Simplifying Progress

Investors Presentation

H1 2021 Results
Disclaimer

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

H1 2021 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

Group sales revenue

~ €2.3bn

Sales with life science customers

~35%

~85%

2000

2020

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

Growing and aging population
9 billion people by 2050

World population over age 60 in 2050
>2bn

World population over 60 in 2020
~1bn

Biologics are gaining importance
Share of biologics in pharma end market

Sales share of biologics in 2026
~35%

Sales share of biologics in 2020
~30%

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

Sales CAGR  ~+15%
EBITDA\(^1\) margin  +9.9pp

Sales revenue has doubled over the last 5 years, with a CAGR of approximately +15% and an EBITDA\(^1\) margin increase of +9.9pp. The sales revenue has increased from €650m in 2011 to €2.34bn in 2020, reflecting a significant growth over the period. Excluding extraordinary items, the Intec Division was divested in 2015.

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

Sales by region 2011:
- Asia | Pacific: 25% (~+20%)
- Americas: 25% (~+17%)
- EMEA: 53% (~+12%)

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

Global biopharma market 2020:
- Asia | Pacific: 28%
- Americas: 50%
- EMEA: 22%

CAGR for continued operations

Overview | Strategy
Accelerated and extended global capacity expansion

CAPEX ratio in %

<table>
<thead>
<tr>
<th>Year</th>
<th>CAPEX ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>8.8</td>
</tr>
<tr>
<td>2013</td>
<td>7.7</td>
</tr>
<tr>
<td>2014</td>
<td>9.1</td>
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<tr>
<td>2015</td>
<td>10.1</td>
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<tr>
<td>2016</td>
<td>11.7</td>
</tr>
<tr>
<td>2017</td>
<td>14.9</td>
</tr>
<tr>
<td>2018</td>
<td>15.2</td>
</tr>
<tr>
<td>2019</td>
<td>12.3</td>
</tr>
<tr>
<td>2020</td>
<td>10.3</td>
</tr>
<tr>
<td>2021</td>
<td>~12.0</td>
</tr>
</tbody>
</table>

CAPEX composition 2021

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

Regionalizing our supply chain and manufacturing

- 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

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...

<table>
<thead>
<tr>
<th>Acquisition of selected life science assets from Danaher</th>
<th>Acquisition of BIA Separations</th>
</tr>
</thead>
<tbody>
<tr>
<td>~$825m Purchase price</td>
<td>€360mn Purchase price</td>
</tr>
<tr>
<td>~$170m Sales revenue in 2019</td>
<td>~€25m Sales revenue in 2020e</td>
</tr>
<tr>
<td>+ 300 Employees</td>
<td>+ 120 Employees</td>
</tr>
<tr>
<td>May 2020 Date of consolidation</td>
<td>Nov. 2020 Date of consolidation</td>
</tr>
</tbody>
</table>

- Assets include bioanalytical tools for LPS; upstream and downstream technologies for BPS
- Technology for purification in advanced therapy processes
- Consolidated in BPS division
...especially in downstream...

### Acquisition of WaterSep BioSeparations

- **Sales revenue in 2020e**: $2.5m
- **Employees**: +15
- **Date of consolidation**: Dec. 2020

- 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

- **Sales revenue in 2020e**: €37m
- **Employees**: +100

- Resin-based batch and intensified chromatography systems
- Consolidated in BPS division
- Purchase price not disclosed; regulatory approvals pending
...and cell culture media

## Acquisition of CellGenix
- **~€20m**
- **70 employees**
- **Jul. 2021**
  - Cell culture components for advanced therapies
  - Consolidated in BPS division
  - Transaction volume of €100m in cash for 51% stake

## Acquisition of Xell
- **~€5m**
- **35 employees**
- **Aug. 2021**
  - Media and feed supplements for cell cultures
  - Consolidated in BPS division
  - Purchase price of around €50m + earn-out components

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1 Remaining assets to be acquired at the beginning of 2023 and 2026
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

In BPS we helped our customers to manage extremely challenging development timelines and to ease scaling of vaccine processes all the way to commercialization

- Education on SUT processes
- Delivery of key products across vaccine modalities (viral vectors, mRNA, proteins) and Covid-19 therapeutics
- Joint development of solutions with our application expertise

Vaccine development acceleration here to stay
- mRNA validated
- New technologies in manufacturing; capacity and technology decisions established
- Pace of development

