

Q2 / H1 2024 Results presentation

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The fiscal year 2024 runs from October 2023 to September 2024.

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Strategy & Business Update

Andreas Reisse, CEO

Based on Q2 2024 results, SCHOTT Pharma is well on track to meet its full year guidance

**Revenue¹:
EUR 247m (+11%)**



Continued growth in revenue despite high basis of previous year

**EBITDA margin¹:
27.0%**



Continued high profitability at constant currencies while covering significant ramp-up costs

**HVS share
of 53% in H1 2024**



Consequent execution of strategy to achieve the mid-term target of 60% HVS share

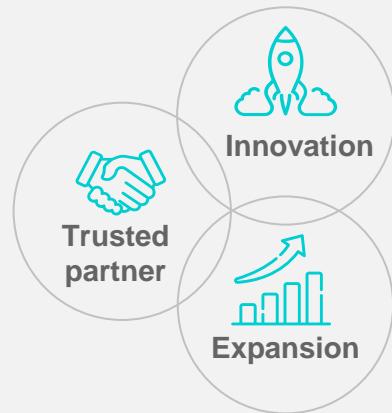
¹ At constant currencies

Robust market trends confirm growth strategy – Continued execution on shift to high-value solutions

Significant market opportunities

- GLP-1
- mRNA
- ADCs
- Subcutaneous administration
- Homecare
- Manufacturing transformation
- ...

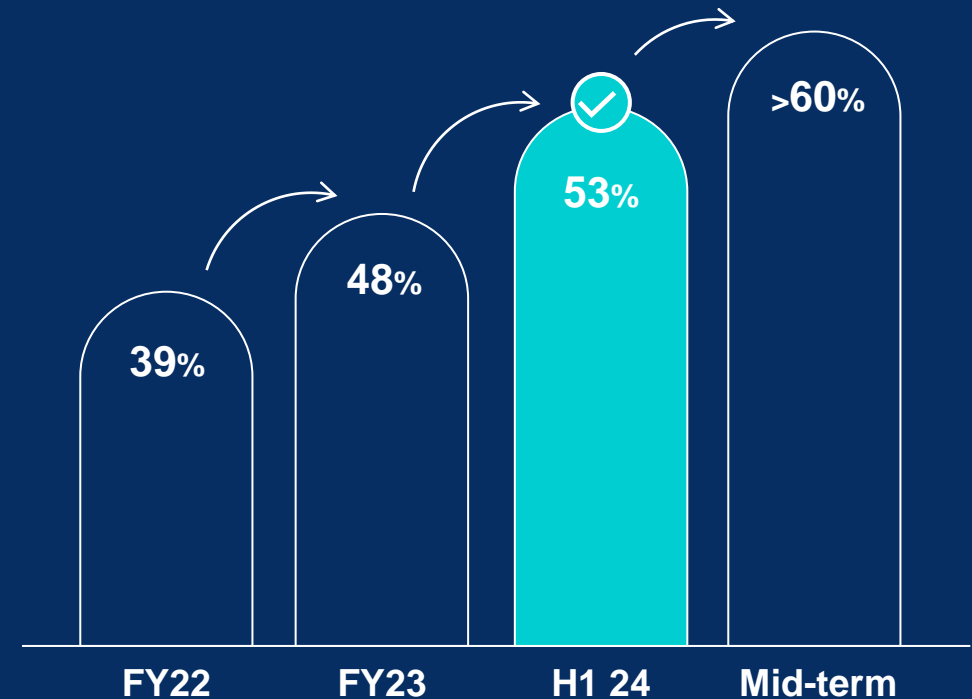
Market



Strategy



Shift to HVS



SCHOTT Pharma is innovating along the entire value chain and major pharma megatrends



Advancing large volume infusion

Collaboration with KORU Medical Systems to simplify subcutaneous drug administration

