

SARTORIUS

Simplifying Progress

Conference Call Q1 2021 Results

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Sartorius | Sartorius Stedim Biotech

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Disclaimer

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

Highlights Q1 2021

- Both divisions with 60+ percent top-line growth and substantial margin expansion
- Strong organic growth plus significant impact from corona related businesses and acquisitions
- Q1 top-line and bottom-line growth impacted by low comparative base and temporary effects
- Accelerated capacity expansion on schedule
- Outlook for 2021, raised in mid-March, confirmed

Agenda

Sartorius Group
Q1 2021 results | FY 2021 guidance

Sartorius Stedim Biotech Group
Q1 2021 results | FY 2021 guidance

Questions & Answers



Strong profitable growth

Sartorius Group in millions of € unless otherwise specified	Q1 2020	Q1 2021	▲ in %	▲ in % cc ¹
Sales revenue	509.9	791.1	+55.1	+61.6
Order intake	629.4	1,138.6	+80.9	+89.2
Underlying EBITDA ²	137.9	263.5	+91.2	
Underlying EBITDA ² margin in %	27.0	33.3	+6.3pp	
Underlying EPS ³ (ord.) in €	0.83	1.77	+112.4	
Underlying EPS ³ (pref.) in €	0.84	1.78	+111.1	

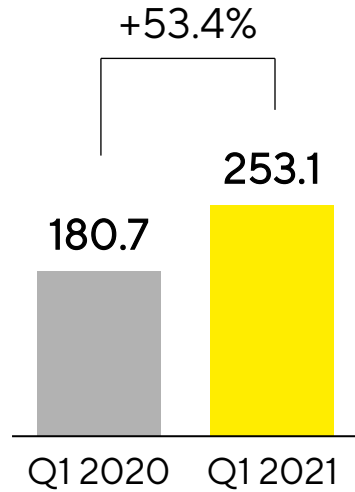
- Acquisitions contribute about 12pp to sales growth; net effect from pandemic about 20pp / a good 30pp for order intake
- Underlying EBITDA margin driven by economies of scale and underproportionate cost development

