



Conference Call First-Half 2014 Results

Joachim Kreuzburg, CEO | July 22, 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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Sartorius Group:
First-Half Results | Guidance 2014

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Sartorius Stedim Biotech Group:
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Questions & Answers



Group Performance Overall in Line with Expectations

- » High single-digit growth in order intake and sales revenue in constant currencies
- » Earnings development slightly dampened by currency effects
- » BPS division performed well; positive business trends for LPS and InTec
- » Group guidance confirmed; division guidance updated

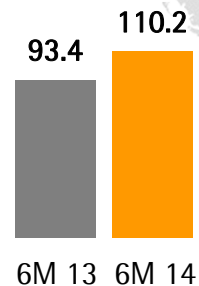
Strong Increase in OI and Sales; Currencies Slightly Impact Profits

Sartorius Group in € million (unless otherwise specified)	6M 2013	6M 2014	Change in %	Change in % const. FX
Order intake	458.1	488.6	6.7	8.9
Sales revenue	441.3	466.3	5.7	7.8
Underlying ¹⁾ EBITDA	84.8	88.8	4.8	
Underlying ¹⁾ EBITDA margin in %	19.2	19.1		
Underlying ¹⁾ EBITA	68.4	70.0	2.3	
Underlying ¹⁾ EBITA margin in %	15.5	15.0		
Underlying EPS (ord.) ¹⁾²⁾ in €	1.88	1.82	-3.2	
Underlying EPS (pref.) ¹⁾²⁾ in €	1.90	1.84	-3.2	

