

## Company profile

Sartorius is a leading international partner for the biopharma sector. Our solutions are supporting our customers to develop and produce drugs safely, timely and economically. Founded in 1870, Sartorius currently employs more than 9,000 people in more than 30 countries. Its operational business is subdivided into two divisions: Bioprocess Solutions and Lab Products & Services.

## Key Figures

in millions of € unless otherwise specified

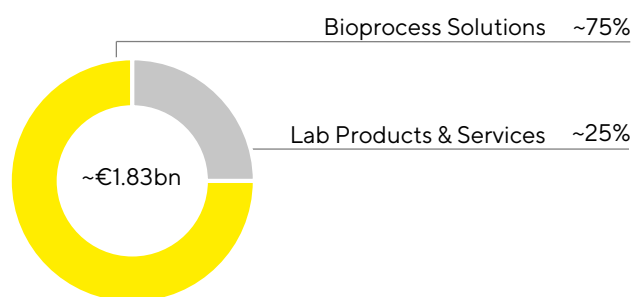
	2019	2018	Δ in %	2017	2016
Sales revenue (Δ in const. fx)	1,827.0	1,566.0	+14.8	1,404.6	1,300.3
Order intake (Δ in const. fx)	1,939.5	1,662.5	+14.8	1,501.4	1,334.7
Underlying EBITDA <sup>1</sup>	495.8	405.0	+22.4	353.2	325.4
Underlying EBITDA <sup>1</sup> margin in %	27.1	25.9		25.1	25.0
Relevant net profit continuing operations <sup>2</sup>	209.3	175.6	+19.2	144.0	132.6
Underlying EPS per ordinary share <sup>2</sup> in €	3.06	2.56	+19.3	2.10	1.93
Underlying EPS per preference share <sup>2</sup> in €	3.07	2.57	+19.2	2.11	1.94
Equity ratio in %	38.0	38.5		35.1	42.0
Net debt to underlying EBITDA	2.0	2.4		2.5	1.5

1 Underlying = adjusted for extraordinary items 2 After non-controlling interest, adjusted for extraordinary items and non-cash amortization, as well as based on the normalized financial result and tax rate

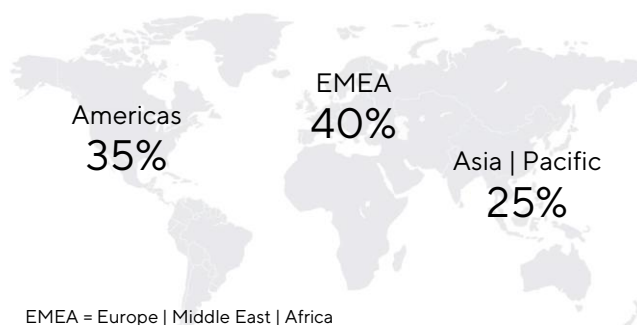
## Investment Highlights

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

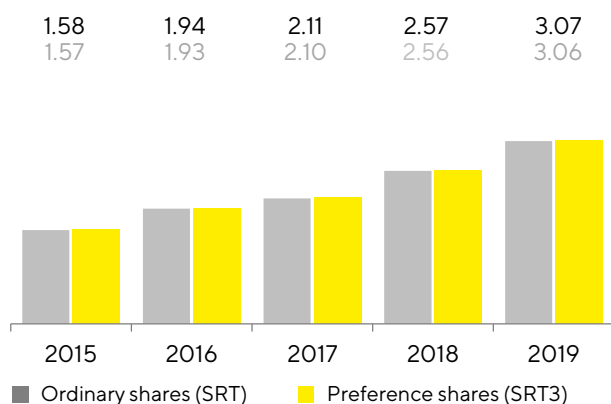
## Sales Revenue by Division 2019



## Sales Revenue by Region 2019



## Earnings per Share<sup>1,2</sup> in €



## 2020 Guidance<sup>1</sup>

	Sales Revenue Growth	EBITDA-Margin <sup>2</sup>
Sartorius Group	~ 10% - 13%	~ 27.5%
Bioprocess Solutions	~ 11% - 14%	~ 30.0%
Lab Products & Services	~ 7% - 10%	~ 20.0%
Capex Ratio	~10%	

1 In constant currencies

2 Underlying = excluding extraordinary items

1 After non-controlling interest, adjusted for extraordinary items as well as non-cash amortization, and based on a normalized financial result and tax rate

