



(NYSE: STVN)

Capital Markets Day

Wednesday, September 27, 2023





Lisa Miles

Investor Relations, Senior Vice President

Welcome



Safe Harbor Statement

Forward-Looking Statements

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that reflect the current views of Stevanato Group S.p.A. ("we", "our", "us", "Stevanato Group" or the "Company"). These forward-looking statements include, or may include, words such as "increasing," "sets," "expanding," "drive," "build," "driving," "growth," "strong," "sustainable," "expected," "future," "potential," "can provide," "positioned," "ongoing," "poised," "projected," "well positioned," "should," "promising," "expect," "expand," "accelerate," "favorable," "increasingly," "are seeing," "creates," "targeting," "reiterating," "growing," and other similar terminology. Forward-looking statements contained in this presentation include, but are not limited to, statements about: our future financial performance, including our revenue, operating expenses and our ability to maintain profitability and operational and commercial capabilities; our expectations regarding the development of our industry and the competitive environment in which we operate; the expansion of our plants and our expectations to increase production capacity; the global supply chain and our committed orders; the continued global response to COVID-19 and our role in it; our geographical and industrial footprint; and our goals, strategies and investment plans. These statements are neither promises nor guarantees but involve known and unknown risks, uncertainties and other important factors and circumstances that may cause Stevanato Group's actual results, performance or achievements to be materially different from its expectations expressed or implied by the forward-looking statements, including conditions in the U.S. capital markets, negative global economic conditions, inflation, potential negative developments in the COVID-19 pandemic, the impact of the conflict between Russia and Ukraine, supply chain challenges and other negative developments in Stevanato Group's business or unfavorable legislative or regulatory developments. The following are some of the factors that could cause our actual results to differ materially from those expressed in or underlying our forward-looking statements: (i) our product offerings are highly complex, and, if our products do not satisfy applicable quality criteria, specifications and performance standards, we could experience lost sales, delayed or reduced market acceptance of our products, increased costs and damage to our reputation; (ii) we must develop new products and enhance existing products, adapt to significant technological and innovative changes and respond to introductions of new products by competitors to remain competitive; (iii) our backlog might not accurately predict our future revenue, and we might not realize all or any part of the anticipated revenue reflected in our backlog; (iv) if we fail to maintain and enhance our brand and reputation, our business, results of operations and prospects may be materially and adversely affected; (v) we are highly dependent on our management and employees. Competition for our employees is intense, and we may not be able to attract and retain the highly skilled employees that we need to support our business and our intended future growth; (vi) our business, financial condition and results of operations depend upon maintaining our relationships with suppliers and service providers; (vii) our business, financial condition and results of operations depend upon the availability and price of high-quality materials and energy supply and our ability to contain production costs; (viii) the current conflict between Russia and Ukraine and the financial and economic sanctions imposed by the European Union, the U.S., the United Kingdom and other countries and organizations against officials, individuals, regions, and industries in Russia and Belarus may negatively impact our ability to source gas at commercially reasonable terms or at all and could have a material adverse effect on our operations; (ix) significant interruptions in our operations could harm our business, financial condition and results of operations; (x) as a consequence of the COVID-19 pandemic, sales of syringes and vials to and for vaccination programs globally increased resulting in a revenue growth acceleration. The demand for such products may shrink, if the need for COVID-19 related solutions declines; (xi) our manufacturing facilities are subject to operating hazards which may lead to production curtailments or shutdowns and have an adverse effect on our business, results of operations, financial condition or cash flows; (xii) we may face significant competition in implementing our strategies for revenue growth in light of actions taken by our competitors; (xiii) our global operations are subject to international market risks that may have a material effect on our liquidity, financial condition, results of operations and cash flows; (xiv) we are required to comply with a wide variety of laws and regulations and are subject to regulation by various federal, state and foreign agencies; (xv) if relations between China and the United States deteriorate, our business in the United States and China could be materially and adversely affected; and (xvi) Cyber security risks and the failure to maintain the confidentiality, integrity and availability of our computer hardware, software and internet applications and related tools and functions, could result in damage to our reputation, data integrity and/or subject us to costs, fines or lawsuits under data privacy or other laws or contractual requirements. This list is not exhaustive. We caution you therefore against relying on these forward-looking statements and we qualify all of our forward-looking statements by these cautionary statements.

These forward-looking statements speak only as at their dates. The Company undertakes no obligation to update any forward-looking statement or statements to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events. New factors emerge from time to time, and it is not possible to predict all of these factors. Further, the Company cannot assess the impact of each such factor on our business or the extent to which any factor, or combination of factors, may cause actual results to be materially different from those contained in any forward-looking statements.

For a description of certain additional factors that could cause the Company's future results to differ from those expressed in any such forward-looking statements, refer to the risk factors discussed in our most recent Annual Report on Form 20-F, filed with the U.S. Securities and Exchange Commission.

Non-GAAP Financial Information

This presentation contains non-GAAP measures. Please refer to the tables included in this presentation for a reconciliation of non-GAAP measures.

Management monitors and evaluates our operating and financial performance using several non-GAAP financial measures, including Constant Currency Revenue, EBITDA, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Operating Profit, Adjusted Operating Profit Margin, Adjusted Net Profit, Adjusted Diluted EPS, Capital Employed, Net Cash, Free Cash Flow and CAPEX. We believe that these non-GAAP financial measures provide useful and relevant information regarding our performance and improve our ability to assess our financial condition. While similar measures are widely used in the industry in which we operate, the financial measures we use may not be comparable to other similarly titled measures used by other companies, nor are they intended to be substitutes for measures of financial performance or financial position as prepared in accordance with IFRS.

Today's Agenda

11:00 – 11:05	Welcome	Lisa Miles, SVP Investor Relations
11:05 – 11:15	Paving the Way for the Future	Franco Stevanato, Executive Chairman
11:15 – 11:35	Business and Corporate Overview	Franco Moro, Chief Executive Officer
11:35 – 12:10	Industry and Market Outlook	Mauro Stocchi, Chief Business Officer Riccardo Marcon, Sen. Director Strategic Marketing
12:10 – 12:25	Customer Case Study	Sebastien Lebreton, Head of Key Accounts
12:25 – 12:45	Q&A	
12:45 – 1:00	<i>Break/Pick up Box Lunch</i>	
1:00 – 1:30	R&D and Innovation	Paolo Patri, Chief Technology Officer Odra Pinato, Head of EMEA TEC Analytics
1:30 – 1:40	Q&A	
1:40 – 2:00	Financial Update	Marco Dal Lago, Chief Financial Officer
2:00 – 2:10	Q&A	
2:10 – 2:25	Closing Remarks	Franco Moro, Chief Executive Officer Franco Stevanato, Executive Chairman
2:30 – 3:10	<div> <u>Drug Containment Solutions</u> breakout session (offline) Fabio Bertacchini, Sen. Director of Product, Proposal and Technical Account Management Mauro Stocchi, Chief Business Officer Odra Pinato, Head of EMEA TEC Analytics </div> <div> <u>Drug Delivery Systems</u> breakout session (offline) Steven Kaufman, VP Drug Delivery Systems Riccardo Butta, President of Americas Riccardo Marcon, Sen. Director Strategic Marketing </div>	



Franco Stevanato

Executive Chairman

Paving the Way for the Future

Track Record of Excellence Sets the Stage for Sustainable Growth

- **Strong business fundamentals** with 70-year history of delivering against objectives
- **Unique value proposition** with **differentiated product set** provides competitive advantage
- **Secular tailwinds** in high growth end markets
- **Demand-driven capacity expansion** to support sustainable organic growth

**Double-digit
revenue growth**

**Increasing mix of
High Value Solutions
(HVS)**

**Expanding
margins**

Ideally positioned to capitalize on opportunities, drive long-term organic growth and build shareholder value

Established Leadership Position in Core Markets

Leading Provider of Mission-Critical Containment, Delivery and Diagnostic Solutions for the Pharmaceutical, Biotechnology and Life Sciences Industries

Biopharmaceutical & Diagnostics

#1

Ready-to-Use Vials



#1

Pen Cartridges



#2

Pre-Filled Syringes



Market Leader



Market Leader



Engineering

#1

Glass Converting



#2

Visual Inspection



Global Partner of Choice

700+ Customers

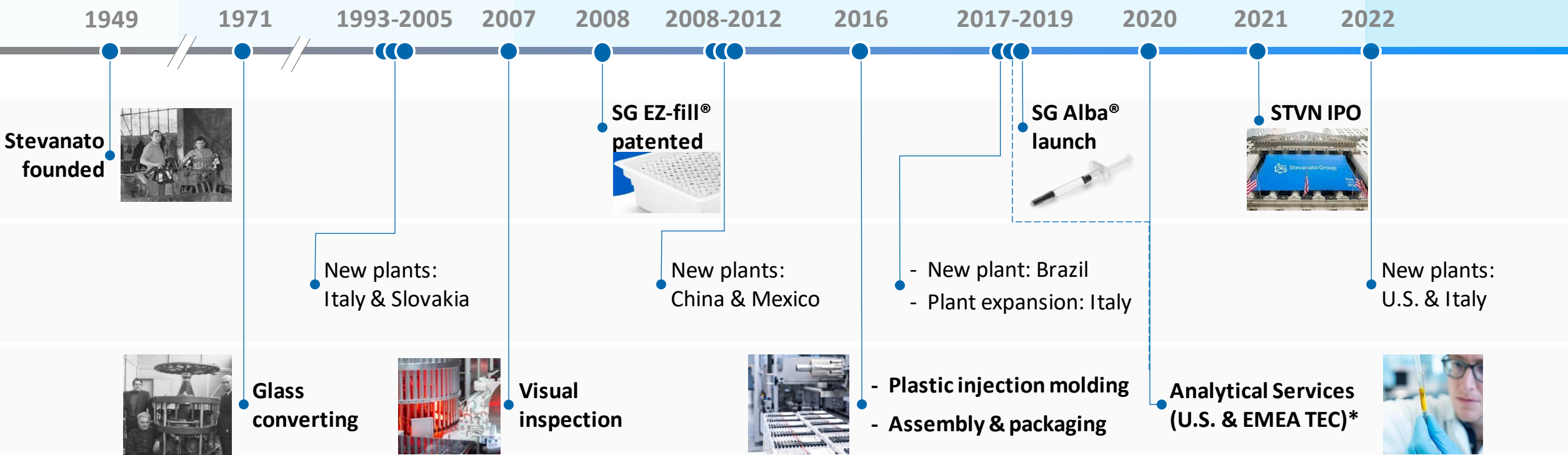
41 of top 50 Pharma¹

15 of top 20 Biotech²

¹Top 50 pharma by 2022 revenue – Pharmacircle; ² NASDAQ Biotechnology Index

Seven Decades of Delivering Innovation and Value

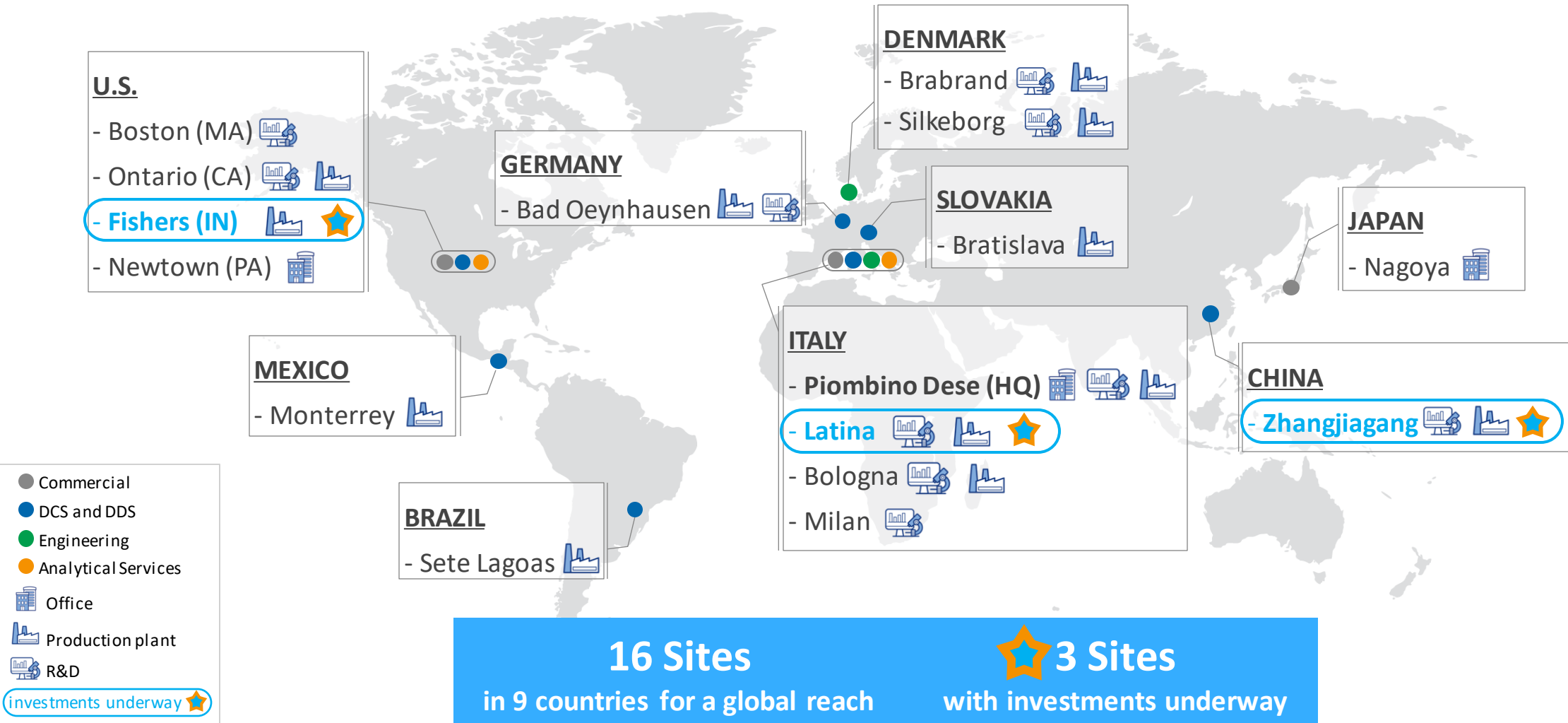
Glass forming ➤ Pharma specialization ➤ Integrated systems and technologies across the value chain ➤



¹ Providing Analytical Services since 2016 with SG Lab.

Global Footprint with Investments Underway to Fuel Growth

Offering Supply Security with a Single Quality Standard



Strong Secular Tailwinds Driving Customer Demand

Increasing Populations & Aging Demographics



Growth in Biologics & Pharmaceutical Innovation



Expanded Healthcare Access in Developing Countries



Self-Administration of Medicines



**Outsourcing Non-Core Capabilities
(BioPharma & IVD)**



Expansion of Vaccination Programs



...with a Clear Ambition to Further Fuel Growth

**Global partner of choice to
biopharma customers,
positioned to meet increasing
demand for end-to-end solutions
from drug development through
life-cycle management**



Franco Moro

Chief Executive Officer

Business and Corporate Overview



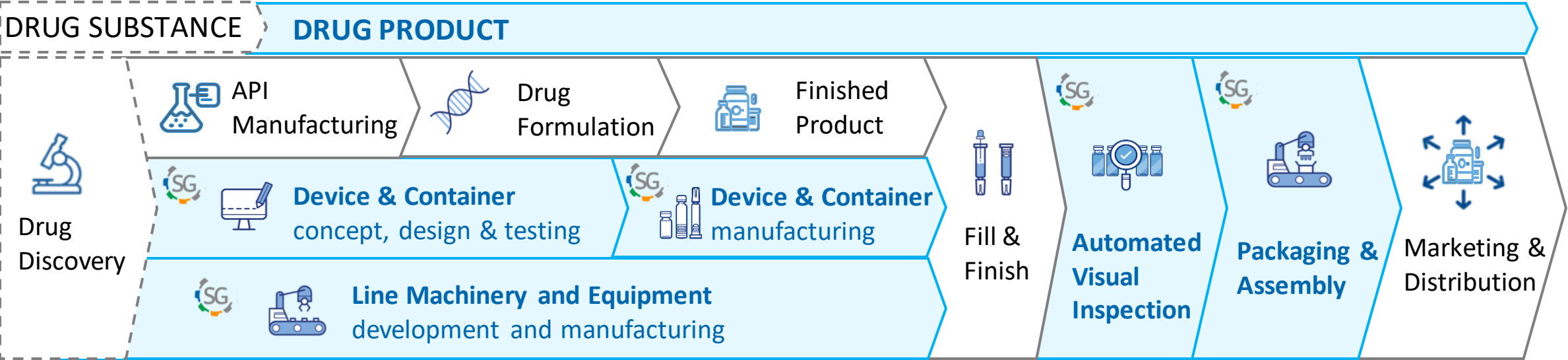
Business and Corporate Overview

Agenda for the session

- Business Overview
- Update to Strategic & Operational Priorities
- Injectables Market Trends

Mission Critical Role in the Pharmaceutical Value Chain

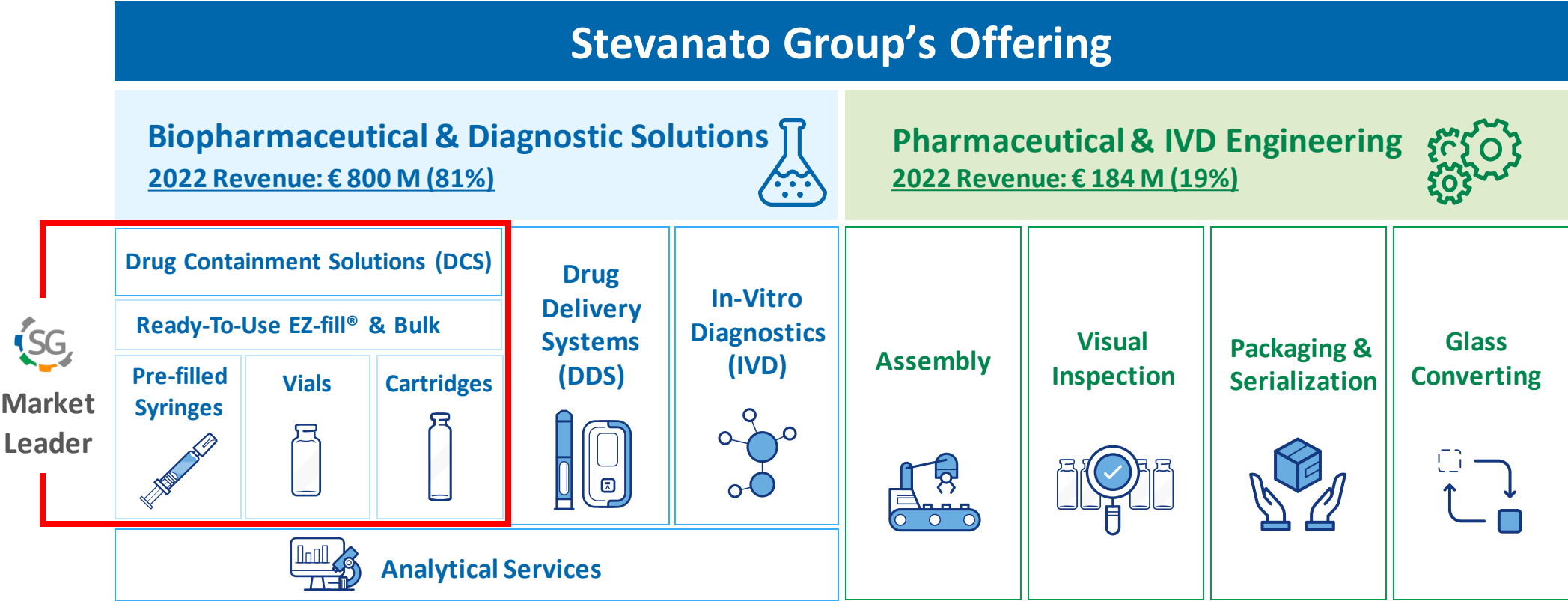
Supporting Customers From Drug Development through Life-Cycle Management



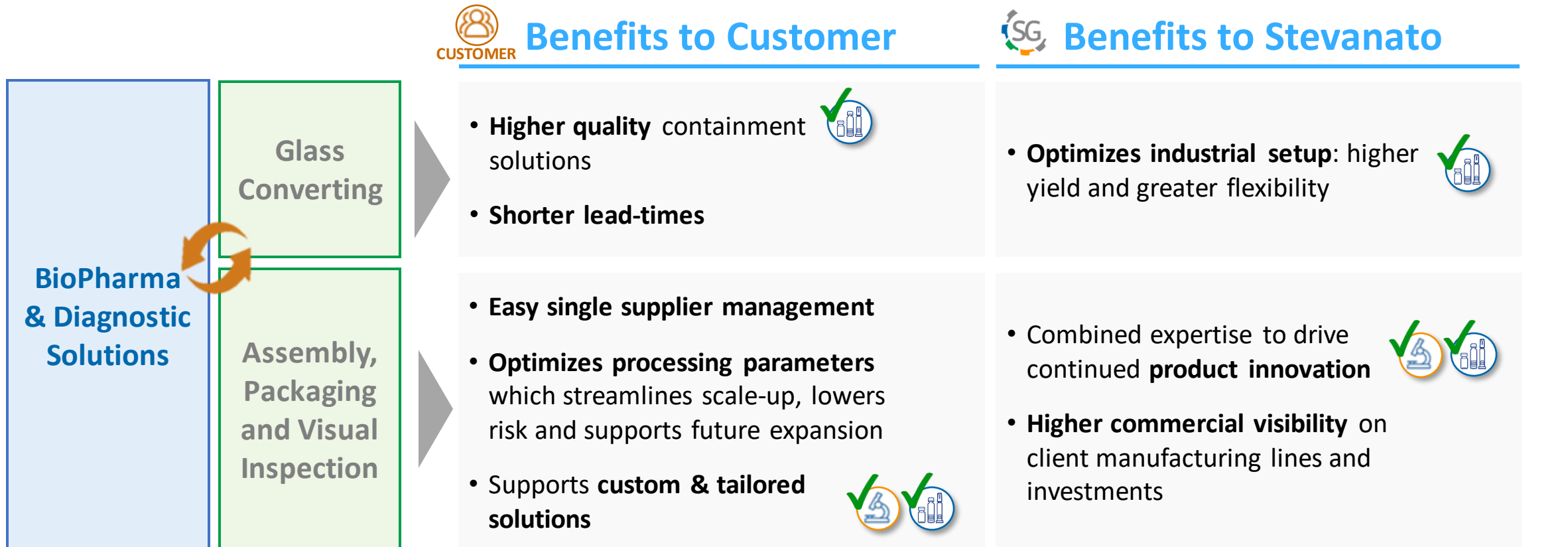
Across the Full Drug Development Cycle: from Early Development through Delivery and Life-Cycle Management



Single Value Proposition Delivered Through Two Segments



Leveraging Engineering to Power SG Product & Services Portfolio



Upside for Product Offerings (DCS & DDS)
 Upside for Services Offerings

Unique Integrated Offering Delivers High Value to Customers

Key Differentiator and Competitive Advantage



Merck-Serono Customer Case Study

- 1** Developed **custom testing protocols**
- 2** Provided **high-quality containment solution**: SG NEXA®
- 3** Developed state-of-the-art **automated assembly equipment** to manufacture three different pen injector configurations

...and since, providing SG's integrated offering

More info: <https://www.ondrugdelivery.com/meeting-quality-demands-through-integrated-products-and-services/>

Near-Term Strategic and Operational Priorities to Capitalize on Strong Secular Tailwinds

