



# Q3 2024 Results presentation

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Dr. Almuth Steinkühler, CFO

*The fiscal year 2024 runs from October 2023 to September 2024.*

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# Strategy & Business Update

Andreas Reisse, CEO

# Strong Q3 results led to increase in revenue guidance for full year

**Revenue<sup>1</sup>:  
EUR 268m (+21%)**



Accelerated momentum in Q3 led to strong double digit revenue growth

**EBITDA margin<sup>1</sup>:  
28.2%**



Strong profitability significantly increased year-over-year while considerable ramp-up costs were covered

**HVS share  
of 53% in 9M 2024**



Continued expansion of HVS revenue share to achieve mid-term target of 60%

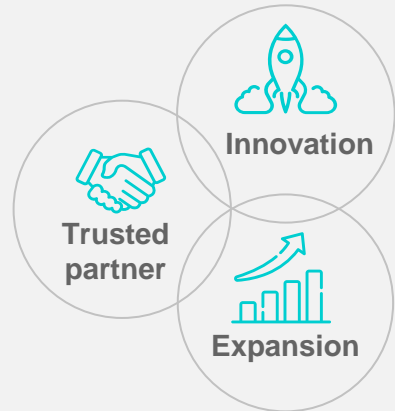
<sup>1</sup> At constant currencies

# Focusing on HVS expansion by executing growth strategy, supported by resilient market trends

## Significant market opportunities

- GLP-1
- mRNA
- ADCs
- Subcutaneous administration
- Homecare
- Manufacturing transformation
- ...

