This presentation 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 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

Overview | Strategy

Bioprocess Solutions Division

Lab Products & Services Division

FY 2020 Results | FY 2021 Guidance
Partner of biopharmaceutical research and industry

We empower scientists and engineers to simplify and accelerate progress in life science and bioprocessing, enabling the development of new and better therapies and more affordable medicine.

The United Nations’ sustainability goal ‘Good Health and Well-Being’ is thus an integral part of our core business.
Sartorius at a glance

- **~€2.3bn** Sales revenue 2020
- **~16.0%** Sales CAGR\(^1\) 2015-2020
- **29.6%** EBITDA margin\(^2\) 2020
- **60+** Locations worldwide, headquartered in Göttingen, Germany
- **~11,000** Employees

High exposure to attractive biopharma and life science industry

- **~35%** Sales with life science customers 2000
- **~85%** Sales with life science customers 2020
- **~€2.3bn** Group sales revenue

1 For continued operations, in constant currencies  
2 Excluding extraordinary items
Strategic focus of both divisions on the biopharma value chain
Attractive market environment with strong growth opportunities

<table>
<thead>
<tr>
<th>Favorable demographics</th>
<th>9bn people by 2050; &gt;2bn 60 yrs or older</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rise of biosimilars</td>
<td>~30% CAGR for biosimilar sales 2020–2025</td>
</tr>
<tr>
<td>Strong R&amp;D pipeline; advances in gene and cell therapy</td>
<td>&gt;40% share of biologics in pharma R&amp;D pipeline</td>
</tr>
</tbody>
</table>

~10% CAGR for biopharma market 2020–2025
Sales revenue has doubled over the last 5 years

Sales CAGR ~+15%
EBITDA¹ margin +9.9pp

~€650m
~€1.12bn
~€2.34bn

Sales revenue has doubled over the last 5 years with a CAGR of ~+15%. The EBITDA margin has increased by +9.9pp.

Overview | Strategy

Sales revenue grew from ~€650m in 2011 to ~€2.34bn in 2020, doubling over the last 5 years. The EBITDA margin also improved significantly, increasing by +9.9pp from 2011 to 2020.

Sales, growth and CAGR 2011-20 for continued operations, in constant currencies. ¹Excluding extraordinary items.
Regional balance better reflecting end-markets

CAGR for continued operations

- Sales by region 2011:
  - Asia | Pacific: 22%
  - Americas: 25%
  - EMEA: 53%
  - CAGR: +17%

- Sales by region 2020:
  - Asia | Pacific: 25%
  - Americas: 35%
  - EMEA: 40%
  - CAGR: +20%

- Global biopharma market 2020:
  - Asia | Pacific: 28%
  - Americas: 50%
  - EMEA: 22%
  - CAGR: +20%
Preparing infrastructure for further organic growth

CAPEX ratio in %

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Ratio</td>
<td>8.8</td>
<td>7.7</td>
<td>9.1</td>
<td>10.1</td>
<td>11.7</td>
<td>14.9</td>
<td>15.2</td>
<td>12.3</td>
<td>10.3</td>
<td>~15.0</td>
</tr>
</tbody>
</table>

1 Incl. discontinued operation  2 Based on 2021 guidance

CAPEX composition 2021

- ~X% Major projects
- ~3% Regular expansion
- ~2% Capitalized R&D
- ~3% Maintenance

Accelerated and extended global capacity expansion, especially in BPS, due to growth expectations

Expansion of membrane and filter production capacities

Expansion of bioreactor production capacities

Expansion of fluid management and cell culture media production capacities
M&A strategy – adding innovation, enhancing focus

**Divestment**
- Intec Division

**Life Science assets from Danaher**
- Intellicyt
- ViroCyt
- Essen BioScience
- Umetrics
- Biological Industries
- BIA Separations
- WaterSep

**Timeline:**
- 2015: Bio Outsource
- 2016: Cellca
- 2017: kSep
- 2018: Umetrics
- 2019
- 2020
- 2021

**Acquisition criteria**
- Portfolio: Complementary products or technologies
- Market position: Either among the Top 3 or unique selling point
- Integration: Management capacity; cultural fit
- Price: Fair valuation; reach Sartorius’ profitability level in 2-3 years
Recent acquisitions strengthen portfolio...

