

## Nine-Month Figures: Dynamic Performance Continues

€ in millions Unaudited figures	September 2012	September 2011	Growth in %	Growth in % const. currencies
Order intake	409.5	364.2	12.4	8.2
Sales revenue	413.1	353.8	16.8	12.4
• Europe <sup>1)</sup>	197.3	183.7	7.4	6.8
• North America <sup>1)</sup>	117.5	85.4	37.5	25.4
• Asia   Pacific <sup>1)</sup>	82.4	70.8	16.3	10.8
• Other Markets <sup>1)</sup>	16.0	13.9	15.4	15.3
EBITDA <sup>2)</sup>	88.9	73.0	21.7	
EBITDA margin <sup>2)</sup>	21.5%	20.6%		
EBITA <sup>2)</sup>	76.2	60.9	25.1	
EBITA margin <sup>2)</sup>	18.4%	17.2%		
Net profit <sup>3)</sup>	48.7	39.0	24.8	

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

<sup>2)</sup> Underlying

<sup>3)</sup> Underlying net profit after non-controlling interest and excluding amortization and fair value adjustments of hedging instruments

The Sartorius Stedim Biotech Group uses earnings before interest, taxes and amortization (EBITA) as the key figure for measuring the 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 nine months of 2012, Sartorius Stedim Biotech (SSB), a leading supplier for the biopharmaceutical industry, achieved double-digit growth in order intake and sales revenue. Single-use products, especially filters and bags, contributed substantially to these results. All regions reported considerable gains in sales, with North America posting the highest growth.

### Over-proportionate increase in profitability

Sartorius Stedim Biotech further increased its strong profitability yet again, Underlying earnings improved 25.1% from 60.9 million euros to 76.2 million euros. Its respective margin rose from 17.2% to 18.4% and was driven by strong sales expansion. Extraordinary expenses amounted to 5.4 million euros. Underlying earnings per share were at 3.18 euros, up 24.8% from 2.55 euros in the previous year period.

### All key financial indicators at a comfortable level

Reflected by an equity ratio of 54.5%, a gearing ratio of 0.3 and a net-debt-to-underlying-EBITDA ratio of 1.1, the financial position of the Sartorius Stedim Biotech Group has continued to remain strong and stable.

### Outlook for 2012 upgraded

Based on SSB's strong nine-month results, management raised its guidance again for 2012. Sales revenue is expected to grow by about 11% in constant currencies (former guidance: about 10%); the Group's underlying earnings are projected to rise by about 20% (former guidance: about 15%), provided that currency exchange rates remain favorable as in the first nine months of this year.

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## 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, October 29, 2012, at 3:30 p.m. Central European Time (CET), in a teleconference. You may dial into the teleconference starting at 3:20 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 3450 9571

USA: +1646 254 3387

The dial-in code is: 4467739

To view the webcast or presentation, log onto: [www.sartorius.com](http://www.sartorius.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, 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 approx. 2,850 people, and in 2011 earned sales revenue of 477.3 million euros.

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