

# GERRESHEIMER

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## **Announcement of Q1 2008 Results and Confirmation of FY 2008 Guidance**

**Conference Call  
April 14, 2008 | 3.00 p.m. CEST**

**Dr. Axel Herberg, CEO  
Hans-Jürgen Wiecha, CFO**



## Agenda

- **Business Highlights Q1 2008**

*Dr. Axel Herberg, CEO*

- **Financial Overview Q1 2008**

*Hans-Jürgen Wiecha, CFO*

- **Confirmation of Guidance FY 2008**

*Dr. Axel Herberg, CEO*



## Success story of 2007 continues in Q1 2008

- Ongoing strong demand for Gerresheimer products in pharma & life science and cosmetics industry
- Gerresheimer continues to grow above market level
- Acquisitions of EDP and Allplas further enlarge Gerresheimer's product portfolio and geographic reach
- Net sales grew by 18.2% to €239.1m; 21.8% at constant exchange rate
- Increased sales volume and higher productivity drive bottom line
  - Adjusted EBITDA increased by 20.4% to €43.0m vs. Q1 2007
  - Adjusted EBITDA margin expanded from 17.6% to 18.0% in Q1 2008
  - Adjusted net income grew from €2.6m to €9.9m in Q1 2008



## Continued positive momentum across all divisions

- Tubular Glass:**
- Ongoing strong demand for RTF-syringes
  - Continued high sales of vials in America
  - New greenfield plant in China with western production standard under construction
- 
- Plastic Systems:**
- Strong growth in medical plastic systems
  - New segment “pen systems” based on recently won contracts
  - Production transfer in Plastic Packaging from Germany to Poland successfully completed
  - Integration of EDP and Allplas on schedule
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- Moulded Glass:**
- Growth above market level
  - Strong demand for pharma bottles and cosmetics
  - Further operational improvements on schedule
- 
- Life Science Research:**
- Merger with Thermo Fisher’s life science business starts to pay off
  - Integration and streamlining of portfolio ongoing
  - Production transfers from the US to Mexico and China under way



## **Gerresheimer's business remains strong despite volatilities in the financial markets**

- Growth pattern strongly related to worldwide pharma and healthcare demand
  - Accelerating pace in drug development
  - Strong growth in world population with more people having access to healthcare
  - Increasing average life expectancy
  - Growing number of acute and chronic diseases
  
- Natural hedge against currency fluctuations
  - Production facilities in local markets
  - Financing in local currencies
  
- Limited impact of rising energy and raw material prices
  - Locked-in prices
  - Price escalation clauses
  - Additional contribution from higher demand



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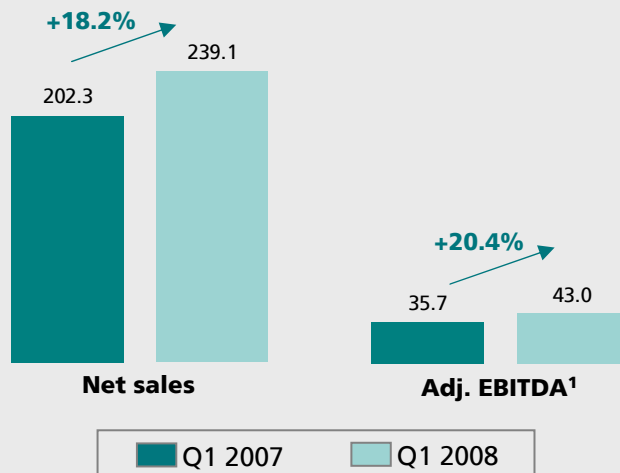
## Group: Continued growth and margin enhancement

### Net sales and adjusted EBITDA

€ m

**Net sales growth at constant exchange rate: 21.8%**

**Adj. EBITDA margin:**  
Q1 2008: 18.0%  
Q1 2007: 17.6%



- Strong growth in net sales primarily due to sound development of pharma and cosmetics markets
- Higher productivity and increased sales volume drive adjusted EBITDA margin
- All divisions contributed to sales and earnings growth

<sup>1</sup> Earnings before financial result, income taxes, depreciation and amortization, restructuring expenses and one-off income and expenses



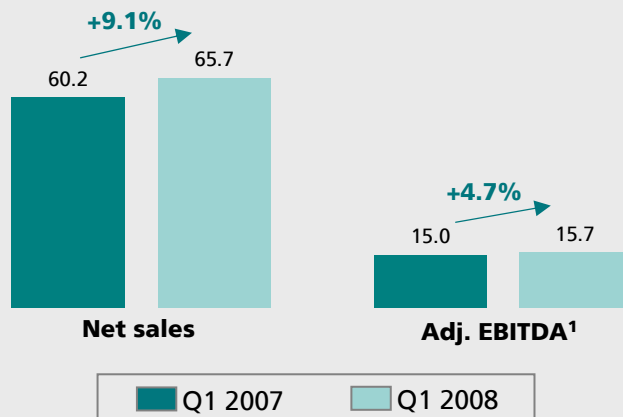
## Tubular Glass: Ongoing strong demand for RTF-syringes

