

SARTORIUS

Simplifying Progress

Investor Presentation

September 2025



Agenda

Overview | Strategy

Bioprocess Solutions Division (BPS)

Lab Products & Services Division (LPS)

H1 2025 Results | FY 2025 Guidance

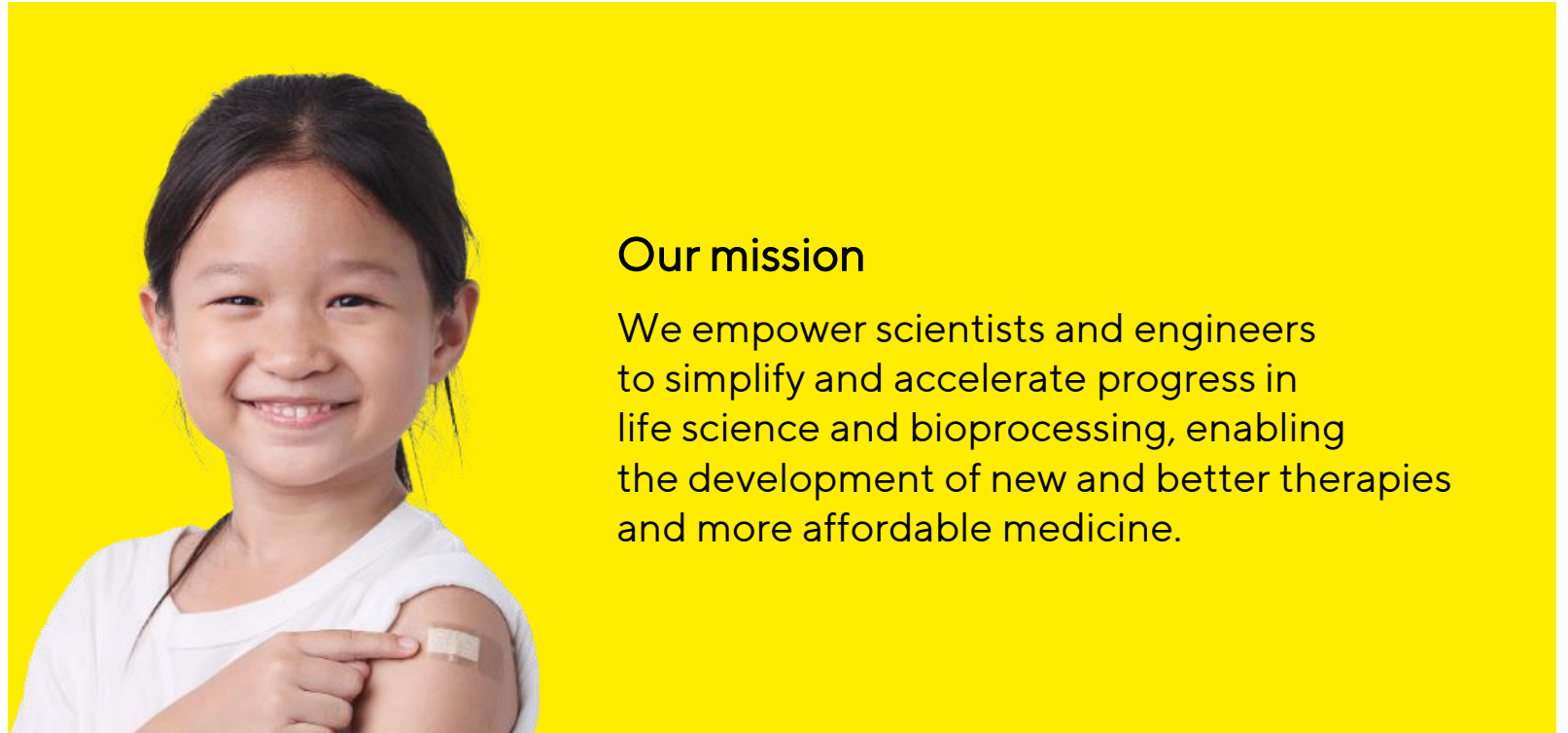


Partner of life science research and the biopharmaceutical industry



Good health and well-being at the focus of Sartorius' business activities

**SUSTAINABLE
DEVELOPMENT GOALS**



Our mission

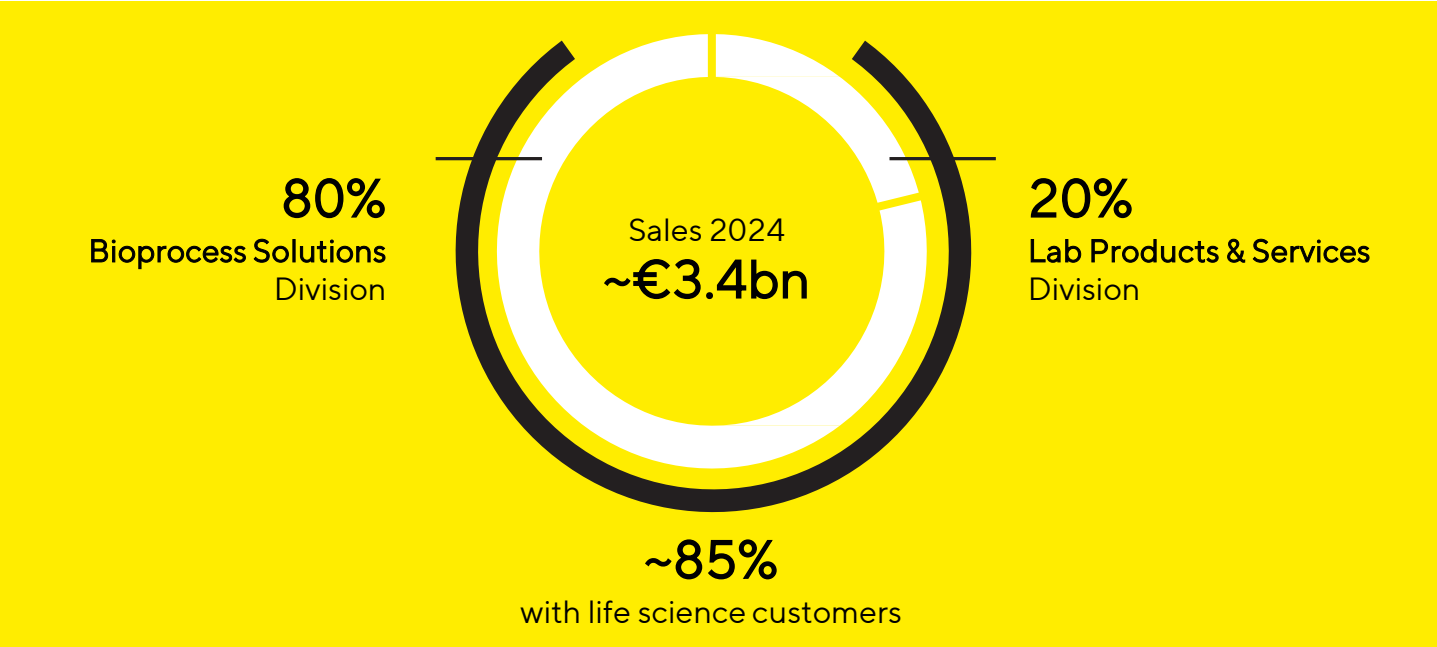
We empower scientists and engineers to simplify and accelerate progress in life science and bioprocessing, enabling the development of new and better therapies and more affordable medicine.

Sartorius at a glance

- € ~€3.4bn
Sales revenue
- ~14%
Sales CAGR 2014-2024
- 28.0%
EBITDA margin¹
- ~75%
Recurring revenues
- ~13,500
Employees

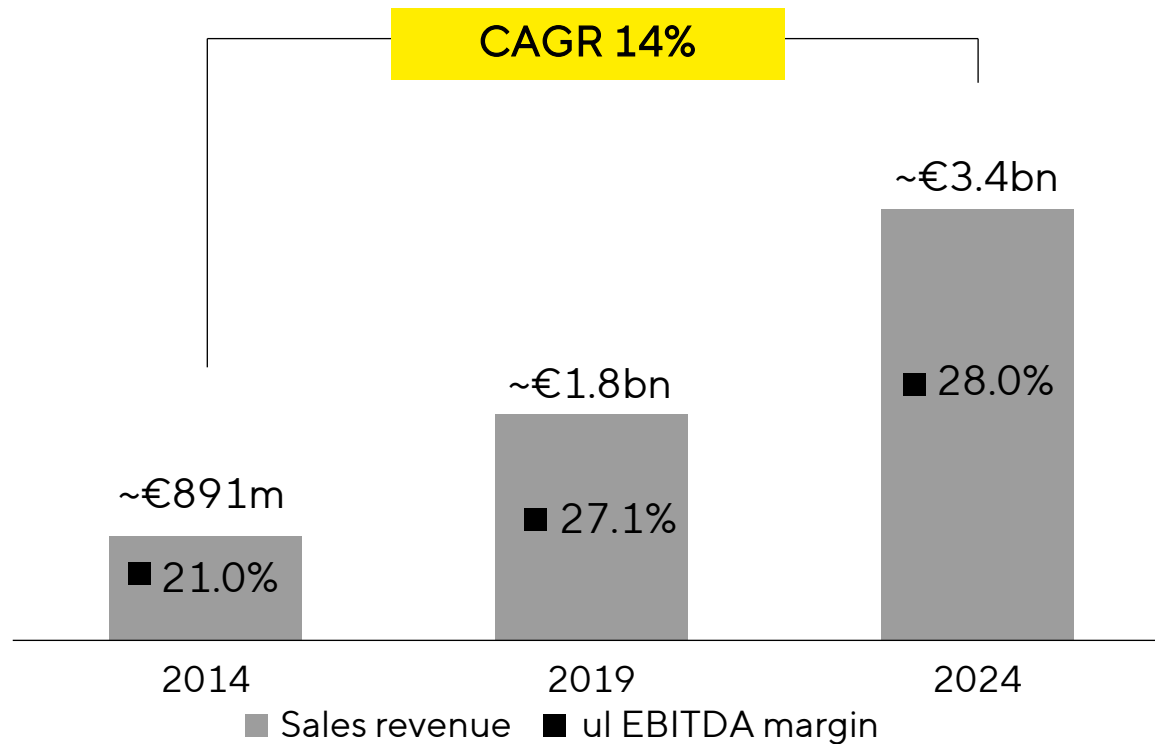
FY 2024 figures, 1 ul. EBITDA margin excluding extraordinary items

Two divisions focused on attractive biopharma and life science markets



Track record of profitable sales growth above market

Sales revenue; EBITDA margin¹

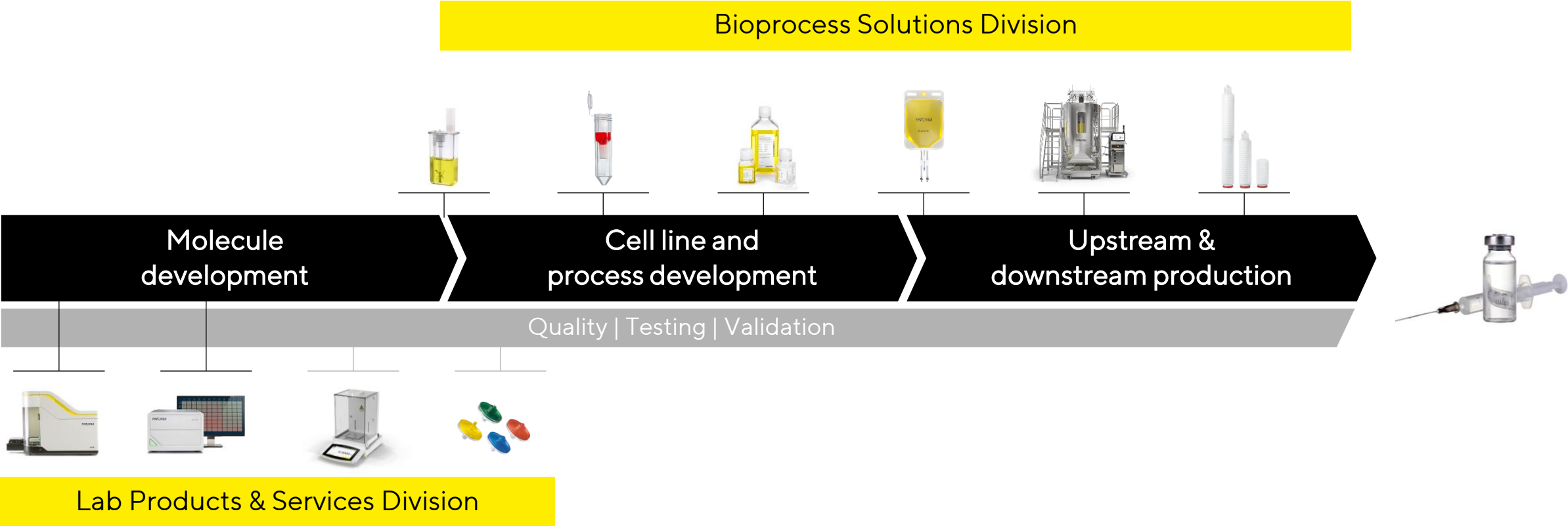


¹ ul. EBITDA margin excluding extraordinary items

Proven growth strategy driving share gains

- Increase share of wallet by addressing critical steps at customers
- Strong focus on recurring revenue
- Solution offering capitalizes on cross-divisional synergies and internal application know-how
- Innovations mainly through M&A and cooperations; technological integration via strong inhouse R&D

