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Nine-month results in line with expectations: sales revenue almost at prior-year level; orders on the rise; robust profitability; increased cash flow

- Group sales revenue down only slightly by -2.0 percent after nine months; order intake up 6.6 percent
- Underlying EBITDA margin reaches 27.7 percent; further increasing positive effects of the efficiency program with highest contribution in the fourth quarter expected
- Sales revenue of the Bioprocess Solutions Division almost at prior-year level, revitalization in the consumables business and good development with business for new therapies; weak end markets impact the development of the Lab Products & Services Division
- Outlook for full-year 2024 confirmed

The life science group Sartorius closed the first nine months of the fiscal year as expected, with a positive trend in demand and a robust underlying profit margin.

“Following the very volatile development caused by the pandemic, the business situation has stabilized, and we are on track to achieve our full-year guidance. Most customers have largely completed the reduction of their inventories, and demand for consumables is increasing as a result. In addition, we are seeing a growing number of customer projects, although many customers are still hesitant to make definite investment decisions. Our profit margin is at a very robust level, and we expect further positive effects from our efficiency program by the end of the year,” said Sartorius CEO Joachim Kreuzburg. “Based on this, we are very confident about the future, as the fundamental growth drivers of the life science and biopharmaceutical markets remain positive: The increasing number of drug approvals and drug candidates in clinical phases, as well as the dynamically developing field of new therapies, are leading to growing demand, particularly for innovative technologies for the efficient development and manufacture of such biopharmaceuticals. With one of the broadest solution offerings on the market, Sartorius is excellently positioned to play a particularly relevant role here and to achieve sustainable profitable growth.”

Business development of the Group¹

In the first nine months of the fiscal year, Sartorius reported a moderate decline in sales revenue of 2.0 percent in constant currencies (reported: -2.8 percent) compared to the prior-year period, to 2,474 million euros. Sales contribution from acquisitions² was around 2 percent. Order intake increased significantly by 6.6 percent in constant currencies (reported: +5.7 percent) to 2,326 million euros.

Regionally, business performance varied between January and September. Sales revenue in EMEA³ increased by 5.0 percent in constant currencies, while in the Americas it decreased by 9.1 percent against

strong prior year comparables and due to the soft equipment business. In Asia/Pacific, sales revenue was down slightly by 1.6 percent due to continued weakness in the Chinese market, despite growth in the rest of the region.

The Group's underlying EBITDA decreased by 6.4 percent to 686 million euros in the first nine months, mainly due to volume and product mix effects. The resulting margin of 27.7 percent remained at a robust level, after 28.8 percent in the prior-year period.

Underlying net profit amounted to 208 million euros against 274 million euros in the same period of 2023. Underlying earnings per ordinary share were 3.01 euros (PY: 4.00 euros) and 3.02 euros per preference share (prior-year period: 4.01 euros).

As of September 30, 2024, Sartorius employed 13,762 people worldwide, after 14,827 on the same date last year (December 31, 2023: 14,614 employees). The reduction resulted primarily from the expiry of fixed-term employment contracts and regular attrition.

Key financial indicators

The Group's balance sheet and key financial indicators remain at a robust level. The equity ratio as of September 30, 2024, was 38.6 percent (December 31, 2023: 28.3 percent), primarily due to the equity measures successfully implemented at the beginning of February 2024.

Net operating cash flow increased significantly by 13.0 percent to 613 million euros in the reporting period, compared to 542 million euros in the first nine months of 2023, in particular due to the reduction in working capital. The ratio of net debt to underlying EBITDA was further reduced as planned and stood at 4.3 at the end of the quarter (December 31, 2023: 5.0). Investments in research and the company's global production infrastructure amounted to 319 million euros (PY: 434 million euros). The ratio of capital expenditures (capex) to sales revenue was 12.9 percent.

Business development of the Bioprocess Solutions Division

The Bioprocess Solutions Division, which offers a wide range of innovative technologies for the manufacture of biopharmaceuticals such as monoclonal antibodies, vaccines, and cell and gene therapeutics, recorded sales revenue almost at the previous year's level of 1,962 million euros (in constant currencies: - 0.8 percent, reported: - 1.5 percent). This includes a sales contribution from acquisitions² of around 2.5 percent. As customers have largely completed their destocking programs, order intake increased significantly by 8.4 percent in constant currencies (reported: + 7.5 percent) to 1,836 million euros in the first nine months, with the growing demand in the consumables business overcompensating for the ongoing industry-wide reluctance to invest.