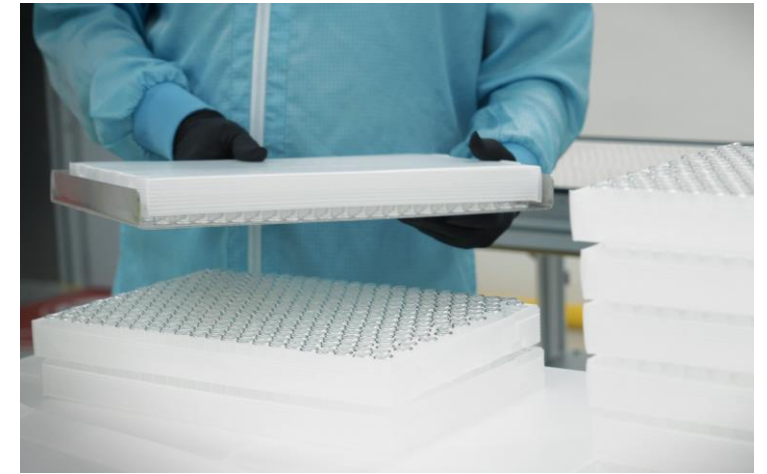
Addresses the market for treatments requiring recurring dosing regimens, e.g., chronic diseases or cancer



Broader functional service offering

One-stop shop for drug developers, covering full range of analytical tests needed for drug submission

Helps customers to accelerate the complex, time- and cost-intensive drug registration process and bring their products to market faster



Pioneering sustainability efforts

Collaborating with Big Pharma to transform industry and advance net zero transformation

Piloting secondary packaging recycling initiatives

Expansion projects on track: strengthening global presence with new production sites



Inauguration of new state-of-the-art production

Successful recent start of commercial production of prefillable glass syringes in Lukacsházá, Hungary

Additional production capacity will support major pharma trends to safely store GLP-1 drugs, vaccines, and biologics

Further investments are planned to expand site



New site in the U.S., one of the strongest growth markets

Investment of USD 371m to increase manufacture capabilities for HVS

First U.S. manufacturing facility in Wilson, North Carolina, to fill demand for domestic supply of prefillable glass and polymer syringes

Groundbreaking expected for 2025



Financial Update

Dr. Almuth Steinkühler, CFO

Key financial figures for Q2 2024

Revenues

EUR 247m (cc¹)



EUR 234m (rep.)



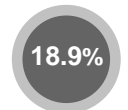
EBITDA

EUR 67m (cc¹)

Margin



EUR 44m (rep.)