2 2015 adjusted for stock split; rounded values

## Division Strategy

### Bioprocess Solutions

- 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 cell cultivation
- One of the widest portfolios in the industry; clear focus on single-use technologies such as filters, bags and cell culture media
- Continuous expansion through complementary acquisitions and targeted alliances

### Lab Products & Services

- Premium provider of laboratory instruments, consumables and services for sample preparation and bioanalytic
- Leading international positions in laboratory balances, pipettes and lab consumables
- Outstanding brand reputation, strong product range and global services as the basis for further expansion of market share
- Extension of portfolio with complementary laboratory products through acquisitions and alliances

## Facts about Preference Shares

Ticker symbol: SRT3

Ticker symbol Bloomberg: SRT3 GY

Ticker symbol Reuters: SATG\_pe.DE

WKN | ISIN: 716 563 | DE0007165631

## Facts about Ordinary Shares

Ticker symbol: SRT

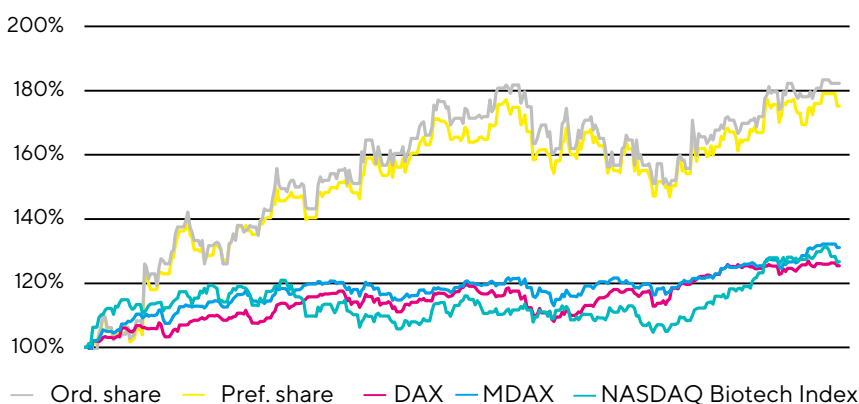
Ticker symbol Bloomberg: SRT GY

Ticker symbol Reuters: SATG

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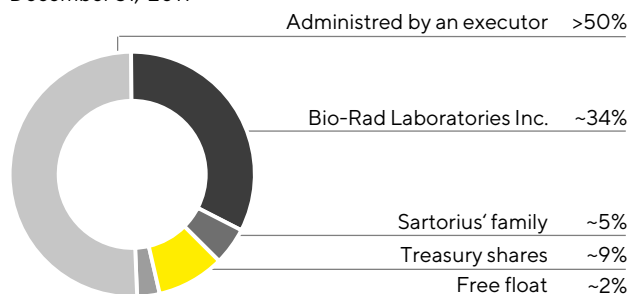
## Sartorius Shares in Comparison (indexed)

January 1, 2019 to December 31, 2019



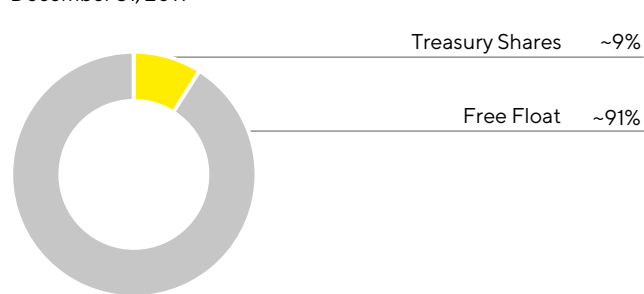
## Shareholder Structure: Ordinary Shares

December 31, 2019



## Shareholder Structure: Preference Shares

December 31, 2019



Information on shareholdings and shares in free float pursuant to Sections 33 et seq. of the German Securities Trading Act (WpHG). Reporting obligations refer only to ordinary shares and not to non-voting preference shares.

## Financial Calendar

March 26, 2020  
Annual General Shareholders' Meeting in Göttingen

April 21, 2020  
Publication of first-quarter figures 2020

July 21, 2020  
Publication of half-year figures 2020

October 20, 2020  
Publication of third-quarter figures 2020

### Disclaimer

This fact sheet contains statements concerning the future performance of the Sartorius 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 harbour 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.