



sartorius



sartorius stedim

biotech



Conference Call HY 2015 Results

Joachim Kreuzburg, CEO | July 21, 2015

Disclaimer

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

Throughout this presentation, differences may be apparent as a result of rounding during addition.



Agenda

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Sartorius Group:
H1 2015 Results | Guidance 2015

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Sartorius Stedim Biotech Group:
H1 2015 Results | Guidance 2015

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Questions & Answers



Continued Dynamic Performance



Strong double-digit growth on all lines; supportive currency environment



BPS performance exceeding expectations



Positive development of LPS in line with expectations



FY 2015 guidance raised and specified



Acquisition of Cellca further strengthens BPS's offering

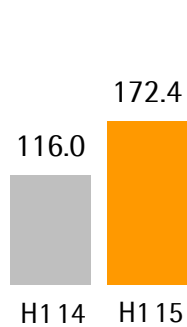
Significant Gains at All Levels vs. Relatively Low Comps

Sartorius Group ¹⁾ in millions of € unless otherwise specified	H1 2014 ²⁾	H1 2015	Change	Change in cc ³⁾
Order intake	440.5	577.8	31.1%	19.7%
Sales revenue	423.0	535.3	26.6%	15.9%
Underlying EBITDA ⁴⁾	84.8	121.1	42.8%	
Underlying EBITDA margin in %	20.1	22.6	+250bps	
Underlying EPS ⁵⁾ (ord.) in €	1.71	2.80	63.5%	
Underlying EPS ⁵⁾ (pref.) in €	1.73	2.82	62.8%	

¹⁾ Continued operations ²⁾ Restated ³⁾ cc = constant currencies ⁴⁾ Underlying = excluding extraordinary items ⁵⁾ Underlying EPS = based on net profit after non-controlling interest, adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate

Double-digit Growth Recorded by All Regions

Americas
Sales¹⁾ in € million



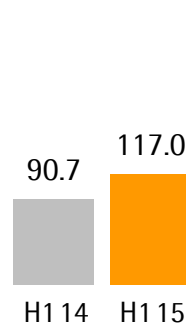
+ 23.2%

EMEA
Sales¹⁾ in € million



+ 12.1%

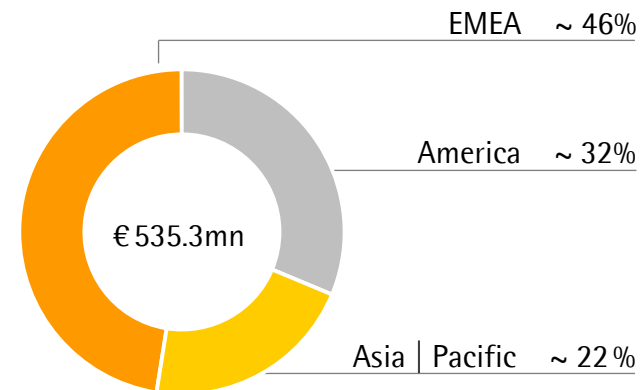
Asia|Pacific
Sales¹⁾ in € million



+ 15.6%

Growth in constant currencies

Sales¹⁾ by Regions
in %

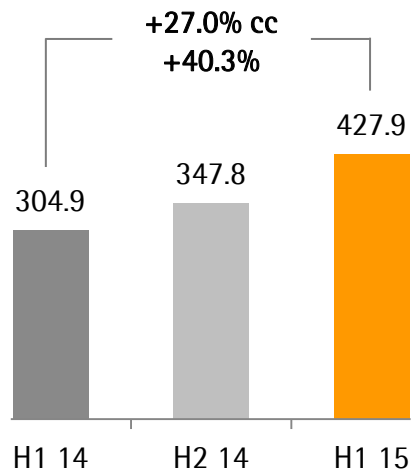


- Excellent performance in the Americas fueled by both divisions; low comps for BPS
- Double-digit growth in the EMEA region mainly driven by BPS – strong demand for SU products and equipment
- Development in Asia|Pacific in line with expectations; LPS benefitting from continued stabilization of lab markets and new product launches

