

Q2 2025 - Results presentation

Andreas Reisse, CEO | Dr. Almuth Steinkühler, CFO

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

© SCHOTT Pharma AG & Co. KGaA

Disclaimer

This presentation has been prepared solely for use at this meeting. This material is given in conjunction with an oral presentation and should not be taken out of context. By attending the meeting where this presentation is held or accessing this presentation, you agree to be bound by the following limitations.

This publication has been prepared by SCHOTT Pharma AG & Co. KGaA. It may contain statements which address such key issues as strategy, future financial results, events, competitive positions and product developments. Such forward-looking statements are subject to a number of risks, uncertainties and other factors, including, but not limited to those described in SCHOTT Pharma's disclosures, in particular in the chapter "Risks" in SCHOTT Pharma's annual report. Should one or more of these risks, uncertainties and other factors materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performances or achievements of SCHOTT Pharma may vary materially from those described in the relevant forward-looking statements.

These statements may be identified by words such as "expect," "want," "anticipate," "intend," "plan," "believe," "seek," "estimate," "will," "project" or words of similar meaning. SCHOTT Pharma neither intends, nor assumes any obligation, to update or revise its forward-looking statements regularly in light of developments which differ from those anticipated. Stated competitive positions are based on management estimates supported by information provided by specialized external agencies.

Our financial reports, presentations, press releases and ad-hoc releases may include alternative financial metrics. These metrics are not defined in the IFRS (International Financial Reporting Standards). SCHOTT Pharma's net assets, financial position and results of operations should not be assessed solely on the basis of these alternative financial metrics. Under no circumstances do they replace the performance indicators presented in the consolidated financial statements and calculated in accordance with the IFRS. The calculation of alternative financial metrics may vary from company to company despite the use of the same terminology. Further information regarding the alternative financial metrics used at SCHOTT Pharma can be found on our web site (<https://www.schott-pharma.com/investor-relations>).

The information contained in this presentation is provided as of the date of this presentation and is subject to change without notice.

Due to rounding, individual numbers presented throughout this, and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures to which they refer.

For technical reasons, there may be differences in formatting between the accounting records appearing in this document and those published pursuant to legal requirements.



Strategy & Business Update

Andreas Reisse, CEO



Strong Q2 results thanks to increased HVS demand



EUR **252**_m

Revenue

(+10% at constant currencies)

Revenues increased significantly, driven by increased demand for high-margin high-value solutions (HVS) in both segments



EUR **72**_m

EBITDA

(margin 28.2% at constant currencies)

Strong profitability improvement driven by mix shift towards HVS and continued execution of efficiency measures



