

## Nine-month figures: Further profitable growth for SSB

€ in millions Unaudited figures	9 months 2011	9 months 2010	Growth in %	Growth in % (const. currencies)
Order intake	366.0	331.1	10.5	12.4
Sales revenue	353.8	319.0	10.9	12.7
• Europe <sup>1)</sup>	183.7	169.9	8.1	8.2
• North America <sup>1)</sup>	85.4	85.0	0.5	7.4
• Asia   Pacific <sup>1)</sup>	70.8	51.0	38.9	37.8
• Other Markets <sup>1)</sup>	13.9	13.1	6.1	6.1
EBITA <sup>2)</sup>	60.9	50.0	22.0	
EBITA margin <sup>2)</sup>	17.2%	15.7%		
Net profit <sup>2)3)</sup>	38.9	31.0	25.2	

<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.

### Double-digit growth in order intake and sales revenue

From January to September 2011, Sartorius Stedim Biotech (SSB), a leading supplier for the biopharmaceutical industries, posted double-digit growth in order intake and sales revenue. Single-use products, especially filters and bags, strongly contributed to these gains. Asia | Pacific again led regional growth, boosting its sales revenue by more than one-third, while Europe and North America both reported upper single-digit gains in constant currencies.

### Overproportionate increase in profitability

Sartorius Stedim Biotech further increased its strong profitability. Driven by positive economies of scale, underlying EBITA improved by 22.0% from 50.0 million euros to 60.9 million euros. The respective margin rose from 15.7% to 17.2%. Extraordinary expenses totaled 3.6 million euros. Underlying earnings per share were at 2.54 euros, 32.7% up from 1.91 euros from January to September 2010.

### All key financial indicators at a comfortable level

Reflected by an equity ratio of 53.8%, a gearing ratio of 0.3 and a ratio of net debt to underlying EBITDA of 1.1, the financial position of the Sartorius Stedim Biotech Group remained highly robust.

### Sales guidance for 2011 upgraded

Based on SSB's strong nine-month results, management raised its guidance again for 2011. Sales revenue is expected to grow between 10% and 11% in

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constant currencies (former guidance: 8% to 10%). The Group's operating margin guidance remains unchanged, at 17% to 18%. 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 Friday, October 21, 2011, at 3:30 p.m. Central European Time (CET), in a teleconference. You may dial into the teleconference starting at 3:15 p.m. CET at the following numbers:

Germany: +49 (0)69 2999 3285

France: +33 (0)1 70 48 01 63

UK: +44 (0)20 7660 0009

USA: +1 646 254 3375

The dial-in code is: 3684539

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.

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