**Acquisition of selected life science assets from Danaher**

- ~$825m Purchase price
- ~$170m Sales revenue in 2019
- + 300 Employees
- May 2020 Date of consolidation

- Assets include bioanalytical tools for LPS; upstream and downstream technologies for BPS

**Acquisition of BIA Separations**

- €360mn Purchase price
- ~€25m Sales revenue in 2020e
- + 120 Employees
- Nov. 2020 Date of consolidation

- Technology for purification in advanced therapy processes
- Consolidated in BPS division
Acquisition of WaterSep BioSeparations

- Innovative hollow fiber crossflow filtration units
- Consolidated in BPS division
- Purchase price $27mn plus earn-out

Agreement to acquire chromatography process equipment division from Novasep

- Resin-based batch and intensified chromatography systems
- Consolidated in BPS division
- Purchase price not disclosed

- $2.5m
- +15
- Dec. 2020

Sales revenue in 2020e
Employees
Date of consolidation

- ~€37m
- +100
- H1 2021

Sales revenue in 2020e
Employees
Closing expected

...especially in downstream
# Updated 2025 ambition

<table>
<thead>
<tr>
<th></th>
<th>BPS</th>
<th>LPS</th>
<th>Sartorius Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue</td>
<td>~€3.8bn previously ~€2.8bn</td>
<td>~€1.2bn unchanged</td>
<td>€5bn previously ~€4bn</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>~34% previously ~30%</td>
<td>~25% unchanged</td>
<td>~32% previously ~28%</td>
</tr>
</tbody>
</table>

2025 targets are based on 2020 currency exchange rates; EBITDA excluding extraordinary items
2025 ambition – increased baseline and organic growth

- Initial 2025 group sales revenue targets were based on an estimated 2020 group revenue of €2bn, based on the mid-term guidance of 2012
- Expectation was to double the revenue target to €4bn within 5 years
- Actual 2020 Group revenue was approx. €2.3bn; with the overachievement being mainly driven by BPS
- The new mid-term target of €5bn in revenue reflects both the elevated baseline and future growth prospects
- Continued strategy is to achieve the targets primarily through organic growth; acquisition to contribute underproportionally
- The increase in the profitability outlook is due to economies of scale and also reflects the assumption of acquisitions to be initially dilutive
Our products are widely used in the development and production of biologics against COVID-19

180+ companies developing corona vaccines

The majority work with Sartorius products

Pandemic effects in the divisions in 2020

- BPS with pandemic-related net effect of ~12pp on sales and ~17pp on order intake growth; consisting of investments in vaccine and therapeutic research and manufacturing, also inventory build-up

- LPS with -1pp net effect on sales growth with negative impact from closure of laboratories in China and the U.S. in H1 and positive demand for products involved in testing for coronavirus
Agenda

Overview | Strategy

Bioprocess Solutions Division

Lab Products & Services Division

FY 2020 Results | FY 2021 Guidance
Snapshot of the Bioprocess Solutions Division

Total solution provider for biomanufacturing

Global footprint
Division sales by region

Americas ~37%
Asia|Pacific ~24%
EMEA ~39%

Track record of dynamic growth
Sales revenue, € in millions; EBITDA margin\(^1\) in %

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales Revenue</th>
<th>CAGR</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>809.2</td>
<td>17.6%</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>1,782.6</td>
<td></td>
<td>32.3%</td>
</tr>
</tbody>
</table>

High share of recurring revenues
Division sales by category

Equipment ~25%
Single-use products ~75%

Based on FY 2020 figures; sales CAGR in constant currencies, including non-organic growth\(^1\) Excluding extraordinary items
Generating revenue throughout the lifecycle of a biopharma drug

<table>
<thead>
<tr>
<th>Stage</th>
<th>Preclinical (1 year)</th>
<th>Clinical (4-7 years)</th>
<th>Commercial (15+ years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scale</td>
<td>Process development</td>
<td>Proof of concept - pilot</td>
<td>Large</td>
</tr>
</tbody>
</table>

