

GERRESHEIMER



Close-up Medical Plastic Systems

Gerresheimer Capital Markets Day

October 23+24, 2008

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Gerresheimer at a glance

2007 Sales in EUR m



Tubular Glass (Injectable Glass and Systems)

Net sales: EUR 271m
Adj. EBITDA margin: 24.6%



Plastic Systems (Plastic Drug Delivery and Systems)

Net sales: EUR 300m
Adj. EBITDA margin: 18.7%



Moulded Glass

Net sales: EUR 319m
Adj. EBITDA margin: 20.4%

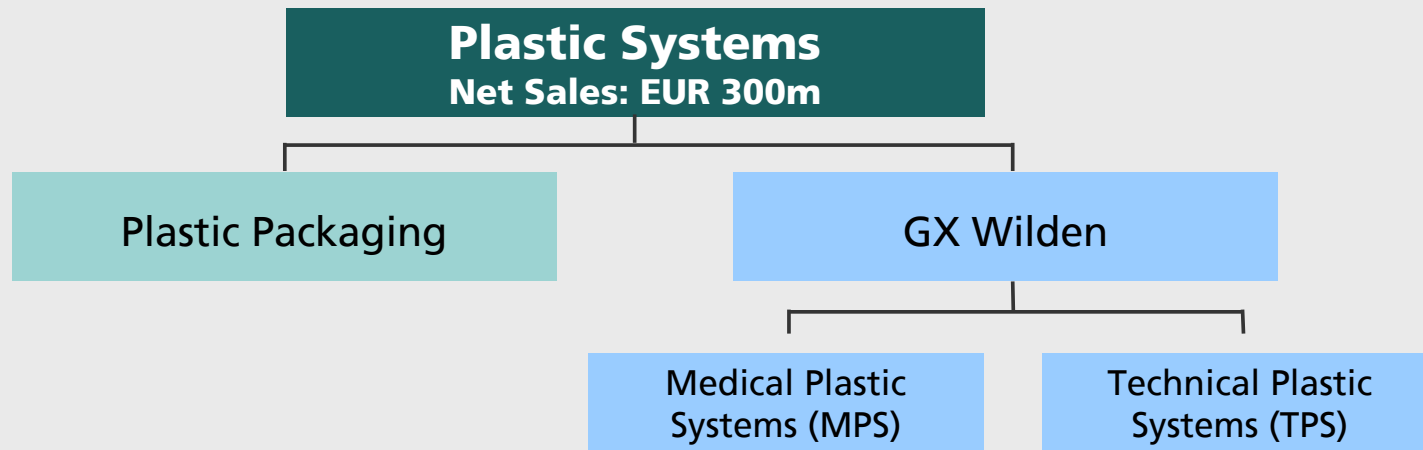


Life Science Research

EUR 72m
10.7%

¹ Includes 11 months of sales generated by the Consumer Healthcare Business (EUR 22.4m); the business was disposed of effective June 1, 2008

