



# 1.1 Joint report of the Chairman and CEO

## Dear Shareholders and Business Partners,

In 2024, Sartorius Stedim Biotech successfully navigated the challenges that the entire life science industry continued to face: both inventory destocking and muted investment activities at customers lasted longer than anticipated. By achieving our adjusted growth and profitability targets, we once more proved our strong market position.

After a muted first half of the year, business gained momentum during the second half and particularly in the fourth quarter. With customers reaching their target inventory levels, our recurring business with consumables picked up notably. Demand for products for advanced therapies also developed above average. Together, these positive trends more than offset customers' continued reluctance to invest in equipment. In figures, Sartorius Stedim Biotech generated sales revenue of 2.8 billion euros, maintaining the prior-year level with a slight growth of 0.6 percent in constant currencies. Supported by a comprehensive efficiency program, the underlying EBITDA margin again reached a high level of 28 percent. Given the dynamic picture in the second half of the year, we believe that the industry is gradually returning to its robust, structural growth trend and look forward with confidence.

In 2024, we continued to strengthen our position as a leading provider of technologies for biopharma manufacturers through innovation and partnerships. In addition to integrating broad technological advances such as artificial intelligence and automation and further developing of sustainable materials, we expanded our product offerings with specific customer needs in mind – for example through the launch of new products for cell and gene therapies. Furthermore, we are working with a key customer to advance a platform for the continuous manufacturing of biologics, which will set new standards for efficient and sustainable bioprocesses.

When it comes to our long-term investment program, while partly adjusting scope and timing to current demand, Sartorius Stedim Biotech continued expanding its capacities: We further geared our research and production infrastructure to organic growth while also strengthening our resilience in the face of geopolitical uncertainties. In the United States, we successfully completed an innovation center for bioprocesses in Marlborough, Massachusetts. In Songdo, one of South Korea's the most important biopharmaceutical centers, we progressed with the construction of our new production site for consumables and cell culture media. In Freiburg, Germany, the expansion of our production facility for critical raw materials used in the manufacture of cell and gene therapies has also made significant progress over the past twelve months.

In addition to growth and innovation, running down the debt leverage was another priority. Along with a special focus on efficiency, working capital management and strong cash generation, we accelerated the deleveraging through a capital increase and substantially decreased the ratio of net debt to underlying EBITDA. The various measures will continue to make a positive contribution in the future.

On the capital market, the longer than expected post-pandemic effects impacted valuations of many life science tools companies, including Sartorius Stedim Biotech. The share closed the year at a price of 189 euros, a decline of 21 percent. To put this into perspective, the long-term development is exceptionally positive: since 2014 the market capitalization of Sartorius Stedim Biotech has increased more than sevenfold.

Looking ahead, we are confident about our company's future, as the fundamental growth drivers of the life science and biopharmaceutical industries remain very positive: By 2050, the world's population will expand to more than 9.5 billion people, around 1.6 billion of whom will be aged over 65 with an above-average need for medical care. Drug approval rates are at high levels and there are numerous promising drug candidates that address severe diseases. In addition, the field of advanced therapies continues to develop dynamically. As a result, there is a growing demand for innovative and high performing technologies for the efficient and thus resource-saving manufacture of such biopharmaceuticals. Sartorius Stedim Biotech has one of the broadest solution offerings on the market: from innovative bioprocess equipment for the entire range of biopharmaceutical manufacturing processes to single-use technologies to essential reagents for cell and gene therapies. With this product portfolio, the company is excellently positioned for further growth and also significantly contributes to making new therapies more affordable and available to patients worldwide.

As a company, we want to continue creating value for customers, employees, shareholders and society. That also includes environment goals. Above all, we are helping our customers achieve their sustainability goals with resource-saving product solutions. Furthermore, we want to minimize our own ecological footprint. For example, Sartorius Stedim Biotech aims to achieve net-zero CO<sub>2</sub> emissions by 2045 at the latest. By 2030, we plan to source all purchased electricity from renewable sources across all our locations worldwide and continuously increase the proportion of sales revenue from recyclable products.

