Disclaimer

This presentation 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 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.

Last update: March 2019
Agenda

Company Overview; Figures and Strategy

Responsibility Overview

ESG Performance

Contribution to the UN Sustainable Development Goals
Sartorius at a glance

Industry focus
A leading partner of the biopharma industry

Clear mission
Making R&D and production processes of innovative biologics more efficient

Attractive market
Biopharma market fueled by strong long-term growth drivers

Strong positioning
Double-digit market share in key technologies

Stable business
Diversified revenue base and high share of recurring revenues

~€1.6bn
Sales revenue

~14%
Sales CAGR\(^1\) 2013-2018

25.9%
EBITDA margin\(^2\)

30
Countries

>8,100
Employees

Based on FY 2018 figures \(^1\) For continued operations, in constant currencies \(^2\) Excluding extraordinary items
Strategic focus on the biopharma market

Bioprocess Solutions Division

Molecule development

Cell line and process development

Production upstream & downstream

Quality | Testing | Validation

Lab Products & Services Division
Strong market fundamentals

- **Favorable demographics**
  - 9bn People by 2050; >2bn 60 yrs or older

- **Increasing healthcare spending**
  - +6.4% CAGR worldwide for prescription drug sales 2018–2025

- **Rise of biosimilars**
  - ~30% CAGR for biosimilar sales 2018–2022

- **Strong R&D pipeline; advances in gene and cell therapy**
  - >40% Share of biologics in pharma R&D pipeline

~8%
CAGR biopharma market 2018–2025
Sales revenue more than doubled over the last 6 years

Sales CAGR ~ +13%
EBITDA\(^1\) margin +6.2pp

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales revenue</th>
<th>EBITDA margin in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>€19.7m</td>
<td>+13.6%</td>
</tr>
<tr>
<td>2012</td>
<td>€20.1m</td>
<td>+8.8%</td>
</tr>
<tr>
<td>2013</td>
<td>€20.5m</td>
<td>+12.6%</td>
</tr>
<tr>
<td>2014</td>
<td>€21.0m</td>
<td>+16.0%</td>
</tr>
<tr>
<td>2015</td>
<td>€23.6m</td>
<td>+18.2%</td>
</tr>
<tr>
<td>2016</td>
<td>€25.0m</td>
<td>+9.3%</td>
</tr>
<tr>
<td>2017</td>
<td>€25.1m</td>
<td>+13.2%</td>
</tr>
<tr>
<td>2018</td>
<td>~€25.9m</td>
<td>~€1.6bn</td>
</tr>
</tbody>
</table>

Overview and Strategy

Sales growth and CAGR for continued operations, in constant currencies  \(^1\) Excluding extraordinary items
M&A strategy – adding innovation, enhancing focus

Overview and Strategy

2011

Lonza Cell Culture Media
TAP Biosystems
AllPure Technologies
BioOutsource
Cellca
kSep

Divestment Intec Division

Portfolio: Complementary products or technologies
Market position: Either among the Top 3 or unique selling point
Integration: Management capacity; cultural fit
Price: Fair valuation; reach Sartorius' profitability level in 2-3 years

2019

IntelliCyt
ViroCyt
Essen BioScience

Umetrics
Infrastructure prepared for further organic growth

CAPEX ratio
in %

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>CAPEX ratio</td>
<td>8.8%</td>
<td>7.7%</td>
<td>9.1%</td>
<td>10.1%</td>
<td>11.7%</td>
<td>14.9%</td>
<td>15.2%</td>
<td>~12.0%</td>
</tr>
</tbody>
</table>

1) Incl. discontinued operation 2) Based on 2019 guidance

CAPEX composition 2019

- Major projects: ~X%
- Regular expansion: 3%
- Cap. R&D: 2%
- Maintenance: 3%

Yauco, Puerto Rico
Doubling of fluid management and filter capacities

Goettingen, Germany
Extension of headquarters

Aubagne, France
Capacity extension of bag production

New ERP and extension of global IT infrastructure
Sartorius 2025 targets and initiatives