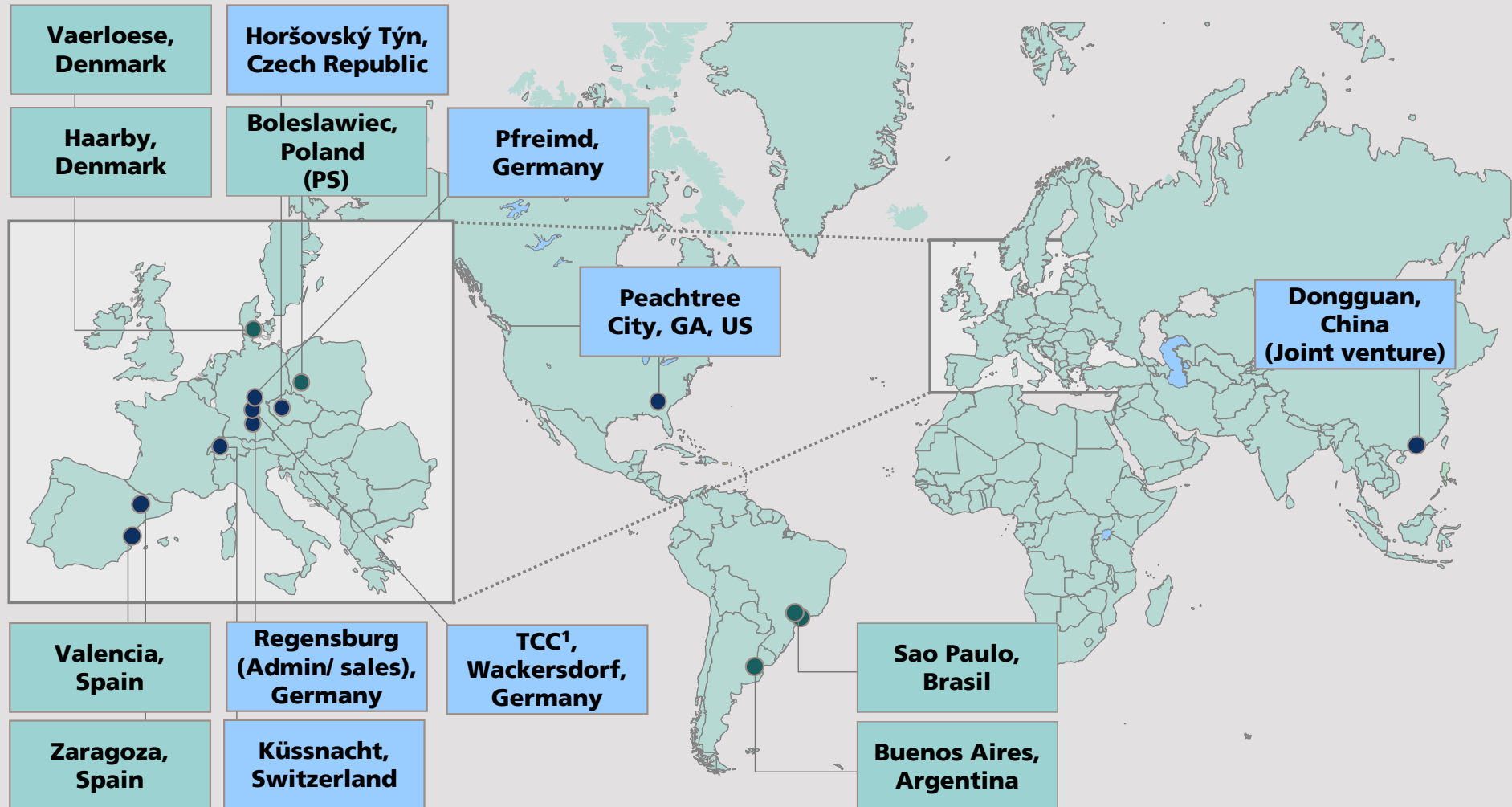
Overview Plastic Systems



	Standard	Customized
Products		
Plants	8	8
Employees	937	2,224

Note: Employees figures as of August 31, 2008

Global plant portfolio Plastic Systems (ex. TPS)