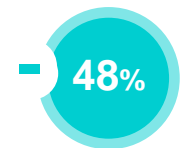
CAPEX²

EUR 28m



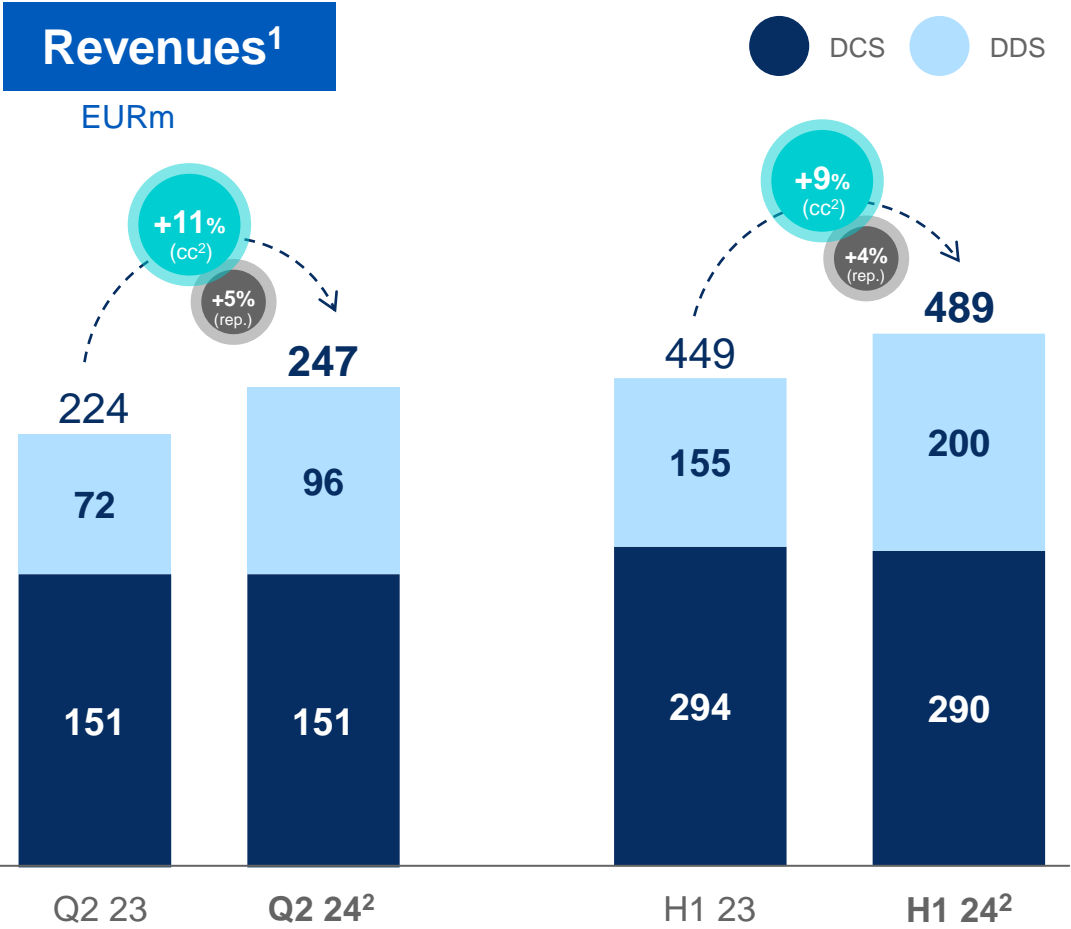
EPS

EUR 0.17



¹ At constant currencies; ² Capex excluding leasing

Strong revenue growth despite high comparable base from previous year



Key developments

Strong demand for prefilled syringes and the ongoing **expansion of capacities** in DDS segment leads to further **increase of HVS**

DCS segment developed **as expected** and **returned to high level of previous year** despite the temporary destocking effect for vials on the customer side

¹ Segment split excluding consolidation effects, ² At constant currencies



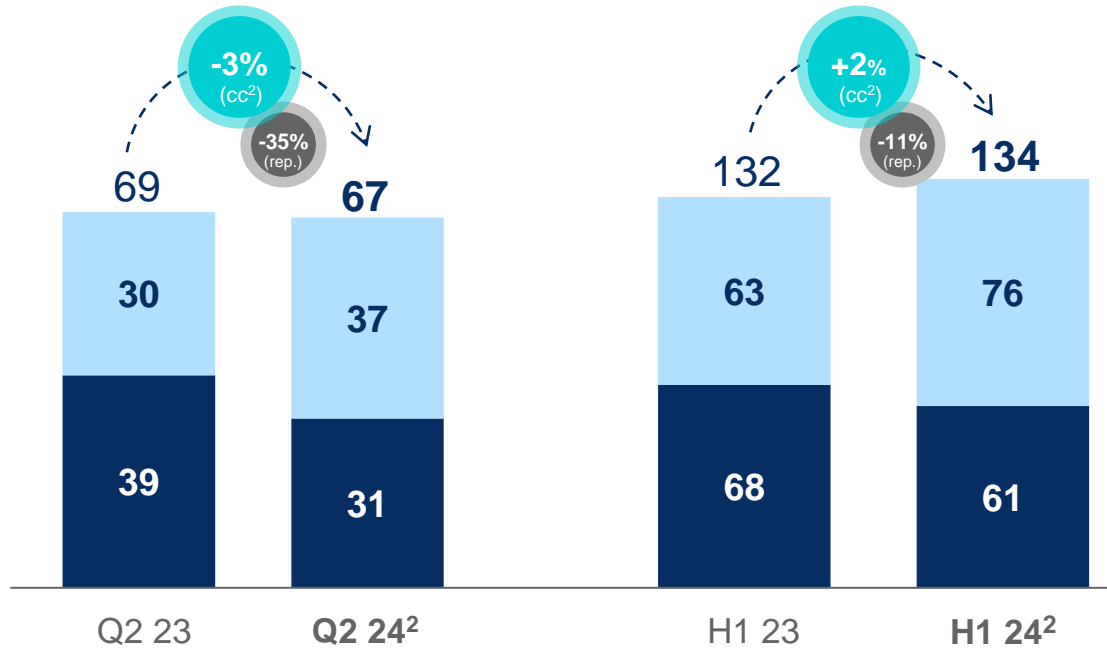
High profitability despite ramp-up costs