**Strategic initiatives**

**Regional**
- Participate in strong Chinese market growth
- Continue to outperform the important U.S. market

**Portfolio**
- Add high-impact innovation, e.g. digital tools
- Enhance process development capabilities
- Expand into adjacent applications

**Operations**
- Accelerate workflows across the organization through digitalization
- Extend manufacturing base in Asia

**2025 targets**

- ~€4bn Sales revenue
- ~2/3 Organic
- ~1/3 Acquisitions
- ~28% EBITDA margin

2025 targets are based on 2017 currency exchange rates; non-organic revenue growth is accounted for companies acquired from 2018 and onwards; EBITDA excluding extraordinary items
Sartorius 2025 ambition per division

SSB | BPS

~€2.8bn Sales revenue

~30% EBITDA margin

LPS

~€1.2bn Sales revenue

~25% EBITDA margin

Sartorius Group

~€4bn Sales revenue

~28% EBITDA margin
Snapshot of the Bioprocess Solutions Division

Total solutions provider for biomanufacturing

Track record of dynamic growth

Global footprint

<table>
<thead>
<tr>
<th>Region</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>~36%</td>
</tr>
<tr>
<td>Asia</td>
<td>Pacific</td>
</tr>
<tr>
<td>EMEA</td>
<td>~41%</td>
</tr>
</tbody>
</table>

Division sales by region

High share of recurring revenues

<table>
<thead>
<tr>
<th>Category</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single-use products</td>
<td>~75%</td>
</tr>
<tr>
<td>Equipment</td>
<td>~25%</td>
</tr>
</tbody>
</table>

Division sales by category

Based on FY 2018 figures; sales CAGR in constant currencies; 1) Excluding extraordinary items
Covering most steps of the biopharma process chain

- Production process design is fixed for the lifetime of most drugs
- Unique and customized production process required for any drug
- Decisions for process design, and thus supplier selection, are typically made during clinical trials
Leading positions in key technology platforms

<table>
<thead>
<tr>
<th></th>
<th>Sartorius</th>
<th>Merck</th>
<th>Danaher</th>
<th>Thermo Fisher</th>
<th>GE</th>
<th>Top 3 Players</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fermentation</td>
<td>☀️</td>
<td>🥇</td>
<td>🥇</td>
<td></td>
<td>🥈</td>
<td>1. Sartorius  2. Thermo Fisher  3. GE</td>
</tr>
<tr>
<td>Purification</td>
<td>🥇</td>
<td>🥇</td>
<td>🥇</td>
<td></td>
<td>🥈</td>
<td>1. GE  2. Merck</td>
</tr>
<tr>
<td>Cell Culture Media 1)</td>
<td>🥇</td>
<td>🥇</td>
<td>🥇</td>
<td></td>
<td>🥈</td>
<td>1. Thermo Fisher  2. Merck</td>
</tr>
</tbody>
</table>

Pie charts indicate completeness of product offering

1) As of 2019, reduced scope due to changes to sales alliance in cell culture media with Lonza
2) Danaher announced acquisition of GE Biopharma; transaction is expected to be completed in Q4 2019
Limited dependence on individual accounts

- More than half of 2018 BPS sales was generated with the Top 50 customers
- No individual customer accounts for more than 5% of BPS sales revenue
- No single drug accounts for more than 3% of BPS sales revenue

Long-term business relationships with leading global (bio-)pharma companies

Sales to Top 50 customers in 2018, € in millions

<table>
<thead>
<tr>
<th>Top 10</th>
<th>11 to 20</th>
<th>21 to 30</th>
<th>31 to 40</th>
<th>41 to 50</th>
</tr>
</thead>
<tbody>
<tr>
<td>~25%</td>
<td>~40%</td>
<td>~45%</td>
<td>~50%</td>
<td>~55%</td>
</tr>
</tbody>
</table>

