

# Q4 / FY 2023 Results presentation

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A man with a beard and dark hair, wearing a white lab coat, is shown in profile, looking intently at a laptop screen. He is wearing white gloves and holding a small vial. The background is a blurred laboratory setting with various pieces of equipment and a bright light fixture hanging from the ceiling.

# Strategy & Business Update

Andreas Reisse, CEO

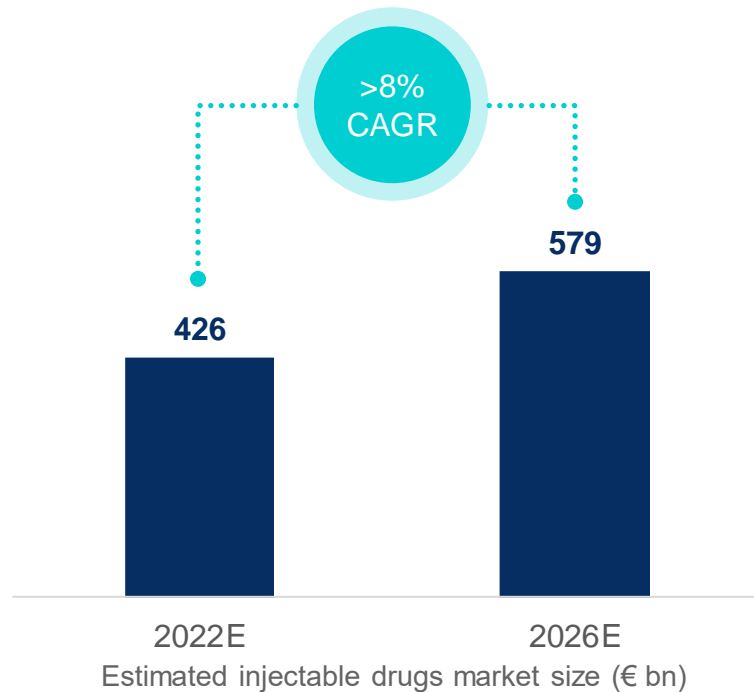
# Pure-play focus on an attractive, growing segment: Injectable drugs

**>50%**

of medicines approved by the FDA in 2022 were injectables<sup>1</sup>

**>8%**

CAGR<sup>2</sup>: one of the fastest growing routes of drug administration, expected to outpace total drug market growth



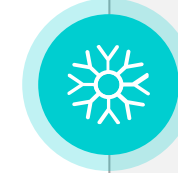
1) Based on FDA.gov  
2) Expected CAGR over 2022-2026E



