



FY 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



A year of success



Full-year targets surpassed
with continued strong
revenue growth at high
profitability levels



HVS ambitions exceeded -
55% of revenue stemmed
from strong-margin
high-value solutions



Promotion to MDAX
underlines the markets'
appreciation







Expanded global footprint
by continuously increasing
production capacities





Strong innovation pipeline
with marketed and newly
launched products along
pharma megatrends

Strong performance: All FY 2024 targets achieved after guidance raise

| | <u>FY 2024 Guidance</u> | <u>FY 2024 Actuals</u> |
|---|--|---|
|  Organic revenue growth¹ | 11% – 13% (initially: 9% - 11%) |  12% |
|  EBITDA margin¹ | Approx. prior year's level (incl. ramp up of EUR 10-15m) |  27.8% (previous year: 26.6%) |

Additional information

-  **HVS revenue share**
55%
-  **CAPEX²**
EUR 145m
-  **Dividend**
16% payout ratio of net income, equals 0.16 EUR per share

¹At constant currencies; ²Capex excluding leasing

SCHOTT Pharma captured strong demand along all 2024 pharma megatrends

Current market developments along megatrends

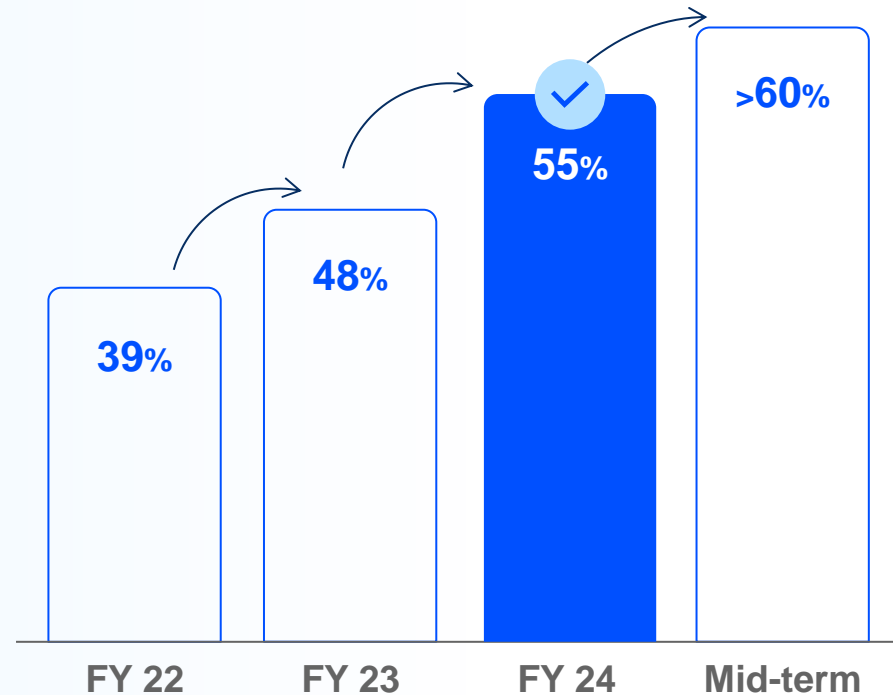
| | |
|----------------------------|---|
| GLP-1 | Taking off, further applications emerging |
| mRNA | Huge potential including and beyond vaccines |
| ADCs | Personalized cancer therapies based on antibodies |
| SubQ | Intravenous to subcutaneous: cost and time efficiency |
| Homecare | Increased patient comfort, lower healthcare costs |
| Manufacturing shift | Shift to RTU, supported by regulatory |
| Sustainability | Transition towards more sustainable processes |



SCHOTT Pharma ideally positioned with broadest industry portfolio

| |
|--|
| Prefillable glass syringes, (RTU) cartridges |
| Prefillable polymer syringes, RTU vials |
| Specialty vials, i.e., coated (RTU) vials |
| Large-volume prefillable glass and polymer syringes, cartridges |
| Prefillable glass and polymer syringes, cartridges |
| Extensive RTU portfolio: vials, cartridges, glass and polymer syringes |
| Closed-loop recycling and optimized nests with significant lower waste |

Growth strategy drives HVS shift: Strong innovations and capacity expansion



In-demand future technologies

Strong-margin products amplify profitability

HVS broadens market share

Our innovations continue to serve market demand and pharma trends



Boosting operational efficiency and sustainability along value chain

Optimized nest designs for prefillable polymer syringes **and** RTU cartridges allow pharma companies to greatly increase efficiency, while significantly reducing manufacturing costs and product carbon footprint