- Wide product range of equipment and consumables for all stages (from pre-commercial to large-scale manufacturing); optimal scalability
- Engineering support with excellent application knowhow and understanding of the entire bio-production process
- Production process of each individual drug is subject to validation by health authorities (e.g. FDA, EMA) and part of the drug approval
Covering most steps of the biopharmaceutical manufacturing process

- Differentiated by the range and completeness of the portfolio
- Excellent positioning in key single-use technologies
- Internationally recognized supplier enabling innovation in bioprocessing through own R&D and partnerships
Integrated services and technologies for all types of biopharmaceuticals

- ~ 95% of BPS revenue generated with bio/pharma customers
- Antibodies are most relevant; strong position in vaccines as well
- BPS provides solutions for the development and production of all biotechnologically derived drugs and cell derivatives
- These also include new modalities such as cell and gene therapies and viral vectors
### Competitive portfolio across our relevant end-markets

<table>
<thead>
<tr>
<th>End-Market</th>
<th>Sartorius</th>
<th>Merck</th>
<th>Millipore</th>
<th>Pall</th>
<th>Danaher</th>
<th>Cytiva (^1)</th>
<th>Thermo Fisher</th>
<th>Top 3 Players</th>
</tr>
</thead>
</table>

\(^1\) Formerly GE Biopharma

Pie charts indicate completeness of product offering
Acquisition of selected Danaher life science assets strengthens chromatography portfolio

- Assets include chromatography systems, columns and resins; indispensable for the purification of biologics
- Well-established technologies and innovative solutions in the high-growth areas of single-use and intensified purification
- Complement existing membrane-based solutions enabling Sartorius to support purification strategies at all scales
Recent acquisitions also strengthen offering in other key technologies

- **Cell culture media**
  - Extensive portfolio of cell culture media with focus on advanced therapies (e.g. cell and gene therapies)
  - Gives Sartorius own production and development capabilities
  - Access to customers in an increasingly important and fast-growing market

- **Microcarriers**
  - To support growth of adherent cell cultures

- **Tangential flow filtration systems**
  - Closing last gaps in TFF portfolio
  - Highly competitive product portfolio

---

1 Part of the selected life since assets acquired from Danaher in Q1 2020; 2 Product portfolio of Biological Industries acquired in Q4 2019
BIA Separations - Bioprocessing innovator, addressing bottlenecks in advanced therapies

Ajdovščina, Slovenia

~120 employees

Quadrupling production capacity till end 2021

Portfolio

- Pre-packed monolithic columns optimized for purification in advanced therapy processes (e.g. viruses, plasmids, exosomes)
- Provides significantly higher yield by avoiding shearing effects which occur in traditional purification processes, e.g. in chromatography

Positioning

- Monoliths already used in production of first commercialized advanced therapeutics
- Strong presence in (pre-) clinical projects

Monolithic columns
WaterSep BioSeparations – Further broadening our filtration portfolio

Marlborough, USA
~15 employees
R&D and production of membranes and cartridges

Portfolio
- Hollow-fiber membrane devices and pre-sterilized assemblies for crossflow filtration applications in upstream and downstream
- Addresses customer needs for cost- and time-saving solutions

Strategic fit
- Complements offering for cell and gene therapy applications, cell harvesting and various solutions for intensified bioprocessing

Hollow fiber cartridges
U.S. remains most important market; China with highest growth rates

Biologics market growth forecast

- **U.S.:** ~€250bn, CAGR ~+9% U.S.
- **Europe:** ~€365bn, CAGR ~+6% Europe
- **China:** ~€250bn, CAGR ~+15% China
- **ROW:** ~€72bn, CAGR ~+72% ROW

2020

- **U.S.:** ~€119bn
- **Europe:** ~€45bn
- **China:** ~€38bn
- **ROW:** ~€47bn

2024

- **U.S.:** ~€167bn
- **Europe:** ~€58bn
- **China:** ~€67bn
- **ROW:** ~€72bn
Dynamic increase in new biopharma companies in China in the past years

- Huge market potential due to population size and growing average demand
- Biopharma market development priority for China
- Currently a CDMO/biosimilar-driven market; with an increasing number of originators across all biopharma modalities
- Sartorius with long-standing local presence (production in Shanghai and Beijing); further expansion planned

