

Q3 2025 – Results presentation

Andreas Reisse, CEO | Reinhard Mayer, CFO

The fiscal year 2025 runs from October 2024 to September 2025.

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Welcome

Andreas Reisse, CEO
Reinhard Mayer, CFO



SCHOTT Pharma's new CFO: Reinhard Mayer

Appointed as CFO of SCHOTT Pharma as of August 1, 2025.

Background

Graduate in industrial engineering, with extensive leadership experience in corporate finance, controlling, and IT.

More than 20 years in CFO positions, most recently at Denmark-listed Nilfisk Holding A/S, prior to that at Hansgrohe SE (Germany) and Getinge Group (Sweden).

Strong track record in shaping growth strategies, coupled with a broad M&A experience, and always focusing on sustainable business performance improvements.



Strategy and Business Update

Andreas Reisse, CEO



Solid Q3 performance driven by strong HVS demand



EUR **256**_m

Revenue

(+3 % at constant currencies)

Revenues increased against a high prior-year base, mainly driven by DCS, while DDS declined slightly



EUR **83**_m

EBITDA

(record margin of 31.7 % at constant currencies)

Profitability advanced thanks to an increased shift to HVS and sustained progress in efficiency improvements



60%

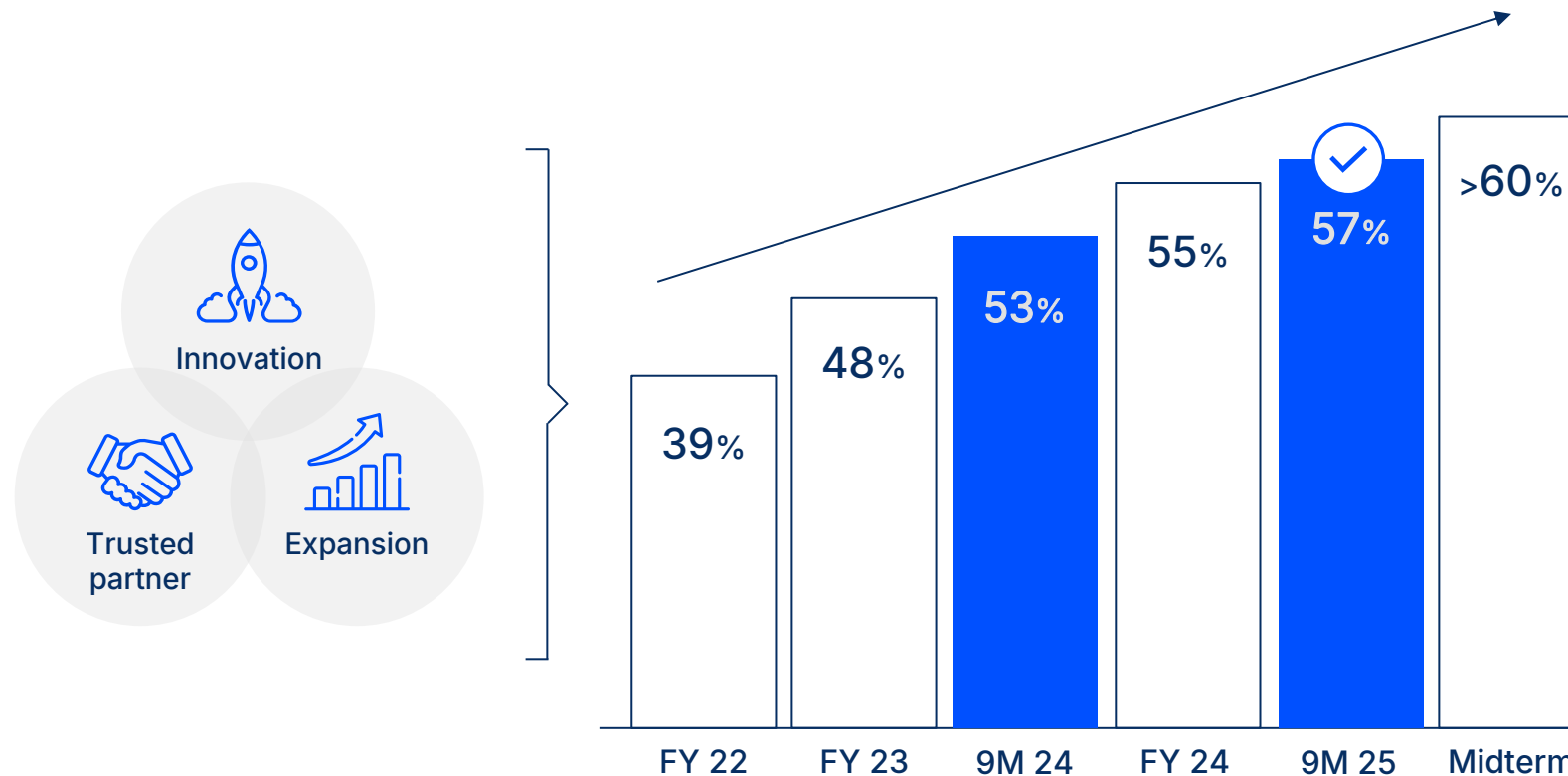
HVS revenue share

(+5 percentage points)

Strong development driven by high demand for specialty vials and RTU products



Ongoing shift towards HVS as main growth driver



The success behind HVS

Excellent strategy based on pharma trends in combination with innovations and execution of expansion projects.

Success is reflected by continuous increase of HVS share.

HVS products are driving growth and margin expansion.