Enabling patient-centric drug administration

Introduction of large volume RTU cartridges for on-body injectors and prefillable polymer syringes for infusion of large drug dosages



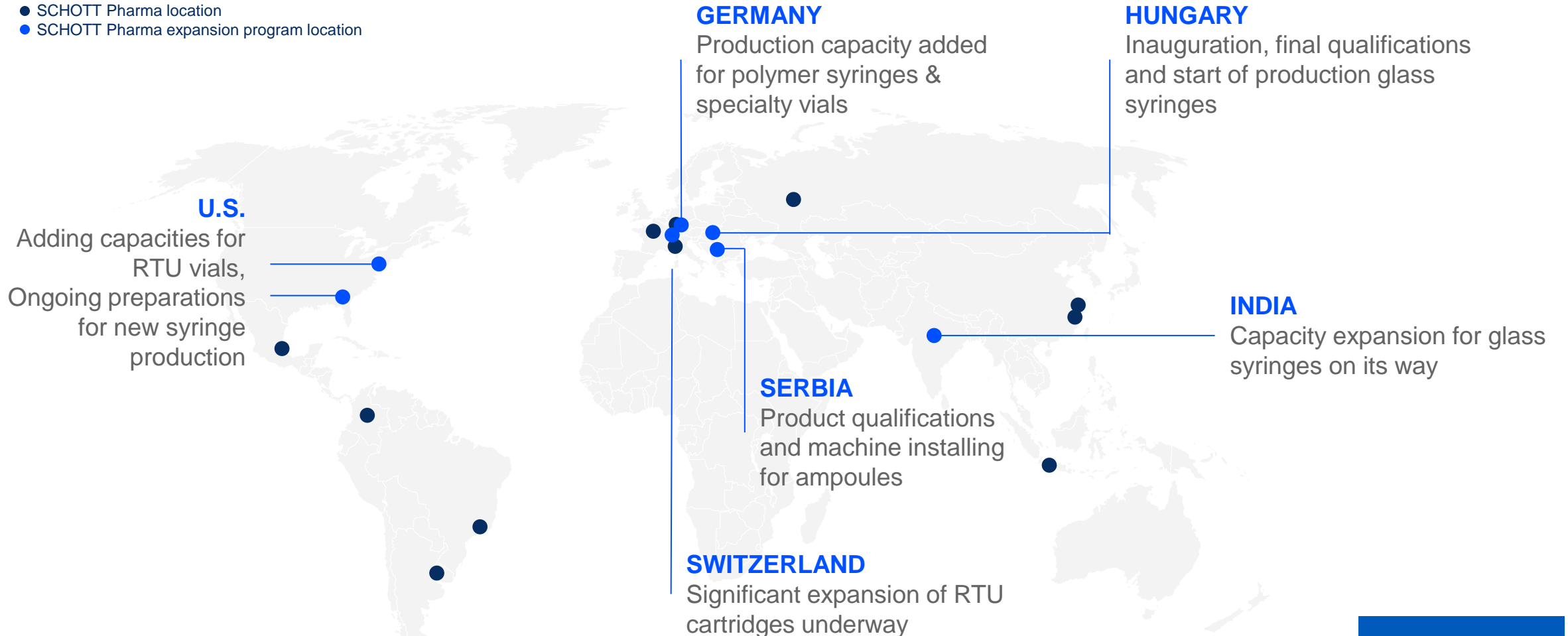
Improving efficiency, safety and product quality with RTU innovations

Strategic industry alliance with Stevanato and Gerresheimer to highlight RTU configurations' advantages and promote market acceptance of RTU products

