

Preliminary Results 2013:

New Highs in Revenues and Earnings – Financial Targets Fully Achieved – Strong 2014 Outlook

€ in millions unless otherwise specified	2013	2012	Growth in %	Growth in % const. currencies
Order intake	614.9	553.9	11.0	13.7
Sales revenue	588.4	544.0	8.2	10.8
Europe ¹⁾	287.1	261.8	9.7	10.3
North America ¹⁾	150.8	149.2	1.1	4.4
Asia Pacific ¹⁾	125.8	112.4	11.9	19.0
Other Markets ¹⁾	24.7	20.5	20.0	20.0
EBITDA ²⁾	135.6	117.0	15.8	
EBITDA margin ²⁾ in %	23.0	21.5	+150bps	
EBITA ²⁾³⁾	114.2	99.5	14.8	
EBITA margin ²⁾³⁾ in %	19.4	18.3	+110bps	
Net profit ²⁾⁴⁾	75.2	64.6	16.5	
Earnings per share in € ²⁾⁴⁾	4.90	4.21	16.4	

¹⁾ According to customers' location ²⁾ Underlying = adjusted for extraordinary items

³⁾ Amortization refers only to amortization of intangible assets due to purchase price allocation (PPA) acc. 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 profitability of the Group.

The key indicator "underlying EBITDA" corresponds to EBITDA adjusted for extraordinary items.

Double-digit top-line growth

Sartorius Stedim Biotech, a leading supplier for the biopharmaceutical industry, posted double-digit growth in order intake as well as sales revenue in its third consecutive year. Business was fueled again by single-use products as well as by equipment for biomanufacturing, while acquisitions added 1.9 pct. points to revenue growth. From a regional perspective, Asia led growth (+19.0%), followed by Europe, which gained 10.3%. Compared to previous year's strong sales revenue, business in North America grew more moderately by 4.4% (all figures in constant currencies).

Profit margin continues to rise

Mainly driven by economies of scale, Sartorius Stedim Biotech again boosted its earnings overproportionately. Underlying EBITDA rose 15.8% to 135.6 million euros; the corresponding margin climbed 150 bps reaching 23.0%. Underlying net profit stood at 75.2 million euros, a plus of 16.5%. Extraordinary expenses totaled 3.7 million euros after 5.9 million euros a year before. Underlying earnings per share soared 16.4% from 4.21 euros in 2012 to 4.90 euros.

Key financial indicators at comfortable levels

The financial position of the Sartorius Stedim Biotech Group has remained strong and stable: At the end of the financial year, the equity ratio was at 55.3%, the gearing ratio stood at 0.3 and the ratio of net debt to underlying EBITDA equaled 1.0. Net debt totaled 130.0 million euros.

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Strong 2014 Outlook

Dynamic business expansion is expected to continue in the current year. For 2014, Sartorius Stedim Biotech forecasts sales revenue to increase by about 11% to 14% in constant currencies, which includes approx. 6 pct. points of non-organic growth from recent acquisitions. The underlying EBITDA margin is projected to rise to approx. 23.5% in constant currencies. Furthermore, the CAPEX ratio is expected to be in the range of 6% to 8%.

All figures given above are subject to a final audit by statutory auditors.

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. The Annual Report 2013 reporting the final results will be released on February 28, 2014.

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, January 28, 2014, 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 2222 10644

France: +33(0)1 76 77 22 40

UK: +44(0)20 3427 1937

USA: +1646 254 3376

The dial-in code is: 2350967

To view the webcast or presentation, log onto: 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. 3,300 people, and in 2013 earned sales revenue of 588.4 million euros according to preliminary figures.

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