### Net sales and adjusted EBITDA

€ m

**Net sales growth at constant exchange rate: 14.6%**

**Adj. EBITDA margin:**  
Q1 2008: 24.0%  
Q1 2007: 24.9%



- Sales increase fueled by
  - strong revenue growth in RTF-syringes (+68%)
  - strong sales of vials in America
  - successfully integrated pharma glass business of Comar
  
- Adjusted EBITDA margin close to the prior year's level despite scheduled repair of the largest furnace

<sup>1</sup> Earnings before financial result, income taxes, depreciation and amortization, restructuring expenses and one-off income and expenses





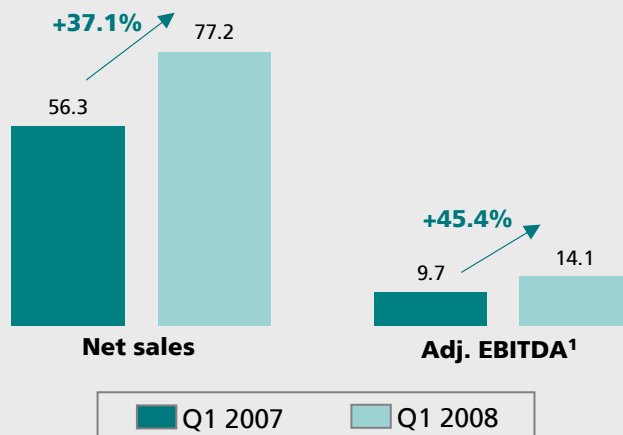
## Plastic Systems: Continued sales growth in core segments coupled with margin improvement

### Net sales and adjusted EBITDA

€ m

**Net sales growth at constant exchange rate: 36.5%**

**Adj. EBITDA margin:**  
Q1 2008: 18.3%  
Q1 2007: 17.2%



- Strong growth generated by prospering sales in inhalation and diabetes care as well as sales recognition of acquisitions
- Further margin expansion due to
  - portfolio optimization at Wilden
  - production transfer to Poland
- EDP and Allplas consolidated for one month, integration program started

<sup>1</sup> Earnings before financial result, income taxes, depreciation and amortization, restructuring expenses and one-off income and expenses



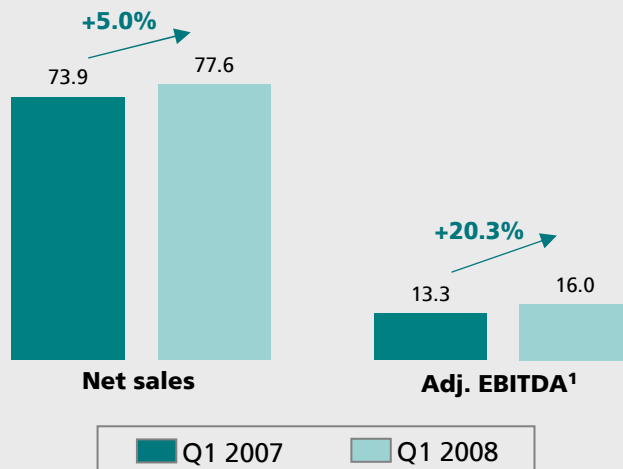
## Moulded Glass: Sales growth exceeds market growth

### Net sales and adjusted EBITDA

€ m

Net sales growth at constant exchange rate: 7.8%

Adj. EBITDA margin:  
Q1 2008: 20.6%  
Q1 2007: 18.0%



- Above market sales growth due to strong demand for
  - pharma bottles in the US and Europe
  - cosmetics in the European and emerging markets
  
- Operational gearing improved as result of excellent capacity utilization and increases in productivity

<sup>1</sup> Earnings before financial result, income taxes, depreciation and amortization, restructuring expenses and one-off income and expenses



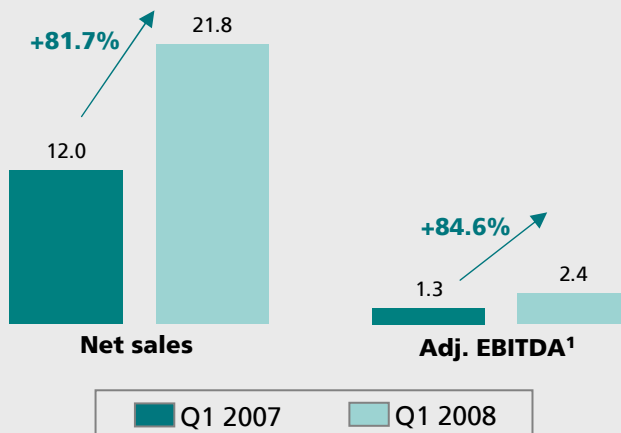
## Life Science Research: Foundation for growth established