Our LPS solutions contribute to identifying COVID-19 infection and advancing vaccine research and development

- Patient testing
- Environmental testing
- Vaccine research
- Virology
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

200+ companies developing coronavirus vaccines

The majority work with Sartorius products
Agenda

Overview | Strategy

Bioprocess Solutions Division

Lab Products & Services Division

H1 2021 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 %
  - 2015: 809.2
  - 2020: 1,782.6
  - CAGR: +17.6%

**High share of recurring revenues**
- Division sales by category:
  - Equipment: ~25%
  - Single-use products: ~75%

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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

- 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
The market landscape is dynamic across therapy modalities

### Protein-based therapies
- mAbs
- Bi-/Multi-specifics
- Bioconjugates | ADCs
- Recombinant proteins and peptides
- Protein-based vaccines

### Viral-based therapies
- Viral vectors for gene therapy
- Virus and viral vector vaccines
- Oncolytic viruses
- Novel modalities (e.g., mRNA, DNA, Exosomes)

### Advanced therapies
- Cell therapy (e.g., iPSC, MSC)
- Gene-modified cell therapy (CAR-T)

### Unmet needs
- Efficiency
- Yields
- Robust manufacturing

Share of molecules in R&D pipeline; source: Global Data, March 2021
### Competitive portfolio across our relevant end-markets

<table>
<thead>
<tr>
<th></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>
| Filtration     | ![Circle](#) | ![Circle](#) | ![Circle](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Circle](#) | 1. Merck | Millipore  
2. Danaher | Pall  
3. Sartorius |
| Fluid Management | ![Circle](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | 1. Sartorius  
2. Thermo Fisher  
3. Merck | Millipore |
| Fermentation   | ![Circle](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | 1. Sartorius  
2. Thermo Fisher  
3. Danaher | Cytiva |
| Purification   | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | 1. Danaher | Cytiva  
2. Merck | Millipore  
3. Sartorius |
| Cell Culture Media | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | ![Pie Chart](#) | 1. Thermo Fisher  
2. Merck | Millipore  
3. Danaher | Cytiva |

\(^1\) Formerly GE Biopharma

Pie charts indicate completeness of product offering
BIA Separations - Bioprocessing innovator, addressing bottlenecks in advanced therapies

Ajdovščina, Slovenia
~120 employees
Quadrupling production capacity till end 2021
Acquired November 2020

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
WaterSep BioSeparations – Further broadening our filtration portfolio

Marlborough, USA
~15 employees
R&D and production of membranes and cartridges
Acquired December 2020

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
CellGenix – Extending our cell culture media offering

Freiburg, Germany

~70 employees

GMP manufacturing and R&D laboratories

Acquired July 2021

Portfolio

- Critical cell culture components for advanced therapies
- Portfolio includes cytokines and growth factors, cell culture media, supplements and cells

Strategic fit

- Perfect fit with our existing media offering; combined portfolio makes us even more relevant for customers in this fast-growing segment of the biopharma market
- Freiburg to be established as a Group-wide competence center for the development and production of cell culture components
Xell – Another building block to establish a strong media business

- **Bielefeld, Germany**
- ~35 employees
- Major state-of-the-art capacity expansion recently completed
- Acquired July 2021

**Portfolio**
- Media and feed supplements for cell cultures; focus on viral vectors that are used in gene therapeutics and vaccines
- Analytical services for characterizing, screening, and quantifying media components, as well as for optimizing media composition

**Strategic fit**
- Expanding our current media offering by specialized media and strengthen media analytics capabilities
- Accelerating the expansion of our production network in this fast-growing area
U.S. remains most important market; China with highest growth rates

Biologics market growth forecast

2020

- U.S.: ~119
- Europe: ~46
- China: ~38
- ROW: ~47

~€250bn

2024

- U.S.: ~167
- Europe: ~58
- China: ~67
- ROW: ~72

~€365bn

CAGR

- ~+9% U.S.
- ~+6% Europe
- ~+15% China
The Chinese market is in the next development phase

Dynamic increase in new biopharma companies

Source: BCG, Sartorius

Increasingly focusing on innovative medicines

China’s activity as a percentage of global activity

Innovation 1.0
“fast follow” on validated or clinical targets

Innovation 2.0
Biologics innovators, indication expansion, technology modification

Innovation 3.0
New modalities/New MOAs

Generics

Source: BCG, Sartorius
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

<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>
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</table>

