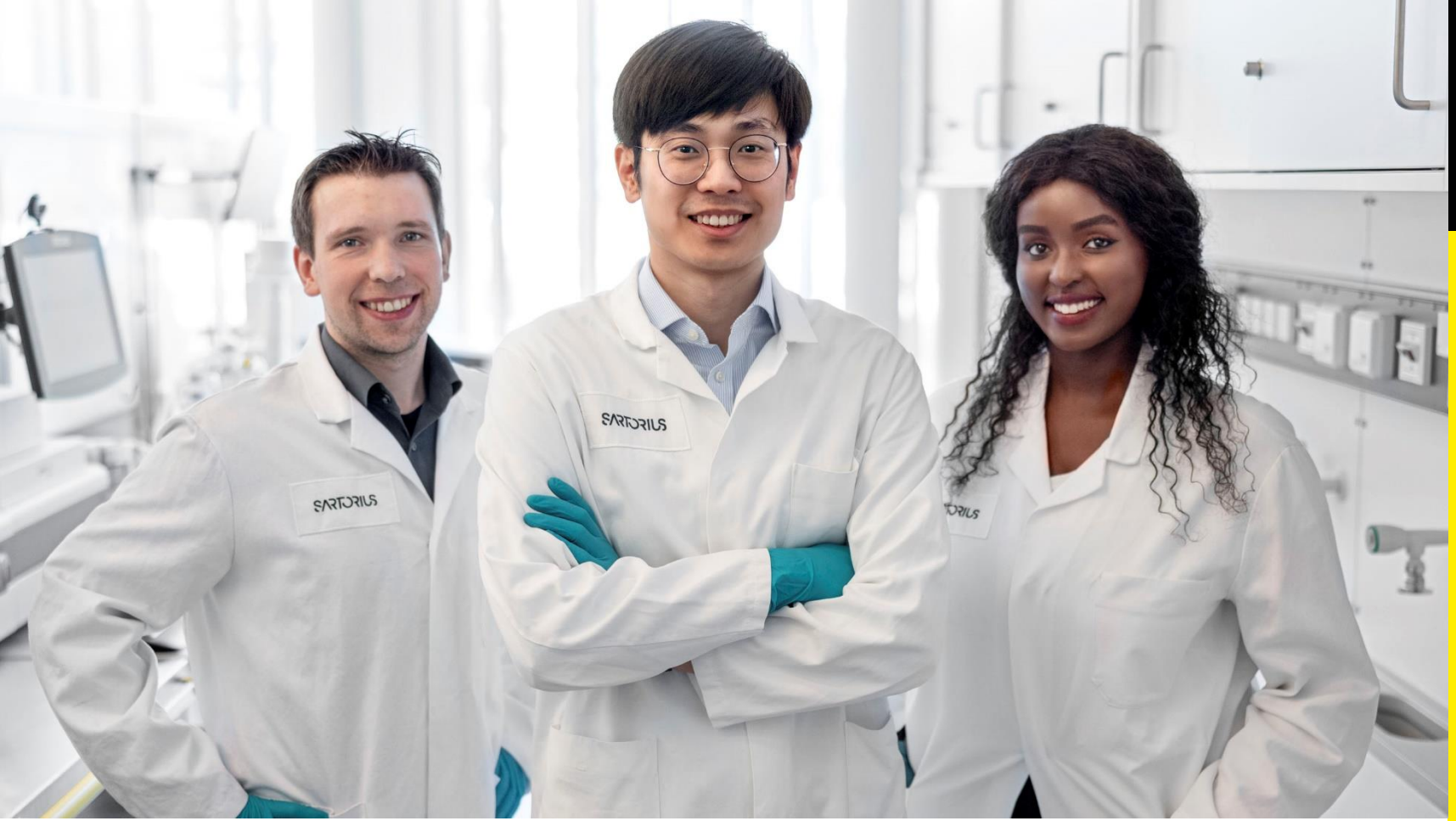

Simplifying Progress

Welcome to Sartorius

February 2025

Our ambition: Better health for more people

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.

Vision

We are a magnet and dynamic platform for pioneers and leading experts in our field. We bring creative minds together for a common goal: technological breakthroughs that lead to better health for more people.