Cumulative share
Snapshot of the Lab Products & Services Division

Premium vendor for laboratories

Global footprint

Division sales by region

Americas ~26%
Asia | Pacific ~28%
EMEA ~46%

Division in transition to a new growth and profitability profile

Sales revenue, € in millions; EBITDA margin in %

Based on FY 2018 figures; sales growth and CAGR in constant currencies

1) Excluding extraordinary items
Our ambition: Reduce costly trial & error in drug discovery

Drug discovery
4 1/2 years
€490m

Testing & improving
1 year
€110m

Clinical trials
5 1/2 years
€640m

Drug approval
1 1/2 years
€60m

1 in 10,000
Chance for a candidate to make it to market

~€500m
Average costs of drug discovery

Facilitate digitalization and automatization
Lower likelihood of failure
Reduce time and costs in molecule development

Schematic example of biologic drug discovery with data from Association of the British Pharmaceutical Industry
Innovative platforms to increase biopharma R&D efficiency

• Acquisition of U.S. companies IntelliCyt (2016) and Essen BioScience (2017)
• Solutions for high-throughput and real-time quantitative cell analysis
• Automatization, acceleration and improvement of basic research steps
• Reduction of costs in drug discovery phase and clinical trials
Bioanalytics portfolio with little competition and high value added

- IntelliCyt processes thousands of plates and generates large amounts of data for rapid and clear target identification
- IncuCyte delivers video-based insights and improved workflows for real-time quantitative analysis of living cells

Microscopy

High content imaging

Flow cytometry

Plate readers

IntelliCyt

IncuCyte

Sample throughput per plate

- Works on cells in suspension
- Works on cells on 2D surface
- Independent of cell attachment

1 Becton Dickinson, Merck Millipore, PerkinElmer, Thermo Fisher 2 Beckman Coulter, Becton Dickinson, Merck Millipore, Thermo Fisher
3 Agilent Technologies, Danaher, Merck Millipore, PerkinElmer
Strong market position in key product categories

• Leading positions in laboratory products used for research and quality control
• Average global market share of >10%
• High gross margins offer potential for economies of scale
• Growth potential especially in the U.S. and Asia
Scalable business with considerable growth and margin potential

**Well-established sample prep portfolio**
- Premium instruments and consumables offering with strong global positions
- Market share opportunities in certain regions to be addressed primarily by direct sales force

**Unique bioanalytics portfolio established**
- Innovative technologies added through recent acquisitions
- Combination with Sartorius' global reach provides significant growth potential
Agenda

Company Overview; Figures and Strategy

Responsibility Overview

ESG Performance

Contribution to the UN Sustainable Development Goals
Strong company values

**Sustainability**
Growing profitably and acting responsibly.

**Openness**
Driving change and progress internally and externally.

**Enjoyment**
Working in an energetic and rewarding environment.
Our corporate responsibility basics

Sartorius is a signatory of the United Nations Global Compact and is committed to sustainable global business.

Sartorius is a member of econsense, the Forum for Sustainable Development of German Business.

**Principles of our corporate social responsibility**

<table>
<thead>
<tr>
<th>Environment</th>
<th>Social</th>
<th>Governance</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Environmental Policy</td>
<td>• Policy on Labor Practices</td>
<td>• Anti-Corruption Code</td>
</tr>
<tr>
<td></td>
<td>• Policy on Occupational Safety</td>
<td>• Supplier Code of Conduct</td>
</tr>
<tr>
<td></td>
<td>• Human Rights Strategy</td>
<td>• Implementation of ESG Risk Reporting</td>
</tr>
<tr>
<td></td>
<td>• Code of Conduct</td>
<td>• Corporate Responsibility Steering Committee</td>
</tr>
</tbody>
</table>
Responsibility

Transparency

Non-financial group statement published in our annual report and externally audited