€ in billions

~+30% CAGR

Growing number of biosimilar approvals

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<tr>
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<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
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>

Data based on: Wong et al. (2018): Estimation of clinical trial success rates and related parameters
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

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

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Lab Products & Services Division

H1 2021 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 margin¹ in %

- Build-up of bioanalytics portfolio since 2016
  - CAGR +7.0%
  - 2011: 222.0
  - 2015: 305.5

- CAGR +14.9%
  - 2016: 325.3
  - 2020: 553.0

Based on FY 2020 figures; sales growth and CAGR in constant currencies, including acquisitions ¹Excluding extraordinary items
Portfolio includes lab essentials and bioanalytical instruments; increased focus on life science end-market

Life Science Research sales
~55%
- 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
~45%
- 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 pain points of our customers

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

>€2bn Average costs of developing a successful drug

~10 % Probability of clinical success (Phase I to approval)

>10 years From drug discovery to approval

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

Application example: Molecule development

- **iQueScreener**
  - Screening of antibody libraries for target-reactive candidates

- **Octet**
  - Measure how strong the identified antibodies bind to their target and rank

- **IncuCyte | iQueScreener**
  - Selection of lead candidates and functional characterization

Application example: Cell line development

- **Octet**
  - Identify high-producing clones in expression library

- **ambr15 (BPS division)**
  - Culture identified clones on small-scale

- **Octet | iQueScreener**
  - Analysis and characterization of cell line and antibodies
Since 2019, we have increased our overall addressable market

The addition of the Octet platform, and specialty media has increased our market opportunity and strengthened our product offering. Overall addressable market growing in the mid- to high- single digits.

We now better serve attractive and growing customer segments with our LPS solutions:

- **Innovative technologies** for research, drug discovery, quality control and process development
- **Critical tools** for clinical, government and environmental testing and monitoring

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
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<tbody>
<tr>
<td>2019</td>
<td>~€4bn</td>
</tr>
<tr>
<td>2021</td>
<td>~€6.5bn</td>
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</tbody>
</table>
Agenda

Overview | Strategy
Bioprocess Solutions Division
Lab Products & Services Division
H1 2021 Results | FY 2021 Guidance
### Strong profitable growth

<table>
<thead>
<tr>
<th>Sartorius Group</th>
<th>H1 2020</th>
<th>H1 2021</th>
<th>▲ in %</th>
<th>▲ in % cc&lt;sup&gt;1&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue</td>
<td>1,056.8</td>
<td>1,629.2</td>
<td>+54.2</td>
<td>+60.1</td>
</tr>
<tr>
<td>Order intake</td>
<td>1,244.8</td>
<td>2,178.8</td>
<td>+75.0</td>
<td>+82.4</td>
</tr>
<tr>
<td>Underlying EBITDA&lt;sup&gt;2&lt;/sup&gt;</td>
<td>293.5</td>
<td>555.3</td>
<td>+89.2</td>
<td></td>
</tr>
<tr>
<td>Underlying EBITDA&lt;sup&gt;2&lt;/sup&gt; margin in %</td>
<td>27.8</td>
<td>34.1</td>
<td>+6.3pp</td>
<td></td>
</tr>
<tr>
<td>Underlying EPS&lt;sup&gt;3&lt;/sup&gt; (ord.) in €</td>
<td>1.81</td>
<td>3.79</td>
<td>+108.9</td>
<td></td>
</tr>
<tr>
<td>Underlying EPS&lt;sup&gt;3&lt;/sup&gt; (pref.) in €</td>
<td>1.82</td>
<td>3.80</td>
<td>+108.3</td>
<td></td>
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</table>

- Acquisitions contribute a good 8pp to sales growth; net effect from pandemic about 22pp / about 27pp for order intake
- Underlying EBITDA margin driven by economies of scale and underproportionate cost development

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<sup>1</sup> Constant currencies  
<sup>2</sup> Underlying = excluding extraordinary items  
<sup>3</sup> 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
Strong increase of new hires; underproportionate to sales development

- End of H1/2021, 11,981 employees work at Sartorius
- Higher increase in employees compared with previous years especially attributable to expansion of production capacities
- Due to the pandemic, buildup of the workforce was underproportionate compared to sales growth
- This development is expected to subside as a result of additional hires during the further course of the year