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

High double-digit sales growth in all geographies

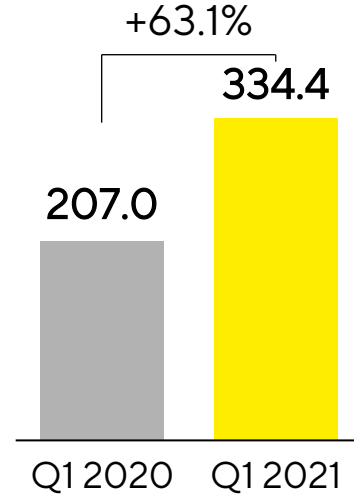
Americas

€ in millions



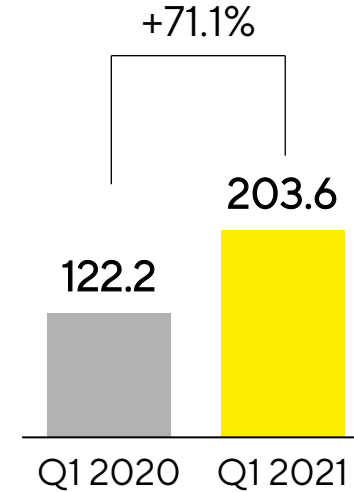
EMEA

€ in millions



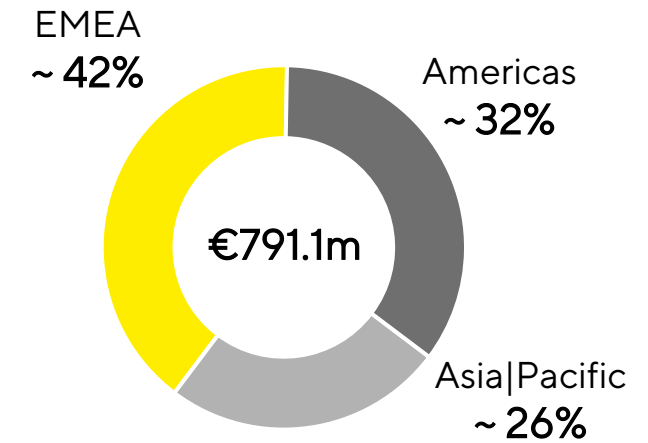
Asia|Pacific

€ in millions



Sales by Region

in %



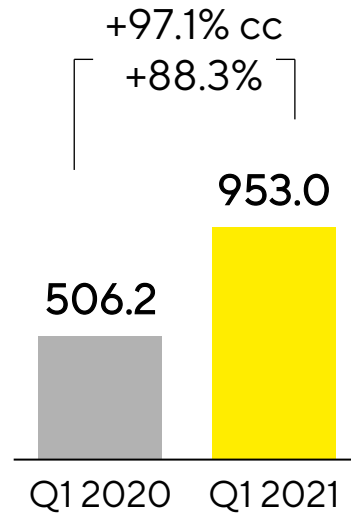
- Americas: Very solid performance of BPS; LPS with exceptionally dynamic growth fueled by M&A
- EMEA: BPS with tailwinds from vaccine developers and strong OI growth; LPS sales improved considerably
- Asia|Pacific: BPS with most dynamic sales growth; LPS with strong development against low comps

Acc. to customers' location; growth in constant currencies

BPS: Dynamic growth across all product categories and regions

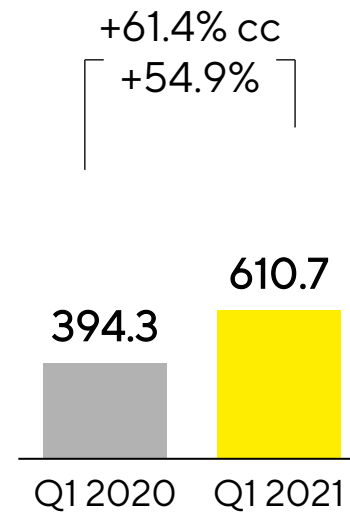
Order Intake

€ in millions



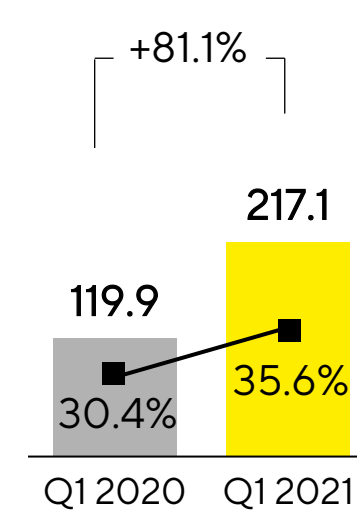
Sales Revenue

€ in millions



Underlying EBITDA & Margin

€ in millions

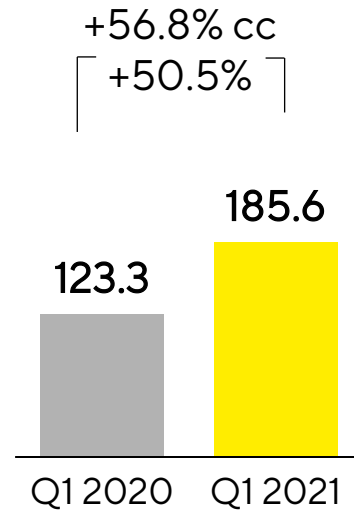


- Strong organic sales growth fueled by ramp-up of vaccine production; Corona effect a good 23pp, M&A around 9pp
- Increase in OI also due to changed ordering patterns of some customers; Corona effect a good 37pp, M&A around 11pp
- Underlying EBITDA margin rose due to economies of scale and underproportionate cost development

LPS: Strong performance against weaker prior-year comps

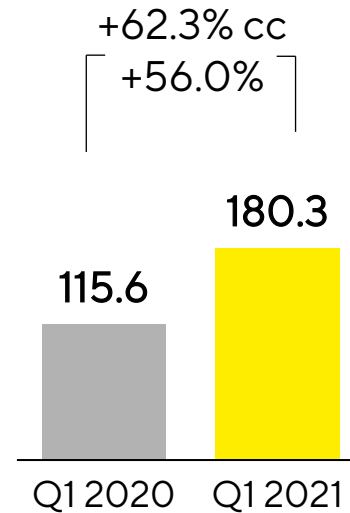
Order Intake

€ in millions



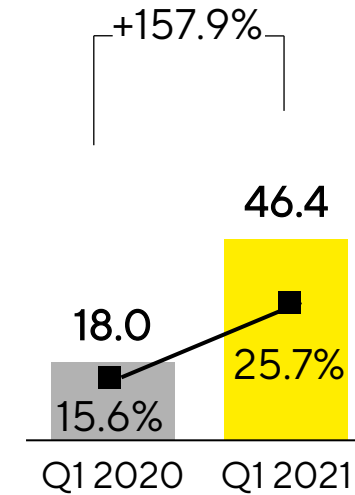
Sales Revenue

€ in millions



Underlying EBITDA & Margin

€ in millions



- Significant organic sales growth against quarter that was impacted by the lockdown in China
- M&A contributed around 23pp to growth; approx. 9pp due to high demand for components used in coronavirus test kits
- Profitability expansion due to economies of scale, product mix and underproportionate cost development