Overall rating: 49 of 100
Environment: 60
Labor: 50
Fair business practices: 50
Sustainable procurement: 30

Overall rating: A

Overall rating: C
Social governance: C+
Environmental rating: C-
Staff and suppliers: C
Society and product responsibility: C
Products and services: D
Corporate governance and business ethics: B-
Eco-efficiency: A+
Our ESG core topic: Better health for more people

We empower scientists and engineers to simplify and accelerate progress in life science

- Anticipate clients needs
- Accelerate innovation
- Collaborate
- Bring experts together

- Time savings in drug discovery
- Cost savings in drug production
- Reduced risk of cross-contamination
- Higher flexibility

New and better therapies and more affordable medicine
Agenda

Company Overview; Figures and Strategy

Responsibility Overview

**ESG Performance**

Contribution to the UN Sustainable Development Goals
Responsible management and long-term value creation

- **Environmental performance**
  - Energy efficiency
  - Water management
  - Waste management

- **Economic performance**

- **Social performance**
  - Occupational health & safety
  - Employee development
  - Labor practices

- **Governance performance**
  - Compliance
  - Diversity
  - Management remuneration
Certifications

ISO 9001
14 production sites = 89% of employees in production

ISO 14001
6 production sites = 59% of employees in production

ISO 50001
4 German companies = 43% of employees in production

OHSAS 18001
Beijing

Companies that are not yet certified are managed according to the same high standards.
Energy consumption and emissions

- Emissions caused by direct operations are comparably low
- Target: Keep GHG\(^1\) emissions at underproportionate levels with respect to revenue growth
- Primary energy sources include oil and natural gas

Energy consumption

- Primary energy ~43%
- Electricity ~57%

Development of GHG emissions

<table>
<thead>
<tr>
<th>Year</th>
<th>GHG emissions in relation to revenue; t/million €</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>33.7</td>
</tr>
<tr>
<td>2015</td>
<td>27.7</td>
</tr>
<tr>
<td>2016</td>
<td>25.1</td>
</tr>
<tr>
<td>2017</td>
<td>25.5</td>
</tr>
<tr>
<td>2018</td>
<td>24.7</td>
</tr>
</tbody>
</table>

GHG emissions

- Scope 1 emissions 13,762 t
- Scope 2 emissions 25,020 t

\(^1\) GHG = Greenhouse Gas Protocol
Water management

- Most water is used for rinsing in the manufacture of filter membranes acc. to the precipitation bath method in Göttingen
- Water purchased mainly from public supply
- Target: Reduce water consumption in relation to revenue
- Sartorius takes care to reduce water consumption and soil sealing, particularly at plants in baseline water risk areas according to the Aqueduct Water Risk Atlas (Yauco, Bangalore, Beijing)
- Additional system for rainwater use in Yauco

Water consumption

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Water consumption</td>
<td>432,971</td>
<td>430,608</td>
</tr>
<tr>
<td>Water consumption / employees</td>
<td>74.7</td>
<td>81.4</td>
</tr>
</tbody>
</table>

![Water consumption graph](image)
Waste management

- Target: Reduce waste in relation to revenue / increase recycling quota
- Hazardous waste mainly from membrane production (evaporation method)
- 3 of 4 evaporation machines in Göttingen
- Organic solvents are recovered and recycled

Recycling

- Waste for recycling ~51%
- Waste for disposal ~49%

Waste development

- 2014: 4.1
- 2015: 3.7
- 2016: 3.5
- 2017: 4.2
- 2018: 3.8

Hazardous waste

- Non hazardous waste ~76%
- Hazardous waste ~24%
Single-use technology

Single-use products offer advantages over conventional stainless steel devices

Social perspective

• SU products enable manufacturing processes that are safe as cross contamination is avoided
• Processes are scalable and thus flexible and economical

Environmental perspective

• Eco-friendly as no energy intensive steam sterilization and chemical cleaning between batches required
• Ecological footprint considered over whole product lifecycle
• All materials can be safely incinerated and used as energy