<table>
<thead>
<tr>
<th>Category</th>
<th>Growth Rate</th>
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<tbody>
<tr>
<td>H1 cc group sales revenue growth</td>
<td>~60%</td>
</tr>
<tr>
<td>H1 y/y group headcount growth</td>
<td>~23%</td>
</tr>
<tr>
<td>t/o in production</td>
<td>~28%</td>
</tr>
<tr>
<td>t/o in sales &amp; marketing</td>
<td>~13%</td>
</tr>
</tbody>
</table>
High double-digit sales growth in all geographies

- **Americas**: Very solid performance of BPS; LPS with dynamic growth fueled by M&A, bioanalytics, and recovery
- **EMEA**: BPS with significant demand from vaccine manufacturers; considerable sales growth of LPS
- **Asia|Pacific**: BPS achieved dynamic sales growth; LPS with strong recovery compared to soft prior-year H1

Acc. to customers’ location; growth in constant currencies

<table>
<thead>
<tr>
<th>Region</th>
<th>H1 2020</th>
<th>H1 2021</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>373.1</td>
<td>519.0</td>
<td>+52.0%</td>
</tr>
<tr>
<td>EMEA</td>
<td>419.5</td>
<td>682.5</td>
<td>+63.8%</td>
</tr>
<tr>
<td>Asia</td>
<td>Pacific</td>
<td>264.2</td>
<td>427.6</td>
</tr>
</tbody>
</table>

Sales by Region in %

- **EMEA**: ~ 42%
- **Americas**: ~ 32%
- **Asia|Pacific**: ~ 26%

€1,629.2m
BPS: Dynamic growth backed by expanded production capacities and stable supply chains

<table>
<thead>
<tr>
<th>Order Intake € in millions</th>
<th>Sales Revenue € in millions</th>
<th>Underlying EBITDA &amp; Margin € in millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2020: 984.9</td>
<td>H1 2020: 809.3</td>
<td>H1 2020: 247.2</td>
</tr>
<tr>
<td>H1 2021: 1,803.4</td>
<td>H1 2021: 1,266.5</td>
<td>H1 2021: 460.2</td>
</tr>
</tbody>
</table>

+91.0% cc +83.1%
+62.6% cc +56.5%
+86.2%

- Strong core business performance, bolstered by pandemic-related demand; Corona effect around 26pp, M&A a good 6pp
- Exceptional OI also reflects changed ordering patterns of some customers; Corona effect around 31pp, M&A around 10pp
- Significant increase of underlying EBITDA margin due to economies of scale and underproportionate cost development
LPS: Strong performance against soft prior-year comps

- Substantial organic sales growth supported by recovery and positive momentum in bioanalytical instruments
- M&A contributed around 14pp to growth; approx. 9pp related to components used in coronavirus test kits
- Profitability expansion due to economies of scale, product mix and underproportionate cost development
Operating cash flow increases significantly

<table>
<thead>
<tr>
<th>Sartorius Group</th>
<th>H1 2020</th>
<th>H1 2021</th>
<th>▲ in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Underlying EBITDA</td>
<td>293.5</td>
<td>555.3</td>
<td>+89.2</td>
</tr>
<tr>
<td>Extraordinary items</td>
<td>-28.7</td>
<td>-10.9</td>
<td>n.m.</td>
</tr>
<tr>
<td>Financial result</td>
<td>-20.3</td>
<td>-48.7</td>
<td>n.m.</td>
</tr>
<tr>
<td>Underlying net profit(^1,2)</td>
<td>124.3</td>
<td>259.4</td>
<td>+108.7</td>
</tr>
<tr>
<td>Reported net profit(^2)</td>
<td>79.8</td>
<td>189.8</td>
<td>+137.8</td>
</tr>
<tr>
<td>Operating cash flow</td>
<td>215.4</td>
<td>440.7</td>
<td>+104.6</td>
</tr>
<tr>
<td>Investing cash flow(^3)</td>
<td>-849.5</td>
<td>-160.0</td>
<td>n.m.</td>
</tr>
<tr>
<td>CAPEX ratio (in %)</td>
<td>8.5</td>
<td>9.0</td>
<td>+0.5pp</td>
</tr>
</tbody>
</table>

- Net operating cash flow mostly driven by higher earnings
- Extraordinary items in prior-year influenced by M&A and corporate projects
- Financial result includes valuation effect related to the earn-out liability from acquisition of BIA Separations
- Investing cash flow in prior year driven by M&A

