

# First-quarter figures: SSB off to a dynamic start in 2011

€ in millions	March 2011	March 2010	Growth in %	Growth in %
Unaudited figures				const. currencies
Order intake	129.0	110.5	16.8	15.1
Sales revenue	110.8	100.2	10.6	9.0
• Europe <sup>1)</sup>	58.4	56.6	3.2	2.9
<ul> <li>North America<sup>1)</sup></li> </ul>	27.1	25.3	7.5	6.4
<ul> <li>Asia   Pacific<sup>1)</sup></li> </ul>	21.0	14.7	43.1	35.3
<ul> <li>Other Markets<sup>1)</sup></li> </ul>	4.2	3.6	14.9	14.9
EBITA <sup>2)</sup>	17.6	14.7	20.1	_
EBITA margin <sup>2)</sup>	15.9%	14.6%		
Net profit <sup>3)</sup>	11.5	9.0	28.7	

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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.

# Strong growth in order intake and sales revenue

In the first quarter of 2011, Sartorius Stedim Biotech (SSB), a leading supplier for the biopharmaceutical industries, achieved double-digit growth in order intake and sales revenue. Single-use products, especially filters, contributed substantially to these results. All regions added to sales growth, with Asia/Pacific posting the highest gains.

#### Overproportionate increase in profitability

Sartorius Stedim Biotech further increased its strong profitability. Underlying earnings improved by 20.1% from 14.7 million euros to 17.6 million euros. The respective margin rose from 14.6% to 15.9%. Positive economies of scale especially contributed to this rise. Extraordinary income accounted for 0,8 million euros. Underlying earnings per share were at 0.75 euros, 42.8% up from 0.53 euros in the first guarter of 2010.

## All key financial indicators at a comfortable level

Reflected by an equity ratio of 56.2%, a gearing ratio of 0.3 and a net-debt-to-underlying-EBITDA ratio of 1.18, the financial position of the Sartorius Stedim Biotech Group remained very strong.

## Outlook for 2011 confirmed

Based on SSB's first-quarter results, management confirms its full-year forecast for 2011. Sales revenue is expected to grow between 6% and 8% in constant currencies; the Group's operating margin is projected to increase in constant currencies to around 17%. Furthermore, management anticipates a significantly positive operating cash flow.

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 Thursday, April 21, 2010, at 4:00 p.m. Central European Time (CET), in a teleconference. You may dial into the teleconference starting at 3:45 p.m. CET at the following numbers:

Germany: +49 (0)69 5007 1305 France: +33 (0)1 70 99 42 98 UK: +44 (0)20 7806 1951 USA: +1 718 354 1385

The dial-in code is: 1154435

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 nearly 2,600 people, and in 2010 earned sales revenue of 432.9 million euros.

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