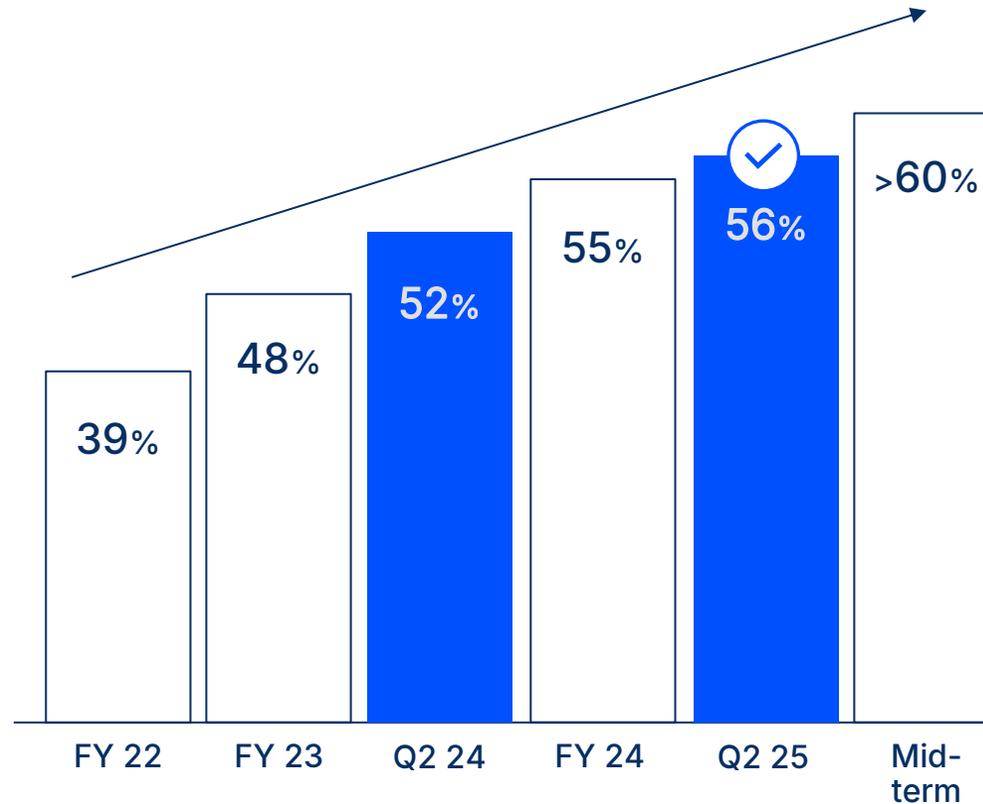
56%

HVS revenue share

Strong development driven by both segments



Ongoing shift towards HVS as main growth driver



The success behind HVS

Excellent strategy based on pharma mega trends in combination with innovations and execution of expansion projects

The success is reflected by continuous increase of HVS share

HVS products are driving growth and margin expansion



Driving innovation in HVS portfolio across segments



Innovation



Pioneering ultra-low temperature storage

SCHOTT TOPPAC® freeze prefillable polymer syringes protect sensitive biologics at temperatures as low as -180 °C, advancing storage and delivery of precious cell and gene therapies.



Offering broader sterile cartridge portfolio

SCHOTT Pharma launches one of the most common cartridge formats, 1.5 ml, as an RTU solution, broadening its cartriQ® portfolio with a new small format.



Facilitating manufacturing transformation and expanding ampoule capacities in Europe



Trusted partner



Expansion



Growing Alliance for RTU

The strategic network "Alliance for RTU", promoting the market adoption of RTU solutions to enhance manufacturing efficiency and patient safety, is continuously growing.



Building Europe's largest ampoule production hub

New ampoule manufacturing facility started production in Jagodina, Serbia on April 10, 2025, and will increase competitiveness in the field of drug containment solutions as well as strengthen local supply chains.



