

Gerresheimer
CAPITAL MARKETS DAY 2010

**Our Strategy in the Pharma
& Healthcare Industry**

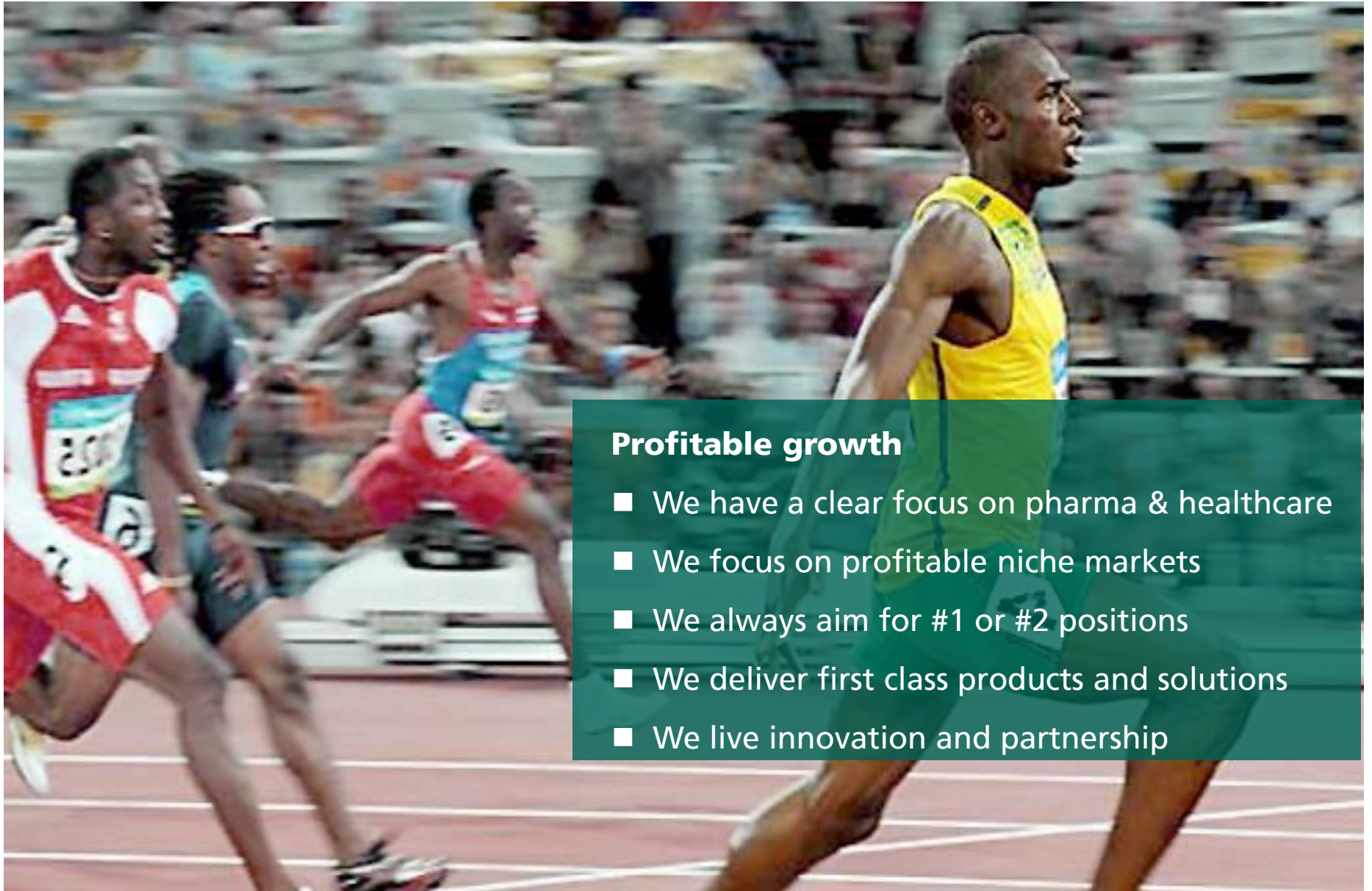
September 1, 2010

Uwe Röhrhoff, CEO



Corporate Responsibility

- We feel responsible towards all stakeholders
- We comply with statutory requirements
- We want to meet challenges comprehensively and sustainably



Profitable growth

- We have a clear focus on pharma & healthcare
- We focus on profitable niche markets
- We always aim for #1 or #2 positions
- We deliver first class products and solutions
- We live innovation and partnership

Highly attractive end market trends drive Gerresheimer

- Aging of world population
- Development of healthcare systems in emerging countries
- Growing number of acute and chronic diseases
- Accelerating pace in drug development
- Growth in biotech drugs and generics
- Outsourcing trend of drug delivery and primary packaging solutions
- Trend towards self-medication