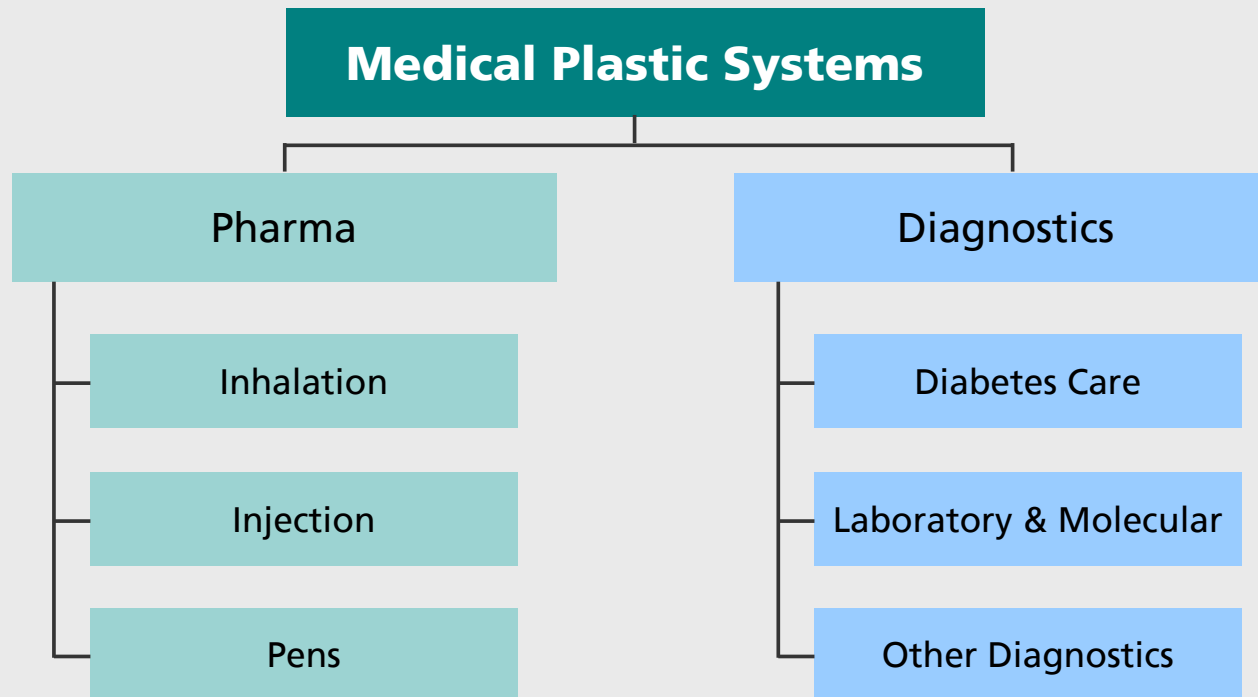
¹ Technical Competence Center

Note: Excludes minority joint ventures in Brescia, Italy and Kazlanak, Bulgaria

Gerresheimer Plastic Packaging

Wilden

Medical Plastic Systems is composed of two product areas



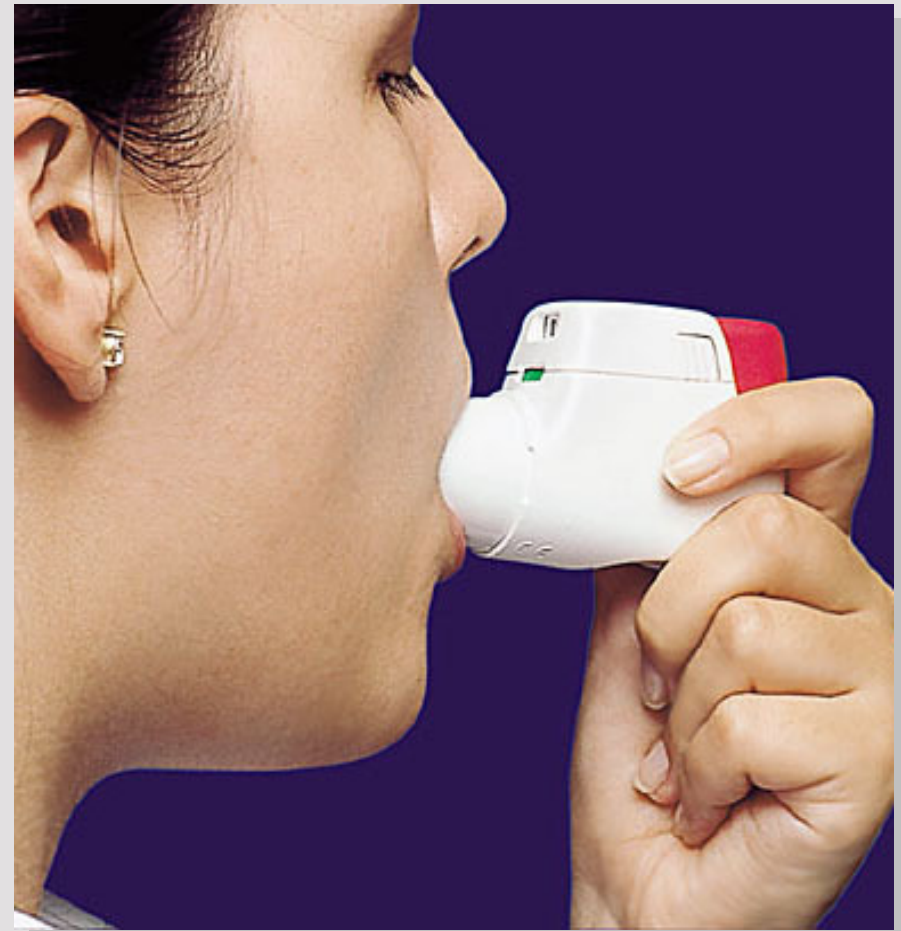
Gerresheimer Wilden Pharma: Pulmonary Inhalation

