

Key Figures

| All figures are given in millions of € according to the IFRS, unless otherwise specified | 2020 | Δ in % | 2019 ^a | 2018 | 2017 | 2016 |
|--|-------------------|---------|-------------------|---------|---------|---------|
| Order intake, sales revenue and earnings | | | | | | |
| Order intake | 2,836.3 | 46.2 | 1,939.5 | 1,662.5 | 1,501.4 | 1,334.7 |
| Sales revenue | 2,335.7 | 27.8 | 1,827.0 | 1,566.0 | 1,404.6 | 1,300.3 |
| Underlying EBITDA ¹ | 692.2 | 39.6 | 495.8 | 405.0 | 353.2 | 325.4 |
| Underlying EBITDA ¹ as a % of sales revenue | 29.6 | 2.5 pp | 27.1 | 25.9 | 25.1 | 25.0 |
| Relevant net profit ² | 299.3 | 42.9 | 209.4 | 175.6 | 144.0 | 132.6 |
| Earnings per ordinary share ² (in €) | 4.37 | 43.0 | 3.06 | 2.56 | 2.10 | 1.93 |
| Earnings per preference share ² (in €) | 4.38 | 42.9 | 3.07 | 2.57 | 2.11 | 1.94 |
| Dividend per ordinary share (in €) | 0.70 ³ | 100.0 | 0.35 | 0.61 | 0.50 | 0.45 |
| Dividend per preference share (in €) | 0.71 ³ | 97.2 | 0.36 | 0.62 | 0.51 | 0.46 |
| Net worth and financial position | | | | | | |
| Cash flow from operating activities | 511.5 | 35.6 | 377.2 | 244.5 | 206.5 | 170.4 |
| Capital expenditures as a % of sales | 10.3 | 2.0 pp | 12.3 | 15.2 | 14.9 | 11.7 |
| Net debt | 1,883.6 | 85.8 | 1,014.0 | 959.5 | 895.5 | 485.9 |
| Ratio of net debt to underlying EBITDA ⁴ | 2.6 | 0.6 pp | 2.0 | 2.4 | 2.5 | 1.5 |
| Equity ratio (in %) | 29.9 | -8.2 pp | 38.1 | 38.5 | 35.1 | 42.0 |
| Total number of employees as of December 31 | | | | | | |
| | 10,637 | 17.7 | 9,036 | 8,125 | 7,501 | 6,911 |
| Bioprocess Solutions Division⁵ | | | | | | |
| Order intake | 2,238.1 | 53.5 | 1,457.6 | 1,233.7 | 1,091.3 | 1,006.5 |
| Sales revenue | 1,782.6 | 32.0 | 1,350.5 | 1,143.1 | 1,010.3 | 975.0 |
| Underlying EBITDA ¹ | 575.9 | 46.5 | 393.1 | 326.9 | 282.4 | 273.5 |
| Underlying EBITDA ¹ as a % of sales revenue | 32.3 | 3.2 pp | 29.1 | 28.6 | 28.0 | 28.0 |
| Lab Products & Services Division⁵ | | | | | | |
| Order intake | 598.2 | 24.1 | 481.9 | 428.8 | 410.1 | 328.1 |
| Sales revenue | 553.0 | 16.1 | 476.5 | 423.0 | 394.2 | 325.3 |
| Underlying EBITDA ¹ | 116.3 | 13.2 | 102.7 | 78.1 | 70.8 | 51.9 |
| Underlying EBITDA ¹ as a % of sales revenue | 21.0 | -0.6 pp | 21.6 | 18.5 | 18.0 | 16.0 |

1 Underlying = excluding extraordinary items

2 After non-controlling interest, adjusted for extraordinary items and non-cash amortization, as well as based on a normalized financial result and a normalized tax rate

3 Amounts suggested by the Supervisory Board and the Executive Board of Sartorius AG

4 EBITDA includes underlying pro forma EBITDA of acquisitions completed in 2020

5 Sales revenues and margins of the divisions in 2019 adjusted to reflect the reallocation of two small product segments

6 The figures for the reporting period 2019 were restated due to the finalization of the purchase price allocation for the acquisition of Biological Industries

Sartorius Shares in Comparison to the MDAX (indexed)