EBITDA¹ and margin

● DCS ● DDS

EURm

30.7% 27.0% — EBITDA margin — 29.4% 27.4%



Key developments

Strong EBITDA performance in DDS driven by **continued strong demand for prefillable syringes** and despite the ramp up in Hungary

EBITDA margin in DCS segment **affected by temporary underutilization** in vials and planned **ramp-up costs for Serbia**

Reported EBITDA was strongly impacted by **adverse FX effects**

¹ Segment split excluding consolidation effects, ² At constant currencies

Strong cash generation to fully self-fund strategic investments

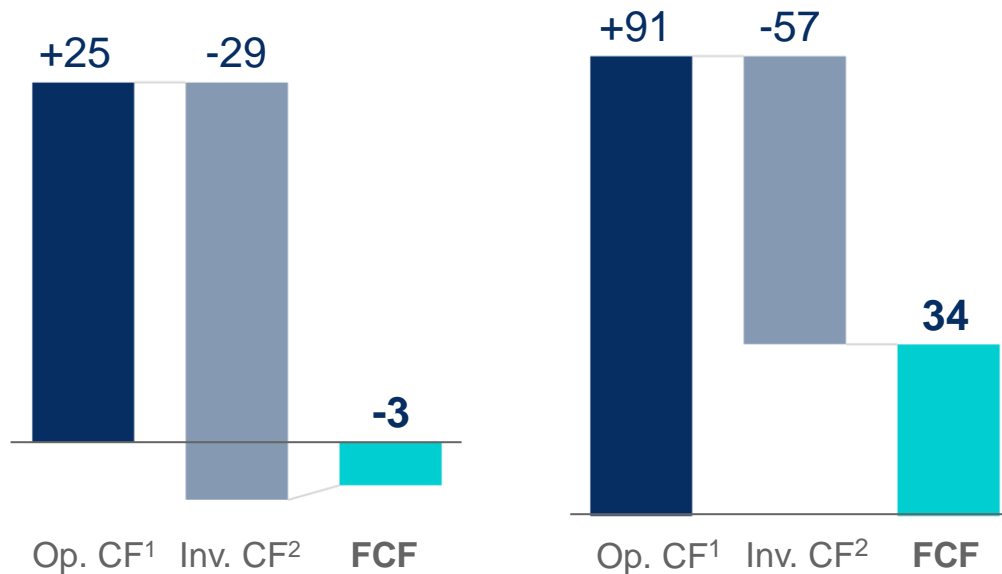
Free cash flow

EURm

Q2 24

Period

H1 24



¹ Op. CF = Cash flows from operating activities; ² Inv. CF = Cash flow from investing activities

Key developments

Free cash flow remained strong in H1 2024 despite significant growth investments and adverse FX effects

Growth investments into expansion of capacities **fully self-funded by strong operating cash flow generation**

Investments in H1 2024 are dominated by the **expansion of capacities to execute on HVS strategy**

Guidance for fiscal 2024 and mid-term confirmed

	FY 24	Mid-term
Organic revenue growth ¹	9% – 11%	Above 10% CAGR
EBITDA margin ¹	Approx. prior year's level (incl. ramp up of EUR 10-15m)	Low 30s%

Additional information for FY 24

HVS share: ~50%
(targeting >60% in the mid-term)

CAPEX²: EUR 165 – 185m
(old: EUR 200 – 230m)

Dividend: 10% – 20% payout ratio

¹ At constant currencies; ² Capex excluding leasing



Outlook

Andreas Reisse, CEO

Continuing our successful equity story



Our good H1 results show that **we are well on track to meet our full year guidance.**



Innovation will remain our growth driver, enabling us to tap into **pharma megatrends.**



We serve the **critical needs** of our customers based on **strong, trusted and long-term relationships.**



We further expand our **HVS capacities** to capitalize on **attractive business opportunities.**



We **pioneer across ESG initiatives**, as sustainability is a key pillar of our strategy.

Thank You



Next financial event

August 29, 2024:
Q3 results

December 12, 2024:
FY results