This is Sartorius Stedim Biotech
Company Presentation | 2021
Partner of the biopharmaceutical industry

Our mission
We empower engineers to simplify and accelerate progress in bioprocessing. In this way, we enable new and better pharmaceuticals to be manufactured and help keep medications affordable.

Our vision
We are a magnet and dynamic platform for pioneers and leading experts in our field. We bring creative minds together for a common goal: technological breakthroughs that lead to better health for more people.
Sartorius Stedim Biotech in brief

>50
Locations worldwide; headquartered in Aubagne, France

>7,500
Employees\(^1\)

€~1.9bn
Sales revenue\(^1\)

31.7%
EBITDA margin\(^{1,2}\)

~35%
Sales revenue
Americas

~42%
Sales revenue
EMEA

~23%
Sales revenue
Asia | Pacific

\(^1\) As of December 31, 2020. \(^2\) Underlying EBITDA
Strong company values are the basis of all our activities

Sustainability
Growing profitably and acting responsibly towards all stakeholders

Openness
Driving change and progress internally and externally

Enjoyment
Working in an energetic and rewarding environment
Attractive market environment with strong growth opportunities

<table>
<thead>
<tr>
<th>Favorable demographics</th>
<th>~9bn people by 2050; &gt;2bn 60 years or older</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rise of biosimilars</td>
<td>~30% CAGR for sales of biosimilars in 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 the pharma R&amp;D pipeline</td>
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</table>

~10% CAGR for the biopharma market in 2020–2025
What are biopharmaceuticals?

<table>
<thead>
<tr>
<th>Biopharmaceuticals</th>
<th>Chemical drugs</th>
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<tbody>
<tr>
<td>Active agent</td>
<td>Manufacturing</td>
</tr>
<tr>
<td>Small molecules</td>
<td>Chemical synthesis</td>
</tr>
<tr>
<td>Large molecules</td>
<td>Cell culture processes with living cells</td>
</tr>
</tbody>
</table>

### Advantages

- First-time or improved treatment of serious illnesses, such as cancer, multiple sclerosis, rheumatism
- Targets only diseased cells; fewer side effects
- New vaccines
The manufacture of biopharmaceuticals is complex
The consequence: Biotech medications are extremely expensive

**HUMIRA®**
Annual revenue of $18 billion; is used to treat rheumatism and other inflammatory autoimmune diseases, such as Crohn’s disease and psoriasis
Manufacturer: Abbvie

Cost per annual treatment
€21,300 in Germany

*First biosimilars out on the market:*
- Imraldi® from Biogen up to 40% less expensive
- Hyrimoz® from Sandoz around 21% less expensive
- Amgevita® from Amgen about 18% less expensive

**ZOLGENSMA®**
Currently the world’s most expensive medical drug; gene therapy used to treat spinal muscular atrophy
Manufacturer: Novartis

Cost per treatment
$2,100,000 in the U.S.
Our goal: Simplify manufacturing of biopharmaceuticals

Our technologies empower engineers in the biopharma industry to ...

... set up robust, flexible and safe processes for industrial production

... reduce setup costs

... enhance product yield
Our solution: Innovative technologies for all phases of drug production

**Products**
Scalable, easy-to-use technologies and products for the production of biopharmaceuticals, as well as digital tools for biopharma data analytics

**Application areas**
- Biopharmaceutical manufacturing
- Quality control and testing

<table>
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<tr>
<th>Filtration</th>
<th>Cell culture technology &amp; media</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fluid management</td>
<td>Purification</td>
</tr>
</tbody>
</table>
The widest offering of solutions in the industry

Upstream
Production of the desired drug

Culture media preparation
Seed cultivation
Scale-up
Production
Clarification & centrifugation

Downstream
Isolation and filling of the desired drug

Final filling
Cryo-preservation
Sterile filtration
Concentration
Virus removal filtration
Polishing
Chromatography
Viral clearance
Flexible production systems are becoming more and more prevalent

Classic stainless steel systems
- High initial investment outlay
- High cleaning effort and expense
- Risk of contamination

Flexible systems with sterile bags
+ Faster setup and lower investment throughout the entire life cycle
+ Lower consumption of water and energy
+ Reduced risk of cross-contamination
Data analytics has huge potential for the biopharmaceutical industry

Sartorius Stedim Biotech supports its customers in the digitalization and automation of their processes with its leading software for analysis of bioprocess data.

- Enhanced process control and robustness
- Improved product quality
- Predictive process control

- Powerful solutions for modeling and optimizing development and manufacturing
- Helps provide insights derived from complex data sets
Leading market positions worldwide

Fluid Management  #1
Fermentation  #1
Filtration  #3
Acquisitions strengthen and differentiate our portfolio

Acquired technologies include

- Cell line and process development services
- Automated single-use centrifugation
- Bioprocessing software
- Cell culture media
- Chromatography and tangential flow filtration systems; microcarriers

1 Acquired from Danaher
Sales revenue more than doubled over the last five years

Sales CAGR: ~+16%
EBITDA¹ margin: +10.8pp

~€477m 2011  
21.5 2012  
23.0 2013  
23.5 2014  
26.2 2015  
27.5 2016  
27.3 2017  
28.2 2018  
29.3 2019  
31.7 2020

Sales growth and CAGR in constant currencies. ¹ Excluding extraordinary items
# Sartorius 2025 targets and initiatives

## Strategic initiatives

### Regional
- Participate in strong Chinese market growth
- Continue to outperform the important U.S. market

### Portfolio
- Add high-impact innovations, e.g., digital tools
- Enhance process development capabilities
- Expand into adjacent applications

### Operations
- Accelerate workflows across the organization through digitalization
- Extend manufacturing base in Asia

## 2025 targets

<table>
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<th>2025 targets</th>
<th>~€4bn</th>
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<tr>
<td>Sales revenue</td>
<td></td>
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<table>
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<th>2025 targets</th>
<th>~33%</th>
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<td>EBITDA margin</td>
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2025 targets are based on 2020 currency exchange rates; EBITDA excluding extraordinary items
Production capacities significantly accelerated and expanded

**Guxhagen, Germany**
Capacity expansion for bioreactors and other equipment for the production of biopharmaceuticals; integration of a Customer Interaction Center

**Gottingen, Germany**
New facility for membrane production; 12,000 m² extension for existing R&D capacities

**Marlborough, MA, USA**
New Customer Interaction Center

**Yauco, Puerto Rico**
Buildup of cell culture media production; expansion of membrane, filter and bag manufacture in Yauco

**Beijing, China**
New cleanroom for bag production; more space for filter manufacture; new Customer Interaction Center

**Songdo, South Korea**
Construction of a new 25,000 m² site for cell culture media production, laboratories, and an application center
Thank you.