Over the past decade, we have succeeded in increasing our sales revenue more than four-fold and we want to continue this expansion course. For fiscal 2025, we expect continuous demand recovery and growth in the life science industry, albeit at a rate still below its long-term average. In this environment, Sartorius Stedim Biotech intends to grow profitably above market level, and to achieve a moderate increase in sales revenue.

2024 was a year of many challenges, which the Sartorius Stedim Biotech team has once more taken on with customer focus, technological expertise and fighting spirit. Our sincere thanks go to each and every one of you for another year in which we successfully stayed on our course together.

We would also like to thank you, our customers, business partners and shareholders, for the trust you have placed in us. We would be delighted to have you at our side in 2025 and beyond as we continue our joint, long-term success story.

Sincerely

Joachim Kreuzburg

Chairman

René Fáber

CEO



Board of Directors

## 1.2 Board of Directors

The Board of Sartorius Stedim Biotech is the central management and supervisory entity of the company, and it is composed of eight members. The directors are appointed for a three-year term.



Joachim Kreuzburg  
Chairman



René Fáber  
CEO



Pascale Boissel



Susan Dexter



Romaine Fernandes



Anne-Marie Graffin



Lothar Kappich



Henri Riey

# 1.3 Sartorius Stedim Biotech Shares

## Global Stock Markets

In 2024, the international stock markets recorded price gains. Positive factors for stock market sentiment included resilient, though still modest, global economic growth, declining inflation rates, and the first key interest rate cuts from mid-year onwards. In particular, the US stock market reacted to the result of the presidential election and related expectations. Against this backdrop, the MSCI Europe ended the reporting year 4.9% higher at 2,012 points. The French benchmark indexes CAC 40 and the CAC Large 60, the latter includes the Sartorius Stedim Biotech shares, declined by -2.2% to 7,381 points and -2.3% to 7,953 points, respectively. Industry-relevant benchmark indices such as the S&P 500 Life Sciences Tools and Services or the NASDAQ Biotechnology Index underperformed in 2024, with a price performance of -3.8% to 912 points and -1.4% to 4,311 points, respectively.

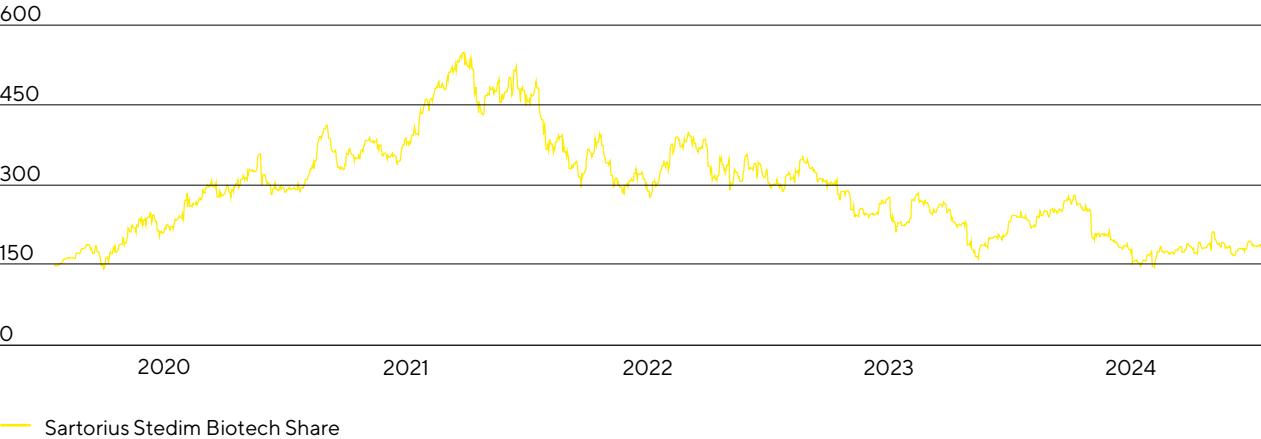
## Sartorius Stedim Biotech Shares

For listed life science companies, the persistently challenging market environment after the end of the pandemic continued to be clearly reflected in the development of the share prices. Sartorius Stedim Biotech's business development was also significantly more subdued than originally expected, causing the company's management to reduce its full-year forecast in July of the reporting year. Against this backdrop, Sartorius Stedim Biotech shares ended 2024 at a price of €188.70, which corresponds to a decline of 21.2%.