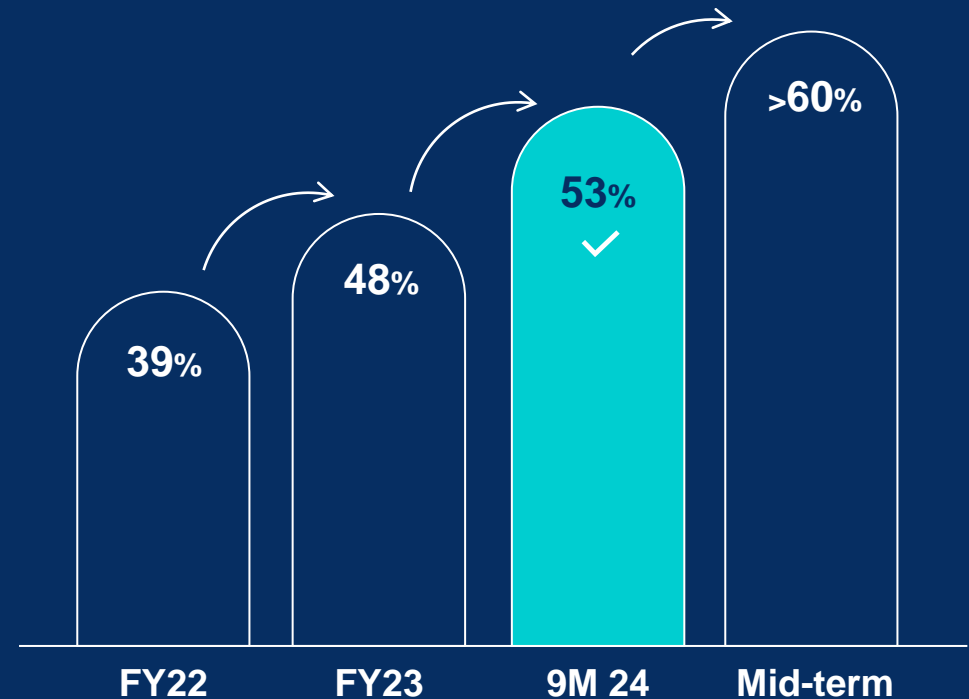
Market



Strategy



## Shift to HVS



# Driving innovation with the industry



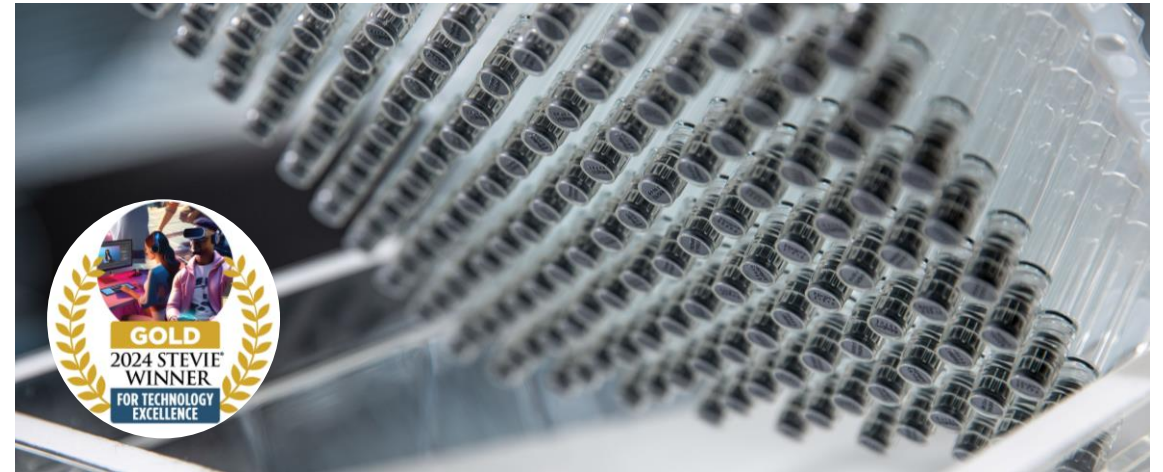
## Enhancing subcutaneous homecare treatments

Market introduction of **large volume RTU cartriQ® cartridges** for on-body devices to treat cancer, genetic disorders, and immunological diseases

10 ml cartridges enable large volume on-body applications that increase patient convenience and reduce costs for the healthcare system

Used with Ypsodose, the fully assembled device is the first prefilled and preloaded device on the market

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## Transforming operational efficiency and sustainability

Increased numbers of prefillable polymer syringes per nest in **SCHOTT TOPPAC® Nest 160** to store vaccines, diluents, and dermal fillers

New nest design allows pharma companies to increase efficiency by up to 67%, significantly reduce manufacturing costs, and reduce product carbon footprint by 17%

**SCHOTT**  
PHARMA

# All expansion projects proceeding



## Hungary: Progress after start of production

Customer qualifications for prefillable glass syringes running  
Next expansion phase in planning



## Germany: Production line capacity added

Additional production line for prefillable polymer syringes in operation



## Serbia: Production readiness advanced

Machinery for production lines in installation



## U.S.: Preparations for new syringe production

Planning for the new facility for prefillable syringes in Wilson, North Carolina started



# Financial Update

Dr. Almuth Steinkühler, CFO



# Key financial figures for Q3 2024

Revenues

**EUR 268m (cc<sup>1</sup>)**



EUR 254m (rep.)



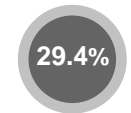
EBITDA

**EUR 76m (cc<sup>1</sup>)**

Margin



EUR 74m (rep.)