SARTORIUS

Sartorius in 2024 numbers

~€3,4bn
Sales revenue

28.0%
Profit margin[1]

13,500+
Employees

~€410mn
Investments

60+
Locations worldwide

150+
Years of experience

1 Underlying EBITDA margin

13,500 employees united by strong values

Sustainability

Growing profitably and acting responsibly towards all stakeholders

Openness

Driving change and progress internally and externally

Enjoyment

Working in an energetic and rewarding environment

112 Nationalities

52% Younger than 40 years

39% Women

50% Joined since 2019

SARTORIUS

Two divisions with a clear focus on the life science industry

Offers a wide array of innovative technologies for the manufacture of biopharmaceuticals and vaccines as well as cell and gene therapeutics

80%
Bioprocess Solutions Division

20%
Lab Products & Services Division

~85%
with life science customers

Specializes in equipment and technologies for life science research and pharmaceutical laboratories

Simplifying Progress: Enabling the discovery and production of biopharmaceuticals

Bioprocess Solutions Division

Molecule development | Cell line and process development | Upstream & downstream production

Quality | Testing | Validation

Lab Products & Services Division

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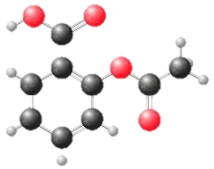
What are biopharmaceuticals?

Chemical drugs

Aspirin ($C_9H_8O_4$)



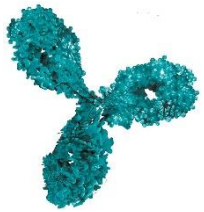
Small, simple molecules

Obtained via chemical synthesis

Administered in various ways

Biopharmaceuticals

Monoclonal antibody



Large molecules, cells or viruses

Produced with living cells in cell culture processes

Administered mainly intravenously

Advantages of biopharmaceuticals

- Target only diseased cells
- Fewer side effects
- Allow first-time or improved treatment of illnesses, e.g. cancer, multiple sclerosis, rheumatism

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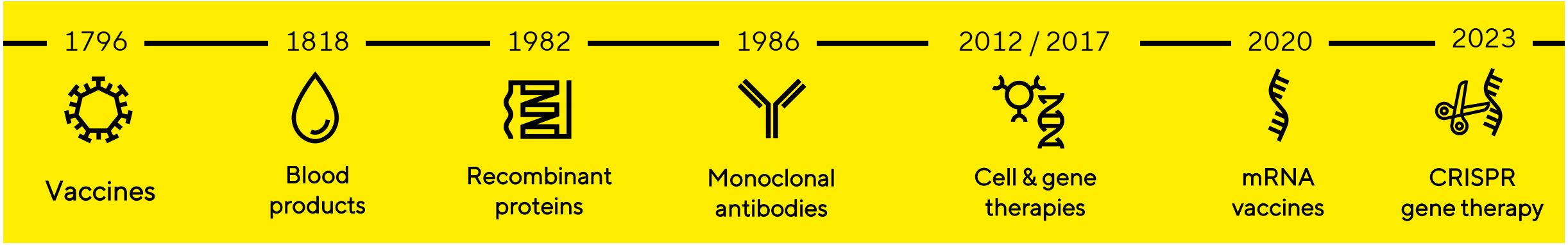
The promises of biologics: From established to new concepts

Breakthroughs at an ever-increasing pace and new forms of treatment offer hope for patients



19mn
Cancer diagnoses per year

400mn
People with rare diseases, >90 % without treatment options

1 in 9
People >65 years suffer from Alzheimer's disease

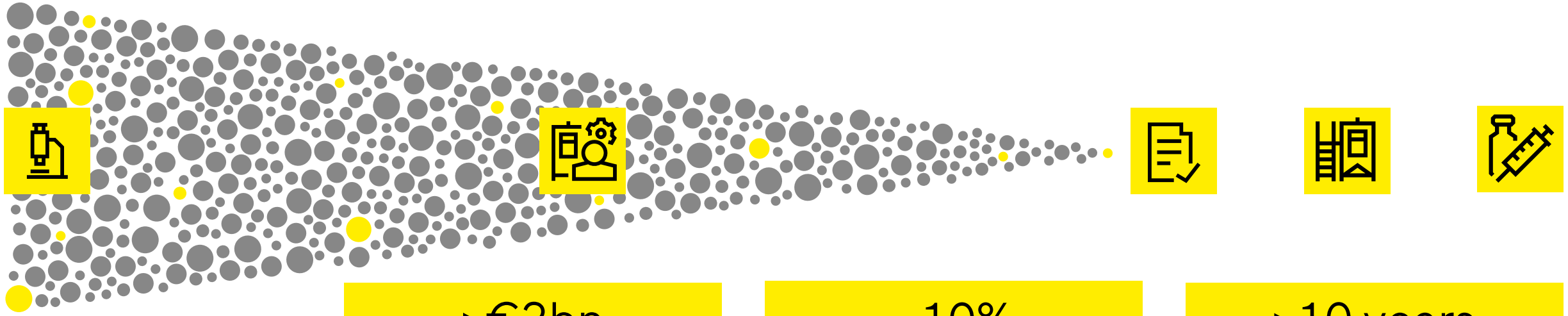
SARTORIUS

Many biotech medications are highly effective, but very expensive

Rheumatism	Blood cancer	Leukodystrophy
Monoclonal antibodies	CAR-T cell therapy	Gene therapy
		
