

# Glossary

## Industrial | Product-specific Terms

### Bags, single-use

Plastic disposable bag used in bioreactors and for storing liquids, such as culture media, intermediate products and biopharmaceuticals

### Bioreactor

In English-speaking countries, a bioreactor is a vessel used for cultivating animal or human cells in a culture medium. In non-English-speaking countries, the term bioreactor is also used synonymously with the term fermenter to denote a system used to multiply microorganisms. In either case, the vessel is used to obtain cells, parts of these or one of their metabolites.

### Disposable

Used synonymously with "single-use"

### Downstream processing

Collective term for the various steps that follow fermentation or cell cultivation (upstream processing) in the production of biopharmaceuticals; for example, separation, purification and concentration

### FDA - Food and Drug Administration

U.S. regulatory agency responsible for ensuring the safety and efficacy of human and veterinary pharmaceuticals, biological products, medical devices and foods

### Fermentation

Technical process used to produce or transform intra- or extra-cellular substances with the help of microorganisms

### Fluid management technologies

Technologies and systems for the transportation and storage of biological liquids

### Membrane chromatography

Selective separation of mixtures of substances by adsorption to specifically modified membranes (membrane adsorbers) in a flowing system

### Membrane (filter)

Thin film or foil made of polymers; because of the porous structure, this film is suitable for filtration applications.

### Monoclonal antibodies

Synthetic antibodies used, in particular, in the treatment of cancer, HIV and autoimmune diseases

### PAT - Process Analytical Technology

A strategy for the design, analysis and control of manufacturing processes according to which quality characteristics of intermediate or finished products are defined and then analyzed and monitored using the critical process parameters identified

### Purification

An important step in downstream processing

### Scale-up

Transfer of scale or increase in size. Used to denote the progression of a process that increases in a range from lab scale to pilot scale to process scale, while retaining the same technology, materials of construction and geometries throughout

### Single-use | Reusable product

Disposable product, i.e., for one-time usage. A reusable product is designed for repeated use.

### Upstream processing

In the manufacture of biopharmaceuticals, designates the various steps that take place for seeding and propagating cells that produce an active pharmaceutical ingredient

### Validation

Documented verification that systems, devices and processes reproducibly deliver the desired result

**Business | Economic Terms****Amortization**

Amortization relates exclusively to potential reductions in the value of goodwill and the allocation of the purchase price to intangible assets acquired as carried out according to IFRS 3

**Cash flow**

The amount of cash earned after paying all expenses and taxes; i.e., the cash balance of inflows and outflows of funds

**Compliance**

Observance of applicable laws, codes and other relevant rules and regulations

**Constant currencies; currency-adjusted**

In the presentation of figures, identical exchange rates are used for each of the comparative periods.

**DAX®, TecDAX®**

German stock indexes of the transaction service provider and marketplace organizer Deutsche Börse AG

**D&O insurance**

Directors' and Officers' liability insurance that covers Supervisory and Executive Board members and managerial employees

**DVFA | SG**

The Methods Commission of the Society of Investment Professionals in Germany (DFVA e.V.) and the Schmalenbach-Gesellschaft (SG)

**EBITDA**

Earnings before interest, taxes, depreciation and amortization; in this context, amortization refers exclusively to the purchase price allocation (PPA) to intangible assets acquired according to IFRS 3.

**EBITDA margin**

The ratio of EBITDA (earnings before interest, taxes, depreciation and amortization) to sales

**Equity ratio**

The ratio of equity to the balance sheet total

**ERP**

Stands for "Enterprise Resource Planning"; IT-based system for resource planning

**Extraordinary items**

Exceptional or one-time expenses and income, such as acquisition costs, restructuring costs and other non-operating expenses

**Fixed assets**

The sum of intangible assets, property, plant and equipment and financial assets

**Goodwill**

The difference between the price paid for a company or business and its net assets; a form of intangible asset

**Holding company**

A parent company that exists for the purpose of owning a controlling interest or shares in several legally independent subsidiaries that are subordinate within the organizational hierarchy; this holding company conducts its business exclusively through these subsidiaries.

**Market capitalization**

The total number of shares outstanding of both classes issued by the company, multiplied by the corresponding share price

**Normalized financial result**

Financial result excluding fair value adjustments of hedging instruments, as well as excluding non-periodic expenses and income.

**Normalized income tax**

Underlying income tax, based on underlying profit before tax and on non-cash amortization.

**Prime Standard**

Market segment of the Frankfurt Stock Exchange with high, internationally accepted transparency requirements to meet the needs of companies seeking to attract international investors.

**Supply chain management**

Setup and coordination of integrated flows of materials, information and finances (supply chains) over the entire value-added process

**Treasury**

Short- and medium-term liquidity management

**Underlying**

Adjusted to eliminate extraordinary items (see definition extraordinary item)

## Other Terms

### CRM

Abbreviation for "Customer Relationship Management"; practices, strategies and technologies that companies use to manage and analyze customer interactions and data to improve customer retention and drive sales growth

### EHS

Abbreviation for "Environment, Health and Safety"

### EMEA

The region comprising Europe, the Middle East and Africa; one of the three reporting regions in the geographical allocation of the Sartorius Group besides the Americas and Asia / Pacific

### ERP

Stands for "Enterprise Resource Planning"; IT-based resource planning system

### ESG

Abbreviation for "Environment, Social and Governance"; refers to the three major factors of sustainable corporate management.

### GEC

Stands for the "Group Executive Committee"; the central management body of the Sartorius Group. It currently is comprised of six members: the three Executive Board members of Sartorius AG and further executives with global responsibility

### GHG

Abbreviation for "Greenhouse Gas Protocol," the international standard for measuring and managing greenhouse gas emissions, including reporting. The WHO stands for the "World Health Organization," the coordination authority of the United Nations for international public health