CAPEX<sup>2</sup>

**EUR 24m**



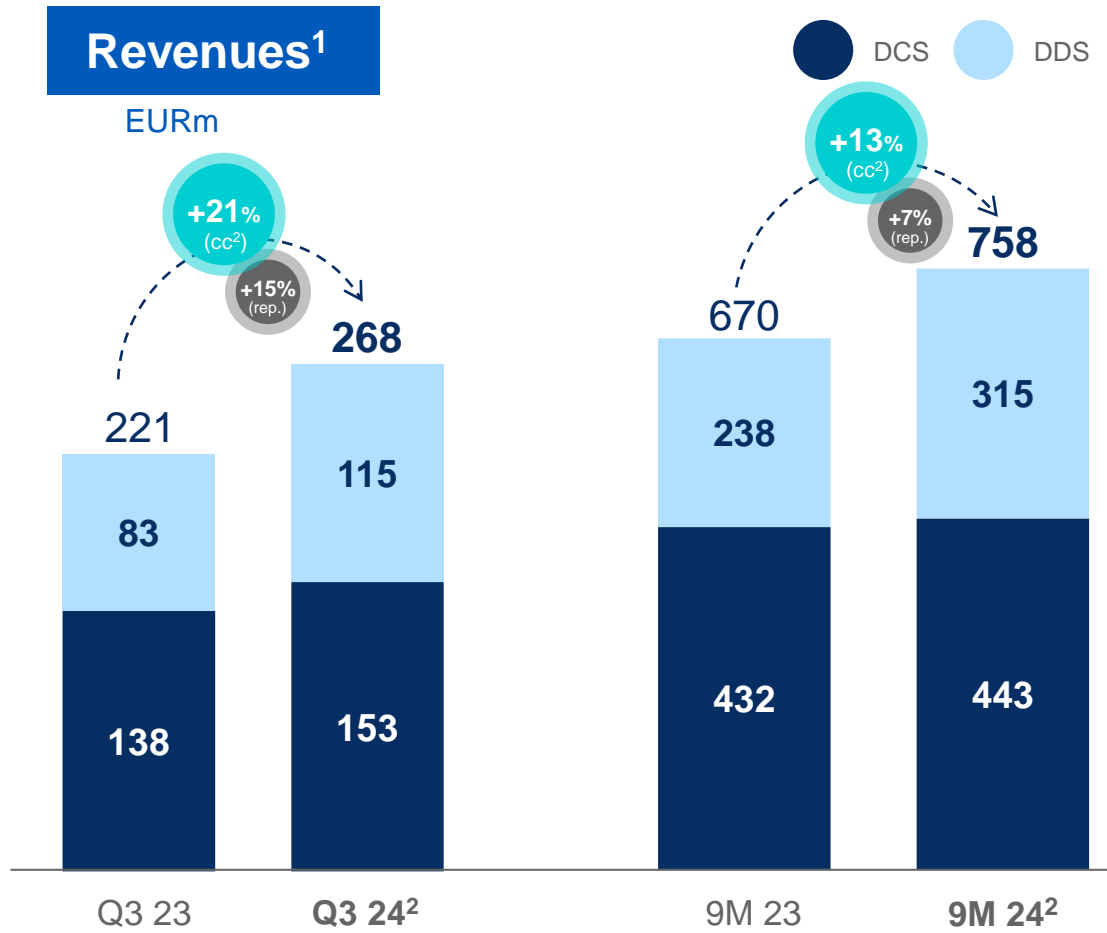
EPS

**EUR 0.31**



<sup>1</sup> At constant currencies; <sup>2</sup> Capex excluding leasing

# Accelerated revenue growth driven by record DDS quarter



<sup>1</sup> Segment split excluding consolidation effects, <sup>2</sup> At constant currencies

## Key developments

**Highest ever quarterly revenues supported by the DDS segment with strong double digit growth rates, fueled by high demand for prefillable syringes**

**Intact market demand** as well as further **capacity expansions** led to continued **increase of HVS revenue share**

**DCS segment with strong growth**, reflecting the gradual improvement in demand in core vials – other product categories with continued growth

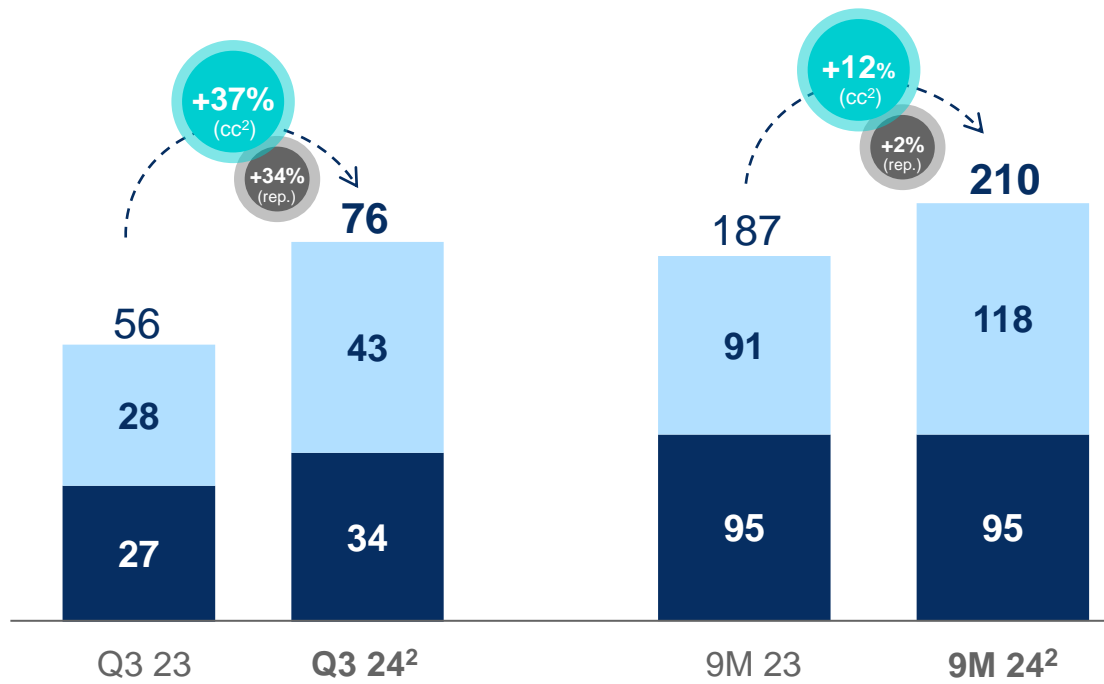
# Strong Q3 2024 profitability alongside investment in expansion projects