Simplifying progress: Enabling the discovery and production of biopharmaceuticals

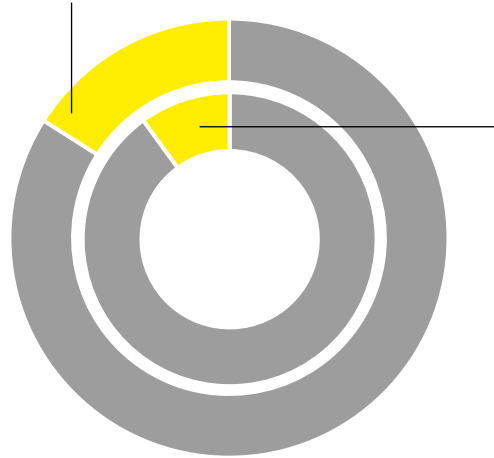


Attractive market environment offers strong growth opportunities

Growing and aging population

>9.5 billion people by 2050¹

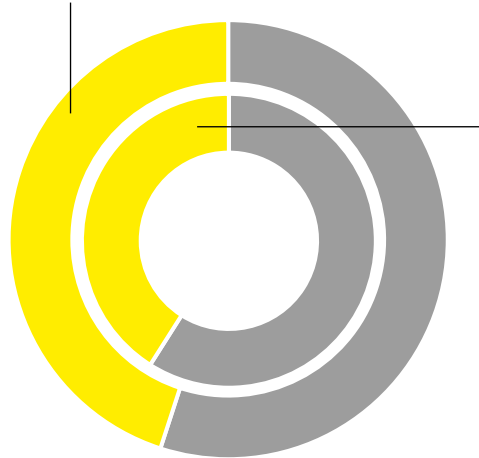
World population over age 65 in 2050
~1.6bn



World population over 65 in 2024
~0.8bn

Biologics are gaining importance²

Sales share of biologics in 2028
~45%

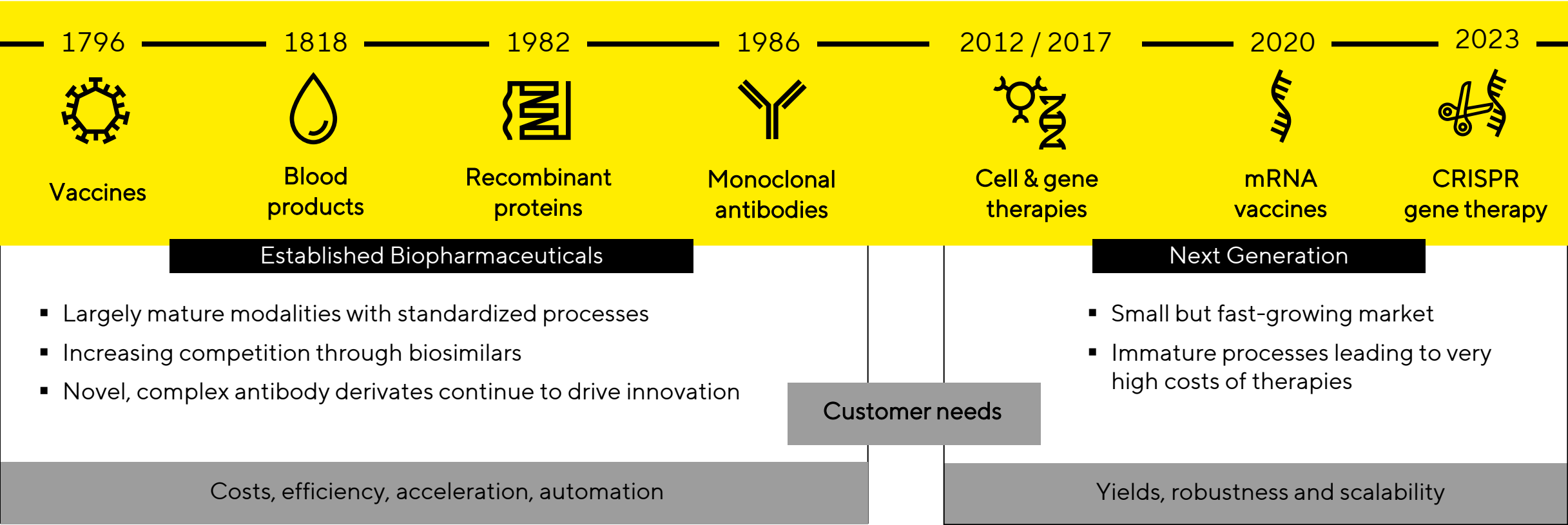


Sales share of biologics in 2024
~41%

~10% CAGR³
biopharma market
2024 – 2028

¹ United Nations: World Population Prospects, 2024 ² Evaluate Pharma: World Preview 2024, August 2024 ³ Company estimates based on industry reports (e.g. IQVIA, Evaluate Pharma, GlobalData) 2024

Addressing customer needs across all types of biopharma drugs



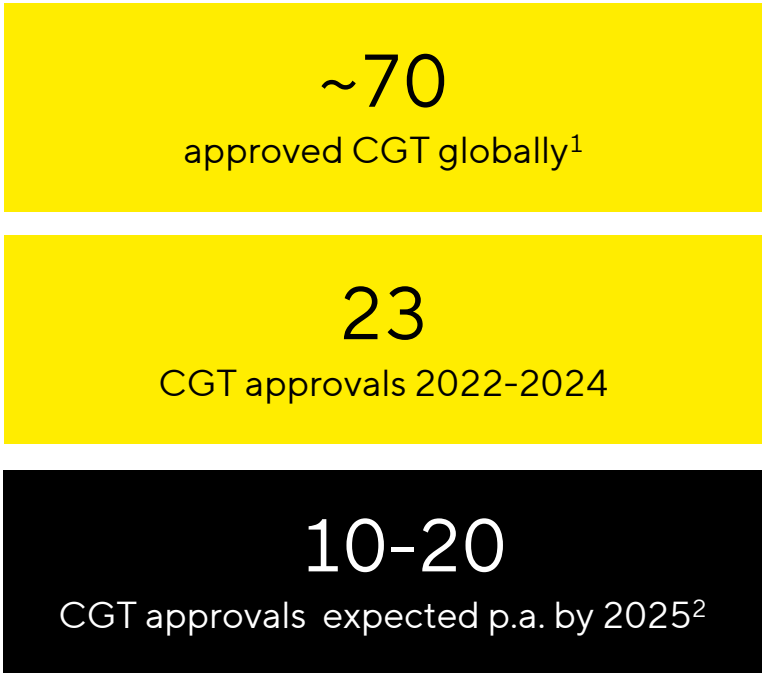
Cell and gene therapies (CGT): An increasingly relevant market segment

~30% of biopharma pipeline is focusing on CGT¹



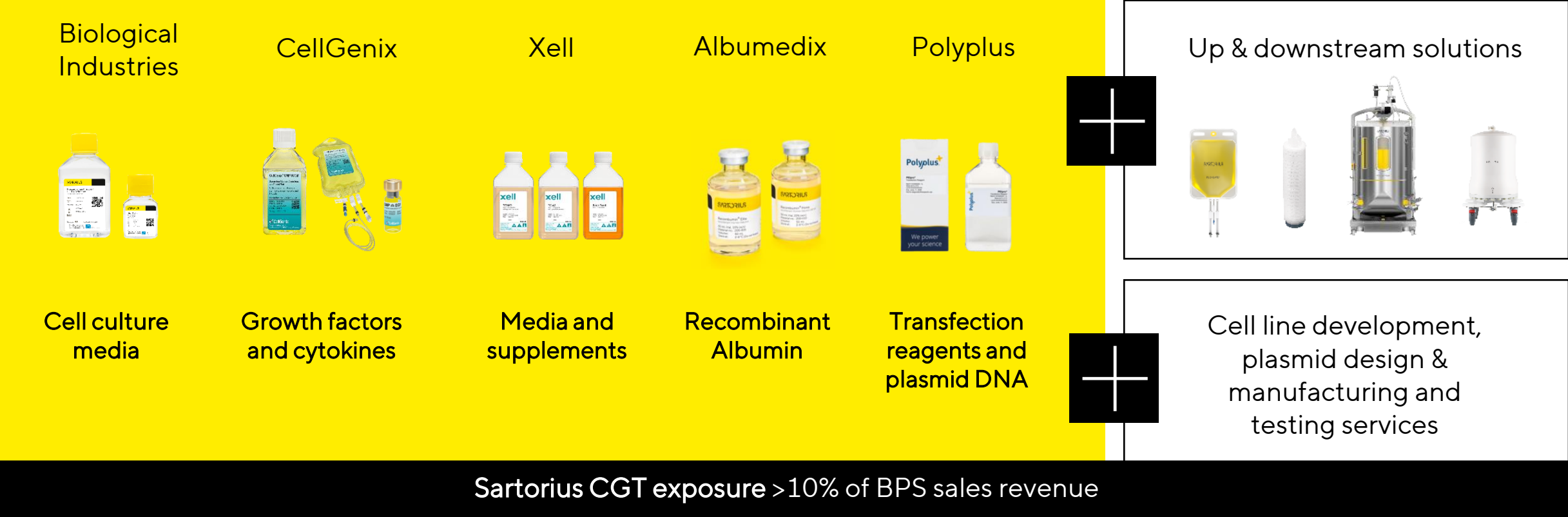
- >8,000 CGT candidates in development¹
- 9 new CGT (2023: 7) approvals in 2024 out of 47 BLA approvals in total (2023: 41)²

Number of commercial processes is expanding rapidly



1 GlobalData, January 2025 2 FDA, includes CDER and CBER approvals

Extensive technology platform for cell and gene therapy applications



Integration of innovative technologies is a Sartorius core competency



Acquisitions

of complementary technologies

Media & reagents

Chromatography

Bioanalytical instruments



Cooperations

with partners leading in their fields

Process
intensification

Bioprinting

Artificial
intelligence

Cell models



Own Product Development

in areas of core competencies

Separation

Cell cultivation
technologies

Lab analysis

Automation

Proven M&A approach, recent focus on three strategic key areas

Build-up of BioAnalytics portfolio			Unique portfolio for Advanced Therapies			Intensified technologies for downstream processing	
							
Intellicyt (2016)	Essen BioScience (2017)		Biological Industries (2019)	BIA Separations (2020)	CellGenix (2021)	WaterSep (2020)	Danaher chromatography (2020)
							
Octet business from Danaher (2020)	ALS Automated Lab Solutions (2022)	Mattek (2025)	Xell (2021)	Albumedix (2022)	Polyplus (2023)	BIA Separations (2020)	Novasep chromatography (2022)

Acquisition of MatTek to add innovative advanced cell model technology to the LPS portfolio



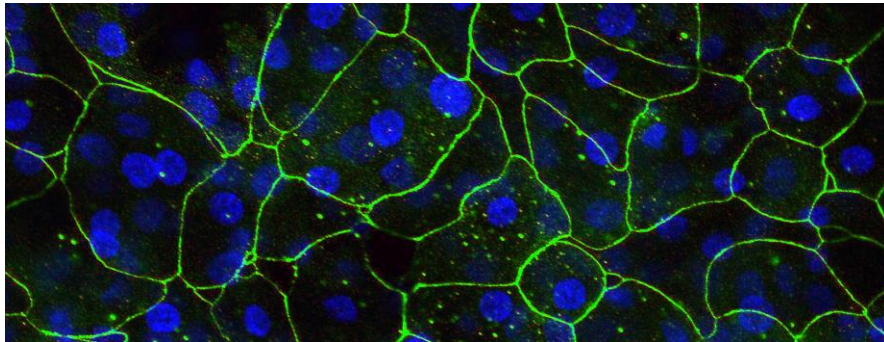
Ashland, Mass., US (headquarters);
Bratislava, Slovakia