The division's underlying EBITDA decreased by 4.0 percent to 568 million euros, mainly due to volume and product mix effects; the corresponding margin reached a robust 28.9 percent (PY: 29.7 percent).

Business development of the Lab Products & Services Division

The Lab Products & Services Division, which specializes in life science research and pharmaceutical laboratories, continued to be impacted by weak end markets, particularly in China, and an overall reluctance to invest on the customer side. Sales revenue for the first nine months of the year was 511 million euros, a decline of 6.5 percent in constant currencies (reported: - 7.5 percent). Order intake, by

contrast, stabilized at the previous year's level with a slight of 0.3 percent (reported: - 0.8 percent) and 490 million euros.

The division's underlying EBITDA decreased by 16.3 percent to 118 million euros, mainly due to volume and product mix effects; the corresponding margin was 23.2 percent (PY: 25.6 percent).

Outlook for 2024 confirmed

Based on the company's nine-month results, management confirms its guidance for the full year 2024. Sales revenue is expected to be on par with the previous year, with a forecast range of a low single-digit negative to low single-digit positive development; sales contribution from acquisitions should be around 1.5 percent. In terms of profitability, the company anticipates an underlying EBITDA margin in the range of 27 to 29 percent for 2024. The ongoing efficiency program will make a positive contribution of more than 100 million euros, while volume effects and the company's own inventory reduction will have a temporary dilutive effect. The ratio of capital expenditures (capex) to sales revenue should be around 12 percent in 2024, and the ratio of net debt to underlying EBITDA around 4.

For its two divisions, the company also continues to forecast sales revenues at prior-year level, with a bandwidth of low single-digit negative to low single-digit positive development. In the Bioprocess Solutions Division, acquisitions are projected to contribute around 2 percent to sales revenue, and the underlying EBITDA margin should reach 28 to 30 percent, with a slightly positive effect from the above-average profitability of the Polyplus business. For the Lab Products & Services Division, Sartorius continues to expect an underlying EBITDA margin of 22 to 24 percent.

All forecast figures are based on constant currencies, as in past years. Management points out that dynamics and volatilities in the industry have increased significantly in recent years. In addition, uncertainties due to the changed geopolitical situation, such as the emerging decoupling tendencies of various countries, are playing a greater role. This results in higher uncertainty when forecasting business figures.

1 Sartorius publishes alternative performance measures that are not defined by international accounting standards. These are determined with the aim of improving the comparability of business performance over time and within the industry.

- Order intake: all customer orders contractually concluded and booked during the respective reporting period
- Underlying EBITDA: earnings before interest, taxes, depreciation and amortization and adjusted for extraordinary items
- Relevant net profit: profit for the period after non-controlling interest, adjusted for extraordinary items and amortization, and based on the normalized financial result and the normalized tax rate
- Ratio of net debt to underlying EBITDA: quotient of net debt and underlying EBITDA over the past 12 months, including the pro forma amount contributed by acquisitions for this period

2 Acquisition of Polyplus

3 EMEA = Europe, Middle East, Africa

This press release contains forward-looking statements about the future development of the Sartorius Group. Forward-looking statements are subject to known and unknown risks, uncertainties, and other factors that could cause actual results to differ materially from those expressed or implied by such statements. Sartorius assumes no liability for updating such statements in light of new information or future events. This is a translation of the original German-language press release. Sartorius shall not assume any liability for the correctness of this translation. The original German press release is the legally binding version.

Conference call

CEO Dr. Joachim Kreuzburg and CFO Dr. Florian Funck will discuss the company's 9-month results with analysts and investors in a conference call on October 17, 2024, at 1.00 p.m. CEST.

Register here: https://sar.to/9M_2024

A profile of Sartorius

Sartorius is a leading international partner of life sciences research and the biopharmaceutical industry. With innovative laboratory instruments and consumables, the Group's Lab Products & Services Division focuses on laboratories performing research and quality control at pharmaceutical and biopharmaceutical companies as well as academic research institutes. The Bioprocess Solutions Division, with its broad product portfolio focusing on single-use solutions, helps customers manufacture biotech medications, vaccines, and cell and gene therapies safely, rapidly, and economically. The company, based in Göttingen, Germany, has a strong global reach with around 60 production and sales sites worldwide. Sartorius regularly expands its portfolio through the acquisition of complementary technologies. In 2023, the company generated sales revenue of around 3.4 billion euros. Around 14,000 employees are working for customers around the globe.