Driving growth built on trust

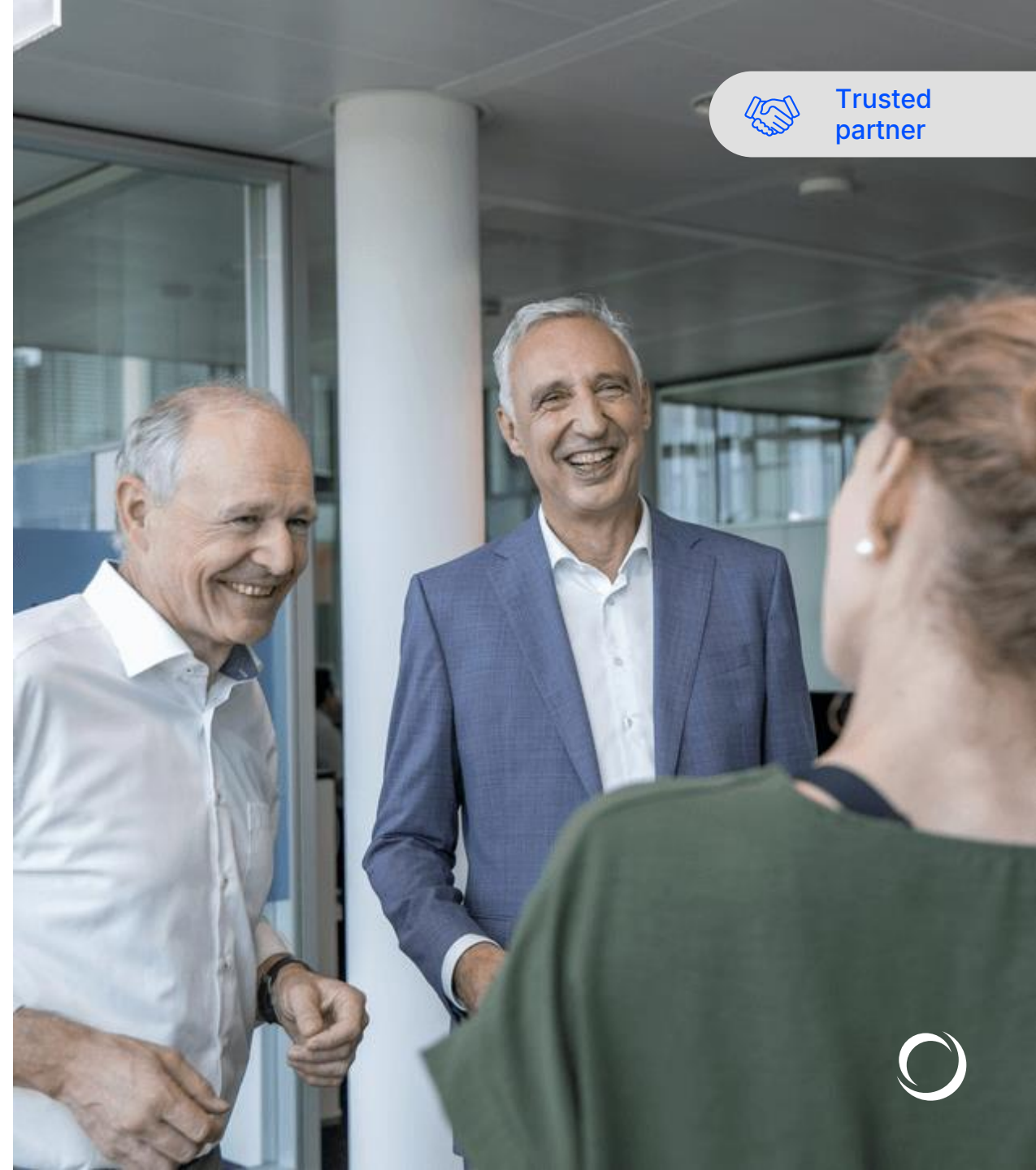


Exceptional results in customer survey 2025

Participation of 168 customers across 37 countries

Customer Loyalty Index of 90 points

High-quality products, sales performance and order processing as key success factors



Trusted
partner





Pushing innovations along pharma trends



Enabling large-volume home administration

To empower patients to self-administer substantial amounts of medication subcutaneously (subQ) at home, SCHOTT Pharma and SHL Medical have joined forces to introduce the first large-volume sterile cartridge in an autoinjector. Customers benefit from accelerated time-to-market.



Introducing the first ready-to-use polymer cartridge

To meet the growing demand for sensitive biologics and patient-friendly administration, SCHOTT Pharma expands its portfolio with a sterile polymer cartridge. The first in the industry to comply with ISO standards, offering enhanced design flexibility, device compatibility and safety for next-gen drug delivery.



Leveraging opportunity for green transformation

With SCHOTT AG breaking ground on the industry's first electric melting tank, set to start production in 2027, SCHOTT Pharma will be able to cut its product carbon footprints significantly.

Many leading pharma customers already opted for the new glass, which is qualified across all SCHOTT Pharma product categories and sites.





Meeting growing demand with expansions



Starting commercial glass syringe supply in Hungary

Production lines for prefillable glass syringes, used to store a wide range of medications from GLP-1 drugs to critical vaccines and innovative biologics, have successfully undergone customer qualifications and delivery has started.



Expanding sterile cartridge capacities in Hungary

With an investment of more than EUR 100m, SCHOTT Pharma will expand its manufacturing capacity for ready-to-use (RTU) cartridges in Hungary to meet growing demand for diabetes and obesity therapies.



