SCHOTT PHARMA

Q1 2025
Results presentation

Andreas Reisse, CEO
Dr. Almuth Steinkühler, CFO

The fiscal year 2025 runs from October 2024 to September 2025.

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Strategy & Business Update

Andreas Reisse, CEO

Good Q1 results driven by continuous demand for HVS*

EUR 230

(+4%) Revenue**

Revenues remained stable, driven by a strong demand for high-margin HVS

26.3%**

EBITDA margin

Continued strong profitability in line with expectations considering high comparative base

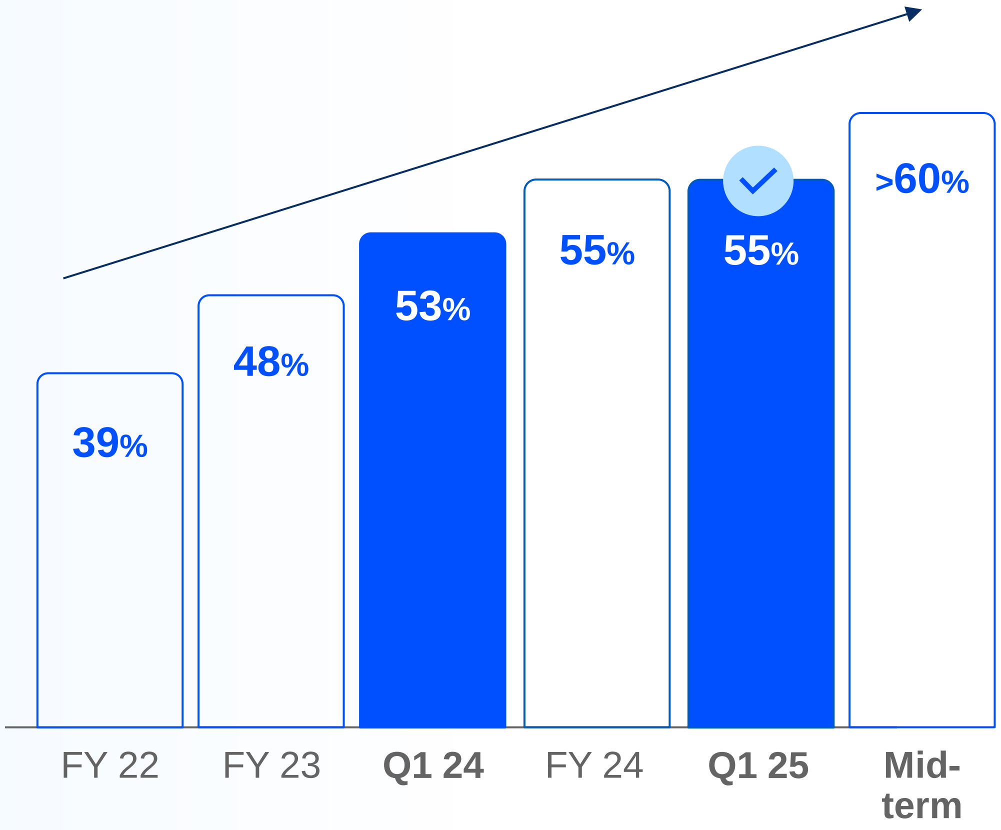
55%

HVS revenue share

Continued execution of our strategy to increase our HVS share

* High Value Solutions ** At constant currencies

Growth strategy drives HVS shift



Why HVS?

CAGR of **12%**

Strong margin:
+10 pp above average

Multiple in price of **5-15x** vs. standard products

Strategy is paying off; pipeline is filling up

Innovation

Redefining efficiency, stability and speed in hospitals

Next-generation polymer syringe system SCHOTT TOPPAC® infuse addresses medication waste, inefficient manual processes and mistakes, and storage constraints in hospitals

Safely storing GLP-1 and biologics

Order intake of DCS is increasing, further long-term contracts closed that secure future sales pipeline

Sterile cartridges used to store GLP-1 and sensitive biologics, supporting subcutaneous self-administration at home

Protecting highly sensitive ADCs

High order intakes for specialty vials

SCHOTT Pharma’s coated vials are being used for sensitive medications, including ADCs that need to be lyophilized and aim to revolutionize oncology