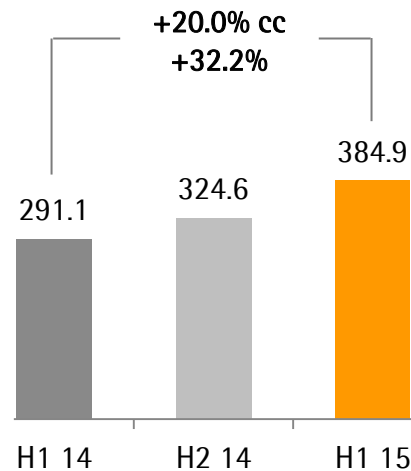
¹⁾ According to customers' location

BPS: Performance Exceeding Expectations

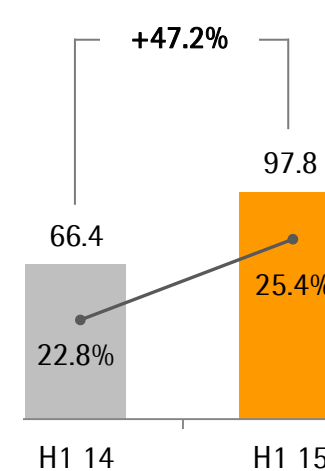
Order Intake
€ in millions



Sales Revenue
€ in millions



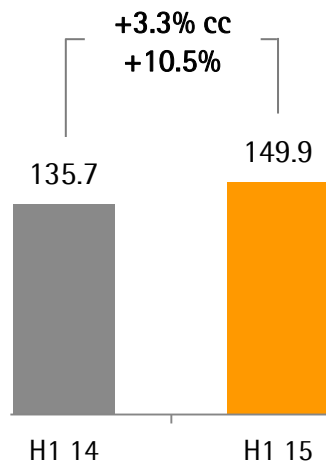
Underlying EBITDA & Margin
€ in millions



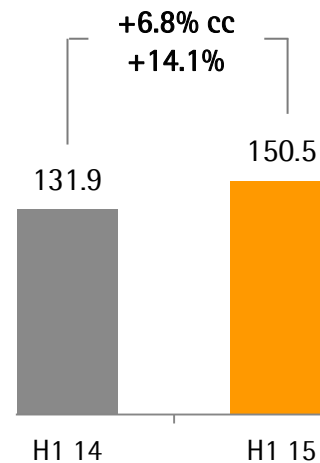
- Strong double-digit growth on all lines compared with relatively low comps
- Business development, however, exceeded expectations driven by all product segments; robust end-market dynamics
- Order intake also contains deliveries to be executed in 2016
- Underlying EBITDA margin up by 260bps mainly due to economies of scale; currencies also supportive

LPS: Continued Positive Development

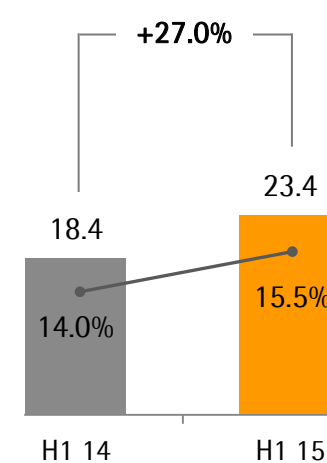
Order Intake
€ in millions



Sales Revenue
€ in millions



Underlying EBITDA & Margin
€ in millions



- Robust order intake performance against a strong H1 2014
- Business expansion fueled by all product lines, especially balances
- Asia posted highest growth due to continued stabilization of lab markets and new product launches
- Underlying EBITDA margin: +150bps; considerable increase driven by higher sales and fx-effects

Strong Cash Flow Development

Sartorius Group in millions of €	H1 2014	H1 2015	Change
Underlying EBITDA	84.8	121.1	42.8%
Extraordinary items	-2.0	-3.8	-91.7%
Financial result	-10.0	-15.2	-51.5%
Underlying net profit ¹⁾²⁾	29.3	47.8	63.1%
Reported net profit ²⁾	22.8	77.0	n.m.
Net operating cash flow	33.0	56.2	70.5%
Net investing cash flow ³⁾	-35.2	3.1	n.m.

- Financial result burdened by derivatives | fx loans – mainly non-cash effective
- Reported net profit includes book gain from Intec disposal
- Net operating cash flow fueled by strong earnings growth
- Net investing cash flow reflects proceeds of ~ €73mn relating to Intec sale as well as acquisition of BioOutsource

¹⁾ Underlying net result = net profit adjusted for extraordinary items, amortization and based on the normalized financial result and tax rate