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Contact

Petra Müller

Head of Investor Relations

+49 (0)551.308.6035

petra.mueller2@sartorius.com

Key Performance Indicators for Nine Months 2024

in millions of € unless otherwise specified	Sartorius Group				Bioprocess Solutions				Lab Products & Services			
	9-mo. 2024	9-mo. 2023 ¹	Δ in %	Δ in % cc ²	9-mo. 2024	9-mo. 2023 ¹	Δ in %	Δ in % cc ²	9-mo. 2024	9-mo. 2023 ¹	Δ in %	Δ in % cc ²
Order Intake and Sales Revenue												
Order intake ³	2,326.0	2,200.9	5.7	6.6	1,836.4	1,707.5	7.5	8.4	489.6	493.4	-0.8	0.3
Sales revenue	2,473.9	2,545.9	-2.8	-2.0	1,962.4	1,992.9	-1.5	-0.8	511.5	553.0	-7.5	-6.5
▪ EMEA ⁴	1,020.1	972.7	4.9	5.0	813.6	766.4	6.2	6.2	206.4	206.3	0.1	0.4
▪ Americas ⁴	879.4	973.4	-9.7	-9.1	713.6	792.6	-10.0	-9.5	165.8	180.9	-8.3	-7.7
▪ Asia Pacific ⁴	574.4	599.8	-4.2	-1.6	435.2	433.9	0.3	3.0	139.3	165.8	-16.0	-13.7
Earnings												
EBITDA ⁵	686.5	733.4	-6.4		568.0	591.9	-4.0		118.5	141.5	-16.3	
EBITDA-Margin ⁵ in %	27.7	28.8			28.9	29.7			23.2	25.6		
Relevant net profit ⁶	208.2	273.9	-24.0									
Net result ⁷	75.1	203.1	-63.0									
Financial Data per Share												
Earnings per ord. share ⁶ in €	3.01	4.00	-24.6									
Earnings per pref. share ⁶ in €	3.02	4.01	-24.6									

1 The previous year's figures have been revised due to finalization of the purchase price allocation for the acquisition of Polyplus

2 cc = Constant currencies: Figures given in constant currencies eliminate the impact of changes in exchange rates by applying the same exchange rate for the current and the previous period

3 All customer orders contractually concluded and booked during the respective reporting period.

4 Acc. to the customer's location

5 Earnings before interest, taxes, depreciation and amortization, and adjusted for extraordinary items.

6 Profit for the period after non-controlling interest, adjusted for extraordinary items, and amortization, as well as based on the normalized financial result and the normalized tax rate.

7 After non-controlling interest

Figures are not audited nor reviewed.

Key Performance Indicators for the Third Quarter of 2024

in millions of € unless otherwise specified	Sartorius Group				Bioprocess Solutions				Lab Products & Services			
	Q3 2024	Q3 2023 ¹	Δ in %	Δ in % cc ²	Q3 2024	Q3 2023 ¹	Δ in %	Δ in % cc ²	Q3 2024	Q3 2023 ¹	Δ in %	Δ in % cc ²
Order Intake and Sales Revenue												
Order intake ³	767.7	751.3	2.2	2.9	616.5	605.8	1.8	2.5	151.2	145.5	3.9	4.6
Sales revenue	793.6	810.7	-2.1	-1.7	631.4	646.4	-2.3	-2.0	162.2	164.3	-1.3	-0.8
▪ EMEA ⁴	329.3	303.8	8.4		263.6	240.1	9.8		65.7	63.7	3.2	
▪ Americas ⁴	276.8	327.7	-15.5		222.3	272.1	-18.3		54.5	55.6	-2.1	
▪ Asia Pacific ⁴	187.6	179.2	4.7		145.5	134.2	8.4		42.1	45.0	-6.5	
Earnings												
EBITDA ⁵	215.1	216.7	-0.7		179.0	177.4	0.9		36.0	39.3	-8.2	
EBITDA-Margin ⁵ in %	27.1	26.7			28.4	27.4			22.2	23.9		
Relevant net profit ⁶	59.8	71.5	-16.3									
Net result ⁷	14.2	14.9	-4.8									
Financial Data per Share												
Earnings per ord. share ⁶ in €	0.87	1.04	-17.1									
Earnings per pref. share ⁶ in €	0.87	1.04	-17.1									