>80 employees



Revenue of > USD 20m in 2024;
margins similar to LPS division



3D in vitro microtissue models

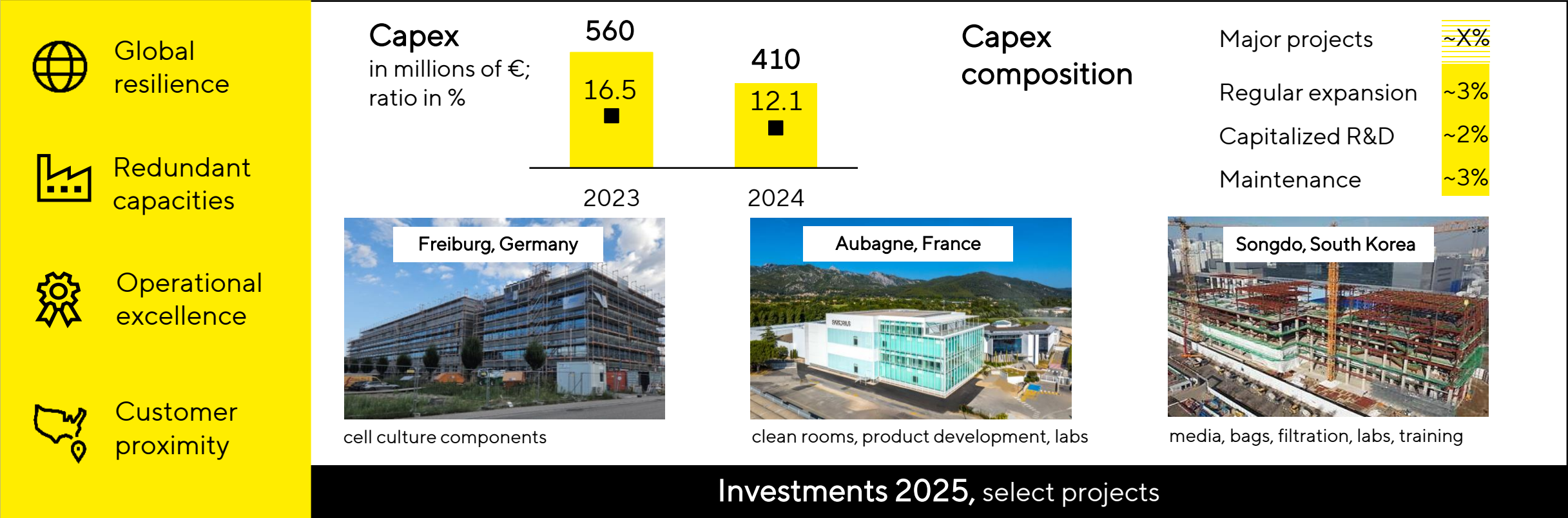
Strategic rationale

- A leading provider of human cell-based microtissues and 3D models for in vitro testing to accelerate preclinical drug development processes and reduce / replace animal testing
- Strengthens Sartorius' cell technology portfolio by advanced cell models, which provide more relevant, cost-efficient and reproducible results
- Synergistic to LPS' existing cell analysis instruments, reagents, and AI models

Acquisition terms

- Purchase price of USD ~80m (€ ~72m) in cash
- Acquisition closed as of July 1, 2025

Resilient global setup, well prepared for further growth



Ambitious sustainability agenda in implementation

2030

mid-term ambitions

~10%

av. reduction of CO₂eq emission intensity p.a. (Scopes 1-3)

Zero

avoidable¹ emissions in Scopes 1 and 2

100%

electricity from renewable sources



1 Process emissions from membrane manufacturing are currently considered unavoidable based on available technology

2045

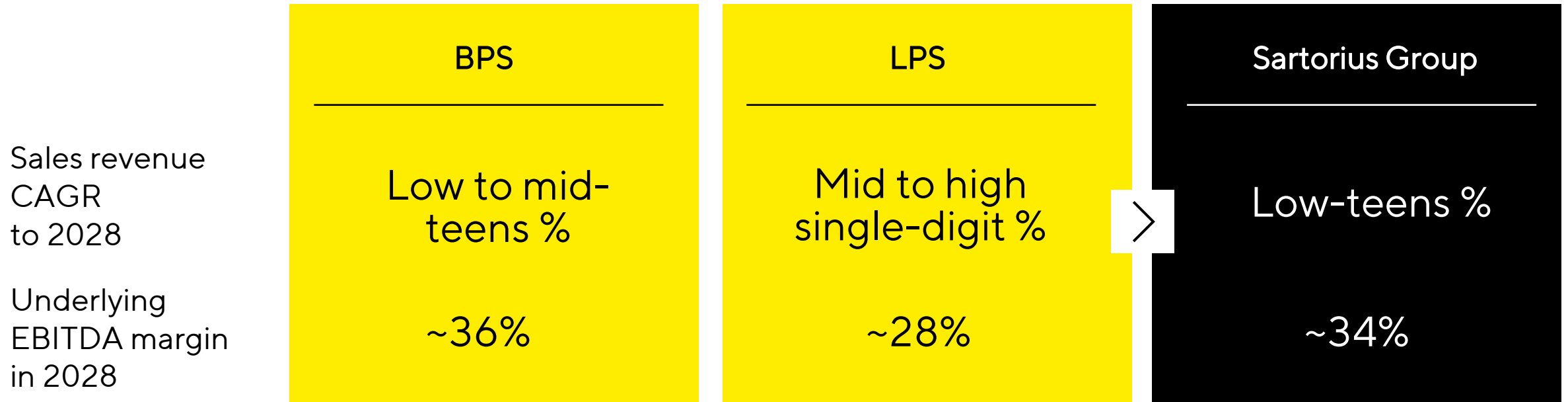
long-term ambition

Net-zero emissions

Decarbonization of the entire supply chain in collaboration with suppliers and customers



Midterm outlook to 2028: Expect to continue outgrowing the market



- ~1/5 of sales revenue growth to come from acquisitions in both divisions and the Group
- Margin targets include expenses for reduction of the company's CO₂ emission intensity of around 1% of sales

Midterm targets based on current currency exchange rates; underlying EBITDA excluding extraordinary items

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BPS: Solution provider for biomanufacturing



~€2.7bn

Sales revenue



29.3%

EBITDA margin¹



~80%

Recurring revenues



~90%

Sales share biopharma



Filtration & Purification



Fluid management



Fermentation

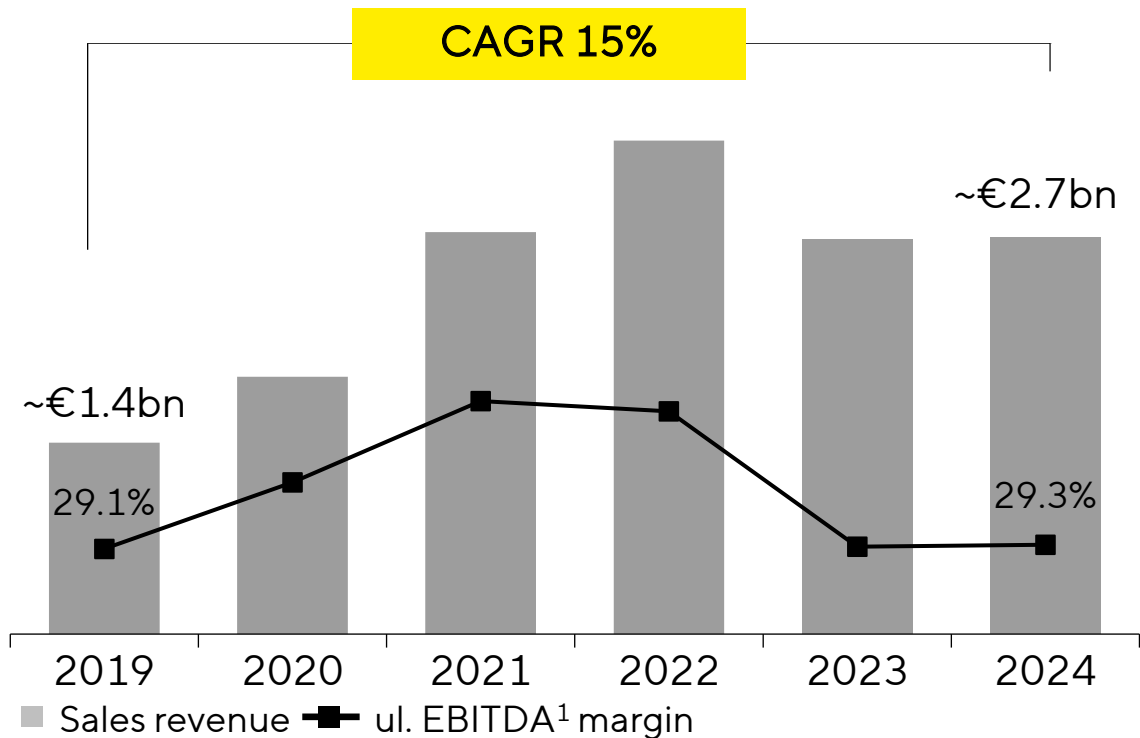


Cell culture media

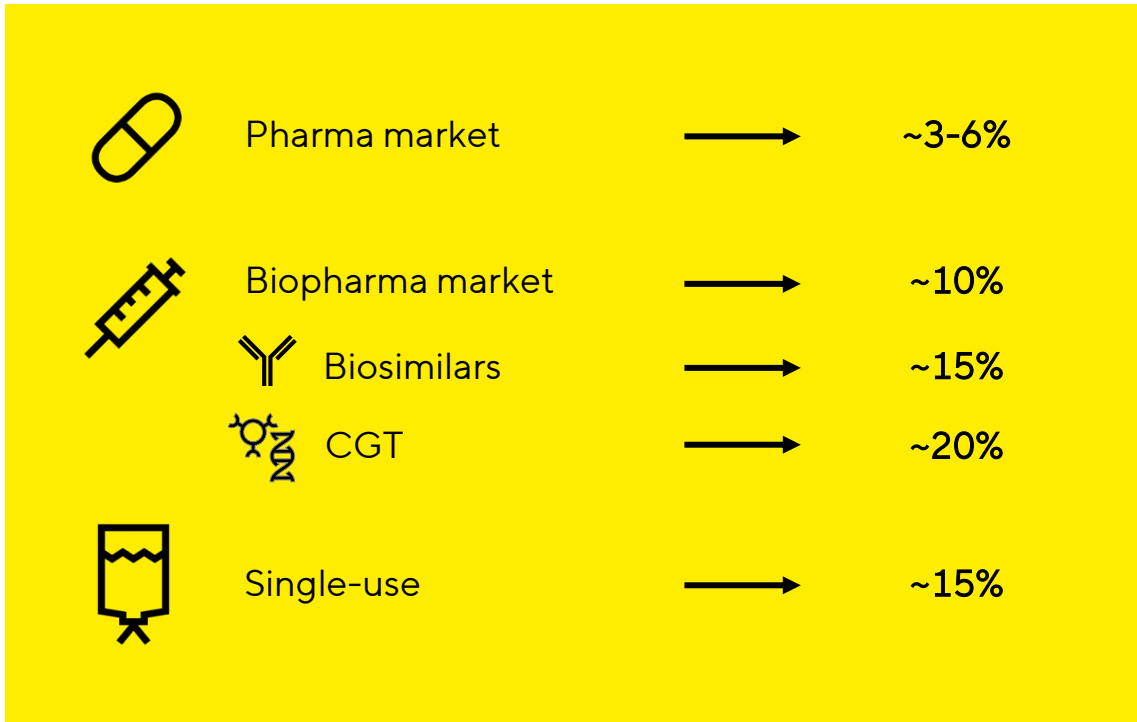
FY 2024 figures, 1 ul. EBITDA margin excluding extraordinary items