GLP-1 drugs



mRNA therapies



ADCs



Subcutaneous drug administration



Homecare solutions



Manufacturing transformation

# Delivered on all promises



**Largest German IPO in 2023**  
followed by SDAX entry



**Full-year targets achieved**  
with continued strong  
profitable growth



**Exceeded ambitions** with 48%  
revenue share from strong-  
margin **high-value solutions**




**Successful expansion of  
production capacities** esp. for  
fast-growing HVS business



**Leading the way with  
product innovations** that  
serve pharma megatrends

# Achieved full-year targets and guidance

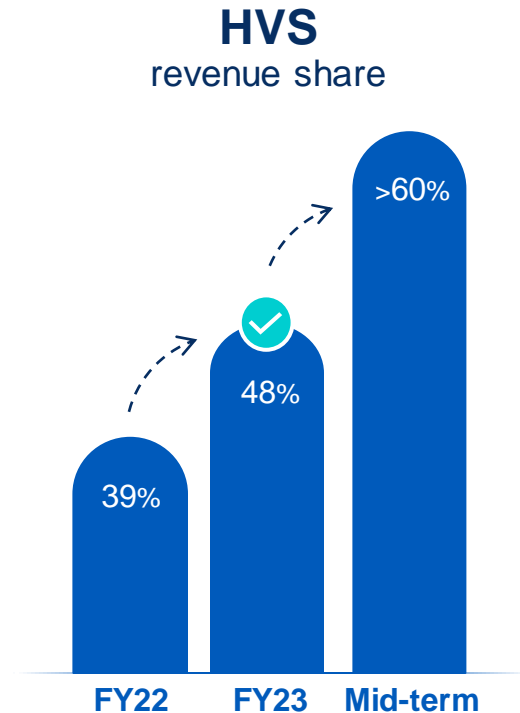
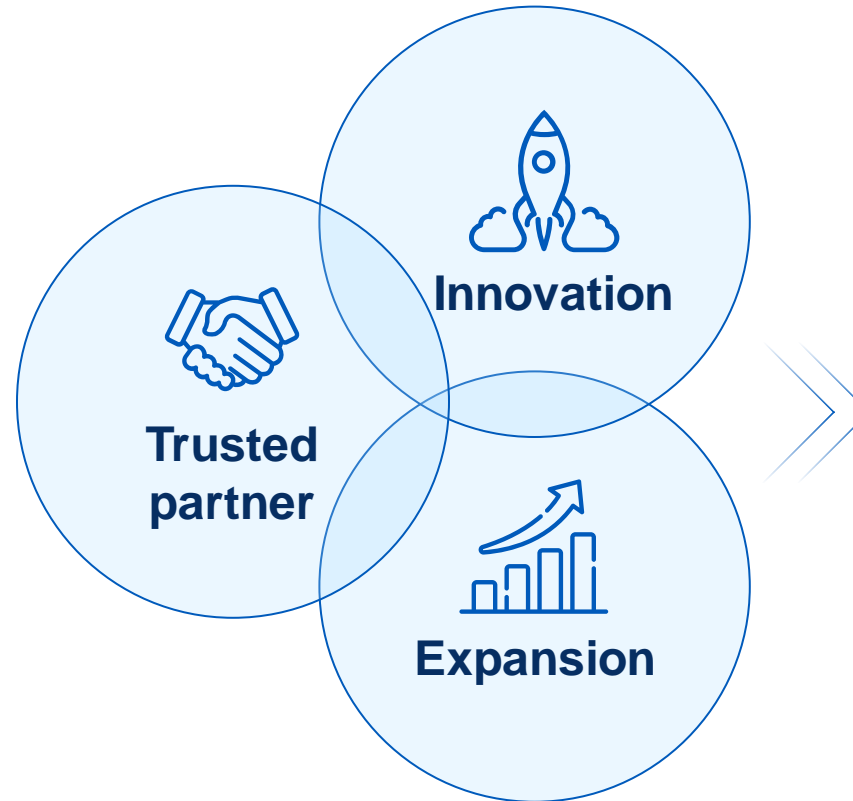
	FY23 Guidance		FY23 Actual
Revenue	EUR 880m – EUR 900m		<b>EUR 899m</b> +9% yoy
EBITDA margin			<b>26.6%</b> In line with FY22 EBITDA margin
HVS revenue share	Mid 40s% range		<b>48%</b>
CAPEX <sup>1</sup>	EUR 155m – EUR 175m		<b>EUR 176m</b> 20% of revenues
Dividend	~10% – 20% range payout ratio		<b>Proposal: 15%</b> of the profit for the period

<sup>1</sup> Capex excluding leasing

# Execution on growth strategy – capacity expansion and shift to high-value solutions

## Significant market opportunities

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



Market

Strategy

Execution

# Product innovations that serve pharma megatrends



## SCHOTT TOPPAC® freeze syringes for deep-cold drugs

First drug delivery system to protect drugs down to -100°C

Addresses an extensive drug development pipeline, incl. mRNA

Winner of Pharma Innovation Award 2023



## cartriQ® cartridges for commercial filling of GLP-1

Ready-to-use sterile cartridges available for clinical and commercial filling

Caters to the growing market of GLP-1 drugs, insulin and high-value biologics



# Successful expansion of HVS production capacities



## Germany

Continuous ramp-up of production capacities ahead of plan



## Hungary

Start of production of prefillable glass syringes planned for summer 2024

Majority of production capacity already contracted by customers



## Switzerland and U.S.

Expanding capacity for RTU cartridges in Switzerland

Expanding capacity for RTU vials in the U.S.