**Global
Expansion**



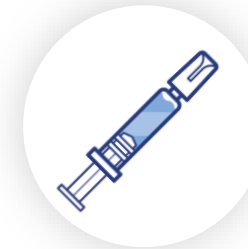
**HVS
Growth**



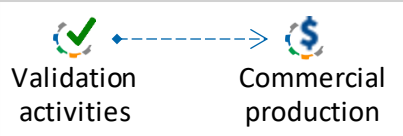
**R&D
Innovation**



**Multi-Year
Pipeline**



Maximizing Industrial Footprint to Meet Global Demand for High-Value Solutions

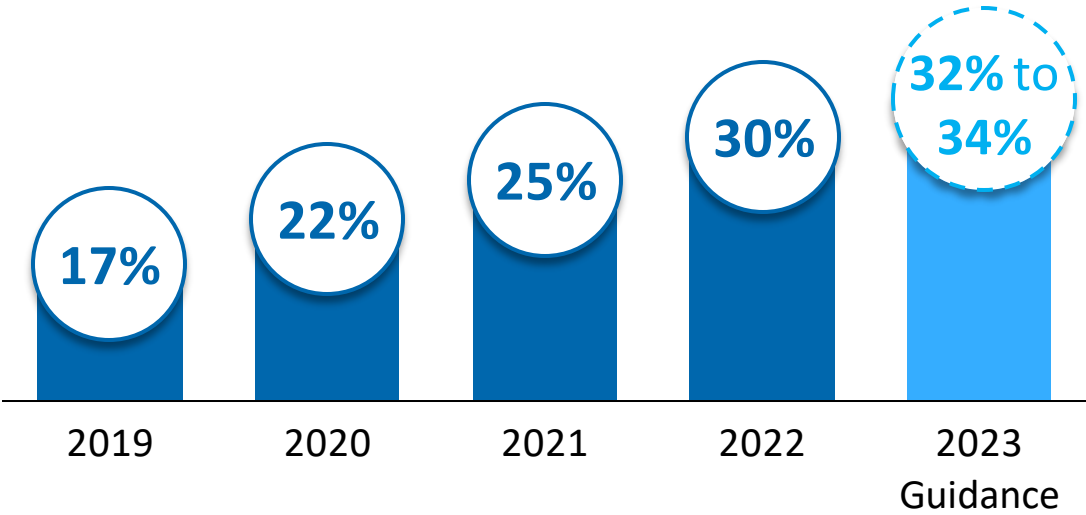


High-Value Solutions: High-Performance, Best-in-Class Technologies

Key Value for Customers	
Reduced Total Cost of Ownership (TCO)	Superior Quality & Performance
Faster Speed to Market	Reduced Supply Chain Risk

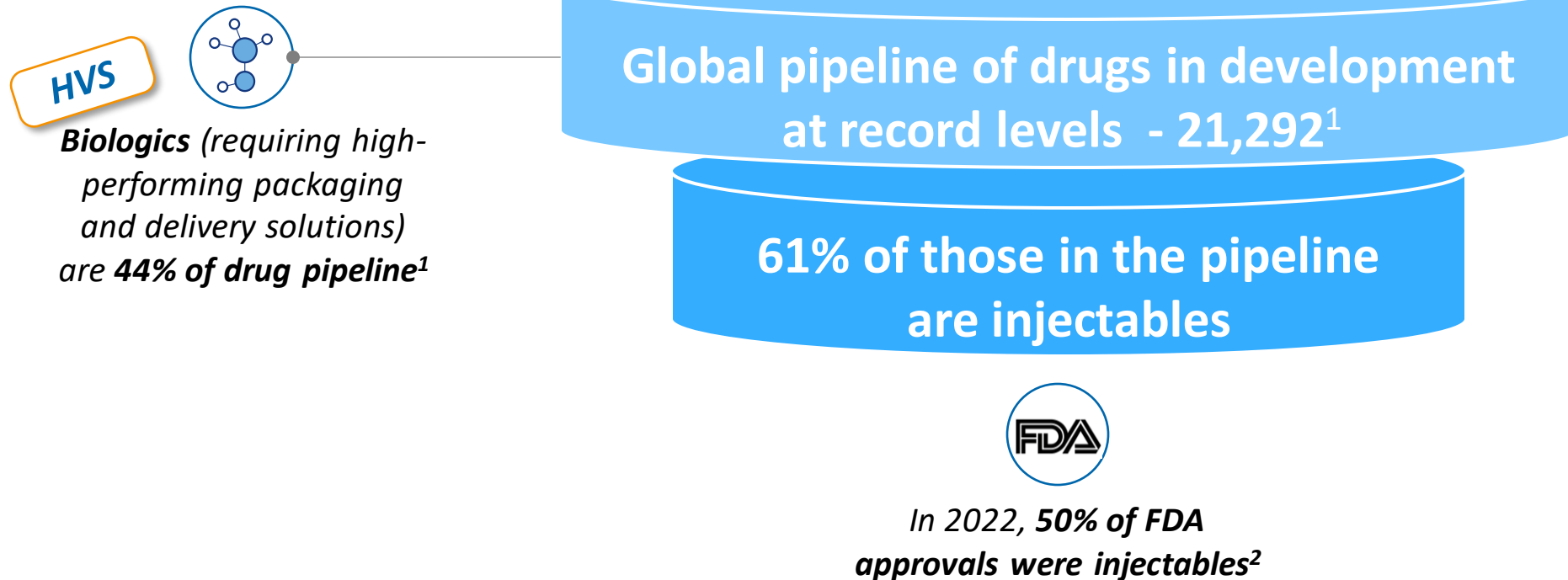
HVS Revenue Share

% of Total Revenues (rounded)



Global Drug Pipeline Dominated by Injectables

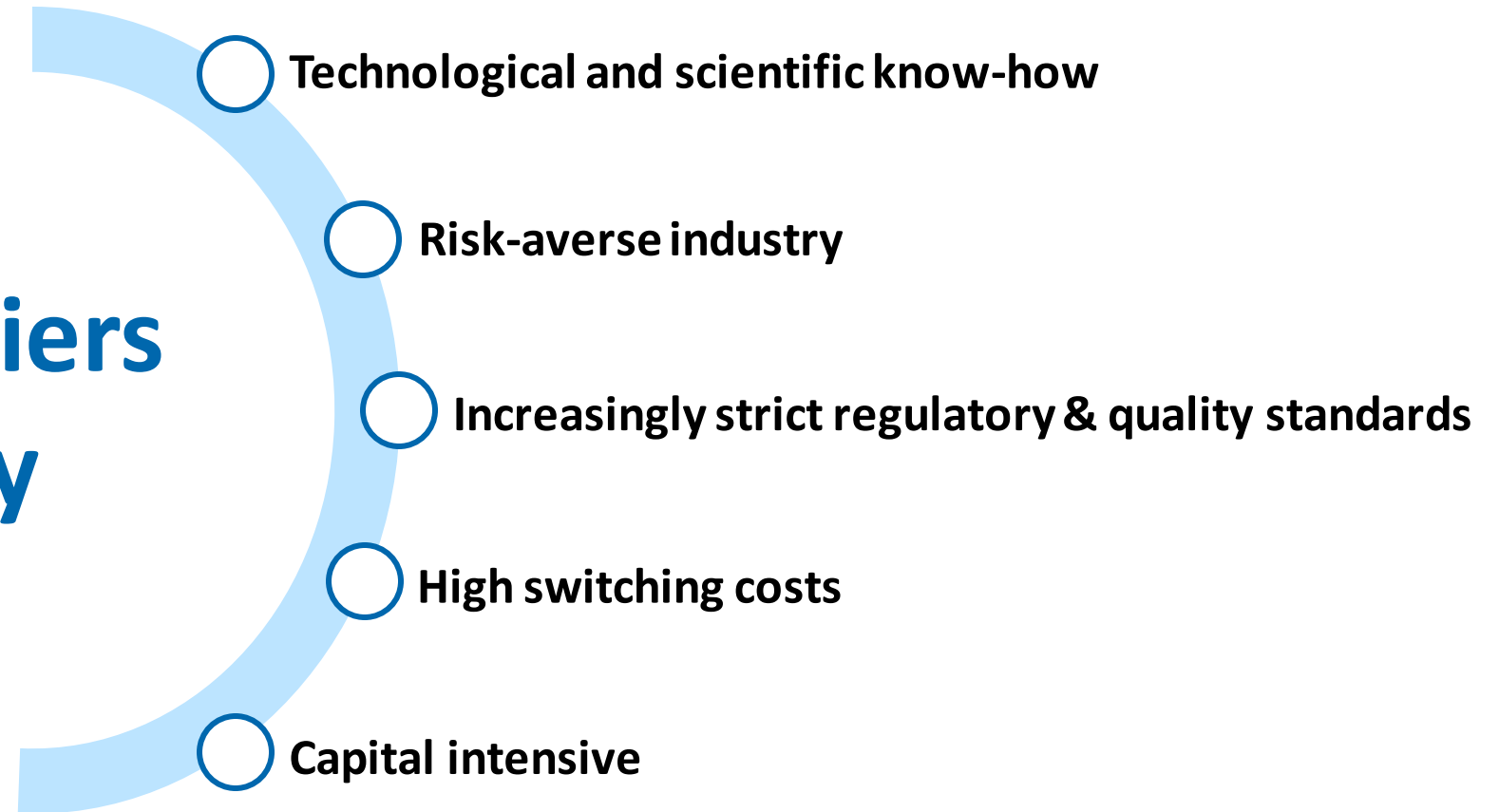
Injectable Formats are Generally the Most Prevalent Patient Delivery for Biologics



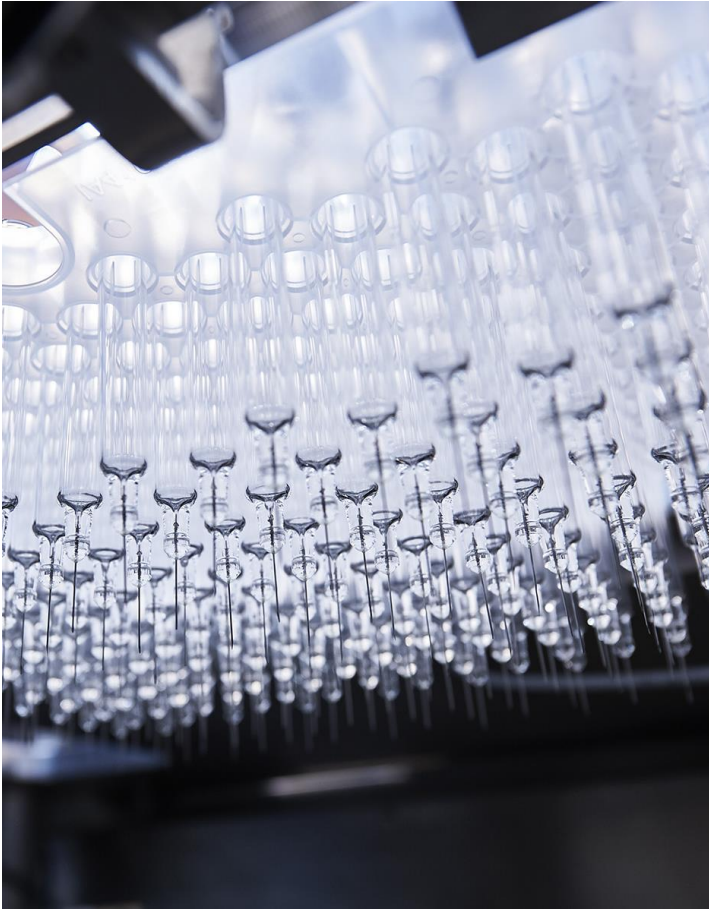
¹ PharmaProjects 2023 | Pharma R&D Annual Review 2023; ² www.fda.gov

Operating in a Market With High Barriers to Entry

High barriers to entry



Setting the Stage for Sustainable Long-Term Growth



- **Mission critical** role in Pharmaceutical supply chain
- **Unique integrated value proposition** to support customers at every step
- Concentrated market with **high barriers to entry**
- **Clear operational priorities** to capitalize on secular macro tailwinds
- **Demand-driven expansion in HVS** to support sustainable long-term organic growth



Mauro Stocchi

Chief Business Officer



Riccardo Marcon

Strategic Marketing, Alliances and M&A, Senior
Director

Industry and Market Outlook



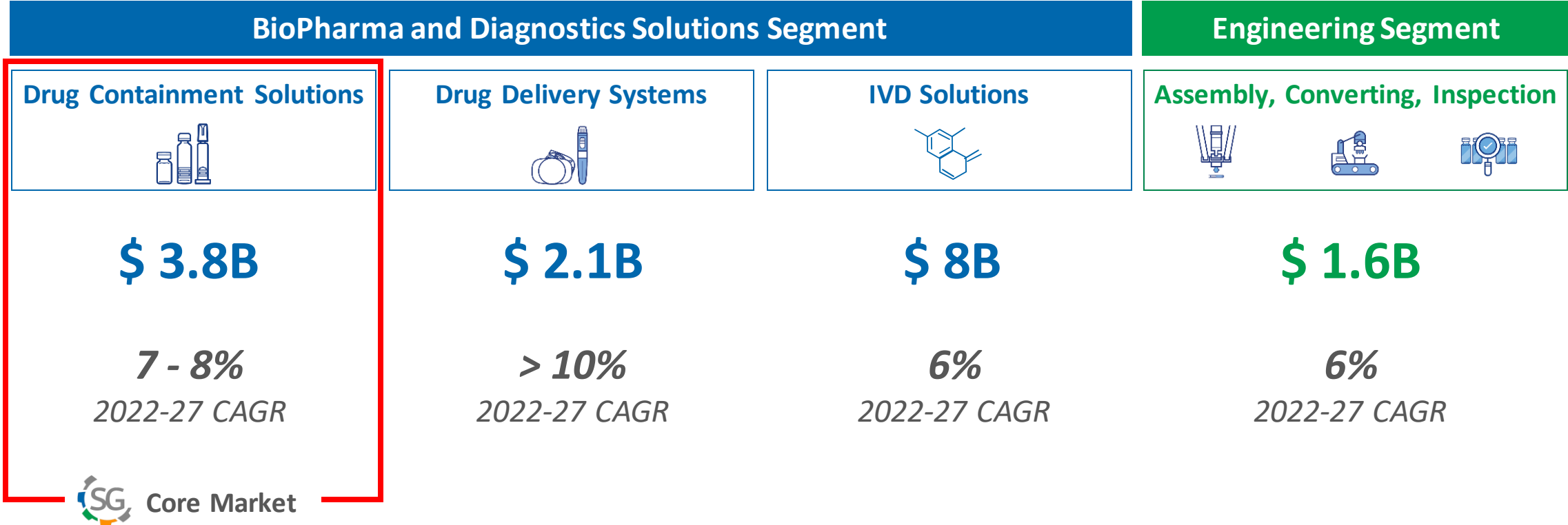
Industry and Market Outlook

Agenda for the session

- **End-market Pharmaceutical Demand Trends**
- Supply Chain and Regulatory Trends

Serving Large Direct Markets with Integrated Solutions

\$ 15.5B Total 2022 Addressable Market Across Two Business Segments



Source: IQVIA; Markets & Markets; Evaluate Pharma; Roots Analysis, Alira Health, Analyst Reports, Expert interviews; SG Internal Data. \$15.5B in terms of revenue generated by all market participants. Rounded figures.

Biologic Drugs are the Primary Growth Driver Within Injectables

Market Segment	Biopharmaceutical Injectables				In-Vitro Diagnostics	
End Market	Biologics	Vaccines	Insulin	Small Molecules & Generics	Molecular Diagnostic	Other
Market Volume Growth 2022-27 CAGR	15%+	6% to 8%	1% to 2%	~2%	~10%	~6%

Sub-segment	1 GLP-1	2 Antibodies & Proteins	3 mRNA	Cell & Gene Therapies
Volume Growth	HDD	LDD	LDD	HDD
Bulk of the current market – focus of today's presentation				

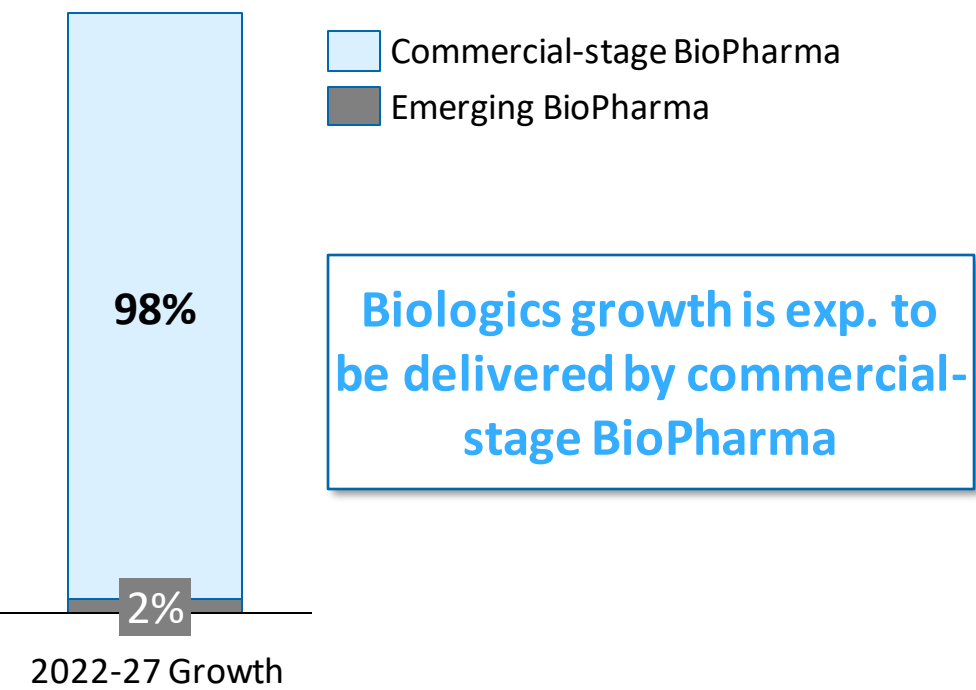
KEY LDD: Low double-digit HDD: High double-digit

Source: IQVIA, Alira Health

Stevanato Group Has the Commercial Footprint to Capture Expected Market Growth, Comprised Mainly of Commercial-Stage BioPharma

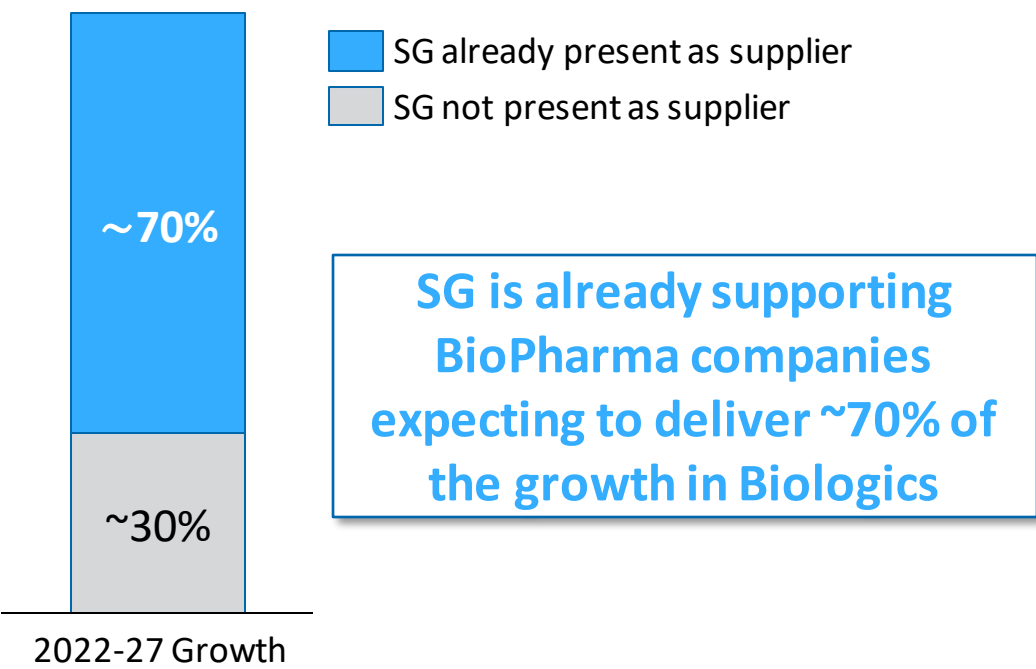
Exp. Biologics Growth by Customer Status

Exp. Sales of Biologics by volume in the 7 Major Markets
(U.S., UK, Germany, France, Italy, Spain, Japan)



SG Current Presence in Exp. Biologics Market Growth

Exp. Sales of Biologics by volume in the 7 Major Markets
(U.S., UK, Germany, France, Italy, Spain, Japan)



Source: IQVIA, SG internal data. Note: Emerging biopharma companies - defined as those with less than \$200M in R&D spending and less than \$500M per year in annual sales.

...and With Several Levers That Offer Multi-Year Visibility of Future Customers' Demand

1. Standalone purchase order

3 to 12 months

2. Rolling commercial forecast

1 to 2 years

SG Key Accounts are commonly under multi-year commercial agreements

3. Multi-year Commercial Agreements

3 to 5 years

4. Customer investments for manufacturing capacity (SG Engineering division)

over 3 years

5. Early-stage customer's pipeline discussion and support for R&D and development activity

over 5 years

Multi-Year Commercial

Agreements provide security and flexibility:

- Minimum volume commitments
- Take-or-pay
- Price adjustment clauses

... coupled with transparency and effective negotiation with our long-term customers

Biologics Growth is Driving Demand for High Value Solutions

SG Offers Full Suite of High-performance Products to Address Scientific and Therapeutic Need

BioPharma and Diagnostics Solutions Segment

Drug Containment Solutions

Drug Delivery Systems

IVD Solutions

HVS

- Bulk **NEXA**® Vials and Cartridges
- Bulk **LDP** Vials
- MicroVials

HVS

- **EZ-fill**® **ALBA**® PFS
- **EZ-fill**® **NEXA**® PFS
- **EZ-fill**® **NEXA Flex**™ PFS
- **EZ-fill**® **ITC** PFS
- **EZ-fill**® Vials & Cartridges

HVS

Proprietary Devices

- **Alina**® Pen Injector
- **Aidaptus**® Auto Inj.
- **Vertiva**™ OBDS

HVS

- Highly-complex **Molecular Diagnostic Systems**

- Bulk Std. Vials, Cartridges, PFS
- Ampoules

- **EZ-fill**® Std. PFS

- Contract Manufacturing on pharma IP

- Contract Manufacturing on Immunoassay and Other IVD devices

Bulk

Ready-To-Use

High

Standard

Product Quality, SG IP or Know-How

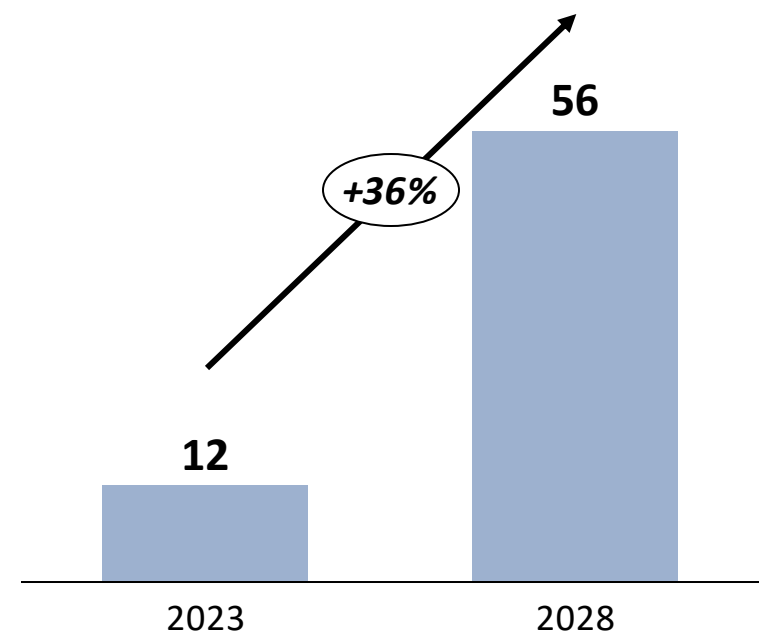
New Weekly GLP1s for Obesity are Driving Market Expansion



GLP-1












Obesity Market Forecast

(USD Bn.)



