



Conference Call Preliminary FY 2016 Results

Joachim Kreuzburg, CEO | January 30, 2017

Disclaimer

This presentation contains statements concerning the future performance of the Sartorius Group and the Sartorius Stedim Biotech 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

01 Sartorius Group:
FY 2016 Results | 2017 Guidance

02 Sartorius Stedim Biotech Group:
FY 2016 Results | 2017 Guidance

03 Questions & Answers



FY 2016 Highlights

- ▶ Continued double-digit sales and earnings growth in line with guidance
- ▶ Outstanding performance of Bioprocess Solutions fueled by strong market growth and ongoing market share gains esp. in the Americas
- ▶ Positive business development of Lab Products & Services; Portfolio for Biopharma laboratories expanded
- ▶ Step up of investments to support future growth



Continued Strong Growth Momentum

Sartorius Group

in millions of € unless otherwise specified

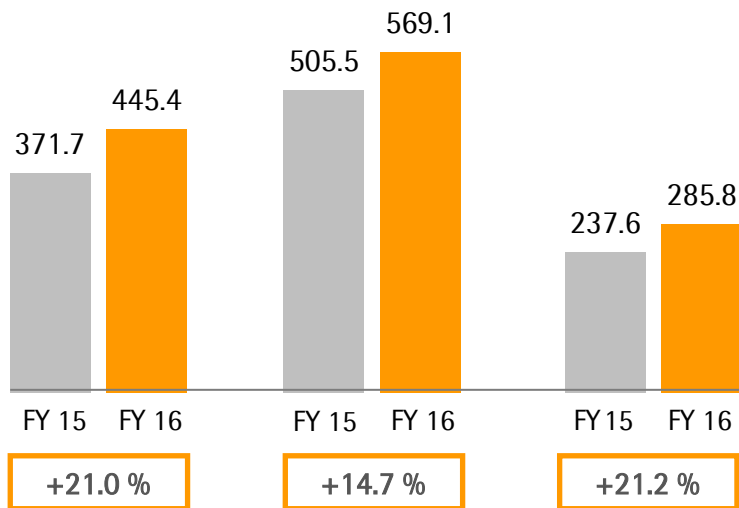
	FY 2015	FY 2016	Δ in %	Δ in % cc ¹
Sales revenue	1,114.8	1,300.3	+16.6	+18.2
Order intake	1,172.7	1,334.7	+13.8	+15.3
Underlying EBITDA ²	263.2	325.4	+23.6	
Underlying EBITDA ² margin in %	23.6	25.0		
Underlying EPS ^{3,4} (ord.) in €	1.57	1.93	+23.0	
Underlying EPS ^{3,4} (pref.) in €	1.58	1.94	+23.3	
Capex ratio in %	10.1	11.7		

¹ Constant currencies ² Underlying = excluding extraordinary items ³ Underlying EPS = based on net profit after non-controlling interest, adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate; FY 2015 continued operations

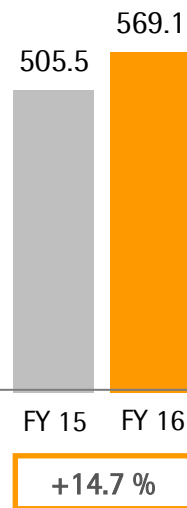
⁴ FY 2015 adjusted for stock split; rounded values

Broad-based Business Expansion

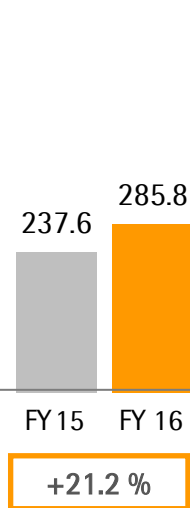
Americas
€ in millions



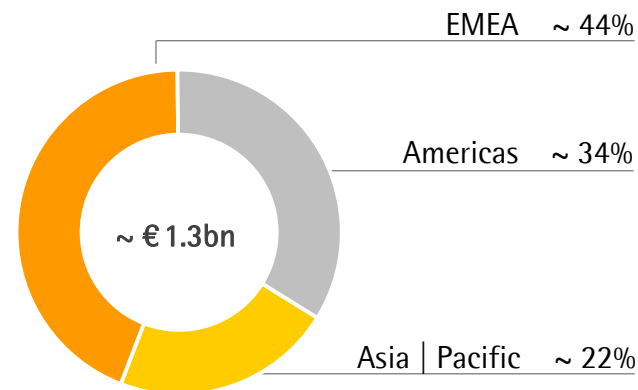
EMEA
€ in millions



Asia | Pacific
€ in millions



Sales by Region
in %



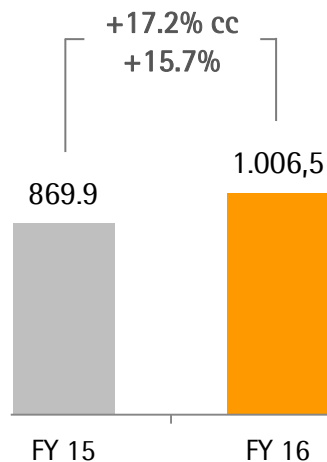
Acc. to customers' location; growth in constant currencies