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

Dynamic Growth in North America

North America
Sales¹⁾ in € million



+22.4%

Europe
Sales¹⁾ in € million



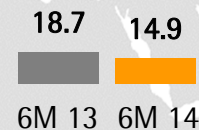
+4.5%

Asia | Pacific
Sales¹⁾ in € million



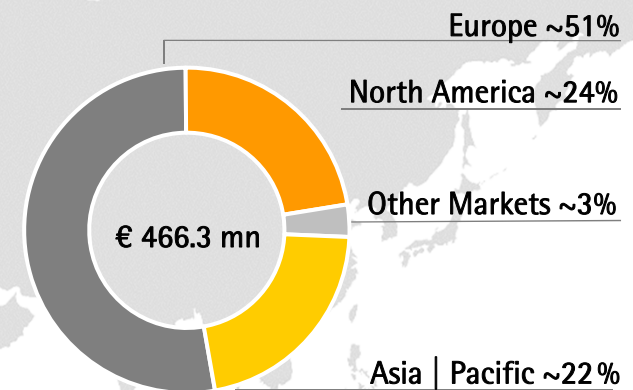
+6.9%

Other Markets
Sales¹⁾ in € million



-20.3%

Sales¹⁾ by Regions
in %

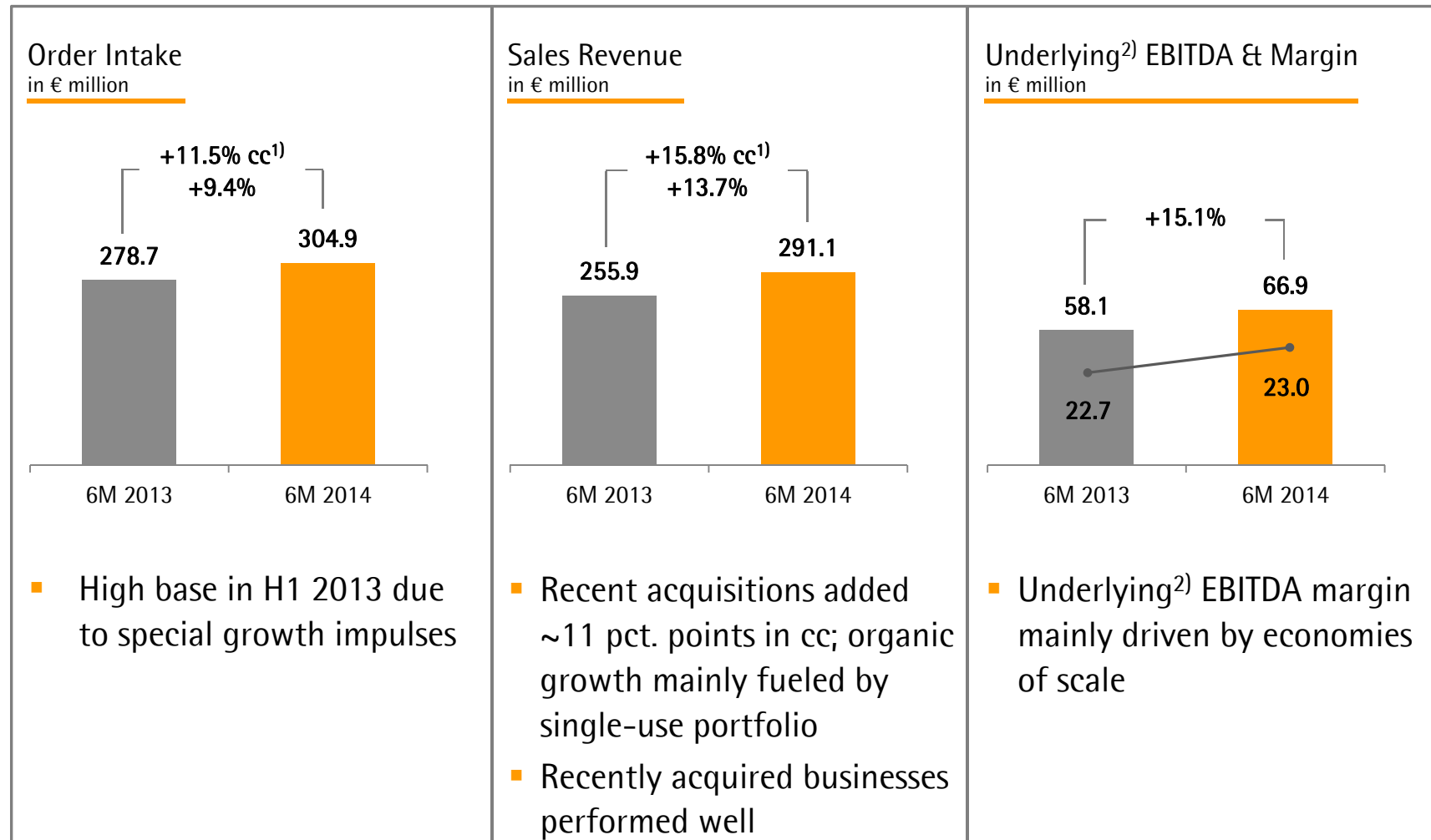


Growth in constant currencies

- Sales growth in North America mainly driven by recent acquisitions; robust organic expansion
- Strong performance of BPS division fueled growth in Europe
- Development in Asia influenced by soft business environment for LPS and InTec