Source: IQVIA, January 2023, Weight Management Drugs Only; Pharmacircle

Selected Examples of Injectables Obesity Products

PRODUCT	DDS	DCS
 Wegovy (semaglutide)	 Auto-injector & Pen	Syringe/ Cartridge
 Cagrisema (semaglutide + cagrilintide)	 Auto-injector	Syringe
 Saxenda (liraglutide)	 Pen injector	Cartridge
 Mounjaro (tirzepatide)	 Auto-injector	Syringe
 Retatrutide	 Auto-injector	Syringe
 AMG-133	N/A	N/A

GLP-1 Standard Presentations and SG Market Presence Today



GLP-1

Pen Injectors



- Doses can be modulated
- Multiple doses/injections
- Cartridge-based
- Current standard for diabetes care

market leader in
cartridges



Auto-Injectors



- Fixed dosing
- Single-use
- Pre-filled syringe-based
- Widely adopted for biologics (including for weight management treatment)

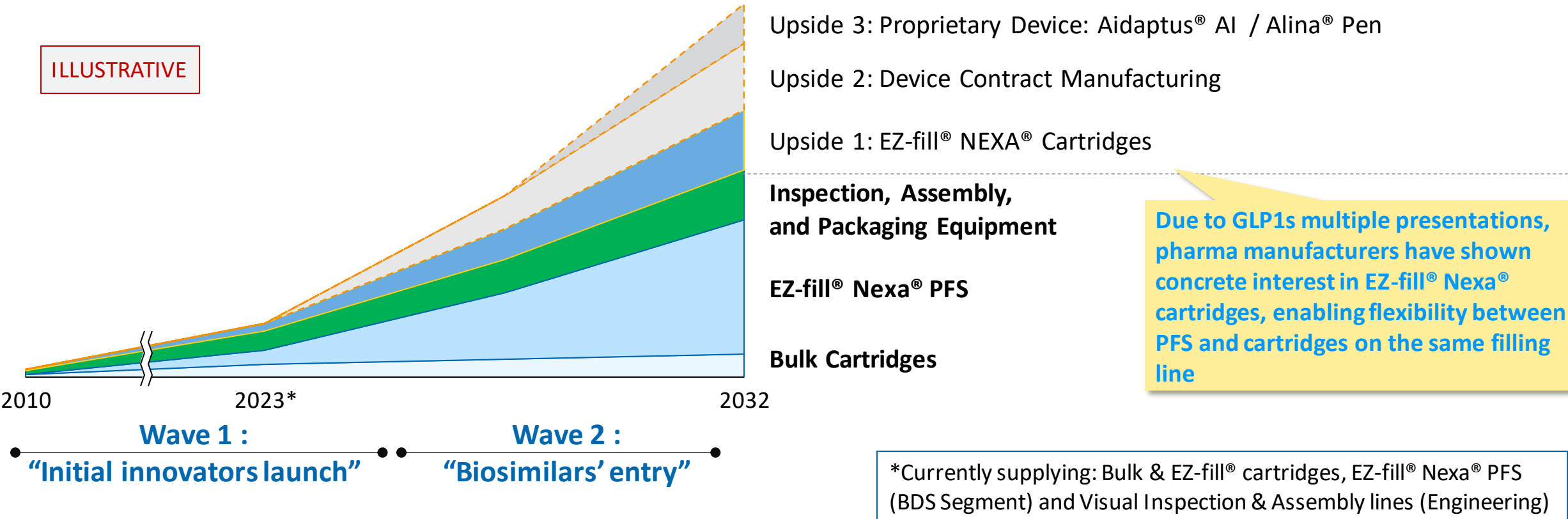
#2 in PFS
market

SG presence today: bulk cartridges, EZ-fill® cartridges, high value syringes, visual inspection lines, assembly lines

Building on Our “Core” BDS Products to Exploit the GLP1 Opportunity Over the Next Decade



Obesity/GLP-1 “Runway” for SG: Incremental Revenue Potential



GLP1 is an Example of How Our Engineering Portfolio can Provide Unique Value to Pharma Customers



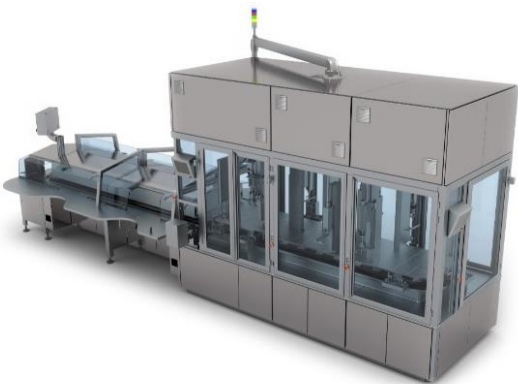
GLP-1

Inspection, assembly and packaging equipment from prototyping to large scale production

Benchtop Unit

Pilot Line (GMP Compliant)

Commercial Line



Design Development DFA

Clinical

Pilot Production

Medium to High Volume Production

Technology Transfer from Benchtop to High Volume














After GLP1s, Monoclonal Antibodies (especially in AI/PFS) are Key Growth Driver Within Biologics



Antibodies

Antibody drugs

Expected “blockbusters” – Top 10 recently approved drugs ranked by '27 volume (excl. vaccines, insulin)

Drug Name	Delivery	End-Market	Originator (company, brand)
SEMAGLUTIDE	AI / PFS	Biologic (GLP-1)	 Wegovy
TIRZEPATIDE	AI / PFS	Biologic (GLP-1)	 Mounjaro
EVOLOCUMAB	AI / PFS	Biologic (mAB)	 Repatha
DUPILUMAB	AI / PFS	Biologic (mAB)	  Dupixent
LECANEMAB	AI / PFS	Biologic (mAB)	  Leqembi
PEMBROLIZUMAB	Vial	Biologic (mAB)	 Keytruda
ALIROCUMAB	AI / PFS	Biologic (mAB)	  Praluent
DIFELIKEFALIN	Vial	Biologic (Peptide)	 Korsuva
DURVALUMAB	Vial	Biologic (mAB)	 Imfinzi
FARICIMAB	Vial / PFS	Biologic (mAB)	 Vabysmo

Source: IQVIA (as of 08/30/2023)

SG Offers Wide Portfolio of HVS, Specifically Addressing the Most Challenging Antibodies Requirements



SG containment and delivery high-value solutions

- NEXA[®] Vials (both Bulk and EZ-fill[®])
- ALBA[®] PFS
- NEXA[®] PFS
- Aidaptus[®] AI
- NEXA[®] Cartridges
- Vertiva[™] OBDS



Main antibodies challenges
reducing drug shelf life and posing risks for patients

Container compatibility with delivery device		●	●
Tungsten residues, increasing oxidation risk		●	
Silicone oil, leading to protein aggregation		●	●
Multiple contact materials, increasing extractables and leachables	●	●	●
Delamination, improving particles generation	●		
Mechanical resistance, increasing breakage risk	●	●	●

SG Positioned as Leader in This Segment, due to Cutting-edge R&D and Integrated Offering, Including Engineering Capabilities



Antibodies

SG key competitive advantages



SG cutting-edge R&D, deploying science in developing new technologies



SG integrated offering, reducing time-to-market and supply chain risks for customers



SG Engineering enables customers to quickly scale up production of new technologies

Examples of leadership

EZ-fill® ALBA® PFS – the industry leading containment solution for antibodies

SG container, device and assembly equipment solution for drugs in auto-injector presentation

NEXA® vial production line developed by SG Engineering

Focus of next slide

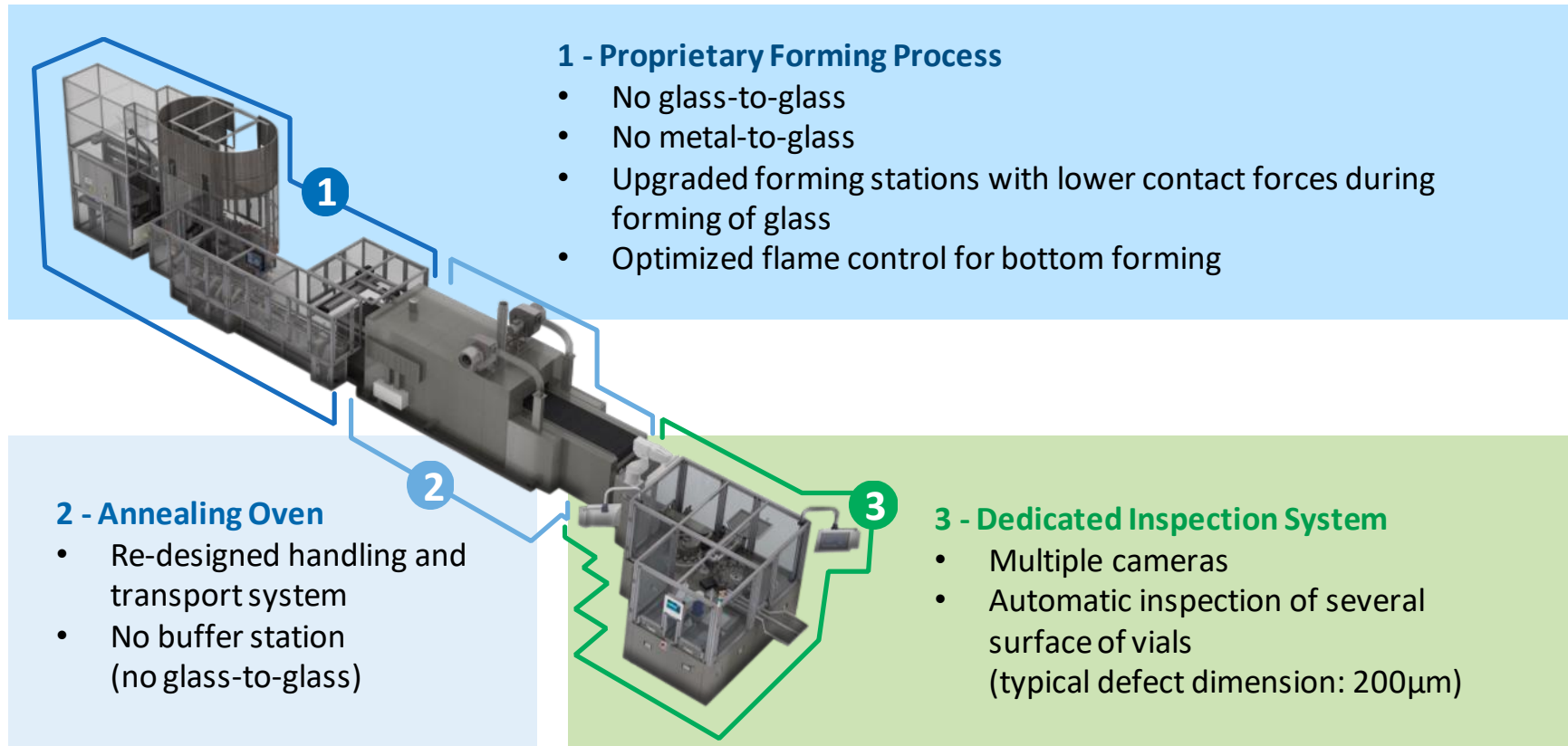
Today, SG is the only player in the industry that can do all three

SG NEXA® Vial: Proprietary Technology Where Industrialization Was Possible Thanks to SG Engineering



Antibodies

SG Nexa® Vials

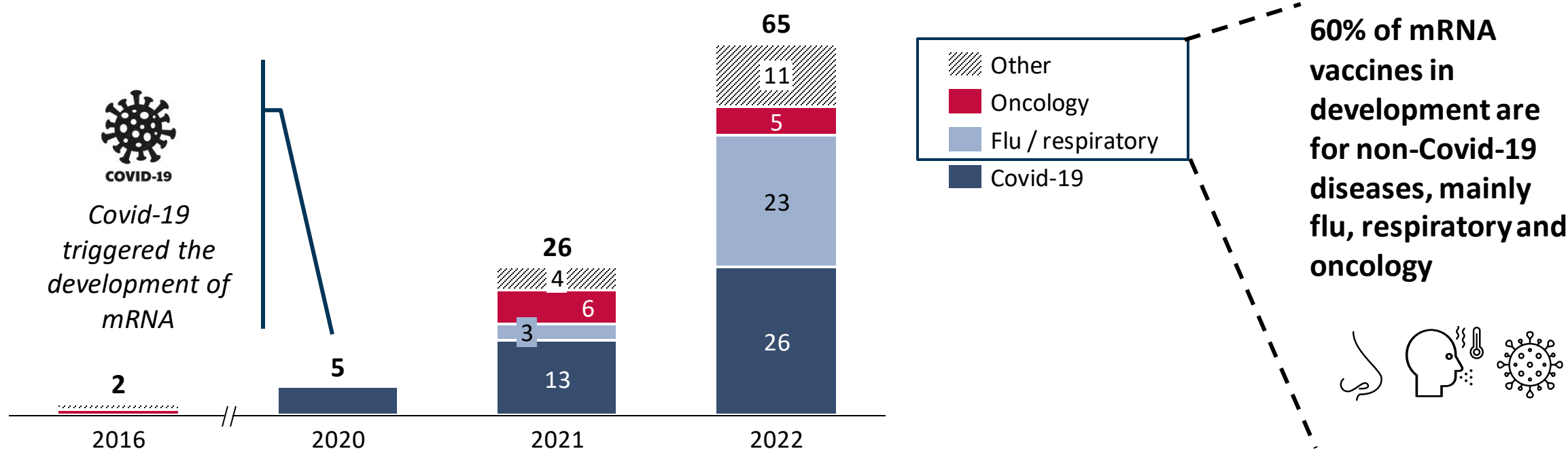


mRNA Technology Should Enable Effective Vaccinations for New Therapeutic Areas (i.e. Respiratory Viruses)



mRNA vaccine pipeline by therapy area by number of candidates (2016, 2022)

(# of drug candidates)



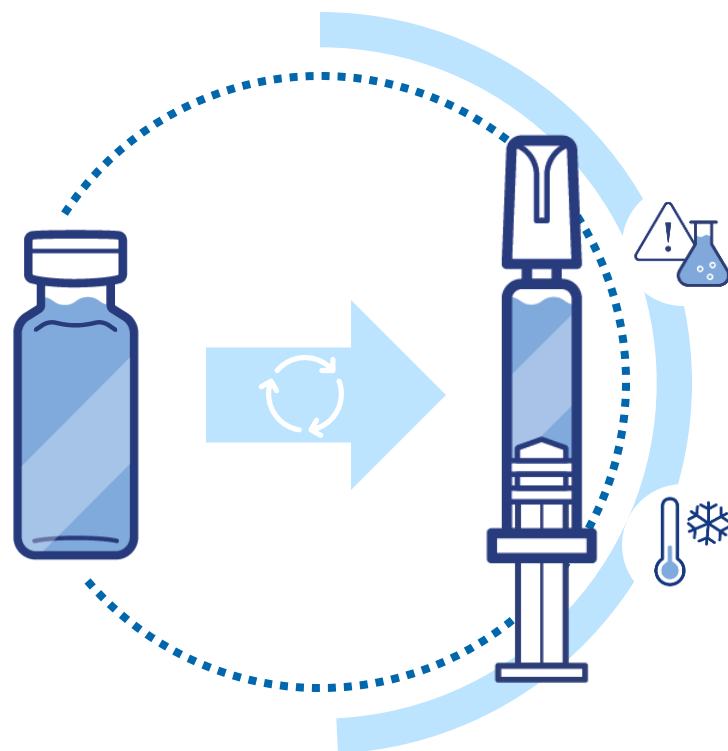
Source: IQVIA, Industry Report "Global Use of Medicines 2023" by IQVIA.

mRNA Vaccines Require Deep Cold-Storage and Pose Challenges to Drug Product Stability and Container Closure Integrity (CCI) to PFS



mRNA

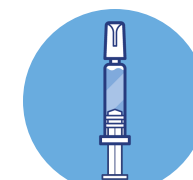
mRNA challenges moving from multi-dose vials to single-dose PFS



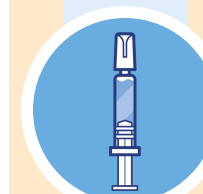
The intrinsic nature of mRNA/Lipid Nanoparticles pose specific challenges to maximize the product stability and drug delivery inside a pre-filled syringe

The impact of deep-freezing temperatures on Container Closure Integrity (CCI) and also on the functionality of the syringes are key elements to be verified

SG HVS Solutions



EZ-fill® Alba® ITC PFS
(glass)



EZ-fill® Nexa Flex™ PFS
(polymer)

Thanks to recent partnership with Transcoject



Industry and Market Outlook

Agenda for the session

- End-market Pharmaceutical Demand Trends
- **Supply Chain and Regulatory Trends**

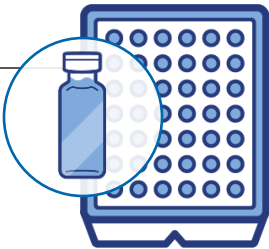
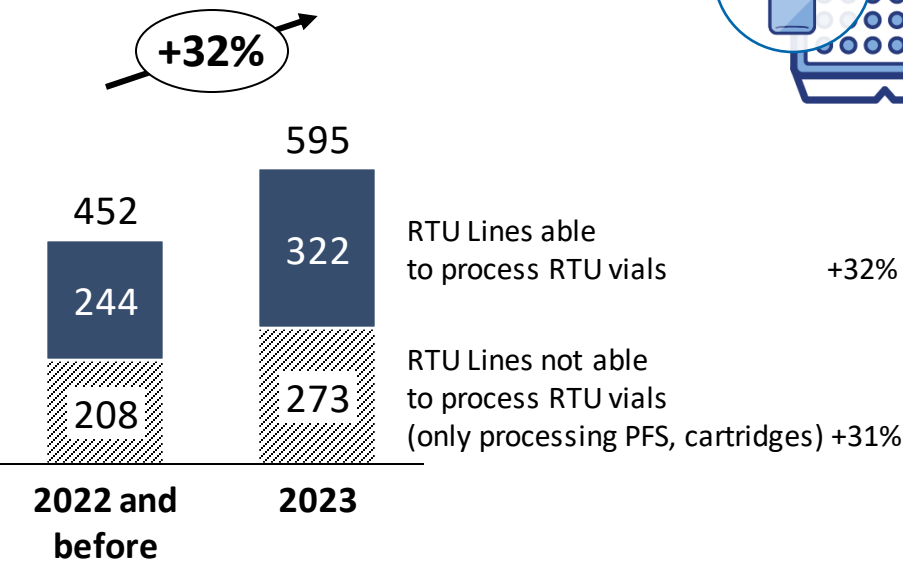
Increasing Adoption of RTU Vial and Cartridge Filling Lines is a Key Enabler and Leading Indicator of Potential Future RTU Conversion



RTU

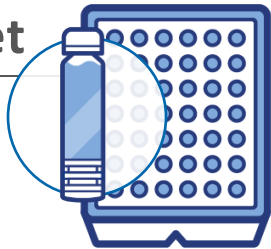
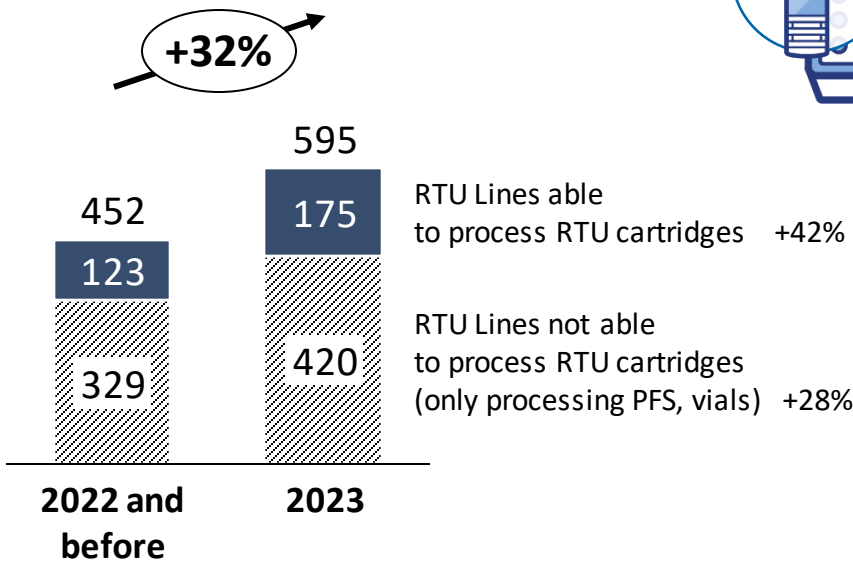
Global Vial RTU filling line market

(# of lines)



Global Cartridge RTU filling line market

(# of lines)



End Market Vial Volume CAGR 2022-27: +1-3%

End Market Cartridge Volume CAGR 2022-27: +2%

Source: SG internal database tracking global RTU filling lines, IQVIA- Note: Market includes installed and ordered lines (2023)

Adoption of RTU Containers by Biopharma Manufacturers Helps Simplify Compliance and Reduce Burden of EU-GMP Annex 1 Regulation



RTU

Revised Principles And Main Impacts By ANNEX 1

■ Impacted by RTU containers ■ Out-of-scope for RTU containers



Premises and Barriers Systems



Quality Risk Management (QRM)



Contamination Control Strategy (CCS)

Pre-use Post-Sterilization Integrity Testing

Container Closure Integrity Testing

RTU containers simplify compliance to ANNEX 1



Optimized investments to align existing filling lines with new regulation

Reduced risk of particle generation during F&F process



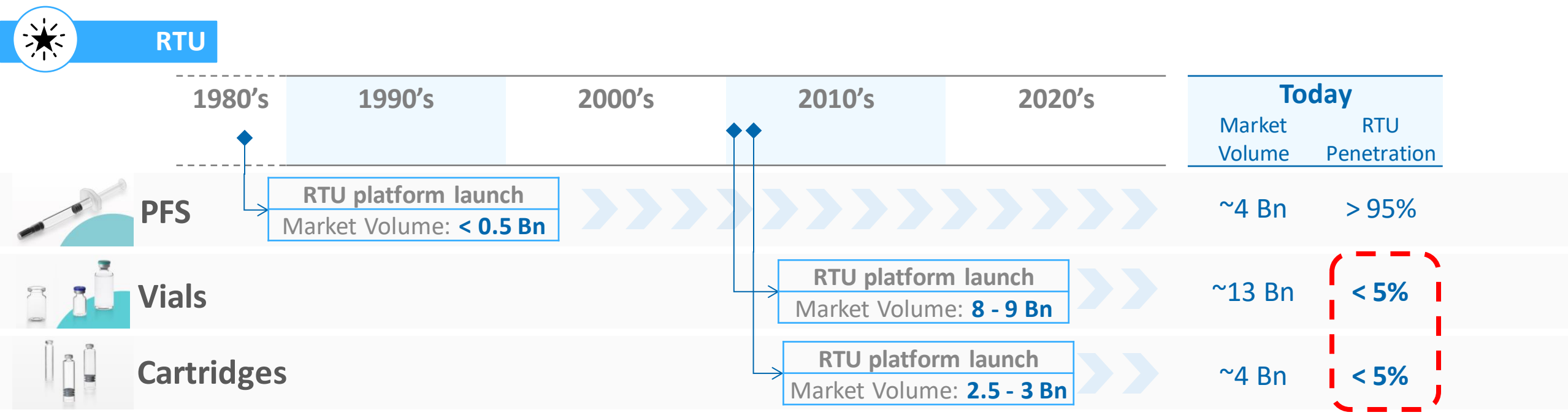
Simplifying QRM; RTU containers prevent contamination



