



sartorius



sartorius stedim
biotech



Conference Call 3M 2014 Results

Joachim Kreuzburg, CEO | April 28, 2014

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.

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Questions & Answers



Group Performance Overall In-Line With Expectations

- » Mid-single-digit increase in order intake and sales revenue in constant currencies
- » Earnings development influenced by adverse currency effects
- » Diverse performance in the divisions
- » Recently acquired businesses performed well
- » Group guidance confirmed

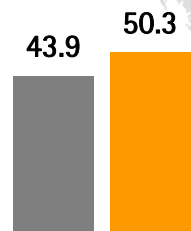
Increase in OI and Sales; Earnings Impacted by Adverse Currency Effects

Sartorius Group in € million (unless otherwise specified)	3M 2013	3M 2014	Change in %	Change in % const. FX
Order intake	239.8	246.3	2.7	4.9
Sales revenue	214.3	223.1	4.1	6.3
Underlying ¹⁾ EBITDA	39.3	40.1	2.0	
Underlying ¹⁾ EBITDA margin in %	18.4	18.0		
Underlying ¹⁾ EBITA	31.4	30.9	-1.6	
Underlying ¹⁾ EBITA margin in %	14.6	13.8		
Underlying EPS (ord.) ¹⁾²⁾ in €	0.86	0.80	-6.6	
Underlying EPS (pref.) ¹⁾²⁾ in €	0.88	0.82	-6.6	

¹⁾ Excluding extraordinary items ²⁾ Excluding non-cash amortization and excl. effects from fair value adjustments of hedging instruments