Operating cash flow increases significantly

Sartorius Group in millions of € unless otherwise specified	Q1 2020	Q1 2021	▲ in %
Underlying EBITDA	137.9	263.5	+91.2
Extraordinary items	-13.3	-5.0	+62.0
Financial result	0.4	-30.8	n.m.
Underlying net profit ^{1,2}	57.4	121.6	+111.8
Reported net profit ²	45.9	82.0	+78.5
Operating cash flow	113.0	228.9	+102.5
Investing cash flow ³	-46.1	-90.4	-96.4
CAPEX ratio (in %)	8.8	10.2	+1.4pp

- Net operating cash flow mostly driven by higher earnings
- Extraordinary items in prior-year influenced by M&A and corporate projects
- Financial result includes non-tax-deductible valuation effect related to the earn-out liability from acquisition of BIA Separations (approx. -€26mn)
- Investing cash flow driven by accelerated and extended capacity expansion

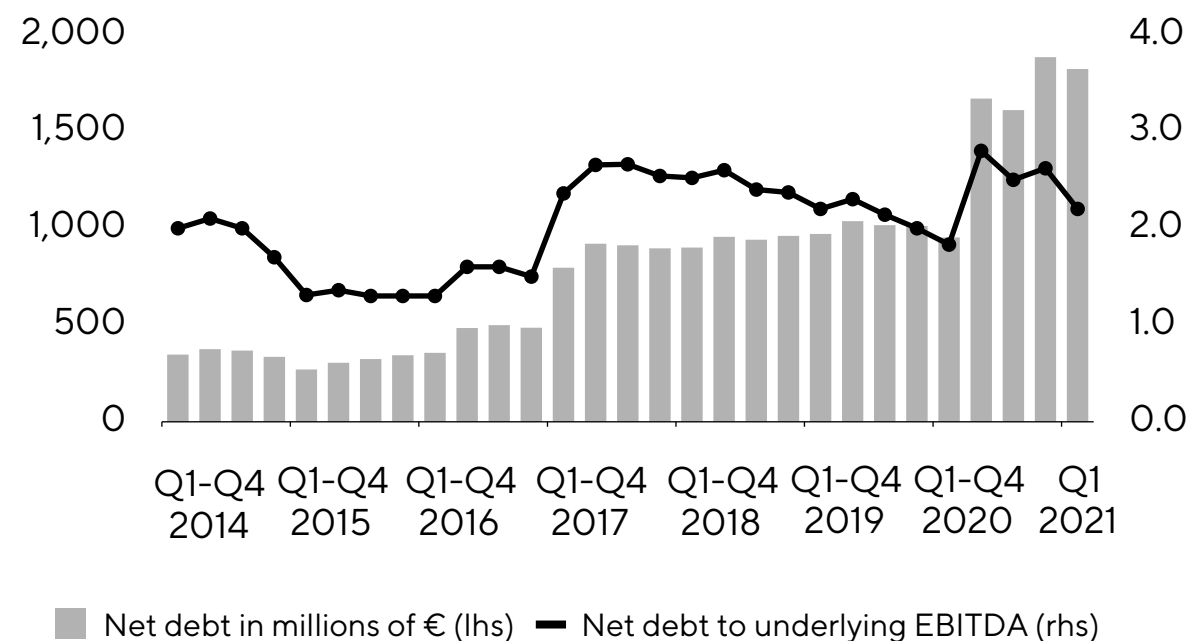
2020 numbers partly adjusted due to final PPA of BI 1 Underlying net profit = net profit adjusted for extraordinary items, amortization and based on a normalized financial result and a normalized tax rate
 2 After non-controlling interest 3 Net cash flow from investing activities and acquisitions

Financial indicators remain on very solid level

Key Financial Indicators

Sartorius Group	Dec. 31, 2020	Mar. 31, 2021
Equity ratio in %	29.9	29.7
Net debt in millions of €	1,883.6	1,822.7
Net debt underlying EBITDA ¹	2.6	2.2

Net Debt and Net Debt to Underlying EBITDA



¹ Includes underlying pro forma EBITDA of acquisitions completed in 2020

Outlook for 2021 confirmed, uncertainties remain higher than usual

FY 2021 Guidance ¹	Sales revenue growth	Underlying EBITDA margin
Sartorius Group growth by acquisitions Corona demand	~35% ~5.5pp ~16pp	~32%
Bioprocess Solutions growth by acquisitions Corona demand	~40% ~6pp ~18pp	~34%
Lab Products & Services growth by acquisitions Corona demand	~20% ~5pp ~5pp	~24%