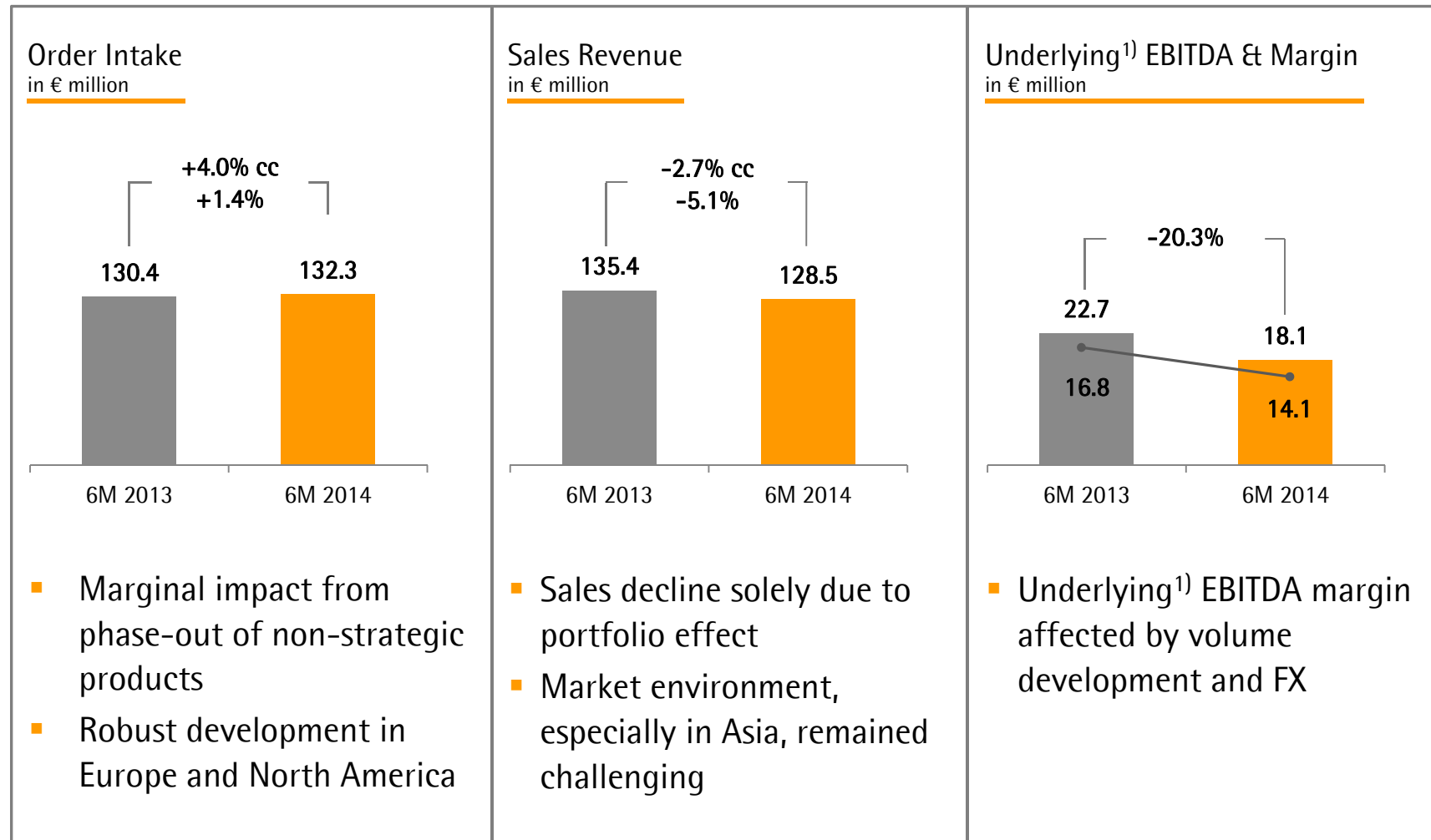
¹⁾ According to customers' location

Bioprocess Solutions: Double-Digit Growth at All Levels



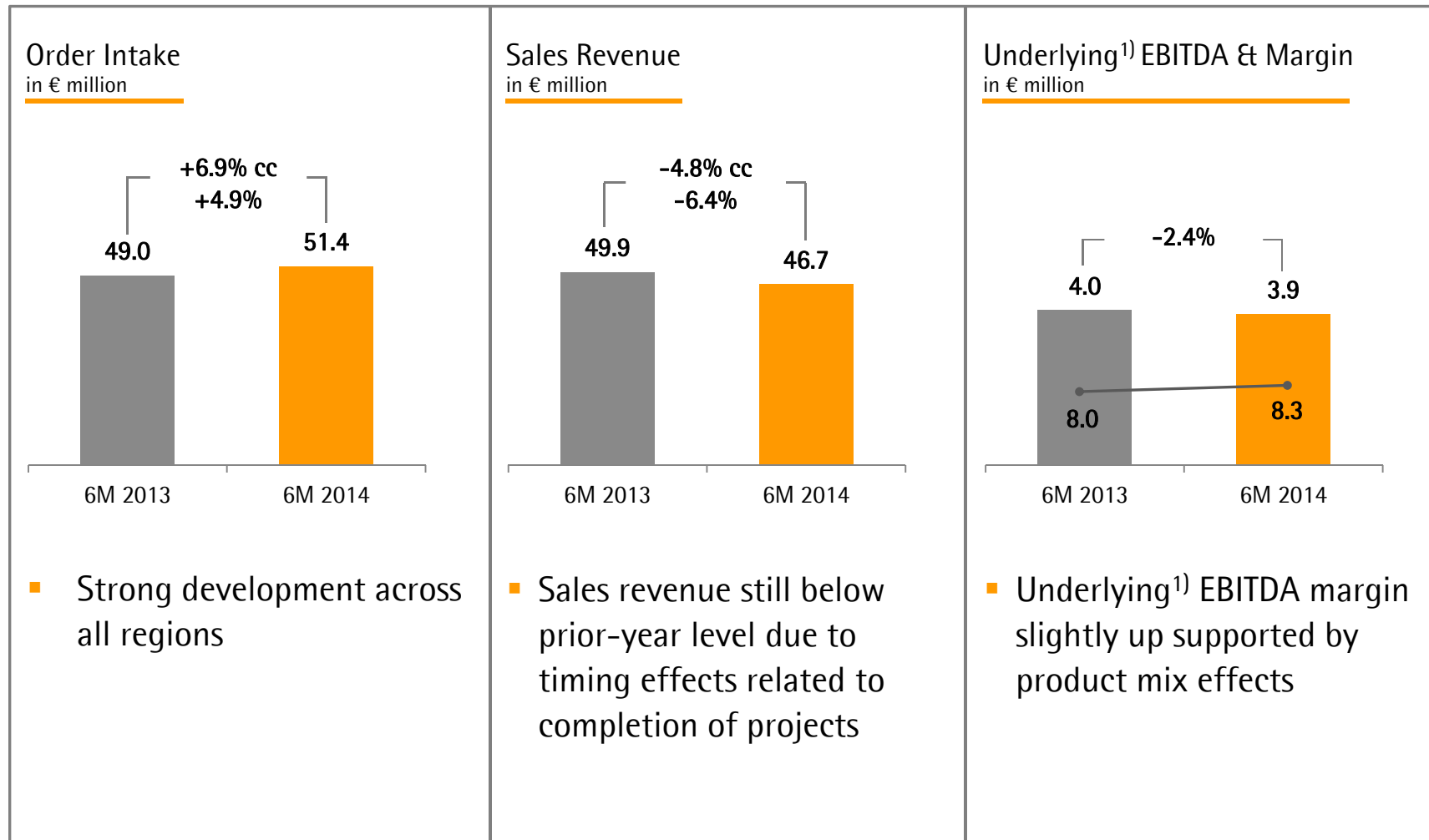
¹⁾ cc = constant currencies ²⁾ Excluding extraordinary items