~€12,000	~€240,000	~$4.25mn
Annual cost of treatment in GER	Cost per treatment in Europe	Cost per treatment in the USA

Only one out of 10,000 new drug candidates reaches the market

Drug discovery | Process development | Market approval | Commercial production



>€2bn
Average costs of developing a successful drug

~10%
Probability of clinical success (Phase I to approval)

>10 years
From drug discovery to approval

Schematic example of biologic drug discovery with data from the Association of the British Pharmaceutical Industry

Helping researchers in the labs to accelerate drug discovery

Our ambition

Reduce costly trial & error

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

Our solutions

Powerful bioanalytical tools and lab essentials

Live cell analysis

Cell characterization

Protein analysis

Cell selection

Pipetting

Weighing

Filtration

Water purification

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Once discovered also the manufacture of biologics remains complex

Providing technologies to increase productivity in bioprocessing

Our ambition

More efficient bioprocessing

- ☑ Set up safe and flexible processes
- ☑ Increase resource and material efficiency
- ☑ Reduce investments
- ☑ Enhance product yield

Our solutions

Technologies for all phases of drug manufacturing

Media & reagents

Bioreactors & fermenters

Chromatography

Filtration

Fluid management

Data analysis

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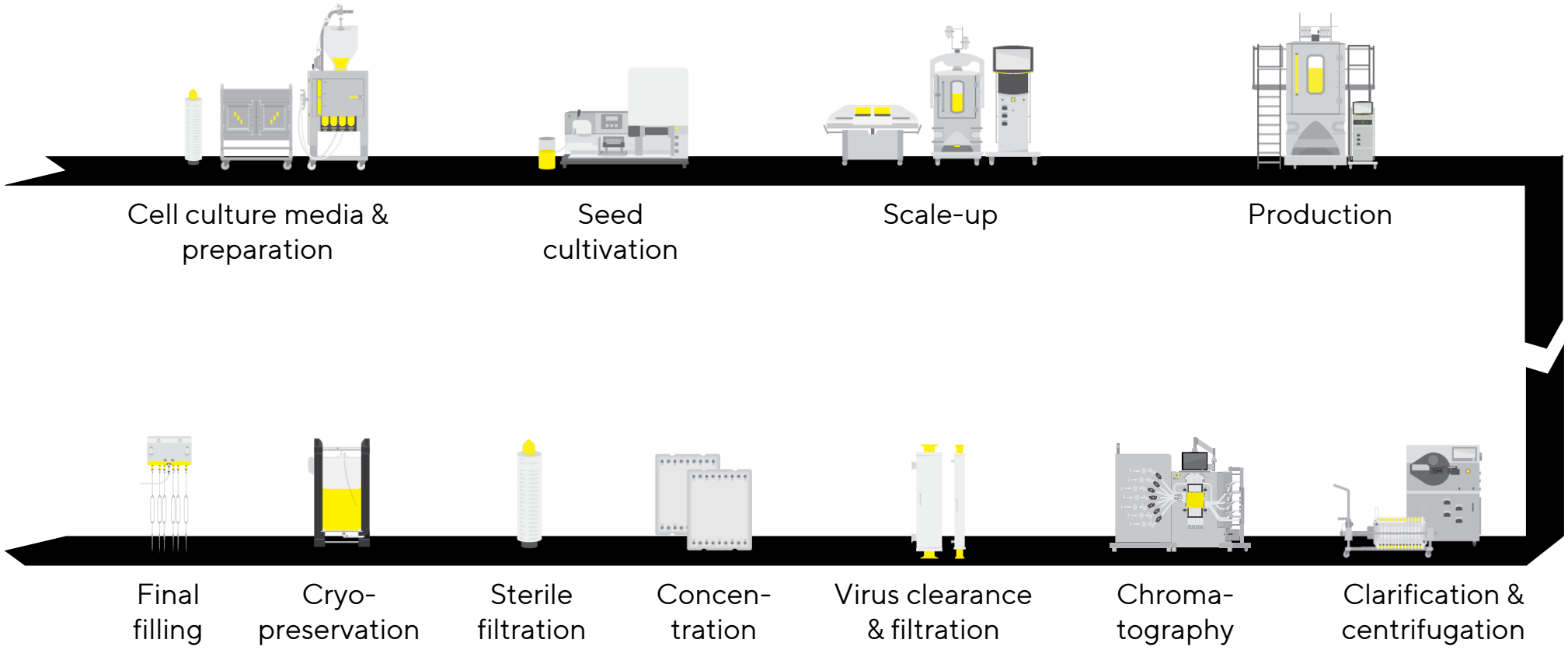
Offering integrated end-to-end manufacturing solutions