Gerresheimer's strategy

Organic growth

- Base growth: existing customers and regions
- New products for existing customers
- New regions and customers

Growth through acquisitions

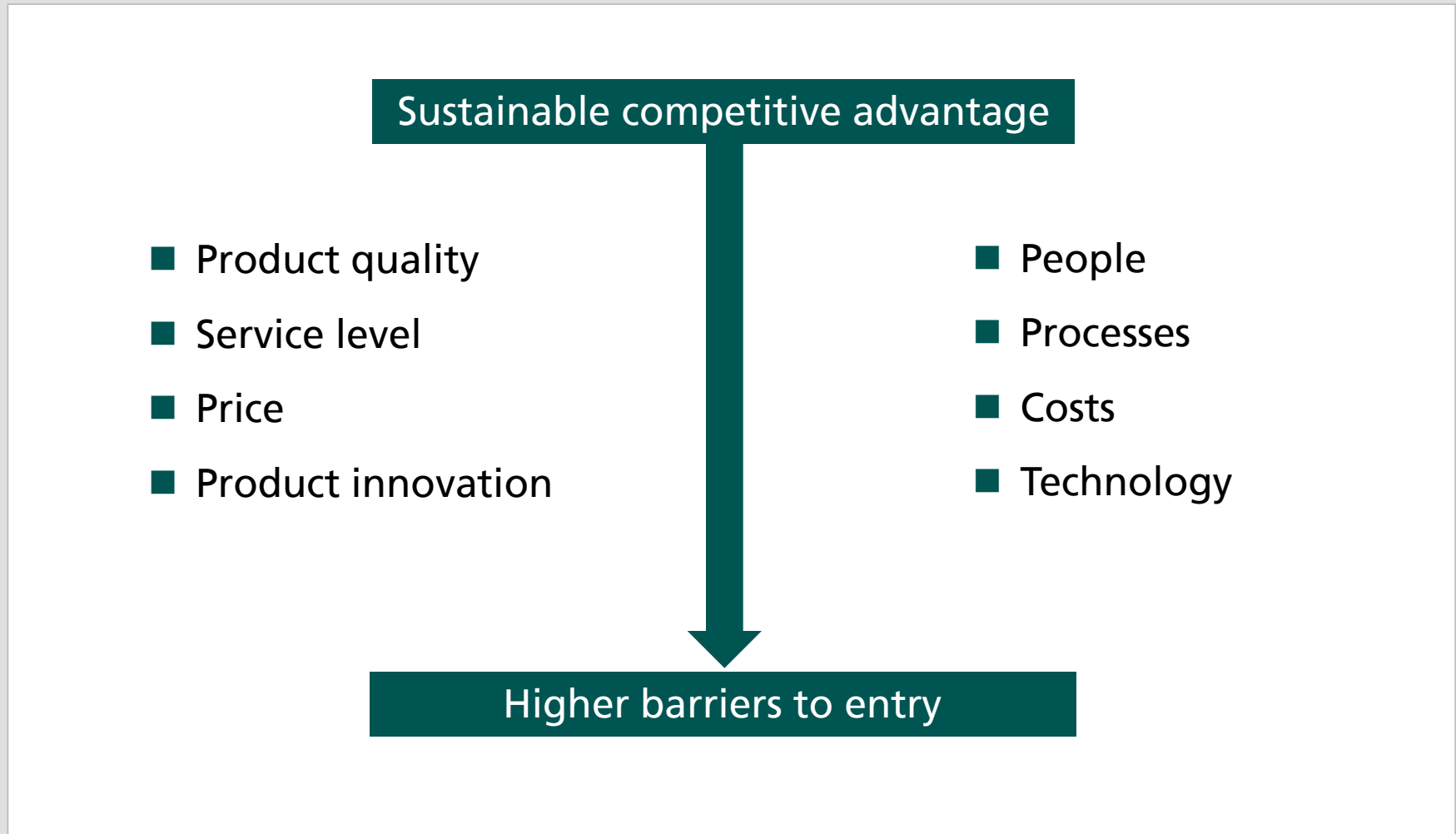
- Extension of product offerings/technology
- Extension of geographic footprint
- Consolidation/scale

- Pharma & Healthcare
- Global market leadership positions

Components of organic growth (examples)

Component	Exemplary product	Region	Growth drivers
Base growth	Vials 	North America	Increasing demand, market growth
New products for existing customers	COP vials 	North America, Europe	Biotech growth
New regions and customers	Syringes 	Russia, China	Growing vaccine penetration, expansion of sales presence