# Financial Update

Dr. Almuth Steinkühler, CFO

# Key financial figures

Revenues

**FY23: EUR 899m** + 9%

EBITDA

**FY23: EUR 239m**

Margin

**26.6%**



CAPEX<sup>1</sup>

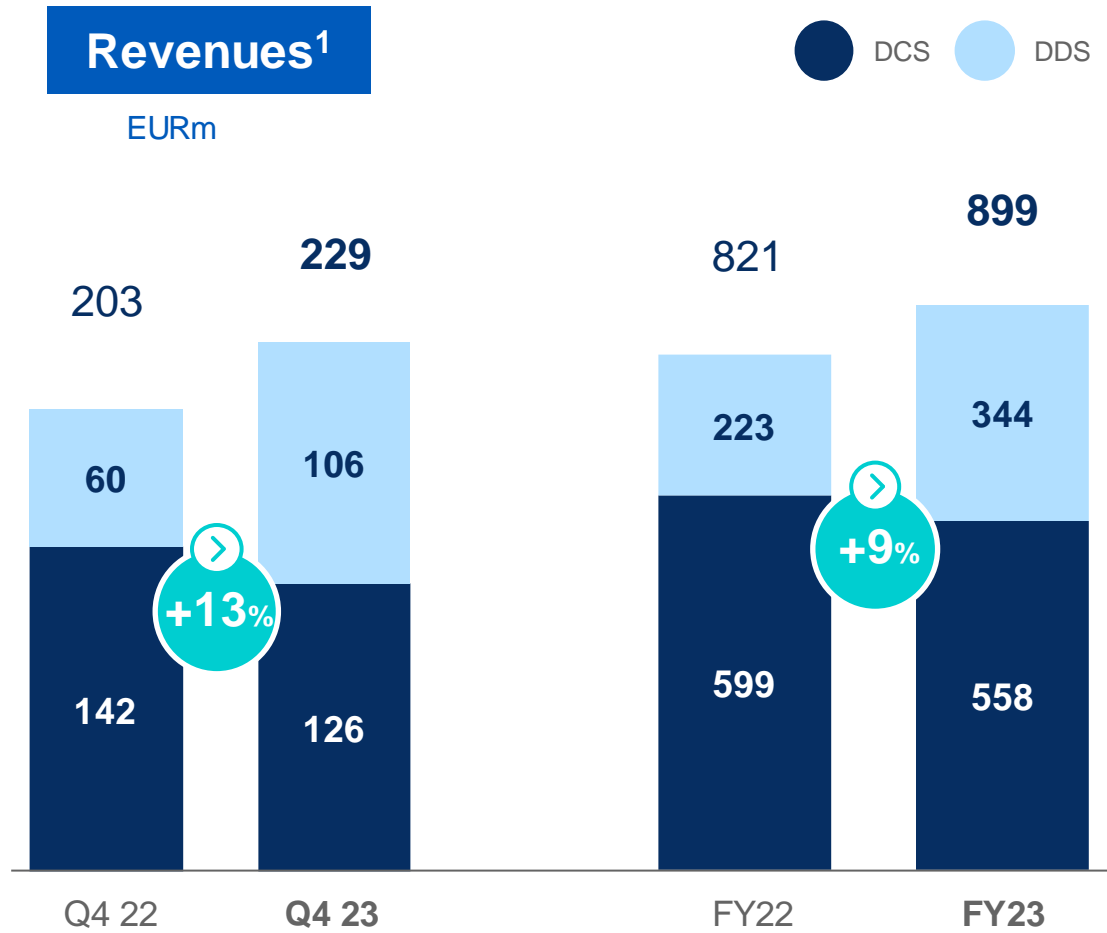
**FY23: EUR 176m** + 23m

EPS

**FY23: EUR 1.01** + 21%

<sup>1</sup> Capex excluding leasing

# Strong revenue growth through execution of strategy



<sup>1</sup>Segment split excluding consolidation effects

## Key developments

Solid finish at the **upper end of the revenue guidance** (EUR 880 – 900m)