Double-Digit Gain in North America

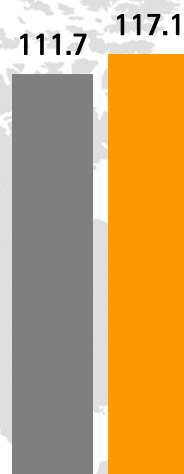
North America
Sales¹⁾ in € million



3M 13 3M 14

+18.4%

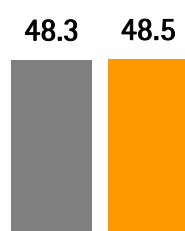
Europe
Sales¹⁾ in € million



3M 13 3M 14

+4.7%

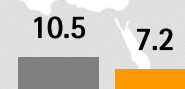
Asia | Pacific
Sales¹⁾ in € million



3M 13 3M 14

+7.0%

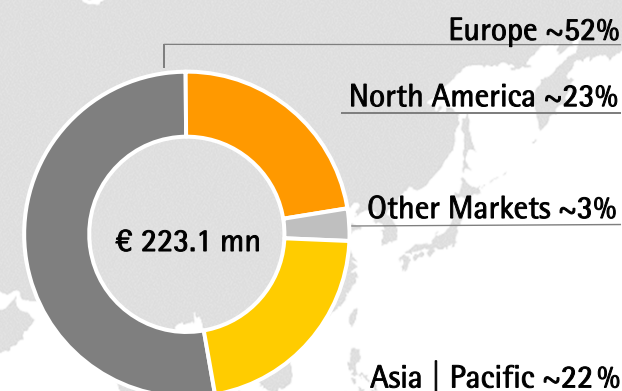
Other Markets
Sales¹⁾ in € million



3M 13 3M 14

-31.1%

Sales¹⁾ by Regions
in %

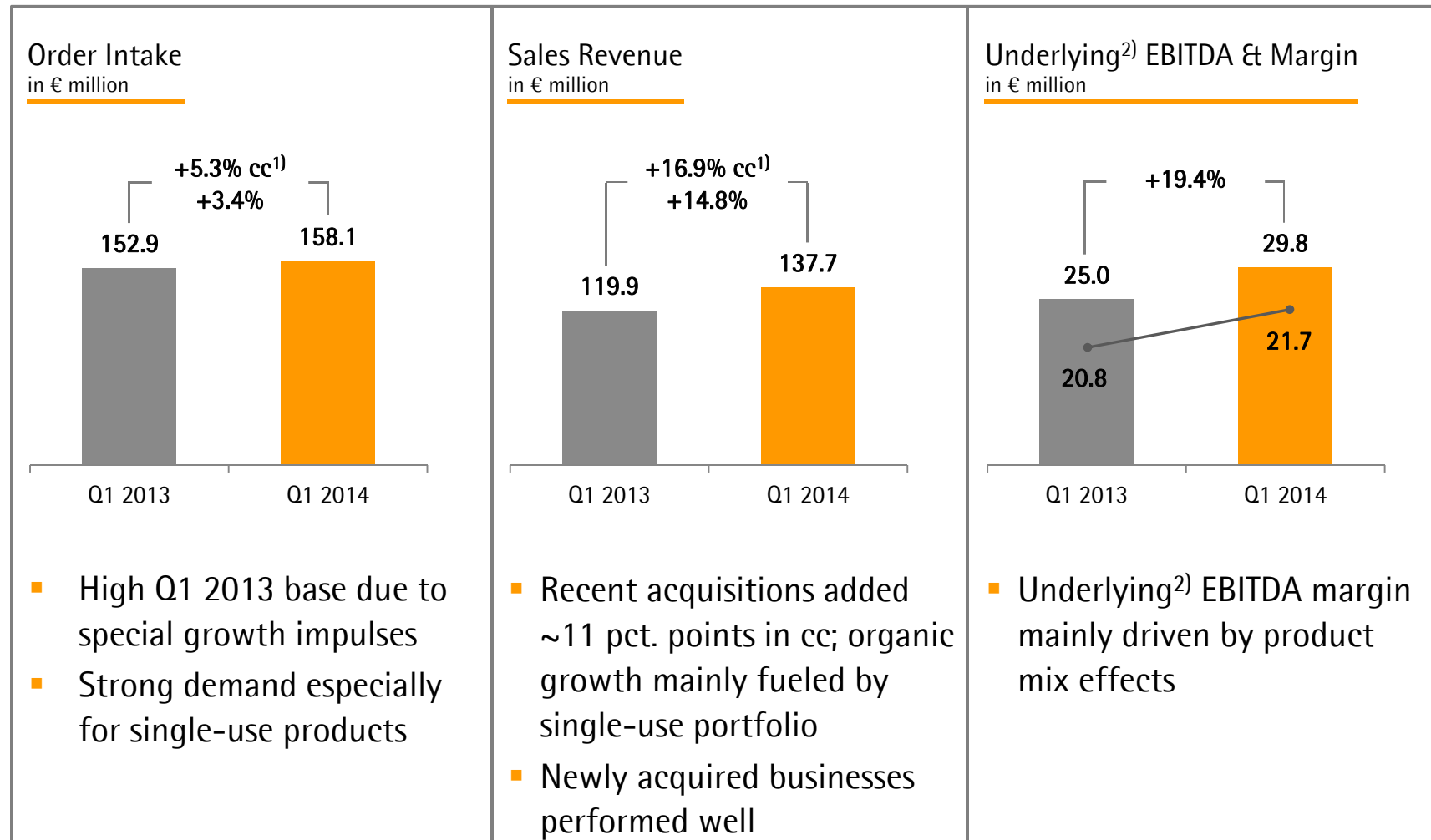


Growth in constant currencies

- Strong sales growth in North America supported by recent acquisitions
- Business expansion in Europe driven by sound BPS performance
- Performance in Asia fueled by BPS; continued difficult business environment for LPS and InTec²⁾