Leading competitive position is the key to our growth



Continuous improvements in technology and skills

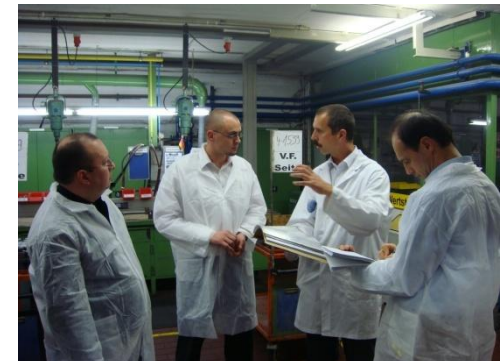
Glass forming: old vs. new technology



Manual work vs. automation



GMS audit and training



Continuous improvement through the Gerresheimer Management System is essential for our profitable growth

GMS

Employee Systems
(e.g. Teamwork)

Quality Systems
(e.g. Q. Feedback Loops)

Material Systems
(e.g. Order Management)

Methods and Tools
(e.g. Problem Solving)



Operational Goal

Motivated and highly skilled employees

Customer focus and "Quality built in"

"On time, in full" delivery with low inventories

Continuous improvement and waste reduction

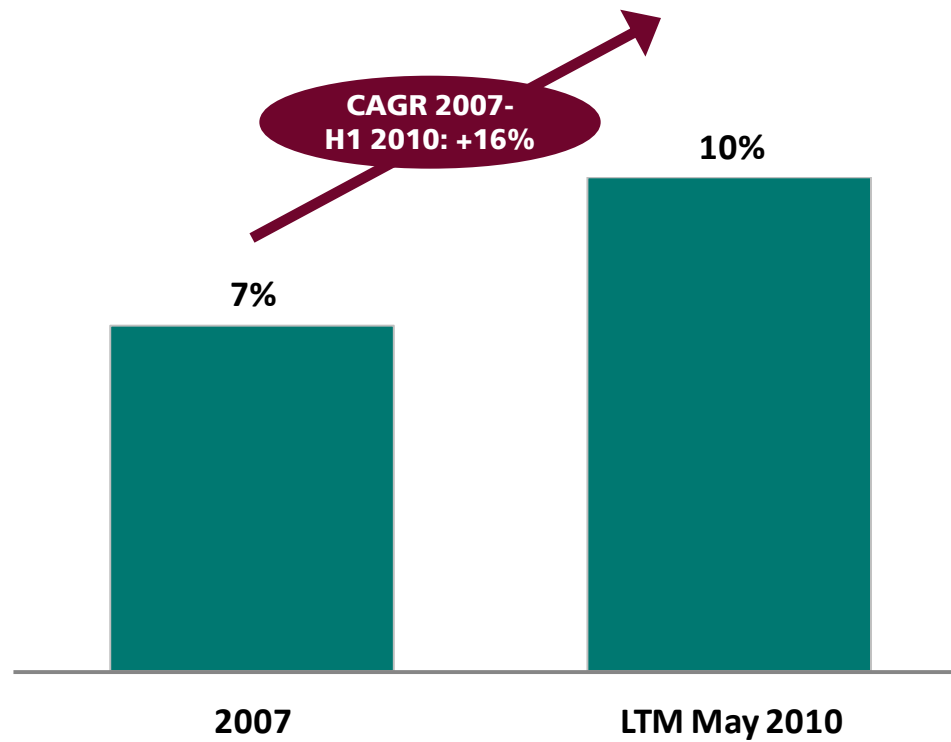


Globalization

- We have a truly global footprint:
40 plants in Europe, the Americas and Asia
- We want to further expand our footprint into
growth markets

Strong revenue growth in emerging countries

In % of total Gerresheimer revenues



Why we are globally successful

- Excellent local management
- Clear goals
- Decentralized decision making
- Structured follow-up (reporting, regular reviews)
- Transfer of technology and know-how
- Clear, standardized governance
- 100-day program for integration of acquisitions

Our acquisition strategy

- Tubular Glass:

- New regions: emerging countries

- Plastic Systems:

- New regions: North America and emerging countries
- New products: extension of product offering/technology

Criteria for acquisitions

- Clear focus on Pharma & Healthcare
- Critical size
- Preferably market-leading position
- Profitable
- Strong management
- Good technology


Attractive investment

- We want to be an attractive company for equity and debt investors
- We strive to translate business outperformance into financial outperformance

Attractive business characteristics

Business characteristics:

- Attractive market growth rates
- Strong market position
- Stable business model
- Long-lasting relationships with blue-chip customers
- Low dependence on single customers
- High entry barriers
- Low R&D costs



Translates into strong financial performance

Our strategy is built to deliver