<table>
<thead>
<tr>
<th></th>
<th>Construction cost</th>
<th>Time-to-market</th>
<th>Energy cost</th>
<th>Water cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reference</td>
<td>-25–35%</td>
<td>-30–50%</td>
<td>-55–65%</td>
<td>-65–75%</td>
</tr>
<tr>
<td>SU</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

ESG Performance
Single-use technology - Materials

Material of constructions of single-use bags are carefully selected

- To minimize the toxicity impact on human and environment
- With low additives amount
- Compliant with pharmacopeia's whenever technically possible
- Films are mainly constituted by standard polymers such as polyethylene and ethylene vinyl acetate, which are well known to be recyclable
Employees

- More than 1,000 new hires per year
- 60,428 hours of education and training; ~11.8 hours per employee
- Annual performance reviews
- Flextime, part-time, home office

**Average seniority**

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Seniority</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>9.8</td>
</tr>
<tr>
<td>2015</td>
<td>9.5</td>
</tr>
<tr>
<td>2016</td>
<td>8.9</td>
</tr>
<tr>
<td>2017</td>
<td>8.8</td>
</tr>
<tr>
<td>2018</td>
<td>8.3</td>
</tr>
</tbody>
</table>

**Fluctuation**

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of redundancies</td>
<td>77</td>
<td>78</td>
</tr>
<tr>
<td>Attrition rate excl. expired fixed-term contracts, in %</td>
<td>8.7</td>
<td>8.3</td>
</tr>
<tr>
<td>Attrition rate excl. expired fixed-term contracts, in %</td>
<td>10.2</td>
<td>10.5</td>
</tr>
</tbody>
</table>

**Type of contract**

- Unlimited 91.2%
- Limited 8.8%
Diversity

- People from 77 nations; 46 nations at headquarters
- 70% of 831 managers are non-German
- 62.4% of the Group's staff are employed outside Germany
- Target 2022: women in the first and second management tiers >30%

Women in overall management roles

- Men 70%
- Women 30%

Employees by age

- 16-20 years 1%
- 21-30 years 22%
- 31-40 years 31%
- 41-50 years 24%
- >61 years 4%

Employees by region

- Asia/Pacific 14%
- Americas 16%
- EMEA 70%
Health & safety

- Risk assessments of workplaces and tailored training
- Work-related accidents up due to the tighter notification and reporting requirements in the Fermentation unit
- Severity rate down due to improved training, equipment and procedures

**Accident statistics**

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Work accidents</td>
<td>135</td>
<td>67</td>
</tr>
<tr>
<td>Frequency rate</td>
<td>10.0</td>
<td>5.4</td>
</tr>
<tr>
<td>Severity rate</td>
<td>128.5</td>
<td>205.4</td>
</tr>
</tbody>
</table>

**Absenteeism rate**

Without long-term illness, parental leave, sabbaticals, unaided leave

- Corporate health management policy addresses physical as well as psycho-social elements of health
- Mandatory in-house medical service
- External provider offers psychological help for work-related or personal matters
Sartorius legal & operational structure

Sartorius Group Legal Setup

Sartorius AG
Stock market listed in Germany\(^1\)

- ~74% in free float
- >50% Administered by executor
- ~34% Bio-Rad Laboratories
- ~9% Treasury shares
- ~5% Family-owned
- ~2% Free float

Sartorius Stedim Biotech S.A.
Stock market listed in France

- ~74% Sartorius AG
- ~26% in free float

Other Sartorius Subsidiaries

- ~91% in free float
- ~9% Treasury shares

Sartorius Group Operational Setup

- Bioprocess Solutions Division
- Lab Products & Services Division

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\(^1\) 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.
Sartorius' dual board structure

**Executive Board**

4 members

- **Dr. Joachim Kreuzburg, CEO**
  - Joined Sartorius in 1999
  - Board member since 2003

