Company profile

Sartorius Stedim Biotech is a leading provider of cutting-edge equipment and services for the development, quality assurance and production processes of the biopharmaceutical industry. Its integrated solutions and focus on single-use technologies are supporting biopharma companies around the world to develop and produce drugs safely, timely and economically. Headquartered in Aubagne, France, Sartorius Stedim Biotech employs more than 6,900 people in more than 20 countries.

Key Figures

<table>
<thead>
<tr>
<th></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>1,379.4</td>
<td>1,076.7</td>
<td>+29.2</td>
<td>1,440.6</td>
<td>1,212.2</td>
</tr>
<tr>
<td>Order intake (Δ in const. fx)</td>
<td>1,637.9</td>
<td>1,147.1</td>
<td>+43.9</td>
<td>1,543.5</td>
<td>1,307.3</td>
</tr>
<tr>
<td>Underlying EBITDA¹</td>
<td>434.7</td>
<td>312.3</td>
<td>+39.2</td>
<td>421.5</td>
<td>342.4</td>
</tr>
<tr>
<td>Underlying EBITDA as % of sales revenue</td>
<td>31.5</td>
<td>29.0</td>
<td>29.3</td>
<td>28.2</td>
<td></td>
</tr>
<tr>
<td>Underlying net profit after non-controlling interest²</td>
<td>278.1</td>
<td>198.1</td>
<td>+40.4</td>
<td>263.0</td>
<td>219.3</td>
</tr>
<tr>
<td>Earnings per share² in €</td>
<td>3.02</td>
<td>2.15</td>
<td>+40.4</td>
<td>2.85</td>
<td>2.38</td>
</tr>
<tr>
<td>Equity ratio in %</td>
<td>58.3</td>
<td>66.4</td>
<td>64.4</td>
<td>66.5</td>
<td></td>
</tr>
<tr>
<td>Ratio net debt to underlying EBITDA³</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.4</td>
<td></td>
</tr>
</tbody>
</table>

¹ Underlying EBITDA = earnings before interest, taxes, depreciation and amortization, and adjusted for extraordinary items
² Underlying net profit = net profit after non-controlling interest; adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate
³ Underlying net profit = net profit after non-controlling interest; adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate

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 and Earnings Development

Sales Revenue by Region 2019

<table>
<thead>
<tr>
<th>Region</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>35%</td>
</tr>
<tr>
<td>EMEA</td>
<td>40%</td>
</tr>
<tr>
<td>Asia</td>
<td>Pacific</td>
</tr>
</tbody>
</table>

EMEA = Europe | Middle East | Africa

Earnings per Share¹ in €

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<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.95</td>
<td>1.51</td>
<td>1.92</td>
<td>1.96</td>
<td>2.38</td>
<td>2.85</td>
</tr>
</tbody>
</table>

2020 Guidance

<table>
<thead>
<tr>
<th></th>
<th>FY 2019</th>
<th>FY 2020¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue growth</td>
<td>17.0%</td>
<td>Upper end or slightly above ~ 26% - 30%</td>
</tr>
<tr>
<td>Underlying EBITDA margin</td>
<td>29.3%</td>
<td>~32.0%</td>
</tr>
<tr>
<td>Capex Ratio</td>
<td>9.4%</td>
<td>~8%</td>
</tr>
</tbody>
</table>

¹ Underlying net profit = net profit after non-controlling interest; adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate; 2014 to 2015 adjusted for stock split, rounded values
Strategy

- 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 membrane chromatography
- One of the widest portfolios in the industry with a clear focus on single-use technologies such as filters, bags and cell culture media
- Regionally focused on gaining market share in North America and leveraging our strong market growth in Asia
- Continuous expansion through complementary acquisitions and alliances

Facts about the Share

Ticker symbol: DIM
Ticker symbol Bloomberg: DIM:FP
Ticker symbol Reuters: STDM.P
ISIN: FR0013154002
Liquidity provider: Gilbert Dupont
Stock exchange: Euronext Paris
Market segment: Local Securities – Compartement A (Large Caps)
Indexes:
- SBF 120
- CAC Next 20
- CAC Large 60
- CAC HEALTH CARE
- STOXX Europe 600
- MSCI France

Sartorius Stedim Biotech Share (indexed)
October 1, 2019 to September 30, 2020

Financial Calendar

January 27, 2021
Publication of preliminary full-year 2020 results

March 24, 2021
Annual General Shareholders’ Meeting in Aubagne

April 21, 2021
Publication of first-quarter 2021 results

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.

Shareholder Structure

December 31, 2019

Sartorius AG ~74% ~85% of voting rights
Free float ~26% ~15% of voting rights

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