Accelerating growth by expanding global production network

Expansion

HUNGARY

Second manufacturing hub for prefillable glass syringes besides plant in Switzerland

Completion of successful audits from large key accounts and qualification of products

SERBIA

Brand new site will increase global production network to span a total of 17 countries

Commercial ampoule supply from best-cost production site schedule for mid of year

Financial Update

Dr. Almuth Steinkühler, CFO

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Key financial figures for Q1 2025

Revenues

EUR 230m

– 1%

+4% at constant currencies

EBITDA

EUR 58m

Margin 25.1%

26.3% margin at constant currencies

EPS

EUR 0.19

– 35%

CAPEX[1]

EUR 21m

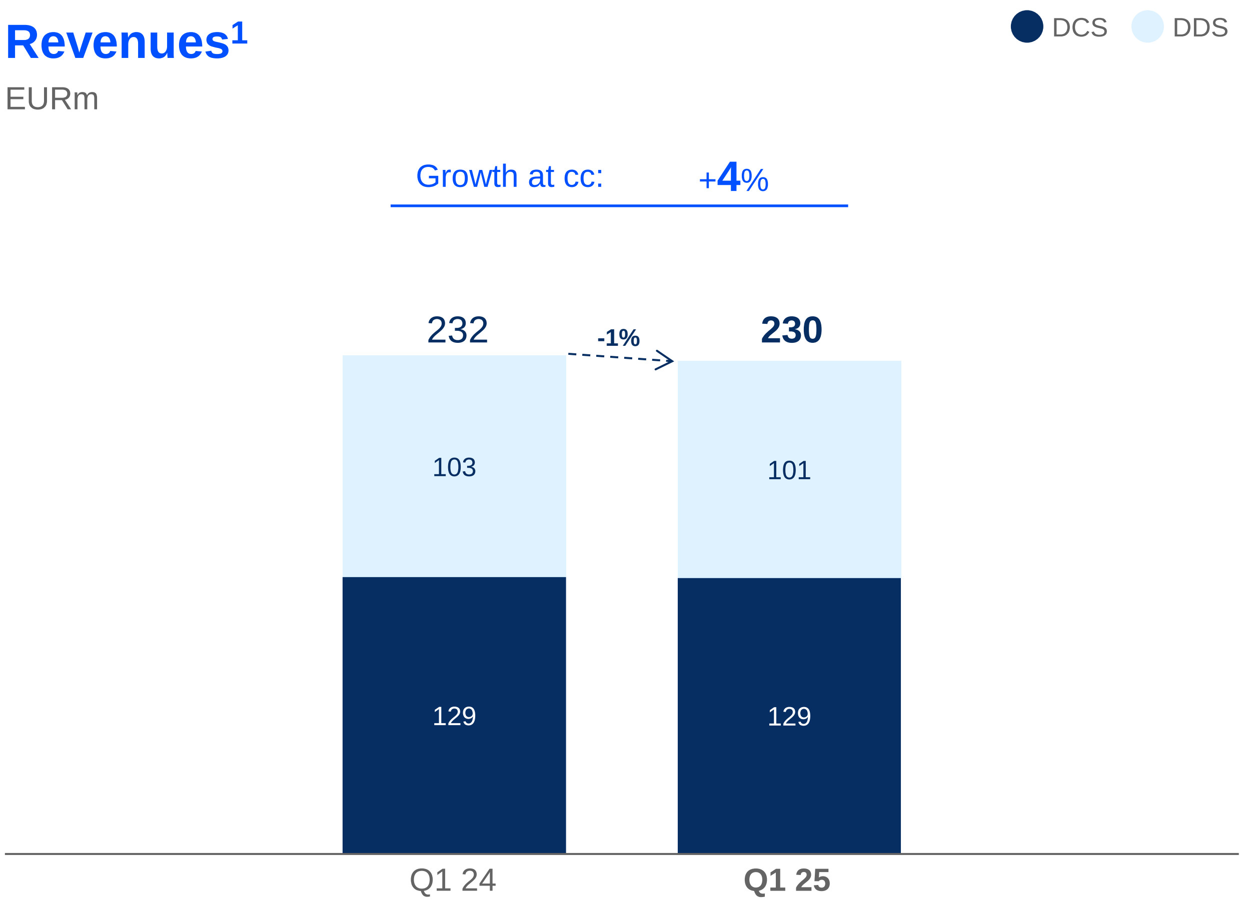
– 7m

[1]Capex excluding leasing

Q1 2025 paves the way for our fiscal 2025 targets

Revenues[1]