### Net sales and adjusted EBITDA

€ m

**Net sales growth at constant exchange rate: >100%**

**Adj. EBITDA margin:**  
Q1 2008: 11.1%  
Q1 2007: 10.7%



- Significant net sales expansion through merger with life science business of Thermo Fisher
- Slight improvement of adjusted EBITDA margin despite costs for ongoing integration and streamlining of portfolio

<sup>1</sup> Earnings before financial result, income taxes, depreciation and amortization, restructuring expenses and one-off income and expenses



## Profit growth exceeds growth in net sales

€ m	Q1 2008	Q1 2007	▲	FY 2007
<b>Net sales</b>	<b>239.1</b>	<b>202.3</b>	<b>+18.2%</b>	<b>957.7</b>
<b>Adjusted EBITDA<sup>1</sup></b> Margin	<b>43.0</b> 18.0%	<b>35.7</b> 17.6%	<b>+20.4%</b>	<b>181.6</b> 19.0%
<b>Adjusted EBITA</b> Margin	<b>25.5</b> 10.7%	<b>21.9</b> 10.8%	<b>+16.4%</b>	<b>116.6</b> 12.2%
<b>Profit from operations</b>	<b>14.9</b>	<b>11.4</b>	<b>+30.7%</b>	<b>53.3</b>
<b>Net income</b>	<b>2.5</b>	<b>-4.0</b>	<b>&gt;100%</b>	<b>0.8</b>
<b>Adjusted net income<sup>2</sup></b>	<b>9.9</b>	<b>2.6</b>	<b>&gt;100%</b>	<b>44.3</b>
<b>Earnings per share in €</b>	<b>0.06</b>	<b>-</b>	<b>-</b>	<b>-0.04</b>
<b>Adjusted earnings per share in €<sup>3</sup></b>	<b>0.29</b>	<b>-</b>	<b>-</b>	<b>1.34</b>

<sup>1</sup> Earnings before financial result, income taxes, depreciation and amortization, restructuring expenses and one-off income and expenses

<sup>2</sup> Net income before non-cash amortization of fair value adjustments, special effects from restructuring expenses and the balance of one-off income and expenses (including significant non-cash expenses) and the related tax effects

<sup>3</sup> Adjusted net income after minorities divided by 31.4m shares



## Strong balance sheet and markedly enhanced cash flows set the stage for future growth

€ m	Q1 as of Feb 29, 2008	Q1 as of Feb 28, 2007	▲	FY 2007 as of Nov 30, 2007
<b>Equity</b> Equity ratio in %	<b>505.8</b> 34.2	<b>-30.9</b> n/a	<b>&gt;100%</b>	<b>505.1</b> 35.0
<b>Net working capital<sup>1</sup></b> in % of LTM net sales	<b>220.1</b> 22.1	<b>189.5</b> 27.1	<b>+16.1%</b>	<b>194.5</b> 20.3
<b>Net financial debt<sup>2</sup></b>	<b>458.1</b>	<b>816.3</b>	<b>-43.9%</b>	<b>390.6</b>
<b>Adjusted EBITDA leverage</b>	<b>2.4</b>	<b>6.1</b>	<b>-</b>	<b>2.2</b>
	Dec 1, 2007 – Feb 29, 2008	Dec 1, 2006 – Feb 28, 2007		Dec 1, 2006 – Nov 30, 2007
<b>Capital expenditures</b>	<b>17.5</b>	<b>13.5</b>	<b>+29.6%</b>	<b>98.9</b>
<b>Operating cash flow</b>	<b>8.5</b>	<b>-12.3</b>	<b>&gt;100%</b>	<b>54.1</b>

<sup>1</sup> Inventories and trade receivables minus trade payables

<sup>2</sup> Total amount of debt minus cash and cash equivalents



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## Confirmation of Guidance FY 2008



**Net Sales**



Growth of approx. 13 – 15%<sup>1</sup>  
(at constant exchange rate 14-16%)



**Adj. EBITDA  
margin**



Mid 19%



**Capex**



Expected investments of  
€105m – €110m



**Portfolio  
optimization**



Ongoing market observation for  
value-accretive M&A transactions

<sup>1</sup> Exchange rate assumption for the FY 2008: 1.00 € = 1.42 \$



## Financial Calendar 2008 / 2009

- **May 23, 2008** Annual General Meeting
- **July 15, 2008** Interim Report 2<sup>nd</sup> Quarter 2008
- **October 15, 2008** Interim Report 3<sup>rd</sup> Quarter 2008
- **October 23+24, 2008** Capital Markets Day 2008
- **February 17, 2009** Full Year Results 2008





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