2020 numbers adjusted due to final PPA for the acquisitions of 2020 \(^1\) Underlying net profit = net profit adjusted for extraordinary items, amortization and based on a normalized financial result and a normalized tax rate \(^2\) After non-controlling interest \(^3\) Net cash flow from investing activities and acquisitions
Financial indicators remain on very solid level

Key Financial Indicators

<table>
<thead>
<tr>
<th>Sartorius Group</th>
<th>Dec. 31, 2020</th>
<th>June 30, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity ratio in %</td>
<td>29.9</td>
<td>31.3</td>
</tr>
<tr>
<td>Net debt in millions of €</td>
<td>1,883.9</td>
<td>1,698.4</td>
</tr>
<tr>
<td>Net debt</td>
<td>underlying EBITDA¹</td>
<td>2.6</td>
</tr>
</tbody>
</table>

¹ Includes underlying pro forma EBITDA of acquisitions completed in 2020

Net Debt and Net Debt to Underlying EBITDA
Strong outlook for 2021, uncertainties remain higher as usual

- CAPEX ratio now expected ~12% due to increased sales guidance, previously ~14% (FY 2020: 10.3%)
- Net debt to underlying EBITDA: slightly below 2.0, previously ~2.0 (FY 2020: 2.6)

<table>
<thead>
<tr>
<th></th>
<th>Old Guidance</th>
<th>New 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>~35%</td>
<td>~32%</td>
</tr>
<tr>
<td></td>
<td>~5.5pp</td>
<td>~16pp</td>
</tr>
<tr>
<td>Bioprocess Solutions</td>
<td>~40%</td>
<td>~34%</td>
</tr>
<tr>
<td></td>
<td>~6pp</td>
<td>~18pp</td>
</tr>
<tr>
<td>Lab Products &amp; Services</td>
<td>~20%</td>
<td>~24%</td>
</tr>
<tr>
<td></td>
<td>~5pp</td>
<td>~5pp</td>
</tr>
</tbody>
</table>

¹ In constant currencies
Appendix
Corporate responsibility & further financial information

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  ▶️  GRI Report 2020

Please click below for further financial information:

- Half-Year Report H1 2021
- Earnings Release Q1 2021
- Annual Report 2020
- Earnings Release 9M 2020
## Sartorius shares – an attractive investment

<table>
<thead>
<tr>
<th>Biopharma market fueled by long-term growth drivers</th>
<th>Favorable market positions in key technologies and high brand awareness</th>
<th>Global presence with strong base in growth regions</th>
</tr>
</thead>
<tbody>
<tr>
<td>High entry barriers, low price-sensitivity and consolidated competitive landscape</td>
<td>Diversified revenue base and high share of recurring revenues provide low volatility</td>
<td>Proven growth track record: Sales CAGR(^1) of ~16% over the last five years</td>
</tr>
</tbody>
</table>

1 For continued operations, in constant currencies
### Sartorius legal & operational structure

#### Sartorius Group legal setup

<table>
<thead>
<tr>
<th>Ordinary shares (~34.2m shares)</th>
<th>Preference shares (~34.2m shares)</th>
</tr>
</thead>
<tbody>
<tr>
<td>~55% Administered by executor</td>
<td>~72% Free float</td>
</tr>
<tr>
<td>~38% Bio-Rad Laboratories</td>
<td>~28% Bio-Rad Laboratories</td>
</tr>
<tr>
<td>~7% Free float</td>
<td></td>
</tr>
</tbody>
</table>

#### Sartorius AG (~68.4m shares)
- Stock market listed in Germany
- ~55% Administered by executor
- ~38% Bio-Rad Laboratories
- ~7% Free float

#### Sartorius Stedim Biotech S.A.
- Stock market listed in France
- 91.2m shares
- ~74% Sartorius AG
- ~26% Free float

#### Other Sartorius subsidiaries

<table>
<thead>
<tr>
<th>Bioprocess Solutions division</th>
<th>Lab Products &amp; Services division</th>
</tr>
</thead>
</table>

#### Sartorius Group operational setup

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 | DAX | TecDAX | MSCI Europe
- CDAX | Prime All Share Index | Technology All Share Index | STOXX Europe 600

**Market cap.**
- €31.9bn (as of July 21, 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

- October 20, 2021
  Publication Nine-Month Results 2021 | Göttingen

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