Lab Products & Services: Gradually Improving Business Dynamics



¹⁾ Excluding extraordinary items

Industrial Technologies: Business Momentum Picking Up



¹⁾ Excluding extraordinary items

Robust Cash Flow Performance

Sartorius Group in € million	6M 2013	6M 2014	Change in %	
Underlying ¹⁾ EBITDA	84.8	88.8	4.8	<ul style="list-style-type: none"> Financial result influenced by currency fluctuations and higher gross debt
Extraordinary items	-3.2	-3.4	-4.8	<ul style="list-style-type: none"> Reported net profit significantly impacted by one-time tax items
Financial result	-6.5	-10.2	-56.9	<ul style="list-style-type: none"> Net operating cash flow significantly increased partly due to lower increase of net working capital
Underlying ¹⁾²⁾ net profit ³⁾	32.3	31.3	-3.2	
Reported net profit ³⁾	27.1	22.4	-17.1	<ul style="list-style-type: none"> Net investing cash flow below last year as planned; H1 2013 included payments related to the acquisition of cell culture media business
Net operating cash flow	22.9	33.0	43.7	
Net investing cash flow ⁴⁾	-38.0	-35.2	7.3	

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

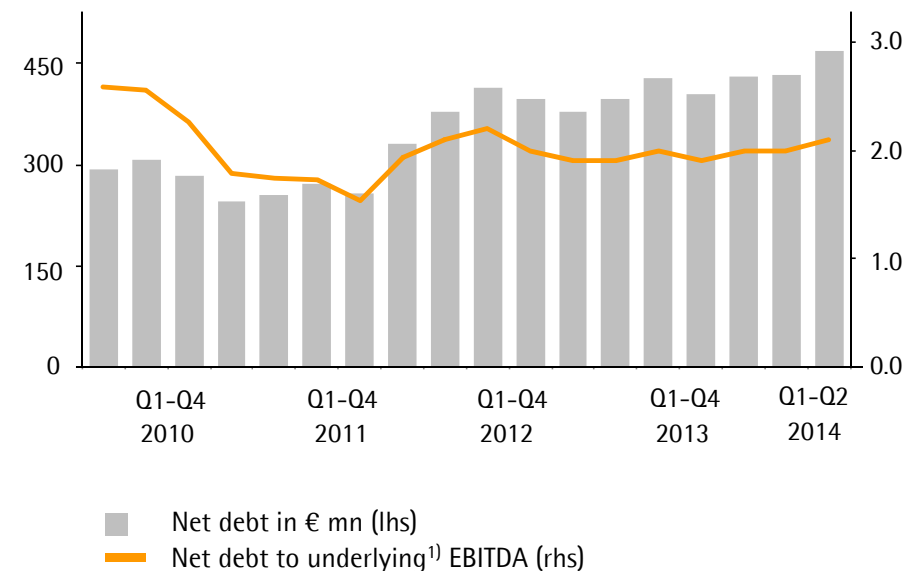
³⁾ After non-controlling interest ⁴⁾ Net cash flow from investing activities and acquisitions