EURm



Key developments

Q1 revenue growth **driven by DCS** and **in-line with expectations**; **stronger H2 2025** anticipated from additional capacities combined with secured contracts

DCS with strong revenue increase at constant currencies mainly **driven by HVS products** and **continued vial improvement**; which off-set **adverse FX headwinds**

Stable **DDS revenue development against very strong comparable** with **high demand for glass syringes** which almost fully compensated the expected **temporary lower demand for some polymer syringe applications**

[1] Segment split excluding consolidation effects, CC = At constant currencies

Strong EBITDA level given negative mix, ramp-up and adverse FX impact

EBITDA[1] and margin

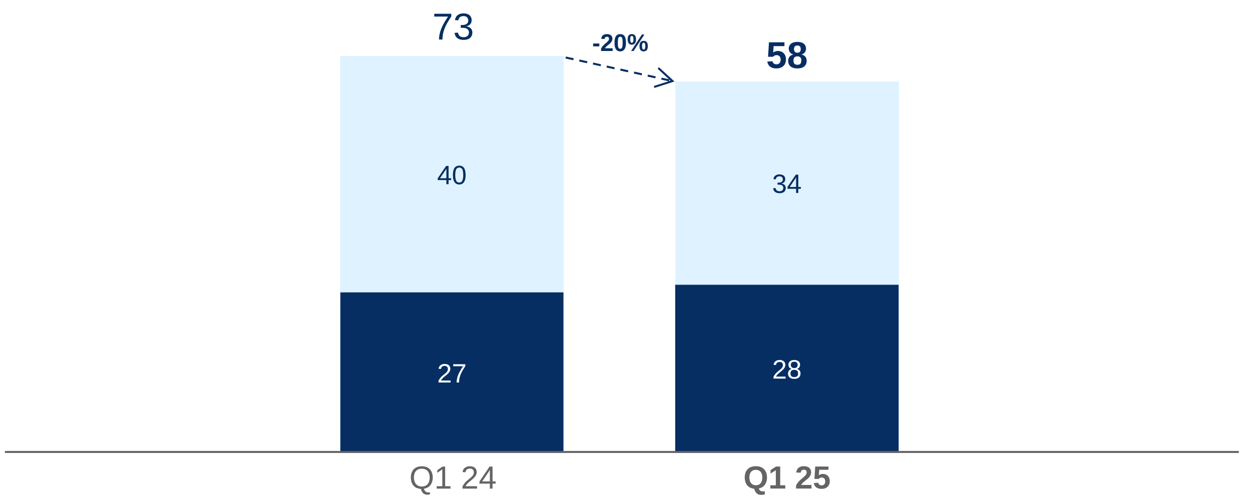
EURm

DCS DDS

31.3%	EBITDA margin	25.1%

Growth at cc: **-13%**

Margin at cc: **26.3%**



Key developments

As reported margin decline was largely due to the reversal of FX effects: Last year in Q1 high single digit million EUR benefit and this year's Q1 with negative mid single digit million EUR effects

Strong operational EBITDA performance confirms our fiscal 2025 targets

Slight DCS EBITDA improvement from first benefits of implemented **efficiency measures**, with further gains expected