Track record of dynamic growth

BPS sales revenue; EBITDA margin¹



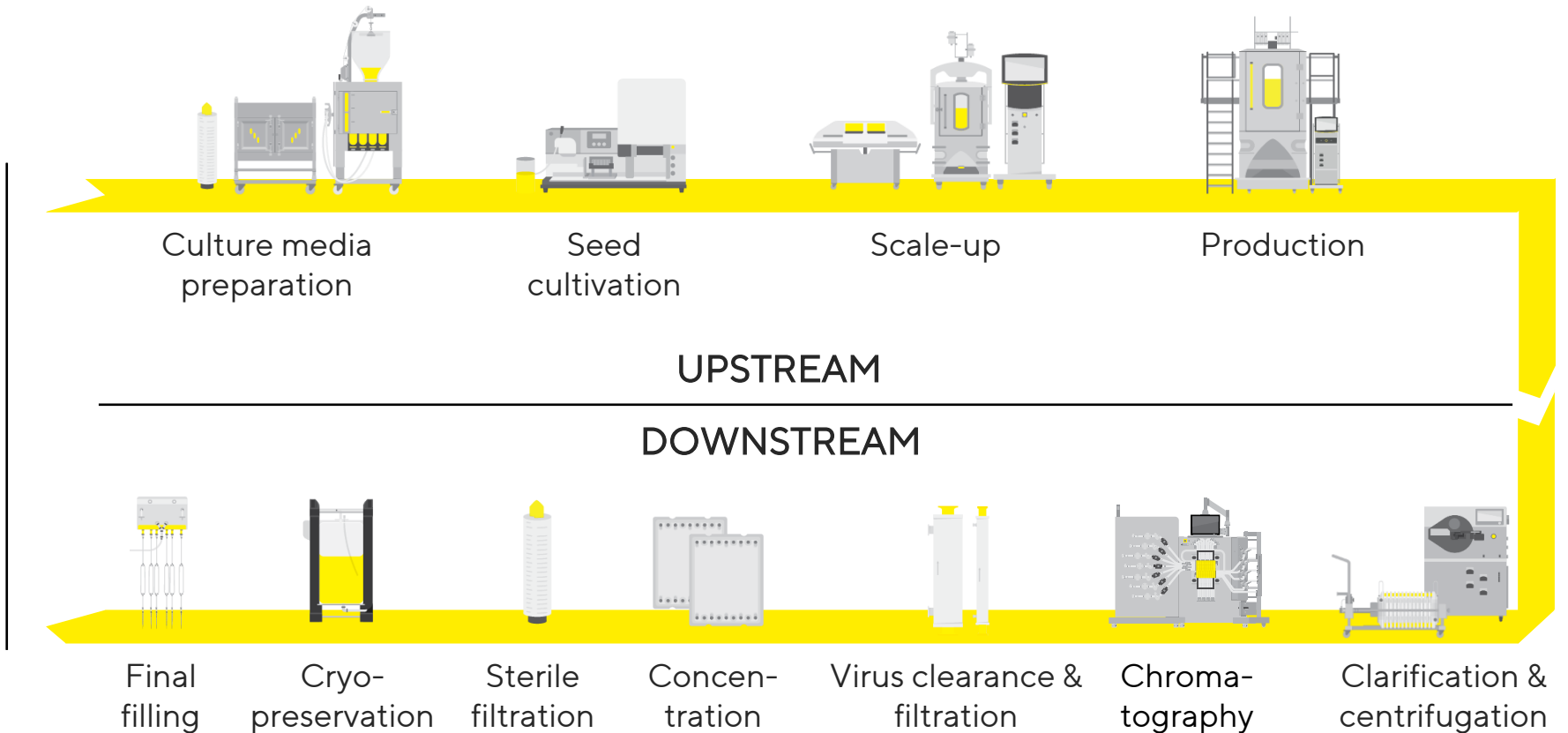
Pillars of growth CAGRs 2022-2027²



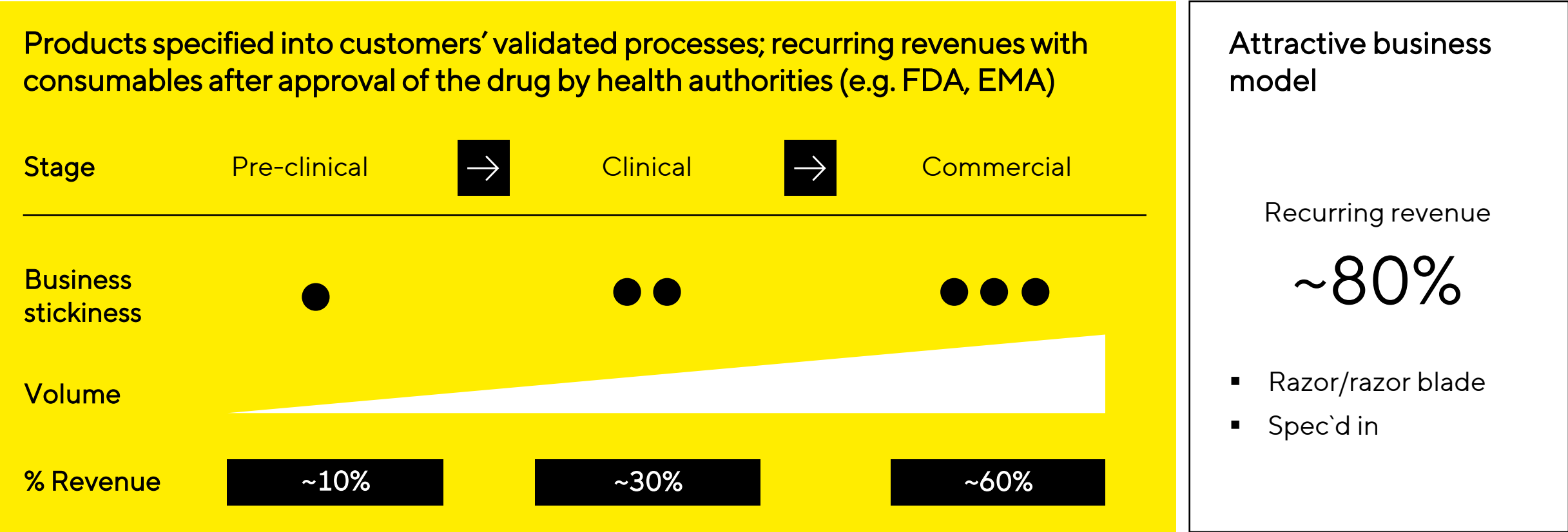
1 ul. EBITDA margin excluding extraordinary items 2 IQVIA 2024, Global Data 2024, Roots Analysis 2021, Markets & Markets 2024

Covering most steps of the biopharmaceutical manufacturing process

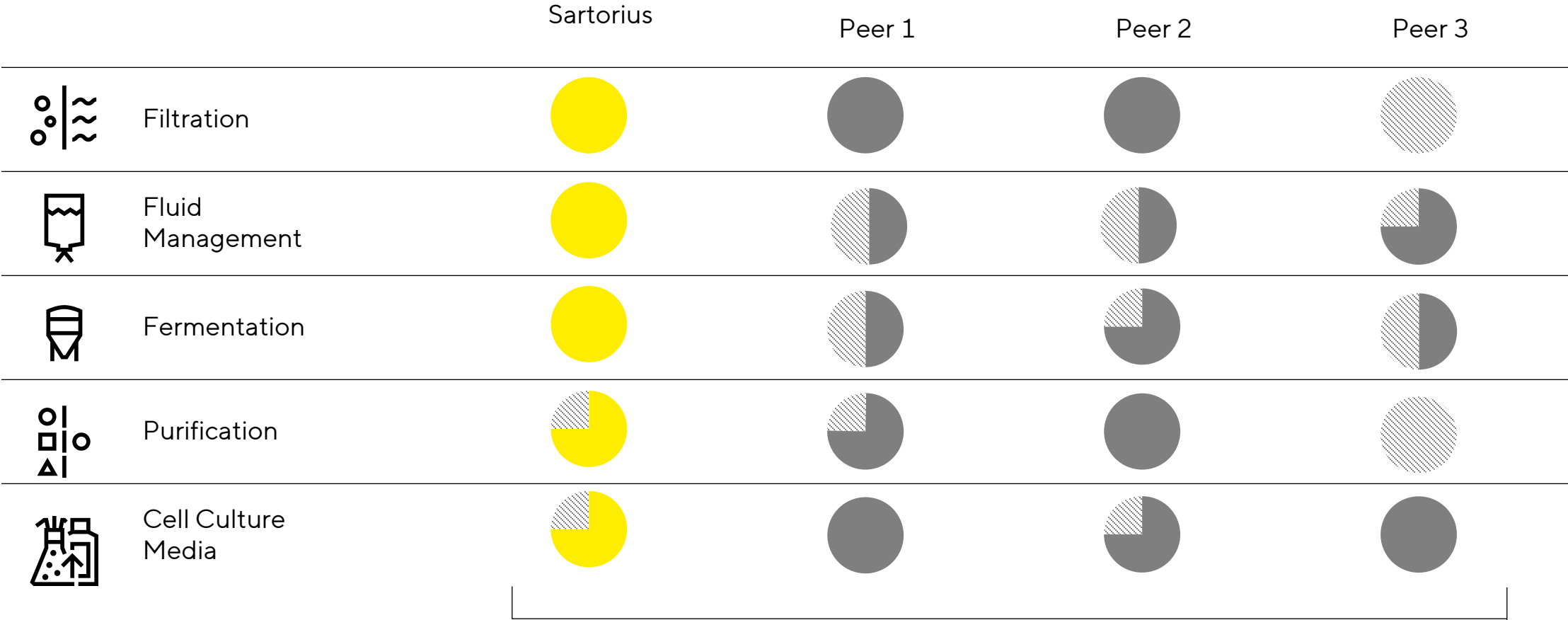
- Differentiated by the range and completeness of the portfolio
- Excellent positioning in key single-use technologies
- Internationally recognized supplier enabling innovation in bioprocessing through own R&D and partnerships



Generating revenue throughout the lifecycle of a biopharma drug



Competitive product offering

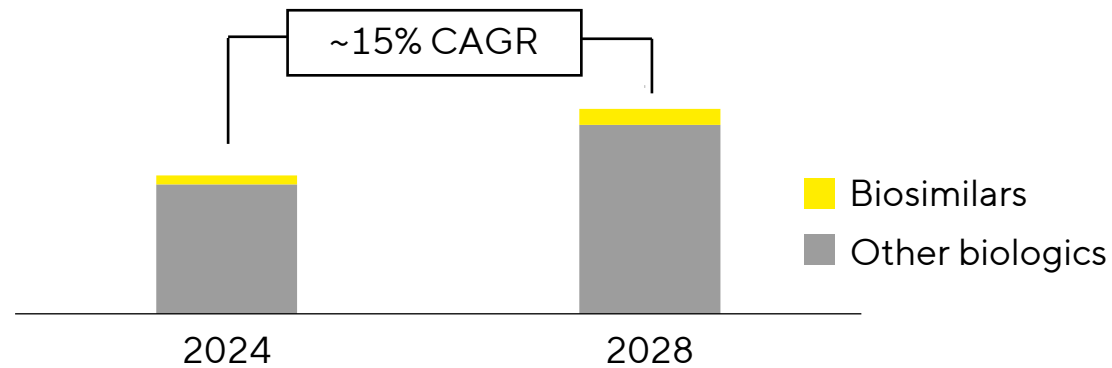


Pie charts indicate completeness of product offering

Biosimilars: Strong growth, big opportunities

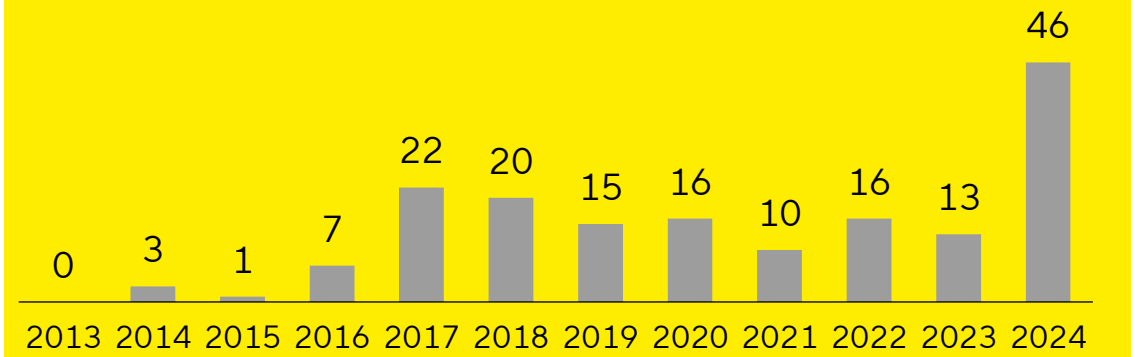
- Major blockbuster biologics are going off-patent
- Time-to-market is key as only the first providers are most likely profitable
- Several approvals in Asia and Europe; U.S. at the beginning
- For now, relatively small market but with strong growth
- Single-use is the preferred platform for biosimilars

Biosimilars will outperform the biologics market¹



1 Source: MarketsandMarkets, 2024; EvaluatePharma, 2024 2 FDA and EMA

Growing number of approved biosimilars² E.U. and U.S.

