

SARTORIUS







Combined Annual Shareholders' Meeting of Sartorius Stedim Biotech

SARTORIUS

Opening of the meeting

Dr. Joachim Kreuzburg, Chairman of the Board of Directors

Board of Directors: Members and candidates standing for reelection or first-time appointment

									New				New
	Dr. Joachim Kreuzburg		Dr. René Fáber		Pascale Boissel		Dr. Lothar Kappich		Cécile Dussart		Christopher Nowers		
Mandate	Chairman of the Board		CEO		Director		Director		Director		Director		
Executive Non-executive	Non-executive		Executive		Non-executive		Non-executive		Non-executive		Non-executive		
Independence	x		x		✓		x		✓		✓		
Age	59		49		58		67		60		61		
Nationality	German		Slovak		French		German		French		British		
No. of mandates in non-Sartorius Group listed companies	0		0		2		0		1		0		
Proposed term of office	2 years		4 years		4 years		4 years		3 years		3 years		
First Appointment	2007		2019		2019		2017		For election '25		For election '25		

Cécile Dussart: Proposed for election to the Board of Directors

Professional Experience

30 years experience, e.g. in management roles at Swiss listed dermatology group Galderma and pharma companies Roche and Sanofi.

Education

- Doctor of Pharmacy (PharmD.)
- Master's degree, Marketing Pharmaceutique, ESCP Business School
- International Directors Programme, INSEAD

Core Competencies

- Strong industry expertise in biopharma
- Leadership in international enterprises and C-level experience
- Sustainability



Year of Birth: 1964

Nationality: French

Christopher Nowers: Proposed for election to the Board of Directors

Professional Experience

Comprehensive experience in cell therapy and the broader pharma Industry incl. ONK Therapeutics, Autolus Therapeutics, Kite Pharma, Bristol Myers Squibb, Amgen and Zeneca

Education

- BSc Hons degree in Biochemistry, University of Kent

Core Competencies

- Strong industry expertise in biopharma
- Leadership in international enterprises and C-level experience
- Strategy development and M&A
- Corporate Governance, compliance



Year of Birth: 1963

Nationality: British

Agenda

01

Extraordinary Shareholders' Meeting

- Reading of the report of the Board of Directors
- Resolutions Nos. 1–2

02

Ordinary Shareholders' Meeting

- Reading of the reports of the Board of Directors
- Reading of the reports of the Statutory Auditors
- Resolutions Nos. 3–18

03

Extraordinary Shareholders' Meeting

- Reading of the Reports of the Board of Directors
- Reading of the Special Report of the Statutory Auditors
- Resolutions Nos. 19–28

SARTORIUS

Report of the CEO

Dr. René Fáber

Sartorius maintains a strong
market position in a challenging
industry environment

Adjusted full-year targets achieved; profitability at robust level;
significant business momentum in final quarter

