

Company Profile

Sartorius Stedim Biotech is a leading provider of cutting-edge equipment and services for the development, quality assurance and production processes of the biopharmaceutical industry. Its integrated solutions and focus on single-use technologies are supporting biopharma companies around the world to develop and produce drugs safely, timely and economically. Headquartered in Aubagne, France, Sartorius Stedim Biotech employs more than 5,900 people in more than 20 countries.

Investment Highlights

- 1 Clear focus on the attractive biopharma sector
- 2 Long-term growth drivers and significant market entrance barriers
- 3 Market leading position in key technologies and recognized brand
- 4 High share of recurring revenue as well as diversified earnings base
- 5 Proven track record with alliances and acquisitions; strong presence in growth regions

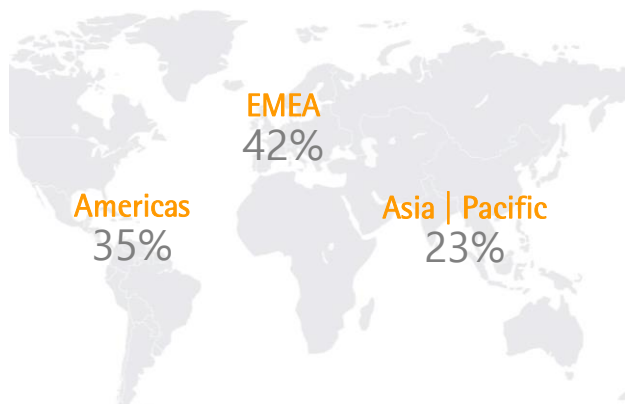
Key Figures

In millions of € unless otherwise specified

	H1 2019	H1 2018	Δ in %	2018	2017 ¹⁾
Sales revenue (Δ in const. fx)	709.3	585.7	+19.0	1,212.2	1,081.0
Order intake (Δ in const. fx)	778.1	630.1	+21.5	1,307.3	1,162.3
Underlying EBITDA ²⁾	205.3	162.8	+26.2	342.4	294.9
Underlying EBITDA ²⁾ as % of sales revenue	28.9	27.8		28.2	27.3
Underlying net profit after non-controlling interest ³⁾	131.1	103.7	+26.4	219.3	180.4
Earnings per share ³⁾ in €	1.42	1.12	+26.4	2.38	1.96
Equity ratio in %	65.4	61.5		66.5	62.6
Ratio of net debt to underlying EBITDA ²⁾	0.4	0.5		0.4	0.4

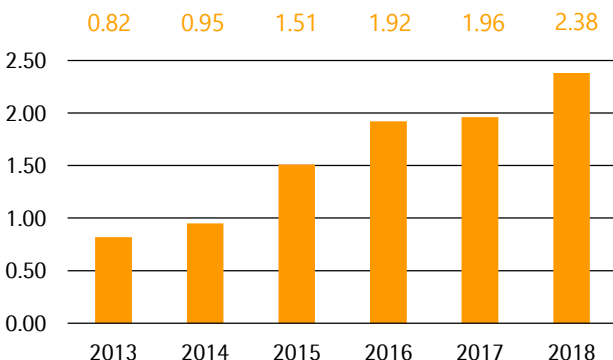
¹⁾ Data slightly adjusted due to finalization of purchase price allocation of the acquisition of Umetrics ²⁾ Underlying EBITDA = earnings before interest, taxes, depreciation and amortization, and adjusted for extraordinary items ³⁾ Underlying net profit = net profit after non-controlling interest; adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate

Sales by Region 2018



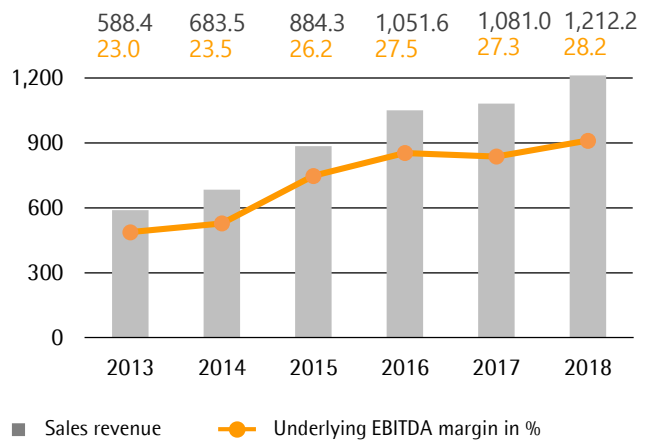
EMEA = Europe | Middle East | Africa

Earnings per Share¹⁾ in €



¹⁾ Underlying net profit = net profit after non-controlling interest; adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate; 2013 to 2015 adjusted for stock split, rounded values