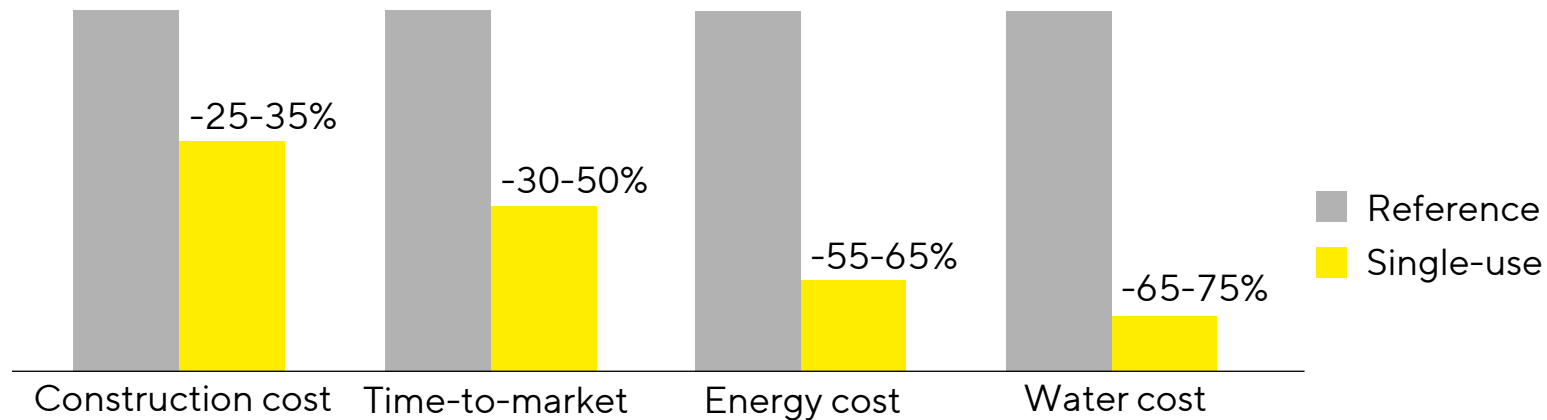


Pioneer and leader in the growing single-use technology market

Single-use market penetration expected to increase from ~35% to ~75%

Single-use products offer advantages over conventional stainless-steel devices

- Capex|Opex reduction over entire lifecycle
- Reduced risk of cross-contamination
- Higher flexibility; advantageous for biosimilars

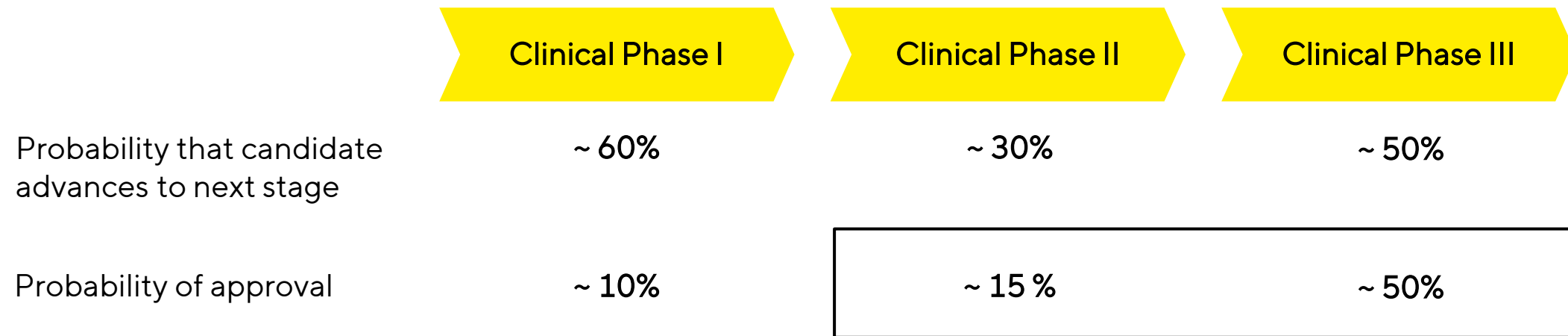


Source: Andrew Sinclair et al., 2008; Sartorius



Single-use allows manufacturers to mitigate investment risks

- Construction of stainless-steel based facilities takes longer and is more complex compared to single-use
- Therefore, investment in stainless-steel facilities has to start in early clinical phase II
- The construction of single-use facilities may start in clinical phase III, reducing investment risks of clients



Data based on: Wong et al., 2018

Leveraging digital tools for faster process development and cost-efficient bioprocessing



Combination of bioprocess sensors, analyzers and software to...

...collect, monitor and control quality-critical parameters

...analyze data to obtain a better process understanding

...use knowledge for process development, optimization and automation

Vision: Digital end-to-end biopharma process development & manufacturing

Expected **high impact** of AI, in-silico simulations, predictive models, and automation

Sartorius **well-positioned** to bring benefits to customers



Faster results



New insights



More throughput



Reduced risk



Higher flexibility



Lower costs

Limited dependence on individual accounts

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



Lonza



sanofi

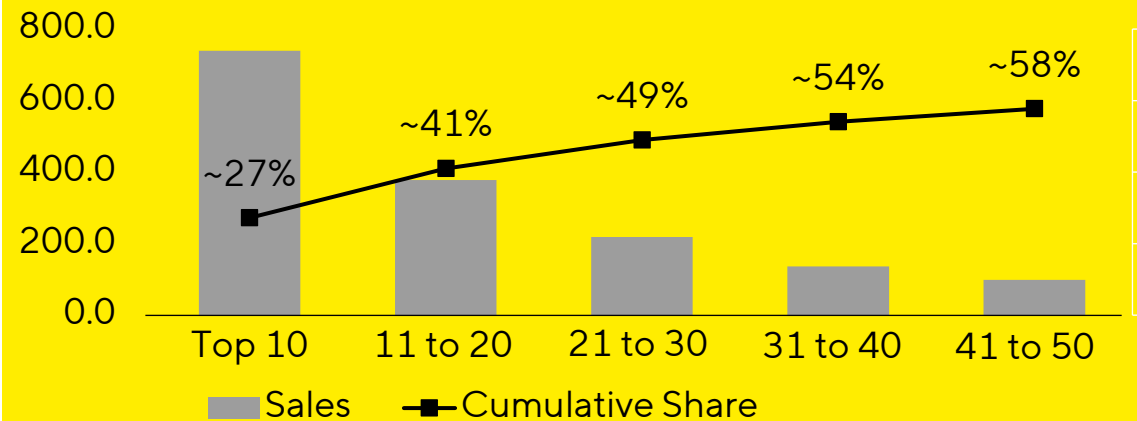
AMGEN

REGENERON



Limited dependence on individual accounts

Sales to Top 50 customers
in 2024, € in millions



- More than half of 2024 BPS sales were generated with the Top 50 customers
- No individual customer accounts for more than 5% of BPS sales revenue

High innovation dynamics in biopharma



Development of new drugs and vaccines must be accelerated, e.g. through more automation



Increased efficiency possible in the production of 'classic' biopharmaceuticals and biosimilars



New tools and methods required e.g. for novel cell and gene therapies



Future drug manufacturing is more automated, intensified and scalable

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LPS: Premium supplier for life science research and quality control labs