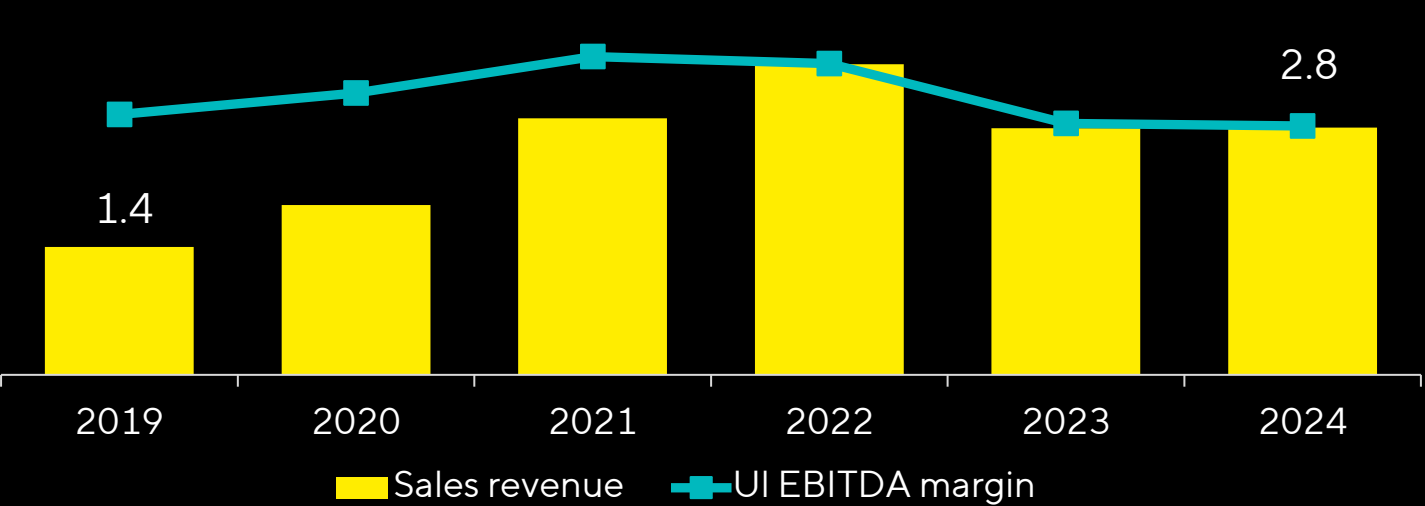
€2.8bn | 1%
Sales revenue¹

€2.8bn | +13%
Order intake¹

28.0%
Underlying EBITDA margin

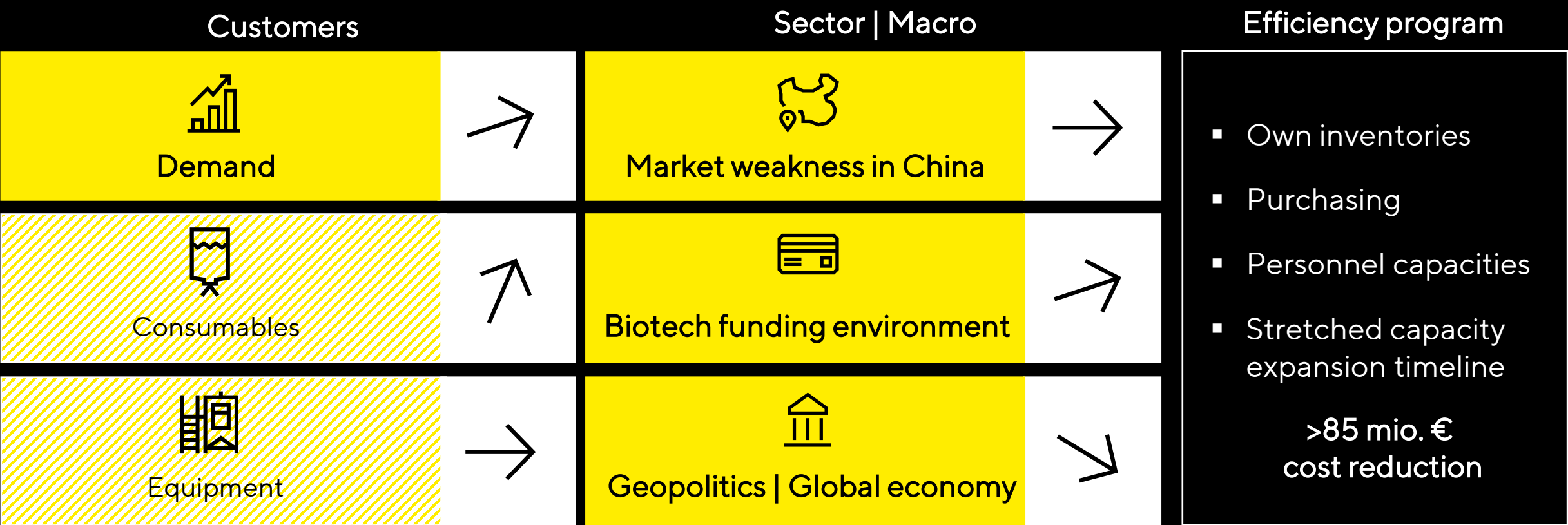
+93%
Sales growth 2024
vs. 2019

+85%
ul. EBITDA growth 2024
vs. 2019

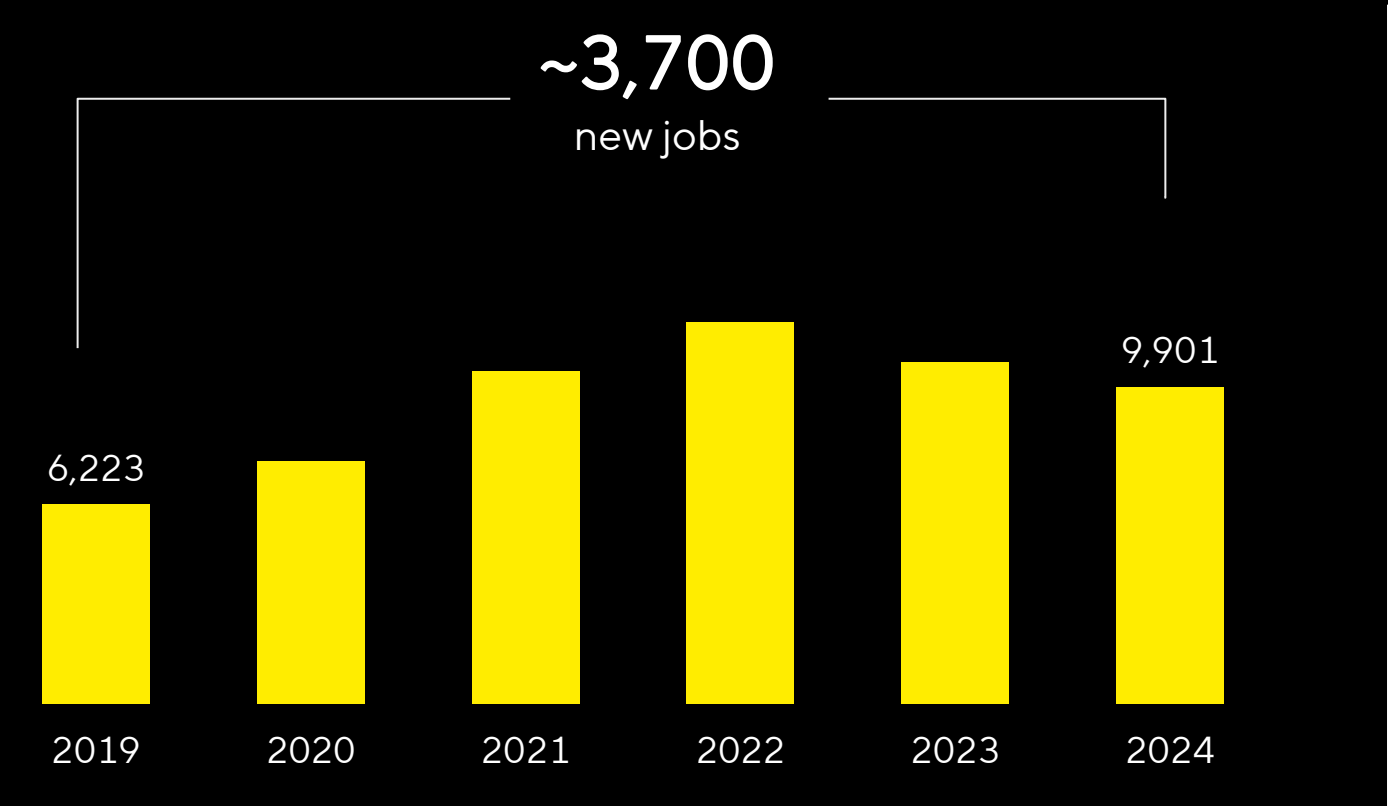


¹ Growth in constant currencies
Underlying EBITDA: Earnings before interest, taxes, depreciation, and amortization and adjusted for extraordinary items

Industry gradually returning to its structural growth trend; successful efficiency measures



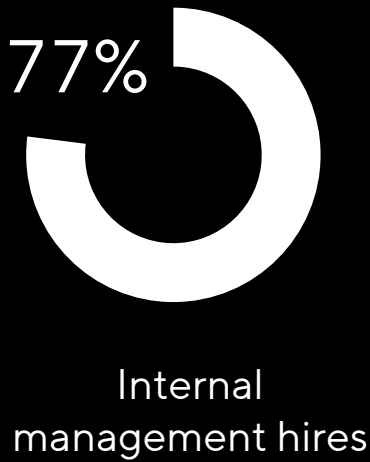
An ambitious team of more than 9,900 people