- Excellent organic performance in the Americas driven by both divisions; overproportionate contribution to growth by recent acquisitions
- Double-digit growth in EMEA region mainly fueled by BPS
- Momentum in Asia | Pacific supported by some larger equipment projects of BPS division

BPS: Excellent Performance in Line with Upgraded Expectations

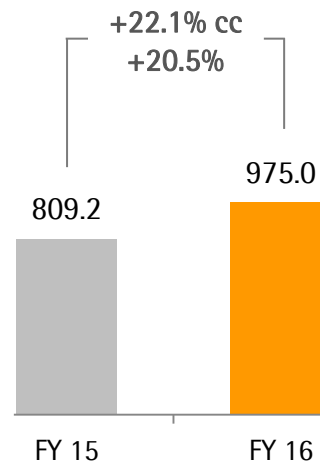
Order Intake

€ in millions



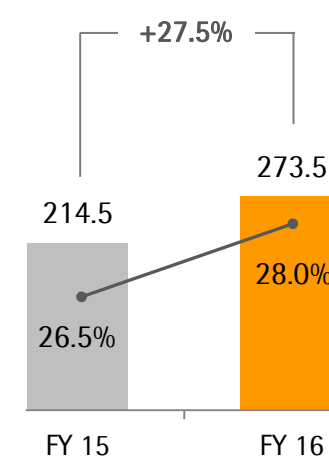
Sales Revenue

€ in millions



Underlying EBITDA & Margin

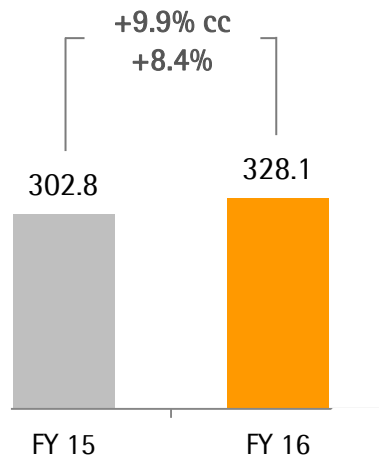
€ in millions



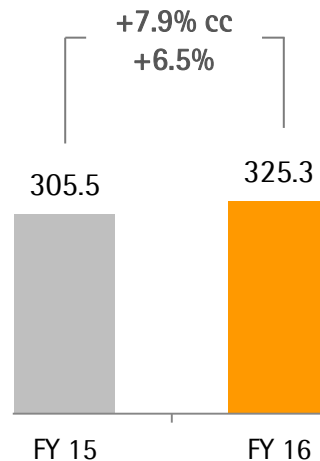
- Double-digit growth across the entire portfolio in a continued dynamic market environment
- Further market shares gains, esp. in the Americas
- Recent acquisitions contribute around 2 pp to sales growth
- Underlying EBITDA margin expansion of 1.5 pp driven by economies of scale

LPS: Positive Business Development in Line with Expectations

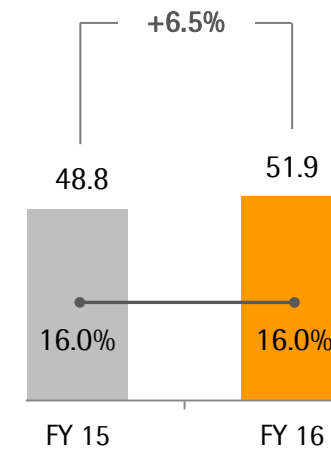
Order Intake
€ in millions



Sales Revenue
€ in millions



Underlying EBITDA & Margin
€ in millions



- Robust organic growth driven by all regions, led by the Americas
- IntelliCyt and ViroCyt contribute around 3 pp to sales growth
- Underlying EBITDA margin at prior-year level due to temporary dilutive effects from recent acquisitions; excluding this dilution, EBITDA-margin would be ~1 pp higher

Healthy Cash Flow Development

Sartorius Group

€ in millions

	FY 2015	FY 2016	Δ in %
Underlying EBITDA	263.2	325.4	23.6
Extraordinary items	-12.6	-30.7	-143.7
Financial result	-20.0	-16.4	+18.1
Underlying net profit ^{1,2}	107.4	132.6	+23.5
Reported net profit ²	126.3	102.9	-18.5
Net operating cash flow	125.4	170.4	+35.9
Net investing cash flow ³	-91.4	-268.2	-193.6