Growth mainly driven by the **high demand for HVS products** supporting the **strong performance in the DDS** segment

Successful **ramp-up of new DDS capacities** to meet increasing demand

DCS segment impacted by temporary **destocking of vials** in H2 23 as expected

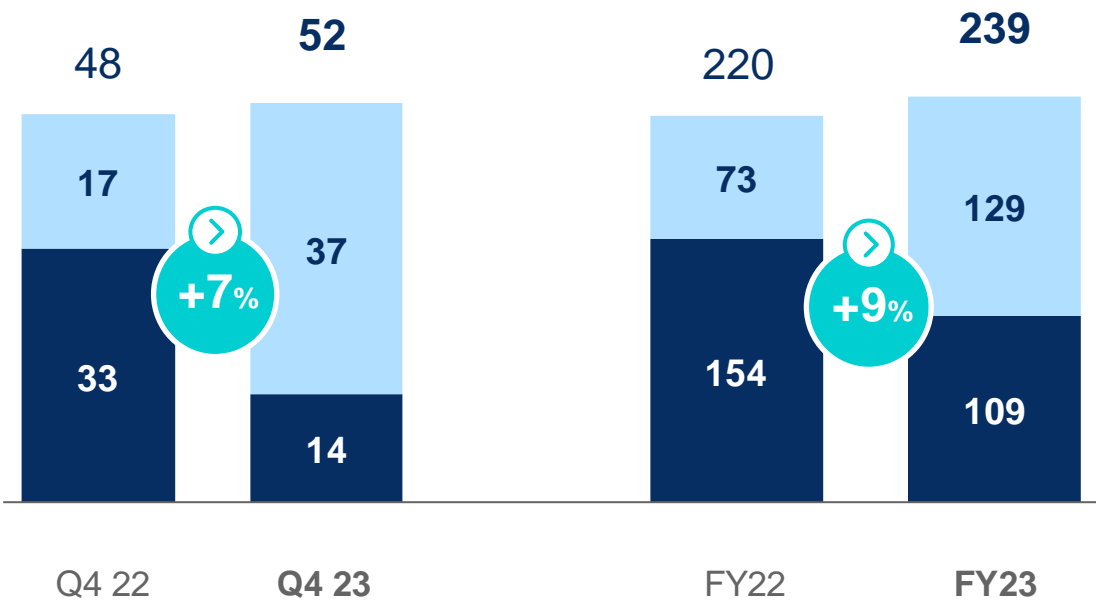
# High EBITDA margin maintained driven by strong HVS momentum