Externalizing part of the Contamination Control Strategy (CCS) responsibilities to RTU suppliers

Source: <https://www.pda.org/pda-letter-portal/home/full-article/pda-annex-1-workshop-six-key-takeaways-from-the-final-annex-1>

RTU Vials & Cartridges Conversion: A Promising Long-Term Opportunity



- **PFS: Low existing bulk volume at time of PFS platform launch.** Low volumes and unique technical needs supported a faster adoption of RTU in the market
- **Vials & Cartridges: Large existing base of bulk products at time of launch.** Ongoing transition towards RTU configuration will require **time** – both for investments and regulatory update – **to convert existing bulk capacity**

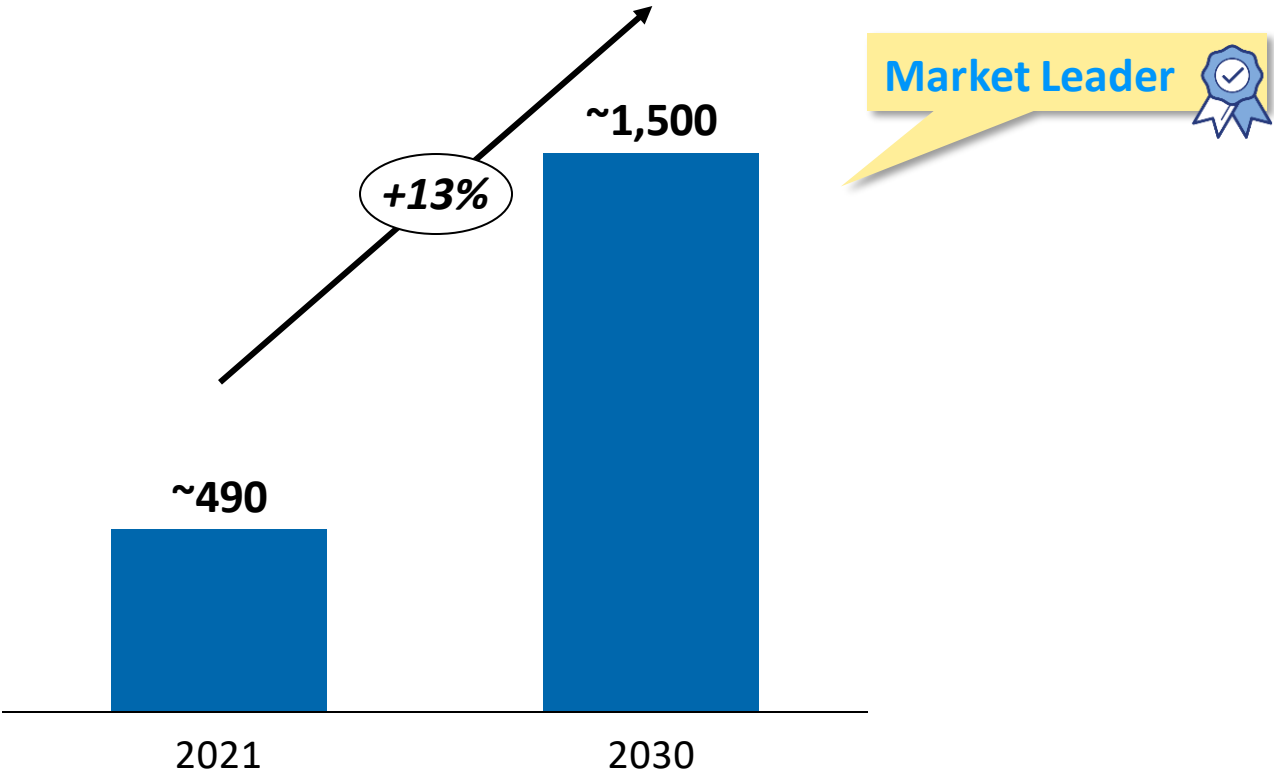
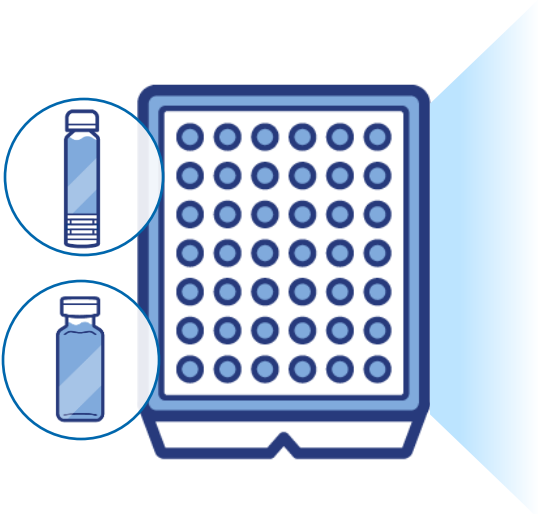
SG Poised to Benefit from Projected Future Growth and Adoption of EZ-Fill Vials and Cartridges



RTU

Global RTU Vials & Cartridges Market

(USD M)



Source: Prescient & Strategic Intelligence Reports: “Global RTF/RTU Vials Market” and “Global RTU Cartridges Market”

Stevanato Group is Well Positioned to Capitalize on Secular Tailwinds & Favorable Demand Trends



- **Biologics** (and injectables) **is a key growth market** for Stevanato Group
- SG has a **broad and integrated portfolio** able to capture the growth coming from GLP1s, antibodies and mRNA technologies
- Combining **Engineering and Services is a key differentiation** for SG to deliver cutting-edge solutions to customers
- **Regulatory and supply chain trends** are expected to **accelerate growth in EZ-fill® vials & cartridges**



Sebastien Lebreton

Head of Global Key Accounts

Customer Case Study

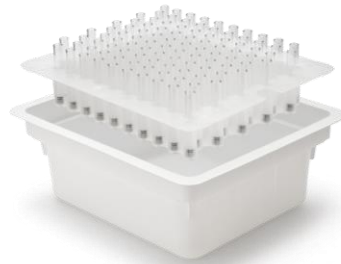


Customer Paths into High Value Solutions

Demand for high-performance containers



Adoption to RTU configuration



Focus of this session

Other HVS products and services



Customer Case Study: RTU Technology Tackles Many Customer Challenges

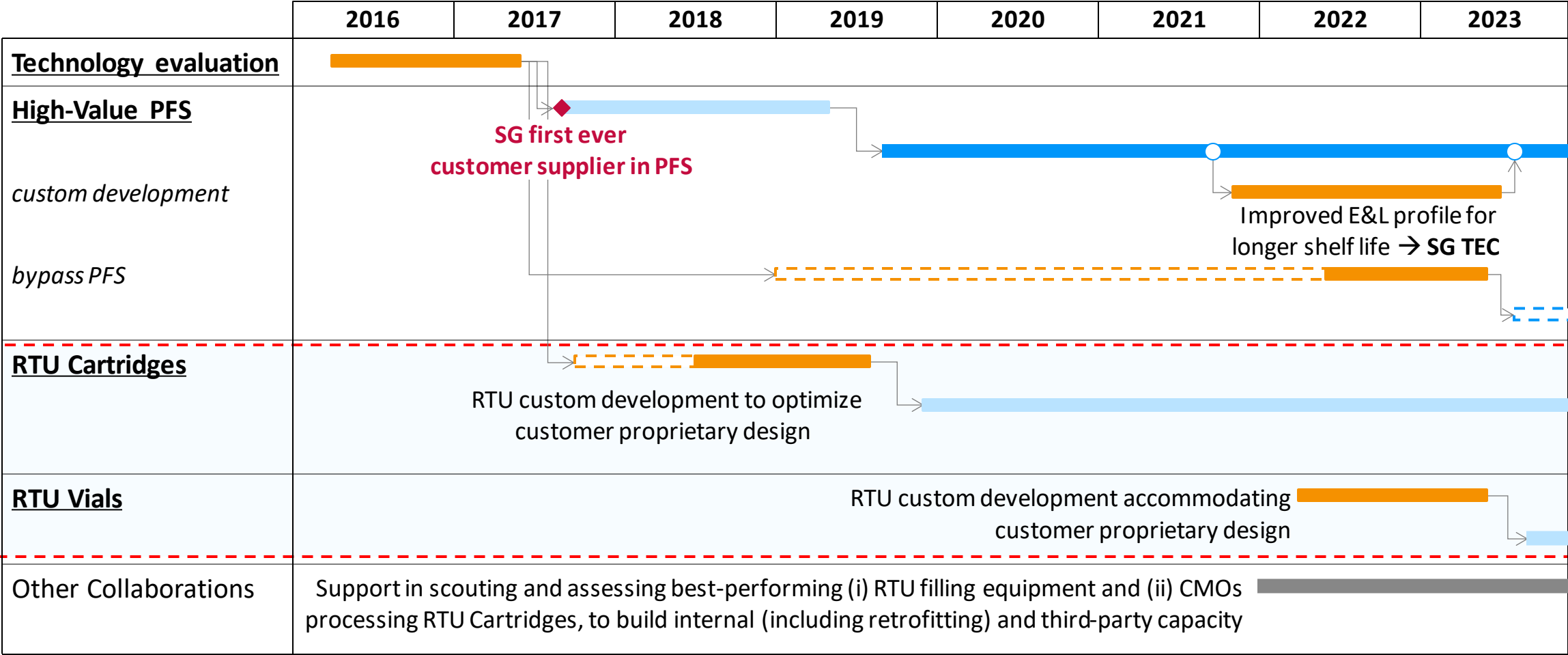
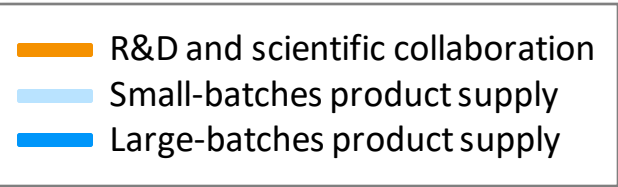
Key Challenges

1. Our customer had an **extensive pipeline of new drugs in development** with many **different containment & administration formats**
2. Needed to evaluate **alternative drug packaging formats for marketed products**
3. Insufficient **Fill & Finish capacity in legacy technology** (Bulk) to support projected volumes
4. Increasingly **strict Regulatory and Quality requirements**



Launched multi-year project collaboration around RTU technology adoption to address challenges

Multi-Year, Multi-Project Collaboration to Support RTU (EZ-fill®) Adoption



The Adoption of RTU Addresses Customer Challenges

Key Challenges

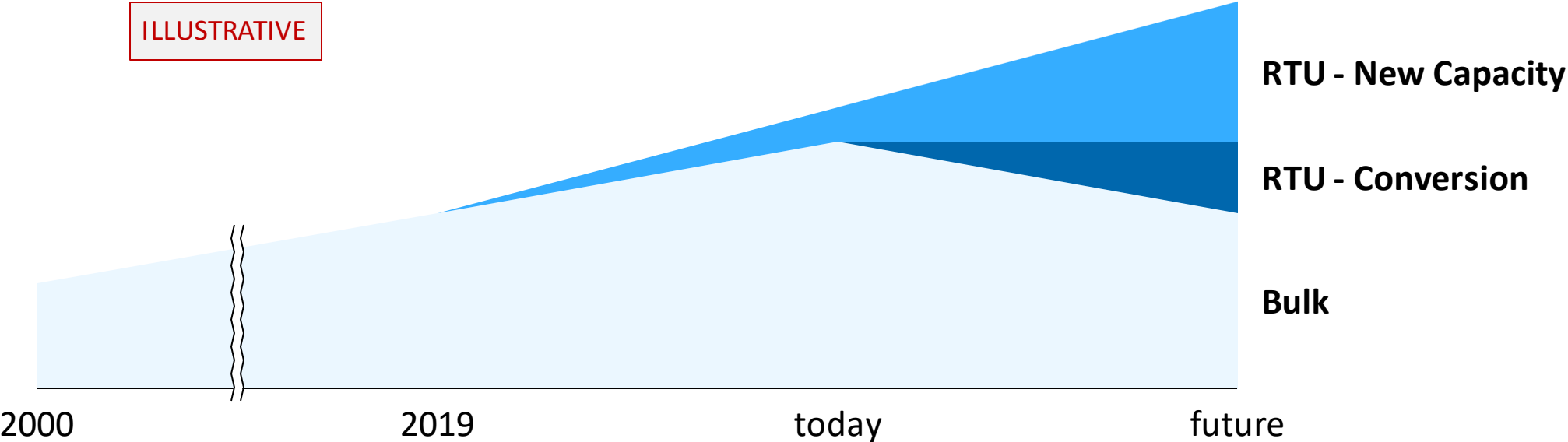
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2. Needed to evaluate **alternative drug packaging formats for marketed products**
3. Insufficient **Fill & Finish capacity in legacy technology** (Bulk) to support projected volumes
4. Increasingly **strict Regulatory and Quality requirements**

Solutions

- ▶ **Flexibility** to accommodate any future product presentation and packaging requirement
- ▶ Processing different formats allowing for **efficient (faster and cheaper) drug packaging change**
- ▶ **Additional capacity with higher-yield**
- ▶ **Higher quality** processing standards and regulation compliance

Reducing customer TCO and delivering superior quality

Customer's Expected Path in the Adoption of RTU for Cartridges



Customers are Increasingly Dependent on Reliable External Partners to Support Successful Pathway for Lifecycle Management

- **Supply chain needs higher flexibility** to anticipate forecast variability, to answer to future needs of drugs in pipeline, and to de-risk investment
- The complexity BioPharma is facing is increasingly higher
 - **High number of non-core variables** to manage (e.g., DCS + DDS)
 - Increasingly **strict standards required by sensitive drugs and complex regulations**
- **Fragmented supply chain with multiple suppliers** (on non-core capabilities) increase further complexity to manage

Adoption of RTU configuration

High-performance container, delivery system and services

Unique integrated value proposition

Customers understand the **key advantages of our HVS offering** and are **increasingly receptive of our unique integrated value proposition**



Q&A





Break

See you at 1:00pm





Paolo Patri
Chief Technology Officer



Odra Pinato
Head of EMEA Technology Excellence Center

R&D and Innovation



R&D and Innovation

Agenda for the session

- **Strategy and Overview**
- TEC: Technology Excellence Centers

Research, Development and Innovation are Central to Our Culture

150+

Employees
focused on R&D

- Biomedical Engineers
- Material Engineers
- Mechanical Engineers
- Industrial Chemists
- Physicists

50+

Ongoing R&D and
innovation projects

€ 34+ M

Invested in 2022*

7

Global R&D Hubs

- **Analytical Services:** Italy (HQ) / U.S.
- **DCS:** Italy (HQ)
- **DDS:** Italy (Design Center) / Germany
- **Engineering:** Italy / Denmark

8

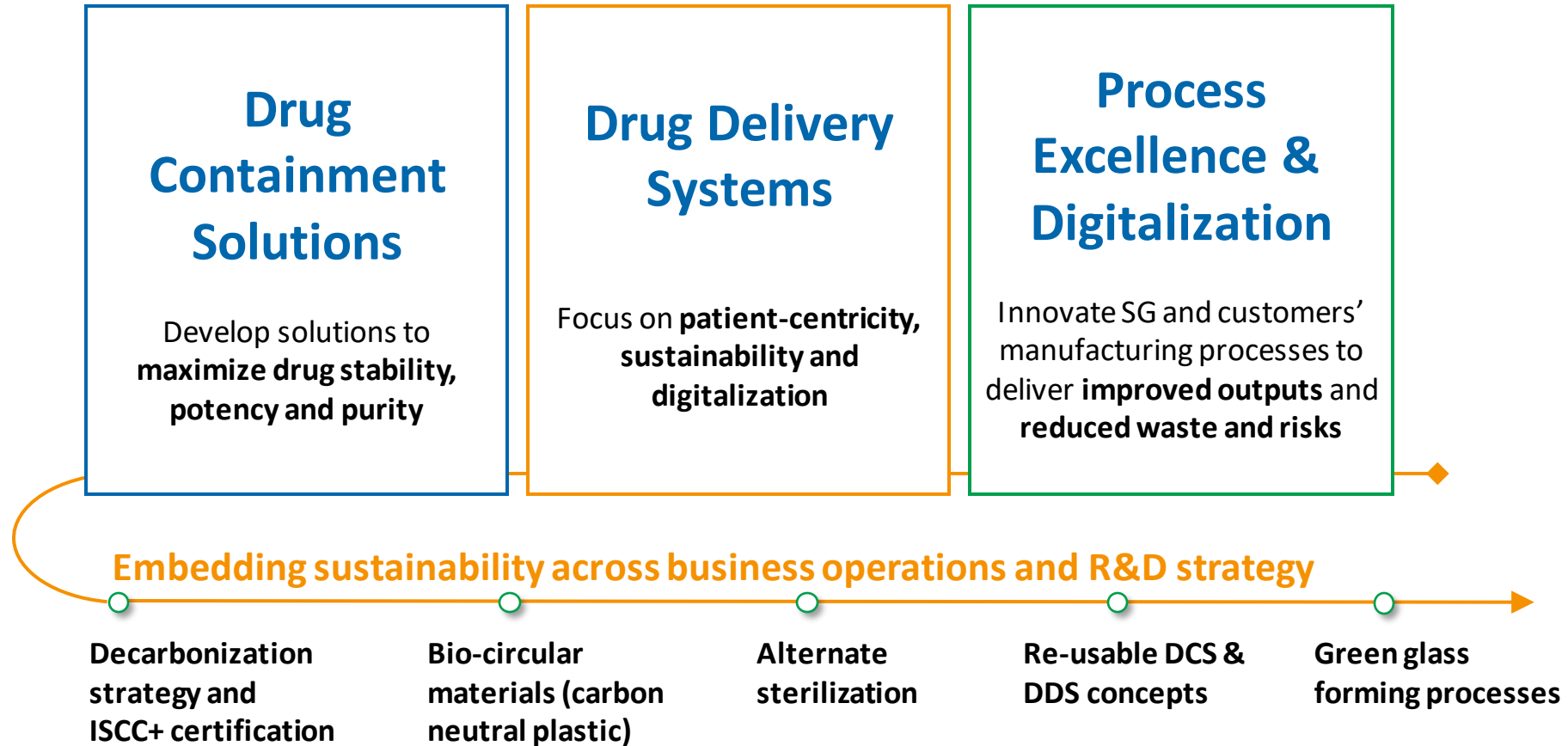
Collaborations with
leading academic
institutions

- **U.S.**
- **EMEA** (Italy and Germany)
- **APAC** (Japan)

*Operating Expenses, excluding CapEx.

R&D Strategy Designed to Meet Customers' Evolving Needs

Investments Centered on Three Key Pillars



Helping Customers Bring Life Changing Medicine to Market

Pillar 1: Drug Containment Solutions



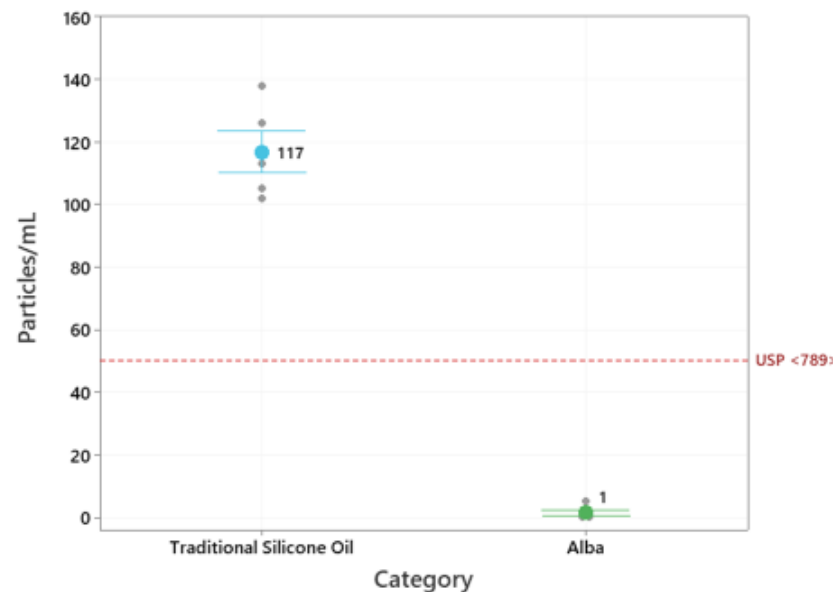
- Development of DCS with **lowest particle generation**, reduced or **no extractable release**, and **metal-free** option
- Strengthen **deep freeze / dead volume** properties of solutions to support most stringent requirements of new applications
- Advanced **coatings methods and alternative materials** to answer all needs, including from specific niche drugs

Stevanato solutions are central to customers' regulatory, scientific & technical data packages

Alba®: Breakthrough Technology; Purpose Built for Biologics

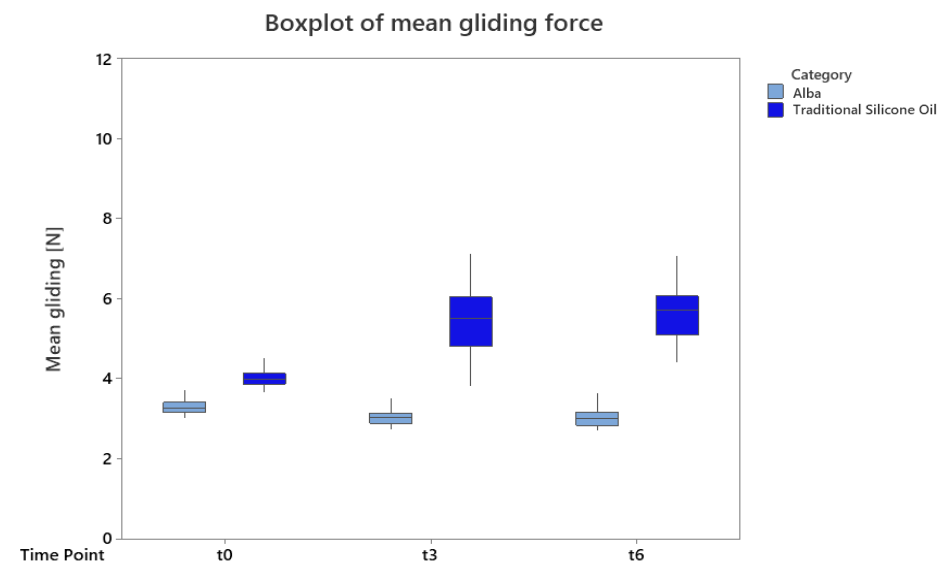
Pillar 1: Drug Containment Solutions

Silicon Particles Test Results



Alba® shows **reduction of silicone particles from 117 to 1**, providing same-level benefits of silicone oil-based products while minimizing risks associated with such traditional technologies

Gliding Force Test Results



Alba® coating provides **consistent and predictable gliding force** for the syringe, a critical factor in auto-injector performance

