

## 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 5,100 people in more than 20 countries.

## Investment Highlights

- 1 Clear focus on fast growing businesses, especially the highly attractive biopharma market
- 2 More than 85% of sales generated from global TOP 1-3 position
- 3 Strong base in all growth regions; Asia accounts for more than 20% of sales
- 4 Scalable business model with attractive incremental margins
- 5 Proven track record with alliances and acquisitions

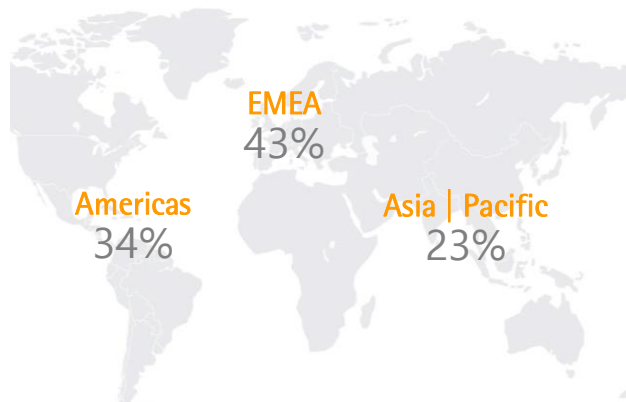
## Key Figures

In millions of € unless otherwise specified

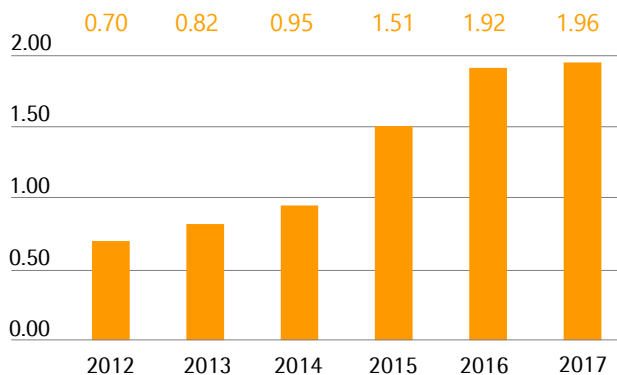
	H1 2018	H1 2017 <sup>1</sup>	Δ in %	2017	2016
Sales revenue (Δ in const. fx)	585.7	545.9	+11.1	1,081.0	1,051.6
Order intake (Δ in const. fx)	630.1	583.0	+11.8	1,162.3	1,080.8
Underlying EBITDA <sup>2</sup>	162.8	146.5	+11.1	294.9	288.7
Underlying EBITDA <sup>2</sup> as % of sales revenue	27.8	26.8		27.3	27.5
Underlying net profit after non-controlling interest <sup>3</sup>	103.7	89.1	+16.4	180.4	176.6
Earnings per share <sup>3</sup> in €	1.12	0.97	+16.4	1.96	1.92
Equity ratio in %	61.5	60.0		62.6	63.9
Ratio of net debt to underlying EBITDA <sup>2</sup>	0.5	0.6		0.4	0.2

<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 2017

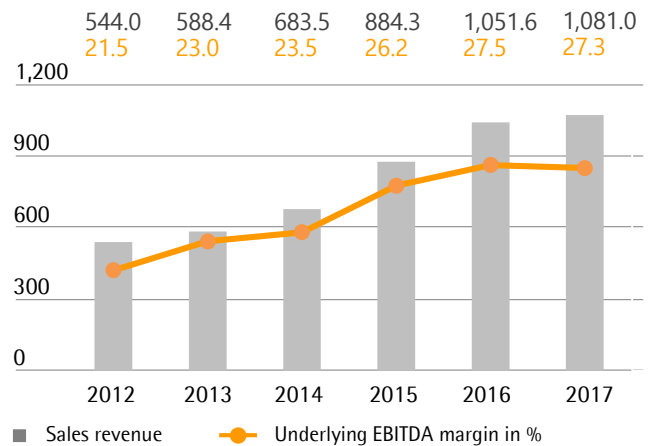


## Earnings per Share<sup>1</sup> in €



<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; 2012 to 2015 adjusted for stock split, rounded values

## Sales and Earnings Development



## Outlook<sup>1</sup>

	2017	2018
Sales revenue growth <sup>1</sup>	4.1%	~ 11% - 14%
Underlying EBITDA margin <sup>2</sup>	27.3%	~ 28.0
Capex ratio	12.6%	~ 15%

<sup>1</sup> In constant currencies <sup>2</sup> Underlying = adjusted for extraordinary items

## Strategy

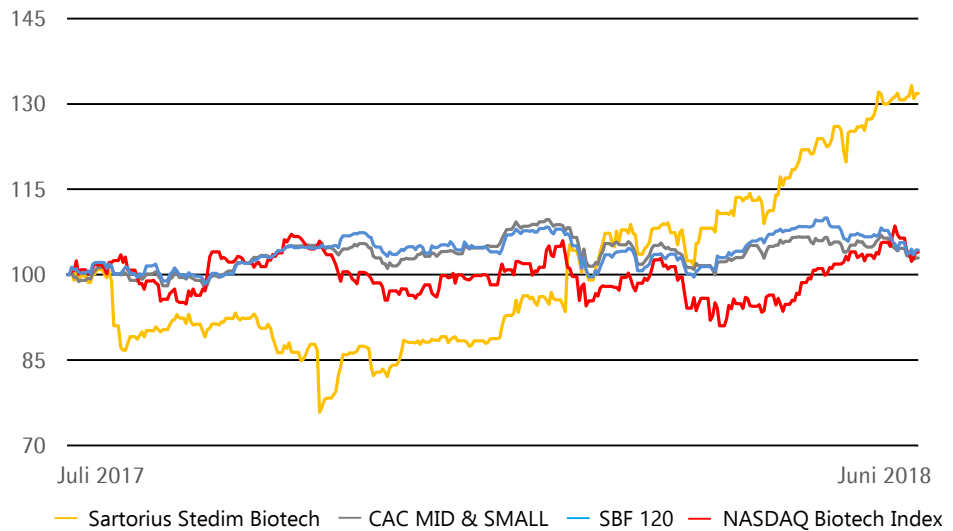
- Positioned as a total solution provider for the biopharma industry with a product portfolio covering nearly all steps of the customers' production processes
- Global leading positions in key technology platforms; e.g. process filtration, fluid management, fermentation and membrane chromatography
- 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

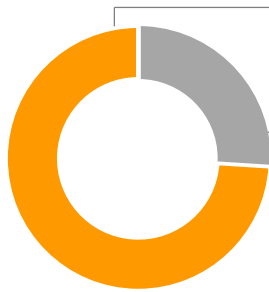
## Sartorius Stedim Biotech Share (indexed)

July 01, 2017, to June 30, 2018



## Shareholder Structure

as of December 31, 2017



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

## Financial Calendar

- October 23, 2018  
Publication of nine-month 2018 results
- January 2019  
Publication of preliminary full-year 2018 results
- March 26, 2019  
Annual Shareholders' Meeting in Aubagne
- April, 2019  
Publication of first-quarter 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.

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