~€691mn

Sales revenue



22.9%

EBITDA margin¹



50%

Recurring revenue



~60%

Sales share Life Sciences

Portfolio includes lab instruments, consumables, software and services



Bioanalytics



Lab instruments

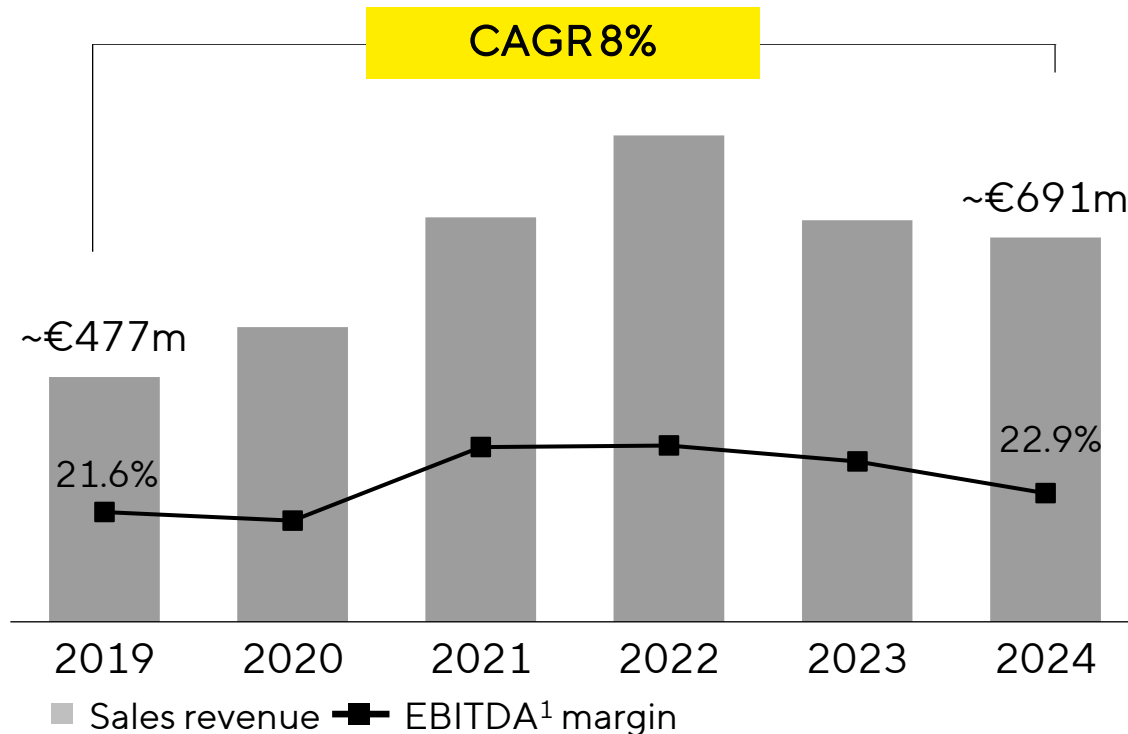


Lab consumables

FY 2024 figures, 1 ul. EBITDA margin excluding extraordinary items

Continuous transition to a higher growth and profitability profile

LPS sales revenue; EBITDA margin¹



¹ ul. EBITDA margin excluding extraordinary items

Growth drivers



Sales & Marketing pivot to attractive segments and regions



Attractive portfolio mix coupled with M&A



Launch of innovative products

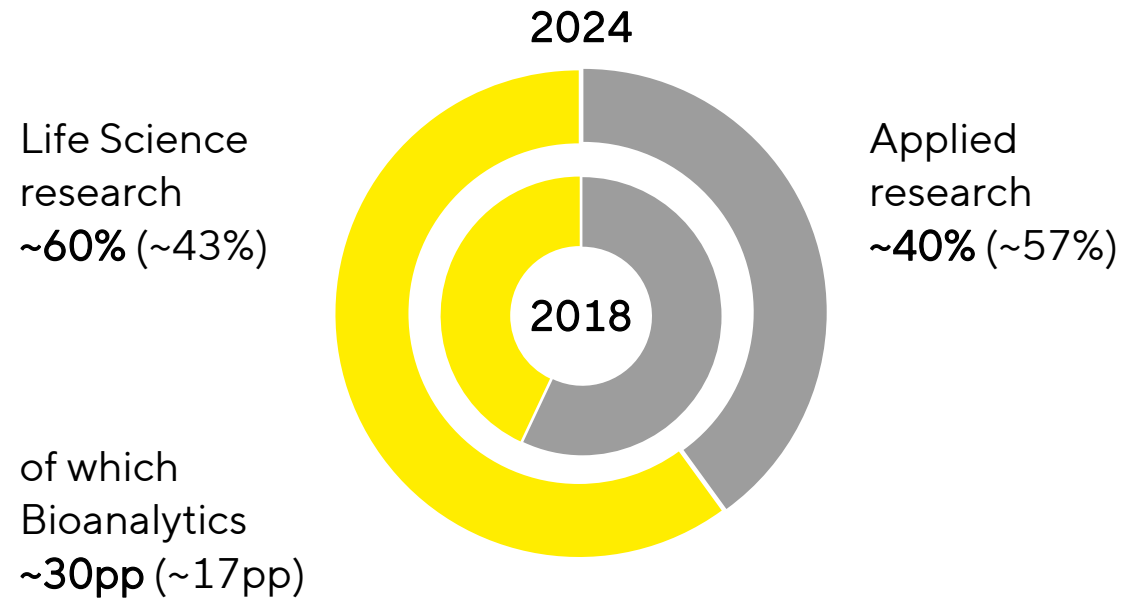


Improved brand awareness

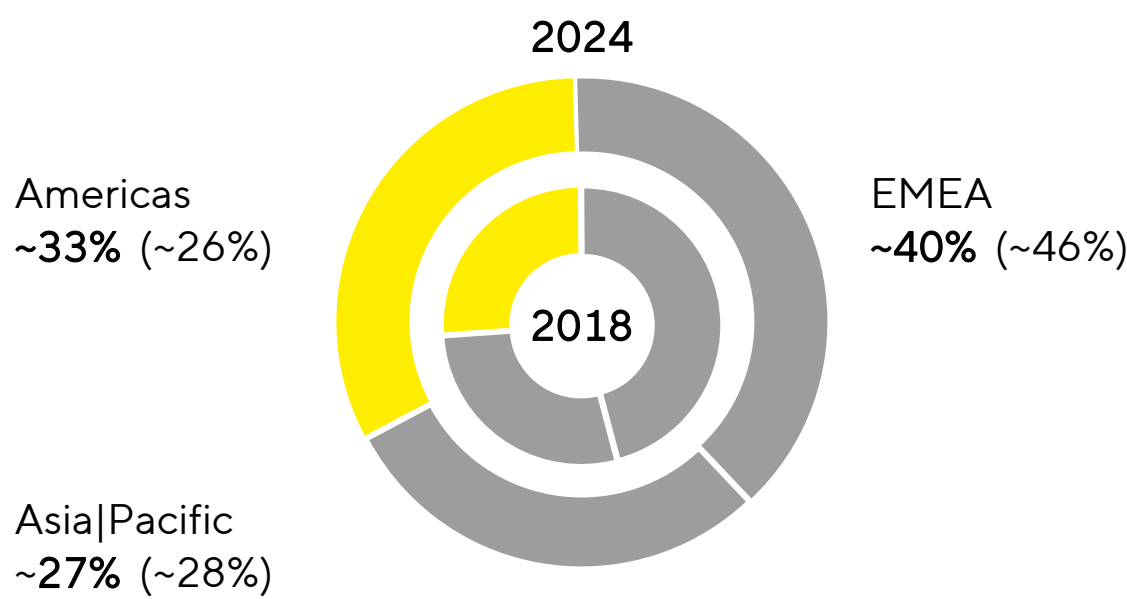
Overall addressable market growing in the mid- to high- single digits over the long-term

Focus on attractive life science market; regional profile increasingly balanced

Sales revenue share by segment, 2024 vs. 2018



Sales revenue share by geography, 2024 vs. 2018



R&D efficiency key value lever for biopharma customers

Biopharma R&D needs to innovate

\$161bn

R&D expenditure of large pharma customers in 2023¹

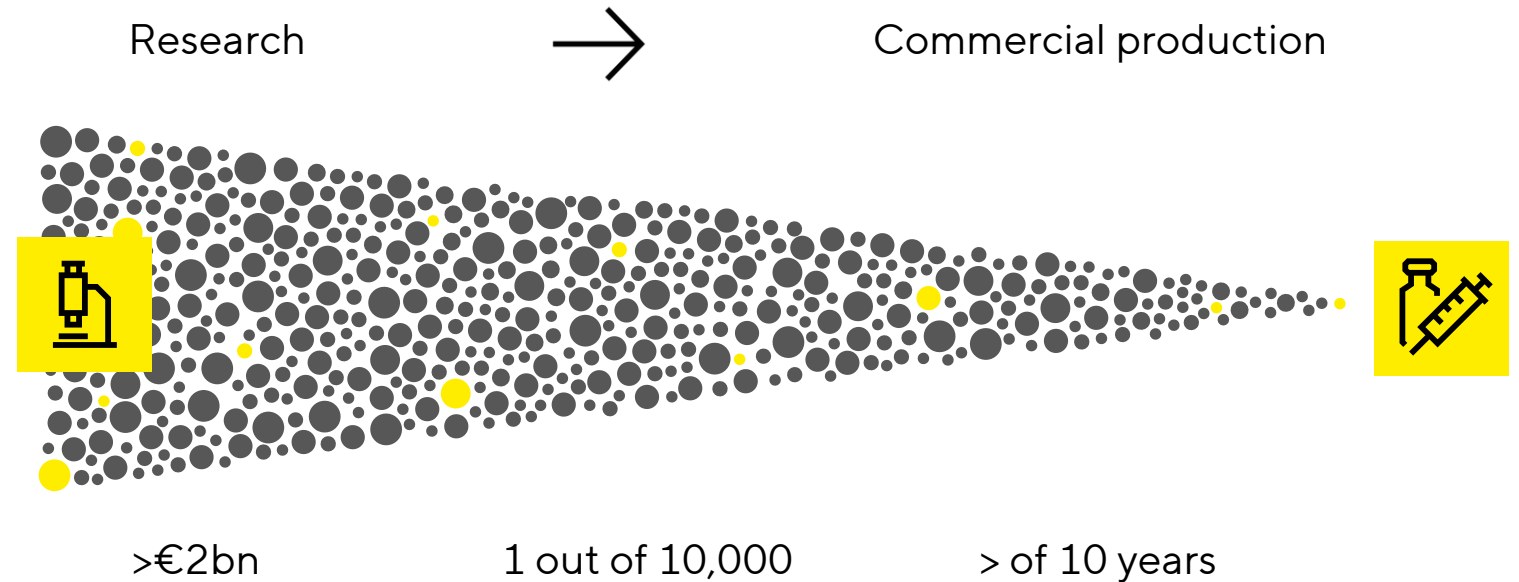
+50%

increase in R&D expenditure since 2018¹

90%

of clinical drug development fails²

Costly trial and error:
Only one out of 10,000 new drug candidates reaches the market



1 IQVIA 2024 2 [Why 90% of clinical drug development fails and how to improve it? - ScienceDirect](#)

Enabling scientists in the lab to accelerate and improve workflows; contributes to reducing time and cost of drug development

Solutions are used to

- Conduct experiments
- Make better use of data
- Understand diseases
- Identify molecules
- Develop new drugs

BioAnalytics

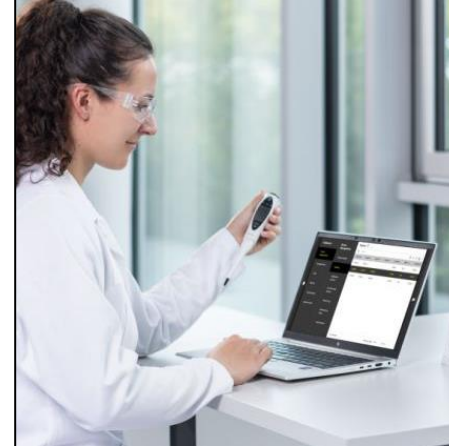
Instruments, consumables, and reagents for drug discovery & development and life science research



~1/3
of sales revenue
Over-proportionate
profitability

Lab Essentials

Instruments and consumables for quality-critical work steps in laboratories



~2/3
of sales revenue

BioAnalytics digitizes and automizes key research steps in biopharma labs

- Highly automated to reduce manual efforts
- Valuable data to make better decisions earlier in the process
- Leveraging technologies like AI, machine learning, and data analytics
- Decreasing likelihood of late-stage failure, shortening time-to-clinic

Real-time, live-cell imaging & analysis



Incucyte

Boosting productivity via parallel experiments with **6x more** capacity than traditional approaches

Rapid picking and screening of clones



CellSelector

Integrating clone selection workflow **saves 5+ weeks**, compared to traditional method

Label-free characterization in real-time



Octet

Reduces titer and CQA screening time during cell line development by up to **99%** vs. traditional methods

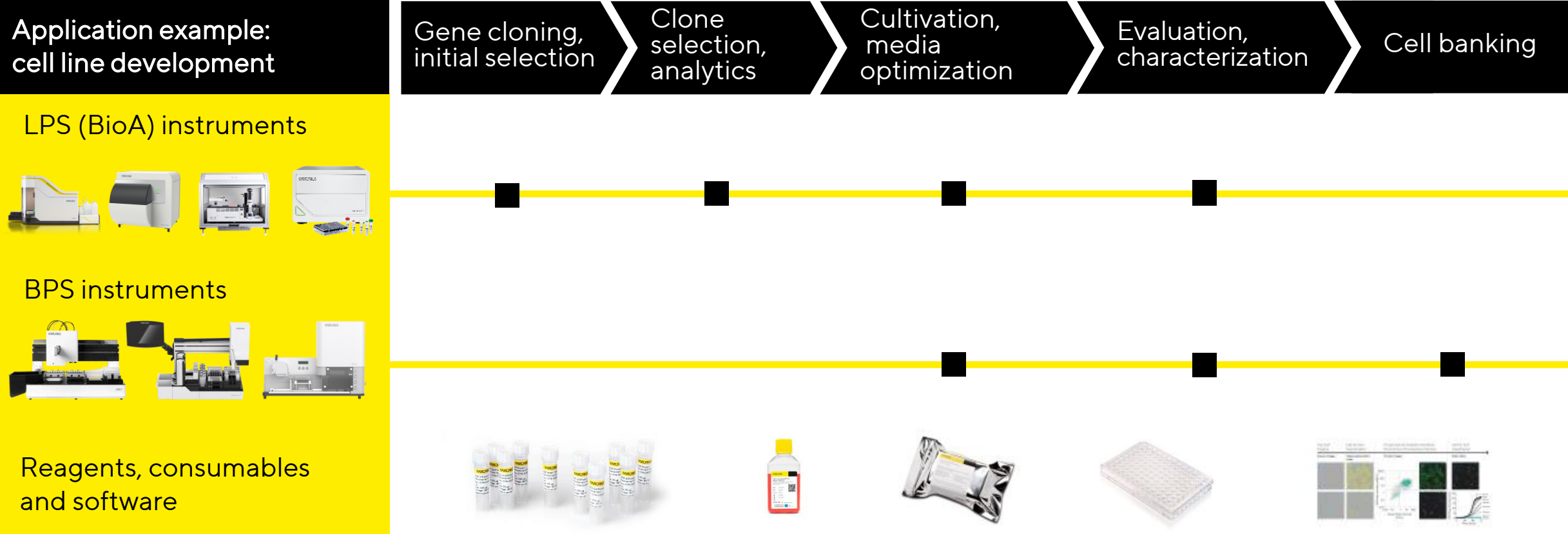
High content, high throughput screening



iQue

Provides actionable results for large scale antibody screening experiments **3-9x faster** than competition

BioAnalytics portfolio increasingly synergetic with BPS products



Lab Essentials for quality-critical steps and applications in the lab

Main product groups



Lab
balances



Lab
filtration



Liquid
handling



Microbial
QC



Lab
water

- Positioned as premium-provider and innovator
- ~10% market share
- Growth potential especially in the U.S. and Asia
- High gross margins offer potential for scale effects
- Opportunity to cross-sell BioAnalytics portfolio

Lab market expected to grow low- to mid-single digit

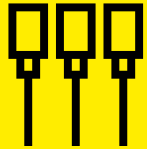
- Pharma and biopharma the largest customer group; rising number and complexity of drugs in development as main demand driver
- Battery, electronics, food & beverage also fast growing R&D segments in industrial markets
- Growth driven by R&D spending in the individual end markets
- Academic and public-sector research institutions benefiting from budget increases
- Increasing regulatory requirements in all regions and markets

Substantial share of recurring business

Instrument sales followed by recurring revenue stream



Software



Consumables



Reagents



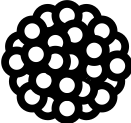
Service

Further increasing recurring share

~50%

Recurring revenue

Innovation strategy is focused on key workflows addressing unmet needs of customers

Expand portfolio Complementary solutions, focus on innovation in key areas		
Focus areas		
Advanced cell models Provide tools for generation and analysis of 3D cells models predictive of drug efficacy 	New modalities Reliable, real-time analytical characterization & QC solutions 	Data management & analytics Connected devices & enhanced AI-driven analytics 

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Robust sales revenue growth and substantial increase in profitability

Sartorius Group in millions of € unless otherwise specified	H1 2024	H1 2025	▲ in %	▲ in % cc¹
Sales revenue	1,680	1,767	+5.2	+6.1
Underlying EBITDA ²	471	527	+11.9	
Underlying EBITDA ² margin in %	28.1	29.8	+1.7pp	
Underlying EPS ³ (ord.) in €	2.15	2.44	+13.5	
Underlying EPS ³ (pref.) in €	2.16	2.45	+13.4	