Financial Update

Dr. Almuth Steinkühler, CFO

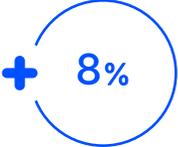


Key financial figures for Q2 2025

Revenues

EUR 252m

+10% at constant currencies



EBITDA

EUR 72m

28.2% margin at constant currencies



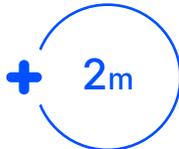
EPS

EUR 0.26



CAPEX¹

EUR 30m



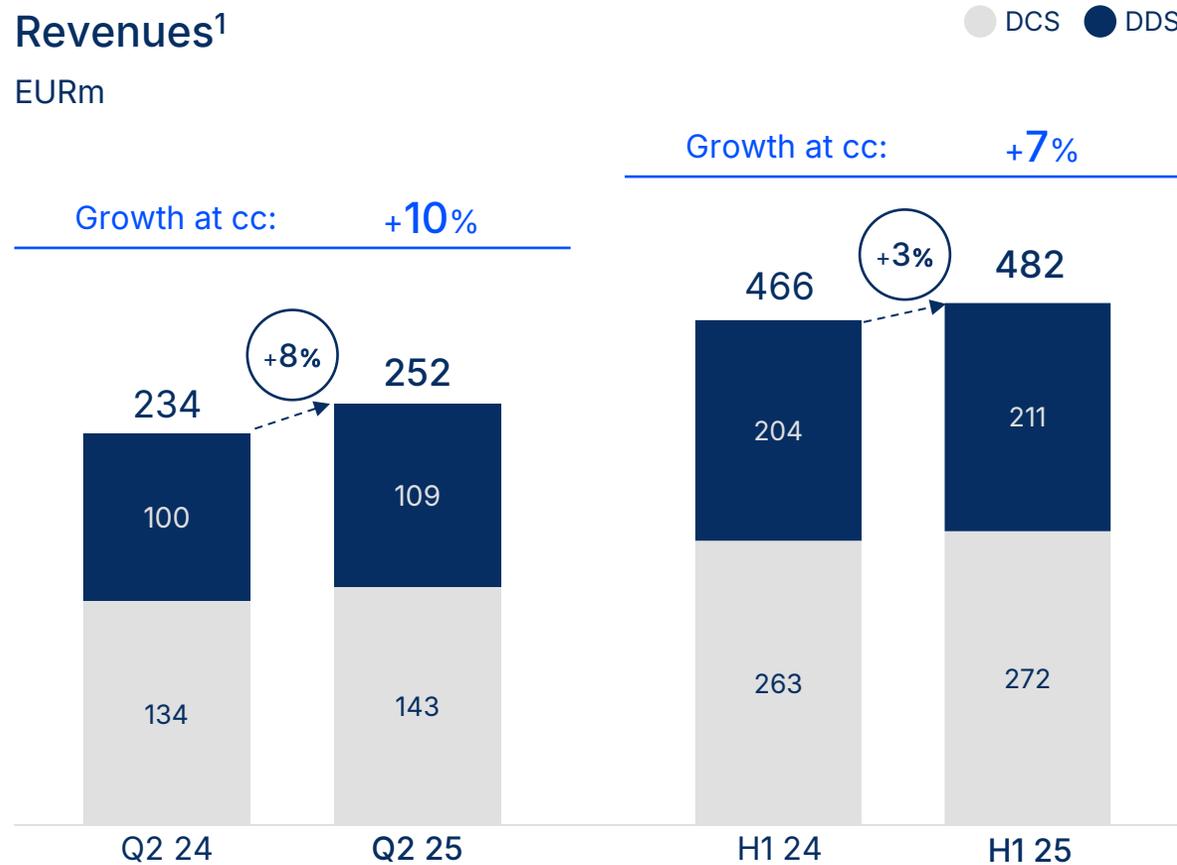
¹Capex excluding leasing



Q2 2025 exceeds expectations

Revenues¹

EURm



¹ Segment split excluding consolidation effects, cc = at constant currencies

Key developments

Revenue growth through good momentum in both segments

Strong HVS revenue growth in DCS driven by very high demand for specialty vials and RTU product portfolio as well as continuous improvement of core vials in Q2

Strong DDS performance as main revenue driver, with a high demand for glass syringes compensating the temporary weakness for polymer syringes