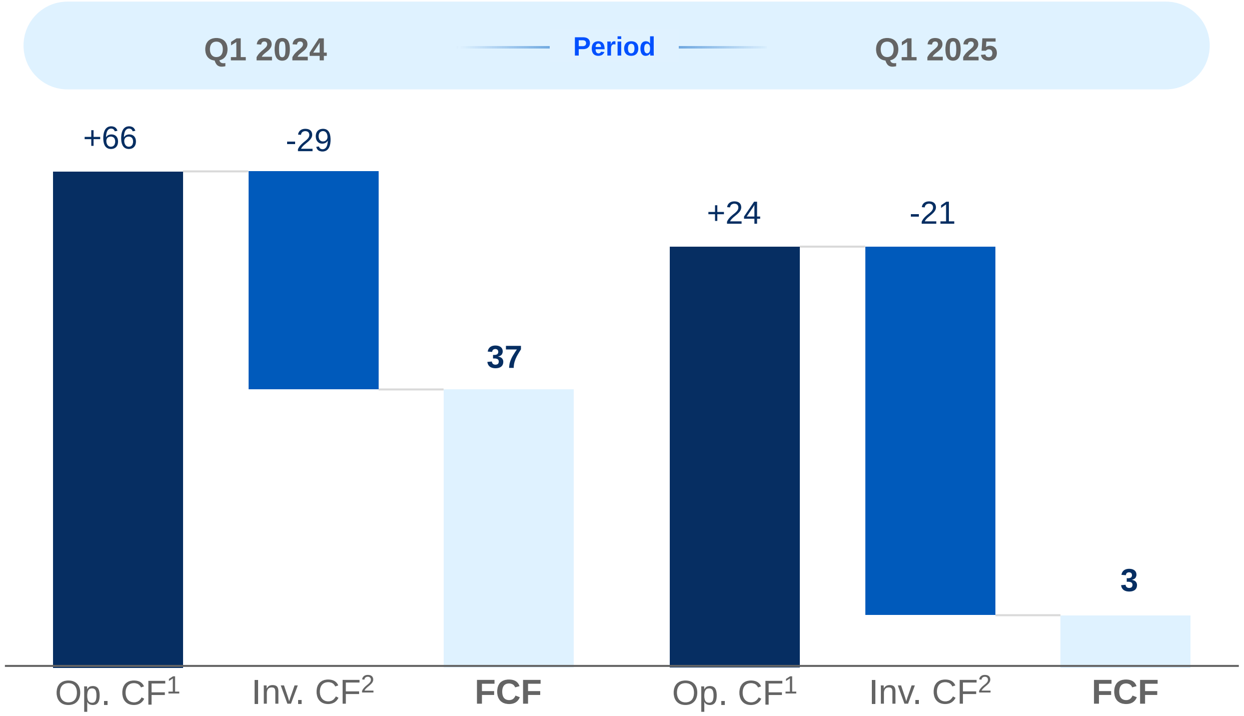
EBITDA in DDS segment decreased due to **scale-up costs** and the expected **less favorable product mix**

[1] Segment split excluding consolidation effects, CC = At constant currencies

Operating cash flow finances expansion

Free cash flow

EURm



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

Key developments

Cash flow from operations impacted by lower EBITDA and temporary higher working capital

Capital expenditure are mainly related to our expansion projects, and investments are seasonally back-end loaded

Targets for FY 2025 and mid-term confirmed

	FY 2025	Mid-term
Organic revenue growth[1]	High single digit	> 10% CAGR
EBITDA margin[1]	Approx. prior year's level (FY 2024: 26.9%)	Low 30s%

Additional information for FY 2025

HVS share
~55% (mid-term target >60%)

CAPEX[2]
EUR 160 – 190m

[1]At constant currencies; [2]Capex excluding leasing

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Outlook

Andreas Reisse, CEO

Continue to focus on proven growth strategy with robust market trends at the core

Pharma megatrends	GLP-1	ADCs	SubQ
Current market developments along megatrends	Taking off, further applications emerging	Personalized cancer therapies based on antibodies	Intravenous to subcutaneous: cost and time efficiency
SCHOTT Pharma ideally positioned with broadest industry portfolio	Prefillable glass syringes, (RTU) cartridges	Specialty vials, i.e., coated (RTU) vials	Large-volume prefillable glass and polymer syringes, (RTU) cartridges