As of December 31, 2024

99
Nationalities

41%
Academics



Significant investments in technologies and growth



Customer proximity



Global resilience



Redundant capacity



Operational excellence

~€340mn

Capex in 2024

Opened 2024



Marlborough, USA
Center for Bioprocess Innovation

Ongoing expansions



Göttingen, Germany
Filters



Freiburg, Germany
Cell culture components



Songdo, Südkorea
Media, bags, filters

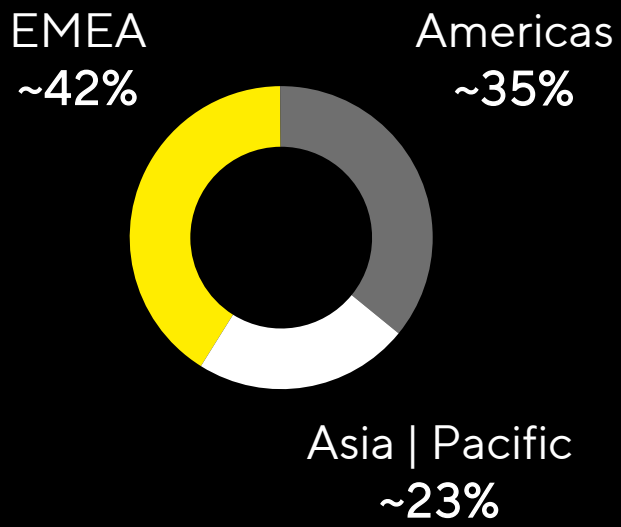


Aubagne, Frankreich
Bags | fluid management products

Flexibility and resilience through 30+ production sites globally

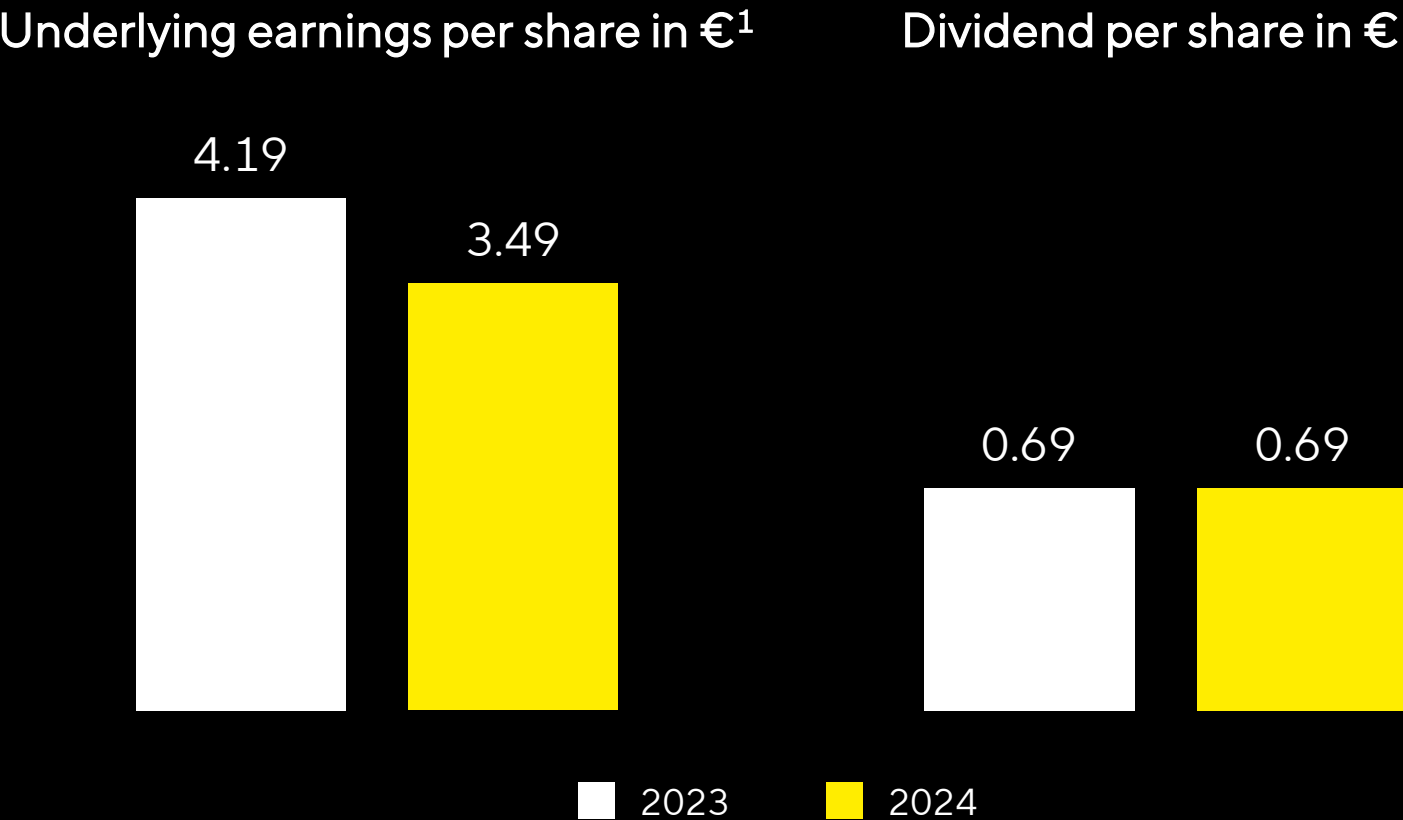


Sales revenue by region



As of December 31, 2024

Dividend proposal



¹ 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.