All Key Financial Indicators Broadly Stable

Key Financial Indicators

Sartorius Group	Dec. 31 2013	June 30 2014
Equity ratio in %	38.3	37.5
Net debt in € million	345.1	374.9
Gearing ratio	0.8	0.8
Net debt to underlying ¹⁾ EBITDA	2.0	2.1
Interest coverage ¹⁾	13.7	11.8

Net Debt to Underlying¹⁾ EBITDA



¹⁾ Excluding extraordinary items

Group Guidance Confirmed; Division Guidance Updated

2014 Guidance	Previous		New	
	Sales revenue growth ¹⁾	Underlying EBITDA margin ¹⁾²⁾	Sales revenue growth ¹⁾	Underlying EBITDA margin ¹⁾²⁾
Sartorius Group	~8% - 10%	~20.0%	8% - 10%	~20.0%
Bioprocess Solutions	~12% - 15%	~23.5%	~12% - 15% Upper end of range	~23.5%
Lab Products & Services	~1% - 4%	~16.5%	~1% - 4% Lower end of range	~15.0%
Industrial Technologies	~ 1% - 4%	~10.5%	~1% - 4% Lower end of range	~10.5%

- Capex ratio expected to be around 8% - 10%

¹⁾ In constant currencies ²⁾ Excluding extraordinary items

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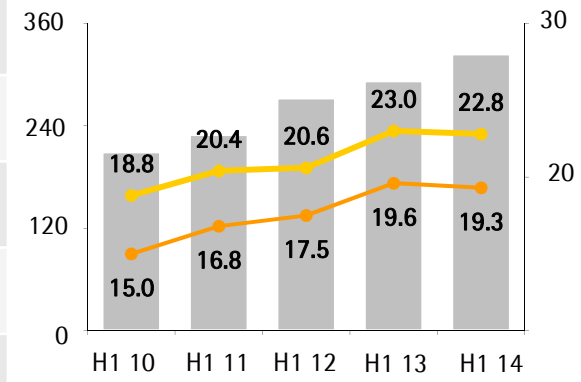
Questions & Answers



Continued Dynamic Business Expansion

Sartorius Stedim Biotech in € million (unless otherwise specified)	6M 2013	6M 2014	Change in %	Change in % const. FX
Order intake	311.5	338.4	8.7	10.7
Sales revenue	292.6	324.1	10.8	12.7
Underlying ¹⁾ EBITDA	67.4	73.8	9.5	
Underlying ¹⁾ EBITDA margin in %	23.0	22.8		
Underlying ¹⁾ EBITA	57.4	62.5	9.0	
Underlying ¹⁾ EBITA margin in %	19.6	19.3		
Underlying EPS ¹⁾²⁾ in €	2.47	2.65	7.1	

Margins
in %



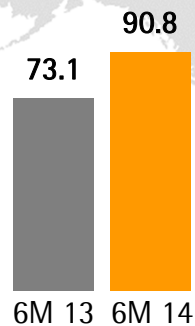
Period	Sales revenue in €m (lhs)	Underlying ¹⁾ EBITDA margin (rhs)	Underlying ¹⁾ EBITA margin (rhs)
H1 10	18.8	15.0	15.0
H1 11	20.4	16.8	16.8
H1 12	20.6	17.5	17.5
H1 13	23.0	19.6	19.6
H1 14	22.8	19.3	19.3

- Order intake: High comps due to special impulses in H1 2013
- Sales: Acquisitions added ~10 pct. points in cc; organic growth mainly driven by single-use portfolio
- Underlying¹⁾ EBITDA margin reflects product mix and currency effects