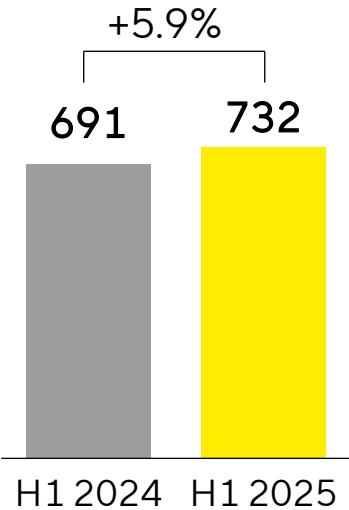
- Growth driven by double-digit increase in recurring business in all regions; equipment and instruments business still soft
- Reciprocal US tariffs with negligible impact on sales revenue and margin in H1
- Rolling 12-month B-t-B ratio above 1; consistently improving
- Significant margin expansion driven by volume, product mix and economies of scale

1 Constant currencies 2 Underlying = excluding extraordinary items 3 Underlying EPS = based on net profit after non-controlling interest; adjusted for extraordinary items as well as amortization and based on a normalized financial result and normalized tax rate

Solid growth momentum across all regions

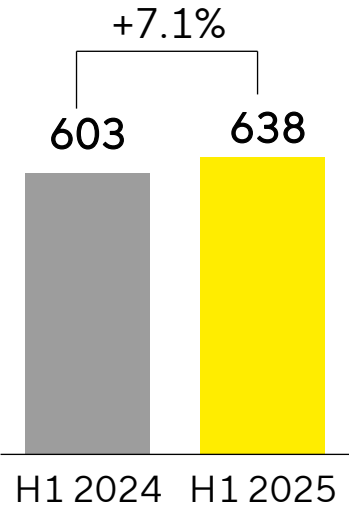
EMEA

Sales | € in millions



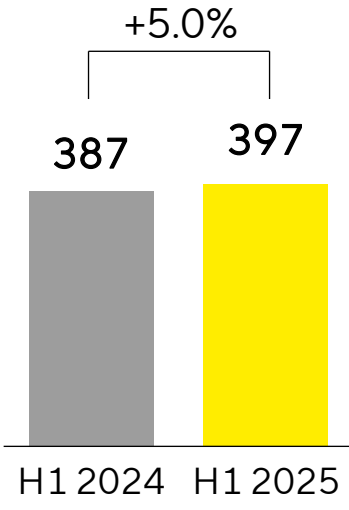
Americas

Sales | € in millions



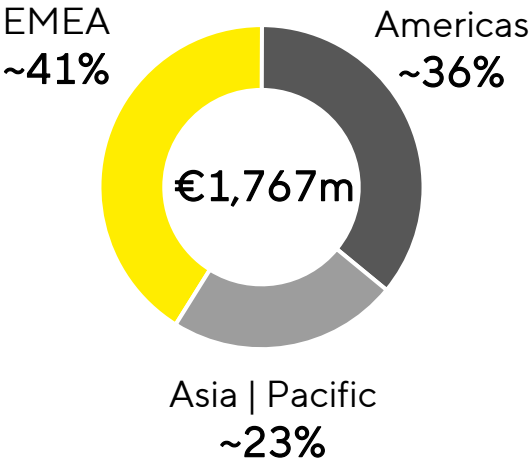
Asia | Pacific

Sales | € in millions



Sales by region

in %



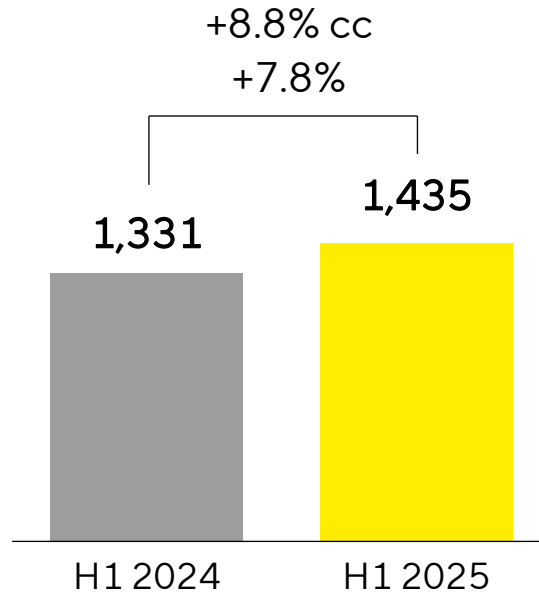
- Consumables business growing in all regions while equipment and instruments business still soft

Acc. to customers' location; growth in constant currencies

Bioprocess Solutions: Significant growth and margin expansion

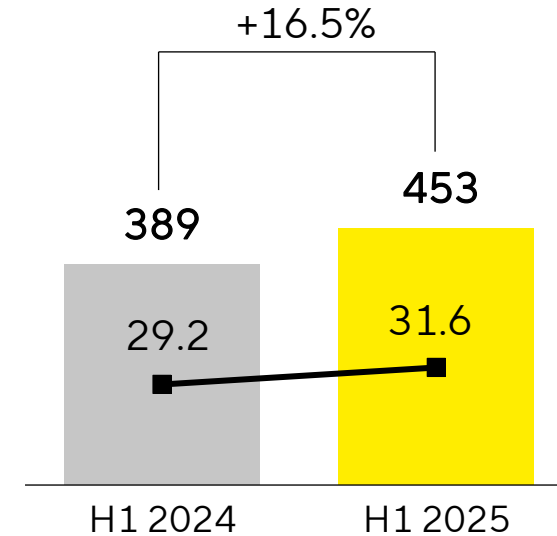
Sales revenue

€ in millions



UI EBITDA & margin

€ in millions

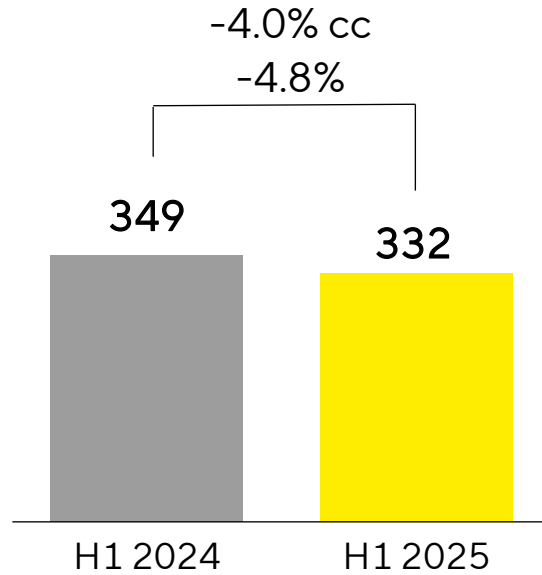


- Strong recurring business with consumables more than compensates for industry-wide soft equipment business
- Overproportionate increase in underlying EBITDA driven by volume, product mix and economies of scale

Lab Products & Services: Soft end markets weigh on performance

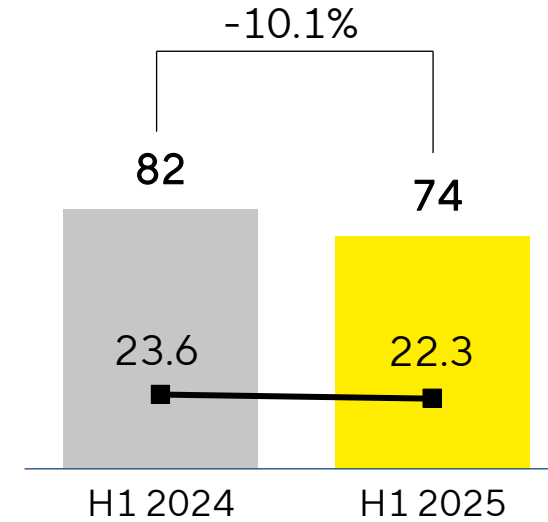
Sales revenue

€ in millions



UI EBITDA & margin

€ in millions



- Instruments business impacted by muted investment activity of customers, particularly in bioanalytical instruments
- Solid growth of recurring business with lab consumables and services in all regions
- Underlying EBITDA margin down on softer volumes and product mix

Substantial increase in net profit and solid free cash flow generation

Sartorius Group in millions of € unless otherwise specified	H1 2024	H1 2025	in %
Underlying net profit ^{1,2}	148	169	+13.7
Reported net profit ²	61	81	+33.0
Operating cash flow	347	289	-16.6
Free cash flow	108	122	+13.0
Capex ratio (in %)	13.6	9.1	-4.5pp

- Operating cash flow on solid level; growth-driven increase in working capital to maintain delivery capability
- Free cash flow up due to lower capex in H1; capex spend in 2025 back-end loaded

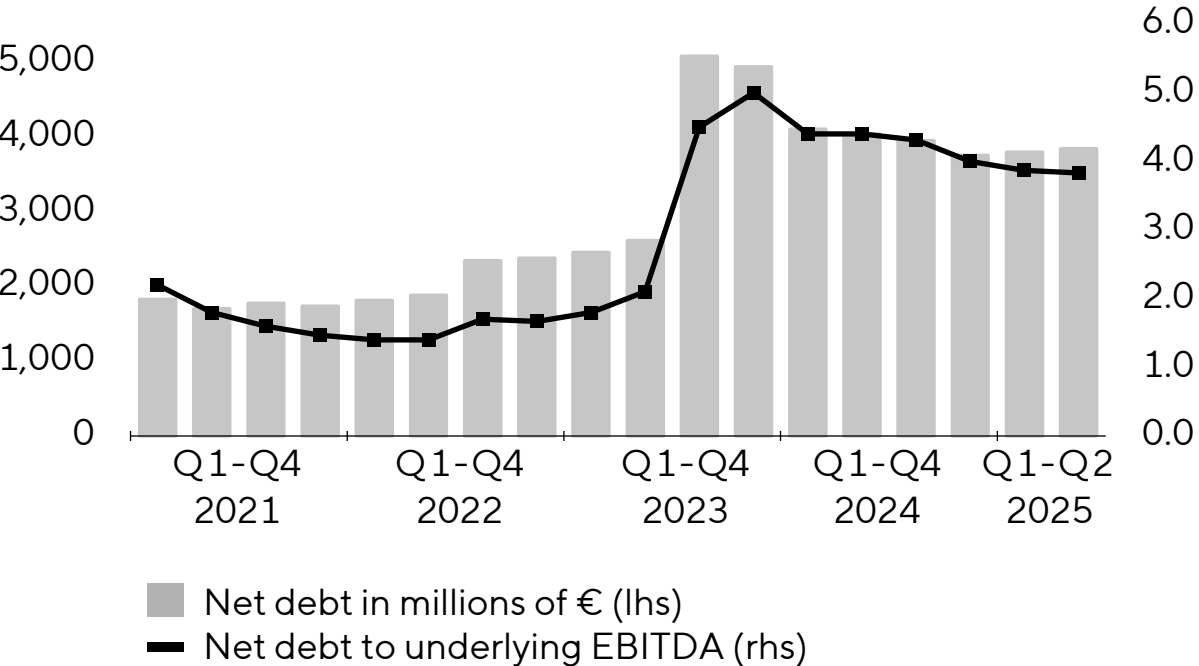
1 Underlying net profit = net profit adjusted for extraordinary items, amortization and based on a normalized financial result and a normalized tax rate 2 After non-controlling interest

Deleveraging on track; commitment to investment-grade rating

Key financial indicators

Sartorius Group in millions of € unless otherwise specified	Dec. 31, 2024	Jun. 30, 2025
Equity ratio in %	38.6	37.8
Net debt	3,746	3,836
Net debt underlying EBITDA	4.0	3.8

Net debt and net debt to underlying EBITDA



Strong credit metrics and liquidity

Investment grade credit rating BBB- (stable)