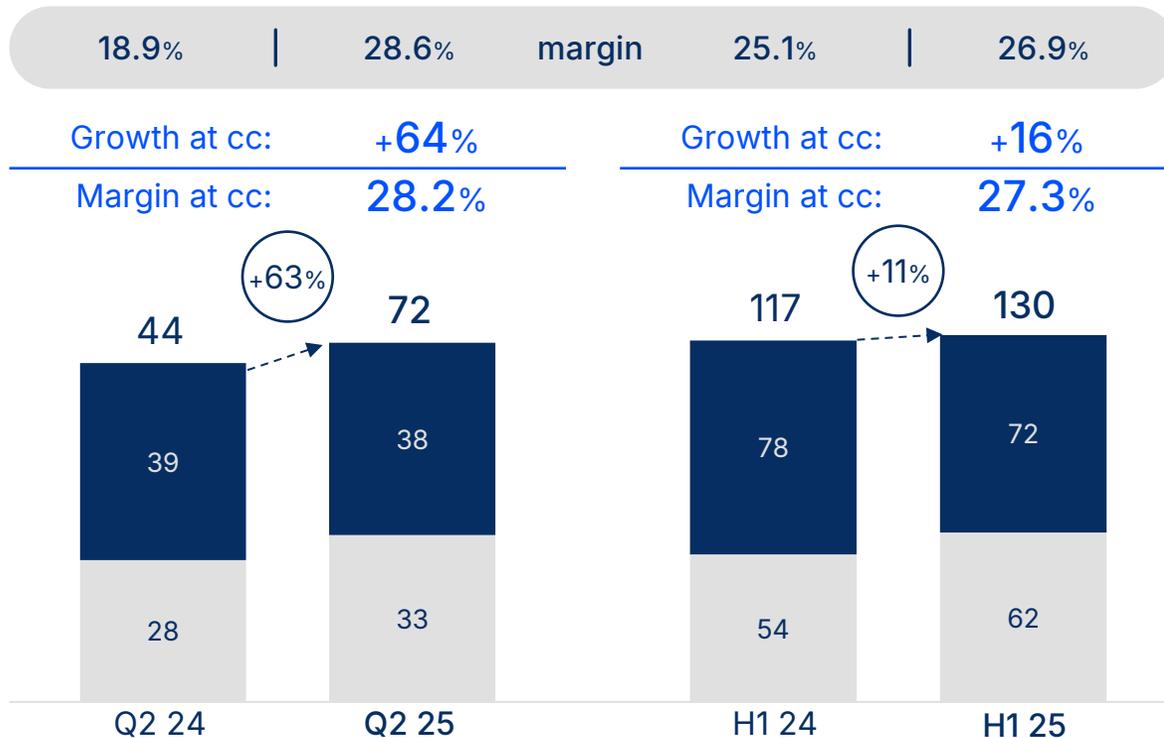


Increase in profitability given positive product mix

EBITDA¹ and margin

● DCS ● DDS

EURm



¹ Segment split excluding consolidation effects, cc = at constant currencies

Key developments

Increase in profitability was mainly driven by a product mix shift towards HVS

Implemented cost and productivity improvement measures pay off

Strong increase in profitability in DCS segment on the back of HVS growth

Maintained high EBITDA in DDS segment including product mix shift from polymer to glass syringes and continuous expansion efforts in Hungary

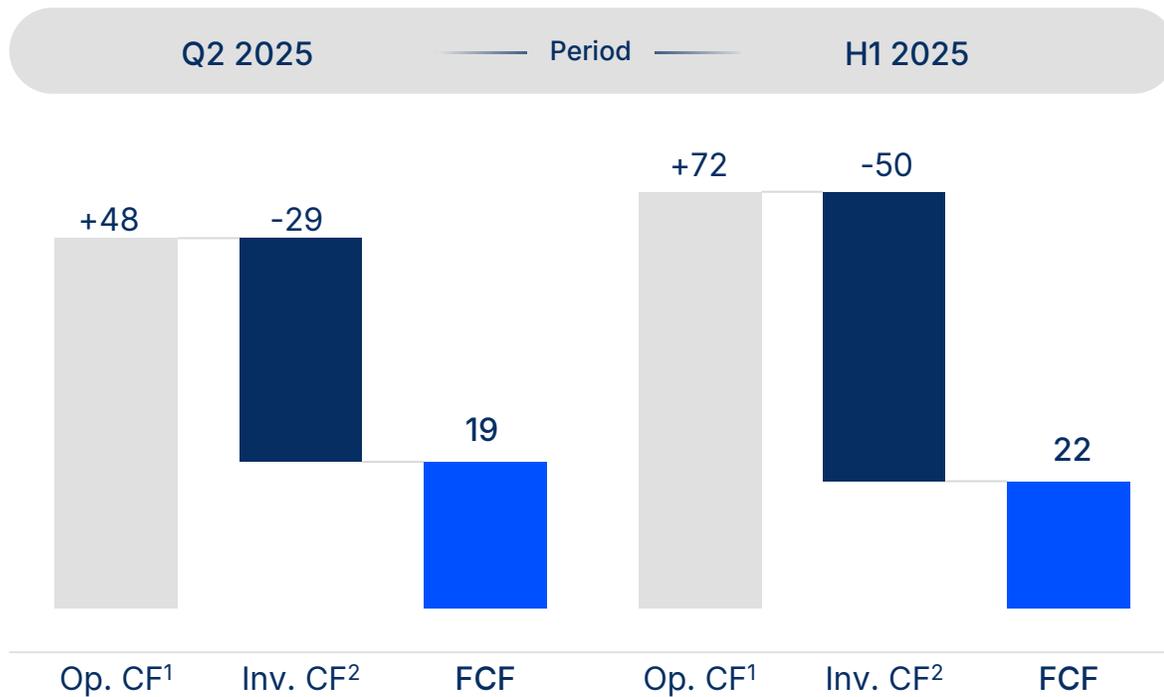
Less adverse FX effects



Solid cash generation funds strategic investments

Free cash flow

EURm



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

Key developments

Increased EBITDA largely set off higher working capital

Capital expenditure developed as expected

Continued strong free cash flow generation



FY 2025 and mid-term targets reiterated



Organic revenue growth¹

FY 2025

High single digit

Mid-term

> 10% CAGR



EBITDA margin¹

Approx. prior year's level
(FY 2024: 26.9%)

Low 30s%



Additional information for FY 2025

HVS share

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

CAPEX²

EUR 140 – 160m

(old: EUR 160 – 190m)

¹At constant currencies; ²Capex excluding leasing



Thank you for your attention



Next financial events

Aug 12, 2025:
Q3 2025 results

Dec 11, 2025:
FY 2025 results



Next conference participations

May 21-22, 2025:
Berenberg
European Conference
New York

May 27-28, 2025:
Deutsche Bank
European Champions
Frankfurt

Jun 17, 2025:
Oddo BHF
Forum
London

Jun 18, 2025:
Citi
European Healthcare Forum
London