Financial Update

Reinhard Mayer, CFO

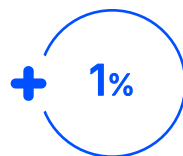


Key financial figures for Q3 2025

Revenues

EUR 256m

+3% at constant currencies



EBITDA

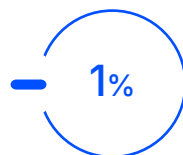
EUR 83m

31.7% margin at constant currencies



EPS

EUR 0.30



CAPEX¹

EUR 38m



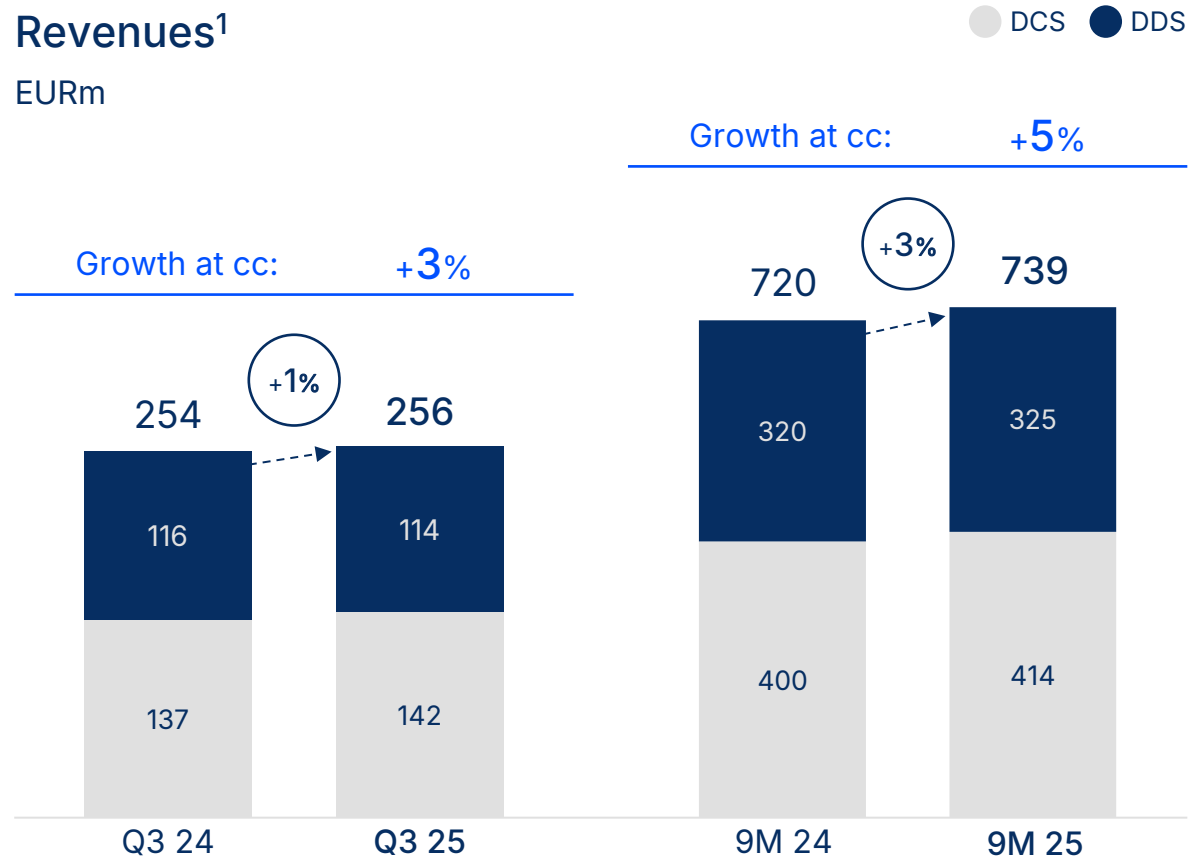
¹Capex excluding leasing



Resilient Q3 performance amid high prior year base

Revenues¹

EURm



¹ Segment split excluding consolidation effects, cc = at constant currencies



Key developments

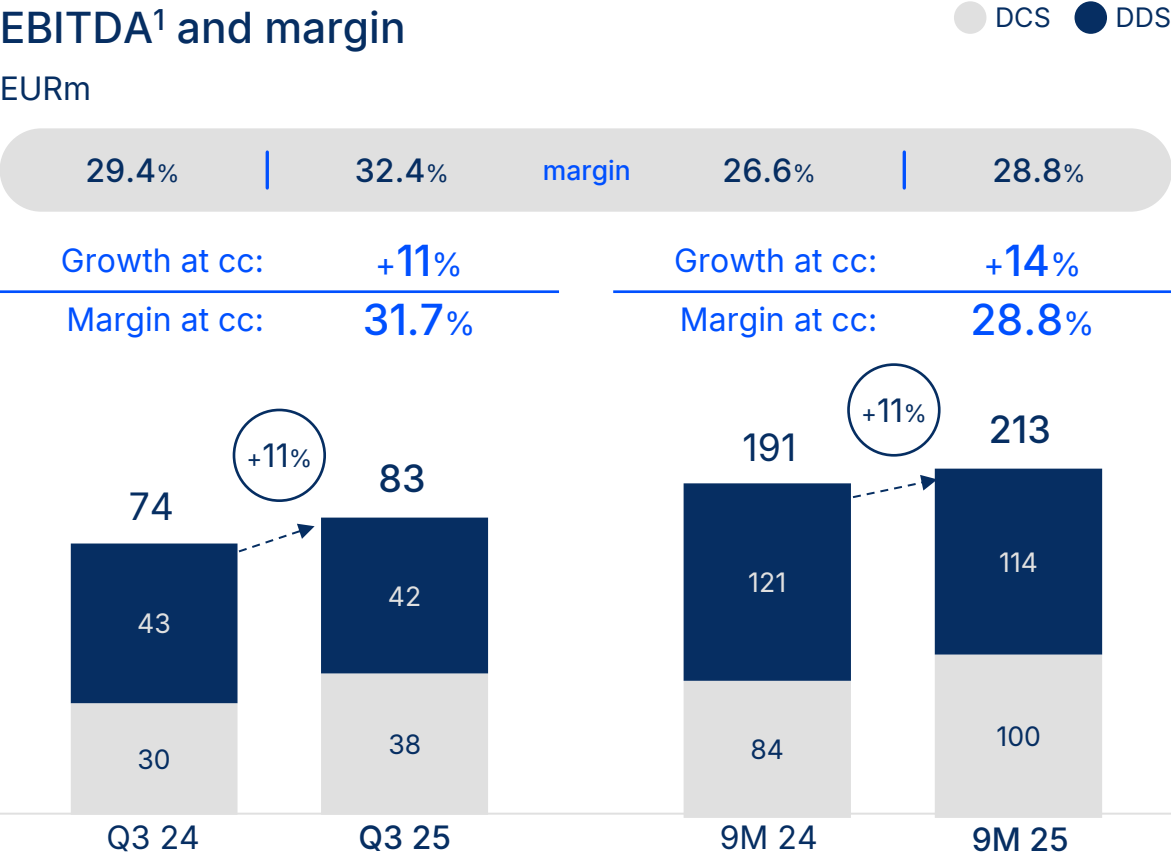
Solid revenue growth against a record prior-year quarter with >20% growth at constant currencies.

DCS growth driven by strong HVS momentum, particularly fueled by high demand for sterile cartridges and specialty vials.

DDS revenue declined slightly against the high level of the prior year's quarter: continued high demand for glass syringes compensated for muted polymer syringe demand as anticipated.



Product mix, cost benefits result in record margin



¹ Segment split excluding consolidation effects, cc = at constant currencies



Key developments

Significant profitability improvement as a result of a product mix shift towards HVS as well as efficiency gains.

DCS profitability increased strongly, thanks to a better HVS mix and efficiency gains despite continued vial underutilization.

DDS EBITDA held up in Q3 thanks to robust glass syringe performance, offsetting lower polymer utilization.