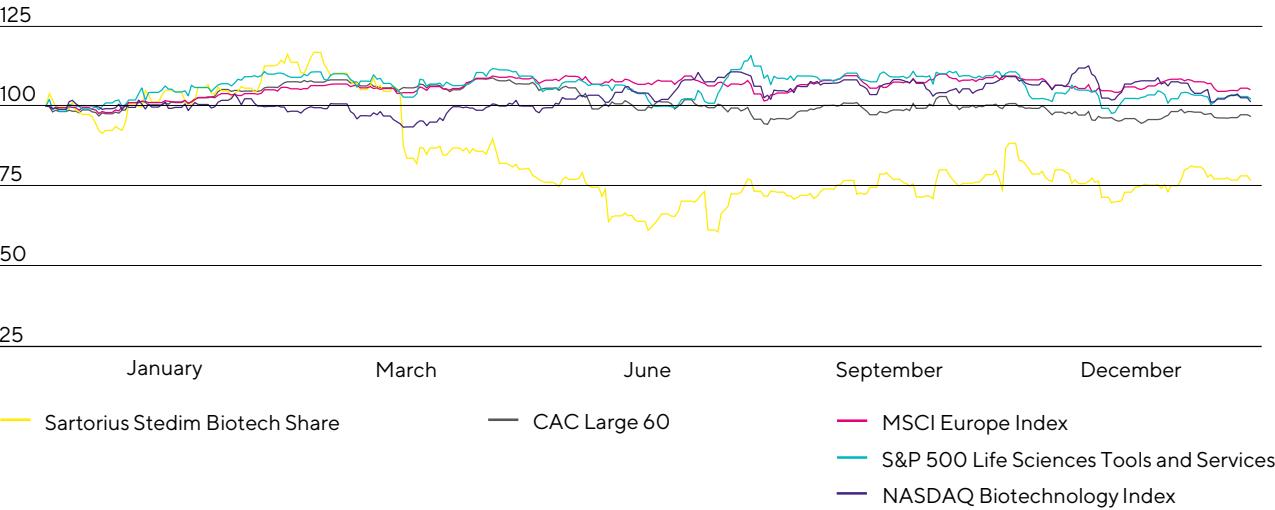
The average number of shares traded each day on the Euronext Paris was 75,069 in the reporting year, compared with 58,852 in the previous year. The annual trading volume amounted to €3.8 billion (previous year: €3.7 billion).

Sartorius Stedim Biotech's market capitalization amounted to €18.4 billion as of December 31, 2024 (previous year: €22.1 billion).

Sartorius Stedim Biotech Share in €  
January 1, 2020, to December 31, 2024



Sartorius Stedim Biotech Share in Comparison to the CAC Large 60, MSCI Europe Index, S&P 500 Life Sciences Tools and Services, and NASDAQ Biotechnology Index (indexed)  
January 1, 2024, to December 31, 2024

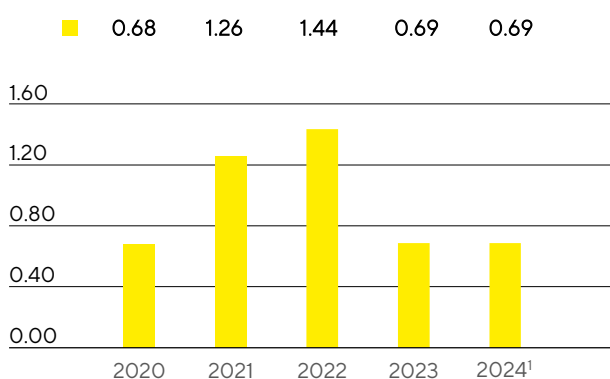


## Dividends

In line with the rapid and highly innovation-driven development of the industry, the company's management is focused on continuing the dynamic profitable growth course and the necessary investments in research and production capacities, innovations, and acquisitions. Against this backdrop, Sartorius Stedim Biotech strives to enable its shareholders to participate appropriately in the company's success through dividends.

