

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. Head-quartered in Aubagne, France, Sartorius Stedim Biotech employs more than 6,900 people in more than 20 countries.

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

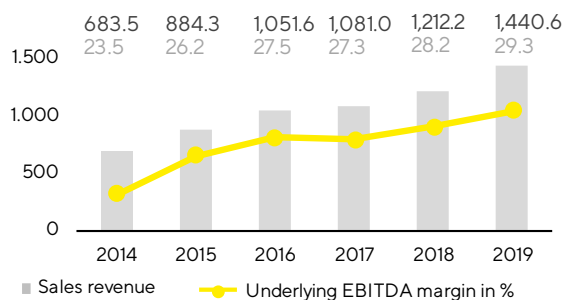
Key Figures

in millions of € unless otherwise specified

	9M 2020	9M 2019	Δ in %	2019	2018
Sales revenue (Δ in const. fx)	1,379.4	1,076.7	+29.2	1,440.6	1,212.2
Order intake (Δ in const. fx)	1,637.9	1,147.1	+43.9	1,543.5	1,307.3
Underlying EBITDA ¹	434.7	312.3	+39.2	421.5	342.4
Underlying EBITDA ¹ as % of sales revenue	31.5	29.0		29.3	28.2
Underlying net profit after non-controlling interest ²	278.1	198.1	+40.4	263.0	219.3
Earnings per share ² in €	3.02	2.15	+40.4	2.85	2.38
Equity ratio in %	58.3	66.4		64.4	66.5
Ratio net debt to underlying EBITDA ¹	0.3	0.3		0.3	0.4

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

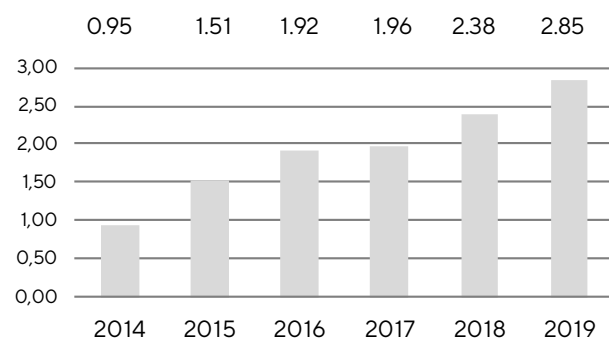
Sales and Earnings Development



Sales Revenue by Region 2019



Earnings per Share¹ in €



2020 Guidance

	FY 2019	FY 2020 ¹
Sales revenue growth	17.0% ¹	Upper end or slightly above ~26% - 30%
Underlying EBITDA margin	29.3%	~32.0%
Capex Ratio	9.4%	~8%

1 In constant currencies

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: FRO013154002

Liquidity provider: Gilbert Dupont

Stock exchange: Euronext Paris

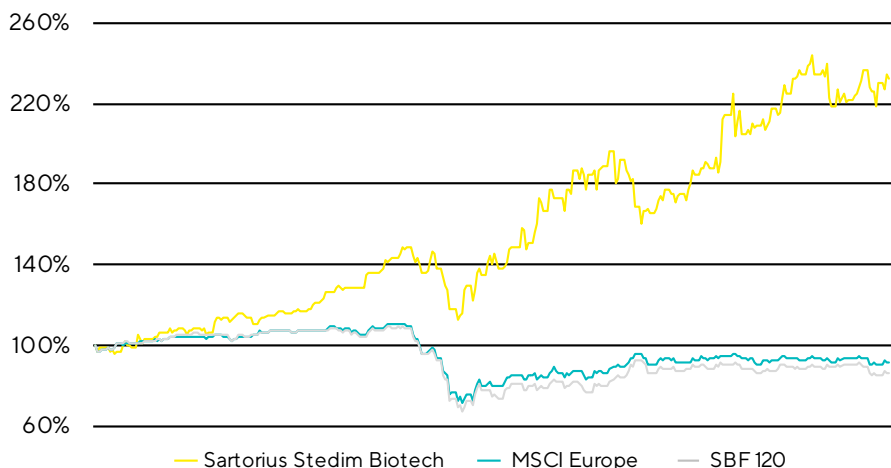
Market segment: Local Securities - Compartement A (Large Caps)

Indexes:

- SBF 120
- CAC Next 20
- CAC Large 60
- CAC HEALTH CARE
- STOXX Europe 600
- MSCI France

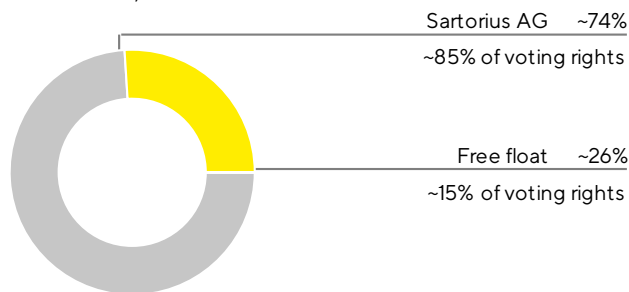
Sartorius Stedim Biotech Share (indexed)

October 1, 2019 to September 30, 2020



Shareholder Structure

December 31, 2019



Financial Calendar

January 28, 2021

Publication of preliminary results for fiscal 2020

March 24, 2021

Annual General Shareholders' Meeting in Aubagne

April 21, 2021

Publication of first-quarter figures for 2021

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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