

Sartorius Stedim Biotech: Strong growth momentum in the first half of 2013

€ in millions	1 st half 2013	1 st half 2012	Growth in %	Growth in % const. currencies
Order intake	311.5	279.3	11.5	12.9
Sales revenue	292.6	272.6	7.3	8.8
• Europe ¹⁾	146.0	133.4	9.4	9.8
• North America ¹⁾	73.1	76.3	-4.2	-3.0
• Asia Pacific ¹⁾	60.1	53.2	13.0	17.5
• Other Markets ¹⁾	13.4	9.6	38.9	38.9
EBITDA ²⁾	67.4	56.1	20.1	
EBITDA margin in % ²⁾	23.0	20.6	+240bps	
EBITA ²⁾³⁾	57.4	47.8	20.0	
EBITA margin in % ²⁾³⁾	19.6	17.5	+210bps	
Net profit ⁴⁾	38.0	31.3	21.4	
Earnings per share in € ²⁾⁴⁾	2.47	2.04	21.4	

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¹⁾ According to customers' location

²⁾ Underlying (adjusted for extraordinary items)

³⁾ Amortization refers only to amortization of intangible assets recognized in connection with purchase price allocation (PPA) according to IFRS 3

⁴⁾ 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, depreciation and amortization (EBITDA) for measuring the performance and profitability of the Group. The key indicator "underlying EBITDA" corresponds to EBITDA adjusted for extraordinary items.

Further growth in order intake and sales revenue

In the first half of 2013, Sartorius Stedim Biotech (SSB), a leading supplier for the biopharmaceutical industry, reported strong growth in order intake and sales. This considerable increase in order intake was due to high demand for single-use products as well as to special growth impulses in the first quarter, particularly from large equipment orders. Sales revenue expanded at a more moderate pace, relative to the strong first half of 2012. Asia and Europe reported the highest gains, with sales revenue in constant currencies up 17.5% and 9.8%, respectively.

Overproportionate increase in profitability

SSB increased its underlying EBITDA by 20.1% to 67.4 million euros. Its respective margin improved substantially from 20.6% to 23.0%, which was predominantly driven by economies of scale and product mix effects. Extraordinary items totaled -€0.6 million euros. Underlying earnings per share were at 2.47 euros compared with 2.04 euros in the previous year.

All key financial indicators at comfortable levels

Reflected by an equity ratio of 55.5%, a gearing ratio of 0.3 and a net-debt-to-underlying-EBITDA ratio of 1.1, the financial position of SSB has continued to remain strong and stable. Net debt at the end of the first half stood at 140.7 million euros.

Guidance slightly raised

Based on its strong first-half results, the company upgraded its full-year targets for 2013. Sales growth is now forecasted to reach the upper end of, or slightly exceed, the 8% to 11% range



projected so far in constant currencies. SSB's underlying EBITDA margin is expected to rise to approximately 23.0% (previous guidance around 22.5%) without any currency effects considered.

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 Tuesday, July 23, 2013, 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 2222 10640

France: +33(0)1 76 77 22 41

UK: +44(0)20 3427 1922

USA: +1646 254 3368

The dial-in code is: 9117287; To view the webcast or presentation, log onto:

<http://www.sartorius.de/de/konzern/investor-relations/sartorius-aq/finanzkalender/telefonkonferenz/>

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. 3,000 people, and in 2012 earned sales revenue of 544.0 million euros.

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