- Turbuhaler (AstraZeneca): Multidose-Dry-Powder-Inhaler -



Gerresheimer Wilden Pharma: Pulmonary Inhalation

- Novolizer (Almirall): Multidose-Dry-Powder-Inhaler -



Gerresheimer Wilden Pharma: Pulmonary Inhalation

**- *Respimat® Soft Inhaler (Boehringer Ingelheim):
Active Dosing Aerosol without Propellant -***



Gerresheimer Wilden Pharma: Pulmonary Inhalation

**- HandiHaler® (Boehringer Ingelheim):
Inhaler for the treatment of COPD
(chronic-obstructive bronchitis) -**



Gerresheimer Wilden Pharma: Injection

- Tamper Evident Seals for Syringe Systems -



Gerresheimer Wilden Pharma: Injection – Insulin pen (Novo Nordisk)



Gerresheimer Wilden Pharma: Diabetes Diagnostics

- ACCU-CHEK® Softclix (Roche Diagnostics): Lancing Device -



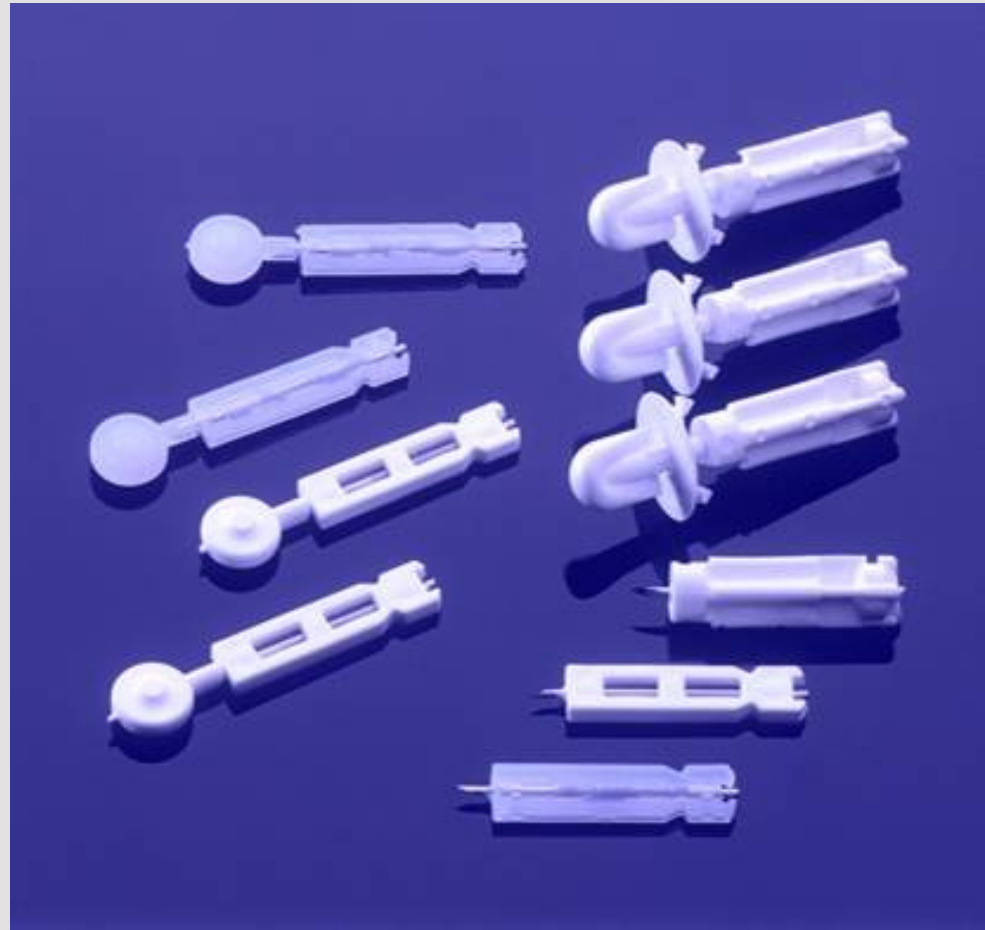
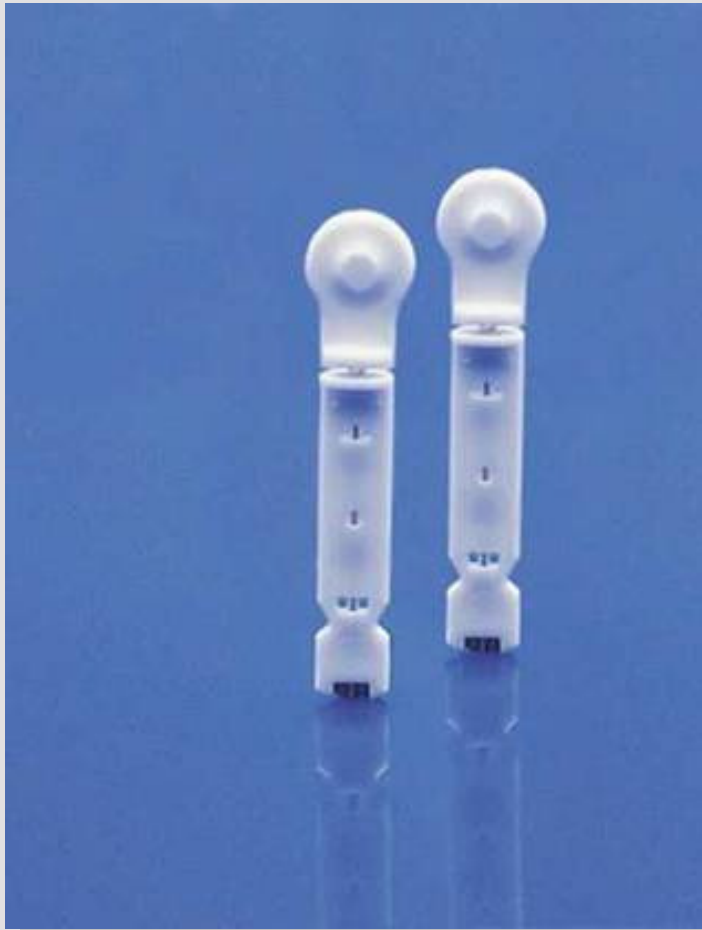
Gerresheimer Wilden Pharma: Diabetes Diagnostics