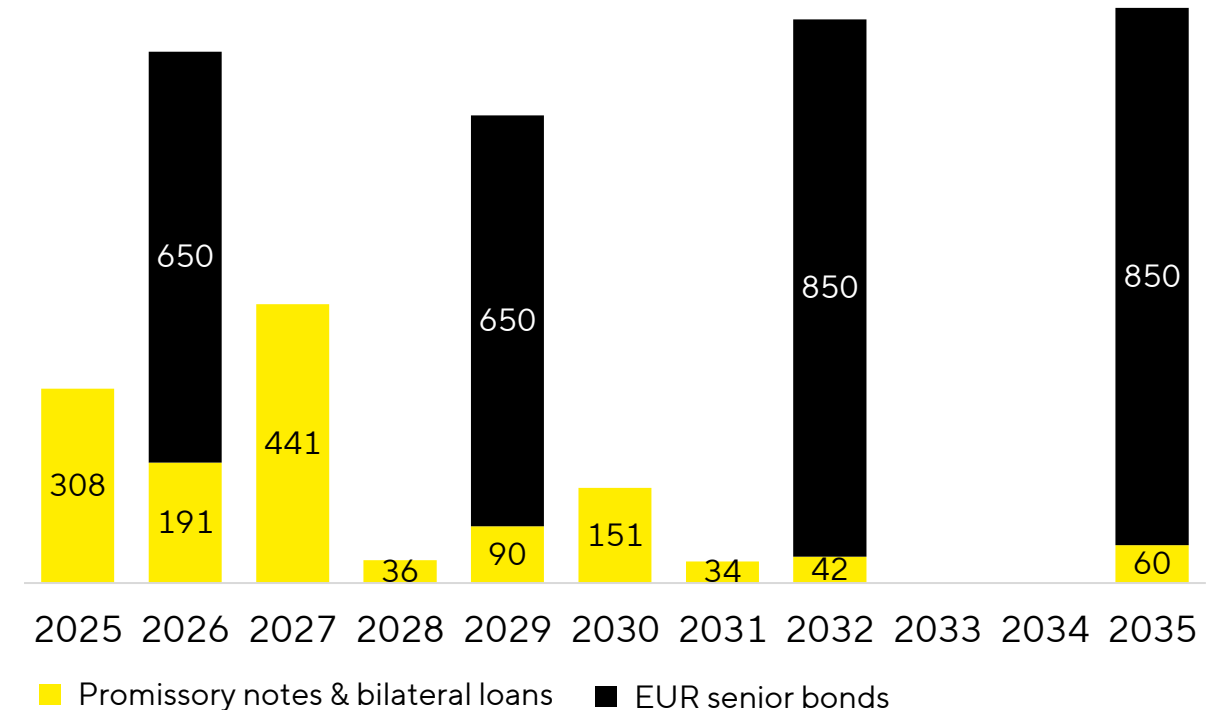
- Commitment to maintain a solid investment grade rating
- Focus on cash generation and continued deleveraging

Strong liquidity & resilient financing

- Cash position of >€800m
- €800m undrawn syndicated credit facility, maturing in 2029
- No financial covenants, 100% senior unsecured
- All debt financing at fixed interest rates; limited sensitivity to interest rate changes

All figures as of December 31, 2024

Balanced debt maturity profile



2025 guidance confirmed

Guidance 2025	Sartorius Group	Bioprocess Solutions	Lab Products & Services
Sales revenue growth ¹	+ ~6% (+/- 2pp)	+ ~7% (+/- 2pp)	+ ~1% (+/- 2pp)
Underlying EBITDA margin	~29% to ~30%	~31% to ~32%	~22% to ~23%

- Capex ratio of around 12.5%
- Net debt/underlying EBITDA to decrease to approx. 3.5 at year-end
- MatTek acquisition to add a good 1pp to LPS FY revenue development; margin effect negligible

For financial modelling on Group level

Depreciation	260mn to 270mn €
Normalized financial result	-165mn to -175mn €
Normalized tax rate	~27%

Disclaimer: The sales and margin forecast does not include possible effects of tariffs and related mitigating or corrective measures, which, depending on their design, scope and duration, could impact sales and margin development temporarily to a certain extent. Management does not expect any influence on the strong position and competitiveness of Sartorius.

1 Organic, in constant currencies

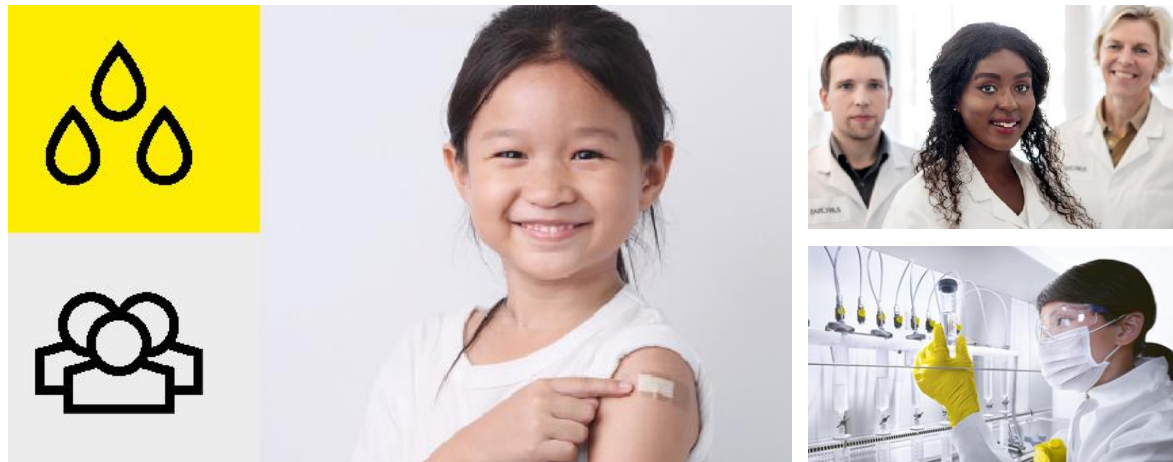
Appendix



Corporate responsibility & further financial information

To Sartorius, sustainability means operating responsibly over the long term – with respect to business partners, employees and society as well as to natural resources. Learn more about our commitment:

 SRI Presentation



Please click below for further information:

Financial Publications

 [Earnings Release H1 2025](#)

 [Annual Report 2024](#)

Investor Relations Website

 [Sartorius AG](#)

 [Sartorius Stedim Biotech S.A.](#)

Reasons to invest



Clear strategy,
consistent
implementation



Strong fundamental
growth drivers



Competitive,
differentiated
product portfolio



High share of
recurring revenues



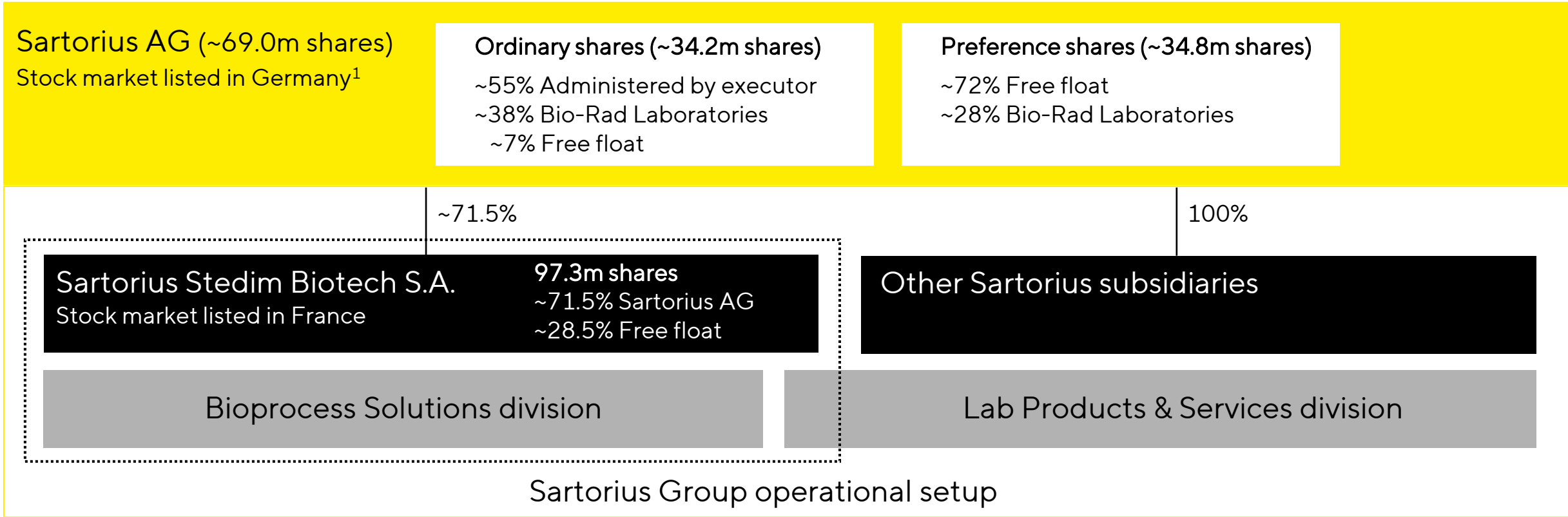
High-performance,
resilient production
and R&D infrastructure



Ambitious team,
strong customer focus

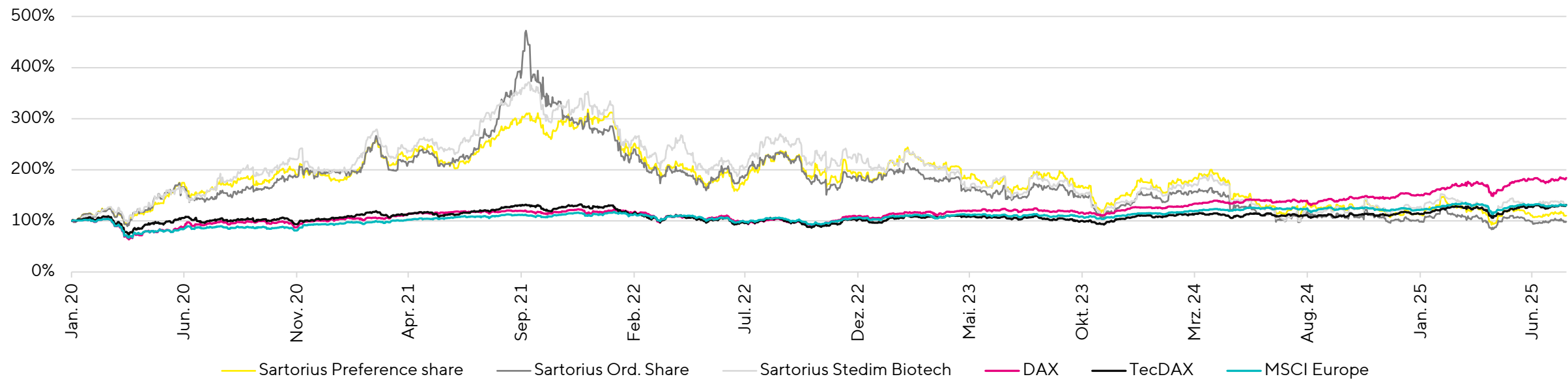
Sartorius legal & operational structure

Sartorius Group legal setup



¹ The ownership relates to outstanding shares and thus excludes treasury shares. Information on shareholdings and shares in free float pursuant to the disclosure requirements of Sections 33 et seq. of the German Securities Trading Act (WpHG) and the shareholders' own disclosures. The legal disclosure requirements refer only to voting shares and not to non-voting preference shares.

Share price performance



ISIN DE0007165631 (preference share)
DE0007165607 (ordinary share)

Ticker SRT3 (preference share) | SRT (ordinary share)

Number of shares 69,035,489 - thereof pref. shares: 34,807,268 (excluding ~2.6m treasury shares); ord. shares: 34,230,928 (excluding ~3.2m treasury shares)

Indices DAX 50 ESG | MDAX | TecDAX | MSCI Europe
CDAX | Prime All Share Index | Technology All Share Index | STOXX Europe 600

Market cap. €13.8bn (as of July 21, 2025)

A sampling of the Bioprocess Solutions' product portfolio



Filtration



Purification



Fermentation



Fluid management

A sampling of the Lab Products and Services' product portfolio



Lab balances | Lab water systems



Bioanalytics



Lab filtration | Microb. analysis



Pipettes

Executive Board of Sartorius AG as of July 1, 2025



Michael Grosse, CEO

Joined Sartorius in 2025
Member of the Board since
July 1, 2025

Group Strategy, Corp. Research, HR,
Legal, Communications,
Sustainability



René Fáber

Joined Sartorius in 2002
Member of the Board since 2019

Bioprocess Solutions Division



Florian Funck, CFO

Joined Sartorius in 2024
Member of the Board since 2024

Finance, IT & Processes, Corporate
Sourcing, Compliance, Internal
Audit



Alexandra Gatzemeyer

Joined Sartorius in 2005
Member of the Board since 2023

Lab Products & Services Division

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- **October 16, 2025**
Publication Q3 | 2025 Results
- **November 12, 2025**
Stifel 2025 Healthcare Conference, New York
- **November 18, 2025**
Jefferies London Healthcare Conference, London

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.

Simplifying Progress



Scan or click here to view this presentation.

SARTORIUS