Upstream
Production of the desired drug

Downstream
Isolation and filling of the desired drug



Helping customers to reduce their environmental footprint

Single-use technologies

Process intensification

Data analytics

- No water-/energy-intensive cleaning
- Less cleanroom space, less energy usage
- Higher yields

Biostat® STR Bioreactors

Linkit® AX

Resolute® BioSMB

Ambr® 250HT Perfusion

Umetrics Suite

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Cell and gene therapies: New modalities, new challenges

Next generation biopharmaceuticals

Viral Vectors	mRNA	Stem Cells
Exosomes	DNA	New Vaccines

Innovative treatments for patients

9,000+ Candidates in development[1]

~100 Approved therapies worldwide

Enabling CGT: High need for innovation

- Robustness of production process
- Yields, productivity, cost-per-dose
- Time-to-market
- Regulation under development
- Manufacturing close to patients

1 Global Data, October 2024, CGT = Cell & Gene Therapies

Extensive technology platform for cell and gene therapy applications

Biological Industries	CellGenix	Xell	Albumedix	Polyplus
				
Cell culture media	**Growth factors and cytokines**	**Media and supplements**	**Recombinant Albumin**	**Transfection reagents and plasmid DNA**

+

Up & downstream solutions

+

Cell line development, plasmid design & manufacturing and testing services

SARTORIUS

How we innovate

Own Product Development
in areas of core competencies

- Separation
- Cell cultivation technologies
- Lab analysis
- Automation

Acquisitions
of complementary technologies

- Media & reagents
- Chromatography
- Bioanalytical instruments

Cooperations
with partners leading in their fields

- Process intensification
- Bioprinting
- Artificial intelligence
- Cell models

Recent focus; selected projects

Resilient global setup, well prepared for further growth

Customer proximity

Global resilience

Redundant capacities

Operational excellence

~€410mn
Investments 2024

Opened in 2024
Selected projects

Marlborough, USA
Center for Bioprocess Innovation

Ann Arbor, USA
Bioanalytical products & services

Current investments
Selected projects

Göttingen, Germany
Filters

Songdo, South Korea
Media, bags, filtration, labs, training

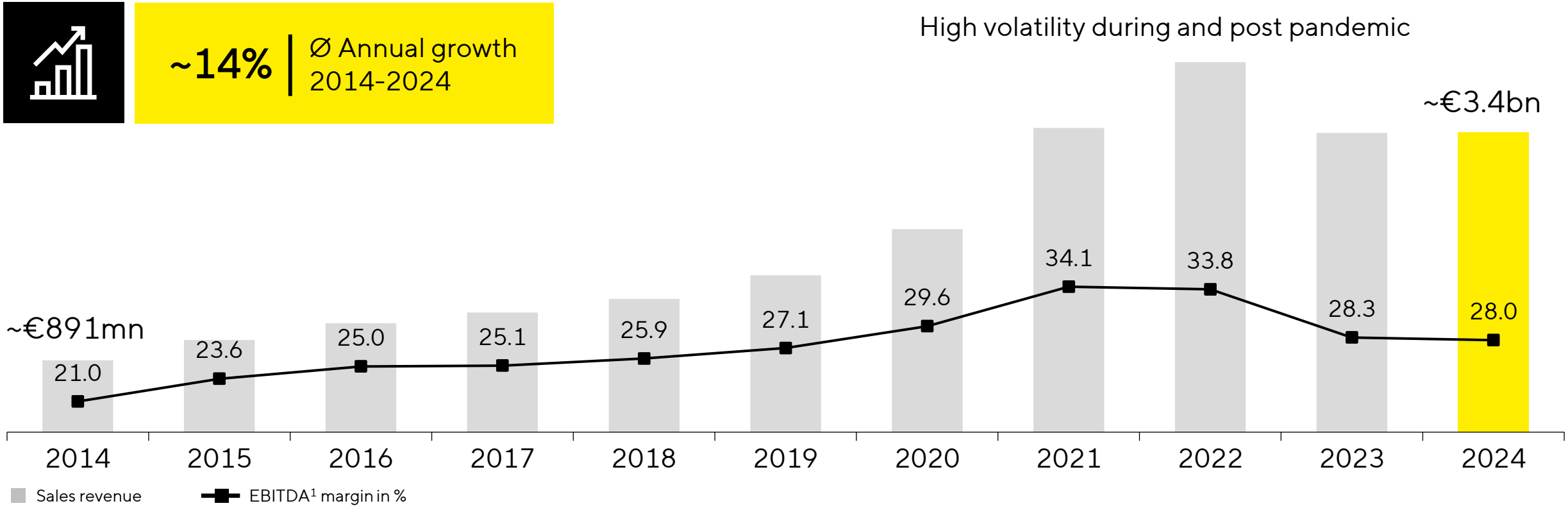
Freiburg, Germany
Cell culture components