- ACCU-CHEK® Multiclix (Roche Diagnostics):**
- Lancing Device with 6-lancet-drum -**



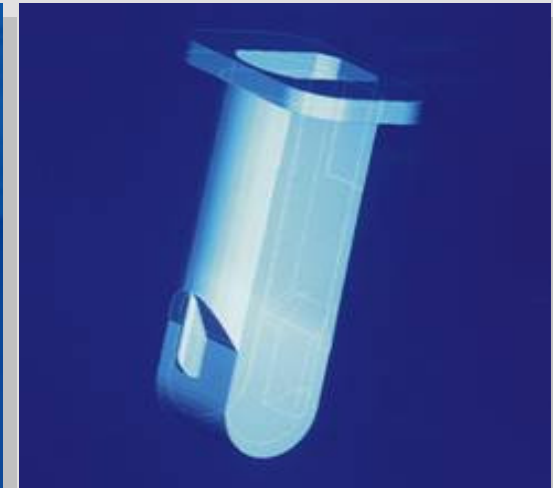
Gerresheimer Wilden Pharma: Diabetes Diagnostics

- Lancets for Lancing Devices (Roche Diagnostics) -

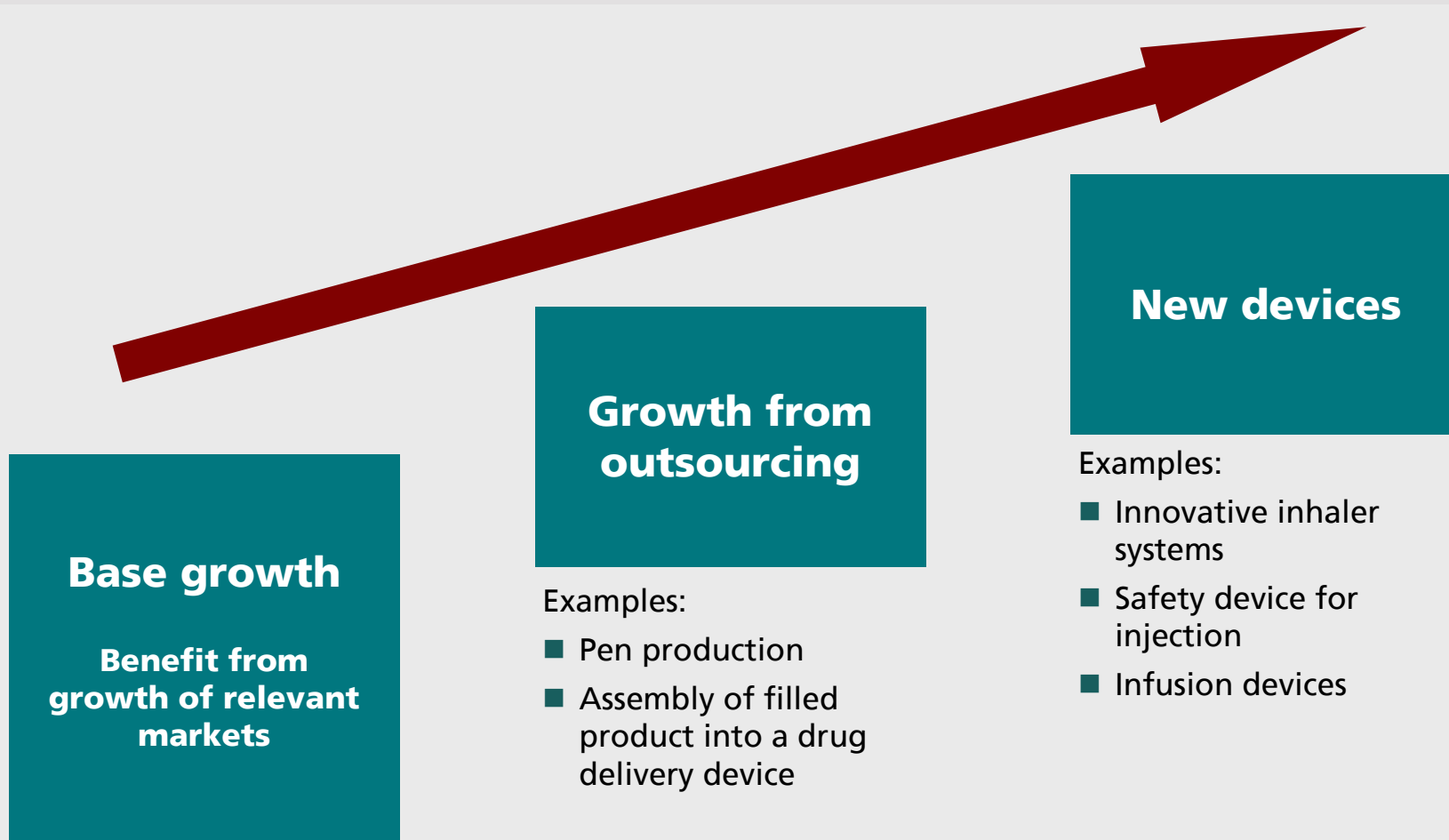


Gerresheimer Wilden Pharma: Laboratory Diagnostics

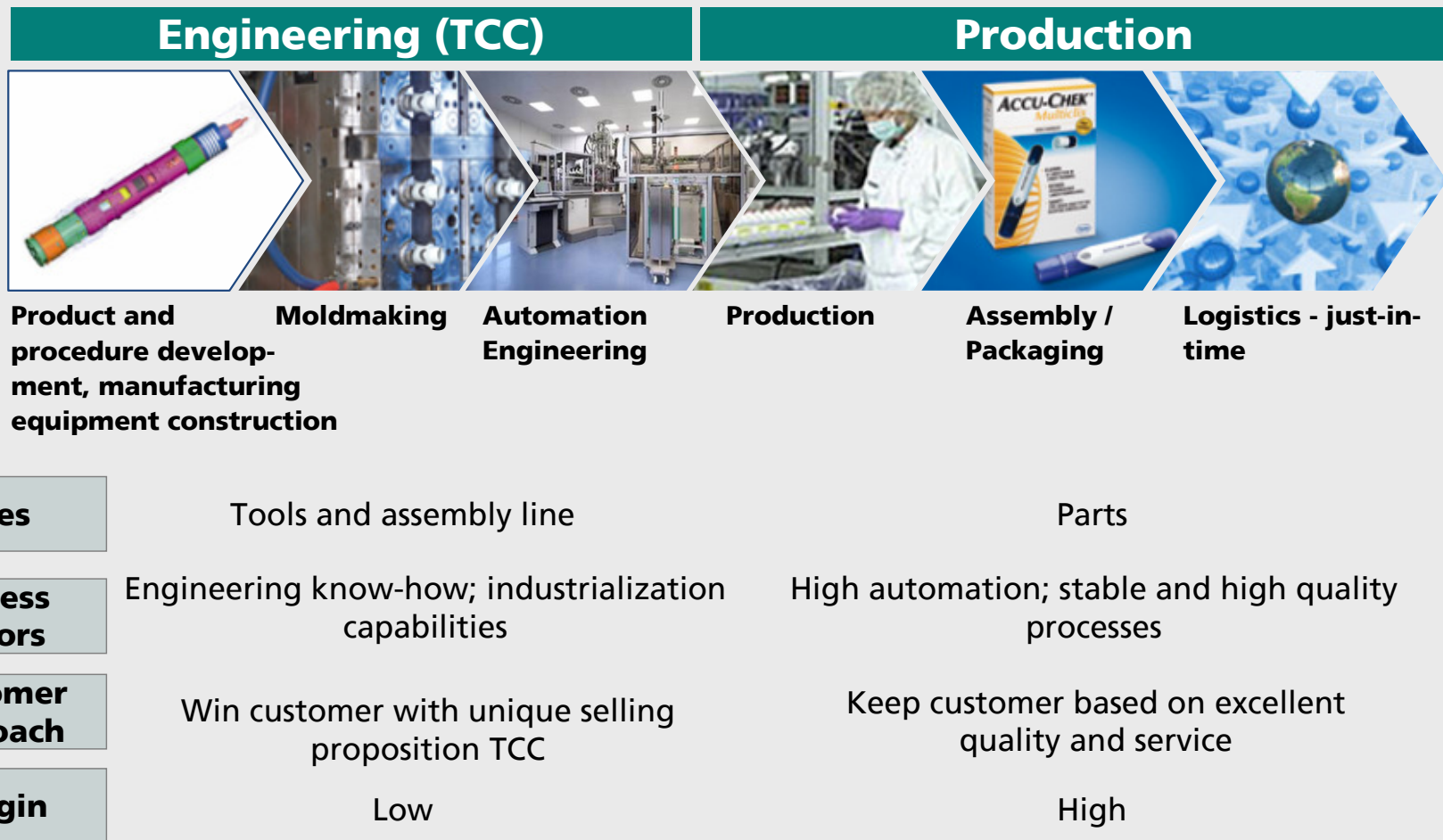
- *Cuvettes (Roche Diagnostics)* -



Growth drivers Gerresheimer Wilden Medical Plastic Systems



Business model Medical Plastic Systems



Technical Competence Center (TCC) – Location Wackersdorf, Germany

- Concentration of technological expertise at one location
- Engineering of new products together with the customer
- Enforcement of worldwide uniform production standards
- Material and pharmaceutical laboratory, measuring room with product-specific testing equipment
- Permanent exchange program with research establishments and universities



Production facilities Medical Plastic Systems

Pfreimd, GERMANY



Kuessnacht, SWITZERLAND



Horšovský Týn, CZECH REPUBLIC