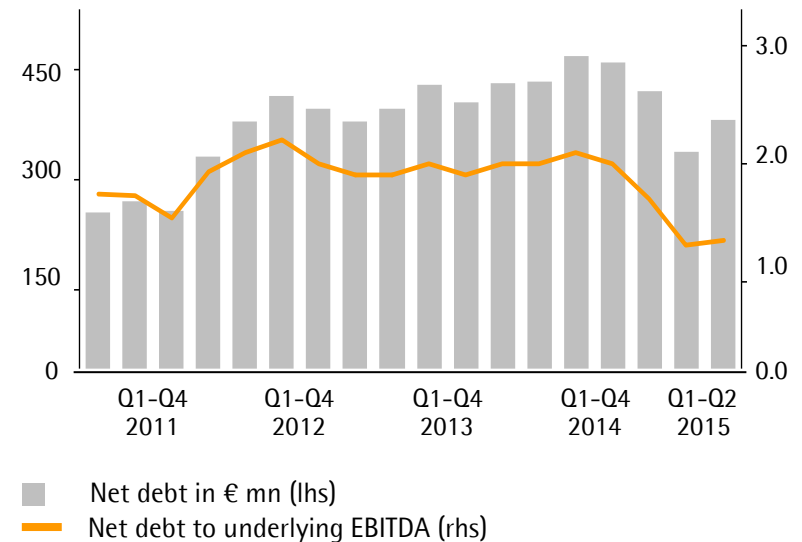
²⁾ After non-controlling interest ³⁾ Net cash flow from investing activities and acquisitions | divestments

All Key Financial Parameters Further Enhanced

Key Financial Indicators

Sartorius Group	Dec. 31 2014 ¹⁾	June 30 2015
Equity ratio in %	39.1	44.1
Net debt in millions of €	335.6	304.5
Net debt underlying EBITDA	1.7	1.4

Net Debt to Underlying EBITDA



¹⁾ Including discontinued operation

Guidance 2015 Raised

	Previous ¹⁾		New ¹⁾	
	Sales revenue growth	Underlying EBITDA margin	Sales revenue growth	Underlying EBITDA margin
Sartorius Group	~6% - 9%	~22.0%	~12%	~22.5%
Bioprocess Solutions	~8% - 11%	~25.0%	~15%	~25.5%
Lab Products & Services	~2% - 5%	~15.5%	~5%	~15.5%

- New guidance includes the acquisitions of both BioOutsource and Cellca
- Expected growth contribution ~ 1 pct. pt (Group) and ~1.5 pct. pts (BPS)
- Capex guidance remains unchanged; capex ratio expected at ~10%

¹⁾ In constant currencies



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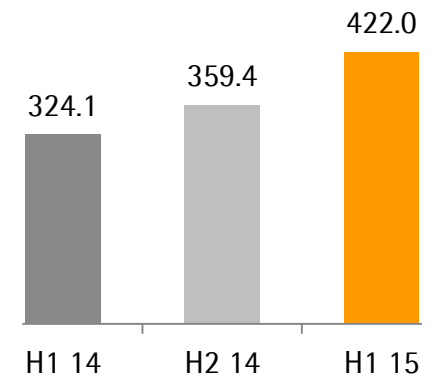
Questions & Answers



Strong Growth Ahead of Expectations

Sartorius Stedim Biotech in millions of € unless otherwise specified	H1 2014	H1 2015	Change	Change in cc ¹⁾
Order intake	338.4	467.4	38.1%	25.5%
Sales revenue	324.1	422.0	30.2%	18.7%
Underlying EBITDA ²⁾	73.8	106.5	44.3%	
Underlying EBITDA margin in %	22.8	25.2	+240bps	
Underlying EPS ³⁾ in €	2.65	4.10	54.6%	

Sales Revenue
€ in millions

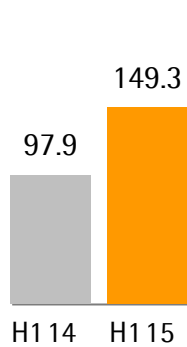


- Strong double-digit growth on all lines compared with relatively low comps
- Business development, however, exceeded expectations driven by all product segments; robust end-market dynamics
- Order intake also contains deliveries to be executed in 2016
- Underlying EBITDA margin up by 240bps mainly due to economies of scale; currencies also supportive

¹⁾ cc= constant currencies ²⁾ Underlying = excluding extraordinary items ³⁾ Underlying EPS = based on net profit after non-controlling interest, adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate

Considerable Sales Growth Across All Regions

Americas
 Sales¹⁾ in € million



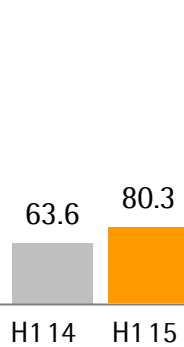
+ 26.2%

EMEA
 Sales¹⁾ in € million



+ 16.0%

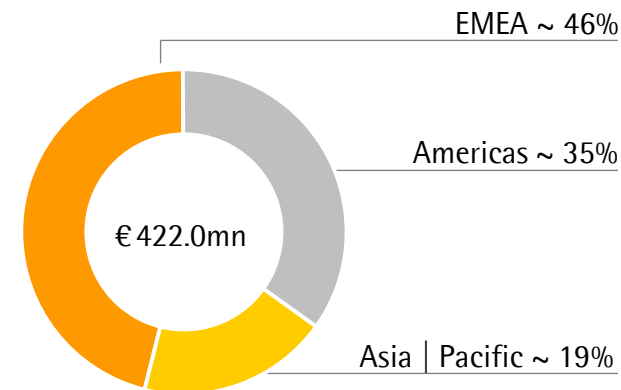
Asia|Pacific
 Sales¹⁾ in € million



+ 14.0%

Growth in constant currencies

Sales¹⁾ by Regions
 in %



- Dynamic business expansion in the Americas against a low base in H1 2014
- Double-digit growth in EMEA due to strong demand for SU products and equipment
- Continued solid development in Asia|Pacific as expected

¹⁾ According to customers' location

Operating Cash Flow Significantly Increased

Sartorius Stedim Biotech Group in millions of €	H1 2014	H1 2015	Change
Underlying EBITDA	73.8	106.5	44.3%
Extraordinary items	-1.0	-1.5	43.3%
Financial result	-5.1	-12.6	-148.0%
Underlying net result ¹⁾	40.7	62.9	54.6%
Reported net result	35.0	51.5	47.0%
Net operating cash flow	39.8	56.8	42.6%
Net investing cash flow ²⁾	-20.6	-50.1	-143.3%

- Financial result burdened by derivatives | fx loans; mainly non-cash effective
- Net operating cash flow driven by strong earnings development
- Net investing cash flow reflects the acquisition of BioOutsource

¹⁾ Underlying net result = net profit adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate

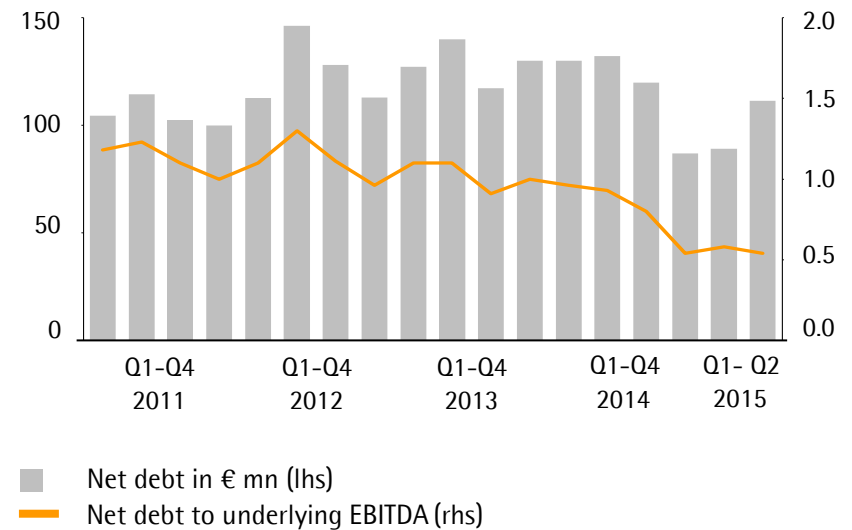
²⁾ Net cash flow from investing activities and acquisitions | divestments

Financial Position Remained Strong

Key Financial Indicators

Sartorius Stedim Biotech	Dec. 31 2014	June 30 2015
Equity ratio in %	59.4	58.0
Net debt in millions of €	87.4	111.3
Net debt underlying EBITDA	0.5	0.6

Net Debt to Underlying EBITDA



Guidance 2015 Upgraded

	Previous ¹⁾	New ¹⁾
Sales revenue growth	~7% - 10%	~15%
Underlying EBITDA margin	~24.5 - 25.0%	~25.0 - 25.5%

- New guidance includes the acquisitions of both BioOutsource and Cellca
- Expected growth contribution ~ 1.5 pct. pts
- Capex guidance remains unchanged; capex ratio expected at ~6% - 8%

¹⁾ In constant currencies

Acquisition of Cellca Complements Process Development Portfolio

- Cellca provides process development services for the biopharma and biosimilars industry
- Headquartered in Laupheim, Germany; sales revenue of ~€6m, ~30 employees
- Attractive combined process development offering, particularly for young biopharma companies