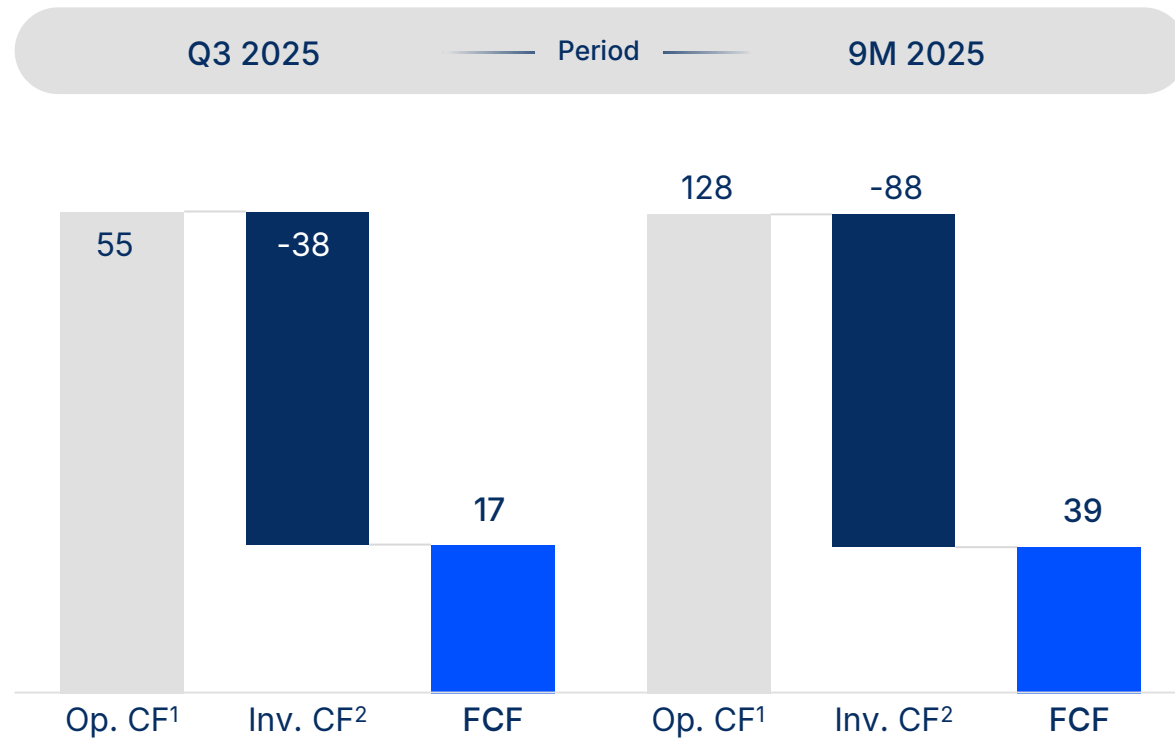
Negligible FX effects in Q3 and 9M 2025.



Growth investments funded by positive cash flow

Free cash flow

EURm



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



Key developments

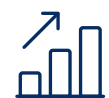
Higher working capital and increased tax payments offset the positive contribution from increased EBITDA in the quarter.

Capital expenditure developed as planned.

Solid free cash flow generation.



FY 2025 guidance specified



Organic revenue growth¹



EBITDA margin¹

Previous guidance
FY 2025

High single digit
(6% - 9%)

Approx. prior
year's level
(FY 2024: 26.9%)

Specified guidance
FY 2025

Around 6%

Around 28%



Additional information
for FY 2025

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

CAPEX²
EUR 140 – 160m

Mid-term guidance
unchanged

¹At constant currencies; ²Capex excluding leasing



Thank you for your attention



Next financial events

Dec 11, 2025:
FY 2025 results

Feb 11, 2026:
Q1 2026 results

May 13, 2026:
Q2 2026 results



Next conference participations

Sep 3, 2025:
Commerzbank &
ODDO BHF
Corporate
Conference
Frankfurt

Sep 18, 2025:
Barclays
MedTech/Life
Sciences Bus Tour
Frankfurt

Sep 23, 2025:
Baader Investment
Conference
Munich

Sep 24, 2025:
Goldman Sachs &
Berenberg German
Corporate Conf.
Munich

Sep 25, 2025:
Bank of America
Global Healthcare
Conference
London