Dongguan City, close to Hongkong CHINA



Peachtree City, close to Atlanta USA



Location Pfreimd, Germany

- Production area 10,200 m²
 - of that, clean room area: 6,300 m²
 - that, controlled area: 3,400 m²
- Key products: Inhalers, diagnostic devices
- Production strategy
 - Highly automated assembly process; high volume series
 - Start-up production facility for new products and processes
 - Competence in pharmaceutical services



Location Kuessnacht, Switzerland

- Production area 3,500 m²
 - of that, clean room area: 2,300 m²
 - of that, controlled area: 800 m²
- Key products: Cuvettes
- Production strategy
 - Highly automated processes in line with high output injection molding
 - Competence in reaction vessels and cuvettes



Location Horšovský Týn, Czech Republic

- Production area 4,903 m²
 - of that, clean room area: 1,596 m²
 - of that, controlled area: 2,840 m²
- Key products: Pens and Inhalers
- Production strategy
Manual, semi-automated and highly automated assembly process; injection molding low to high volume series



Location Peachtree City, USA

- Production area 3,000 m²
 - of that, clean room area: 800 m²
 - of that, controlled area: 800 m²
- Key product: Inhalers
- Production strategy
 - Highly automated assembly processes; medium to high volume series
 - Highly automated injection molding process
- Ramp-up of inhaler production



Location Dongguan City, China

- Production area 1,710 m²
 - of that, clean room area: 630 m²
 - of that, controlled area: 900 m²
- Production strategy
Mainly manual and semi-manual assembly processes
- Platform for future growth in China/Asia



Key criteria for successful manufacturing of drug delivery devices

- Track record of successful pharma production
- Regulatory experience
- Excellent knowledge in injection molding and assembly technology
- Constant process improvements
- Critical plant size necessary to allow for scale effects as well as high utilization and productivity



Only a few companies worldwide are able to truly fulfill pharmaceutical customer requirements

Medical Plastic Systems – A one-stop shop