- CAPEX ratio ~14% (FY 2020: 10.3%); increase due to acceleration and extension of capacity expansions across the entire production network, especially in Germany, Puerto Rico and China
- Net debt to underlying EBITDA: ~2.0 (FY 2020: 2.6)

¹ In constant currencies

Agenda

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Q1 2021 results | FY 2021 guidance

Sartorius Stedim Biotech Group
Q1 2021 results | FY 2021 guidance

Questions & Answers



Exceptionally strong and profitable growth in Q1 2021

Sartorius Stedim Biotech Group in millions of € unless otherwise specified	Q1 2020	Q1 2021	▲ in %	▲ in % cc ¹
Sales revenue	422.1	655.2	+55.2	+61.1
Order intake	534.8	1,004.4	+87.8	+95.9
Underlying EBITDA ²	126.7	231.6	+82.8	
Underlying EBITDA ² margin in %	30.0	35.4	+5.4pp	
Underlying EPS ³ in €	0.88	1.64	+87.4	

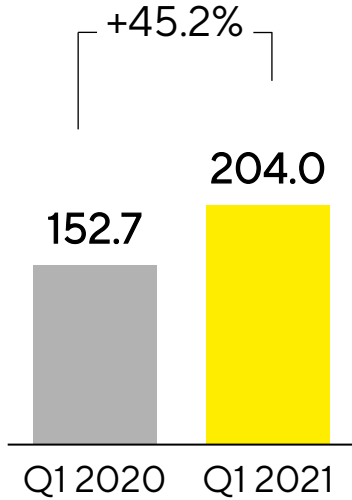
- Strong organic growth fueled by ramp-up of coronavirus vaccine production; pandemic-driven effects of about 23.5pp, acquisitions accounted for around 8pp of growth
- Pandemic-related effects on order intake a good 37pp; substantial increase also due to changed ordering pattern of customers
- Underlying EBITDA margin rose due to economies of scale and underproportionate cost development

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

High double-digit sales growth in all geographies

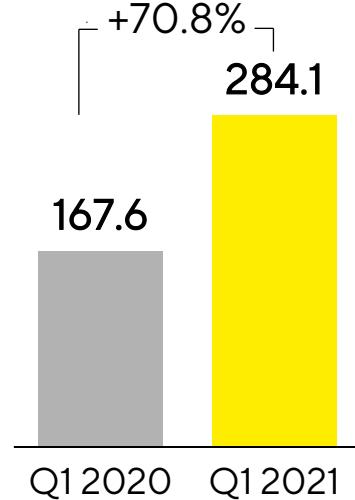
Americas

€ in millions



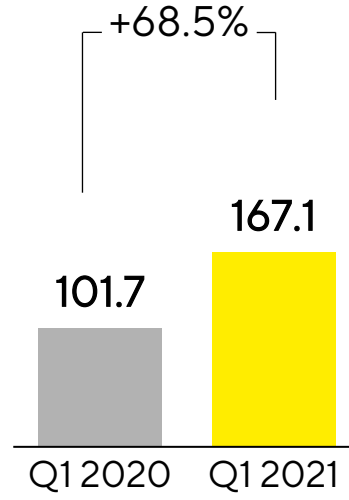
EMEA

€ in millions



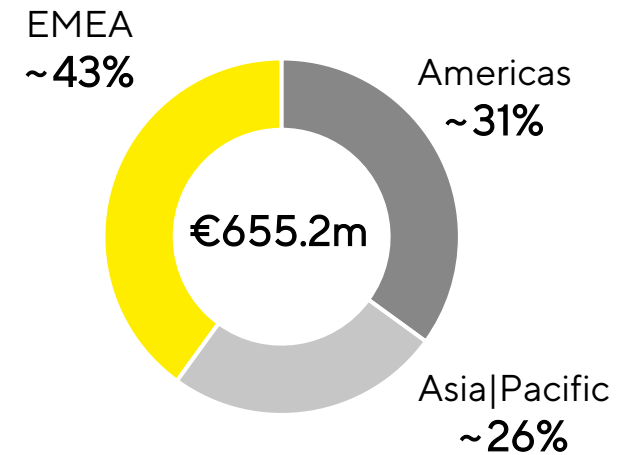
Asia|Pacific

€ in millions



Sales by Region

in %



- Strong organic growth in the Americas
- EMEA especially benefited from additional demand from vaccines manufacturers and acquisitions
- Very dynamic increase in Asia|Pacific