Sales and Earnings Development



Outlook¹⁾

	2018	2019
Sales revenue growth	13.7%	~ 12% -16%
Underlying EBITDA margin ²⁾	28.2%	slightly more than + 1pp
Capex ratio	14.6%	~ 11%

¹⁾ In constant currencies ²⁾ Underlying = adjusted for extraordinary items

Strategy

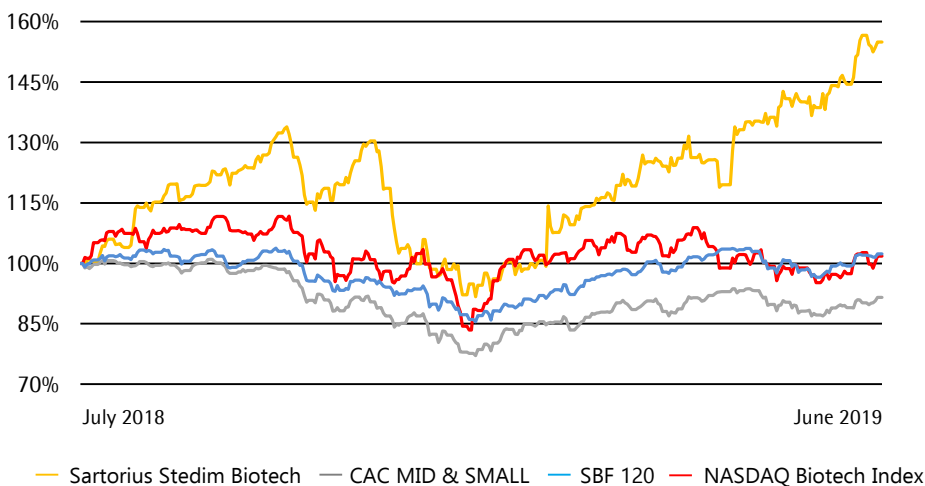
- Positioned as a total solution provider for the biopharma industry with a product portfolio covering nearly all steps of the customers' production processes
- Global leading positions in key technology platforms; e.g. process filtration, fluid management, fermentation and membrane chromatography
- One of the widest portfolios in the industry with a clear focus on single-use technologies such as filters, bags and cell culture media
- Regionally focused on gaining market share in North America and leveraging our strong market growth in Asia
- Continuous expansion through complementary acquisitions and alliances

Facts about the Share

Ticker symbol: DIM
 Ticker symbol Bloomberg: DIM:FP
 Ticker symbol Reuters: STDM.PA
 ISIN: FR0013154002
 Liquidity provider: Gilbert Dupont
 Stock exchange: Euronext Paris
 Market segment: Local Securities – Compartement A (Large Caps)
 Indexes: SBF 250, SBF 120, CAC ALL SHARES, CAC MID & SMALL, CAC SMALL, CAC HEALTH CARE

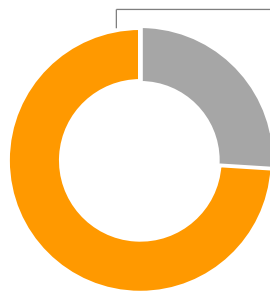
Sartorius Stedim Biotech Share (indexed)

July 1, 2018 to June 30, 2019



Shareholder Structure

as of December 31, 2018



Sartorius AG	~74%
~85% of voting rights	
Free float	~26%
~15% of voting rights	

Financial Calendar

- October 22, 2019
Publication of nine-months figures for 2019
- January 2020
Publication of preliminary results for fiscal 2019
- March 24, 2020
Annual General Shareholders' Meeting in Aubagne
- April 2020
Publication of first-quarter figures for 2020

Disclaimer

This fact sheet contains statements concerning the Sartorius Group's future performance. 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 fact sheet, differences may be apparent as a result of rounding during addition.

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