The Board of Directors will submit a proposal to the Annual Shareholders' Meeting on March 25, 2025, to pay a dividend of €0.69 per share from the underlying net profit of €337.5 million for fiscal 2024. If this proposal is approved, the total profit distributed will be €67.1 million (2023: €63.6 million). The corresponding payout ratio will be 19.9%, compared to the prior-year ratio of 16.5%.

Dividends  
in €



¹ Amount suggested by the Board of Directors and subject to approval by the Annual General Shareholders' Meeting.

## Total Shareholder Return

Total shareholder return (TSR) considers both the dividends paid out and any share price developments over a certain period and thus reflects the entire performance of an investment. In 2024, Sartorius Stedim Biotech shares delivered a TSR of -20.9%, compared to -20.6% a year earlier. Over a longer observation period of 10 years, the TSR is clearly positive and amounts to 880%.

## Capital Increase

On February 7, 2024, Sartorius Stedim Biotech S.A. successfully placed 5,150,215 shares to institutional investors in an international private placement by way of an accelerated book building. The new shares were issued in a capital increase without preferential subscription rights of the shareholders at a price of €233.00 per share with a total volume of €1.2 billion.

The parent company Sartorius AG subscribed for an amount of approximately €400 million, representing approximately one-third of the capital increase. Following completion of the capital increase, Sartorius AG now holds approximately 71.5% of Sartorius Stedim Biotech's share capital (previously: 73.6%).

The net proceeds were used to accelerate the Group's debt reduction beyond a strong operating cash flow and to strengthen the company's overall strategic flexibility.

Further information can be found in Note 22 to the Financial Statements.

#### Facts About the Share<sup>1</sup>

|                        |   |
|------------------------|---|
| ISIN                   | FR0013154002  |
| Liquidity provider     | Kepler Cheuvreux  |
| Stock exchange         | Euronext Paris  |
| Market segment         | Local Securities - Compartment A (Large Caps)   |
| Indexes                | SBF 120; CAC Next 20; CAC Large 60; CAC All-Tradable; CAC All Shares; CAC Healthcare; STOXX Europe 600; MSCI France |
| Number of shares       | 97,330,405  |
| - thereof Sartorius AG | 71.5%   |
| - thereof free float   | 28.5%   |
| Voting rights          | 165,562,491   |
| - thereof Sartorius AG | 83.0%   |
| - thereof free float   | 17.0%   |

<sup>1</sup> As of December 31, 2024.

## Investor Relations Activities

Sartorius Stedim Biotech's investor relations (IR) activities follow the objective of making the current and future development of the company transparent for its stakeholders and other interested parties. To achieve this objective, the company maintains an ongoing, open dialogue with shareholders, potential investors, and financial analysts.

Besides providing quarterly statements and first-half as well as annual reports, we inform the capital market and the interested public at quarterly teleconferences and through regular published press releases about the current development of the business and other material events at the company. Moreover, Group management and the IR team communicate with capital market participants at conferences and road shows. In the reporting year, a capital market day was also held, during which the company provided participants with comprehensive information on topics such as market positioning, strategy, and growth prospects.

Further information and publications on the Sartorius Stedim Biotech Group and its shares are available at [www.sartorius.com](http://www.sartorius.com).

## Analysts

The recommendations of financial analysts serve as a foundation for the decisions of private and institutional investors when investing in shares. Currently, 18 institutions regularly prepare reports and updates on Sartorius Stedim Biotech shares. The average price target for the Sartorius Stedim Biotech share at the end of 2024 was €215.80.