Aubagne, France
Clean rooms, product development, labs

Expansion of production & R&D capacities; selected current projects

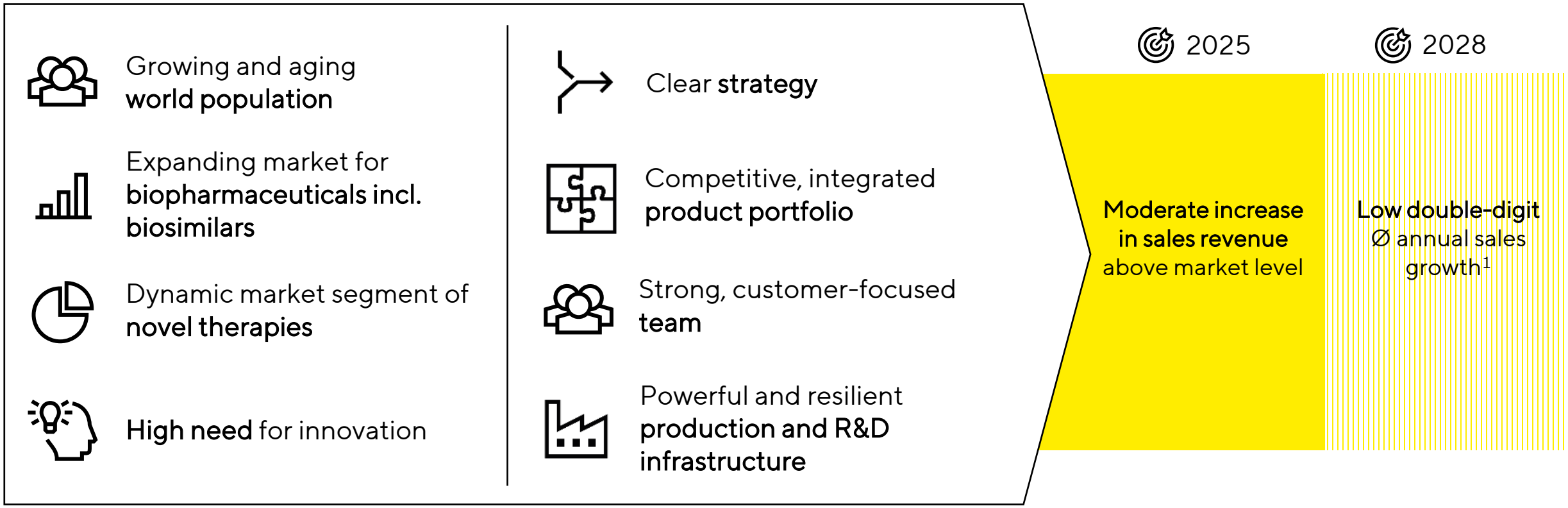
Strong financial track record; profitable growth

~14% | Ø Annual growth 2014-2024



Sales CAGR for continued operations, in constant currencies; EBITDA margin excluding extraordinary items

Ambitions backed by strong market fundamentals



1 Thereof around a fifth through acquisitions

Ambitious sustainability agenda in implementation

2030 mid-term ambitions

~10%
av. reduction of CO_2eq emission intensity p.a. (Scopes 1-3)

Zero
avoidable[1] emissions in Scopes 1 and 2

100%
electricity from renewable sources

2045 long-term ambition

Net-zero emissions

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

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

Simplifying Progress

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