**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 more than 10,000 people in more than 30 countries. Its operational business is subdivided into two divisions: Bioprocess Solutions and Lab Products & Services.

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**Key Figures**

<table>
<thead>
<tr>
<th>Key Figures</th>
<th>9M 2020</th>
<th>9M 2019</th>
<th>Δ in %</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue (Δ in const. fx)</td>
<td>1,680.0</td>
<td>1,355.8</td>
<td>+25.2</td>
<td>1,827.0</td>
<td>1,566.0</td>
</tr>
<tr>
<td>Order intake (Δ in const. fx)</td>
<td>1,956.5</td>
<td>1,435.0</td>
<td>+37.8</td>
<td>1,939.5</td>
<td>1,662.5</td>
</tr>
<tr>
<td>Underlying EBITDA</td>
<td>488.7</td>
<td>361.1</td>
<td>+35.3</td>
<td>495.8</td>
<td>405.0</td>
</tr>
<tr>
<td>Underlying EBITDA margin in %</td>
<td>29.1</td>
<td>26.6</td>
<td>27.1</td>
<td>25.9</td>
<td></td>
</tr>
<tr>
<td>Relevant net profit continuing operations</td>
<td>211.2</td>
<td>153.2</td>
<td>+37.9</td>
<td>209.4</td>
<td>175.6</td>
</tr>
<tr>
<td>Underlying EPS per ordinary share in €</td>
<td>3.08</td>
<td>2.23</td>
<td>+38.0</td>
<td>3.06</td>
<td>2.56</td>
</tr>
<tr>
<td>Underlying EPS per preference share in €</td>
<td>3.09</td>
<td>2.24</td>
<td>+37.8</td>
<td>3.07</td>
<td>2.57</td>
</tr>
<tr>
<td>Equity ratio in %</td>
<td>29.2</td>
<td>38.7</td>
<td>38.1</td>
<td>38.5</td>
<td></td>
</tr>
<tr>
<td>Net debt to underlying EBITDA</td>
<td>2.5</td>
<td>2.1</td>
<td>2.0</td>
<td>2.4</td>
<td></td>
</tr>
</tbody>
</table>

1 Underlying = adjusted for extraordinary items  2 After non-controlling interest, adjusted for extraordinary items and non-cash amortization, as well as based on the normalized financial result and tax rate

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**Sales Revenue by Division 2019**

- Bioprocess Solutions: ~75%
- Lab Products & Services: ~25%

- 2019 Sales Revenue: ~€1.83bn

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**Earnings per Share**

<table>
<thead>
<tr>
<th>Year</th>
<th>Ordinary shares (SRT)</th>
<th>Preference shares (SRT3)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1.58</td>
<td>1.57</td>
</tr>
<tr>
<td>2016</td>
<td>1.94</td>
<td>1.93</td>
</tr>
<tr>
<td>2017</td>
<td>2.11</td>
<td>2.10</td>
</tr>
<tr>
<td>2018</td>
<td>2.57</td>
<td>2.56</td>
</tr>
<tr>
<td>2019</td>
<td>3.07</td>
<td>3.06</td>
</tr>
</tbody>
</table>

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**Sales Revenue by Region 2019**

- Americas: 35%
- EMEA: 40%
- Asia | Pacific: 25%

EMEA = Europe | Middle East | Africa

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**2020 Guidance**

<table>
<thead>
<tr>
<th>Sartorius Group</th>
<th>Sales Revenue Growth</th>
<th>EBITDA-Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bioprocess Solutions</td>
<td>Upper end or slightly above ~22% - 26%</td>
<td>~32.0%</td>
</tr>
<tr>
<td>Lab Products &amp; Services</td>
<td>Upper end or slightly above ~10% - 14%</td>
<td>~21.0%</td>
</tr>
</tbody>
</table>

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1 In constant currencies  2 Underlying = excluding extraordinary items

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**Investment Highlights**

1. Clear focus on the attractive biopharma sector
2. Long-term growth drivers and significant market entrance barriers
3. Market leading position in key technologies and recognized brand
4. High share of recurring revenue as well as diversified earnings base
5. Proven track record with alliances and acquisitions; strong presence in growth regions
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

Facts about Preference Shares
Ticker symbol: SRT3
Ticker symbol Bloomberg: SRT3 GY
Ticker symbol Reuters: SATG_pe.DE
WKN | ISIN: 716 563 | DE0007165631

Facts about Ordinary Shares
Ticker symbol: SRT
Ticker symbol Bloomberg: SRT GY
Ticker symbol Reuters: SATG
WKN | ISIN: 716 560 | DE0007165607

Sartorius Shares in Comparison (indexed)
October 1, 2019 to September 30, 2020
260%
220%
180%
140%
100%
60%

Shareholder Structure: Ordinary Shares
December 31, 2019
Administred by an executor ~55%
Bio-Rad Laboratories Inc. ~38%
Free float ~7%
Free float ~72%

Shareholder Structure: Preference Shares
December 31, 2019
Bio-Rad Laboratories Inc. ~28%

Financial Calendar
January 27, 2021
Publication of preliminary results for fiscal 2020
March 26, 2021
Annual General Shareholders’ Meeting in Göttingen
April 21, 2021
Publication of first-quarter figures for 2021

Facts about Ordinary Shares
Share of Preference Shares
December 31, 2019

Share of Ordinary Shares
December 31, 2019

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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