### Research Coverage

| Date              | Institute            | Price target in € | Recommendation |
|-------------------|----------------------|-------------------|----------------|
| December 16, 2024 | HSBC                 | 310.00            | Buy            |
| December 13, 2024 | Barclays             | 200.00            | Hold           |
| December 12, 2024 | Exane BNP Paribas    | 218.00            | Buy            |
| December 9, 2024  | CIC Market Solutions | 190.00            | Hold           |
| December 3, 2024  | J.P. Morgan          | 230.00            | Buy            |
| December 4, 2024  | Bernstein            | 172.00            | Hold           |
| October 28, 2024  | Jefferies            | 233.00            | Buy            |
| October 23, 2024  | Goldman Sachs        | 224.00            | Buy            |
| October 22, 2024  | UBS                  | 215.00            | Hold           |
| October 21, 2024  | Morgan Stanley       | 210.00            | Hold           |
| October 18, 2024  | ODDO BHF             | 234.00            | Buy            |
| October 18, 2024  | Nephron Research     | 238.00            | Buy            |
| October 18, 2024  | AlphaValue           | 250.00            | Buy            |
| October 18, 2024  | RBC Capital Markets  | 270.00            | Buy            |
| October 17, 2024  | Kepler Cheuvreux     | 155.00            | Hold           |
| October 17, 2024  | Morningstar          | 215.00            | --             |
| July 22, 2024     | Intron Health        | 120.00            | Sell           |
| July 19, 2024     | Gilbert Dupont       | 201.00            | Buy            |

## Shareholder Structure

Sartorius Stedim Biotech S.A.'s issued capital amounts to €19.5million and is divided into 97,330,405 shares, each with a calculated par value of €0.20. As some of the shares confer double voting rights, there are 165,562,491 voting rights in total.

As of December 31, 2024, Sartorius AG has held 71.5% of the Stedim Biotech S.A.'s share capital and 83.0% of the voting rights outstanding. The remaining 28.5% of Stedim Biotech S.A. shares are in free float, corresponding to 17.0% of the voting rights outstanding.

**Shareholding Structure**  
in % of share capital



## Key Figures for Sartorius Stedim Biotech Shares

**Key Figures for Sartorius Stedim Biotech Share**

|  |                             | 2024     | 2023     | 2022     | 2021     | 2020     |
|--|-----------------------------|----------|----------|----------|----------|----------|
| Share price <sup>1</sup> in €                      | Reporting date <sup>4</sup> | 188.70   | 239.50   | 302.50   | 482.40   | 291.20   |
|  | High                        | 280.00   | 353.00   | 482.40   | 548.20   | 357.60   |
|  | Low                         | 145.35   | 162.00   | 276.70   | 287.60   | 143.00   |
| Dividends <sup>2</sup> in €                        |                             | 0.69     | 0.69     | 1.44     | 1.26     | 0.68     |
| Total dividends paid <sup>2</sup> in millions of € |                             | 67.1     | 63.6     | 132.7    | 116.1    | 62.7     |
| Dividend yield <sup>3</sup> in %                   |                             | 0.4      | 0.3      | 0.5      | 0.3      | 0.2      |
| Market capitalization in millions of €             |                             | 18,366.2 | 22,077.2 | 27,884.5 | 44,467.7 | 26,842.9 |
| Average daily trading number of shares             |                             | 75,069   | 58,852   | 48,754   | 52,717   | 70,414   |
| Trading volume of shares in millions of €          |                             | 3,795.5  | 3,730.2  | 4,266.1  | 5,524.1  | 4,234.6  |
| CAC Large 60 (closing prices of the year)          |                             | 7,953    | 8,139    | 7,011    | 7,806    | 6,144    |
| SBF 120 (closing prices of the year)               |                             | 5,592    | 5,732    | 4,973    | 5,546    | 4,432    |

1 Daily closing price.

2 For 2024, amounts suggested by the Board of Directors and subject to approval by the Annual Shareholders' Meeting.

3 Dividends in relation to the corresponding closing prices of the year.

4 As of December 31 of the respective year.

Sources: Euronext; NASDAQ