Acc. to customers' location; growth in constant currencies

Operating cash flow rises significantly

Sartorius Stedim Biotech Group in millions of € unless otherwise specified	Q1 2020	Q1 2021	▲ in %
Underlying EBITDA	126.7	231.6	+82.8
Extraordinary items	-4.9	-1.7	+65.7
Financial result	-0.1	-26.7	n.m.
Underlying net profit ^{1,2}	80.7	151.2	+87.4
Reported net profit ²	74.7	114.5	+53.2
Operating cash flow	114.5	204.0	+78.2
Investing cash flow ³	-49.7	-62.3	-25.4
CAPEX ratio (in %)	6.0	9.5	+3.5pp

- Net operating cash flow mostly driven by higher earnings
- Extraordinary items in prior-year influenced by M&A and corporate projects
- Financial result includes non-tax-deductible valuation effect related to the earn-out liability from acquisition of BIA Separations (approx. -€26mn)
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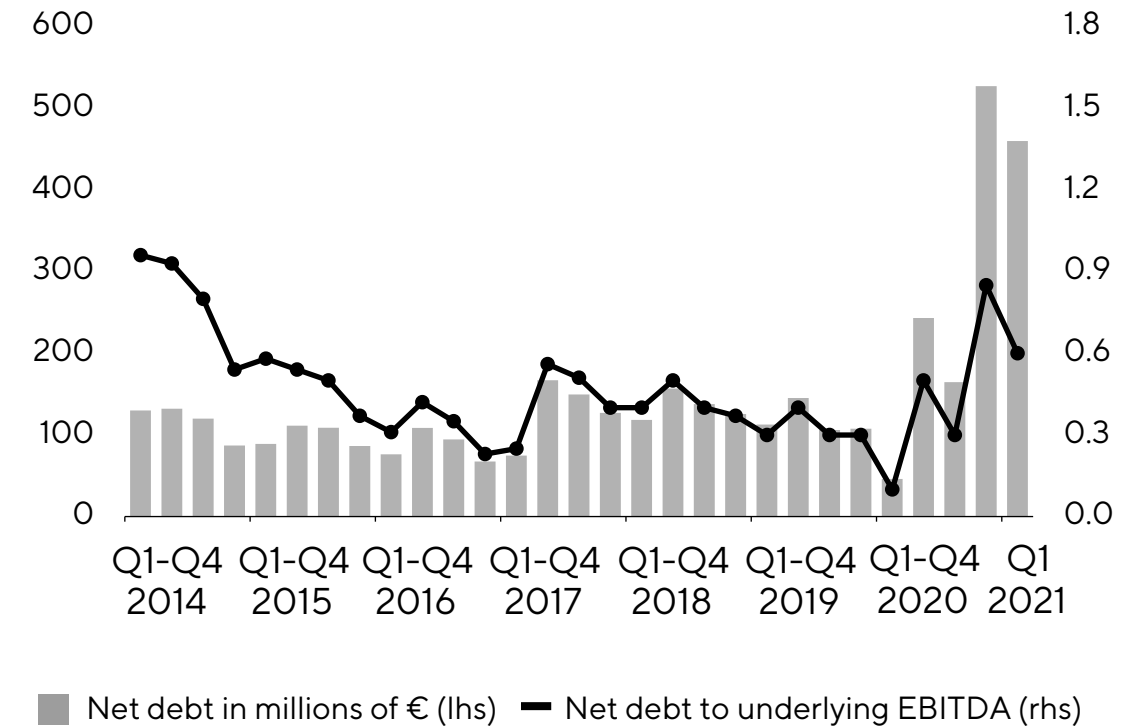
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Financial indicators remain on very solid level

Key Financial Indicators

Sartorius Stedim Biotech	Dec. 31, 2020	Mar. 31, 2021
Equity ratio in %	48.3	47.0
Net debt in millions of €	527.0	459.8
Net debt underlying EBITDA ¹	0.8	0.6

Net Debt and Net Debt to Underlying EBITDA



¹ Includes underlying pro forma EBITDA of acquisitions completed in 2020

Outlook for 2021 confirmed, uncertainties remain higher than usual

	Sales growth ¹	Underlying EBITDA margin ¹
Sartorius Stedim Biotech	~38%	~33%
Of which acquisitions Corona demand	~5.5pp ~18pp	

- CAPEX ratio ~14% (FY 2020: 8.3%); increase due to acceleration and extension of capacity expansions across the entire production network, especially in Germany, Puerto Rico and China
- Net debt to underlying EBITDA: ~0.6 (FY 2020: 0.8)

¹ In constant currencies

Questions & Answers