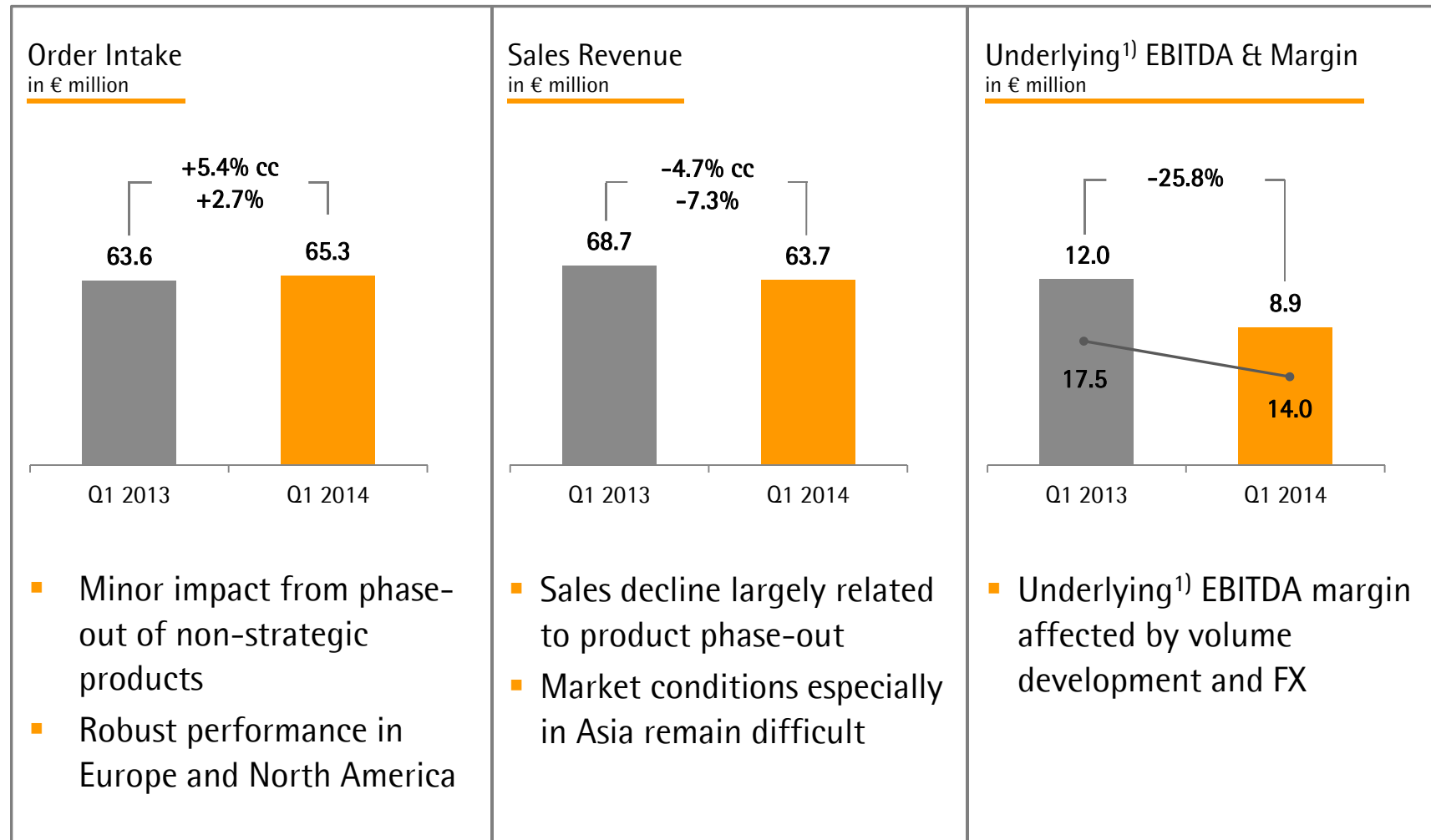
¹⁾ According to customers' location ²⁾ Industrial Technologies – previously Industrial Weighing