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Statement of Profit or Loss

€ in millions	Q3 2024	Q3 2023	9 months 2024	9 months 2023
Sales revenue	793.6	810.7	2,473.9	2,545.9
Cost of sales	-448.5	-456.4	-1,344.1	-1,352.1
Gross profit on sales	345.1	354.3	1,129.8	1,193.8
Selling and distribution costs	-163.9	-157.2	-499.8	-471.6
Research and development expenses	-46.8	-39.3	-137.4	-124.3
General administrative expenses	-52.8	-59.6	-165.9	-161.9
Other operating income	14.3	16.5	32.4	43.2
Other operating expenses	-27.7	-23.0	-61.9	-83.5
Earnings before interest and taxes (EBIT)	68.2	91.8	297.2	395.7
Financial income	11.6	-21.5	44.3	80.1
Financial expenses	-48.9	-36.5	-184.6	-118.9
Financial result	-37.3	-58.0	-140.3	-38.8
Profit before tax	30.9	33.8	156.8	356.9
Income taxes	-8.3	-9.1	-42.1	-78.7
Net profit for the period	22.5	24.7	114.7	278.2
Attributable to:				
Shareholders of Sartorius AG	14.2	14.9	75.1	203.1
Non-controlling interest	8.3	9.7	39.6	75.1
Earnings per ordinary share (€) (basic)	0.21	0.22	1.08	2.96
Earnings per preference share (€) (basic)	0.21	0.22	1.09	2.97
Earnings per ordinary share (€) (diluted)	0.21	0.22	1.08	2.96
Earnings per preference share (€) (diluted)	0.21	0.22	1.09	2.97

The previous year's figures have been revised due to finalization of the purchase price allocation for the acquisition of Polyplus.

Extraordinary items have been reported within functional expenses since the consolidated financial statements for the year 2023. The figures for the comparative period (9 months 2023) were revised accordingly.

Figures are not audited nor reviewed.

Statement of Comprehensive Income

€ in millions	Q3 2024	Q3 2023	9 months 2024	9 months 2023
Net profit for the period	22.5	24.7	114.7	278.2
Cash flow hedges	8.2	-4.6	-2.2	0.4
- of which effective portion of the change in fair value	9.3	-1.0	1.1	-3.6
- of which reclassified to profit or loss	-1.1	-3.6	-3.2	4.0
Income tax on cash flow hedges	-1.4	0.9	0.9	-0.2
Net investment in a foreign operation (currency translation)	-27.6	10.2	-12.4	2.4
Currency translation differences	-38.6	18.2	9.4	-6.5
Items that may be reclassified in the profit or loss statement, net of tax	-59.4	24.7	-4.2	-3.8
Remeasurements of the net defined benefit liability	0.0	0.0	1.9	2.1
Income tax on remeasurements of the net defined benefits liabilities	0.0	0.0	-0.6	-0.6
Equity Instruments at FVOCI	0.3	-4.9	-8.6	-49.3
Items that will not be reclassified in the profit or loss statement, net of tax	0.3	-4.9	-7.2	-47.8
Other comprehensive income after tax	-59.1	19.8	-11.4	-51.6
Total comprehensive income	-36.6	44.5	103.3	226.6
Attributable to:				
Shareholders of Sartorius AG	-40.8	34.9	60.3	153.5
Non-controlling interest	4.3	9.6	43.0	73.0

The previous year's figures have been revised due to finalization of the purchase price allocation for the acquisition of Polyplus.

Figures are not audited nor reviewed.

