

## 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 5,600 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

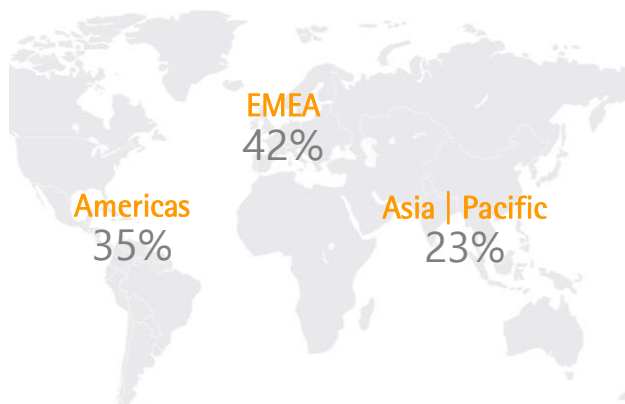
## Key Figures

In millions of € unless otherwise specified

	2018	2017 <sup>1)</sup>	Δ in %	2016	2015
Sales revenue (Δ in const. fx)	1,212.2	1,081.0	+13.7	1,051.6	884.3
Order intake (Δ in const. fx)	1,307.3	1,162.3	+14.2	1,080.8	946.4
Underlying EBITDA <sup>2)</sup>	342.4	294.9	+16.1	288.7	231.3
Underlying EBITDA <sup>2)</sup> as % of sales revenue	28.2	27.3		27.5	26.2
Underlying net profit after non-controlling interest <sup>3)</sup>	219.3	180.4	+21.5	176.6	139.3
Earnings per share <sup>3)</sup> in €	2.38	1.96	+21.5	1.92	1.51
Equity ratio in %	66.5	62.6		63.9	60.7
Ratio of net debt to underlying EBITDA <sup>2)</sup>	0.4	0.4		0.2	0.4

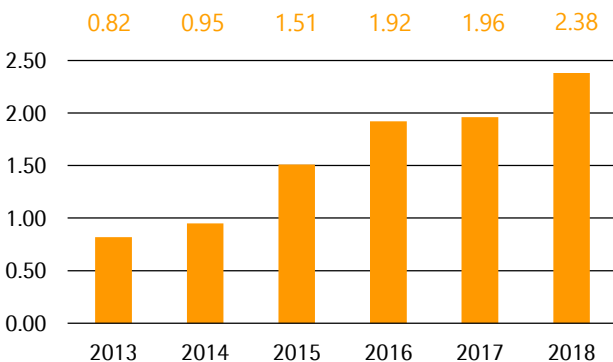
<sup>1)</sup> Data slightly adjusted due to finalization of purchase price allocation of the acquisition of Umetrics <sup>2)</sup> Underlying EBITDA = earnings before interest, taxes, depreciation and amortization, and adjusted for extraordinary items <sup>3)</sup> Underlying net profit = net profit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

## Sales by Region 2018



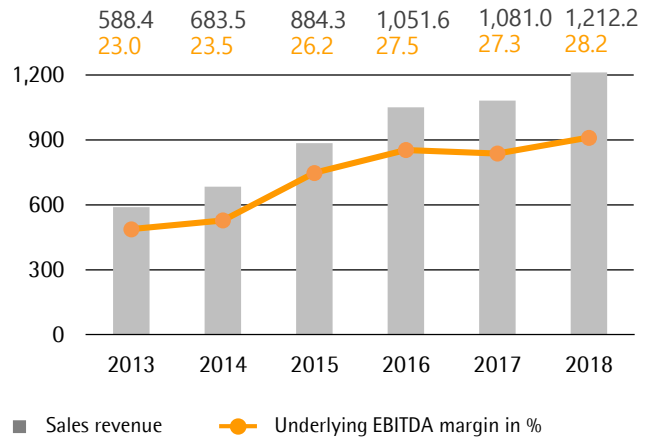
EMEA = Europe | Middle East | Africa

## Earnings per Share<sup>1)</sup> in €



<sup>1)</sup> 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



## Outlook<sup>1)</sup>

	2018	2019
Sales revenue growth	13.7%	~ 7% - 11%
Underlying EBITDA margin <sup>2)</sup>	28.2%	slightly more than + 1pp
Capex ratio	14.6%	~ 11%

<sup>1)</sup> In constant currencies <sup>2)</sup> 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

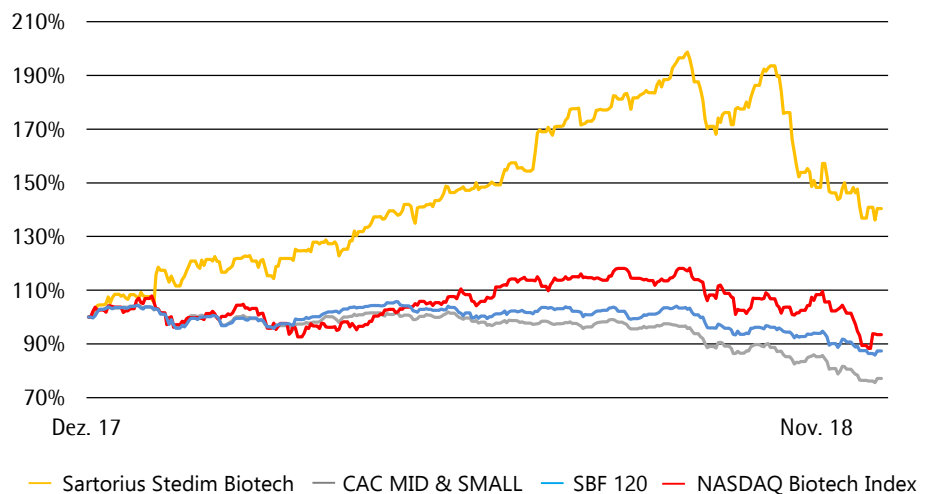
Stock exchange: Euronext Paris

Market segment: Local Securities – Compartement A (Large Caps)

Indexes: SBF 250, SBF 120, CAC ALL SHARES, CAC MID & SMALL, CAC SMALL, CAC HEALTH CARE

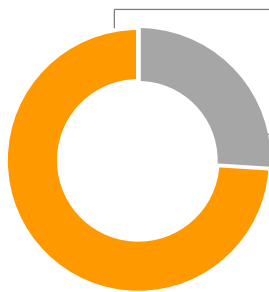
## Sartorius Stedim Biotech Share (indexed)

December 31, 2017, to December 31, 2018



## Shareholder Structure

as of December 31, 2018



Sartorius AG ~74%

~85% of voting rights

Free float ~26%

~15% of voting rights

## Financial Calendar

March 26, 2019

Annual Shareholders' Meeting in Aubagne

April 18, 2019

Publication of first-quarter 2019 results

July 19, 2019

Publication of half-year 2019 results

October 22, 2019

Publication of nine-months 2019 results

## 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.

## Contact

Petra Kirchoff | Head of  
Corporate Communications  
Phone: +49.551.308.1686  
petra.kirchoff@sartorius.com

Ben Orzelek | Head of  
Investor Relations  
Phone: +49.551.308.1668  
ben.orzelek@sartorius.com