Patient-centricity, Sustainability and Digitalization

Pillar 2: Drug Delivery Systems



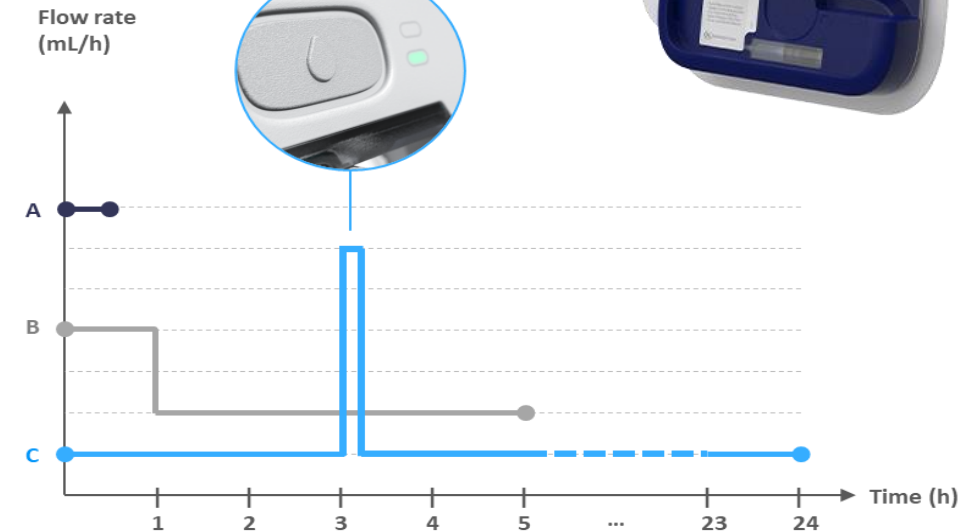
- Complete development of **proprietary device platform portfolio**: pen-injector, auto-injector, wearable device
- Develop **reusable and digital / connected** concepts extending existing injectable device platform
- Collaborate with customer development teams to provide scientific data related to product functional performance of customers' drugs alongside Stevanato delivery systems

Vertiva™: Proprietary On-Body Delivery System Platform

Pillar 2: Drug Delivery Systems

On-Body Delivery System (OBDS) platform comprised of a single-use Pod with pre-filled and pre-loaded cartridge and a multi-use, smart controller

- **Flexible platform**, from 3mL ISO standard cartridge up to 10mL
- **Delivering both micro-precision basal doses and full-content bolus injections**
- **Connectivity options via Bluetooth®**, ready for digital health applications
- Magnetically coupled drive mechanism to control delivery – **patented**
- **Programmable delivery regimen** (e.g. high flexibility in customize basal regimen and time dependent bolus delivery)
- **Lower cost of therapy** extending product lifespan and reducing electronic waste



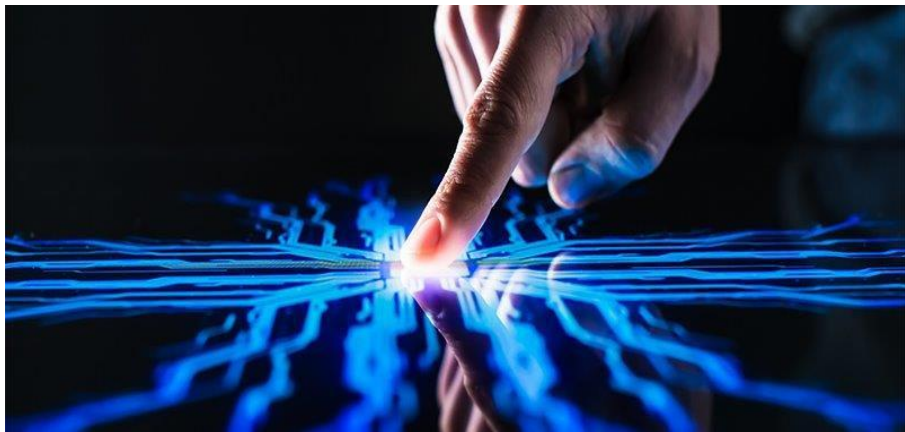
Therapy A: quick, full-content bolus injection

Therapy B: basal, non-monotonic infusion

Therapy C: 24-hrs long infusion with on-demand boluses

Process Innovation Driving Increased Efficiency in Manufacturing Processes

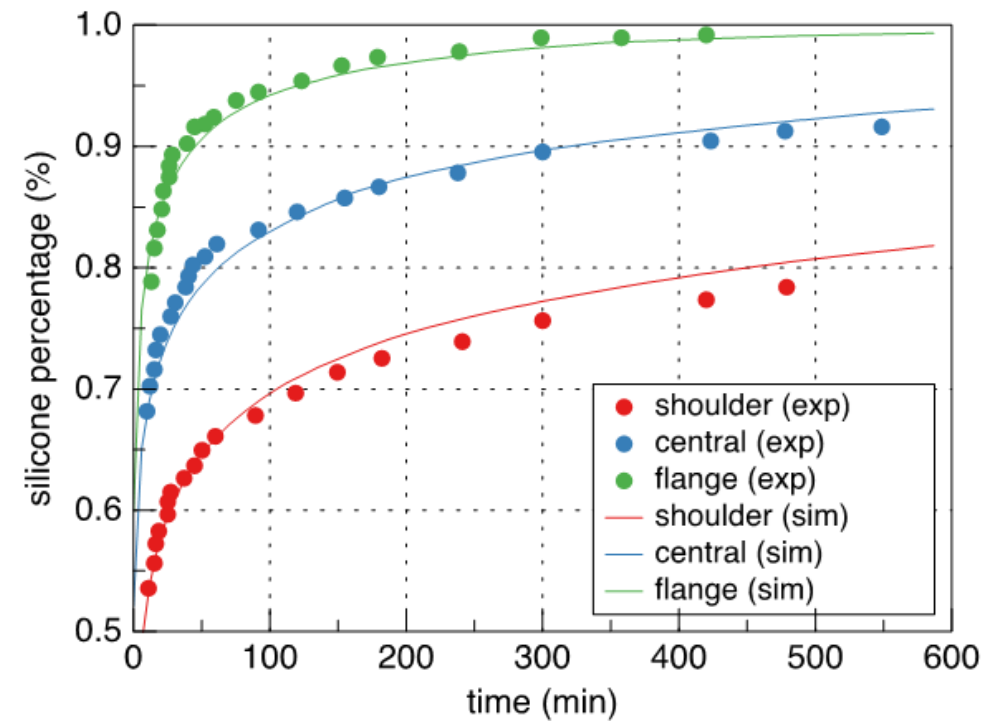
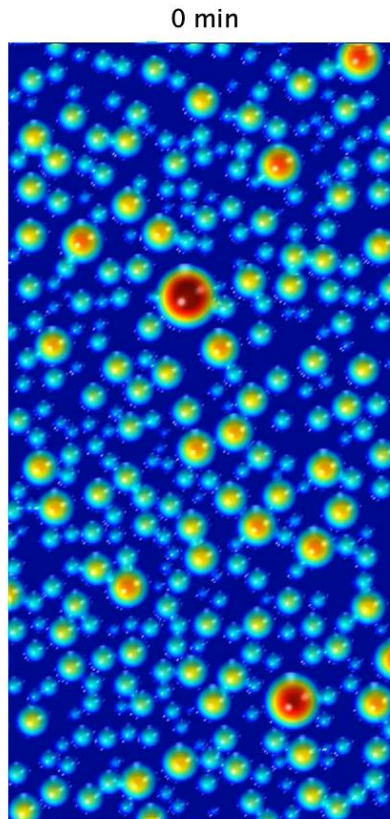
Pillar 3 : Process Excellence & Digitalization



- **Virtual prototyping** accelerating development process of DCS, DDS and equipment, taking lead time from months to weeks and reducing time-to-market
- Embed **Artificial Intelligence** to improve visual inspection inside biopharma operations to reduce drug product waste and mitigate medicine shortages

Looking into Current Challenges to Predict Post Deposition Film Spreading over a Surface

Pillar 3 : Process Excellence & Digitalization



Collaborations Complement Our Product & Service Portfolio

2021



Extractable and leachables /
characterization studies

2022



Nexa Flex™ : Polymer* pre-fillable syringe

2022



Aidaptus®: Single-use auto-Injector

2023



End-to-end supply chain solution for
proprietary on-body delivery system

*Nexa Flex™ is available both in COP (Cyclic Olefin Polymer) and in COC (Cyclic Olefin Copolymer).



R&D and Innovation

Agenda for the session

- Strategy and Overview
- **TEC: Technology Excellence Centers**

Supporting Customer Development with Early Analytics and Testing

Cutting-Edge Technology Excellence Centers (TEC)

- Expert hub **partnering with customers at an early stage** to support their scientific and technical needs in drug product development
- Wide breadth of scientific and technical expertise leveraging **70+ years of glass technology and science**
- Providing technical and analytical services since 2016 (SG Lab)



 **U.S. TEC, Boston**

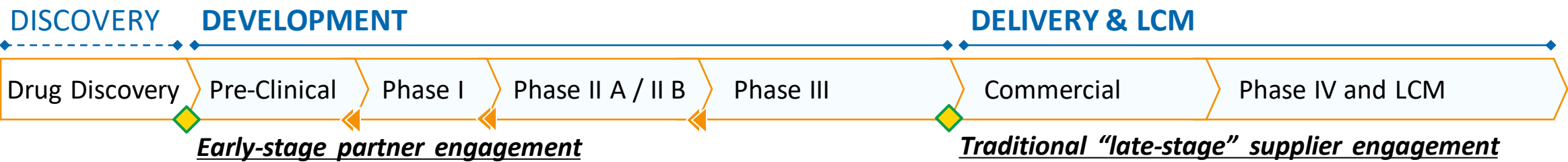


 **EMEA TEC, Piombino Dese**

Technology Excellence Centers



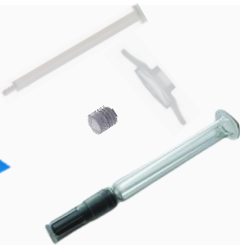
Creating Value by Anticipating Customer Engagement




**Technology
Excellence
Center support**



Drug Product
in Vial



Drug Product in
Pre-Filled Syringe



Regulatory
Approval



Life-Cycle
Management



Packaging configuration optimizes time-to-market and supply chain strategy



Tied to molecule's lifecycle and positions SG as development & supply partner

Analytical and Testing Services Help Enhance the Integrity of Medicine

Focus on Quality, Continuous Innovation and Value-added Services

Chemical Analysis to detect risk of chemical interaction with drugs



Surface Characterization
(e.g., silicone layer distribution, surface defects evaluation)



Container Performance (e.g., gliding force test, sub-visible particles release, leakage)



Small-batch Fill & Finish Services



Container Interaction to preserve and protect drug integrity



Tailored Analytical Services
(e.g., statistical analysis, fluid dynamics studies)



Consultancy
(e.g., regulatory, QA / QC, stability & compatibility test)



...expanding offering with complementary set of drug product technical capabilities

Vial Comparative Study for Customer Monoclonal Antibodies Platform

Technology Excellence Center: Customer Case Study

Customer Need & Objective

Vial selection for high-value mABs platform

→ de-risking of primary container selection to **reduce potential stability and purity issues** (container-related)

SG TEC role

Scientific partner providing analytical services assessing **glass delamination** and **protein adsorption** (head-to-head study including different vial suppliers)



Strong value for customer and SG



Secured early stage (clinical) mABs platform de-risking container-related issues



Qualified as **vial supplier** for customer's mABs platform



TEC recognized as leading **scientific partner** for customer's current and future development needs and studies

HVS

R&D is a Cornerstone in Driving Real Value to Customers



- We are a **Science & Technology** driven company
- We gain competitive advantages in **developing and industrializing market-leading innovative technologies**
- Pharma innovation is driving an increasing **need for strong scientific support at early stage** in the product development cycle
- Working alongside our customers from early development creates added value – both to customers and to Stevanato – positioning us as a **long-term strategic partner**



Q&A





Marco Dal Lago

Chief Financial Officer

Financial Update



Proven Track Record Delivering Long-Term Growth

		FY 2022	FY 2021	FY 2020	FY 2019
Double-digit revenue growth	Revenue (€M)	984	844	662	537
	yoy growth	+17%	+27%	+23%	-
Increasing mix of HVS	<i>HVS share of Revenues</i>	30%	25%	22%	17%
Expanding margins	Gross profit margin	32.5%	31.4%	29.3%	25.7%
	yoy growth	+110 bps	+210 bps	+360 bps	-
	Adj. EBITDA* (€M)	264	218	160	108
	Adj. EBITDA margin*	26.8%	25.9%	24.2%	20.2%
	yoy growth	+90 bps	+170 bps	+400 bps	-

*Adj. EBITDA and Adj. EBITDA margin are non-GAAP financial measures. Please refer to slides 98-99 for a reconciliation of non-GAAP measures

Reiterating 2023 Guidance; Updating Mid-Term Outlook to 2027

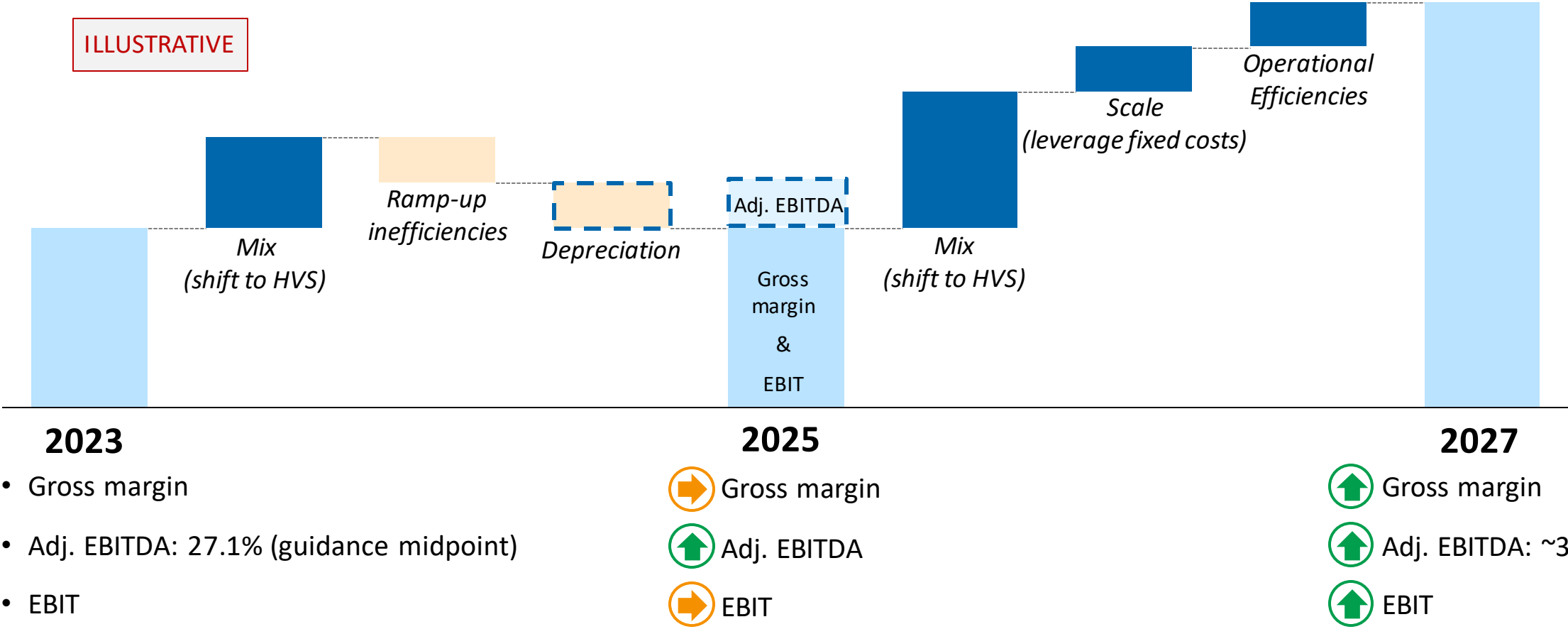
	2023	prior outlook	outlook to 2027
Revenue	€ 1.085B to € 1.115B		-
Revenue Growth	10% to 13%	HSD to LDD 2022to 2026	LDD 2024 to 2027
HVS Share of Revenue	32% to 34%	High 30% in 2026	40% to 45%
Adjusted EBITDA*	€ 291.8M to € 303.8M	-	-
Adjusted EBITDA Margin*	27.1% (midpoint)	High 20% in 2026	~30%
Adjusted DEPS*	€ 0.58 to € 0.62		-

*Adj. EBITDA, Adj. EBITDA margin and Adj. DEPS are non-GAAP financial measures. Please refer to slides 98-99 for a reconciliation of non-GAAP measures

Expanding Margins in the Medium Term

Construct for margin expansion towards 2027

ILLUSTRATIVE



Mid-Term Clear Capital Allocation Priorities Towards 2027

ORGANIC



Growth

Expand global capacity in HVS to drive sustainable and accretive growth

Focus of following slides



R&D

Invest in R&D to maintain and **accelerate HVS pipeline**



M&A

Opportunistic M&A to complement our existing book of business and accelerate growth plan



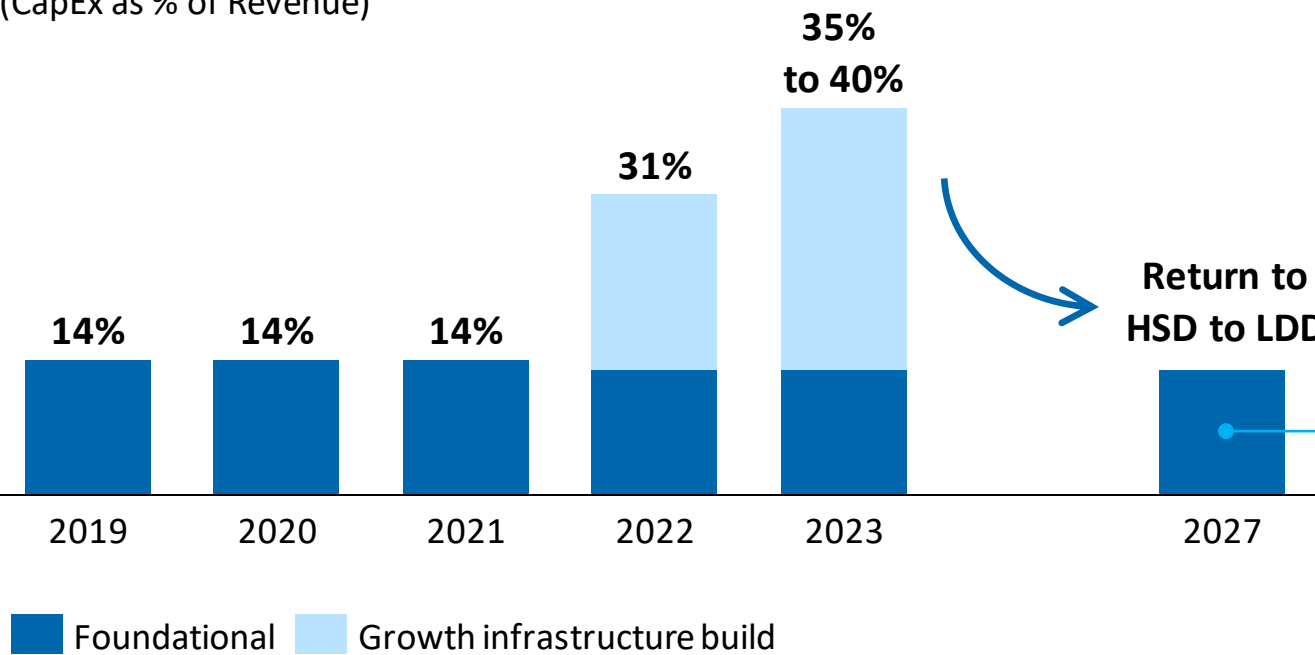
Dividend

Expect to continue distributing comparable low dividend level, in line with recent years

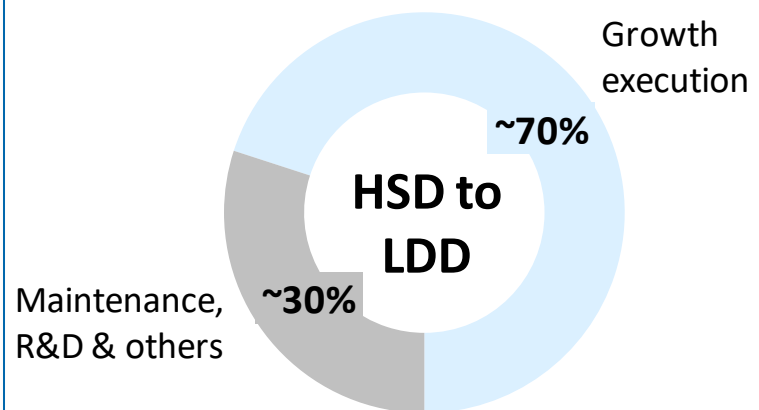
CapEx Cycle Building the Infrastructure for Demand-Driven Long-term Growth

Ongoing CapEx cycle with multiple expansion projects in parallel, as planned at the time of IPO

(CapEx as % of Revenue)

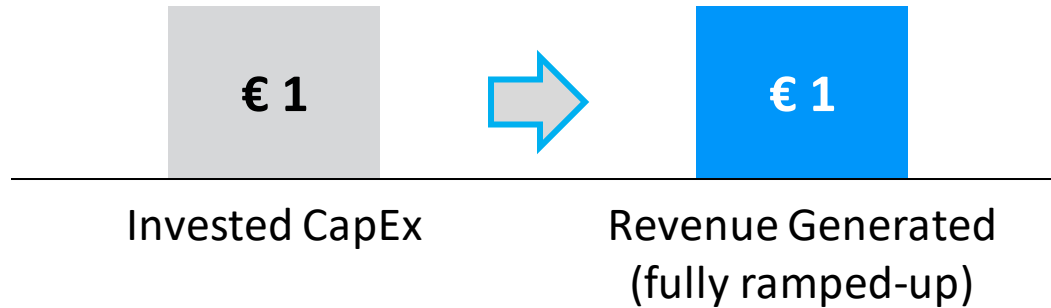


Executing growth plan at normalized CapEx level



Attractive Return Profile with Carefully Managed Investment Risk

Exp. metrics from our EZ-fill® facilities

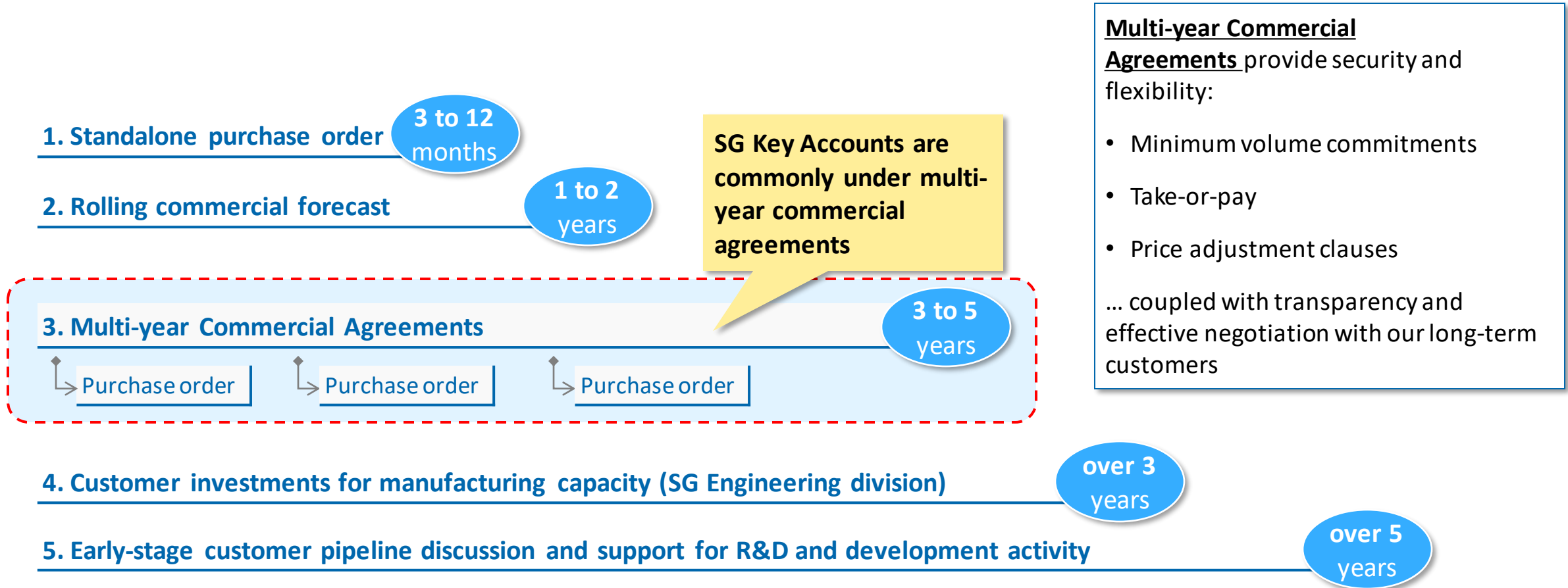


- Margin-accretive Revenue
- Project Internal Rate of Return (IRR): over 20% (consistent with Piombino Dese, Italy expansion project)

