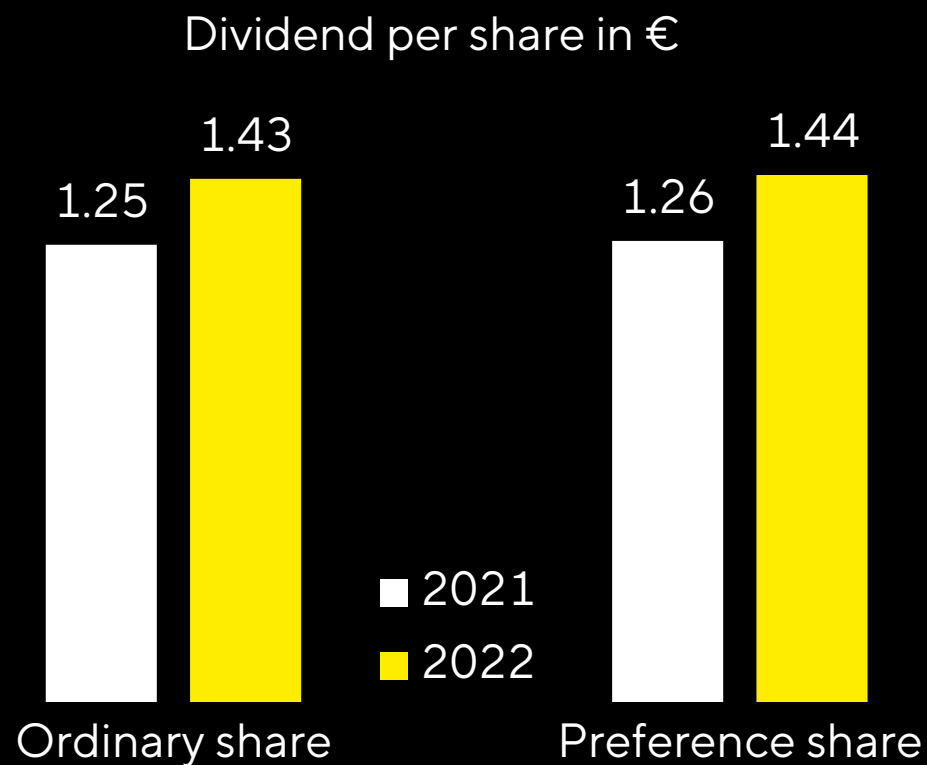
33.8%

Und. EBITDA margin

Both divisions with above-average development

	Bioprocess Solutions	Lab Products & Services
Sales revenue	€3,326mn +16%	€848mn +12%
Order intake	€3,123mn -14%	€885mn +7%
Underlying EBITDA	€1,188mn +21%	€222mn +18%
Underlying EBITDA margin	35.7%	26.2%