Expanding global production network with a focus on HVS capacity



- SCHOTT Pharma location
- SCHOTT Pharma expansion program location



Financial Update

Dr. Almuth Steinkühler, CFO



Key financial figures for Q4 2024

Revenues

EUR 237m

+9% at constant currencies

+ 4%

EBITDA

EUR 66m

27.9% margin at constant currencies

Margin
27.9%

CAPEX¹

EUR 65m

- 24m

EPS

EUR 0.23

- 2%



¹Capex excluding leasing

Key financial figures for FY 2024

Revenues

EUR 957

+12% at constant currencies

+ 7%

EBITDA

EUR 258m

27.8% margin at constant currencies

26.9%

Margin

CAPEX¹

EUR 145m

- 30m

EPS

EUR 0.99

- 1%



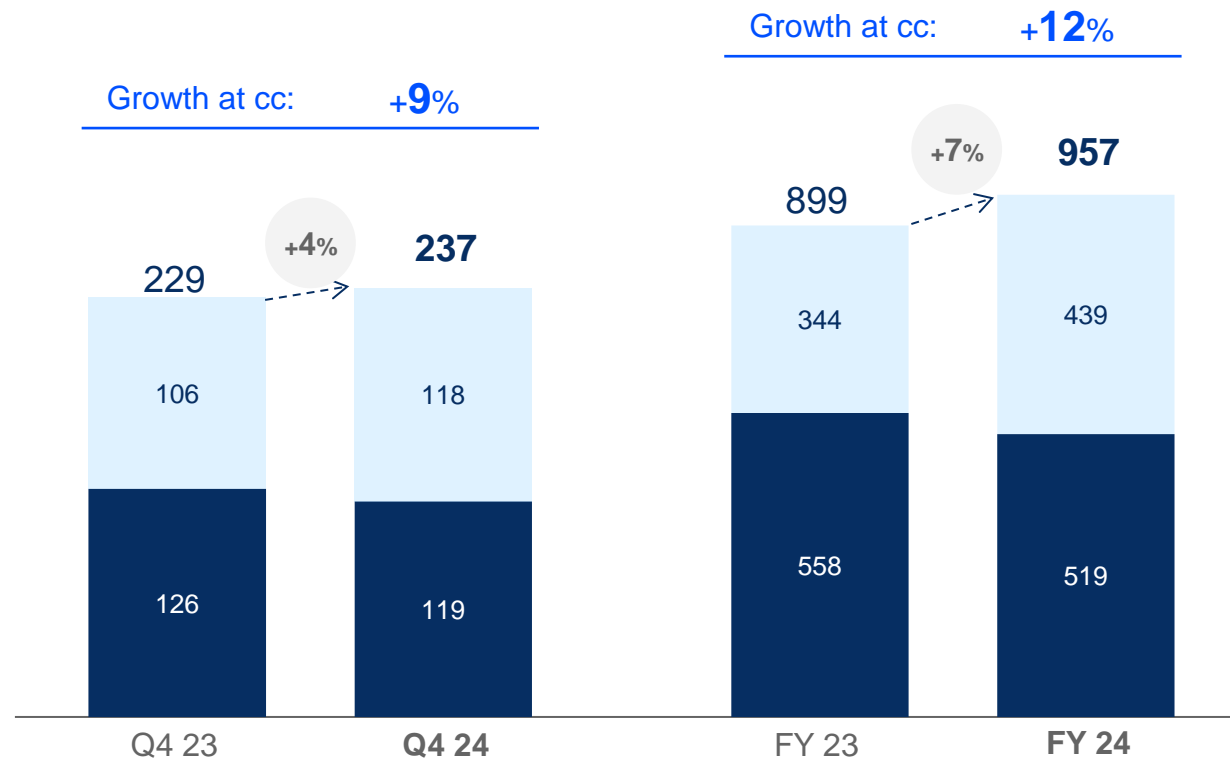
¹Capex excluding leasing

Strong Q4 growth drives revenue to upper end of increased guidance

Revenues¹

EURm

● DCS ● DDS



Key developments

With a **strong year-end finish**, revenue growth at the upper half of increased FY 2024 guidance

Strong DDS performance as main revenue driver, with **good momentum in glass syringe** business in Q4

DCS with **solid growth** in FY 2024 and Q4; continued **increase in order intake**

Negative FX effects in FY 2024 mainly related to the Argentine Peso, Hungarian Forint and Swiss Franc