## EBITDA<sup>1</sup> and margin

● DCS ● DDS

EURm

23.8% 22.6% — EBITDA margin — 26.8% 26.6%



<sup>1</sup>Segment split excluding consolidation effects

## Key developments

FY23 EBITDA performance **in line with strong revenue growth**

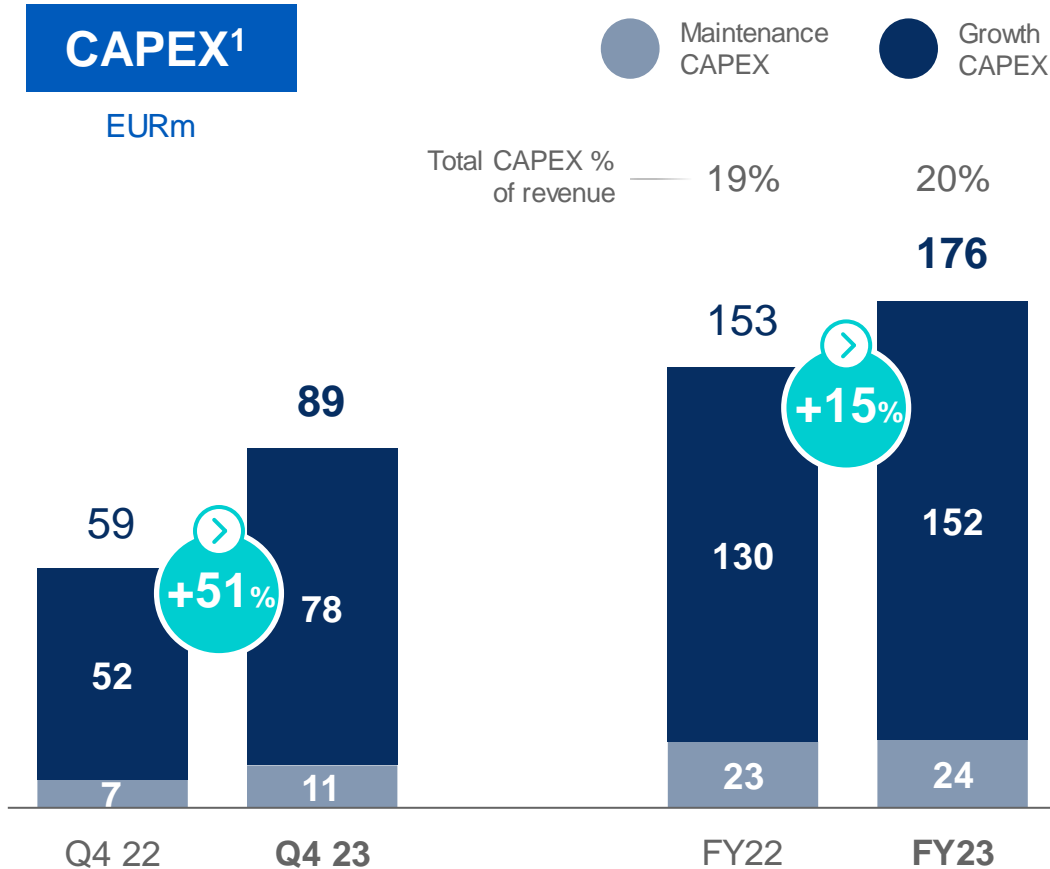
**EBITDA margin maintained at previous year's level** despite the effects from destocking in vials

**DDS with notable margin expansion** fueled by the high revenue growth

Profitability in **DCS impacted by underutilization in vials**



# Continued investments support future growth



<sup>1</sup> Capex excluding leasing

## Key developments

FY23 CAPEX **at the upper end of the guidance**

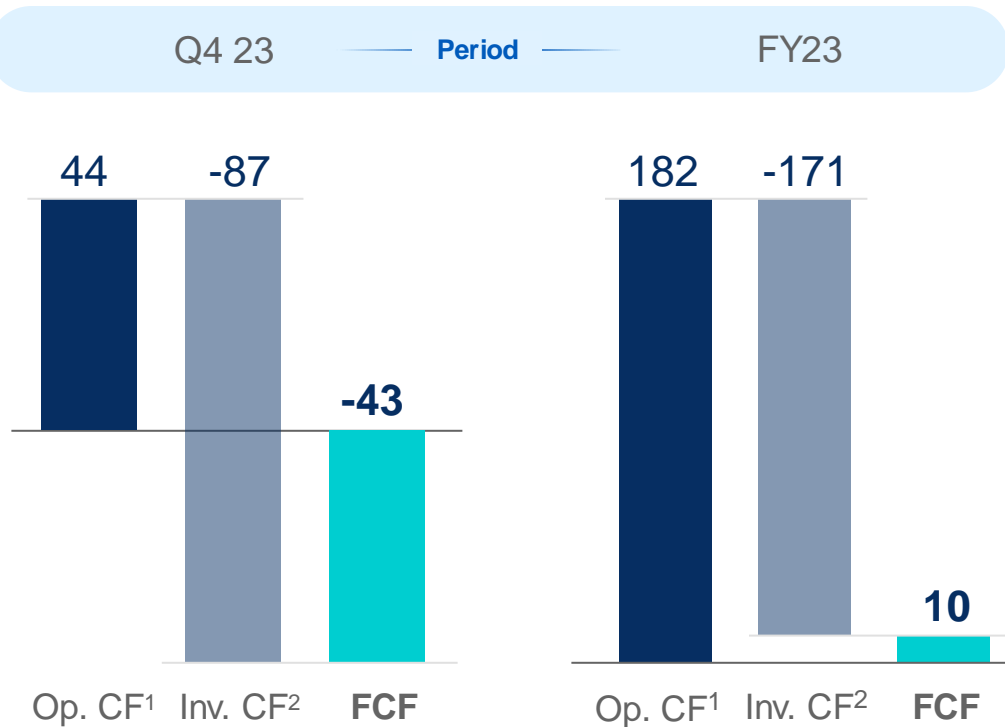
Successful implementation of HVS strategy enabled by **the high level of growth investments**