- Extraordinary items reflect various cross-divisional projects and expenditures related to the recent acquisitions
- Reported prior-year net profit includes gain from Intec divestiture
- Net operating cash flow influenced by an increase in working capital and higher tax payments; discontinuation of factoring weighed on 2015 figure
- Net investing cash flow reflects capex step up, payments related to acquisitions and the proceeds of the Intec divestiture in 2015

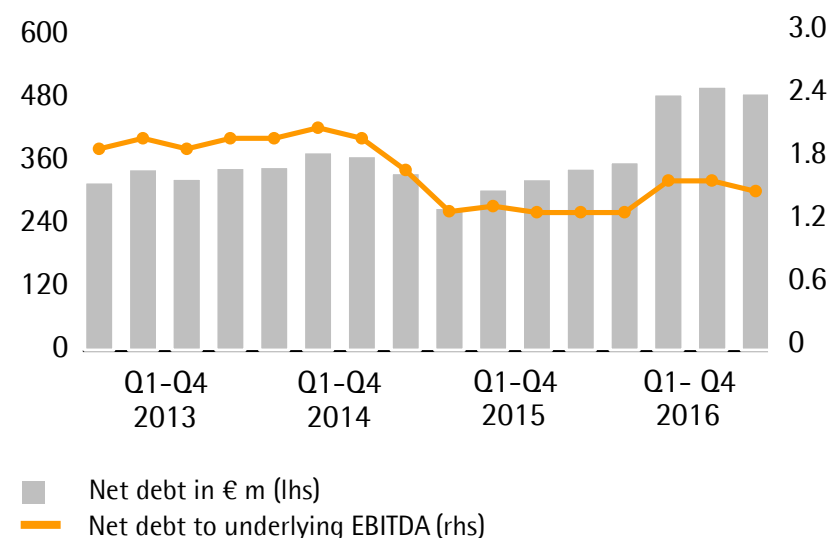
¹ Underlying net profit = net profit adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate; continued operations for FY 2015 ² After non-controlling interest ³ Net cash flow from investing activities and acquisitions | disposals

Financial Position Remains Strong Despite Recent Acquisitions

Key Financial Indicators

Sartorius Group	Dec. 31, 2015	Dec. 31, 2016
Equity ratio in %	44.9	42.0
Net debt in millions of €	344.0	485.9
Net debt underlying EBITDA	1.3	1.5

Net Debt to Underlying EBITDA



Outlook for 2017

	FY 2016		FY 2017 Guidance ¹	
	Sales Revenue Growth ¹	Underlying EBITDA Margin	Sales Revenue Growth	Underlying EBITDA Margin
Sartorius Group	18.2%	25.0%	~ 8% - 12%	~ +0.5pp
Bioprocess Solutions	22.1%	28.0%	~ 9% - 13%	~ +0.5pp
Lab Products & Services	7.9%	16.0%	~ 6% - 10%	~ +1.0pp

¹ In constant currencies

- LPS sales guidance includes approx. 3 pp of non-organic growth expected to be contributed by recent acquisitions
- Capex ratio ~ 12% - 15% (FY 2016: 11.7%)

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Excellent Development in Line with Upgraded Expectations

Sartorius Stedim Biotech Group

in millions of € unless otherwise specified

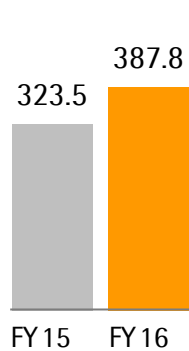
	FY 2015	FY 2016	Δ in %	Δ in % cc ¹
Sales revenue	884.3	1,051.6	+18.9	+20.4
Order intake	946.4	1,080.8	+14.2	+15.6
Underlying EBITDA ²	231.3	288.7	+24.8	
Underlying EBITDA ² margin in %	26.2	27.5		
Underlying EPS ³ per share in €	1.51	1.92	+26.8	
Capex ratio in %	6.2	7.6		

- All product segments report double-digit growth in a continued dynamic market environment
- Ongoing market shares gains, esp. in the Americas
- Recent acquisitions contribute approx. 2 pp to sales growth
- Underlying EBITDA margin expansion of 1.3 pp driven by economies of scale

¹ Constant currencies ² Underlying = excluding extraordinary items ³ Underlying EPS = based on net profit after non-controlling interest, adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate; FY 2015 adjusted for stock split, rounded values

