



## First-half figures: SSB raises full-year 2011 guidance

€ in millions Unaudited figures	1st half 2011	1st half 2010	Growth in %	Growth in % (const. currencies)
Order intake	257.4	221.6	16.2	17.4
Sales revenue	229.6	209.3	9.7	10.8
• Europe <sup>1)</sup>	123.4	113.5	8.8	8.8
• North America <sup>1)</sup>	54.0	55.6	-2.7	2.7
• Asia   Pacific <sup>1)</sup>	43.6	31.9	36.7	34.1
• Other Markets <sup>1)</sup>	8.5	8.3	2.2	2.2
EBITA <sup>2)</sup>	38.6	31.5	22.9	
EBITA margin <sup>2)</sup>	16.8%	15.0%		
Net profit <sup>2)3)</sup>	25.0	19.5	28.3	

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

<sup>2)</sup> Underlying

<sup>3)</sup> Excluding amortization

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.

### Substantial growth in order intake and sales revenue

In the first half of 2011, Sartorius Stedim Biotech (SSB), a leading supplier for the biopharmaceutical industries, achieved substantial growth in order intake and sales revenue. Single-use products, especially filters, strongly contributed to these results. Regional assessment shows that Asia | Pacific posted the highest growth rates and boosted its revenue by one-third.

### Overproportionate increase in profitability

Sartorius Stedim Biotech further increased its strong profitability. Underlying earnings improved by 22.9% from 31.5 million euros to 38.6 million euros. The respective margin rose from 15.0% to 16.8%. Positive economies of scale especially contributed to this rise. Extraordinary expenses totaled 2.9 million euros. Underlying earnings per share were at 1.63 euros, 38.4% up from 1.18 euros in the first half of 2010.

### All key financial indicators at a comfortable level

Reflected by an equity ratio of 53.9%, a gearing ratio of 0.3 and a net-debt-to-underlying-EBITDA ratio of 1.23, the financial position of the Sartorius Stedim Biotech Group remained highly robust.

### Guidance for 2011 raised

Based on SSB's strong first-half results, management raised its guidance for 2011. Sales revenue is expected to grow between 8% and 10% in constant currencies (former guidance: 6%-8%); accordingly, the Group's operating margin is projected to increase to around 17%-18% (former guidance: around

Sartorius Stedim Biotech S.A.  
 Z.I. Les Paluds  
 Avenue de Jouques  
 B.P. 1051  
 13781 Aubagne - France  
[www.sartorius-stedim.com](http://www.sartorius-stedim.com)

Press Contact:  
 Petra Kirchhoff  
 Phone +49 (0)551.308.1686

Goettingen, July 25, 2011

17%). Furthermore, management anticipates a significantly positive operating cash flow.

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 Monday, July 25, 2011, 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 2222 2244

France: +33 (0)1 70 99 42 73

UK: +44 (0)20 7136 2052

USA: +1 212 444 0481

The dial-in code is: 9817884

To view the webcast or presentation, log onto: [www.sartorius-stedim.com](http://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 cell cultivation, 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.

---

**Contact:** Petra Kirchhoff; Vice President of Group Corporate Communications;  
Sartorius Corporate Administration GmbH, 37070 Goettingen, Germany;  
Phone: +49(0)551/ 308-1686; Fax: +49(0)551/ 308-3410;  
e-mail: [petra.kirchhoff@sartorius.com](mailto:petra.kirchhoff@sartorius.com); [www.sartorius-stedim.com](http://www.sartorius-stedim.com)