**China**

- Before 1990: 26
- 1990-2000: 50
- 2000-2010: 79
- 2010-2020: 141

**U.S.**

- Before 1990: 111
- 1990-2000: 179
- 2000-2010: 269
- 2010-2020: 228

**Europe**

- Before 1990: 31
- 1990-2000: 55
- 2000-2010: 69
- 2010-2020: 39
Biosimilars: Strong growth, big opportunities

- Major blockbuster biologics are going off-patent
- Time-to-market is key as only the first providers are most likely profitable
- Several approvals in Asia and Europe; U.S. at the beginning
- For now, relatively small market but with strong growth
- Single-use is the preferred platform for biosimilars

Biosimilars will outperform the biologics market

\[ \text{\texteuro{} in billions} \]

<table>
<thead>
<tr>
<th>Year</th>
<th>Biosimilars</th>
<th>Other Biologics</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>~14.5</td>
<td>~235.5</td>
</tr>
<tr>
<td>2024</td>
<td>~41.5</td>
<td>~323.5</td>
</tr>
</tbody>
</table>

\[ \text{~+30\% CAGR} \]

Growing number of biosimilar approvals

E.U. and U.S.

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0</td>
<td>0</td>
<td>3</td>
<td>1</td>
<td>7</td>
<td>22</td>
<td>20</td>
<td>15</td>
<td>16</td>
</tr>
</tbody>
</table>
Pioneer and leader in the growing single-use technology market

Single-use market penetration expected to increase from ~35% to ~75%

Single-use products offer advantages over conventional stainless-steel devices
- Capex|Opex reduction over entire lifecycle
- Reduced risk of cross-contamination
- Higher flexibility; advantageous for biosimilars

<table>
<thead>
<tr>
<th></th>
<th>Construction cost</th>
<th>Time-to-market</th>
<th>Energy cost</th>
<th>Water cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reference</td>
<td>-25-35%</td>
<td>-30-50%</td>
<td>-55-65%</td>
<td>-65-75%</td>
</tr>
<tr>
<td>Single-use</td>
<td></td>
<td></td>
<td>- - -</td>
<td></td>
</tr>
</tbody>
</table>

Reference

Single-use
Single-use allows manufacturers to mitigate investment risks

- Construction of stainless-steel based facilities takes longer and is more complex compared to single-use.
- Therefore, investment in stainless-steel facilities has to start in early clinical phase II.
- The construction of single-use facilities may start in clinical phase III, reducing investment risks of our clients.

<table>
<thead>
<tr>
<th>Clinical Phase I</th>
<th>Clinical Phase II</th>
<th>Clinical Phase III</th>
</tr>
</thead>
<tbody>
<tr>
<td>Probability that candidate advances to next stage</td>
<td>~ 60%</td>
<td>~ 30%</td>
</tr>
<tr>
<td>Probability of approval</td>
<td>~ 10%</td>
<td>~ 15%</td>
</tr>
</tbody>
</table>

Analytical technologies to improve process economics and safety

- Bioprocess sensors, analyzers and software
- Collect, monitor and control quality-critical parameters
- Analyze data to obtain a better process understanding
- Use knowledge for process development, optimization and automation
- Allows customers to increase time-to-market, to reduce COGS, to improve process robustness and product quality
- Intention to upgrade Umetrics software suite with advanced analytics technologies such as AI and machine learning
- Data analytics just at the beginning in biomanufacturing with high potential
High innovation dynamics in Biopharma

Development of new drugs and vaccines must be accelerated, e.g. through more automation.

Increased efficiency possible in the production of 'classic' biopharmaceuticals and biosimilars.

New tools and methods required e.g. for novel cell and gene therapies.