Bioprocess Solutions: Continued Profitable Growth



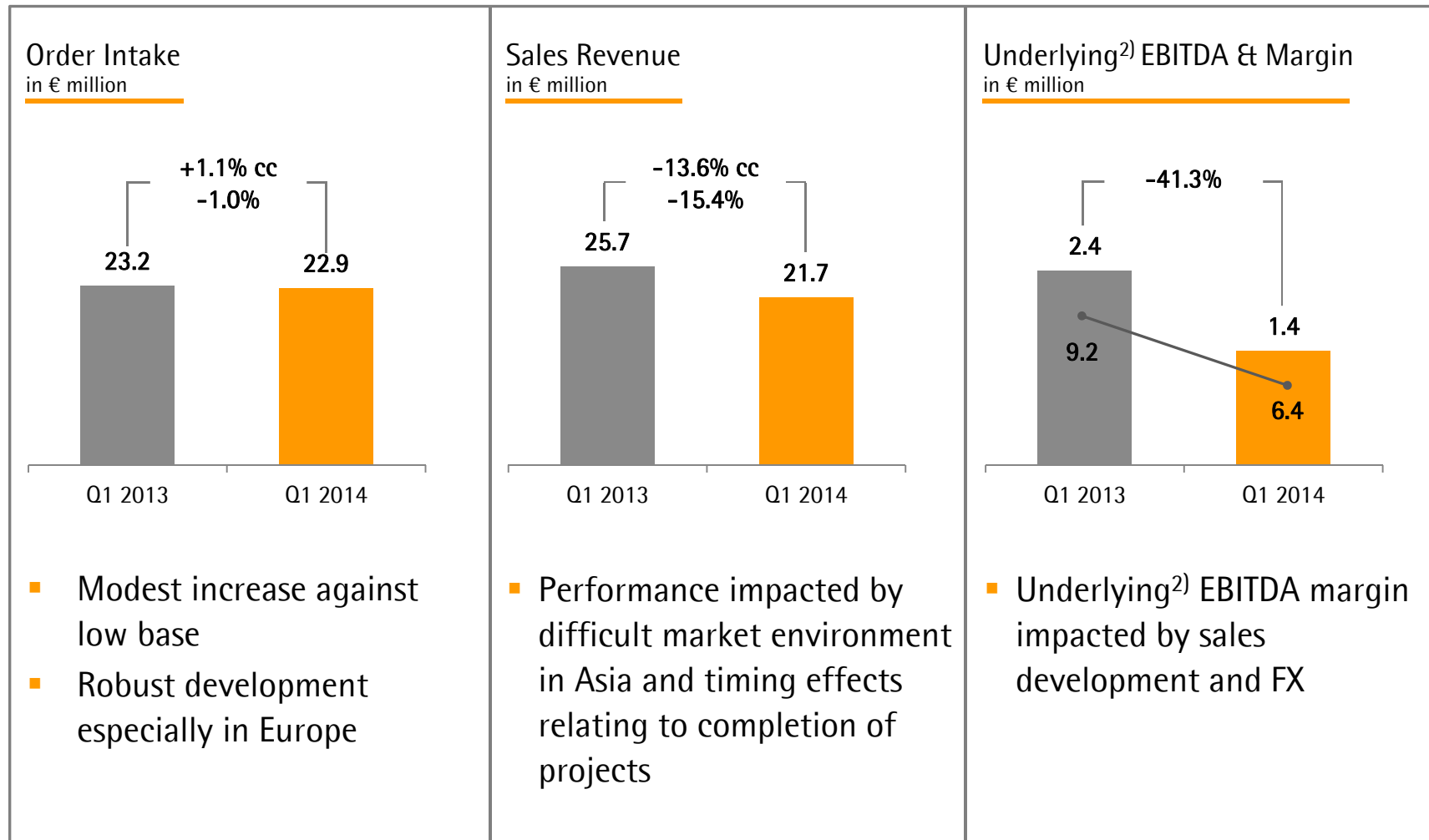
¹⁾ cc = constant currencies ²⁾ Excluding extraordinary items

Lab Products & Services: Order Intake Gradually Improving



¹⁾ Excluding extraordinary items

Industrial Technologies¹⁾: Weak Start to the Year



¹⁾ Previously Industrial Weighing ²⁾ Excluding extraordinary items

Strong Cash Flow Performance

Sartorius Group in € million	3M 2013	3M 2014	Change in %	
Underlying ¹⁾ EBITDA	39.3	40.1	2.0	
Extraordinary items	-1.0	-1.3	-40.4	
Financial result	-3.3	-4.5	-36.7	
Underlying ¹⁾²⁾ net profit ³⁾	14.8	13.8	-6.6	
Net operating cash flow	11.3	20.2	78.8	<ul style="list-style-type: none"> Financial result influenced by higher gross debt and currency fluctuations Net operating cash flow significantly increased due to reduced tax payments as well as lower investment in net working capital compared to Q1 2013
Net investing cash flow ⁴⁾	-24.7	-18.7	24.4	<ul style="list-style-type: none"> Net investing cash flow below last year as planned; Q1 2013 included payments related to the acquisition of cell culture media business

¹⁾ Excluding extraordinary items ²⁾ Excluding non-cash amortization and fair value adjustments of hedging instruments