Our mission

Better Health for More People

Biologics have revolutionized the treatment of serious diseases

Improved survival rate in cancer patients



Increase in the five-year survival rate from 75% to

>90 %

for HER2-positive breast cancer¹

Better quality of life for people with autoimmune diseases

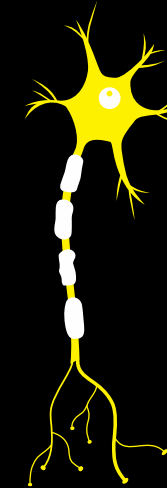


Reduction in relapses of

>60 %

in multiple sclerosis²

Treatment of genetic defects



Increase in survival rate from 25 % to

>90 %

of infants with spinal muscular atrophy³

¹ <https://pubmed.ncbi.nlm.nih.gov/26099745/> ² <https://dgn.org/junge-neurologie/multiple-sklerose/> ³ Verbesserung ohne permanente Atemunterstützung, <https://www.zolgensma.com/zolgensma-studies/symptomatic-study-results>

But for most patients, these medications are not available

Share of global sales of monoclonal antibodies | Share of world population

€ 👤
80% | 15%
U.S., Canada and Europe



€ 👤
20% | 85%
Rest of World

<https://wellcome.org/reports/expanding-access-monoclonal-antibodies>

The reason: biotech medications are highly effective, but expensive

Rheumatism

Monoclonal antibodies



~12,000 €

Annual cost of treatment in Germany¹

Blood cancer

CAR-T cell therapy



~240,000 €

One-time treatment in Germany²

Leukodystrophy

Gene therapy

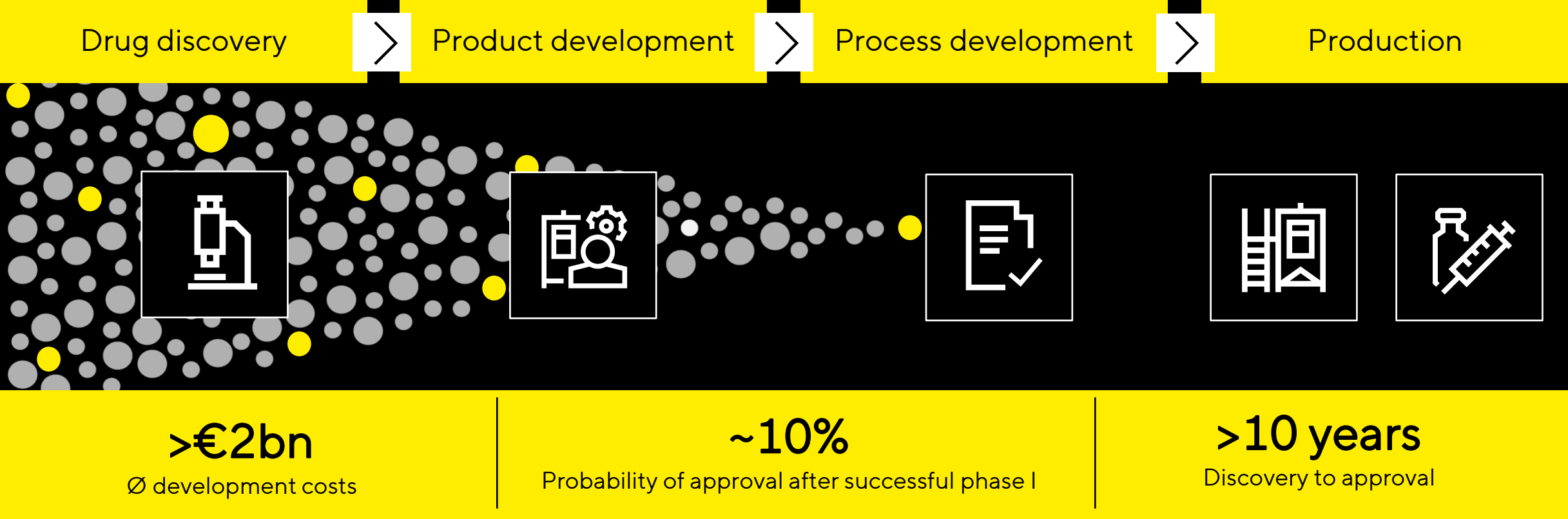


~4.25 Mio. \$

One-time treatment in the USA³

1 AOK, 2025 2 Charité, 2025 3 MIT Technology Review, 2024

Long development times, complex production

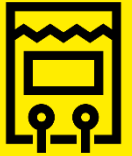


Schematic example of biological drug development using data from the Association of the British Pharmaceutical Industry

