

# Avantor 2021 performance snapshot

We serve customers across three geographic regions, in four end markets:



Biopharma



Advanced Technologies & Applied Materials



Education & Government



Healthcare

## FULL YEAR

11.3<sup>1</sup>%

Organic revenue growth

~190<sup>1</sup>bps

Adjusted EBITDA margin expansion

57.7<sup>2</sup>%

Adjusted EPS growth

\$920<sup>1</sup>M

Free cash flow

## AMERICAS

\$4.2B

57% of revenue

12.1<sup>1</sup>%

Organic revenue growth

## EUROPE

\$2.7B

37% of revenue

9.1<sup>1</sup>%

Organic revenue growth

## AMEA

\$471M

6% of revenue

16.6<sup>1</sup>%

Organic revenue growth

<sup>1</sup>See "Reconciliations of non-GAAP measures" in our annual report on Form 10-K for a discussion and calculation of non-GAAP measures.

<sup>2</sup>See "Non-GAAP Financial Measures" for a discussion and a calculation of non-GAAP measures.

<sup>3</sup>Based on management estimates.

<sup>4</sup>Based on FY 2021 results.

<sup>5</sup>Management estimate based on pipeline value Jan. 2020 vs. Dec. 2021.

<sup>6</sup>Management estimate based on open order value Dec. 2019 vs. Dec. 2021.

<sup>7</sup>Absolute reduction of scope 1 and scope 2 greenhouse gas emissions vs. 2019 baseline.

# Well-positioned for growth

Broad portfolio – over  
**6M**  
products and services

Extensive regulatory expertise

**750+**  
Master Access Files

**>\$80B**  
total addressable market<sup>3</sup>

**>55%**  
of revenue from proprietary content

Global footprint offers extraordinary customer access

**15%**  
GHG target reduction<sup>7</sup>

Bioproduction comprises  
**40%**  
of Biopharma revenue<sup>4</sup>

Global scale – serving over  
**225k**  
customer locations

**~5x**  
increase in innovation pipeline<sup>5</sup>

**>\$4B**  
deployed for M&A in 2021

**5x**  
increase in open orders since 2019<sup>6</sup>

**>50%**  
of revenue from Biopharma

No single customer represents more than  
**4%**  
of our revenue

