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Mainz, Germany

## Upholding momentum: SCHOTT Pharma sustains strong growth in the first half of FY 2023

- Strong trajectory continuing into H1 of FY 2023, with sales of EUR 449 million representing 13.2% year-on-year growth, and EBITDA of EUR 132 million resulting in a margin of 29.4%
- Strategy focusing on high-value solutions is paying off as share of sales from these high-margin, high growth products increased significantly to 45%
- Strategic capacity expansion for high-value products well on track to meet surging demand for injectables

**SCHOTT Pharma continued its successful path as a pioneer in pharma drug containment solutions and delivery systems, supplying the global pharma industry with high-quality prefillable glass and polymer syringes, cartridges, vials, and ampoules. In the first half of the fiscal year 2023<sup>1</sup>, the company generated sales of EUR 449 million, marking a strong 13.2% year-on-**

**year growth. EBITDA increased by 16.6% to EUR 132 million, resulting in an EBITDA margin of 29.4% which was 1 percentage point higher than the same period in 2022. The increase in profitability was once again fueled by the robust growth of high-value solutions, constituting 45% of the sales composition. “We are capitalizing on increasingly relevant medical areas: GLP-1 treatments, mRNA drugs and other originator biologics, as well as biosimilars. This enables us to tap into high-potential segments and sustain our growth,” said Andreas Reisse, CEO of SCHOTT Pharma.**

“In the first half of this fiscal year we have continued our proven trajectory with double-digit growth rates and increased profitability. Our long-term delivery contracts with leading pharma companies, extending partially until 2030 and beyond, provide high security and financial visibility. This sets a solid foundation for our future success,” said Dr. Almuth Steinkühler, CFO of SCHOTT Pharma. The company has made rapid progress in implementing the production expansion plan for its high-value product lines, ensuring its ability to meet growing market demand. Amongst others, SCHOTT



An employee holds a prefillable polymer syringe above a nest and tub.

Image: SCHOTT Pharma/Oana Szekely

Pharma has added a state-of-the-art production facility for prefillable polymer syringes in Southern Germany and is significantly expanding capacity for its ready-to-use vials in the United States. In addition, the company has also started construction of a new manufacturing hub for prefillable glass syringes in Hungary.

### **Staying ahead through innovation**

SCHOTT Pharma is further investing in R&D to continuously innovate and develop new products. The company further expanded its product portfolio within the high-value solutions segment in the past six months: The new [SCHOTT TOPPAC® freeze prefillable polymer syringes](#) are made for deep-cold drugs such as mRNA vaccines and therapeutics, that need to be stored and transported on dry ice at temperatures reaching -100°C. With this innovation, SCHOTT Pharma is the first on the market in this category and enables deep-cold medications to be marketed using prefillable polymer syringes.

The company also provides high-quality solutions for GLP-1 (glucagon-like peptide 1) drugs. These drugs effectively manage blood sugar levels and decrease appetite, making them valuable for treating both type-2 diabetes and obesity. SCHOTT Pharma has secured long-term contracts with all leading players in this market segment, supplying them with prefillable glass syringes and cartridges.

### **Outlook**

SCHOTT Pharma primarily operates within the addressable market for injectables, which represents a thriving subset within the pharmaceutical industry. The company expects growth of this market segment to outpace the overall performance of the pharma market in general. “By focusing on this specific market, we capitalize on the increasing demand for injectable products and are well positioned for continued success in a growing market,” concludes CEO Andreas Reisse.

*For additional news about SCHOTT Pharma please visit our [media center](#).*

*<sup>1</sup>The fiscal year 2023 runs from October 2022 to September 2023. The financial results in this press release are unaudited combined financials.*



Andreas Reisse, CEO, and Dr. Almuth Steinkühler, CFO of SCHOTT Pharma.

Image: SCHOTT Pharma/Oana Szekely



An employee inspects a prefillable glass syringe.

Image: SCHOTT Pharma/Oana Szekely

## About SCHOTT Pharma

SCHOTT Pharma designs solutions grounded in science to ensure that medications are safe and easy to use for people around the world – because human health matters. The portfolio comprises drug containment solutions and delivery systems for injectable drugs ranging from prefillable glass and polymer syringes to cartridges, vials, and ampoules. Every day, a team of around 4,700 people from over 65 nations works at SCHOTT Pharma to contribute to global healthcare. The company is represented in all main pharmaceutical hubs with 16 manufacturing sites in Europe, North and South America, and Asia. With over 1,000 patents and technologies developed in-house, a state-of-the-art R&D center in Switzerland, the company is focused on developing innovations for the future. SCHOTT Pharma AG & Co. KGaA, headquartered in Mainz, Germany, is part of SCHOTT AG that is owned by the Carl Zeiss Foundation. In light of this spirit, SCHOTT Pharma is committed to sustainable development for society and the environment and has the strategic goal of becoming climate-neutral by 2030. Currently, SCHOTT Pharma has over 1,800 customers including the top 30 leading pharma manufacturers for injectable drugs and generated sales of EUR 821 million in the fiscal year 2022.

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