Risk-mitigating levers

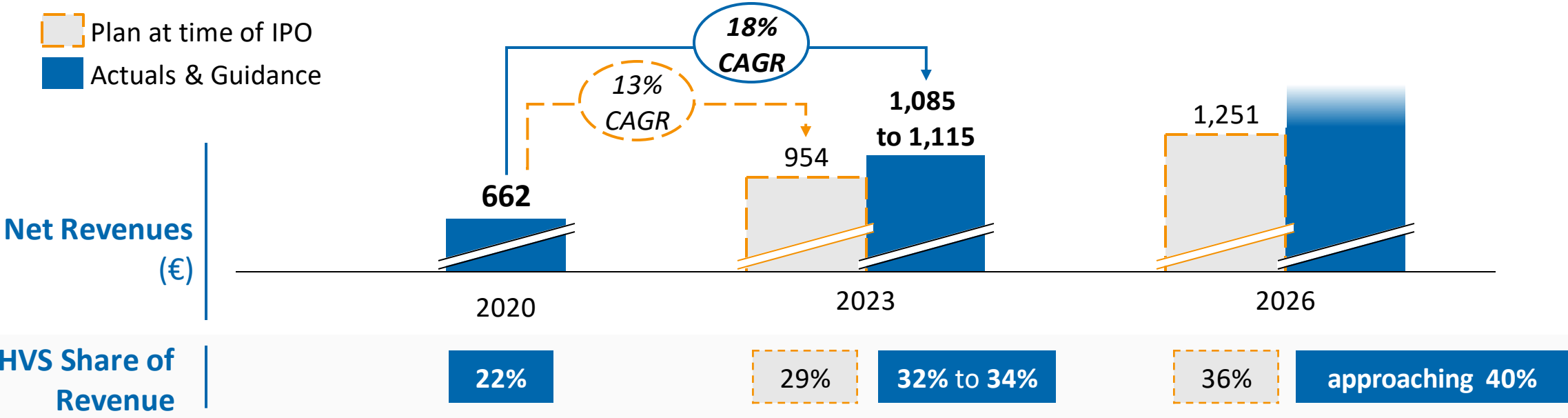
- Strong commercial visibility on future demand
- Anchor customers
- Wide set of commercial opportunities; low customer and therapeutic area concentration
- Differentiated product portfolio
- Modular approach to investments

Backing our Investments with Long-Term Demand Visibility



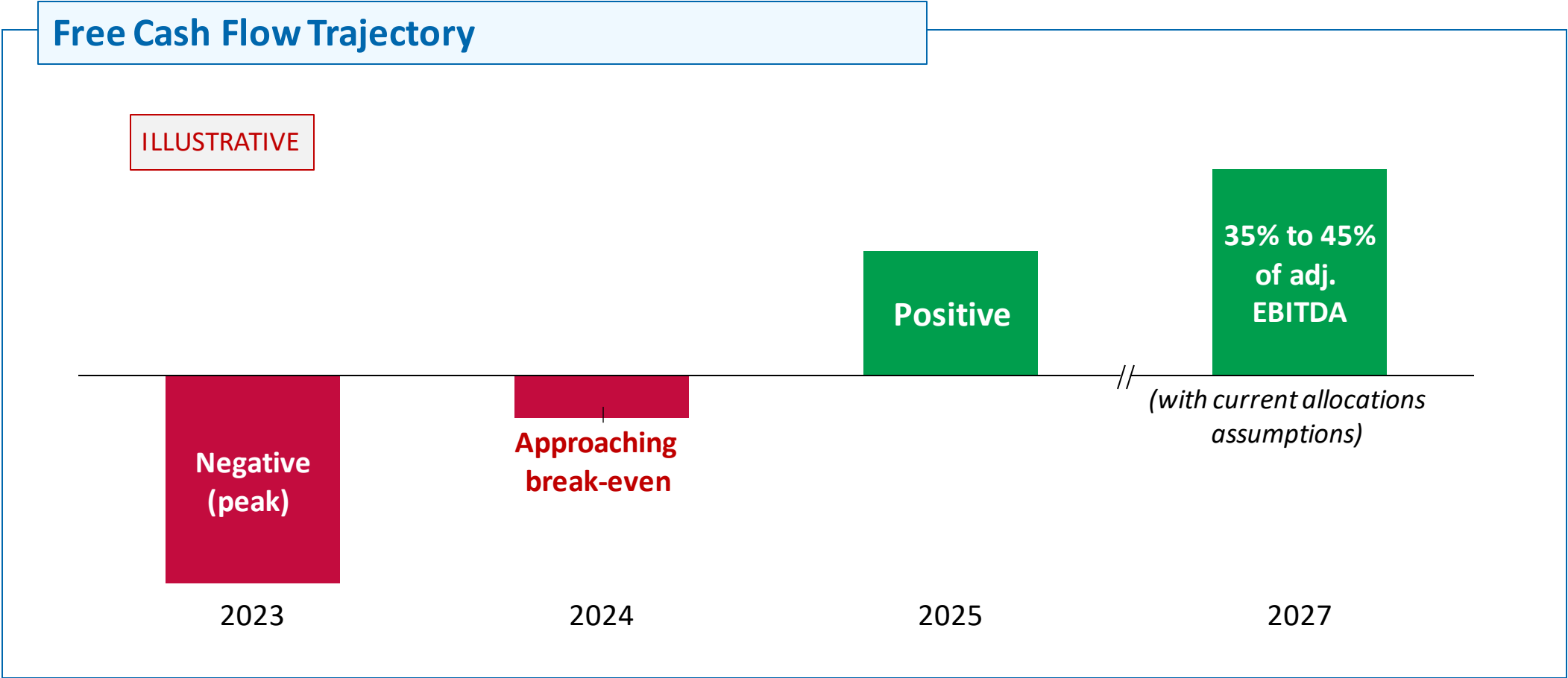
 **Backlog and order Intake include only purchase orders, and do not capture the entire value of multi-year commercial agreements**

Customer Demand has Outpaced our Expectations Compared with Plan at IPO



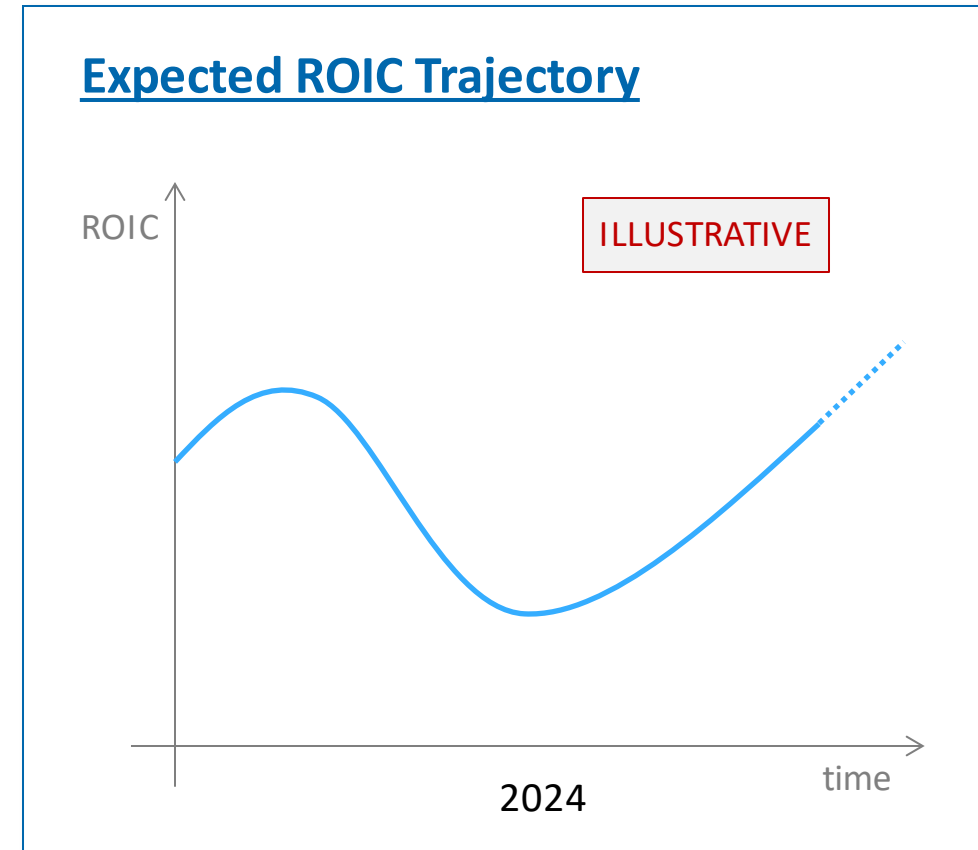
Expanded and modulated investments planned at time of IPO, to better meet growing customer demand

Free Cash Flow Driven by Growth CapEx Cycle



Return on Invested Capital Expected to Decline in 2024 Driven by CapEx, Steadily Growing from 2025

- Expected **temporary decline** driven by strong growth capex cycle: lowest point expected in 2024
- Strong **accretion trajectory from 2025**, as new capacity comes online
- **Strong management alignment** as Executives and Directors are remunerated on ROIC target achievement



Stevanato Group is Well Positioned to Create Sustainable Long-Term Value



Targeting **reliable sustainable TOP-LINE GROWTH** backed by proven track record of consistent delivery

LDD through **2027**

Continued **mix shift towards High Value Solutions**

40% to 45%
HVS of revenue in 2027

Path ahead for **MARGIN expansion**, driven by increase in HVS mix

~30%
Adj. EBITDA* in 2027

Clear allocation priorities: disciplined **demand-driven CAPEX deployment** to support long-term growth, with **tangible risk-mitigating levers**

HSD to LDD in 2027

Solid BALANCE SHEET providing financial flexibility

*Adj. EBITDA, Adj. EBITDA margin and Adj. DEPS are non-GAAP financial measures. Please refer to slides 98-99 for a reconciliation of non-GAAP measures



Q&A





Franco Stevanato
Executive Chairman

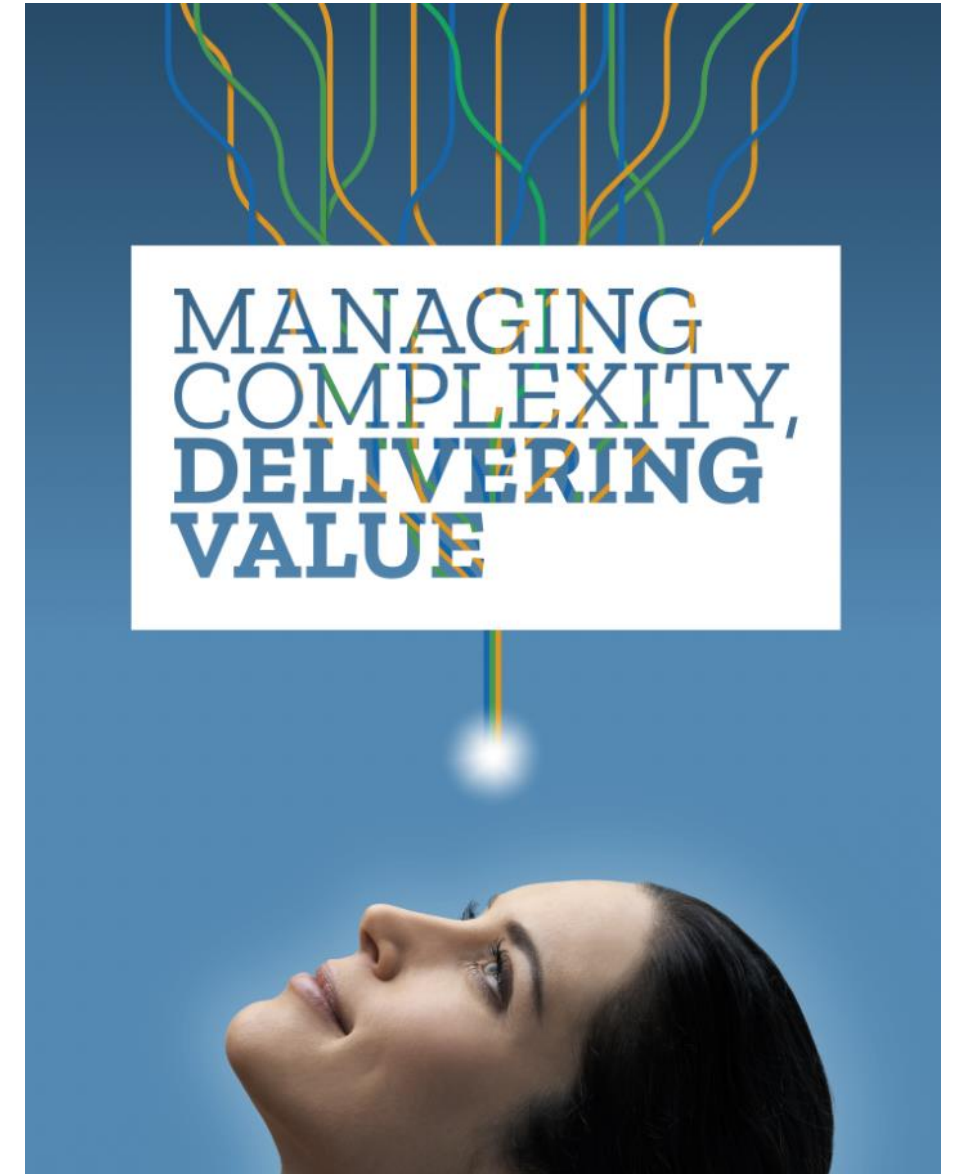


Franco Moro
Chief Executive Officer

Closing Remarks

Paving the Way for the Future

**Global partner of choice to
biopharma customers,
positioned to meet increasing
demand for end-to-end solutions
from drug development through
life-cycle management**





(NYSE: STVN)

Capital Markets Day

Wednesday, September 27, 2023

Thank You



Meet the Stevanato Team



Franco Stevanato, Executive Chairman

Franco Stevanato was appointed Executive Chairman in 2021, following his decade-long tenure as Chief Executive Officer. Prior to that he held a variety of management positions within the Group, including sales and business development. Prior to Stevanato, Franco started his career in sales at Saint Gobain in France.

Franco is the driving force behind the Group's long-term vision and is responsible for the Company's global expansion and development of its robust product portfolio. As CEO, he implemented enhanced managerial processes, and structural changes to drive continuous innovation embedded in science and technology. He led the board refreshment strategy to enhance corporate governance, while building a management team with extensive experience in pharmaceutical manufacturing.

Franco holds a Bachelor's Degree in Political Science from the University of Trieste and completed the advanced management program at the Kellogg School of Management at Northwestern University.



Franco Moro, Chief Executive Officer

With more than 30 years of experience managing global API (Active Pharmaceutical Ingredient) manufacturing operations, Franco Moro joined Stevanato Group in 2018 as Chief Operating Officer and was promoted to Chief Executive Officer in 2021.

As CEO, Franco oversees the Company's long-term growth strategy and global industrial operations and leads 6,000 team members to drive our mission and commitment to be the best, objective-focused partner in the research and delivery of innovative solutions to support the success of our customers. He is a member of the board of directors.

Prior to joining Stevanato Group, Franco served in management positions in operations and chemical engineering with Fabbria Italiana Sintetici (FIS) where he most recently served as CEO for nearly a decade. Franco holds an MBA from SDA Bocconi in Milan and graduated with a Bachelor's Degree in Chemical Engineering from the University of Padua.



Marco Dal Lago, Chief Financial Officer

Marco Dal Lago brings more than 25 years of experience in controlling, finance, administration, compliance, and risk management in multinational industrial companies and coordinating multi-year planning, mergers, and acquisitions processes.

Marco joined Stevanato Group in 2020 as the Company's Chief Financial Officer where he leads the global finance, controlling, tax, administrative and sustainability teams.

Prior to joining Stevanato Group, Marco served as CFO of Gruppo Mastrotto, one of the largest leather manufacturer in Europe, with 13 plants worldwide. He spent more than 15 years with Nidec ASI S.p.A in a variety of executive financial management positions including group CFO.

He graduated with a Bachelor's Degree in Business Administration from the Ca' Foscari University of Venice.

Meet the Stevanato Team



Riccardo Butta, President of the Americas

With more than 25 years on industry experience, Riccardo Butta joined Stevanato Group in February 2022 as President of the Americas where he is responsible for operations, expansion and growth within the region.

Riccardo was previously Senior Vice President of Flex Health Solutions, where he led the global commercial organization of a Flex business unit providing contract design, manufacturing, and logistics services with a focus on medical devices, drug delivery solutions, diagnostics and life sciences equipment. During his tenure at Flex, Riccardo led the European device development organization, and launched and managed the device design center in Milan.

Riccardo earned a Master's Degree in Mechanical Engineering from the Politecnico in Milan, and a Bachelor's Degree in Business Management and Innovation from MIP in Milan. He successfully completed the Executive Leadership Development Program from Stanford University.



Paolo Patri, Chief Technology Officer

Paolo Patri joined Stevanato Group in 2018 and serves as our Chief Technology officer. He is responsible for all aspects of R&D including strategic planning, R&D investments, specialized customer research and analytical projects, and other activities supporting the Group's vision.

Paolo brings over 25 years of experience in the pharmaceutical industry, both in production and in the development of pharmaceuticals and biotech, gaining a significant track record of achieving global regulatory approvals for both large and small molecules, and combination medicinal products through standard and accelerated programs. Prior to Stevanato, Paolo was Chief Manufacturing Officer at Dompe Farmaceutici, and previously he spent a decade as Global Head of Chemistry, Manufacturing and Controls at Chiesi Farmaceutici. He has held various management positions at Cambrex Profarmaco, and Janseen-Cilag, a Johnson & Johnson Company.

Paolo earned a Master's Degree in Chemistry from the University of Milan.



Mauro Stocchi, Chief Business Officer

With more than 25 years of extensive business development experience, Mauro Stocchi joined Stevanato Group in 2004 and has held a variety of key management positions throughout his tenure, including Corporate General Manager and Chief Financial Officer.

Mauro currently serves as Chief Business Officer of Stevanato Group where he oversees all strategic business development activities including sales, product management, corporate development and strategic marketing, as well as supply chain management.

He previously spent a decade with Siemens Group and prior to that he commenced his career at De Longhi S.p.A.

Mauro earned an MBA from SDA Bocconi in Milan and holds a Bachelor's Degree from Ca' Foscari University of Venice.

Meet the Stevanato Team



Fabio Bertacchini, Senior Director of Product, Proposal and Technical Account Management

Fabio Bertacchini joined Stevanato Group in 2014 and currently serves as our Senior Director of Product, Proposal and Technical Account Management where he is responsible for product marketing throughout the product lifecycle including Company's core EZ-fill® product portfolio. He serves as our project lead for the Company's next generation EZ-fill Smart™ products, which are set for commercial production launch (vials) in 2024. His team also leads customer transformations from bulk to ready-to-use products.

Prior to his current role, Fabio held management positions in strategic marketing, M&A and finance within Stevanato Group. He joined Stevanato from PwC and started his career with KPMG.

Fabio earned a Bachelor's Degree in Economics and Finance from the Università degli Studi di Parma and he's a 2024 Executive MBA candidate from SDA Bocconi in Milan.



Doug Bruno, Senior Vice President & General Counsel

With more than 20 years of experience, Doug Bruno joined Stevanato Group in 2022 as Senior Vice President, General Counsel & Corporate Secretary.

He previously spent 11 years at West Pharmaceutical Services, Inc., holding the position of Vice President and Associate General Counsel. Before West, Doug spent nearly 10 years practicing corporate law in the Philadelphia region, including as an Associate in the Business & Finance Departments at the law firms Ballard Spahr LLP and Drinker Biddle & Reath LLP.

He earned his J.D. with honors from Villanova University School of Law, where he was managing editor of the Villanova Law Review, and holds a Bachelor's degree in Economics from the University of Pennsylvania.



Sharon DeWolf, Marketing and Communications, Americas Region

Sharon DeWolfe joined Stevanato Group in 2022 supporting the Americas in operational planning and execution of external communication plans in the region.

She brings more than 20 years of experience in marketing communications and event planning. Previously, she held the position of Marketing Services Events Manager at Dentsply Sirona and spent 13 years at Jacobsen, A Textron Company, as their Marketing Communications Events Specialist.

Sharon earned a Bachelor's Degree from Winthrop University and is a certified LEAN Six Sigma Green Belt and silver level Certified Trade Show Marketer (CTSM).

Meet the Stevanato Team



**Giacomo Guiducci, Investor Relations,
Strategic Alliances & M&A**

Giacomo Guiducci joined Stevanato Group in 2021 and brings more than a decade of experience in the life sciences and pharmaceutical industry. Giacomo currently holds a dual role in Investor Relations, and Strategic Alliances and M&A at Stevanato Group.

Previously, Giacomo worked in Strategic Marketing and Business Development for DBV Technologies, a French biopharmaceutical firm. Prior to that he served on the investment team at Innovest with a focus on business planning, valuation, and market strategies mainly in life sciences. He started his career as a Sales and Business Development analyst at Alcon.

Giacomo earned a Masters in Management and International Economics from ESCP Europe and from London City University, and he holds a Bachelor's Degree in Finance from Università Bocconi.



**Latoya Greve, Senior Director
HR, Americas Region**

Latoya Greve brings over 20 years of industry experience in HR operations to Stevanato Group. She joined Stevanato in 2022 as Senior Director of HR for the Americas Region where she is responsible for supporting the business operations in workforce planning, organizational development, and design and effectiveness, as well as performance and change management.

Prior to Stevanato Group, Latoya spent 12 years at Beckton Dickinson, most recently as Senior Director HR for North America. She previously spent ten years in HR with Carl Zeiss Vision and LifeCare solutions.

Latoya earned her Master's Degree in Human Resource Management from the University of Southern California and her Bachelor's Degree in Business Administration & Human Resource Management.



**Steven Kaufman, Vice President
Drug Delivery Systems**

Steven Kaufman joined Stevanato Group in 2018 as Vice President Drug Delivery Systems where he is responsible for business development, product management and strategic initiatives in the group's DDS business.

Steven brings 20 years of industry experience working with leading multinational biopharmaceutical companies to provide pen injectors, auto-injectors, and on-body delivery systems, as well as test equipment, assembly equipment, and final device assembly services. Before joining Stevanato, Steven served as Global Business Development Lead at Bepak and spent more than a decade at SHL.

Steven completed his Master's Degree in Marketing & International Business from National Chengchi University in Taiwan and holds a Bachelor's Degree with Honors from Western University in Canada.

Meet the Stevanato Team



**Sebastien Lebreton,
Head of Global Key Accounts**

Sebastien Lebreton currently serves as Head of Global Key Account for Stevanato Group where he maintains responsibility for sales, customer service and collaboration for the Company's major global pharmaceutical and biotech customers.

Seb joined Stevanato Group in 2009 as an account manager and was promoted to his current role in 2019. Prior to Stevanato Group, Seb held sales and business development positions with Mecaplast.

Seb earned a Master's Degree in International Marketing and Negotiation from NEGOCIA (Paris Chamber of Commerce & Industry), and he holds a Bachelor's Degree in Mechanical and Production Engineering from University of Paris XI.