CAPEX primarily driven by the **continued syringe capacity expansions** in Germany and Hungary

# Strong cash generation enables us to self-fund our high-growth investments

## Free cash flow

EURm



<sup>1</sup> Op. CF = Cash flows from operating activities | <sup>2</sup> Inv. CF = Cash flow from investing activities

## Key developments

**Good free cash flow generation** of EUR 10m in FY23 despite record growth investments and increasing working capital

Higher CAPEX driven by **expansion of capacities**

**Increase in working capital** due to expansion of the HVS business which has a **slightly longer working capital cycle**

# We believe in sustainability as a key driver to achieve our strategic goals



## We strive for Climate Neutrality by 2030

- ✔ Published first sustainability report
- ✔ Strong EcoVadis GOLD achieved again
- ✔ Science Based Targets initiative (SBTi) confirmed emissions reduction targets



## We pioneer circular packaging solutions within the pharma industry

- ✔ Three landmark development contracts with key customers secured



## We live our mission through our committed and diverse workforce

- ✔ Very high Employee Commitment Index (ECI) of 85
- ✔ 24% of leadership positions are held by women

# Financial guidance for fiscal 24 and mid-term

	FY 24	Mid-term	Additional information for FY 24
Organic Revenue growth (excl. FX effects)	9% – 11%	Above 10% CAGR	<b>HVS share:</b> ~50% (targeting >60% in the mid-term)
EBITDA margin (excl. FX effects)	<b>Approx. prior year's level</b> (incl. ramp up of EUR 10-15m)	Low 30s%	<b>CAPEX<sup>1</sup>:</b> EUR 200 – 230m  <b>Dividend:</b> 10% – 20% payout ratio

<sup>1</sup> Capex excluding leasing



# Outlook

Andreas Reisse, CEO



# Our strategic priorities for 2024: Continued profitable growth with an increase in HVS share of revenues



## Strategic capacity expansions

- Germany: Further steep ramp-up of polymer syringe capacity
- Hungary: More than doubling our production capacity for prefillable glass syringes
- Switzerland: Realization of additional sterile cartridge production
- Serbia: Construction of new best-cost site for ampoules
- USA: Significant increase of RTU vials capacity
- India: Further expansion of glass syringe production

## Strong innovation pipeline

- Extension and further commercialization of EVERIC® product family
- First range of sustainable, high-quality products with FIOLAX® Pro glass from SCHOTT to reduce carbon footprint of supply chain by approx. 50%
- Further commercialization of large-volume polymer syringes used for homecare treatments of autoimmune diseases

# Continuing our successful equity story



We have delivered on all promises, **grown profitably** and **fully achieved guidance**.



Our portfolio addresses **pharma megatrends**, and **innovation** will remain our growth driver.



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 events

29 February 2024:  
Q1 results

14 March 2024:  
Annual General  
Meeting

27 June 2024:  
H1 results