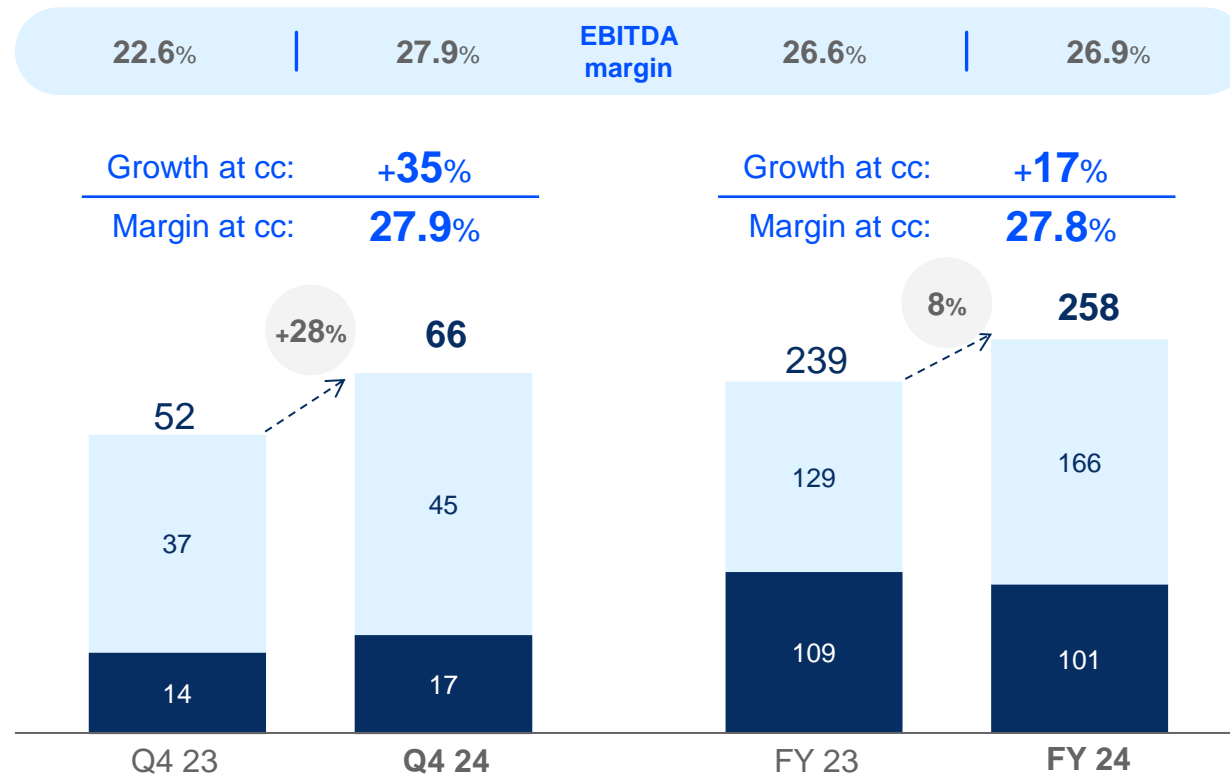
¹ Segment split excluding consolidation effects, CC = At constant currencies

Strong profitability despite ongoing investments into expansion and innovation

EBITDA¹ and margin

EURm

● DCS ● DDS



Key developments

Record FY margin supported by strong performance in both segments

DCS margin held up well in seasonal weakest quarter, with **cost savings** leading to a strong yoy increase

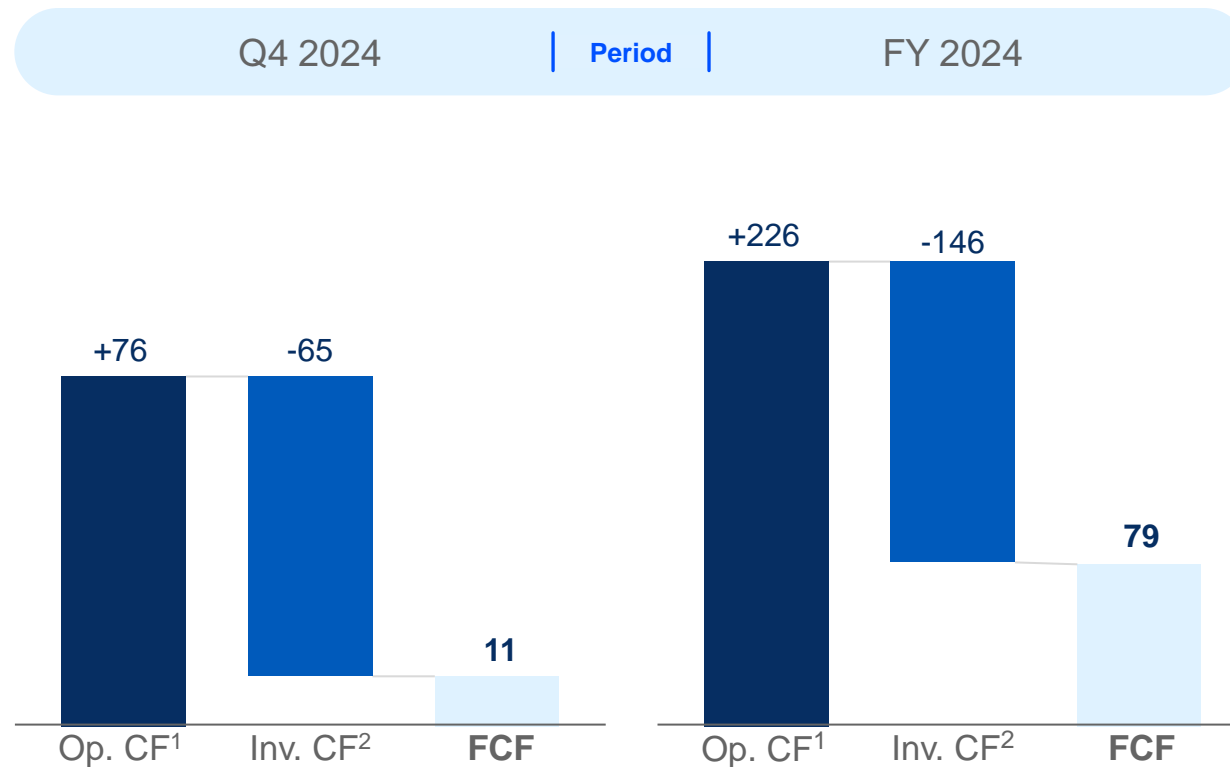
DDS achieved a high quarterly margin in Q4 2024, notably expanding profitability despite Hungary ramp-up