Statement of Financial Position

€ in millions	Sept. 30, 2024	Dec. 31, 2023
Non-current assets		
Goodwill	3,457.6	3,450.4
Other intangible assets	1,973.3	2,055.0
Property, plant and equipment	2,204.9	2,080.9
Financial assets	103.3	114.8
Other assets	2.9	3.7
Deferred tax assets	83.0	83.9
	7,824.9	7,788.6
Current assets		
Inventories	868.0	1,036.7
Trade receivables	332.7	350.6
Other financial assets	31.8	36.7
Current tax assets	60.3	60.5
Other assets	97.1	93.2
Cash and cash equivalents	579.2	379.2
	1,969.1	1,956.9
Total assets	9,794.1	9,745.5

€ in millions	Sept. 30, 2024	Dec. 31, 2023
Equity		
Equity attributable to Sartorius AG shareholders	2,668.7	2,067.8
Issued capital	69.0	68.4
Capital reserves	243.7	45.2
Other reserves and retained earnings	2,356.0	1,954.1
Non-controlling interest	1,108.5	690.2
	3,777.2	2,758.0
Non-current liabilities		
Pension provisions	56.3	56.5
Other provisions	20.6	21.6
Loans and borrowings	4,293.0	4,909.3
Lease liabilities	133.2	114.0
Other financial liabilities	109.9	113.7
Deferred tax liabilities	426.9	442.3
	5,039.8	5,657.5
Current liabilities		
Provisions	43.0	46.9
Trade payables	226.3	306.5
Contract liabilities	223.5	278.2
Loans and borrowings	64.5	254.8
Lease liabilities	34.3	33.2
Employee benefits	125.1	92.3
Other financial liabilities	53.0	55.0
Current tax liabilities	141.2	198.3
Other liabilities	66.2	64.7
	977.0	1,330.0
Total equity and liabilities	9,794.1	9,745.5

The previous year's figures have been revised due to finalization of the purchase price allocation for the acquisition of Polyplus and the separate presentation of contract liabilities.

Figures are not audited nor reviewed.

Statement of Cash Flows

€ in millions	9 months 2024	9 months 2023
Profit before tax	156.8	356.9
Financial result	140.3	38.8
Depreciation amortization of intangible and tangible assets	296.9	241.9
Change in provisions	-4.8	-8.0
Change in receivables and other assets	14.3	124.7
Change in inventories	161.0	18.7
Change in liabilities (without loans and borrowings)	-64.1	-87.0
Interest received	20.8	12.0
Income taxes paid	-115.5	-158.9
Other non-cash transactions	7.2	3.4
Cash flow from operating activities	612.9	542.5
Investments in intangible and tangible assets	-319.2	-434.0
Investments in financial assets	-13.3	-17.1
Acquisitions of subsidiaries and other business operations	0.0	-2,240.9
Cash flow from investing activities	-332.4	-2,691.9
Capital increase	197.7	0.0
Interest paid	-186.5	-95.9
Dividends paid to:		
- Shareholders of Sartorius AG	-50.7	-98.2
- Non-controlling interest	-20.0	-36.2
Changes in non-controlling interest	788.9	-87.9
Repayment of borrowings	-824.4	-3,459.5
Proceeds from borrowings	12.6	6,052.6
Cash flow from financing activities	-82.5	2,274.9
Net increase decrease in cash and cash equivalents	198.0	125.4
Cash and cash equivalents at the beginning of the period	379.2	165.9
Net effect of currency translation on cash and cash equivalents	2.0	2.5
Cash and cash equivalents at the end of the period	579.2	293.9

The previous year's figures have been revised due to finalization of the purchase price allocation for the acquisition of Polyplus

Figures are not audited nor reviewed.

Reconciliation

€ in millions	9 months 2024	9 months 2023 ¹
EBIT	297.2	395.7
Extraordinary items	92.4	96.3
Amortization	119.4	92.6
Normalized financial result ²	-127.1	-91.5
Normalized income tax (27%) ³	-103.1	-133.1
Underlying earnings after taxes	278.8	360.0
Non-controlling interest	-70.6	-86.0
Underlying earnings after taxes and non-controlling interest	208.2	273.9
Underlying earnings per share		
per ordinary share in €	3.01	4.00
per preference share in €	3.02	4.01

1 The previous year's figures have been revised due to finalization of the purchase price allocation for the acquisition of Polyplus.

2 Financial results adjusted for valuation effects from the subsequent measurement of contingent purchase price liabilities as well as for effects of foreign currency translation and hedging.

3 Income tax considering the average group tax rate, based on the underlying profit before tax.

Figures are not audited nor reviewed.