Simplifying Progress

Faster development of new drugs;
higher efficiency in production

Innovations for faster results, higher yields, less use of resources



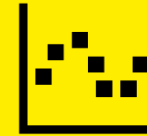
Single-use-
technologies



Process
intensification



Automation



Data
analytics



Biostat® STR Bioreactors



Linkit® AX with Flexsafe®



Ksep 50®



Flexsafe® Pro Mixer



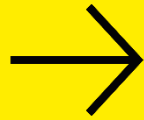
Celsius® FFT



Resolute® BioSMB

Intensified processes can halve costs and triple productivity

Today
Batch
production



Future
Continuous
production

COGS
-50%

Process footprint
-60%

Productivity
x3

CO₂ emissionen
-20%

2025
Pionic® Platform
for continuous bioprocesses

In collaboration with
sanofi



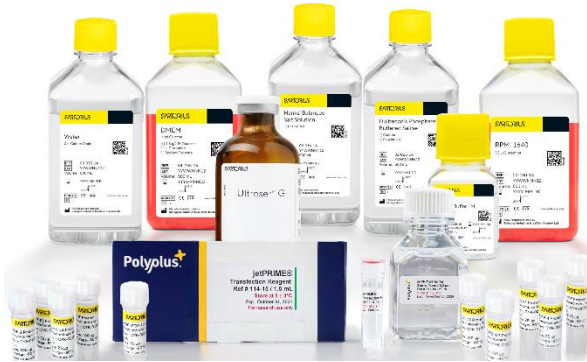
Enabling advanced therapies through dedicated solutions

Immature processes of Advanced Therapies

- High manufacturing costs
- Platforms not yet established
- Low yields
- Lack of process robustness

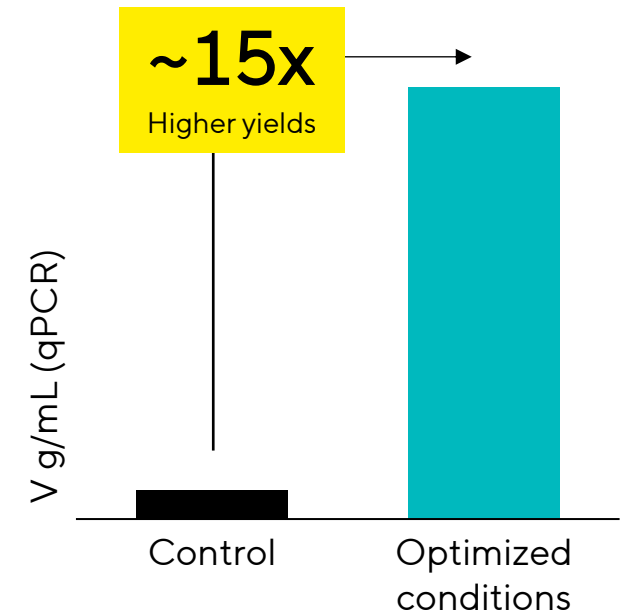


High need for innovation



+	Media & reagents
+	Up & downstream solutions
+	Services

Example: Viral vector process development



Pioneering sustainable materials: First PFAS-free filters as well as products made from non-fossil plastics