## EBITDA<sup>1</sup> and margin

● DCS ● DDS

EURm

25.1% 28.2% — EBITDA margin — 28.0% 27.7%



<sup>1</sup> Segment split excluding consolidation effects, <sup>2</sup> At constant currencies

## Key developments

**Strong EBITDA performance in DDS at constant currencies** was driven by economies of scale, and also includes ramp-up cost in Hungary

Continued **gradual EBITDA and margin improvement in DCS** due to revenue growth and thorough cost management, offsetting the impact of **underutilization in vials** and **ramp-up costs in Serbia**

Only **marginal FX headwinds of EUR 1m** in Q3

# Continued high cash flow generation

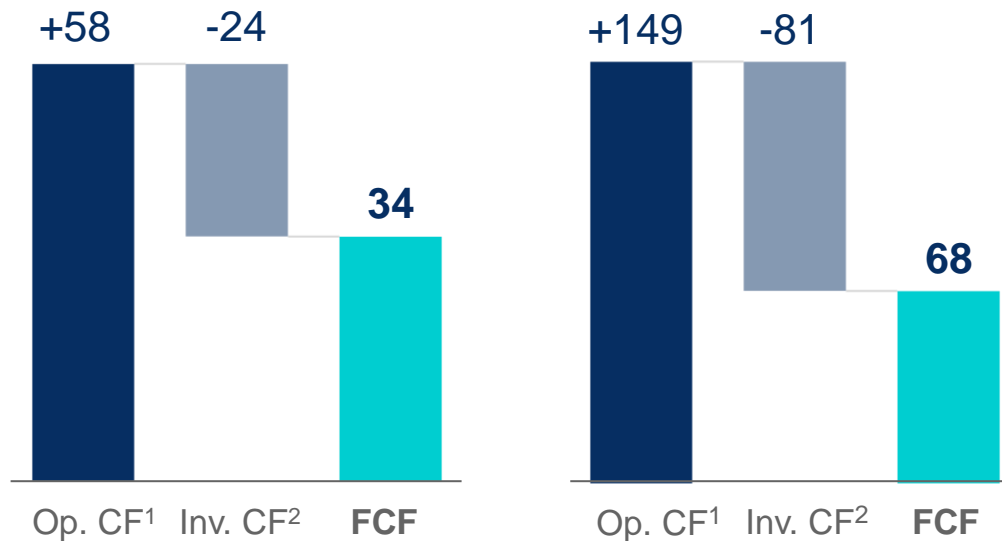
## Free cash flow

EURm

Q3 24

Period

9M 24



<sup>1</sup> Op. CF = Cash flows from operating activities; <sup>2</sup> Inv. CF = Cash flow from investing activities

## Key developments

**Strong operating cash flow after 9M 2024** more than offsets growth investments into expansion of capacities

Investments after 9M 2024 continued to be dominated by the **expansion of capacities to execute on HVS strategy**

# Guidance for FY 2024 increased and mid-term confirmed

	FY 24	Mid-term
Organic revenue growth <sup>1</sup>	<b>11% – 13%</b> (old: 9% - 11%)	Above 10% CAGR
EBITDA margin <sup>1</sup>	<b>Approx. prior year's level</b> (incl. ramp up of EUR 10-15m)	Low 30s%

## Additional information for FY 24

**HVS share:** >50%  
(old: ~50%; mid-term target >60%)

**CAPEX<sup>2</sup>:** EUR 165 – 185m

**Dividend:** 10% – 20% payout ratio

<sup>1</sup> At constant currencies; <sup>2</sup> Capex excluding leasing



# Outlook

Andreas Reisse, CEO

# Continuing our successful equity story



The strong Q3 results underpin our confidence to **increase our full year guidance**



**Innovation** will remain our growth driver, enabling us to tap into **pharma megatrends**



We serve the **critical needs** of our customers based on **strong, trusted and long-term relationships**



We further expand our **HVS capacities** to capitalize on **attractive business opportunities**



We **pioneer across ESG initiatives**, reinforcing our commitment to the Paris Agreement

Thank You



Next financial event

December 12, 2024:  
FY results

February 4, 2025:  
Annual General  
Meeting