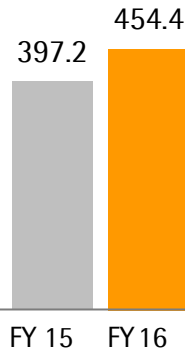
Double-digit Growth in All Regions

Americas
in € millions



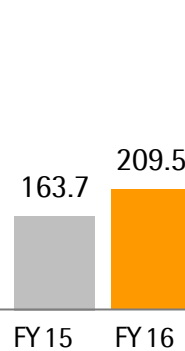
+21.0%

EMEA
in € millions



+16.5%

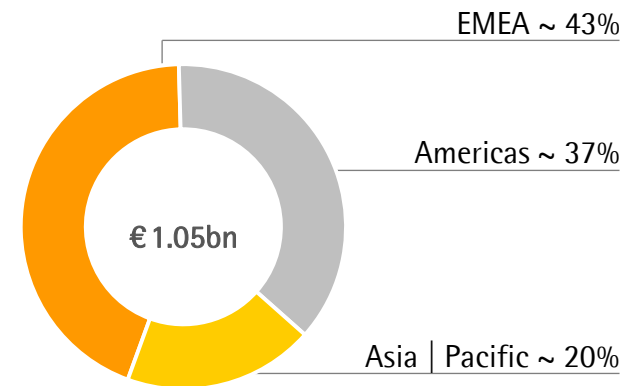
Asia | Pacific
in € millions



+29.0%

Acc. to customers' location; growth in constant currencies

Sales by Regions
in %



- Excellent performance in the Americas driven by dynamic market growth and share gains
- Momentum in Asia | Pacific supported by some larger equipment projects

Healthy Cash Flow Performance; Influenced by Acquisitions

Sartorius Stedim Biotech Group

€ in millions

	FY 2015	FY 2016	Δ in %
Underlying EBITDA	231.3	288.7	+24.8
Extraordinary items	-7.4	-18.1	-144.5
Financial result	-14.9	-12.9	+12.9
Underlying net profit ¹	139.3	176.6	+26.8
Reported net profit	118.0	153.7	+30.2
Net operating cash flow	142.8	156.7	+9.7
Net investing cash flow ²	-106.3	-102.7	+3.4

- Extraordinary items reflect various corporate projects and expenditures related to the recent acquisitions
- Net operating cash flow influenced by an increase in working capital and higher tax payments
- Net investing cash flow reflects step up of capex and payments for the acquisitions of BioOutsource and Cellca (both 2015) and kSep (2016)

¹ Underlying net result = net profit adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate

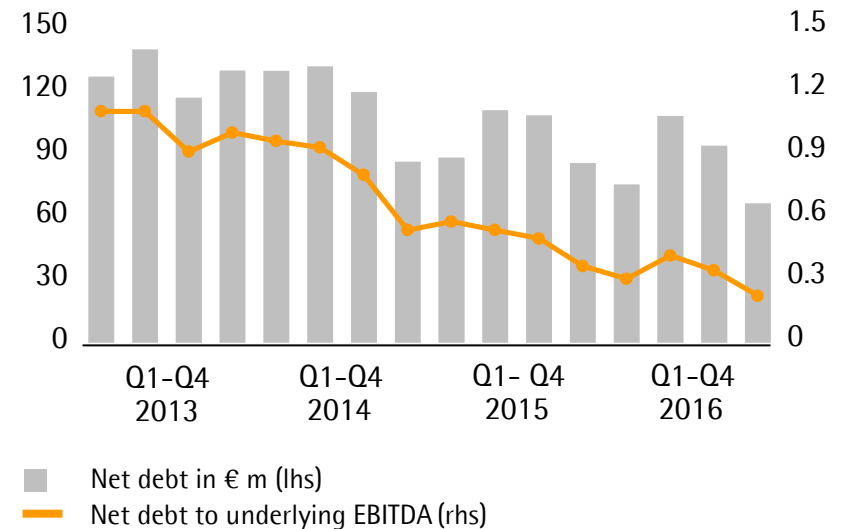
² Net cash flow from investing activities and acquisitions | disposals

Financial Position Remains Very Strong

Key Financial Indicators

Sartorius Stedim Biotech	Dec. 31, 2015	Dec. 31, 2016
Equity ratio in %	60.7	63.9
Net debt in millions of €	86.4	67.6
Net debt underlying EBITDA	0.4	0.2

Net Debt to Underlying EBITDA



Outlook for 2017

	FY 2016	FY 2017 Guidance
Sales revenue growth ¹	20.4%	~ 8% - 12%
Underlying EBITDA margin	27.5%	~ +0.5pp ¹
Capex ratio	7.6%	~ 10% - 13%

¹ In constant currencies

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Thank you very much
for your attention