Sartopore® Evo filter

PFAS-free

Share of
renewable plastics



Ambr® vessels

85%



Flexsafe® bags

71%

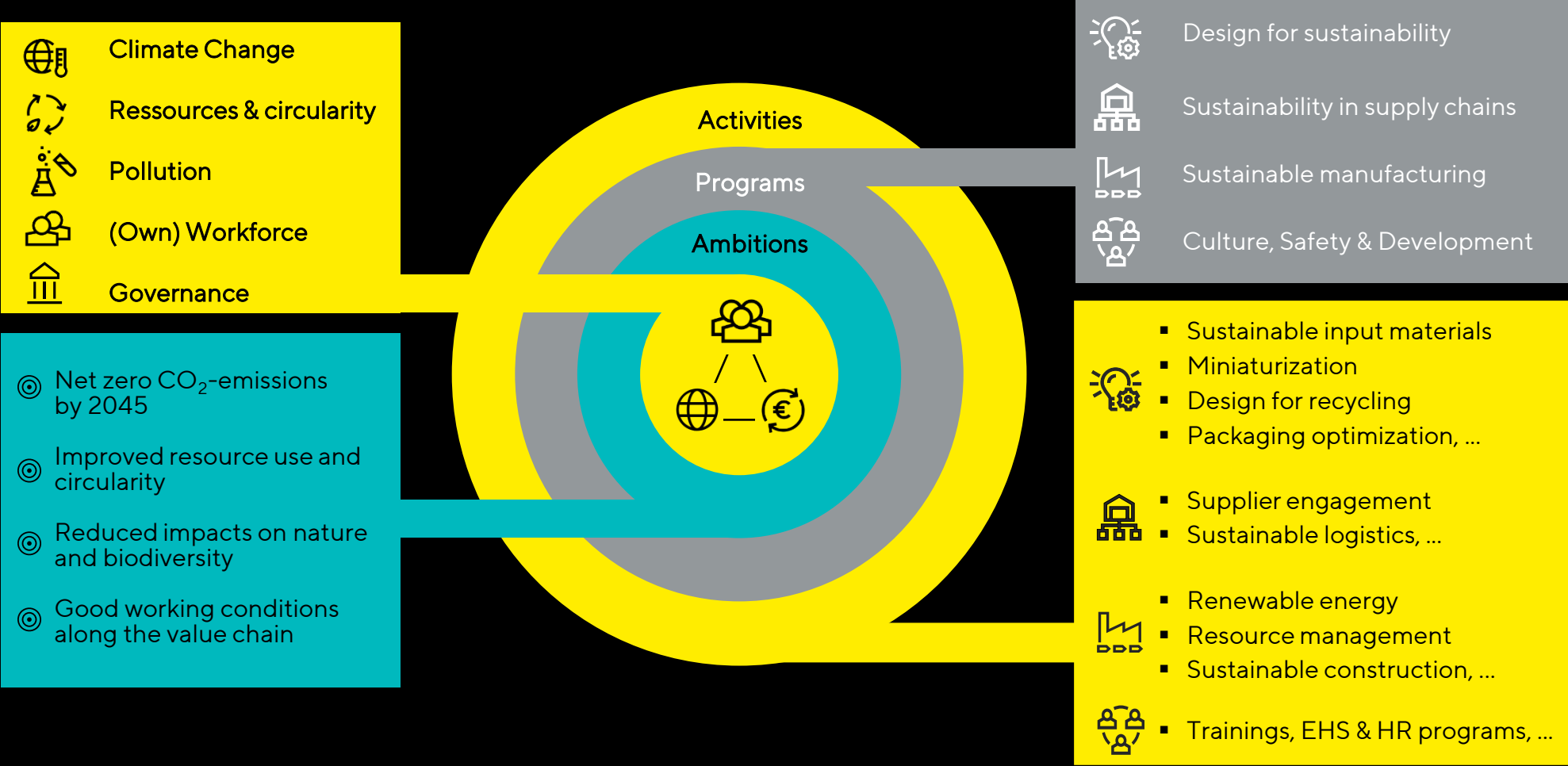


Vivaflow® single-use filters

90%



Sartorius evaluates and adresses ESG impacts, risks and opportunities



Sartorius Stedim Biotech is contributing to the implementation of the climate strategy of its parent company Sartorius AG

Climate strategy Sartorius AG

- Reduce CO₂eq emission intensity by on average 10% per year by 2030 (g CO₂eq / € revenue)
- Reduce avoidable scope 1 & 2 emissions to zero by 2030
- 100% renewable electricity by 2030
- Net-zero by 2045

Emission development Sartorius AG

2019		2024		2019		2024	
n/a		-7.8% CAGR to 2019		536,232 t CO ₂ eq		692,572 t CO ₂ eq	
CO ₂ eq emission intensity				Total emissions			
2019		2024		2019		2024	
12,359 t CO ₂ eq		13,762 t CO ₂ eq		25,777 t CO ₂ eq		28,691 t CO ₂ eq	
Avoidable scope 1 emissions				Avoidable scope 2 emissions			