**Riccardo Marcon, Senior
Director Alliances & M&A**

Riccardo Marcon joined Stevanato Group in 2017 and serves as Senior Director of Strategic Alliances and M&A where he is responsible for strategic growth initiatives such as licensing and M&A. He served as the Company's lead for its recent strategic partnerships with Owen Mumford, Haselmeier, Transcoject, and ThermoFisher. Riccardo also supports strategic planning, as well as market and competitive intelligence for Stevanato.

Prior to Stevanato Group, Riccardo held senior management consulting positions with Bain & Company, Accenture and Gartner Group.

Riccardo earned his Master of Science and Bachelor of Science in Electronics Engineering from the University of Padua in Italy. Riccardo also holds a Certificate in Technology Entrepreneurship from Santa Clara University, and a post-degree certificate in Business Administration through the Fulbright Program.



**Lisa Miles, Senior Vice President of
Investor Relations**

With over 25 years of experience, Lisa Miles joined Stevanato Group in 2021 as Senior Vice President of Investor Relations.

Previously, Lisa spent 18 years at Maximus in a variety of management positions. In her most recent role, she served as Senior Vice President of Investor Relations & Corporate Communications for nearly a decade where she was responsible for investor relations, global marketing and branding, media relations, and employee communications.

Named to the 2017 and 2018 Institutional Investor's All America Executive Team for Midcap Investor Relations, Lisa was ranked third for Best Midcap IR Professionals in the Business, Education, and Professional Services sector. She holds a Bachelor's Degree in Communications from Pennsylvania State University.

Meet the Stevanato Team



Odra Pinato, Head of EMEA Technology Excellence Center, Lab Analytics

Odra Pinato, Ph.D., joined Stevanato Group in 2014 and currently leads the Company's EMEA Technology Excellence Center Analytics teams, where she leads our advanced laboratory focused on analytical chemistry, material properties, physical and mechanical performances testing on pharmaceutical packaging and drug delivery systems.

Odra is a pharmaceutical biotechnologist, with a focus on protein biochemistry including a two-year post-doctoral experience in biophysics of nucleic acids and pharmaceutical chemistry. Before joining Stevanato, she previously served as an analytical chemist specializing in analytical method development and validation of drug products according to GMP/GLP requirements at Merieux NutriSciences Italy.

Odra earned her Ph.D. from the School of Biochemistry and Biotechnology, University of Padova and holds a Bachelor's Degree in Pharmaceutical Biotechnology from the University of Padua.



Anthony Vico, Head of U.S. Technology Excellence Center

Anthony Vico joined Stevanato Group in 2011 and currently leads our U.S. Technology Excellence Center (TEC) in Boston where he is responsible for R&D and analytical lab services in support of pharmaceutical and biotech customers throughout North America.

With more than ten years of experience in designing, testing, validating, and industrializing glass drug containment system solutions for injectable drugs, Anthony has held a variety of roles in technical and quality assurance for Stevanato Group.

Anthony earned his Master's Degree in Mechanical Engineering and Bachelor's Degree in Mechanical Engineering from the University of Padua.



Appendix



Reconciliation Tables (1/2)

Reconciliation of 2019, 2020, 2021 and 2022 Adjusted EBITDA (Amounts in € millions, except per share data) (Unaudited)

	2022	2021	2020	2019
Reported EBITDA	257.3	218.6	157.2	108.4
Adjusting items:				
Restructuring and related charges	0.1	1.2	-	-
Incentive Plans Settlement	-	(9.9)	-	-
IPO costs	-	0.8	0.2	-
Out-of-cycle bonus to personnel	-	6.5	-	-
Start-up costs new plant	6.2	1.1	-	-
Litigation costs	-	-	2.8	-
Adjusted EBITDA	263.6	218.3	160.2	108.4

Reconciliation Tables (2/2)

Reconciliation of 2023 Guidance for Adjusted EBITDA, Adjusted Operating Profit, Adjusted Net Profit and Adjusted Diluted EPS
(Amounts in € millions, except per share data)
(Unaudited)

	Revenue	EBITDA	Operating Profit	Net Profit	Diluted EPS
Reported	1,085.0 - 1,115.0	281.3 - 293.3	201.3 - 213.3	145.8 - 155.7	0.55 - 0.59
Adjusting items:					
Start-up costs new plants		10.5	10.5	8.0	0.03
Adjusted	1,085.0 - 1,115.0	291.8 - 303.8	211.8 - 223.8	153.8 - 163.7	0.58 - 0.62

Glossary

API	Active Pharmaceutical Ingredient
BDS	BioPharmaceutical and Diagnostic Solutions Segment
CDMO	Contract Development and Manufacturing Organization
CMC	Chemistry, Manufacturing, and Controls
CMO	Contract Manufacturing Organization
DCS	Drug Containment Solutions
DDS	Drug Delivery Systems
FCF	Free Cash Flow
HVS	High Value Solutions
IVD	In-Vitro Diagnostic
mABs	Monoclonal Antibodies
PFS	Pre-Fillable Syringe
QA	Quality Assurance
QC	Quality Control
QMS	Quality Management System
R&D	Research and Development
RTU	Ready-to-Use
SG	Stevanato Group
TCO	Total Cost of Ownership



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Thank You





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Breakout Session – Drug Containment Solutions





Fabio Bertacchini

Product, Proposal and Technical Account Management,
Senior Director

Drug Containment Solutions Product Portfolio



Drug Containment Solutions – Product Portfolio

Agenda for the session

- Overview
- Performance
- EZ-fill® Configuration

Drug Containment Solutions Overview

Mission Critical Components in the Production of Pharmaceutical and Biotechnology Products; SG's Solutions are Complex and Rely on Multiple Sophisticated Industrial Processes to Form, Treat, Inspect and Package these Products



**Syringe Platform
(glass and polymer)**



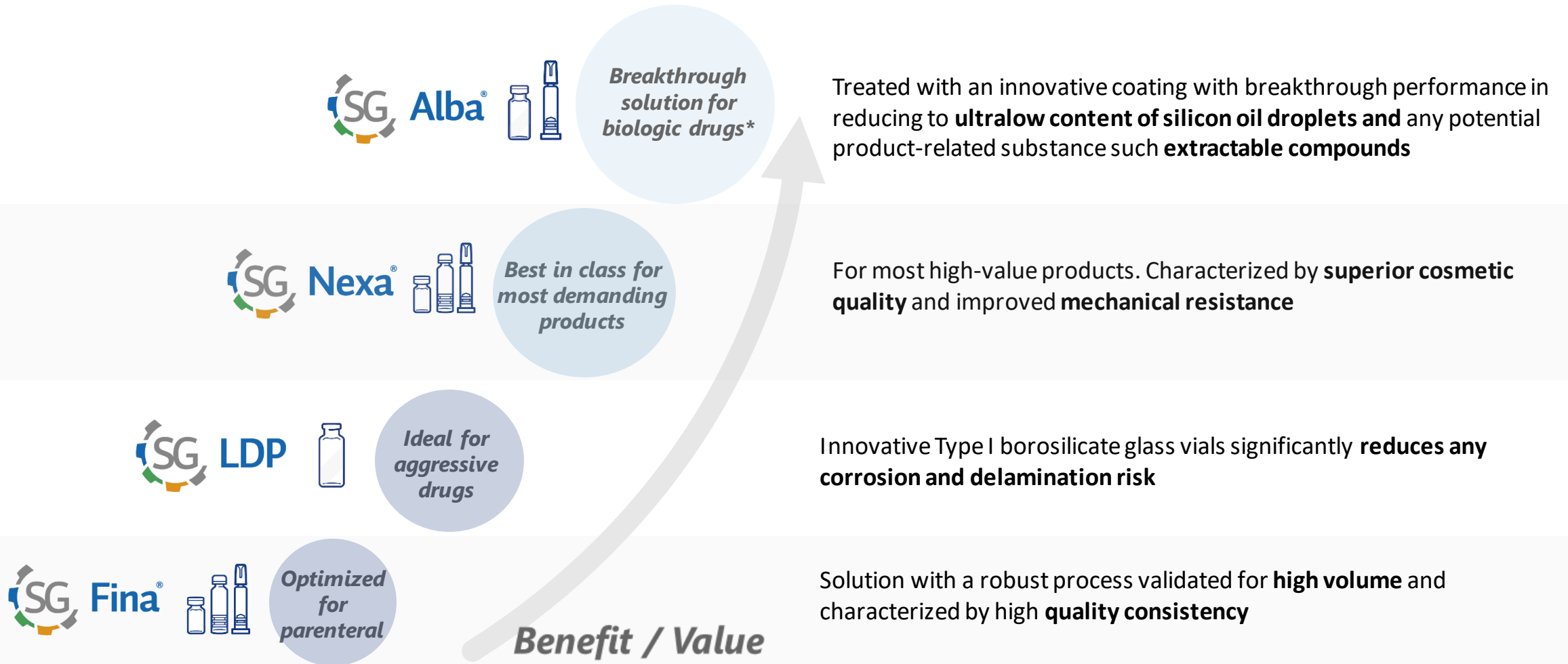
**Vial Platform
& Microvials**



Cartridge Platform

Four Performance Levels Respond to Customer Needs

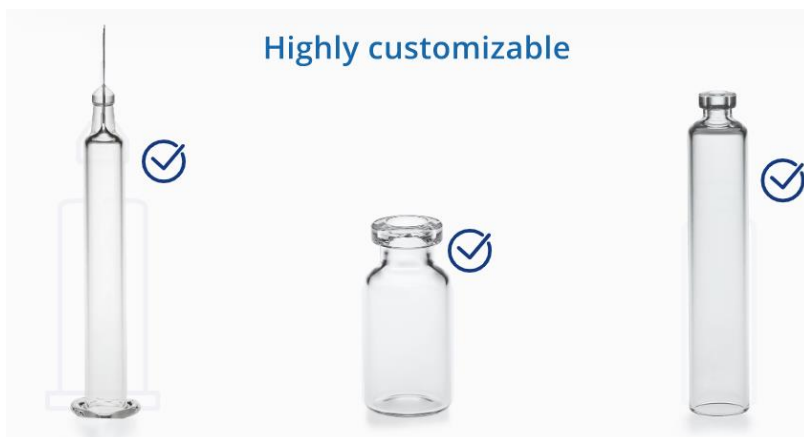
Optimized Drug Containment Solutions Designed to Maintain Drug Stability, Potency and Purity



*Vial platform: under development

SG Fina[®] Robust Process Validated for High Volume Production

Optimized Solution for Parenteral Drugs



Development



Design flexibility and additional treatments available

Custom container solutions for specific requirements



Final Market



Uniform quality aligned to market requirements

Glass container **quality consistency**



High volumes and flexible supply

Timely answer to market demand



Validated and standardized **manufacturing process**



High production **capacity**



Multi-site manufacturing



FAST TO MARKET



REDUCED SUPPLY COST



LDP Higher Stability and Integrity without Internal Coating

Ideal for Aggressive (High PH) Drugs




Development



FEATURES

No change in glass or additional treatments

MAIN BENEFITS

Reduced validation activities –
no need for re-filing


Final market



Lower risk for glass delamination and corrosion

Higher **drug stability** and preserved **drug integrity**



Optimized **forming process**



Dedicated **quality tests**



No coatings/glass formulation changes



REDUCED TIME-TO-MARKET



REDUCED RISK OF MARKET RECALLS



HIGHER PRODUCT STABILITY AND SHELF LIFE



Nexa[®] Superior Cosmetic Quality and Mechanical Resistance

Best-in-class Solution for Most Demanding Products



Development



Fill & Finish



Final market



FEATURES

MAIN BENEFITS

Strict dimensional tolerances

Compatibility with **injection devices**

Improved mechanical resistance

Reduced risk of breakages

Improved cosmetic quality

Reduced risk of rejects

Increased container closure integrity

Reduced risk of drug-container interaction

Preserved **drug integrity**
and stability

Minimized risk of residuals and particles

Superior and consistent
gliding performance

Smooth and repeatable **injection**



No glass-to-glass process and packaging



100% in-line dimensional and cosmetic controls



Optimized **silicone distribution** and 100%
in-line control



REDUCED TCO



INCREASED EFFICIENCY



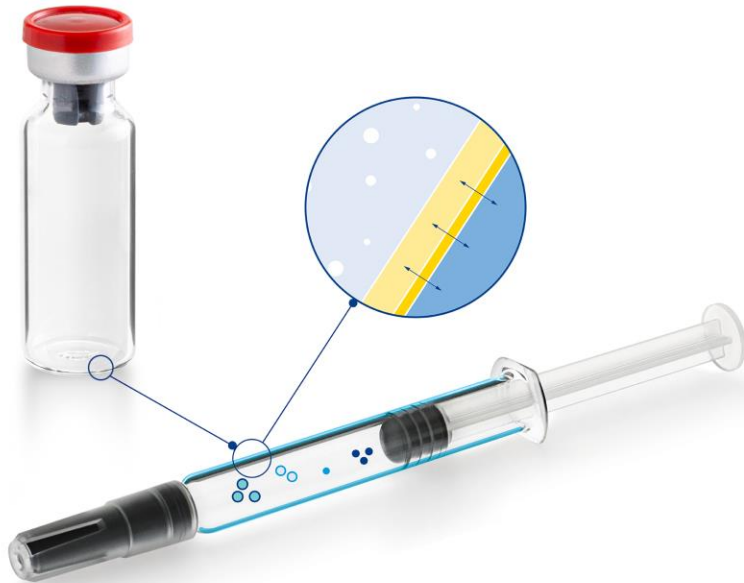
**PRESERVED DRUG AND PHARMA
RELIABILITY**






Alba®

Breakthrough Solution for Biologics

Innovative Proprietary Coating Significantly Reduces Silicone Particle Generation



Final market

FEATURES	MAIN BENEFITS
 Lower risk of protein aggregation or silicone particles generation	Preserved drug stability and integrity
 Minimized drug-container interaction and pH drift	
 Minimized risk of Tungsten oxidation or aggregation	Smooth and repeatable injection
Improved & stable gliding performance	



No glass-to-glass process and packaging



100% in-line dimensional and cosmetic controls



Alba® coating technology



PRESERVED DRUG AND PHARMA RELIABILITY



REDUCED RISK OF MARKET RECALLS





HIGHER PRODUCT STABILITY AND SHELF LIFE

Microvials: Optimized Containers for Nasal Delivery Devices


Microvials Primary Packaging can be Easily Integrated into Drug Delivery Devices




	MICROVIALS FEATURES	MAIN BENEFITS
 Final market	Design approved by main nasal device manufacturer Optimized small shape for device integration Design flexibility	Easy integration within nasal device systems and enhanced functionality High cosmetic quality



Available in **Nest & Tub** configuration



Single and bidose applications



100% dimensional and cosmetic **controls**



MEETS NEW MARKET NEEDS

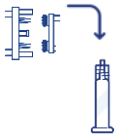


INCREASED FLEXIBILITY

Nexa Flex™: State-of-the Art Pre-Sterilized Polymer Syringes



FEATURES	MAIN BENEFIT
Available in both COC and COP polymer material	Maximize flexibility to suit wide range of applications
Designed to assure tight dimensional tolerances	Helps ensure reliability during fill/finish steps and final user applications
Molded Luer Lock to provide extremely strong resistance	
Avoid presence of Tungsten on entire manufacturing process	Assure drug integrity and formulation stability
Lowering silicone particles profile	



Versatile manufacturing process to accommodate different syringe sizes



100% in-line cosmetic controls



Cross-linked silicone profile



PRESERVE INTEGRITY OF SENSITIVE DRUGS



REDUCED FAILURE RISKS IN PHARMA OPERATION ACTIVITIES

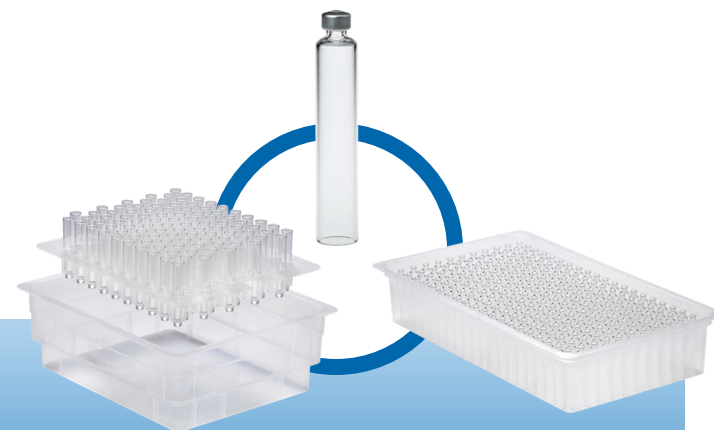


FAST TIME-TO-MARKET FOR NEW PRODUCT FORMATS



EZ-fill® Revolutionized Ready-to-Use Vials and Cartridge Platforms

Fully Integrated Pre-Sterilized Containment for Aseptic Fill/Finish Manufacturing



Innovator for RTU vials and cartridges:
proven advantages have turned SG technology into an industry standard

Legacy Bulk Containment Fill/Finish is Less Efficient for Customers

Value Chain: Roles & Responsibilities



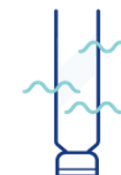
Traditional and Bulk Containment Solutions



Container Manufacturing



Washing



Sterilization



Filling

Drug Containment Industry

Pharma Company

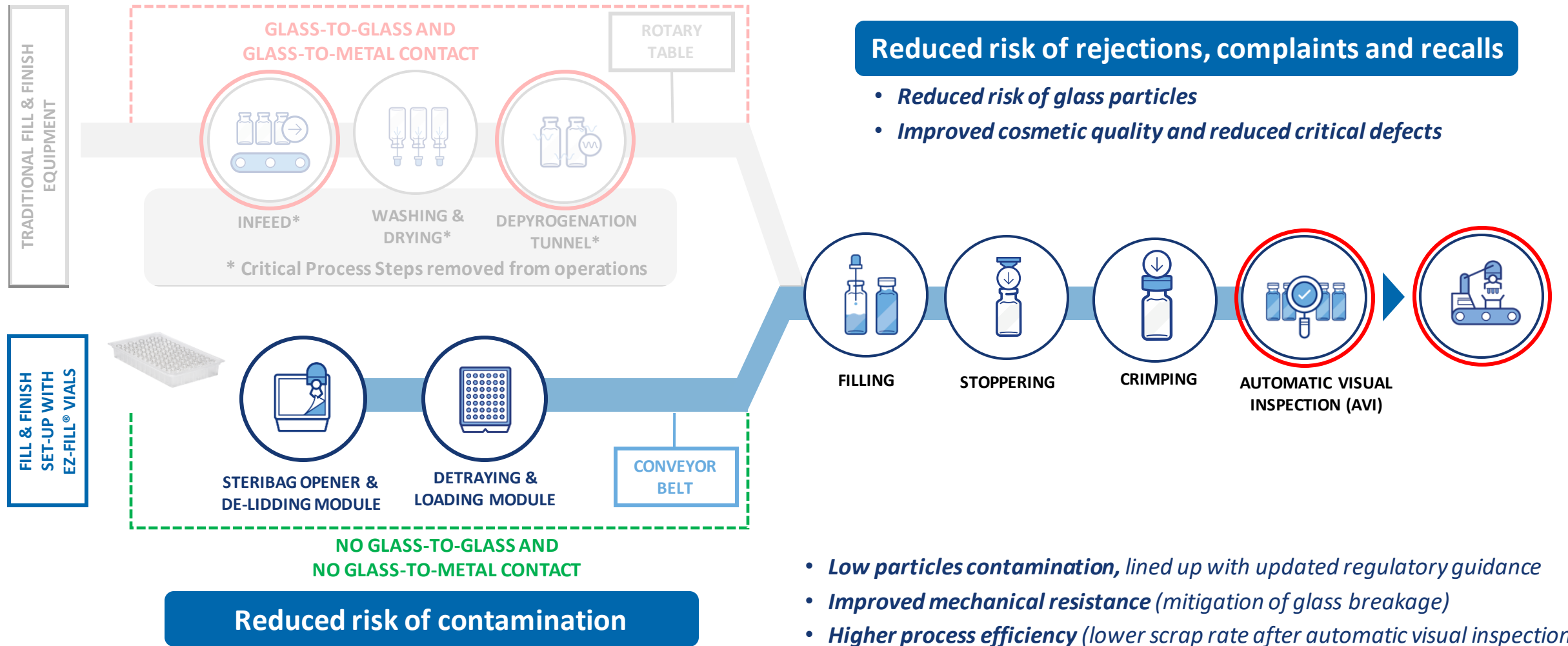


Containers



With traditional or bulk containment solutions, Pharma companies bear burden of washing, sterilizing and filling containers before distributing

EZ-fill® Drives Improved Integrity and Safety of the Medicine



Ready-to-Fill Configuration: Significant Advantages and Value to Customers

Pharmaceutical Needs



REDUCE TCO



INCREASE QUALITY



INCREASE FLEXIBILITY



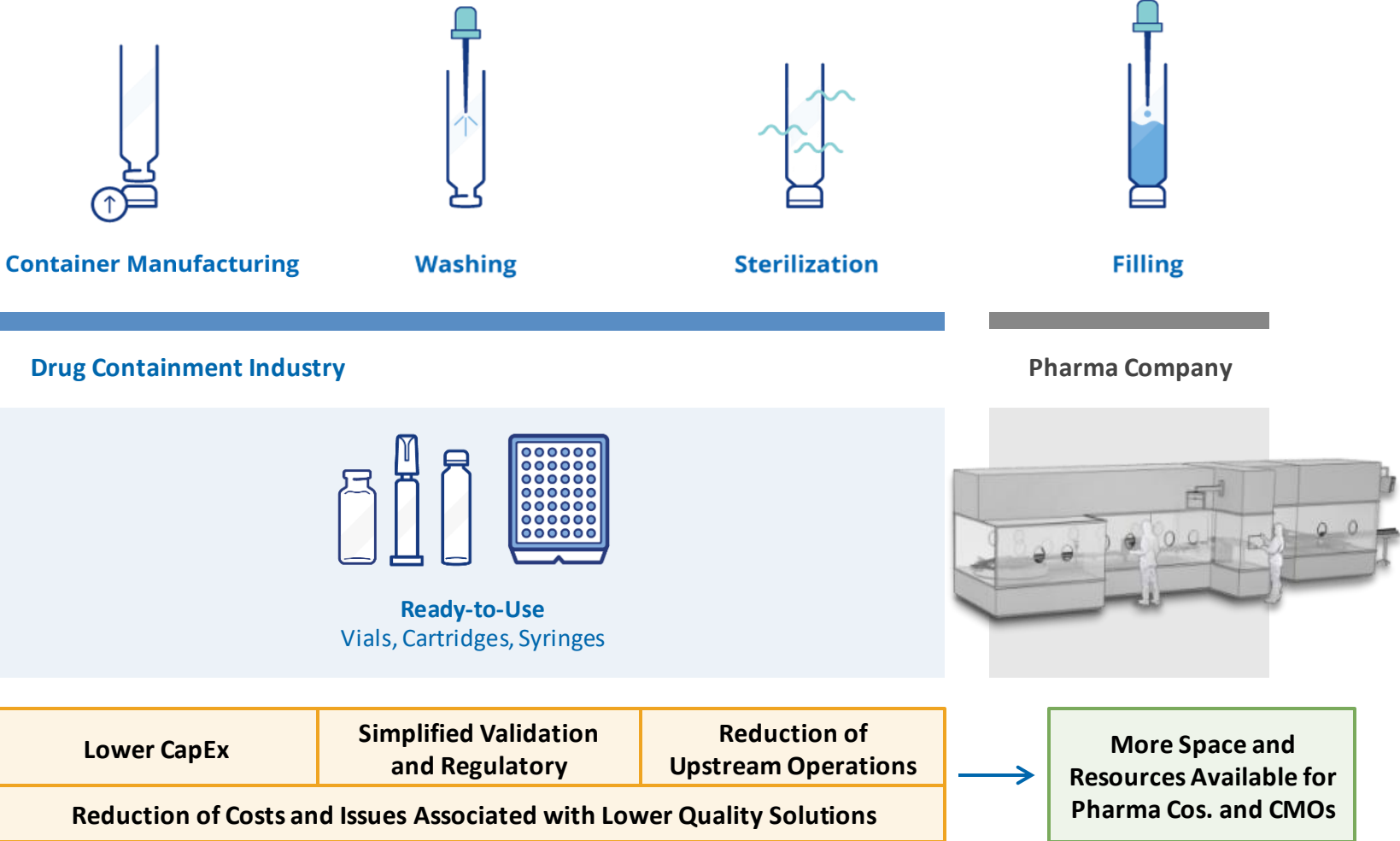
REDUCE TIME-TO-MARKET



GOLD STANDARD



Value Chain: Roles & Responsibilities



EZ-fill Smart™ Platform Enhances Product Performance

Next generation EZ-fill® platform for ready-to-fill vials



1

**SECONDARY
PACKAGING DESIGN**



2

**STERILE PROCESSING
DESIGN**



3

**ALTERNATIVE STERILIZATION
PROCESS DESIGN**

- INCREASED QUALITY
- INCREASED REGULATORY ACCEPTANCE
- REDUCED TCO
- INCREASED SUSTAINABILITY

Key Takeaways

Drug Containment Solutions

- We are **continually innovating across our Containment Solution platform**
- We have developed **multiple performance levels** to meet current and future market needs
- We are **accelerating the shift to ready-to-use vials and cartridges** across the industry





