**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 around 16,000 people in more than 30 countries. Its operational business is subdivided into two divisions: Bioprocess Solutions and Lab Products & Services.

**Key Figures**

<table>
<thead>
<tr>
<th>Key Figure</th>
<th>9M 2022</th>
<th>Δ in %</th>
<th>9M 2021</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue (Δ in const. fx)</td>
<td>3,112.9</td>
<td>+16.6</td>
<td>2,526.9</td>
<td>3,449.2</td>
<td>2,335.7</td>
</tr>
<tr>
<td>Order intake (Δ in const. fx)</td>
<td>3,121.1</td>
<td>-9.5</td>
<td>3,286.2</td>
<td>4,267.9</td>
<td>2,836.3</td>
</tr>
<tr>
<td>Underlying EBITDA²</td>
<td>1,051.5</td>
<td>+21.4</td>
<td>866.4</td>
<td>1,175.0</td>
<td>692.2</td>
</tr>
<tr>
<td>Underlying EBITDA² margin in %</td>
<td>33.8</td>
<td>-0.5pp</td>
<td>34.3</td>
<td>34.1</td>
<td>29.6</td>
</tr>
<tr>
<td>Relevant net profit continuing operations³</td>
<td>501.2</td>
<td>+23.1</td>
<td>407.0</td>
<td>553.4</td>
<td>299.3</td>
</tr>
<tr>
<td>Underlying EPS per ordinary share³ in €</td>
<td>7.32</td>
<td>+23.2</td>
<td>5.94</td>
<td>8.08</td>
<td>4.37</td>
</tr>
<tr>
<td>Underlying EPS per preference share³ in €</td>
<td>7.33</td>
<td>+23.1</td>
<td>5.95</td>
<td>8.09</td>
<td>4.38</td>
</tr>
<tr>
<td>Equity ratio in %</td>
<td>35.4</td>
<td>+4.7pp</td>
<td>30.7</td>
<td>30.2</td>
<td>30.8</td>
</tr>
<tr>
<td>Net debt to underlying EBITDA⁴</td>
<td>1.7</td>
<td>1.6</td>
<td>1.5</td>
<td>2.6</td>
<td></td>
</tr>
</tbody>
</table>

¹ Figures were restated due to the finalization of the purchase price allocation for the acquisition of BIA Separations. ² Underlying = adjusted for extraordinary items. ³ After non-controlling interest, adjusted for extraordinary items and non-cash amortization, as well as based on the normalized financial result and the normalized tax rate. ⁴ EBITDA including the underlying pro forma amount contributed by acquisitions for this period.

**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

**Sales Revenue by Division 2021**

- Bioprocess Solutions: ~79%
- Lab Products & Services: ~21%
- ~€3.45bn

**Sales Revenue by Region 2021**

- Americas: 33%
- EMEA: 41%
- Asia | Pacific: 26%

**Earnings per Share¹ in €**

<table>
<thead>
<tr>
<th>Year</th>
<th>Ordinary shares (SRT)</th>
<th>Preference shares (SRT3)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>2.10</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>2.57</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>3.07</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>4.37</td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>8.09</td>
<td></td>
</tr>
</tbody>
</table>

**2022 Guidance¹**

<table>
<thead>
<tr>
<th>Category</th>
<th>Sales Revenue Growth</th>
<th>EBITDA-Margin²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sartorius Group</td>
<td>Lower half of range 15-19%</td>
<td>~34%</td>
</tr>
<tr>
<td>Bioprocess Solutions</td>
<td>Lower half of range 17-21%</td>
<td>~36%</td>
</tr>
<tr>
<td>Lab Products &amp; Services</td>
<td>Upper half of range 6-10%</td>
<td>~26%</td>
</tr>
<tr>
<td>Capex Ratio</td>
<td></td>
<td>~14%</td>
</tr>
</tbody>
</table>

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

² Underlying = excluding extraordinary items.
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

Shareholder Structure: Ordinary Shares
December 31, 2021
Administred by an executor ~55%
Bio-Rad Laboratories Inc. ~38%
Free float ~7%

Shareholder Structure: Preference Shares
December 31, 2021
Bio-Rad Laboratories Inc. ~28%
Free float ~72%

Financial Calendar
January 26, 2023
Publication of Preliminary Results for Fiscal 2022
March 29, 2023
Annual General Meeting in Göttingen
April 20, 2023
Publication of Quarterly Statement Jan.-Mar. 2023
July 21, 2023
Publication of Half-Year Report Jan.-June 2023
October 19, 2023
Publication of Quarterly Statement Jan.-Sep. 2023

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.