¹ Segment split excluding consolidation effects, CC = At constant currencies

Continued high cash flow generation supports future growth

Free cash flow

EURm



¹ Op. CF = Cash flows from operating activities; ² Inv. CF = Cash flow from investing activities

Key developments

Strong free cash flow development

High operational cash flow driven by strong EBITDA and improved WC performance

Majority of **FY 2024 investments** relate to the ongoing HVS capacity expansion program

Sustainability as a key driver to ensure future success

Strategic Goals



**We strive for Climate
Neutrality by 2030**



**We pioneer sustainable solutions
within the pharma industry**



**We live our mission through our
committed and diverse workforce**

Achievements in FY 2024

Reiterated commitment to Paris climate agreement, including SBTi certification

Decarbonization program in second phase, aiming to reduce supply-chain carbon footprint by 70%

Recognized partner, speaking e.g., at the Pfizer Net-Zero Supplier Summit or client workshops

Received Ecovadis Gold Sustainability Rating again

Successful ton-scale pilot study with Corplex and Takeda on closed-loop recycling

New blister-free syringe concept developed with Alliance to Zero partners Schreiner
MediPharm and Körber Pharma



Optimized nests for prefillable polymer syringes and RTU cartridges transform operational
efficiency and sustainability

High Employee Commitment Index of 83

24% of leadership roles are held by women

Women and men are equally represented on the Management Board and Supervisory Board

Financial guidance for FY 2025 and mid-term targets

| | FY 2025 | Mid-term |
|---|--|----------------|
|  Organic revenue growth¹ | High single digit | Above 10% CAGR |
|  EBITDA margin¹ | Approx. prior year's level (FY 2024: 26.9%) | Low 30s% |

Additional information for FY 2025

HVS share
~55% (mid-term target >60%)

CAPEX²
EUR 160 – 190m

Dividend
10% – 20% payout ratio

¹At constant currencies; ²Capex excluding leasing

Outlook

Andreas Reisse, CEO



Executing our growth strategy to capitalize on long-term and stable market trends

Pharma megatrends



GLP-1



mRNA



ADCs



SubQ



Homecare



Manufacturing
shift



Sustainability

Market environment 2025

Expected **demand volatility** creates cautious market sentiment

Major growth technologies will continue to develop, approaching commercialization

Further **long-term contracts** signed with Big Pharma for GLP-1



Commitment to continue growth strategy



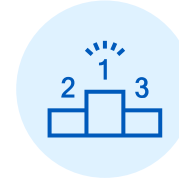
Our priorities stay consistent



Continue profitable growth trajectory in the short- and the mid-term



Continue HVS expansion with the aim of reaching >60% share from strong-margin high-value solutions in the mid-term



Further drive innovation leadership by developing new solutions along pharma market trends



Continue global expansion of production capacities to deliver future growth, especially for the HVS business



Further pioneer ESG initiatives in the industry reinforcing our commitment to the Paris Agreement

Thank You



Next financial events

Feb 4, 2025:
Annual General Meeting

Feb 13, 2025:
Q1 2025 results



Next conference participations

Jan 13-15, 2025:
J.P. Morgan Global
Healthcare Conference
San Francisco

Jan 13-15, 2025:
Oddo BHF German
Investment Seminar
New York

Jan 16, 2025:
Baader German
Corporate Day
Toronto

Jan 22, 2025:
Kepler Cheuvreux
German Corporate Conference
Frankfurt