+

- mRNA
- Homecare
- Manufacturing shift
- Sustainability

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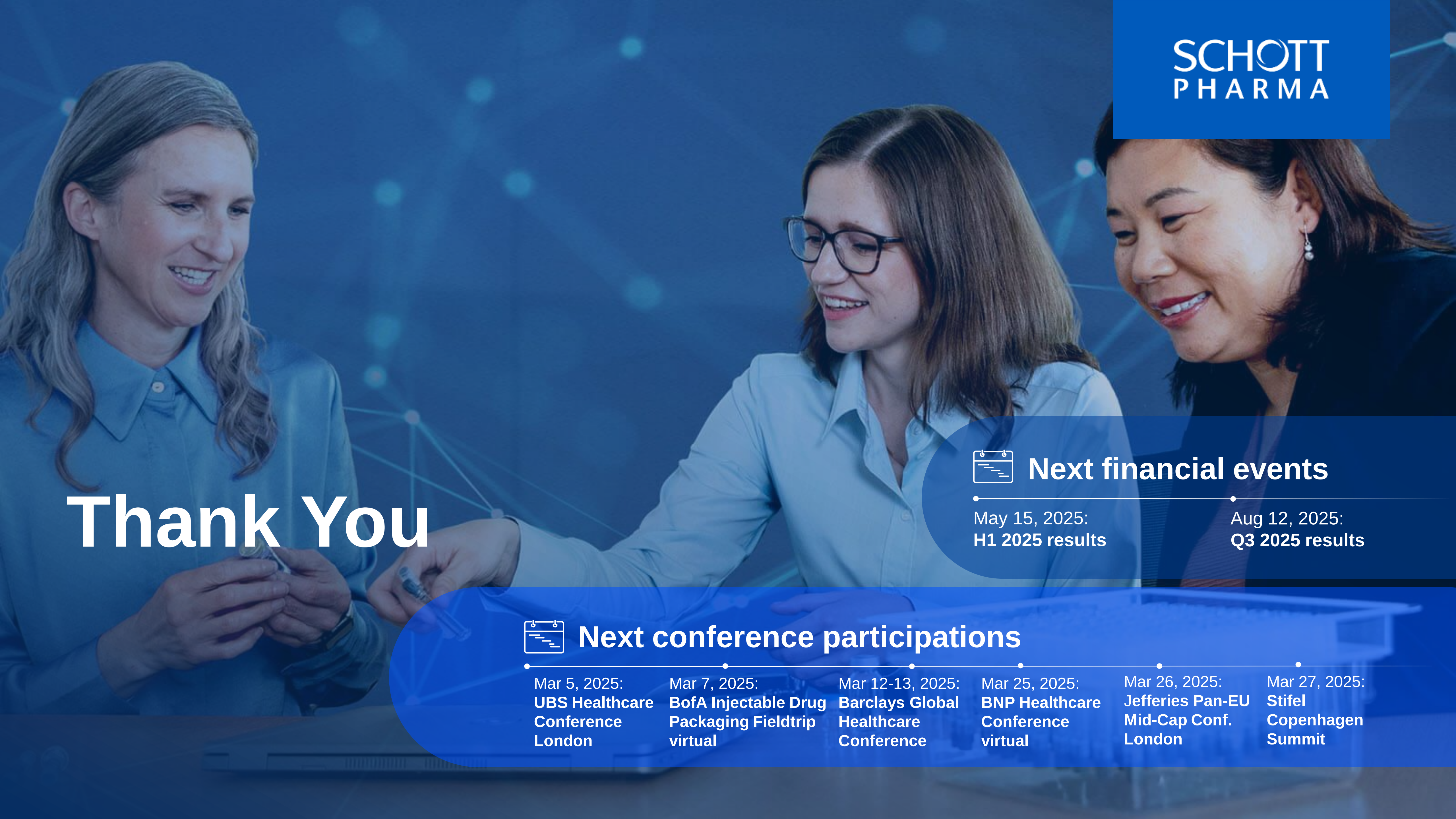
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Thank You
Next financial events
May 15, 2025:
H1 2025 results
Aug 12, 2025:
Q3 2025 results
Next conference participations
Mar 5, 2025:
UBS Healthcare Conference London
Mar 7, 2025:
BofA Injectable Drug Packaging Fieldtrip virtual
Mar 12-13, 2025:
Barclays Global Healthcare Conference
Mar 25, 2025:
BNP Healthcare Conference virtual
Mar 26, 2025:
Jefferies Pan-EU Mid-Cap Conf. London
Mar 27, 2025:
Stifel Copenhagen Summit