Dividend to increase by €0.18 year-on-year



Total profit distributed €98.2mn
Payout ratio 15.0%

Substantial investments support growth ambitions

€523mn
CAPEX

12.5%
CAPEX ratio



USA
Bioanalytics,
laboratories



France
Clean rooms,
product development,
laboratories



Puerto Rico
Cell culture media,
bags, filters



South Korea
Cell culture media,
bags, filters,
laboratories, training
center



Germany
Capacities
consumables, media
and systems, R&D



China
Bags

Investments also into renewable energy supply

Campus Göttingen | climate neutral by 2030

Geothermal heat output
1,550 MWh/a

Equals heating demands of
~80 single-family homes



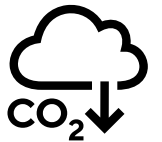
Campus Bangalore, India

1,500
solar panels installed

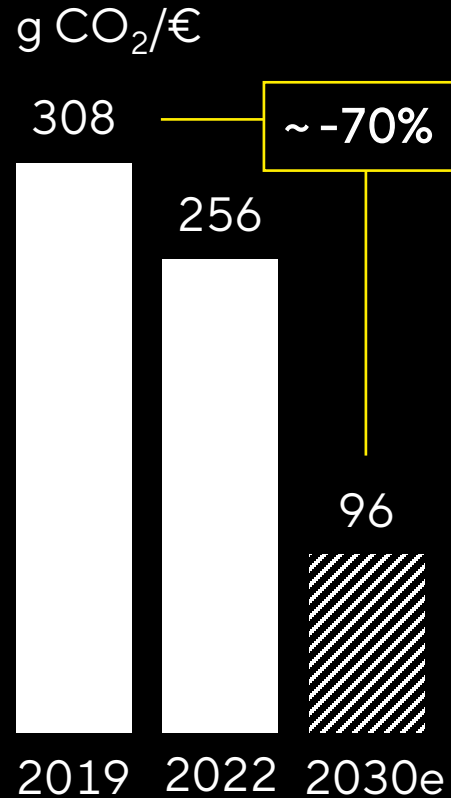
40% of the required
energy from solar power



-700t
CO₂ emissions
p.a



Ambitious sustainability targets until 2030



~10% p.a.

reduction of CO₂ emission intensity by 2030

Spending of 1% of revenue p. a.

Zero

Avoidable emissions in
scope 1 and 2
until 2030

On the agenda: water and material efficiency

Efficient water use



- Closed production cycles for solvents
- Use of rainwater
- Water recycling

Group-wide 2022
constant consumption
despite double-digit revenue growth

Material management



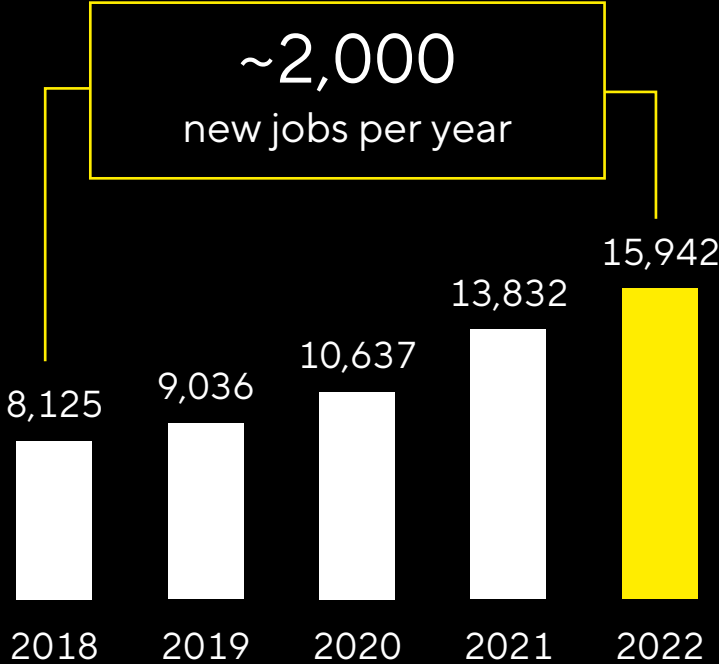
- Optimize use of resources
- Avoid packaging waste
- Recycle production waste
- Life cycle analysis

75%
Current plastics recycling rate

Strong increase in headcount to manage order peaks

After strong team growth, current focus on integration

40%
of employees less than
2 years in the company



Development opportunities
in the Group



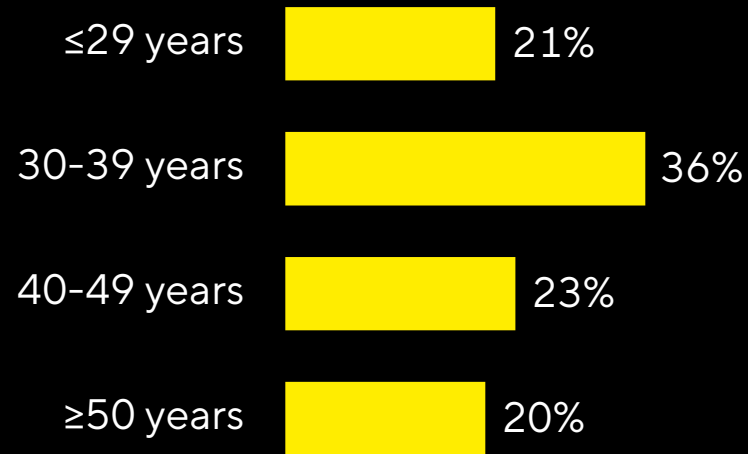
The team structure is becoming increasingly diverse