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

Growth Supported by All Regions

North America
Sales¹⁾ in €million



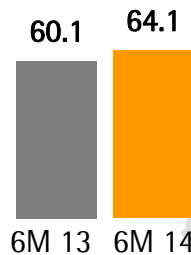
+ 28.6 %

Europe
Sales¹⁾ in € million



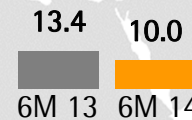
+ 8.5 %

Asia | Pacific
Sales¹⁾ in € million



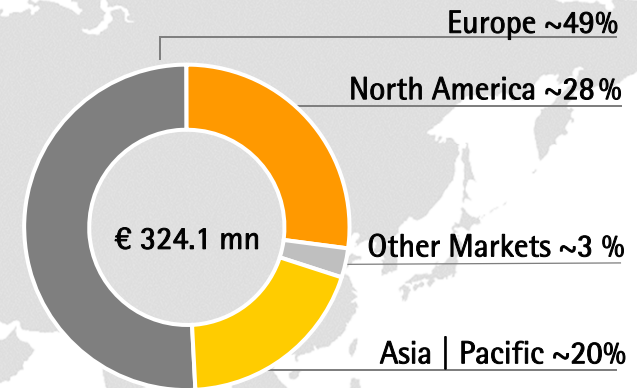
+ 12.1 %

Other Markets
Sales¹⁾ in € million



- 25.1 %

Sales¹⁾ by Regions
in %



Growth in constant currencies

- North America: Considerable contribution from acquisitions; strong organic growth
- Europe and Asia: Business development in line with expectations

¹⁾ According to customers' location

Excellent Cash Flow Development

Sartorius Stedim Biotech in € million	6M 2013	6M 2014	Change in %	
Underlying ¹⁾ EBITDA	67.4	73.8	9.5	<ul style="list-style-type: none"> Financial result primarily influenced by currency fluctuations
Extraordinary items	-0.6	-2.2	-244.1	<ul style="list-style-type: none"> Net operating cash flow mainly driven by lower increase of net working capital
Financial result	-2.7	-5.1	-87.0	<ul style="list-style-type: none"> Reported net profit impacted by one-time tax items
Underlying ¹⁾²⁾ net profit ³⁾	38.0	40.7	7.1	<ul style="list-style-type: none"> Net investing cash flow below last year as planned; H1 2013 included payments related to the acquisition of cell culture media business
Reported net profit ³⁾	34.3	34.3	-0.2	
Net operating cash flow	19.6	39.8	103.1	
Net investing cash flow ⁴⁾	-29.1	-20.6	29.1	

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

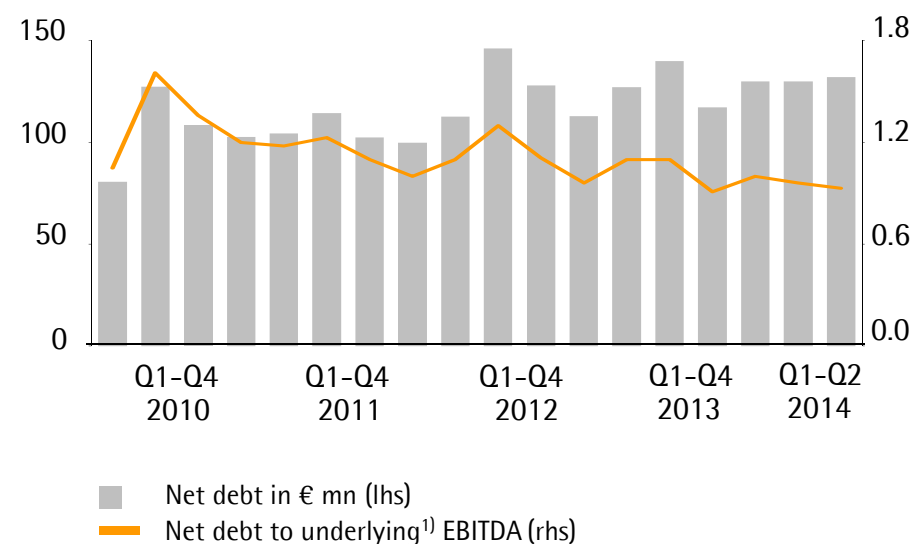
³⁾ After non-controlling interest ⁴⁾ Net cash flow from investing activities and acquisitions

All Key Financial Indicators at Comfortable Levels

Key Financial Indicators

Sartorius Stedim Biotech	Dec. 31 2013	June 30 2014
Equity ratio in %	55.3	54.2
Net debt in € million	130.0	132.1
Gearing ratio	0.3	0.3
Net debt to underlying ¹⁾ EBITDA	1.0	0.9
Interest coverage ¹⁾	25.9	21.4

Net Debt to Underlying EBITDA¹⁾



¹⁾ Excluding extraordinary items

FY Guidance Confirmed and Specified

Guidance 2014	Previous	New
Sales revenue growth ¹⁾	~11% - 14%	~11% - 14% Upper end of range
Underlying ²⁾ EBITDA margin ¹⁾	~23.5%	~23.5%
Capex ratio	~6% - 8%	~6% - 8%

¹⁾ In constant currencies ²⁾ Excluding extraordinary items

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Questions & Answers





sartorius



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biotech



Thank you for your attention.