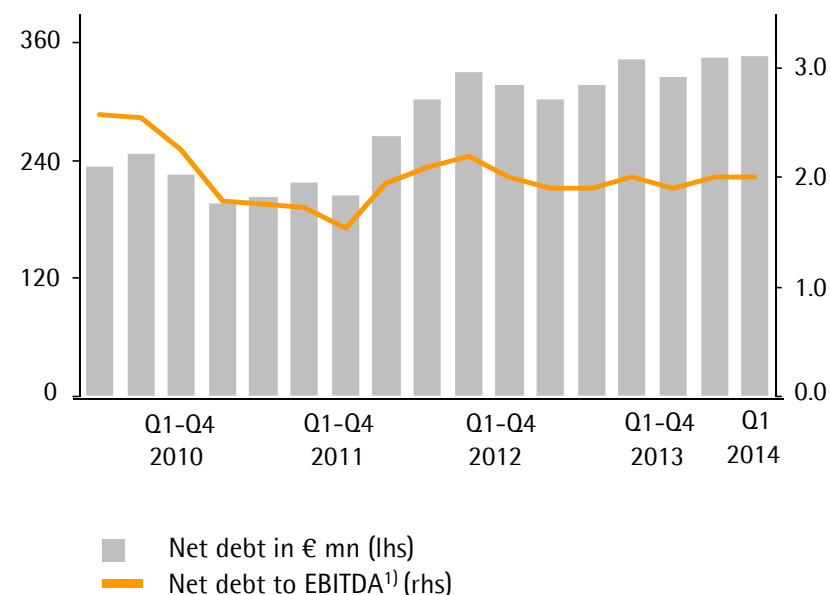
³⁾ After non-controlling interest ⁴⁾ Net cash flow from investing activities and acquisitions

All Key Financial Indicators Broadly Stable

Key Financial Indicators

Sartorius Group	Dec. 31 2013	March 31 2014
Equity ratio in %	38.3	39.4
Net debt in € million	345.1	347.1
Gearing ratio	0.8	0.7
Net debt to underlying ¹⁾ EBITDA	2.0	2.0
Interest coverage ¹⁾	13.7	13.0

Net Debt to EBITDA¹⁾



¹⁾ Excluding extraordinary items

Group Guidance Confirmed; Division Mix Could Be Different

	Sales revenue growth ¹⁾	Underlying EBITDA margin ¹⁾²⁾
Sartorius Group	~8% - 10%	~20.0%
Bioprocess Solutions	~12% - 15%	~23.5%
Lab Products & Services	~1% - 4%	~16.5%
Industrial Technologies	~1% - 4%	~10.5%

- Update of division guidance in H1 2014 reporting
- Capex ratio expected to be around 8% - 10%

¹⁾ In constant currencies ²⁾ Excluding extraordinary items

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Questions & Answers



Double-Digit Growth in Sales Revenue and Earnings

Sartorius Stedim Biotech in € million (unless otherwise specified)	3M 2013	3M 2014	Change in %	Change in % const. FX	Margins in %
Order intake	169.4	175.3	3.5	5.4	
Sales revenue	138.0	154.0	11.6	13.6	
Underlying ¹⁾ EBITDA	28.8	33.3	15.8		
Underlying ¹⁾ EBITDA margin in %	20.9	21.6			
Underlying ¹⁾ EBITA	24.0	27.9	16.5		
Underlying ¹⁾ EBITA margin in %	17.4	18.1			
Underlying EPS ¹⁾²⁾ in €	1.01	1.18	16.1		

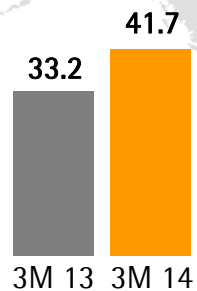


- Order intake: Tough comps due to special impulses in Q1 2013
- Sales: Acquisitions added ~10 pct. points in cc; organic growth mainly driven by single-use portfolio
- Underlying¹⁾ EBITDA margin expansion primarily fueled by product mix effects

¹⁾ Excluding extraordinary items ²⁾ Excluding non-cash amortization and effects from fair value adjustments of hedging instruments