International workforce

119 Nationalities

70% Non-German managers

Balanced age structure



39 years average age

Share of women at a high level

39% Share of women in the entire workforce

35% Share of women at 1st and 2nd management levels

47% Female executives 1st level below Executive Board

High employee satisfaction is reflected internally and externally

Bi-annual employee survey

90%

say they contribute to
the company's mission

85%

are proud to work
for Sartorius

84%

agree that Sartorius respects
and strengthens diversity

3.8 ★★★★★

 glassdoor®

Intern. competitors Ø 3.7

4.0 ★★★★★

 kununu[®]

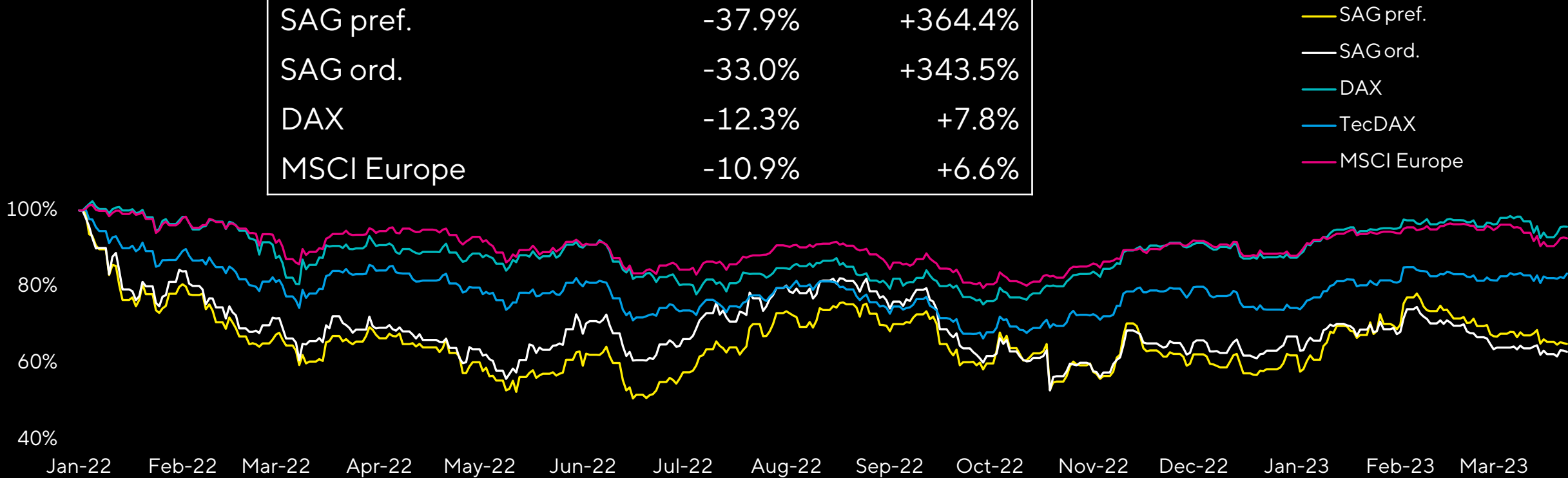
DAX40 Ø 3,7



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Development of Sartorius shares

Share price development	2022	2018-2022
SAG pref.	-37.9%	+364.4%
SAG ord.	-33.0%	+343.5%
DAX	-12.3%	+7.8%
MSCI Europe	-10.9%	+6.6%