Future drug manufacturing is more automated, intensified and scalable.
Limited dependence on individual accounts

- More than half of 2020 BPS sales were generated with the Top 50 customers
- No individual customer accounts for more than 5% of BPS sales revenue
Four strong pillars drive above-average growth

- **Pharma market**: CAGR 3-6%
- **Biopharma market**: CAGR ~10%
- **Single-use penetration**: Double-digit growth
- **Market share gains**: Esp. in North America

~+18% Organic CAGR\(^1\)

---

1 CAGR 2014 to 2020, excluding FX effects and acquisitions
Agenda

Overview | Strategy

Bioprocess Solutions Division

Lab Products & Services Division

FY 2020 Results | FY 2021 Guidance
Snapshot of the Lab Products & Services Division

Premium vendor for laboratories

Global footprint
Division sales by region

- Americas: ~29%
- Asia|Pacific: ~28%
- EMEA: ~43%

Division in transition to a new growth and profitability profile
Sales revenue, € in millions; EBITDA margin\(^1\) in %

- Build-up of bioanalytics portfolio since 2016
- CAGR: +7.0%
- CAGR: +14.9%

Based on FY 2019 figures; sales growth and CAGR in constant currencies, including acquisitions \(^1\) Excluding extraordinary items
Portfolio includes lab essentials and bioanalytical instruments; increased focus on life science end-market

Life Science Research sales
~50%
- Lab balances, pipettes, lab water systems and filtration for bio/pharma QC/QA
- ~30% share of bioanalytics; used for analysis of cells or biomolecular interactions in drug and cell line development

Applied Research sales
~50%
- Lab balances, pipettes, lab water systems and filtration
- Addresses QC/QA laboratories in food & beverage and chemical industry among others
Strong market position in essential laboratory product categories

- Average global market share of >10%
- High gross margins offer potential for economies of scale
- Growth potential especially in the U.S. and Asia
- Market growth related to R&D spending in the individual end markets

Lab balances - #2
Microb. analysis - #2
Lab filtration - #3
Pipettes - #4
Bioanalytical tools to address customers pain points

Based on data from the Tufts Center for the Study of Drug Development and the Association of the British Pharmaceutical Industry

>€2bn
Average costs of developing a successful drug

>10 years
Probability of clinical success (Phase I to approval)

>10 years
From drug discovery to approval

Drug discovery: 4-5 years
Preclinical testing: 1 year
Clinical trials: 4-7 years
Drug approval: 1-2 years

Our approach
- Facilitate digitalization and automatization
- Decrease likelihood of failure
- Reduce time and costs in molecule development; increase time-to-market

Based on data from the Tufts Center for the Study of Drug Development and the Association of the British Pharmaceutical Industry
Overview of bioanalytical portfolio

Solutions for cell analysis
- IncuCyte: Real-time imaging and analysis of living cells
- iQue Screener: Rapid, high content analysis of cells, beads and secreted proteins

Solutions for protein analysis
- Octet: Real-time, label-free measurement of biomolecular interactions

Competitive environment
- Beckman Coulter
- Becton Dickinson
- Bio-Rad
- Cytiva
- Merck
- PerkinElmer
- Thermo Fisher
- ...
Solutions complement each other, optimize successive workflows and have synergies with BPS products

<table>
<thead>
<tr>
<th>Application example: Molecule development</th>
<th>Application example: Cell line development</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>iQueScreener</strong></td>
<td><strong>Octet</strong></td>
</tr>
<tr>
<td>Screening of antibody libraries for target-reactive candidates</td>
<td>Identify high-producing clones in expression library</td>
</tr>
<tr>
<td><strong>Octet</strong></td>
<td><strong>ambr15 (BPS division)</strong></td>
</tr>
<tr>
<td>Measure how strong the identified antibodies bind to their target and rank</td>
<td>Culture identified clones on small-scale</td>
</tr>
<tr>
<td>**IncuCyte</td>
<td>iQueScreener**</td>
</tr>
<tr>
<td>Selection of lead candidates and functional characterization</td>
<td>Analysis and characterization of cell line and antibodies</td>
</tr>
</tbody>
</table>
Bioanalytics increases addressable market and changes growth profile

Addressable market of LPS
€ in billions

- Different growth rate of bioanalytics due to high exposure to biopharmaceutical R&D
- By 2025, two-thirds of the addressable market growth will come from bioanalytics
- Thus, growth and profitability profile of LPS is changing over time
Agenda