- **Rainer Lehmann, CFO**
  - Joined Sartorius in 2005
  - Board member since 2017

- **Dr. René Fáber**
  - Joined Sartorius in 2002
  - Board member since 2019

- **Gerry Mackay**
  - Joined Sartorius in 2015
  - Board member since 2019

- Executive Board members are appointed by the Supervisory Board
- Manages all business activities along functions and supports decision-making at board level

**Supervisory Board**

12 members:
- 6 shareholder representatives, of which 5 independent;
- 6 employee representatives

<table>
<thead>
<tr>
<th>Exec. Task Committee</th>
<th>Audit Committee</th>
<th>Nomination Committee</th>
<th>Mediation Committee</th>
</tr>
</thead>
</table>

- Shareholder representatives are elected by the AGM; employee representatives, by employees
- Share of >30% women according to German law
Risk and opportunities management and compliance

**Supervisory Board**

**Executive Board**

- Risk Reporting
- Compliance
- Internal Auditing

**Risk and Opportunities Identification and Management by Operating Functions**

- Global Risk Mgmt. Guidelines (Based on the COSO Standard)
- Other Guidelines (Articles of Association, Rules of Procedure)
- Local & Global Operating Procedures
Management remuneration system

~50%  
Fixed remuneration

100%  
Budget remuneration

~ max. 120%  
Maximum remuneration

Variable, long-term
a) Consolidated net profit
b) Phantom stock plan

Variable, annual
a) Revenue / Order intake
b) Underlying EBITDA
c) Net debt to EBITDA

1) Caps at 120% for each KPI
2) The amount to be paid out is capped at a maximum of 2.5 times the share price at the time the phantom stock was assigned
Further remuneration components include fringe benefits and pension commitments
Agenda

Company Overview; Figures and Strategy
Responsibility Overview
ESG Performance

Contribution to the UN Sustainable Development Goals
Sartorius Contribution to the SDGs

Three-step materiality analysis to determine which SDGs are related to Sartorius business activities

1. Identification of the SDGs that are significant for Sartorius
2. Examination of the relevance of each topic to our business, as well as the potential impacts on people and the environment
3. Determination of whether the impacts are positive or negative and to which degree

Eight SDGs were defined as material in relation to the business activities of Sartorius.
Appendix
Key facts on shares

<table>
<thead>
<tr>
<th>ISIN</th>
<th>DE0007165607 (preference share)</th>
<th>DE0007165631 (ordinary share)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ticker</td>
<td>SRT (preference share)</td>
<td>SRT3 (ordinary share)</td>
</tr>
<tr>
<td>Number of shares</td>
<td>74,880,000 – of which ordinary shares: 37,440,000</td>
<td>preference shares: 37,440,000</td>
</tr>
<tr>
<td>Indices</td>
<td>MDAX</td>
<td>TecDAX</td>
</tr>
<tr>
<td>Market cap.</td>
<td>€8.4bn</td>
<td></td>
</tr>
</tbody>
</table>

1) As of February 1, 2019
Extract of the Bioprocess Solutions' product portfolio

Filtration

Purification

Fluid Management

Fermentation & Cell Culture Media
Appendix

Extract of the Lab Products & Services’ product portfolio

Lab Balances | Lab Water Systems

Bioanalytics

Filtration | Lab Filtration

Pipettes
Recap of 2020 targets and initiatives

**Strategic initiatives**

**Regional**
- Gain share in North America
- Leverage strong market growth in Asia

**Portfolio**
- Complementary extensions through alliances and acquisitions
- Own product development

**Infrastructure**
- Expansion of production capacity
- Significant investments in IT infrastructure

**2020 targets**
- ~€2bn Sales revenue
- ~3¼ Organic
- ~1¼ Acquisitions
- ~26–27% EBITDA margin

2020 targets are based on 2015 currency exchange rates; EBITDA excluding extraordinary items
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