Q&A





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Breakout Session – Drug Delivery Systems





Riccardo Butta

President of Americas



Steven Kaufman

Vice President, Drug Delivery Systems

Drug Delivery Systems

Product Portfolio



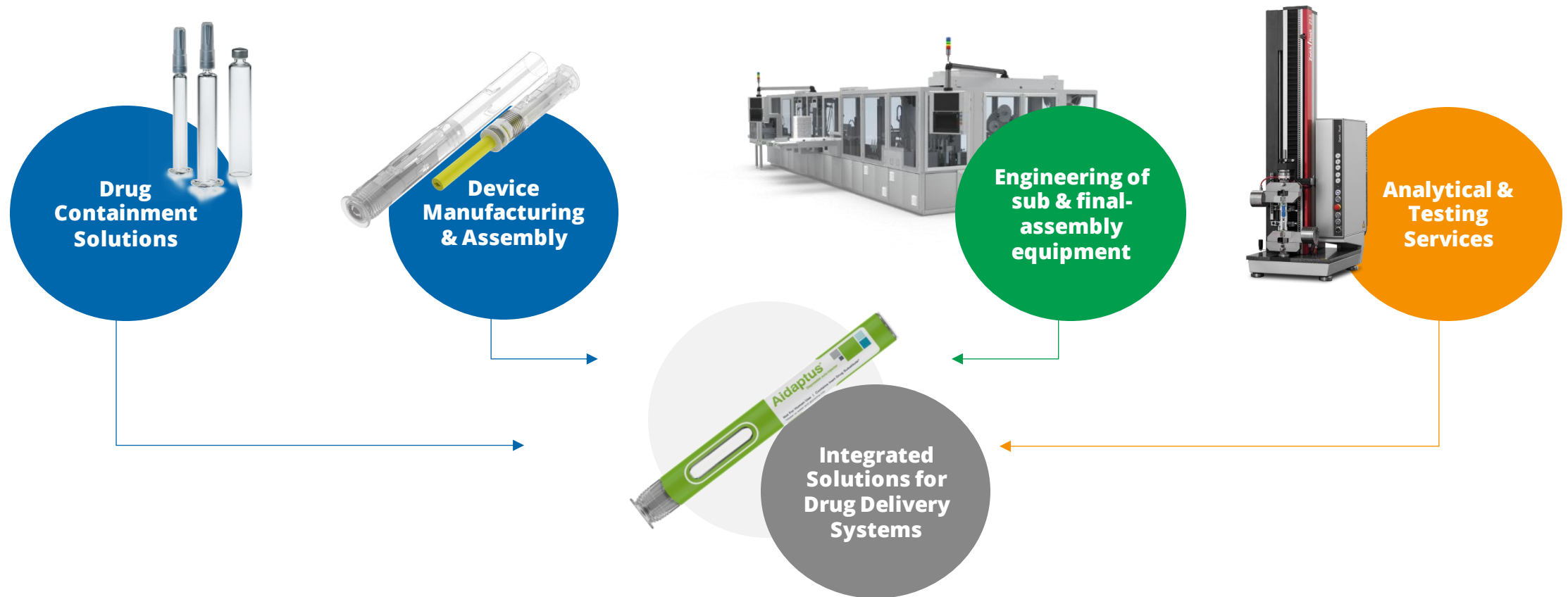
Drug Delivery Systems – Product Portfolio

Agenda for the Session

- Value Proposition
- Go-to-Market Strategy
- SG Drug Delivery Device Portfolio

Value Proposition: Integrated Solutions for Drug Delivery Systems

Leveraging our Vertically Integrated Capabilities to Drive Innovation, Accelerate Time to Market, and Enable a Resilient, Efficient and Sustainable Supply Chain for our Biopharma Customers



Go to Market Strategy for Devices

Driven by People, Partnerships and Innovation



Team of Industry Professionals

Experienced in the field of devices



R&D Center in Milan, Italy

With state-of-the-art equipment & capabilities



Technology Management

Driving innovation around core technologies



Haselmeier: Licensing Agreement

For Axis-D pen injector technology



Owen Mumford: Exclusive Collaboration

Aidaptus® Auto-Injector



Thermo Fisher: Fill & Finish Partnership

Vertiva™ Onbody Delivery System

Proprietary Device Portfolio

Offering a Range of Platform Devices to Meet the Needs of Biopharmaceutical Companies



Alina®

Pen-injector Platform



Aidaptus®

Auto-injector Platform



Vertiva™

On-Body Delivery System Platform

Market
CAGR
(‘22-‘27)

High Single-Digit / Low Double-Digit

Double-Digit

High Double-Digit

Source: Analysis based on data collected from IQVIA, Pharmacircle, key opinion leaders and SG customers, primary research, Analysts Reports”

Proprietary Device Portfolio

Offering a Range of Platform Devices to Meet the Needs of Biopharmaceutical Companies



Alina®

Pen-injector Platform



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Vertiva™

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Source: Analysis based on data collected from IQVIA, Pharmacircle, key opinion leaders and SG customers, primary research, Analysts Reports”

Alina® Pen-Injector Platform

In-licensed Patented Technology to Address Growing Demand for Self-administration



Alina® is a variable and fixed dose, disposable, pen-injector platform based on proven technology

- Platform offering with multiple variants to support a range of therapeutic applications
- Targeting generics & biosimilars in diabetes space, licensed for additional therapies

- Optimized processes and equipment for enhanced time-to-market

Focus of next slide

Final Assembly Equipment

Streamlining Production through Innovative, Efficient, Reliable Automation Technologies



Offering for Alina® includes final assembly equipment solutions for installation at customer, as well as Contract Manufacturing Organization (CMO) fill & finish locations

- Designed and built using modular, flexible platforms that scale according to production demands
- Leveraging internal expertise in high-speed, automated equipment for sub-assembly, final assembly, inspection, packaging & serialization
- Trusted by leading pharmaceutical companies

Proprietary Device Portfolio

Offering a Range of Platform Devices to Meet the Needs of Biopharmaceutical Companies



Alina®

Pen-injector Platform



Aidaptus®

Auto-injector Platform



Vertiva™

On-Body Delivery System Platform

Market
CAGR
(‘22-‘27)

High Single-Digit / Low Double-Digit

Double-Digit

High Double-Digit

Source: Analysis based on data collected from IQVIA, Pharmacircle, key opinion leaders and SG customers, primary research, Analysts Reports”

Aidaptus® Auto-injector Platform

Only Auto Injector with Auto Adjust Technology for Different Fill Volumes, Suitable for Both 1ml and 2.25ml



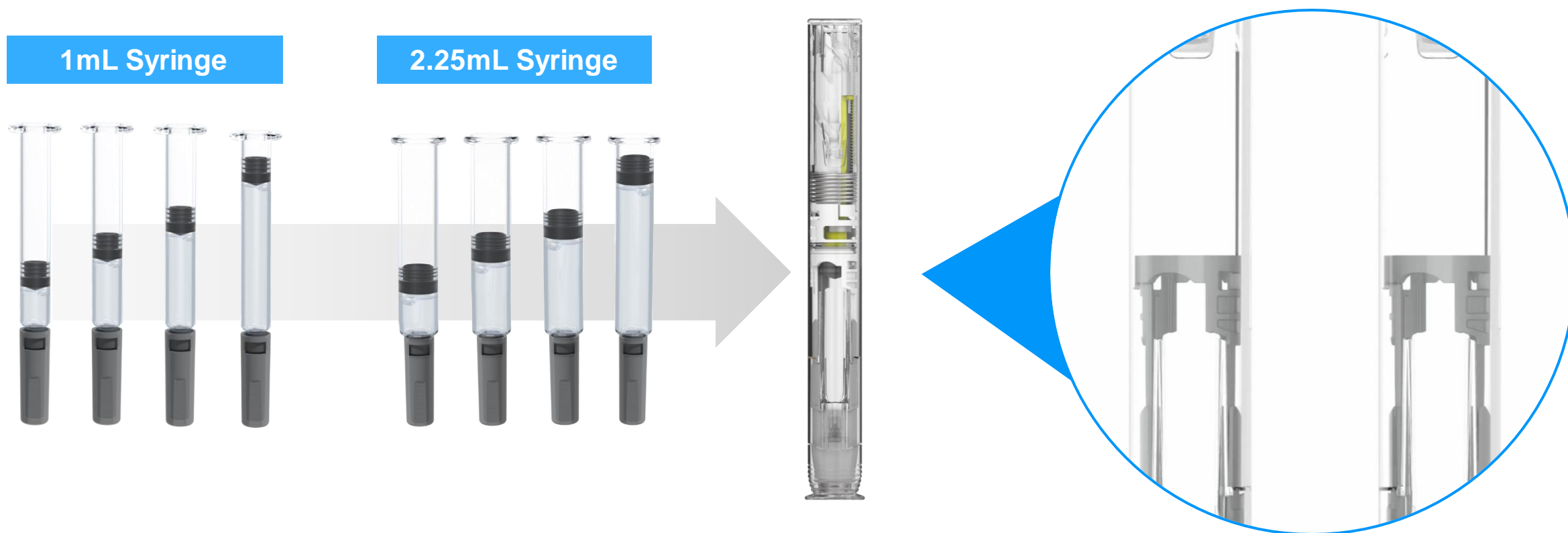
Aidaptus® is an innovative award-winning design in collaboration with Owen Mumford

- True platform technology that accommodates multiple syringe formats in the same device with minimal change parts
- Compatible with all ISO standard glass syringes & common Rigid Needle Shield designs
- Auto-adjust plunger technology adapts to different fill volumes; reduces risk during drug development & lifecycle management

*Focus of
next slide*

Aidaptus® Auto-Adjust Plunger Technology

Key Market Differentiator: Automatic Adjustment to Different Fill Volumes During Final Assembly, Enabling Pharma Partners to use the Same Device for Multiple Drugs and Concentrations



Aidaptus® Comprehensive Product Offering

Leveraging Stevanato Group and Owen Mumford's Combined Capabilities for a Flexible End-to-end Business Model to Simplify the Customer Supply Chain



Proprietary Device Portfolio

Offering a Range of Platform Devices to Meet the Needs of Biopharmaceutical Companies



Alina®

Pen-injector Platform



Aidaptus®

Auto-injector Platform



Vertiva™

On-Body Delivery System Platform

Market
CAGR
(‘22-‘27)

High Single-Digit / Low Double-Digit

Double-Digit

High Double-Digit

Vertiva™ On-Body Delivery System Platform



A versatile platform that delivers:

- ✓ Micro-precision basal doses
- ✓ Full-content bolus injections

Single-use Pod

- Fully mechanical injection unit
- Pre-loaded with a pre-filled drug cartridge during final assembly



Multi-use Controller

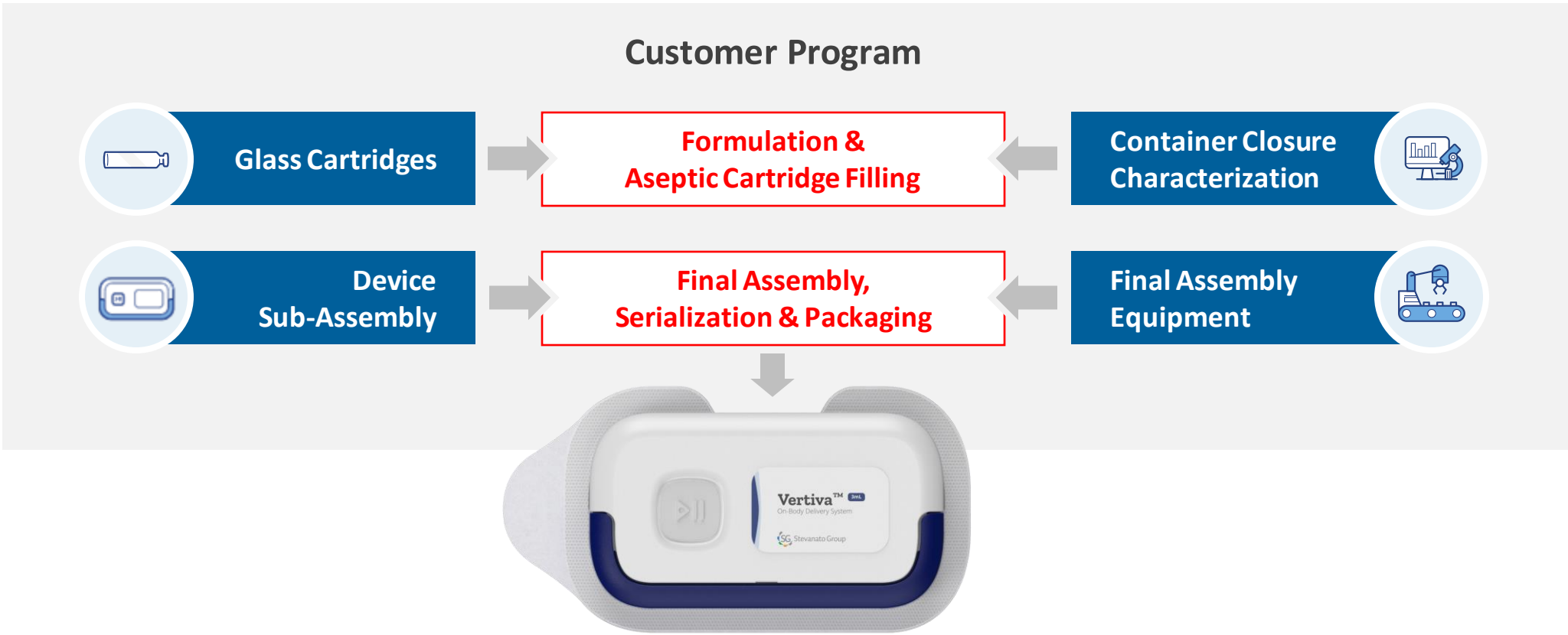
- Control unit with customizable user-interface
- Reusable to support daily, weekly or monthly injections
- Connectivity options, data transfer via Bluetooth®



Supporting reduced electronic waste

Thermo Fisher & Stevanato Group Collaboration Framework

Providing end-to-end solution for on-body delivery system



Innovative Approach: People, Partnerships & Innovation

Empowering patients with next-generation drug-delivery solutions

- Supporting biotech and pharmaceutical customers to bring their combination products to market quickly and efficiently
- Built a global team of device professionals
- Industry collaboration & partnerships
- Ongoing R&D investment





Q&A





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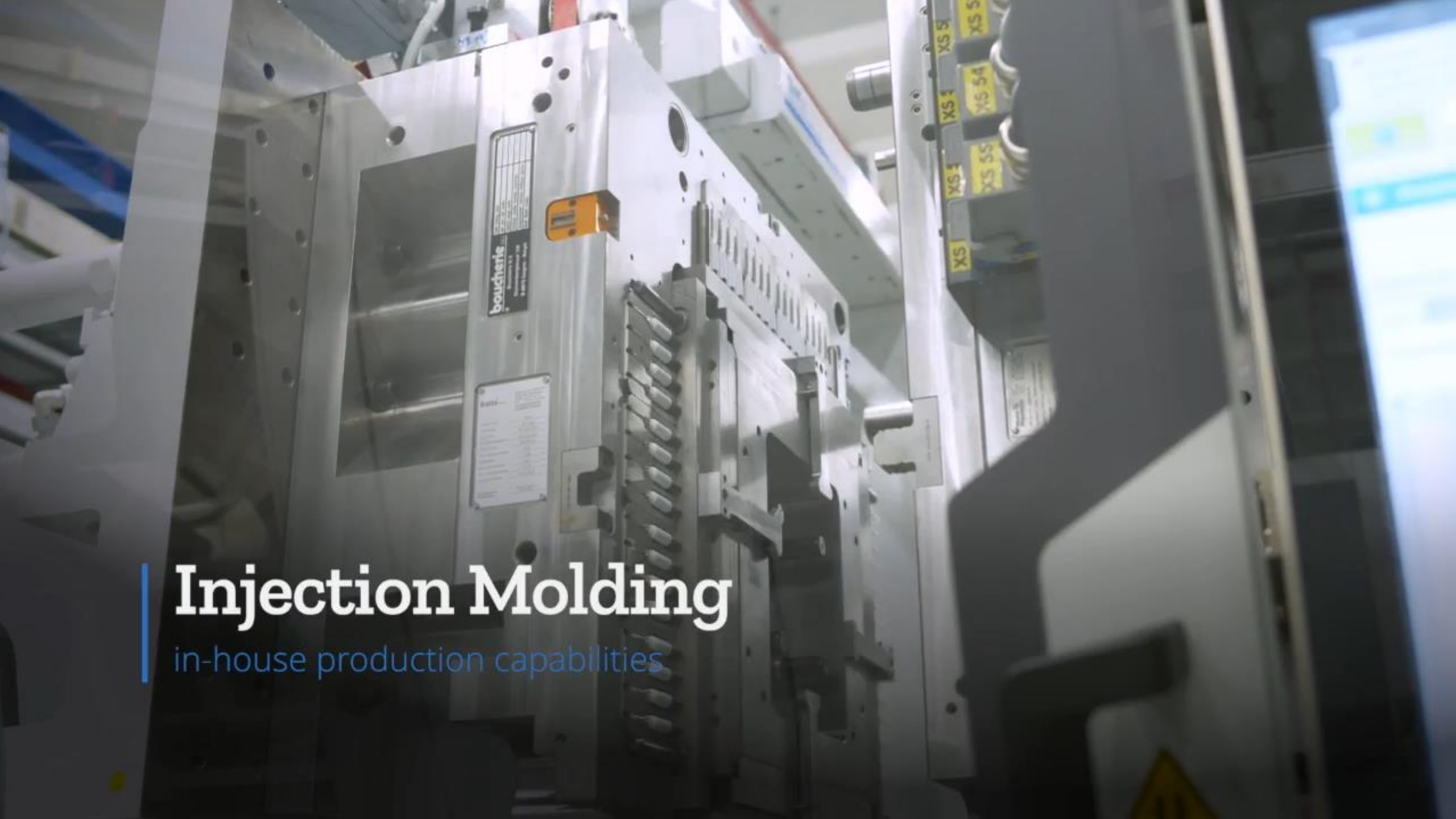
Thank You



A large, white industrial machine, likely a medical device manufacturing unit, with a robotic arm and various hoses and cables. The machine has a large, curved glass window. The word "ENGEL" is visible on the side of the machine. A blue circular graphic is overlaid on the left side of the image.

Reference videos

Highlights of our in-house capabilities & automation experience for medical device projects

A close-up, low-angle shot of a large industrial injection molding machine. The machine is primarily white and grey, with a complex arrangement of metal plates, bolts, and hydraulic cylinders. A prominent label on the left side of the machine reads "boucherie". To the right, a vertical stack of yellow labels is visible, each marked with "XS" and a number (e.g., XS 5, XS 54, XS 55). The background is slightly blurred, showing more of the industrial environment and a glimpse of a computer monitor on the far right.

Injection Molding

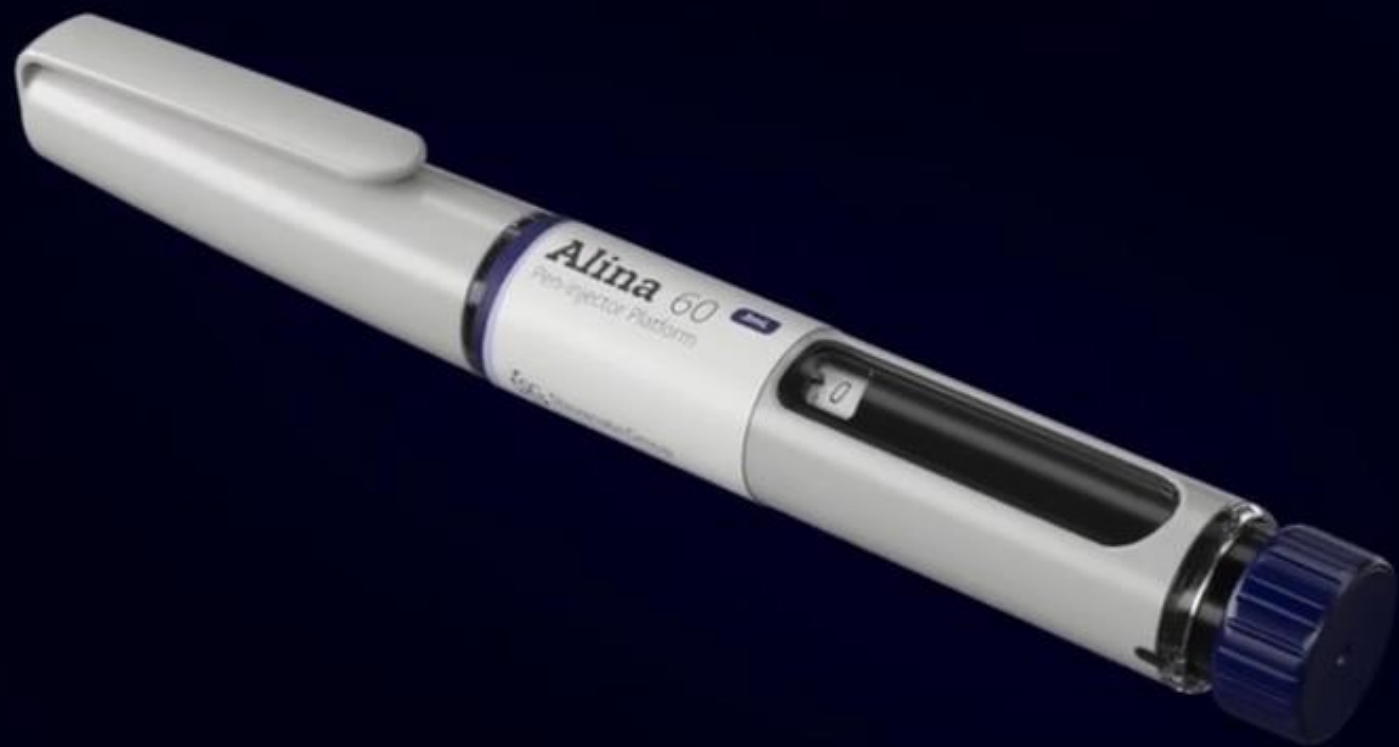
in-house production capabilities



Fully Tailored

sub-assembly or final assembly line

Delivering





VERTIVA™



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