Overview | Strategy

Bioprocess Solutions Division

Lab Products & Services Division

FY 2020 Results | FY 2021 Guidance
### Sartorius Group

**in millions of € unless otherwise specified**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>▲ in %</th>
<th>▲ in % cc(^1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue</td>
<td>1,827.0</td>
<td>2,335.7</td>
<td>+27.8</td>
<td>+30.2</td>
</tr>
<tr>
<td>Order intake</td>
<td>1,939.5</td>
<td>2,836.3</td>
<td>+46.2</td>
<td>+49.0</td>
</tr>
<tr>
<td>Underlying EBITDA(^2)</td>
<td>495.8</td>
<td>692.2</td>
<td>+39.6</td>
<td></td>
</tr>
<tr>
<td>Underlying EBITDA(^2) margin in %</td>
<td>27.1</td>
<td>29.6</td>
<td>+2.5pp</td>
<td></td>
</tr>
<tr>
<td>Underlying EPS(^3) (ord.) in €</td>
<td>3.06</td>
<td>4.37</td>
<td>+43.0</td>
<td></td>
</tr>
<tr>
<td>Underlying EPS(^3) (pref.) in €</td>
<td>3.07</td>
<td>4.38</td>
<td>+42.9</td>
<td></td>
</tr>
</tbody>
</table>

- Acquisitions contribute a good 7pp to sales growth; net effect from pandemic a good 8pp / close to 14pp for order intake
- Underlying EBITDA margin driven by economies of scale and underproportionate development of costs in some areas due to pandemic; acquisitions with slightly positive effect; slightly dilutive effect from currencies

---

\(^1\) Constant currencies  \(^2\) Underlying = excluding extraordinary items  \(^3\) Underlying EPS = based on net profit after non-controlling interest; adjusted for extraordinary items as well as amortization and based on a normalized financial result and normalized tax rate.
### Double-digit sales growth in all geographies

<table>
<thead>
<tr>
<th>Region</th>
<th>€ in millions</th>
<th>2019</th>
<th>2020</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>€ in millions</td>
<td>629.9</td>
<td>812.2</td>
<td>+32.8%</td>
</tr>
<tr>
<td>EMEA</td>
<td>€ in millions</td>
<td>733.4</td>
<td>935.1</td>
<td>+28.4%</td>
</tr>
<tr>
<td>Asia</td>
<td>Pacific</td>
<td>€ in millions</td>
<td>463.7</td>
<td>588.4</td>
</tr>
</tbody>
</table>

- **Americas**: BPS benefits from demand in connection with the development of corona vaccines; LPS with larger acquisition impact
- **EMEA**: BPS with tailwinds from vaccine developers; solid performance of LPS considering economic challenges
- **Asia|Pacific**: BPS with the highest order momentum; LPS demand improved after lockdown lifted in China with catch-up effects

Acc. to customers’ location; growth in constant currencies

**Sales by Region in %**

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

**€2,335.7m**
BPS: Dynamic growth across all product categories and regions

- Strong organic growth; pandemic-driven effects presumably around 12pp (majority of that from demand related to coronavirus vaccines and therapeutics but also related to inventory build-up), acquisitions accounted for close to 5pp of growth
- Pandemic-related effects estimated at around 17pp of order intake growth
- Underlying EBITDA margin rose due to economies of scale and reduced costs in some areas due to pandemic; slight FX dilution

1 2019 figures reported: Order intake €1,479.3m, sales €1,372.1m, underlying EBITDA €406.8m
LPS: Rebound and catch-up effects after challenging first half

**Order Intake**
€ in millions

- 2019: €481.9
- 2020: €598.2

**Sales Revenue**
€ in millions

- 2019: €476.5
- 2020: €553.0

**Underlying EBITDA & Margin**
€ in millions

- 2019: €102.7
- 2020: €116.3

- In particular, high demand for products used in the context of coronavirus testing
- Acquisitions contribute around 15pp to sales growth; net effect from pandemic approx. -1pp
- Underlying EBITDA margin influenced by lower capacity utilization due to pandemic; acquisitions accretive by a good 2pp

1 2019 figures reported: Order intake €460.3m, sales €454.9m, underlying EBITDA €89.0m
Operating cash flow increases significantly

