

### 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. Head-quartered in Aubagne, France, Sartorius Stedim Biotech employs more than 6,200 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

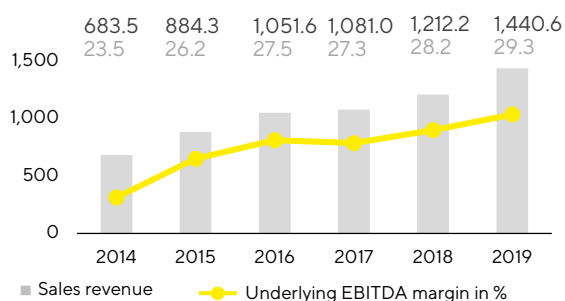
### Key Figures

in millions of € unless otherwise specified

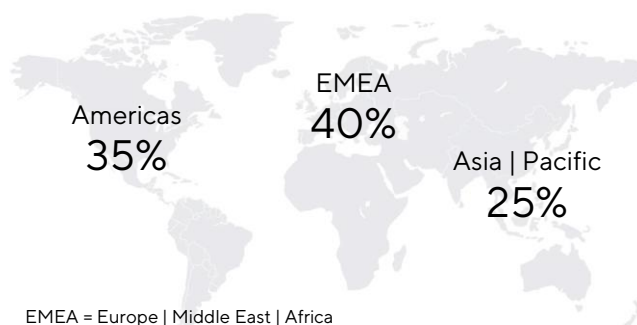
	2019	2018	Δ in %	2017	2016
Sales revenue (Δ in const. fx)	1,440.6	1,212.2	+17.0	1,081.0	1,051.6
Order intake (Δ in const. fx)	1,543.5	1,307.3	+16.2	1,162.3	1,080.8
Underlying EBITDA <sup>1</sup>	421.5	342.4	+23.1	294.9	288.7
Underlying EBITDA <sup>1</sup> as % of sales revenue	29.3	28.2		27.3	27.5
Underlying net profit after non-controlling interest <sup>2</sup>	262.9	219.3	+19.9	180.4	176.6
Earnings per share <sup>2</sup> in €	2.85	2.38	+19.9	1.96	1.92
Equity ratio in %	64.7	66.5		62.6	63.9
Ratio net debt to underlying EBITDA <sup>1)</sup>	0.3	0.4		0.4	0.2

1 Underlying EBITDA = earnings before interest, taxes, depreciation and amortization, and adjusted for extraordinary items 2 Underlying net profit = net profit after non-controlling interest; adjusted for extraordinary items, amortization and based on a normalized financial result and tax rate

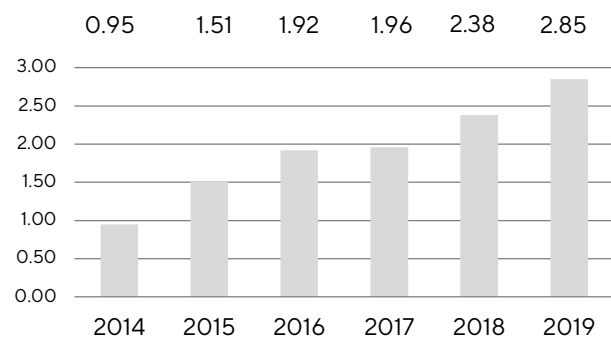
### Sales and Earnings Development



### Sales Revenue by Region 2019



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



### 2020 Guidance

	FY 2019	FY 2020 <sup>1</sup>
Sales revenue growth	17.0% <sup>1</sup>	~11% - 14%
Underlying EBITDA margin	29.3	~29.5
Capex Ratio	9.4%	~8%

<sup>1</sup> In constant currencies

<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; 2014 to 2015 adjusted for stock split, rounded values

### 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.P

**ISIN:** FR0013154002

**Liquidity provider:** Gilbert Dupont

**Stock exchange:** Euronext Paris

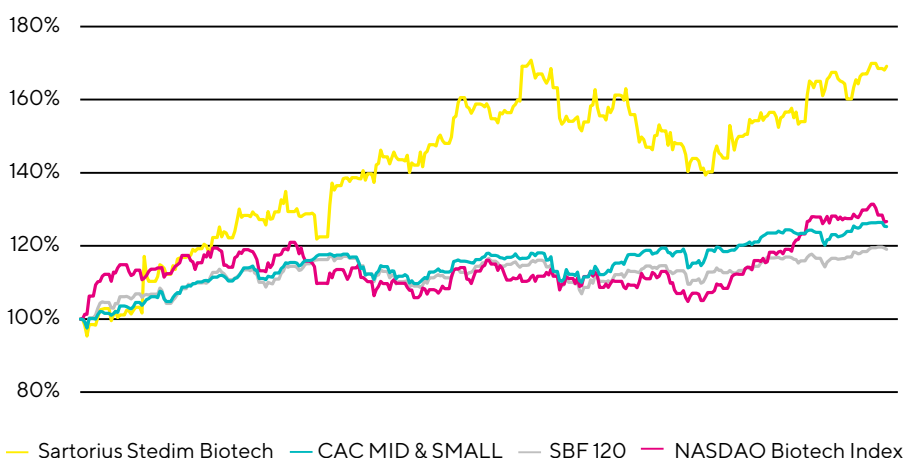
**Market segment:** Local Securities - Compartement A (Large Caps)

**Indexes:**

- SBF 120
- CAC ALL SHARES
- CAC MID 60
- CAC HEALTH CARE
- STOXX Europe 600
- MSCI France

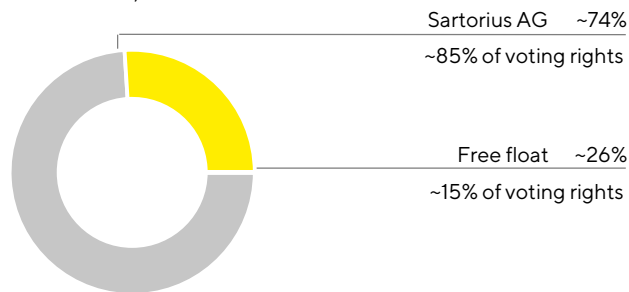
### Sartorius Stedim Biotech Share (indexed)

January 1, 2019 to December 31, 2019



### Shareholder Structure

December 31, 2019



### Financial Calendar

- March 24, 2020  
Annual General Shareholders' Meeting in Aubagne
- 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.

### Contact

Petra Kirchhoff  
Head of Corporate Communications  
Tel.: +49.551.308.1686  
Email: [petra.kirchhoff@sartorius.com](mailto:petra.kirchhoff@sartorius.com)

Ben Orzelek  
Head of Investor Relations  
Tel.: +49.551.308.1668  
Email: [ben.orzelek@sartorius.com](mailto:ben.orzelek@sartorius.com)