

# First-quarter 2010: Continued, profitable growth

€ in millions	March 2010	March 2009	Growth in %	Growth in %,
Unaudited figures				const. currencies
Sales revenue	100.2	96.8	+3.5	+4.7
• Europe <sup>1)</sup>	56.6	57.0	-0,7	-0.9
<ul> <li>North America<sup>1)</sup></li> </ul>	25.3	23.7	+6.5	+12.9
<ul> <li>Asia   Pacific<sup>1)</sup></li> </ul>	14.7	12.1	+21.1	+19.2
<ul> <li>Other Markets<sup>1)</sup></li> </ul>	3.6	4.0	-9.1	-9.1
EBITA <sup>2)</sup>	14.7	12.9		
EBITA margin <sup>2)</sup>	14.6%	13.3%		
Net profit <sup>3)</sup>	9.0	6.7		

The Sartorius Stedim Biotech Group uses earnings before interests, taxes and amortization (EBITA) as the key figure for measuring performance and profitability of the Group. Amortization refers only to any potential amortization of goodwill and of the intangible assets measured within the scope of purchase price allocation according to IFRS 3 "Business Combinations." The key indicator "underlying EBITA" corresponds to the EBITA adjusted for non-operating items.

### Further gains in order intake and sales revenue

In the first quarter of 2010, Sartorius Stedim Biotech (SSB) achieved further growth in order intake and sales. As expected, SSB received considerably large orders in its equipment business with bioreactors and fermentors, primarily from the Asian region. Accordingly, SSB posted the highest growth rates in Asia/Pacific.

#### Profitability rises overproportionately

SSB continued to increase its profitability. Operating earnings for the three months ended March 31, 2010, were at €14.7mn compared with €12.9mn posted for the year-earlier quarter: this equates to a gain of 13.8%. SSB's operating EBITA margin climbed from 13.3% to 14.6%. Underlying net profit excluding amortization surged 33.2% to €9.0mn (Q1 2009: €6.7mn); earnings per share were at €0.53, up from €0.40.

#### Strong financial position

Reflected by an equity ratio of 58.9% and a net debt to EBITDA ratio of 1.0, the financial position of the Sartorius Stedim Biotech Group further enhanced its very robust level.

#### Positive outlook

Based on the company's good first-quarter results, management confirms the earlier given outlook for fiscal 2010. It expects to achieve currency-adjusted gains in sales revenue in the upper single-digit percentage range and a slight increase in operating EBITA margin, which was at 15.0% for fiscal 2009. Furthermore, operating cash flow is projected to be significantly positive.

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<sup>1)</sup> According to customers' location

<sup>&</sup>lt;sup>2)</sup> Underlying

<sup>3)</sup> Underlying net profit after minority interest and excluding amortization

## Press Release



This press release contains statements about the future development of the Sartorius Stedim Biotech Group. We cannot guarantee that the content of these statements will actually apply because these statements are based upon assumptions and estimates that harbor certain risks and uncertainties.

#### Conference Call and Webcast

Joachim Kreuzburg, CEO and Chairman of the Board of the Sartorius Stedim Biotech Group, will discuss the results with analysts and investors on Wednesday, April 21, 2010, at 4:30 p.m. Central European Time (CET), in a teleconference. You may dial into the teleconference starting at 4:15 p.m. CET at the following numbers:

Germany: +49 (0)69 9897 2623 France: +33 (0)1 70 99 42 85 UK: +44 (0)20 7138 0843 USA: +1 212 444 0895

The dial-in code is: 9427275

To view the webcast or presentation, log onto: www.sartorius-stedim.com

#### A profile of Sartorius Stedim Biotech

Sartorius Stedim Biotech is a leading provider of cutting-edge equipment and services for the development, quality assurance and production processes of the biopharmaceutical industry. Its integrated solutions covering fermentation, filtration, purification, fluid management and lab technologies are supporting the biopharmaceutical industry around the world to develop and produce drugs safely, timely and economically. Sartorius Stedim Biotech focuses on single-use technologies and value-added services to meet the rapidly changing technology requirements of the industry it serves. Strongly rooted in the scientific community and closely allied with customers and technology partners, the company is dedicated to its philosophy of "turning science into solutions." Headquartered in Aubagne, France, Sartorius Stedim Biotech is listed on the Eurolist of Euronext Paris. With its own manufacturing and R&D sites in Europe, North America and Asia and a global network of sales companies, Sartorius Stedim Biotech enjoys a worldwide presence. Its key manufacturing and R&D site is in Germany. The company employs approximately 2,400 people, and in 2009 earned sales revenue of 401.2 million euros.

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