Growth Supported by All Main Regions

North America
Sales¹⁾ in €million



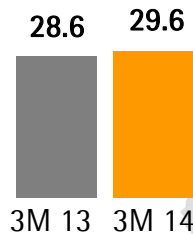
+ 29.7 %

Europe
Sales¹⁾ in € million



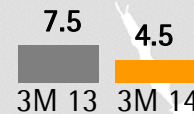
+ 13.3 %

Asia | Pacific
Sales¹⁾ in € million



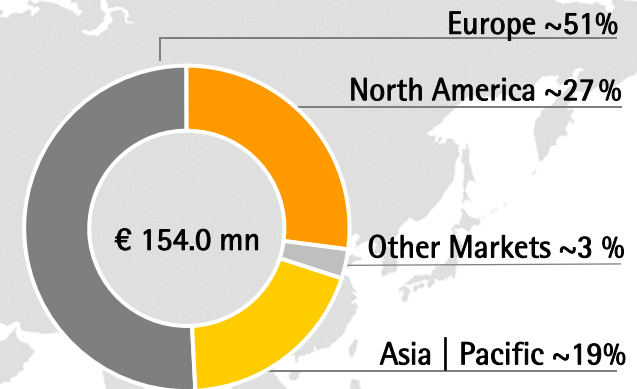
+ 9.8 %

Other Markets
Sales¹⁾ in € million



- 40.6 %

Sales¹⁾ by Regions
in %



Growth in constant currencies

- North America: Significant effect from acquisitions; double-digit organic growth
- Europe and Asia: Robust growth in-line with expectations

¹⁾ According to customers' location

Overproportionate Increase in Earnings

Sartorius Stedim Biotech in € million	3M 2013	3M 2014	Change in %	
Underlying ¹⁾ EBITDA	28.8	33.3	15.8	<ul style="list-style-type: none"> Financial result influenced by higher gross debt and currency fluctuations
Extraordinary items	-0.2	-0.7	-196.8	<ul style="list-style-type: none"> Net operating cash flow mainly driven by operating performance and lower tax payments
Financial result	-1.7	-2.5	-50.1	
Underlying ¹⁾²⁾ net profit ³⁾	15.6	18.1	16.1	<ul style="list-style-type: none"> Net investing cash flow below last year as planned; Q1 2013 included payments related to the acquisition of cell culture media business
Net operating cash flow	7.0	13.9	97.5	
Net investing cash flow ⁴⁾	-21.1	-11.3	46.3	

¹⁾ Excluding extraordinary items ²⁾ Excluding non-cash amortization and fair value adjustments of hedging instruments

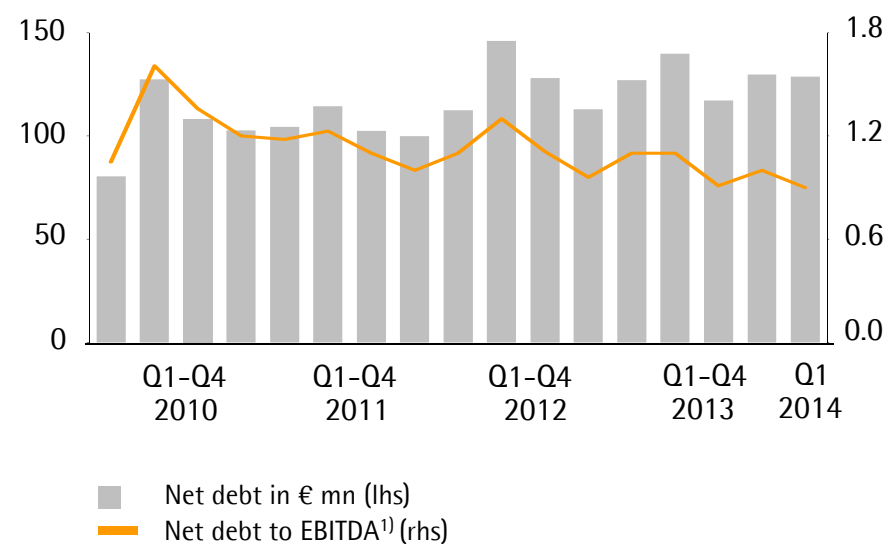
³⁾ After non-controlling interest ⁴⁾ Net cash flow from investing activities and acquisitions

All Key Financial Indicators at Comfortable Levels

Key Financial Indicators

Sartorius Stedim Biotech	Dec. 31 2013	March 31 2014
Equity ratio in %	55.3	55.2
Net debt in € million	130.0	128.9
Gearing ratio	0.3	0.3
Net debt to underlying ¹⁾ EBITDA	1.0	0.9
Interest coverage ¹⁾	25.9	25.1

Net Debt to EBITDA¹⁾



¹⁾ Excluding extraordinary items

FY Guidance Confirmed

Sartorius Stedim Biotech Group	Guidance 2014	Comment
Sales revenue growth ¹⁾	~11% - 14%	Recent acquisitions to contribute ~ 6 pct. points to sales growth
Underlying EBITDA margin ²⁾	~23.5% ²⁾	
Capex ratio	~6% - 8%	

¹⁾ In constant currencies ²⁾ Excluding extraordinary items

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Thank you for your attention.