<table>
<thead>
<tr>
<th>Sartorius Group</th>
<th>2019</th>
<th>2020</th>
<th>▲ in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Underlying EBITDA</td>
<td>495.8</td>
<td>692.2</td>
<td>+39.6</td>
</tr>
<tr>
<td>Extraordinary items</td>
<td>-28.5</td>
<td>-57.0</td>
<td>n.m.</td>
</tr>
<tr>
<td>Financial result</td>
<td>-32.5</td>
<td>-9.4</td>
<td>n.m.</td>
</tr>
<tr>
<td>Underlying net profit&lt;sup&gt;1,2&lt;/sup&gt;</td>
<td>209.4</td>
<td>299.3</td>
<td>+42.9</td>
</tr>
<tr>
<td>Reported net profit&lt;sup&gt;2&lt;/sup&gt;</td>
<td>156.7</td>
<td>226.3</td>
<td>+44.4</td>
</tr>
<tr>
<td>Operating cash flow</td>
<td>377.2</td>
<td>519.7</td>
<td>+37.8</td>
</tr>
<tr>
<td>Investing cash flow&lt;sup&gt;3&lt;/sup&gt;</td>
<td>-268.7</td>
<td>-1,278.7</td>
<td>n.m.</td>
</tr>
<tr>
<td>CAPEX ratio (in %)</td>
<td>12.3</td>
<td>10.3</td>
<td>-2.0pp</td>
</tr>
</tbody>
</table>

- Net operating cash flow mostly driven by higher earnings and factoring program (~€89m)
- Extraordinary items influenced primarily by M&A
- Financial result includes the valuation effect related to the earn-out from the acquisition of BIA Separations
- Tax rate at 28.0%; excluding earn-out effect tax rate would be 30.2%
- Investing cash flow driven by acquisitions

2019 numbers partly adjusted due to final PPA of BI  
1 Underlying net profit = net profit adjusted for extraordinary items, amortization and based on a normalized financial result and normalized tax rate
2 After non-controlling interest  
3 Net cash flow from investing activities and acquisitions
Financial indicators remain on very solid level

<table>
<thead>
<tr>
<th>Key Financial Indicators</th>
<th>Dec. 31, 2019</th>
<th>Dec. 31, 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity ratio in %</td>
<td>38.1</td>
<td>29.9</td>
</tr>
<tr>
<td>Net debt in millions of €</td>
<td>1,014.0</td>
<td>1,883.6</td>
</tr>
<tr>
<td>Net debt</td>
<td>underlying EBITDA(^1)</td>
<td>2.0</td>
</tr>
</tbody>
</table>

- Equity ratio influenced by increase in balance sheet sum due to the recent acquisitions and higher cash position

\(^1\) Includes underlying pro forma EBITDA of acquisitions completed in 2020
Strong outlook for 2021, uncertainties remain high

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021 Guidance¹</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Sales Revenue Growth</td>
<td>Underlying EBITDA Margin</td>
</tr>
<tr>
<td>Sartorius Group</td>
<td>+30.2%</td>
<td>29.6%</td>
</tr>
<tr>
<td>- growth by acquisitions</td>
<td>good 7pp</td>
<td>good 8pp</td>
</tr>
<tr>
<td>Bioprocess Solutions</td>
<td>+34.4%</td>
<td>32.3%</td>
</tr>
<tr>
<td>- growth by acquisitions</td>
<td>close to 5pp</td>
<td>~12pp</td>
</tr>
<tr>
<td>Lab Products &amp; Services</td>
<td>+18.1%</td>
<td>21.0%</td>
</tr>
<tr>
<td>- growth by acquisitions</td>
<td>~15pp</td>
<td>~1pp</td>
</tr>
</tbody>
</table>

- Growth rates expected to be significantly pronounced in H1 due to last years acquisition and strong order book
- In 2021, acquisitions projected with no significant profitability effect on the Group and BPS, plus ~0.5pp for LPS
- CAPEX ratio ~15% (FY 2020: 10.3%); accelerate and extend capacity expansion especially in BPS due to growth expectations
- Net debt to underlying EBITDA is projected at slightly below 2.5 (2020: 2.6)

¹ In constant currencies
Appendix
To Sartorius, sustainability means operating responsibly over the long term – with respect to business partners, employees and society as well as to natural resources. Learn more about our commitment:

SRI Presentation

Please click below for further financial information:

- Annual Report 2020
- Earnings Release 9M 2020
- Half-Year Report H1 2020
- Earnings Release Q1 2020
<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Biopharma market</td>
<td>Fueled by long-term growth drivers</td>
</tr>
<tr>
<td>Favorable market positions</td>
<td>in key technologies and high brand awareness</td>
</tr>
<tr>
<td>Global presence</td>
<td>with strong base in growth regions</td>
</tr>
<tr>
<td>High entry barriers, low price-sensitivity and consolidated competitive</td>
<td>Diversified revenue base</td>
</tr>
<tr>
<td>landscape</td>
<td>and high share of recurring revenues provide low volatility</td>
</tr>
<tr>
<td></td>
<td>Proven growth track record: Sales CAGR of ~14% over the last five years</td>
</tr>
</tbody>
</table>
## Sartorius legal & operational structure

### Sartorius Group legal setup

<table>
<thead>
<tr>
<th>Sartorius AG (~68.4m shares)</th>
<th>Ordinary shares (~34.2m shares)</th>
<th>Preference shares (~34.2m shares)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock market listed in Germany(^1)</td>
<td>~55% Administered by executor</td>
<td>~72% Free float</td>
</tr>
<tr>
<td></td>
<td>~38% Bio-Rad Laboratories</td>
<td>~28% Bio-Rad Laboratories</td>
</tr>
<tr>
<td></td>
<td>~7% Free float</td>
<td></td>
</tr>
<tr>
<td>------------------------------</td>
<td>----------------</td>
<td>----------------</td>
</tr>
<tr>
<td>~74%</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>Sartorius Stedim Biotech S.A. Stock market listed in France</td>
<td>91.2m shares</td>
<td>Other Sartorius subsidiaries</td>
</tr>
<tr>
<td></td>
<td>~74% Sartorius AG</td>
<td></td>
</tr>
<tr>
<td></td>
<td>~26% Free float</td>
<td></td>
</tr>
</tbody>
</table>

### Sartorius Group operational setup

- Bioprocess Solutions division
- Lab Products & Services division

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\(^1\) The ownership relates to outstanding shares and thus excludes treasury shares. Information on shareholdings and shares in free float pursuant to the disclosure requirements of Sections 33 et seq. of the German Securities Trading Act (WpHG) and the shareholders’ own disclosures. The legal disclosure requirements refer only to voting shares and not to non-voting preference shares.
Share price performance

ISIN
- DE0007165631 (preference share)
- DE0007165607 (ordinary share)

Ticker
- SRT3 (preference share) | SRT (ordinary share)

Number of shares
- 68,415,862 - thereof pref. shares: 34,189,853 (excluding ~3.3m treasury shares); ord. shares: 34,226,009 (excluding ~3.2m treasury shares)

Indices
- DAX 50 ESG | MDAX | TecDAX | MSCI Europe
- CDAX | Prime All Share Index | Technology All Share Index | STOXX Europe 600

Market cap.
- €32.9bn (as of February 16, 2021)
A sampling of the Bioprocess Solutions’ product portfolio

- Filtration
- Purification
- Fermentation
- Fluid management
A sampling of the Lab Products and Services’ product portfolio

Lab balances | Lab water systems

Bioanalytics

Lab filtration | Microb. analysis

Pipettes
Executive Board of Sartorius AG

Joachim Kreuzburg, CEO
Joined Sartorius in 1999
Member of the Board since 2003
Group Strategy, Corporate Research, Human Resources, Legal & Compliance, Communications

René Fáber
Joined Sartorius in 2002
Member of the Board since 2019
Bioprocess Solutions Division

Rainer Lehmann, CFO
Joined Sartorius in 2005
Member of the Board since 2017
Finance, Information Technology, Business Processes

Gerry Mackay
Joined Sartorius in 2015
Member of the Board since 2019
Lab Products & Services Division
Financial calendar and contacts

- **March 26, 2021**
  Annual Shareholders’ Meeting | Göttingen

- **April 21, 2021**
  Publication First-Quarter Results 2021 | Göttingen

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