Process Optimization | Process Development


cellca

 bio outsource

Analytical Services

Biosafety Services


Validation service

Production





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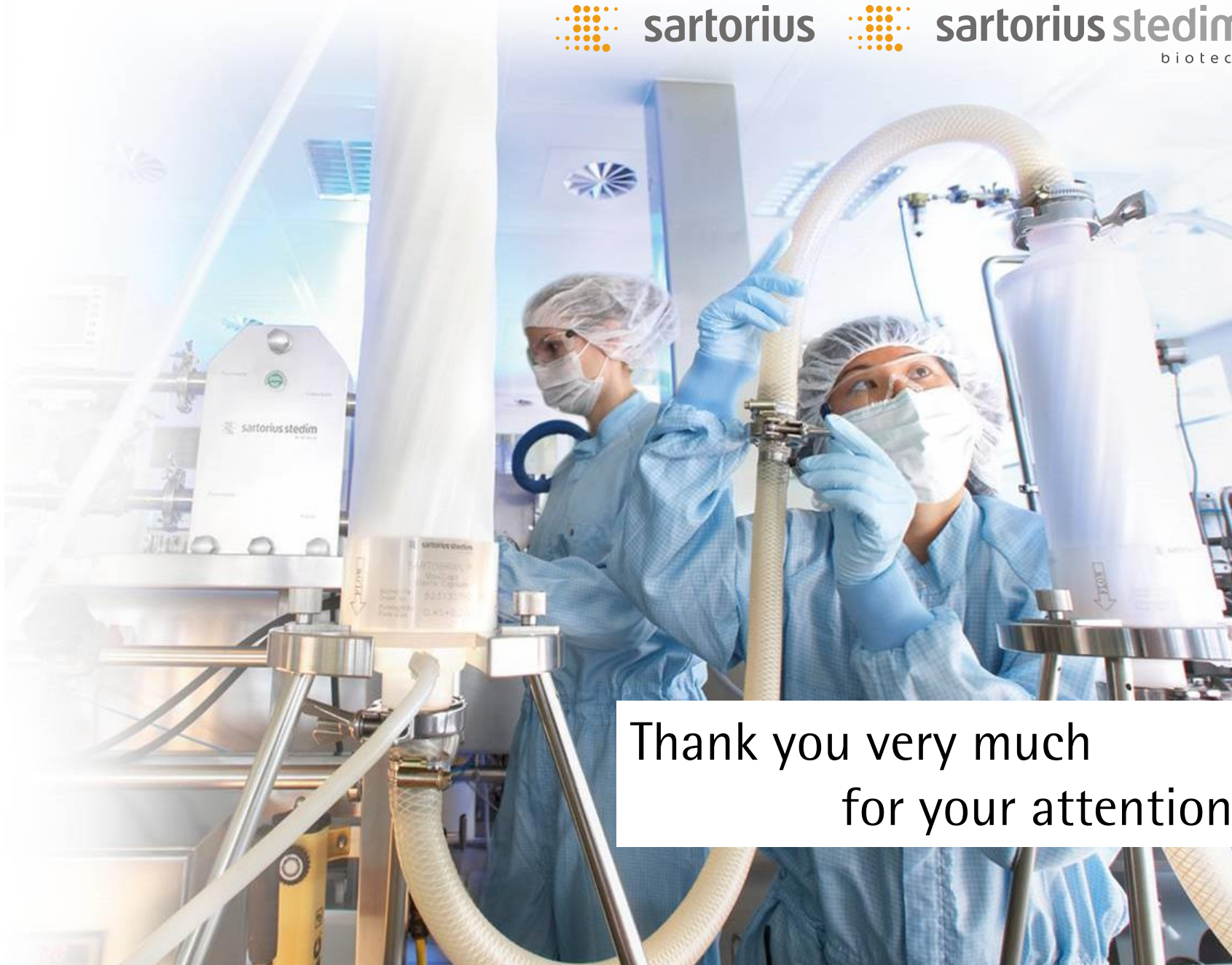




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sartorius stedim
biotech

A photograph of two scientists in a laboratory setting. They are wearing blue lab coats, white hairnets, and white face masks. They are working with large, white, vertical Sartorius Stedim biotech containers. One scientist is adjusting a hose connected to the equipment. The background shows a clean, modern laboratory environment with stainless steel surfaces and various pieces of equipment.

Thank you very much
for your attention