Ambitious targets based on
strong market trends

Health is and will remain one of the most relevant global topics

Growing and aging population¹



9.5bn

World population in 2050

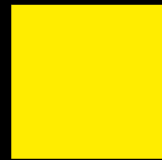


>1.6bn

People over 65 years

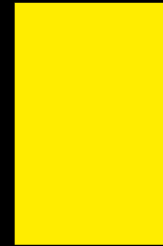
Biologics gaining in importance²

~28%



2014

~44%



2024

Share biologics in R&D pipeline

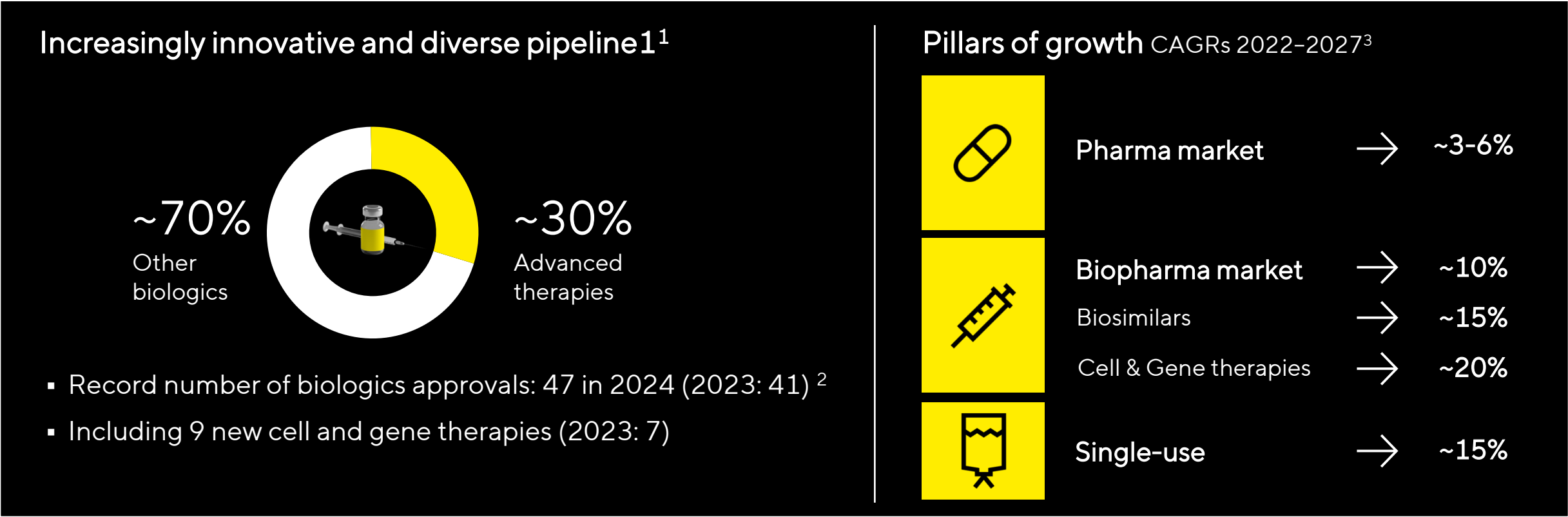
Significant market growth³

~10%

CAGR
for the biopharma market
2023-2028

¹ United Nations: World Population Prospects, 2024 ² Citeline, 2024 ³ Company estimates based on industry reports (e.g. IQVIA, Evaluate Pharma, GlobalData) 2024

Greater diversity of modalities, rapid pace of innovation, attractive market growth



1 Global Data 2024 2 Includes CDER and CBER approvals 3 Own estimate based on EvaluatePharma 2023, IQVIA 2023, Global Data 2023, Roots Analysis 2021, Markets & Markets 2023 & Markets 2023

Deliberately cautious 2025 outlook

Market

Life Science market expected to grow,
but yet remaining below long-term average

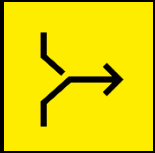
Sales revenue & profitability

Moderate, profitable sales growth above market level
Growth mainly driven by consumables

Leverage & Capex ratio

Further organic reduction of debt leverage
Capex ratio approx. on prior-year level

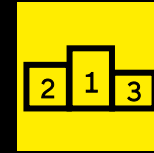
Sartorius Stedim Biotech is very well positioned for further sustainable profitable growth



Clear strategy,
consistent
implementation



High share of
recurring revenues



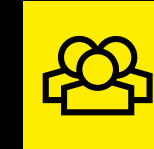
Competitive,
differentiated
product portfolio



Strong fundamental
growth drivers



High-performance,
resilient production
and R&D infrastructure



Ambitious team,
strong customer focus

Thank you for your
attention