Outlook: Positive underlying
growth drivers

Dynamic market with significant growth opportunities

Biopharma industry continues to develop

R&D Pipelines

New modalities

Biosimilars

Single-use penetration

Innovation

Strong market growth

~10%

CAGR
for the biopharma market
2022-2026

Sartorius with relevant positioning

Portfolio

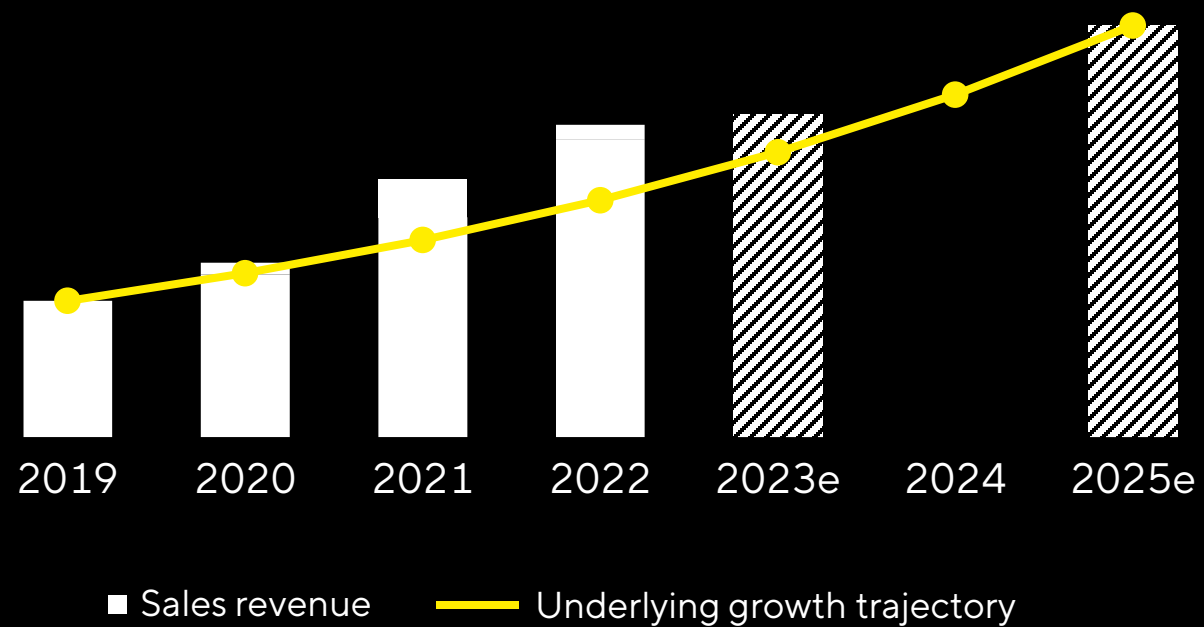
Acquisitions

Reach

Customer needs and processes

Team

One year ahead of mid-term target due to extraordinary effects; currently returning to projected growth trajectory



- Healthy underlying market growth
- Covid-19-related effects
- Order pattern of customers

For 2023, slight sales growth and stable profit margin expected

	Sales revenue growth in %	Und. EBITDA margin
Sartorius Group	Low single digit	
excluding Covid-related business thereof from acquisitions	High single digit ~1pp	Around prior year level
Bioprocess Solutions	Low single digit	
excluding Covid-related business thereof from acquisitions	High single digit ~1pp	Around prior year level
Lab Products & Services	Mid single digit	
excluding Covid-related business	High single digit	Around prior year level

Ambition 2025: Inflation-based increase of sales revenue target by 10%

Sales revenue

~€5.5_{bn}

Underlying EBITDA margin

34%

BPS

~€4.2_{bn}

LPS

~€1.3_{bn}

BPS

~36%

LPS

~28%

Thank you for your attention